

## [IFRS] FINANCIAL SUMMARY for FY2018 (April 1, 2017 - March 31, 2018)

### 1. Consolidated financial results

(Billion yen)

	FY2017		FY2018		Change		FY2019 forecast		Change
	April 2016 - March 2017		April 2017 - March 2018				April 2018 - March 2019		
					Amount	%		%	
Net sales	Profit ratio	1,675.1	Profit ratio	2,003.9	328.8	19.6	Profit ratio	2,150.0	7.3
Operating profit	7.6%	127.3	7.4%	147.4	20.1	15.8	6.3%	135.0	(8.4)
Profit before income taxes	10.9%	181.9	10.5%	209.8	27.9	15.3	8.8%	189.0	(9.9)
Profit attributable to owners of the parent	7.8%	131.3	8.4%	168.1	36.8	28.0	6.8%	146.0	(13.2)
Earnings per share		¥420.78		¥541.67	¥120.89			¥470.23	
Dividends per share [Year-end]		¥125		¥150	¥25	¥15]		¥150	¥75]
Payout ratio		29.7%		27.7%				31.9%	
Investments in tangible assets		77.3		115.4	38.1	49.2		110.0	(4.7)
Depreciation		73.2		77.7	4.5	6.1		83.0	6.8
	(As of March 31, 2017)		(As of March 31, 2018)						
Total assets		4,558.2		5,258.5	700.3	15.4			
Total equity		2,316.4		2,633.8	317.4	13.7			
Equity attributable to owners of the parent per share		¥7,215.37		¥8,223.82	¥1,008.45			-	-
Percentage of equity attributable to owners of the parent		49.1%		48.6%					
Consolidated subsidiaries		207 companies		254 companies	47				
Exchange rate	¥/US\$	108		111	3			105	
	¥/Euro	119		130	11			130	

### 2. Segment information

Net sales / [Operating profit]

(Billion yen)

	FY2017		FY2018		Change		FY2019 forecast		Change
	April 2016 - March 2017		April 2017 - March 2018				April 2018 - March 2019		
					Amount	%		%	
	Sales distribution ratio		Sales distribution ratio				Sales distribution ratio		
Vehicle	4.4%	73.1	3.6%	72.1	(1.0)	(1.4)	3.2%	69.0	(4.3)
Engine	5.4%	90.0	4.9%	98.7	8.7	9.6	5.1%	110.0	11.4
Car air-conditioning compressor	20.0%	334.7	17.5%	351.4	16.7	5.0	16.8%	361.0	2.7
Electronics parts, foundry and others	3.8%	64.7	3.7%	72.7	8.0	12.4	3.5%	75.0	3.1
Automobile total	33.6%	562.6	29.7%	595.0	32.4	5.7	28.6%	615.0	3.4
		[ 24.9]		[ 29.6]	[ 4.7]				
Materials handling equipment	59.0%	988.1	64.0%	1,283.0	294.9	29.8	65.6%	1,410.0	9.9
		[ 89.4]		[104.9]	[ 15.5]				
Textile machinery	4.0%	66.2	3.3%	65.5	(0.7)	(1.2)	3.0%	65.0	(0.8)
		[ 6.8]		[ 6.1]	[ (0.7)]				
Others	3.4%	58.0	3.0%	60.3	2.3	4.0	2.8%	60.0	(0.6)
		[ 6.0]		[ 6.6]	[ 0.6]				
Total	100.0%	1,675.1	100.0%	2,003.9	328.8	19.6	100.0%	2,150.0	7.3
		[127.3]		[147.4]	[ 20.1]				

### 3. Unit sales

(Thousand units)

	FY2017			FY2018			FY2019		
			Change			Change			Change
RAV4	206	205	(1)	237	32		237	32	
Vitz (Yaris)	101	93	(8)	48	(45)		48	(45)	
Vehicle total	307	298	(9)	285	(13)		285	(13)	
Diesel	294	330	36	403	73		403	73	
Gasoline	207	244	37	222	(22)		222	(22)	
Engine total	501	574	73	625	51		625	51	
Car air-conditioning compressor *	3,255	3,342	87	3,540	198		3,540	198	
Materials handling equipment	253	263	10	294	31		294	31	
Air-jet loom	6.9	6.3	(0.6)	6.2	(0.1)		6.2	(0.1)	

\*(Note) The unit for unit sales of car air-conditioning compressor is ten thousand.

### 4. Changes in profit before income taxes

(Billion yen)

Sales efforts	15.9
Cost reduction	13.7
Positive impact of exchange rate fluctuations	9.4
Changes in retirement benefit plan	14.3
Financial income and financial expenses	7.8
<b>Increases total</b>	<b>61.1</b>
Increase in raw material costs	(9.8)
Increase in labor costs	(8.0)
Increase in depreciation	(4.5)
Increase in expenses	(10.9)
<b>Decreases total</b>	<b>(33.2)</b>
<b>Total changes in profit before income taxes</b>	<b>27.9</b>