

FY2018 3Q Financial Results ended Dec 31, 2017

HIGH-LIGHT

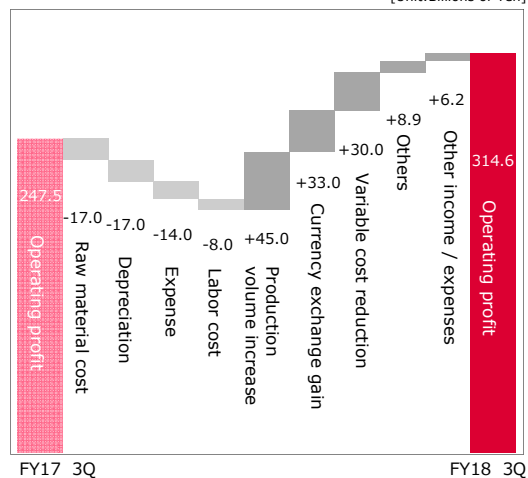
- Revenue increased due to an increase in vehicle production, as well as sales expansion. Operating profit also saw an increase due to the production volume increase and company cost reduction efforts.
- Full-year financial result forecasts has been revised up after considering the latest movement in the foreign exchange markets.

1. Consolidated Financial Results (IFRS)

	FY2018 3Q		FY2017 3Q		Change		(Ratio to Revenue)					
					Amount		Percent		Forecast as of Oct.31		Forecast as of Feb. 2	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
Revenue	(100.0)	3,699.1	(100.0)	3,311.5	387.5	11.7	(100.0)	5,000.0	(100.0)	5,030.0	30.0	0.6
Operating profit (excludes other income/other expenses)	(8.2)	303.3	(7.3)	242.4	60.9	25.1	(7.5)	373.0	(7.6)	384.0	11.0	2.9
Operating profit	(8.5)	314.6	(7.5)	247.5	67.1	27.1	(7.8)	390.0	(7.9)	395.0	5.0	1.3
Profit before income taxes	(9.6)	353.6	(8.4)	277.0	76.6	27.7	(8.6)	430.0	(8.6)	435.0	5.0	1.2
Profit for the period (※)	(6.8)	251.3	(5.8)	190.9	60.4	31.6	(6.0)	300.0	(6.1)	306.0	6.0	2.0
Foreign Exchange Rate (US\$)		112 Yen		107 Yen				111 Yen		111 Yen		
Foreign Exchange Rate (Euro)		129 Yen		118 Yen				126 Yen		128 Yen		
Domestic Car Production		6.91 Mil units		6.63 Mil units				9.39 Mil units		9.39 Mil units		
Overseas Car Production of Japanese Manufacturers		15.10 Mil units		14.75 Mil units				19.99 Mil units		20.08 Mil units		

Profit attributable to owners of the parent company

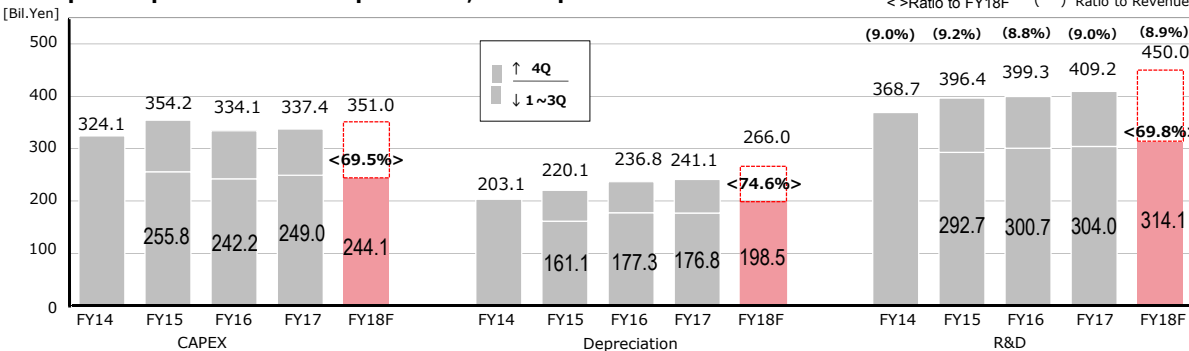
2. Changes in Operating Profit (FY17 3Q - FY18 3Q)



3. Geographic Segments By Company Location

Revenue	FY2018 3Q		FY2017 3Q		Change	Local Currency	FY2018 Forecast
	Margin	Margin	Margin	Margin			
Japan	2,231.7	-	1,982.2	-	12.6%	12.6%	3,020.0
North America	840.2	-	781.6	-	7.5%	2.5%	1,150.0
Europe	476.8	-	416.9	-	14.4%	6.0%	650.0
Asia	973.9	-	839.8	-	16.0%	9.6%	1,280.0
Others	61.5	-	46.9	-	31.2%	23.3%	80.0
Eliminations	-885.2	-	-755.9	-	-	-	-1,150.0
Revenue	3,699.1	-	3,311.5	-	11.7%	8.1%	5,030.0
Japan	161.1	7.2%	106.9	5.4%	50.8%	50.8%	196.0
North America	31.2	3.7%	43.4	5.6%	-28.3%	-31.2%	46.0
Europe	14.0	2.9%	14.3	3.4%	-1.9%	-7.2%	21.0
Asia	100.6	10.3%	80.5	9.6%	25.0%	18.5%	124.0
Others	11.3	18.3%	4.0	8.6%	180.8%	162.4%	11.0
Eliminations	-3.6	-	-1.6	-	-	-	-3.0
Operating Profit	314.6	8.5%	247.5	7.5%	27.1%	24.2%	395.0

4. Capital Expenditures and Depreciation, R&D Expenditures



5. Non-Consolidated Financial Results (Japanese accounting standards)

Account	FY2018 3Q		FY2017 3Q		Change	
					Amount	
	Amount	Percent	Amount	Percent	Amount	Percent
Net Sales	(100.0)	1,963.4	(100.0)	1,825.7	137.7	7.5
Operating Income	(4.1)	79.7	(2.4)	44.2	35.6	80.6
Income Before Income Taxes	(8.0)	156.5	(7.0)	127.9	28.6	22.3
Net Income	(7.1)	138.8	(5.9)	107.6	31.2	29.0

Reference

