

# FY2018 Financial Results ended Mar 31, 2018

## HIGH-LIGHT

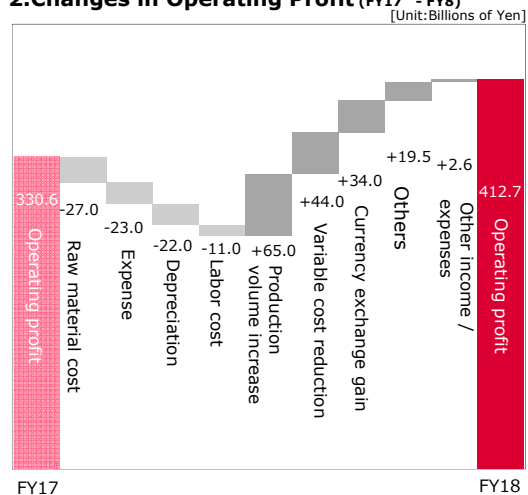
- Revenue increased due to an increase in vehicle production, as well as sales expansion. Operating profit also saw an increase due to the production volume increase and company cost reduction efforts.
- For the new fiscal year, revenue will increase due to the newly consolidated subsidiaries, the increase in car production and the sales expansion. Despite a rise in production volume and cost reduction efforts, operating profit will decrease due to an increase in investment for future growth, in addition to the impact of the yen's appreciation and increase of material costs.

## 1. Consolidated Financial Results (IFRS)

Account	FY2018	FY2017	Change		( Ratio to Revenue )		[Unit:Billions of Yen, %]	
			Amount	Percent	FY2019 Forecast		Change from FY18	
					Amount	Percent	Amount	Percent
Revenue	( 100.0 ) 5,108.3	( 100.0 ) 4,527.1	581.1	12.8	( 100.0 ) 5,320.0	211.7	4.1	
Operating profit (excludes other income/other expenses)	( 7.9 ) 406.0	( 7.2 ) 326.4	79.5	24.4	( 6.9 ) 368.0	-38.0	-9.4	
Operating profit	( 8.1 ) 412.7	( 7.3 ) 330.6	82.1	24.8	( 7.1 ) 376.0	-36.7	-8.9	
Profit before income taxes	( 8.8 ) 449.9	( 8.0 ) 360.9	89.0	24.7	( 7.8 ) 415.0	-34.9	-7.8	
Profit for the period(※)	( 6.3 ) 320.6	( 5.7 ) 257.6	62.9	24.4	( 5.5 ) 290.0	-30.6	-9.5	
Foreign Exchange Rate (US\$)	111 Yen	108 Yen			105 Yen			
Foreign Exchange Rate (Euro)	130 Yen	119 Yen			130 Yen			
Domestic Car Production	9.37 Mil units	9.10 Mil units			9.51 Mil units			
Overseas Car Production of Japanese Manufacturers	20.14 Mil units	19.67 Mil units			20.87 Mil units			

Profit attributable to owners of the parent company

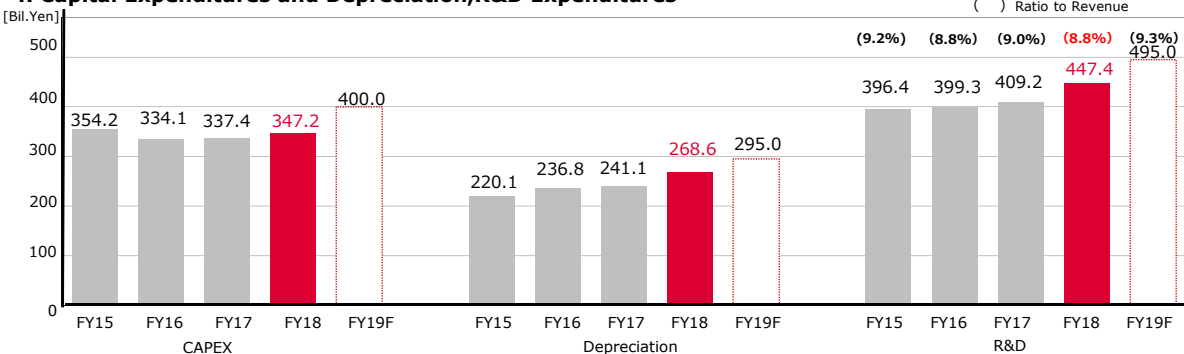
## 2. Changes in Operating Profit (FY17 - FY8)



## 3. Geographic Segments By Company Location

Revenue	FY2018		FY2017		Change	Local Currency	FY2019 Forecast
	Margin	Margin	Margin	Margin			
Japan	3,083.8	-	2,686.0	-	14.8%	14.8%	3,280.0
North America	1,156.3	-	1,077.2	-	7.3%	5.0%	1,135.0
Europe	662.3	-	577.3	-	14.7%	5.9%	685.0
Asia	1,322.8	-	1,139.3	-	16.1%	10.8%	1,360.0
Others	79.0	-	65.8	-	20.0%	17.6%	70.0
Eliminations	-1,195.9	-	-1,018.4	-	-	-	-1,210.0
<b>Revenue</b>	<b>5,108.3</b>	<b>-</b>	<b>4,527.1</b>	<b>-</b>	<b>12.8%</b>	<b>10.5%</b>	<b>5,320.0</b>
Japan	200.7	6.5%	130.2	4.8%	54.2%	54.2%	177.0
North America	42.5	3.7%	60.0	5.6%	-29.1%	-30.6%	40.0
Europe	20.1	3.0%	20.2	3.5%	-0.5%	-6.6%	26.0
Asia	136.7	10.3%	112.7	9.9%	21.3%	15.8%	124.0
Others	13.4	17.0%	6.9	10.5%	-	-	10.0
Eliminations	-0.7	-	0.6	-	-	-	-1.0
<b>Operating Profit</b>	<b>412.7</b>	<b>8.1%</b>	<b>330.6</b>	<b>7.3%</b>	<b>24.8%</b>	<b>22.4%</b>	<b>376.0</b>

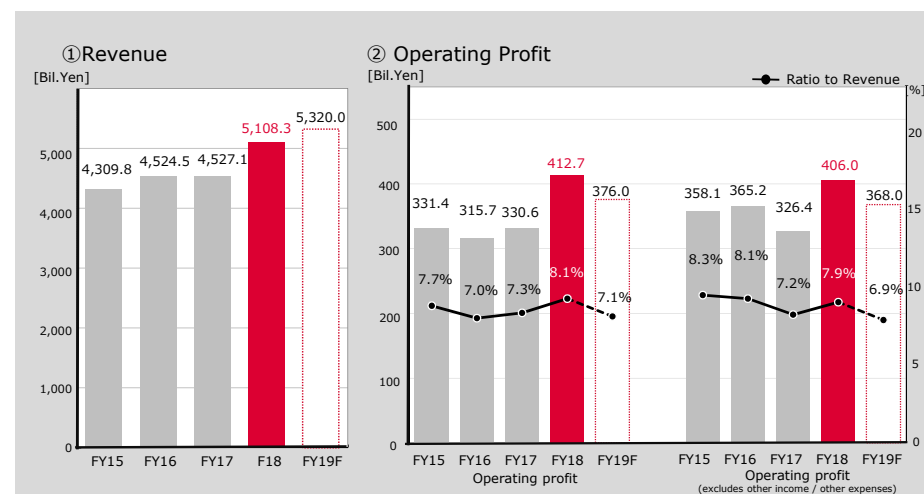
## 4. Capital Expenditures and Depreciation, R&D Expenditures



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

Account	FY2018	FY2017	Change		( Ratio to Sales )		[Unit:Billions of Yen, %]	
			Amount	Percent	FY2019 Forecast		Change from FY18	
					Amount	Percent	Amount	Percent
Net Sales	( 100.0 ) 2,671.9	( 100.0 ) 2,472.8	199.1	8.1				
Operating Income	( 4.0 ) 108.2	( 2.0 ) 49.6	58.6	118.2				
Income Before Income Taxes	( 6.8 ) 180.9	( 5.5 ) 134.9	46.0	34.1				
Net Income	( 6.1 ) 162.5	( 4.8 ) 117.6	44.9	38.2				

## Reference



## ③ Financial Indices (Consolidated)

	FY15	FY16	FY17	FY18	FY19 Forecast
EPS	324.01 Yen	307.19 Yen	326.32 Yen	410.45 Yen	371.38 Yen
Dividends per Share	110 Yen	120 Yen	120 Yen	130 Yen	130 Yen
Pay-out Ratio	34.0 %	39.1 %	36.8 %	31.7 %	35.0 %
ROE	8.4 %	7.6 %	8.0 %	9.3 %	7.9 %

