

# **Supplementary Material for FY2019** Consolidated Financial Results (April 1, 2018 - March 31, 2019)

#### 1. Consolidated Financial Results

								IFRS							
			FY18 er	nded Marc	h 31, 2018	1			F	Y19 ende	d March	31, 2019			FY20
	10	20	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	Full year forecast
Billion yen	445.3	492.6	937.9	526.7	539.3	1,066.0	2,003.9	522.1	534.9	1,057.0	572.8	585.1	1,157.9	2,214.9	2,300.0
Profit ratio	9.9%	6.7%	8.2%	7.2%	6.0%	6.6%	7.4%	6.5%	5.1%	5.8%	6.4%	6.3%	6.3%	6.1%	6.3%
Billion yen	44.2	32.8	77.0	38.0	32.4	70.4	147.4	33.9	27.4	61.3	36.6	36.7	73.3	134.6	145.0
Profit ratio	17.4%	6.7%	11.8%	12.9%	5.8%	9.3%	10.5%	13.6%	5.1%	9.3%	11.8%	6.2%	9.0%	9.1%	9.0%
Billion yen	77.4	32.9	110.3	68.2	31.3	99.5	209.8	71.1	27.2	98.3	67.7	36.2	103.9	202.2	208.0
Profit ratio	13.5%	4.2%	8.6%	12.4%	4.1%	8.2%	8.4%	10.2%	3.9%	7.0%	9.1%	4.5%	6.8%	6.9%	6.8%
Billion yen	59.9	20.9	80.8	65.3	22.0	87.3	168.1	53.4	21.0	74.4	51.9	26.4	78.3	152.7	157.0
Yen	193	67	260	211	71	282	542	172	68	240	167	85	252	492	506
Billion yen	17.4	29.5	46.9	27.9	40.6	68.5	115.4	26.3	32.0	58.3	28.6	26.8	55.4	113.7	105.0
Billion yen	18.3	19.2	37.5	18.6	21.6	40.2	77.7	20.1	20.8	40.9	21.8	22.9	44.7	85.6	90.0
	Profit ratio Billion yen Profit ratio Billion yen Profit ratio Billion yen Yen Billion yen	Billion yen445.3Profit ratio9.9%Billion yen44.2Profit ratio17.4%Billion yen77.4Profit ratio13.5%Billion yen59.9Yen193Billion yen17.4	Billion yen         445.3         492.6           Profit ratio         9.9%         6.7%           Billion yen         44.2         32.8           Profit ratio         17.4%         6.7%           Billion yen         77.4         32.9           Profit ratio         13.5%         4.2%           Billion yen         59.9         20.9           Yen         193         67           Billion yen         17.4         29.5	IQ         2Q         1st half           Billion yen         445.3         492.6         937.9           Profit ratio         9.9%         6.7%         8.2%           Billion yen         44.2         32.8         77.0           Profit ratio         17.4%         6.7%         11.8%           Billion yen         77.4         32.9         110.3           Profit ratio         13.5%         4.2%         8.6%           Billion yen         59.9         20.9         80.8           Yen         193         67         260           Billion yen         17.4         29.5         46.9	IQ         2Q         1st half         3Q           Billion yen         445.3         492.6         937.9         526.7           Profit ratio         9.9%         6.7%         8.2%         7.2%           Billion yen         44.2         32.8         77.0         38.0           Profit ratio         17.4%         6.7%         11.8%         12.9%           Billion yen         77.4         32.9         110.3         68.2           Profit ratio         17.5%         4.2%         8.6%         12.4%           Billion yen         59.9         20.9         80.8         65.3           Yen         193         67         260         2111           Billion yen         17.4         29.5         46.9         27.9	IQ         2Q         1st half         3Q         4Q           Billion yen         445.3         492.6         937.9         526.7         539.3           Profit ratio         9.9%         6.7%         8.2%         7.2%         6.0%           Billion yen         44.2         32.8         77.0         38.0         32.4           Profit ratio         17.4%         6.7%         11.8%         12.9%         5.8%           Billion yen         77.4         32.9         110.3         68.2         31.3           Profit ratio         13.5%         4.2%         8.6%         12.4%         4.1%           Billion yen         59.9         20.9         80.8         65.3         22.0           Yen         193         67         260         211         71           Billion yen         17.4         29.5         46.9         27.9         40.6	IQ         ZQ         Max         3Q         4Q         Max           Billion yen         445.3         492.6         937.9         526.7         539.3         1,066.0           Profit ratio         9.9%         6.7%         8.2%         7.2%         6.0%         6.6%           Billion yen         44.2         32.8         77.0         38.0         32.4         70.4           Profit ratio         17.4%         6.7%         11.8%         12.9%         5.8%         9.3%           Billion yen         77.4         32.9         110.3         68.2         31.3         99.5           Profit ratio         13.5%         4.2%         8.6%         12.4%         4.1%         8.2%           Billion yen         59.9         20.9         80.8         65.3         22.0         87.3           Yen         193         67         260         211         71         282           Billion yen         17.4         29.5         46.9         27.9         40.6         68.5	IQ         2Q         1st half         3Q         4Q         2nd half         Full year           Billion yen         445.3         492.6         937.9         526.7         539.3         1,066.0         2,003.9           Profit ratio         9.9%         6.7%         8.2%         7.2%         6.0%         6.6%         7.4%           Billion yen         44.2         32.8         77.0         38.0         32.4         70.4         147.4           Profit ratio         17.4%         6.7%         11.8%         12.9%         5.8%         9.3%         10.5%           Billion yen         77.4         32.9         110.3         68.2         31.3         99.5         209.8           Profit ratio         173.5%         4.2%         8.6%         12.4%         4.1%         8.2%         8.4%           Billion yen         59.9         20.9         80.8         65.3         22.0         87.3         168.1           Yen         193         67         260         211         71         282         542           Billion yen         17.4         29.5         46.9         27.9         40.6         68.5         115.4	FY18 ended March 31, 2018           Full           1Q         2Q         1st half         3Q         4Q         2nd half         Full         1Q           Billion yen         445.3         492.6         937.9         526.7         539.3         1,066.0         2,003.9         522.1           Profit ratio         9.9%         6.7%         8.2%         7.2%         6.0%         6.6%         7.4%         6.5%           Billion yen         44.2         32.8         77.0         38.0         32.4         70.4         147.4         33.9           Profit ratio         17.4%         6.7%         11.8%         12.9%         5.8%         9.3%         10.5%         13.6%           Billion yen         77.4         32.9         110.3         68.2         31.3         99.5         209.8         71.1           Profit ratio         13.5%         4.2%         8.6%         12.4%         4.1%         8.2%         8.4%         10.2%           Billion yen         59.9         20.9         80.8         65.3         22.0         87.3         168.1         53.4           Yen         193         67         260         211         71 </td <td>FY18 evel March 31, 2018           F           1Q         2Q         1st half         3Q         4Q         2nd half         Full year         1Q         2Q           Billion yen         445.3         492.6         937.9         526.7         539.3         1,066.0         2,003.9         552.1         534.9           Profit ratio         9.9%         6.7%         8.2%         7.2%         6.0%         6.6%         7.4%         6.5%         5.1%           Billion yen         44.2         32.8         77.0         38.0         32.4         70.4         147.4         33.9         27.4           Profit ratio         17.4%         6.7%         11.8%         12.9%         5.8%         9.3%         10.5%         13.6%         5.1%           Billion yen         77.4         32.9         110.3         68.2         31.3         99.5         209.8         71.1         27.2           Profit ratio         13.5%         4.2%         8.6%         12.4%         4.1%         8.2%         8.4%         10.2%         3.9%           Billion yen         59.9         20.9         80.8         65.3         22.0         87.3         168.1</td> <td>FY18 ended March 31, 2018         FY19 ended March 31, 2018           FY18 ended March 31, 2018         FY19 ended March 31, 2018           1Q         2Q         1st half         3Q         4Q         2nd half         Full year         1Q         2Q         1st half           Billion yen         445.3         492.6         937.9         526.7         539.3         1,066.0         2,003.9         522.1         534.9         1,057.0           Profit ratio         9.9%         6.7%         8.2%         7.2%         6.0%         6.6%         7.4%         6.5%         5.1%         5.8%           Billion yen         44.2         32.8         77.0         38.0         32.4         70.4         147.4         33.9         27.4         61.3           Profit ratio         17.4%         6.7%         11.8%         12.9%         5.8%         9.3%         10.5%         13.6%         5.1%         9.3%           Billion yen         77.4         32.9         110.3         68.2         31.3         99.5         209.8         71.1         27.2         98.3           Profit ratio         13.5%         4.2%         8.6%         12.4%         4.1%         8</td> <td>FY18 event March 31, 2018         FY19 event March 31, 2018           Inc         2Q         1st half         3Q         4Q         2nd half         Full year         1Q         2Q         1st half         3Q           Billion yen         445.3         492.6         937.9         526.7         539.3         1,066.0         2,003.9         522.1         534.9         1,057.0         572.8           Profit ratio         9.9%         6.7%         8.2%         7.2%         6.0%         6.6%         7.4%         6.5%         5.1%         5.8%         6.4%           Billion yen         44.2         32.8         77.0         38.0         32.4         70.4         147.4         33.9         27.4         61.3         36.6           Profit ratio         17.4%         6.7%         11.8%         12.9%         5.8%         9.3%         10.5%         5.1%         9.3%         11.8%           Billion yen         77.4         32.9         110.3         68.2         31.3         99.5         209.8         71.1         27.2         98.3         67.7           Profit ratio         13.5%         4.2%         8.6%         12.4%         4.1%         8.2%         8.4%</td> <td>FY18 ended March 31, 2018           FY18 ended March 31, 2018           1Q         2Q         1st half         3Q         4Q         2nd half         Full year         1Q         2Q         1st half         3Q         4Q         2nd half         Full year         1Q         2Q         1st half         3Q         4Q           Billion yen         445.3         492.6         937.9         526.7         539.3         1,066.0         2,003.9         522.1         534.9         1,057.0         572.8         585.1           Profit ratio         9.9%         6.7%         8.2%         7.2%         6.0%         6.6%         7.4%         6.5%         5.1%         5.8%         6.4%         6.3%           Billion yen         44.2         32.8         77.0         38.0         32.4         70.4         147.4         33.9         27.4         61.3         36.6         36.7           Profit ratio         17.4%         6.7%         11.8%         12.9%         5.8%         9.3%         10.5%         13.6%         5.1%         9.3%         61.7         36.2           Profit ratio         13.5%         4.2%         8.6%         12.4%         4.1%         8.2%</td> <td>FY18 ended March 31, 2018         FY19 ended March 31, 2019           10         20         1st half         30         40         2nd half         Full year         10         20         1st half         30         40         2nd half         Full year         10         20         1st half         30         40         2nd half           Billion yen         445.3         492.6         937.9         526.7         539.3         1,066.0         2,003.9         522.1         534.9         1,057.0         572.8         585.1         1,157.9           Profit ratio         9.9%         6.7%         8.2%         7.2%         6.0%         6.6%         7.4%         6.5%         5.1%         5.8%         6.4%         6.3%         6.3%           Billion yen         44.2         32.8         77.0         38.0         32.4         70.4         147.4         33.9         27.4         61.3         36.6         36.7         73.3           Profit ratio         17.4%         6.7%         11.8%         12.9%         5.8%         9.3%         10.5%         5.1%         9.3%         11.8%         6.2%         9.0%           Billion yen         77.4         32.9         110.3<td>FY18 ended March 31, 2018         FY19 ended March 31, 2019           10         20         1st half         30         40         2nd half         Full year         10         20         1st half         30         40         2nd half         Full year           Billion yen         445.3         492.6         937.9         526.7         539.3         1,066.0         2,003.9         522.1         534.9         1,057.0         572.8         585.1         1,157.9         2,214.9           Profit ratio         9.9%         6.7%         8.2%         7.2%         6.0%         6.6%         7.4%         6.5%         5.1%         5.8%         6.4%         6.3%         6.3%         6.1%           Billion yen         44.2         32.8         77.0         38.0         32.4         70.4         147.4         33.9         27.4         61.3         36.6         36.7         73.3         134.6           Profit ratio         17.4%         6.7%         11.8%         12.9%         5.8%         9.3%         10.5%         5.1%         9.3%         11.8%         6.2%         9.0%         9.1%           Billion yen         77.4         32.9         110.3         68.2         31.3</td></td>	FY18 evel March 31, 2018           F           1Q         2Q         1st half         3Q         4Q         2nd half         Full year         1Q         2Q           Billion yen         445.3         492.6         937.9         526.7         539.3         1,066.0         2,003.9         552.1         534.9           Profit ratio         9.9%         6.7%         8.2%         7.2%         6.0%         6.6%         7.4%         6.5%         5.1%           Billion yen         44.2         32.8         77.0         38.0         32.4         70.4         147.4         33.9         27.4           Profit ratio         17.4%         6.7%         11.8%         12.9%         5.8%         9.3%         10.5%         13.6%         5.1%           Billion yen         77.4         32.9         110.3         68.2         31.3         99.5         209.8         71.1         27.2           Profit ratio         13.5%         4.2%         8.6%         12.4%         4.1%         8.2%         8.4%         10.2%         3.9%           Billion yen         59.9         20.9         80.8         65.3         22.0         87.3         168.1	FY18 ended March 31, 2018         FY19 ended March 31, 2018           FY18 ended March 31, 2018         FY19 ended March 31, 2018           1Q         2Q         1st half         3Q         4Q         2nd half         Full year         1Q         2Q         1st half           Billion yen         445.3         492.6         937.9         526.7         539.3         1,066.0         2,003.9         522.1         534.9         1,057.0           Profit ratio         9.9%         6.7%         8.2%         7.2%         6.0%         6.6%         7.4%         6.5%         5.1%         5.8%           Billion yen         44.2         32.8         77.0         38.0         32.4         70.4         147.4         33.9         27.4         61.3           Profit ratio         17.4%         6.7%         11.8%         12.9%         5.8%         9.3%         10.5%         13.6%         5.1%         9.3%           Billion yen         77.4         32.9         110.3         68.2         31.3         99.5         209.8         71.1         27.2         98.3           Profit ratio         13.5%         4.2%         8.6%         12.4%         4.1%         8	FY18 event March 31, 2018         FY19 event March 31, 2018           Inc         2Q         1st half         3Q         4Q         2nd half         Full year         1Q         2Q         1st half         3Q           Billion yen         445.3         492.6         937.9         526.7         539.3         1,066.0         2,003.9         522.1         534.9         1,057.0         572.8           Profit ratio         9.9%         6.7%         8.2%         7.2%         6.0%         6.6%         7.4%         6.5%         5.1%         5.8%         6.4%           Billion yen         44.2         32.8         77.0         38.0         32.4         70.4         147.4         33.9         27.4         61.3         36.6           Profit ratio         17.4%         6.7%         11.8%         12.9%         5.8%         9.3%         10.5%         5.1%         9.3%         11.8%           Billion yen         77.4         32.9         110.3         68.2         31.3         99.5         209.8         71.1         27.2         98.3         67.7           Profit ratio         13.5%         4.2%         8.6%         12.4%         4.1%         8.2%         8.4%	FY18 ended March 31, 2018           FY18 ended March 31, 2018           1Q         2Q         1st half         3Q         4Q         2nd half         Full year         1Q         2Q         1st half         3Q         4Q         2nd half         Full year         1Q         2Q         1st half         3Q         4Q           Billion yen         445.3         492.6         937.9         526.7         539.3         1,066.0         2,003.9         522.1         534.9         1,057.0         572.8         585.1           Profit ratio         9.9%         6.7%         8.2%         7.2%         6.0%         6.6%         7.4%         6.5%         5.1%         5.8%         6.4%         6.3%           Billion yen         44.2         32.8         77.0         38.0         32.4         70.4         147.4         33.9         27.4         61.3         36.6         36.7           Profit ratio         17.4%         6.7%         11.8%         12.9%         5.8%         9.3%         10.5%         13.6%         5.1%         9.3%         61.7         36.2           Profit ratio         13.5%         4.2%         8.6%         12.4%         4.1%         8.2%	FY18 ended March 31, 2018         FY19 ended March 31, 2019           10         20         1st half         30         40         2nd half         Full year         10         20         1st half         30         40         2nd half         Full year         10         20         1st half         30         40         2nd half           Billion yen         445.3         492.6         937.9         526.7         539.3         1,066.0         2,003.9         522.1         534.9         1,057.0         572.8         585.1         1,157.9           Profit ratio         9.9%         6.7%         8.2%         7.2%         6.0%         6.6%         7.4%         6.5%         5.1%         5.8%         6.4%         6.3%         6.3%           Billion yen         44.2         32.8         77.0         38.0         32.4         70.4         147.4         33.9         27.4         61.3         36.6         36.7         73.3           Profit ratio         17.4%         6.7%         11.8%         12.9%         5.8%         9.3%         10.5%         5.1%         9.3%         11.8%         6.2%         9.0%           Billion yen         77.4         32.9         110.3 <td>FY18 ended March 31, 2018         FY19 ended March 31, 2019           10         20         1st half         30         40         2nd half         Full year         10         20         1st half         30         40         2nd half         Full year           Billion yen         445.3         492.6         937.9         526.7         539.3         1,066.0         2,003.9         522.1         534.9         1,057.0         572.8         585.1         1,157.9         2,214.9           Profit ratio         9.9%         6.7%         8.2%         7.2%         6.0%         6.6%         7.4%         6.5%         5.1%         5.8%         6.4%         6.3%         6.3%         6.1%           Billion yen         44.2         32.8         77.0         38.0         32.4         70.4         147.4         33.9         27.4         61.3         36.6         36.7         73.3         134.6           Profit ratio         17.4%         6.7%         11.8%         12.9%         5.8%         9.3%         10.5%         5.1%         9.3%         11.8%         6.2%         9.0%         9.1%           Billion yen         77.4         32.9         110.3         68.2         31.3</td>	FY18 ended March 31, 2018         FY19 ended March 31, 2019           10         20         1st half         30         40         2nd half         Full year         10         20         1st half         30         40         2nd half         Full year           Billion yen         445.3         492.6         937.9         526.7         539.3         1,066.0         2,003.9         522.1         534.9         1,057.0         572.8         585.1         1,157.9         2,214.9           Profit ratio         9.9%         6.7%         8.2%         7.2%         6.0%         6.6%         7.4%         6.5%         5.1%         5.8%         6.4%         6.3%         6.3%         6.1%           Billion yen         44.2         32.8         77.0         38.0         32.4         70.4         147.4         33.9         27.4         61.3         36.6         36.7         73.3         134.6           Profit ratio         17.4%         6.7%         11.8%         12.9%         5.8%         9.3%         10.5%         5.1%         9.3%         11.8%         6.2%         9.0%         9.1%           Billion yen         77.4         32.9         110.3         68.2         31.3

Note: One-time effect of change in retirement benefit plan amounting 14.3 billion yen is included in the result of the first quarter of FY2018.

#### [Exchange rate]

Yen / US\$	111	111	111	113	109	111	111	109	111	110	113	111	112	111	110
Yen / EURO	122	130	126	133	135	134	130	130	130	130	129	123	126	128	125

Year-on-vear Comparison

#### [Changes in operating profit] Year-on-vear Comparison

Y18 full year IFRS and FY19 full	year IFRS	i] [Billi	on yen]
Sales efforts	27.2	Increase in raw material costs	(11.5)
Cost reduction	14.3	Increase in depreciation	(7.9)
		Increase in labor costs	(7.4)
		Negative impact of exchange rate fluctuations	(2.2)
		One-time effect of changes in retirement benefit plan	(14.3)
		Increase in expenses and others	(11.0)
Increases total	41.5	Decreases total	(54.3)
Total Changes in op	erating p	profit (12.8)	

	Y19 full year IFRS and FY20 fu	ull year IF	RS forecast] [Billio	on yen]
)	Sales efforts	18.0	Increase in labor costs	(8.0)
)	Cost reduction	14.0	Increase in raw material costs	(4.4)
)			Increase in depreciation	(4.4)
)			Negative impact of exchange rate fluctuations	(3.0)
)			Increase in expenses and others	(1.8)
	Increases total	32.0	Decreases total	(21.6)
)	Total Changes	in opera	ating profit 10.4	
)				

#### Historical Financial Data 2

. Historical Financi	ial Data			Japanese	GAAP	•	·	IFRS			
	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20 [forecast
Net sales [Billion yen]	1,377.7	1,479.8	1,543.3	1,615.2	2,007.8	2,166.6	1,696.8	1,675.1	2,003.9	2,214.9	2,300.0
Operating profit [Billion yen]	22.0	68.7	70.0	77.0	107.6	117.5	137.0	127.3	147.4	134.6	145.0
Profit before income taxes <sup>*1</sup> [Billion yen]	31.7	73.9	80.8	86.8	138.1	170.8	191.3	181.9	209.8	202.2	208.0
Profit attributable to owners of the parent <sup>*2</sup> [Billion yen]	(26.2)	47.2	58.5	53.1	91.7	115.2	194.2	131.3	168.1	152.7	157.0
Earnings per share [Yen]	(84)	152	188	170	293	367	618	421	542	492	506
Cash dividends per share [Yen]	30	50	50	55	85	110	120	125	150	155	160
[Year-end dividends, yen]	[20]	[25]	[25]	[30]	[50]	[60]	[60]	[65]	[80]	[80]	[80]
Consolidated payout ratio	-	33.0%	26.6%	32.3%	29.0%	30.0%	19.4%	29.7%	27.7%	31.5%	31.6%
Total share issued [Shares]	325,840,640	325,840,640	325,840,640	325,840,640	325,840,640	325,840,640	325,840,640	325,840,640	325,840,640	325,840,640	-
[Treasury stock, shares]	[14,269,943]	[14,275,721]	[14,153,619]	[13,632,854]	[12,109,864]	[11,684,749]	[11,613,812]	[15,351,442]	[15,353,378]	[15,355,468]	-
Yen / US\$	93	86	79	83	100	110	120	108	111	111	110
Yen / EURO	131	113	109	107	134	139	133	119	130	128	125

\*1: The figures prior to fiscal 2016 are ordinary income under Japanese GAAP \*2: The figures prior to fiscal 2016 are net income under Japanese GAAP

# 3. Business Segment Information

/D'I		``
(RII)	lı∩n	yen)
	non	yony

									IFRS							
				FY18 end	led March	31, 2018		r			FY19 end	ed March	n 31, 2019			FY20
		1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	20	1st half	3Q	4Q	2nd half	Full year	Full year forecast
	Vehicle	17.6	17.7	35.3	18.9	17.9	36.8	72.1	17.7	17.3	35.0	24.5	22.9	47.4	82.4	76.0
	Engine	22.9	23.9	46.8	25.0	26.9	51.9	98.7	26.1	23.2	49.3	26.9	32.2	59.1	108.4	130.0
ile	Car Air-Conditioning Compressor	85.4	85.0	170.4	88.9	92.1	181.0	351.4	88.9	84.8	173.7	85.1	87.4	172.5	346.2	350.0
Automobile	Electronics parts, Foundry and others	16.6	17.7	34.3	18.8	19.6	38.4	72.7	17.2	18.2	35.4	18.3	19.9	38.2	73.6	73.0
AL	Net sales	142.7	144.3	287.0	151.6	156.4	308.0	595.0	150.0	143.5	293.5	154.9	162.3	317.2	610.7	629.0
	Profit ratio	10.9%	2.7%	6.8%	5.2%	1.4%	3.3%	5.0%	3.7%	-1.3%	1.3%	-1.0%	2.9%	1.0%	1.1%	-
	Operating profit	15.6	3.8	19.4	7.9	2.3	10.2	29.6	5.5	(1.8)	3.7	(1.6)	4.7	3.1	6.8	-
ndling nt	Net sales	274.5	317.2	591.7	340.8	350.5	691.3	1,283.0	341.7	356.0	697.7	380.4	388.5	768.9	1,466.6	1,549.0
Materials Handling Equipment	Profit ratio	9.2%	8.2%	8.7%	7.6%	7.9%	7.8%	8.2%	7.6%	7.3%	7.5%	8.7%	7.6%	8.1%	7.8%	-
Mate E	Operating profit	25.1	26.1	51.2	26.0	27.7	53.7	104.9	26.0	26.0	52.0	33.2	29.4	62.6	114.6	-
inery	Net sales	14.5	15.5	30.0	18.7	16.8	35.5	65.5	15.4	20.6	36.0	21.6	18.7	40.3	76.3	62.0
Textile Machinery	Profit ratio	15.5%	7.2%	11.2%	10.7%	4.8%	7.9%	9.4%	5.9%	7.2%	8.4%	14.5%	6.2%	10.7%	9.6%	-
Text	Operating profit	2.2	1.1	3.3	2.0	0.8	2.8	6.1	0.9	2.1	3.0	3.1	1.2	4.3	7.3	-
	Net sales	13.5	15.5	29.0	15.7	15.6	31.3	60.3	14.8	14.8	29.6	16.0	15.6	31.6	61.2	60.0
Others	Profit ratio	8.4%	11.2%	9.9%	13.5%	10.7%	12.1%	11.0%	9.9%	11.2%	8.8%	10.7%	10.1%	10.4%	9.7%	-
	Operating profit	1.1	1.7	2.8	2.1	1.7	3.8	6.6	1.4	1.2	2.6	1.7	1.6	3.3	5.9	-
Eliminations	Net sales	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Elimir	Operating profit	0.0	(0.0)	0.0	(0.0)	(0.0)	(0.0)	(0.0)	0.0	(0.0)	0.0	(0.0)	(0.0)	(0.0)	(0.0)	-
	Net sales	445.3	492.6	937.9	526.7	539.3	1,066.0	2,003.9	522.1	534.9	1,057.0	572.8	585.1	1,157.9	2,214.9	2,300.0
Total	Profit ratio	9.9%	6.7%	8.2%	7.2%	6.0%	6.6%	7.4%	6.5%	5.1%	5.8%	6.4%	6.3%	6.3%	6.1%	6.3%
	Operating profit	44.2	32.8	77.0	38.0	32.4	70.4	147.4	33.9	27.4	61.3	36.6	36.7	73.3	134.6	145.0

Note: Net sales figures indicate outside customer sales and do not include intersegment transactions.

# 4. Sales Units: Vehicle

4. Sales l	Jnits: Ve	hicle													(Thous	and units)
				FY18 end	led March	31, 2018		r			FY19 end	led March	n 31, 2019	)	1	FY20
	Destination	10	20	1st half	30	4Q	2nd half	Full year	10	20	1st half	3Q	4Q	2nd half	Full year	Full year forecast
RAV4	Japan	-	-	-	-	-	-	-	-	-	-	-	-	-	-	41
	Overseas	50	51	101	54	50	104	205	51	46	97	56	82	138	235	234
	Subtotal	50	51	101	54	50	104	205	51	46	97	56	82	138	235	275
Vitz/Yaris	Japan	23	18	41	19	21	40	81	22	22	44	0	-	0	44	-
	Overseas	3	3	6	3	3	6	12	3	3	6	0	-	0	6	-
	Subtotal	26	21	47	22	24	46	93	25	25	50	0	-	0	50	-
To	tal	76	72	148	76	74	150	298	76	71	147	56	82	138	285	275

### 5. Sales Units: Engine

(Thousand units)

(Thousand units)

				-Y18 end	led Marc	h 31, 20	18			F	Y19 end	led Marc	h 31, 20	19	_	FY20
		10	00	1st half	00	10	2nd half	Full	10		1st half		10	2nd half	Full year	Full year
		1Q	2Q		3Q	4Q		year	1Q	2Q		3Q	4Q		· j ·	forecast
	GD-type [2.4/2.8 Liters]	46	51	97	57	57	114	211	56	60	116	67	74	141	257	302
ıgin€	KD-type [2.5/3.0 Liters]	6	6	12	7	6	13	25	7	8	15	6	6	12	27	35
리타	VD-type [4.5 Liters)]	14	14	28	13	14	27	55	14	12	26	12	15	27	53	54
Diesel Engine	Others	9	11	20	8	11	19	39	9	9	18	12	8	20	38	38
	Subtotal	75	82	157	85	88	173	330	86	89	175	97	103	200	375	429
ЭГ	A25A-type [2.5 Liters]	-	-	-	-	-	-	-	-	0	0	45	68	113	113	248
Engine	M20A-type [2.0 Liters]	-	-	-	-	-	-	-	-	0	0	0	33	33	33	131
	AR-type [2.5 Liters]	51	52	103	60	63	123	226	52	1	53	-	-	-	53	-
Gasoline	Others	5	4	9	5	4	9	18	5	4	9	6	4	10	19	20
Ö	Subtotal	56	56	112	65	67	132	244	57	5	62	51	105	156	218	399
	Total	131	138	269	150	155	305	574	143	94	237	148	208	356	593	828
CKD	Parts	7	9	16	7	8	15	31	8	20	28	16	19	35	63	78

# 6. Sales Units: Car Air-conditioning Compressor

(1) By Destination

(·) = J	Doomanon							_							(	-
				FY18 end	ded Marc	h 31, 20	18			F	Y19 end	led Marc	h 31, 20	19		FY20
Desti	nation	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	Full year forecast
Japar	ו	1,450	1,480	2,930	1,500	1,510	3,010	5,940	1,400	1,370	2,770	1,460	1,580	3,040	5,810	5,830
North	America	2,650	2,530	5,180	2,560	2,850	5,410	10,590	2,810	2,570	5,380	2,560	2,620	5,180	10,560	10,680
Europ	)e	2,320	2,330	4,650	2,340	2,520	4,860	9,510	2,400	2,020	4,420	1,950	2,100	4,050	8,470	9,050
Other	S	1,770	1,820	3,590	1,980	1,810	3,790	7,380	1,990	2,110	4,100	2,110	1,930	4,040	8,140	8,440
	Total	8,190	8,160	16,350	8,380	8,690	17,070	33,420	8,600	8,070	16,670	8,080	8,230	16,310	32,980	34,000
(2) By	Туре														(Thousa	nd units)
				FY18 end	ded Marc	h 31, 20	18			F	Y19 end	led Marc	h 31, 20	19		FY20
				1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	Full year forecast
ine en	Fixed displacement type	2,170	2,140	4,310	2,120	2,170	4,290	8,600	2,100	2,130	4,230	2,130	2,070	4,200	8,430	8,000
Engine Driven type	Variable displacement type	5,570	5,560	11,130	5,760	5,990	11,750	22,880	6,010	5,420	11,430	5,400	5,510	10,910	22,340	22,900
Electri	c Driven type	450	460	910	500	530	1,030	1,940	490	520	1,010	550	650	1,200	2,210	3,100

# 7. Sales Units: Materials Handing Equipment

8,190

8,160 16,350

8,380

			<u>, , ,</u>												
			FY18 end	ded Marc	h 31, 20	18			F	Y19 end	led Marc	h 31, 20	19		FY20
Destination	10	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	Full year forecast
Japan	11	10	21	12	10	22	43	11	12	23	13	11	24	47	48
North America	21	21	42	22	25	47	89	25	24	49	24	25	49	98	97
Europe	23	19	42	25	26	51	93	24	20	44	25	26	51	95	98
Others	12	12	24	13	15	28	52	15	13	28	16	16	32	60	63
Total	67	62	129	72	76	148	277	75	69	144	78	78	156	300	306

17,070

33,420

8,600

8,070 16,670

8,080

8,230 16,310

32,980

34,000

(Thousand units)

8,690

Note: Sales units figures include Tailift.

Total

### 8. Sales Finance Assets: Materials Handing Equipment (Billion yen) (End of each quarter)

	FY18	Bended N	larch 31, 2	2018	FY1	9 ended N	March 31,	2019	FY20
	End of	End of	End of	End of	End of	End of	End of	End of	Year-end
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	forecast
North America	390.5	400.7	412.9	398.5	424.5	448.4	449.4	466.6	520.0
Europe	189.4	202.2	207.2	206.7	207.4	215.4	213.0	221.0	235.0
Others	30.4	32.2	32.5	30.7	29.9	32.4	33.3	34.4	40.0
Total	610.3	635.1	652.6	635.9	661.8	696.2	695.7	722.0	795.0

\* All projections are based on the information available to management at the time of producing this material and are not guarantees of future performance.

Uncertainties such as economic conditions and exchange rate fluctuations could cause the actual results of Toyota Industries to differ from any projections discussed in this material.