

Supplementary Information of 2020 Q1

Year-on-Year Sales Growth (%)	2019Q1 Actual	2019 First Half	2019 FY	2020Q1 Actual	2019FY Component ratio
Japan OE	91%	96%	96%	93%	15%
Japan REP	97%	99%	99%	92%	26%
Japan Total	94%	98%	98%	93%	42%
N.America	98%	102%	103%	102%	19%
Europe	87%	81%	95%	89%	6%
Russia	71%	86%	93%	87%	4%
China	89%	96%	112%	60%	15%
Asia Pacific	101%	104%	105%	97%	9%
Other	99%	106%	129%	106%	5%
Global Total	93%	98%	102%	90%	100%

(1) Quarter of the year

IFRS	Unit	2019						YoY Change	2020	
		Q1	Q2	1H	Q3	Q4	FY		Q1	YoY Change
Profit and Loss										
Sales revenue	Billion	149.5	161.6	311.1	154.6	184.7	650.5	+0.2	129.1	-20.4
Business profit	Billion	5.8	11.4	17.2	8.6	24.3	50.1	-9.1	1.8	-4.0
Business profit margin	%	3.9%	7.1%	5.5%	5.6%	13.2%	7.7%	-1.4%	1.4%	-2.5%
Operating profit	Billion	12.9	12.2	25.1	8.2	25.2	58.6	+5.1	1.2	-11.6
Profit attributable to owners of parent	Billion	9.1	7.6	16.7	11.6	13.7	42.0	+6.3	-0.3	-9.4

Factor Analysis of Business Profit (YoY)										
	Unit	2019 Q1	2019 Q2	2019 1H	2019 Q3	2019 Q4	2019 FY	YoY Change	2020 Q1	YoY Change
Exchange rate difference	Billion	-0.6	-0.7	-1.3	-1.0	-0.4	-2.6		-0.2	
Raw material prices	Billion	-0.4	+0.8	+0.3	+1.1	+1.7	+3.1		+2.3	
Volume, Prices/ MIX, Special factor	Billion	-3.7	-1.0	-4.6	-0.8	-1.6	-7.0		-3.9	
Production costs	Billion	-1.4	-0.9	-2.3	-2.2	+1.5	-3.1		-0.6	
Fixed cost	Billion	-0.5	+0.1	-0.3	-0.9	-0.7	-1.9		+0.3	
MB, ATG, Others	Billion	+0.7	+1.0	+1.7	+0.6	+0.1	+2.4		-2.0	
Total	Billion	-5.9	-0.7	-6.5	-3.2	+0.6	-9.1		-4.0	

(2) Full year

IFRS	Unit	2017		2018		2019		2020(projections)				
		Actual	YoY Change	Actual	YoY Change	Actual	YoY Change	First Half	YoY Change	Full Year	YoY Change	
Profit and Loss												
	Sales revenue	Billion	646.3	+72.2	650.2	+4.0	650.5	+0.2	TBD		TBD	
	Business profit	Billion	58.3	+12.5	59.3	+1.0	50.1	-9.1	TBD		TBD	
	Business profit margin	%	9.0%	+1.0%	9.1%	+0.1%	7.7%	-1.4%	TBD		TBD	
	Operating profit	Billion	54.2	+16.4	53.5	-0.7	58.6	+5.1	TBD		TBD	
	Profit attributable to owners of parent	Billion	40.0	+30.6	35.6	-4.4	42.0	+6.3	TBD		TBD	

Factor Analysis of Business Profit (YoY)												
	Exchange rate difference	Billion			-0.1		-2.6					
	Raw material prices	Billion			+0.7		+3.1					
	Volume, Prices/ MIX	Billion			+2.1		-7.0					
	Production costs	Billion			-0.8		-3.1					
	Fixed cost	Billion			-1.5		-1.9					
	MB, ATG, Others	Billion			+0.6		+2.4					
	Total	Billion			+1.0		-9.1					

Capital expenditures	Billion	39.9		46.9		51.3				TBD	
Depreciation & Amortization	Billion	34.6		36.8		36.0				TBD	
R & D expenses	Billion	15.1		15.2		15.0					

The figures presented here are net of expenditures for and amortization of right-of-use assets as of 2019.