

Supplementary Material for FY2020

Consolidated Financial Results (April 1, 2019 - March 31, 2020)

=== Forecasts for FY2021 are yet to be disclosed as it is difficult to make rational estimates due to the impact of COVID-19. ===

1. Consolidated Financial Results (IFRS)

		FY19 ended March 31, 2019							FY20 ended March 31, 2020							FY21
		1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	Full year forecast
		Net sales	Billion yen	522.1	534.9	1,057.0	572.8	585.1	1,157.9	2,214.9	551.2	551.7	1,102.9	521.5	546.9	1,068.4
Operating profit	Profit ratio	6.5%	5.1%	5.8%	6.4%	6.3%	6.3%	6.1%	5.7%	7.2%	6.5%	5.6%	5.0%	5.3%	5.9%	-
	Billion yen	33.9	27.4	61.3	36.6	36.7	73.3	134.6	31.6	39.9	71.5	29.5	27.2	56.7	128.2	-
Profit before income taxes	Profit ratio	13.6%	5.1%	9.3%	11.8%	6.2%	9.0%	9.1%	12.5%	7.1%	9.8%	11.9%	4.8%	8.3%	9.0%	-
	Billion yen	71.1	27.2	98.3	67.7	36.2	103.9	202.2	68.6	39.4	108.0	62.2	26.0	88.2	196.2	-
Profit attributable to owners of the parent	Profit ratio	10.2%	3.9%	7.0%	9.1%	4.5%	6.8%	6.9%	9.7%	5.2%	7.5%	9.0%	3.0%	6.0%	6.7%	-
	Billion yen	53.4	21.0	74.4	51.9	26.4	78.3	152.7	53.7	28.5	82.2	47.1	16.5	63.6	145.8	-
Earnings per share	Yen	172	68	240	167	85	252	492	173	92	265	152	53	205	470	-
Investments in tangible assets	Billion yen	26.3	32.0	58.3	28.6	26.8	55.4	113.7	23.6	25.8	49.4	26.4	30.2	56.6	106.0	-
Depreciation	Billion yen	20.1	20.8	40.9	21.8	22.9	44.7	85.6	22.2	22.6	44.8	22.9	22.7	45.6	90.4	-

Note: Investments in tangible assets and depreciation apply to property, plant and equipment. They do not include materials handling equipment leased under operating leases.

【Exchange rate】

Yen / US\$	109	111	110	113	111	112	111	110	108	109	109	109	109	109	-
Yen / EURO	130	130	130	129	123	126	128	123	119	121	121	121	121	121	-

【Changes in operating profit】

Year-on-year Comparison

[FY19 full year and FY20 full year]

[Billion yen]

Sales efforts	17.5	Impact of COVID-19	(8.7)
Cost reduction	12.0	Impact of Typhoon No. 19 (Hagibis)	(7.9)
Decrease in expenses and others	0.8	Impact of exchange rate fluctuations	(7.7)
		Increase in labor costs	(6.7)
		Increase in depreciation	(4.8)
		Increase in raw material costs	(0.9)
Increases total	30.3	Decreases total	(36.7)
Total Changes in operating profit			(6.4)

2. Historical Financial Data

Japanese GAAP ← → IFRS

	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21 (forecast)
Net sales [Billion yen]	1,479.8	1,543.3	1,615.2	2,007.8	2,166.6	2,243.2	1,675.1	2,003.9	2,214.9	2,171.3	-
Operating profit [Billion yen]	68.7	70.0	77.0	107.6	117.5	134.7	127.3	147.4	134.6	128.2	-
Profit before income taxes ¹ [Billion yen]	73.9	80.8	86.8	138.1	170.8	185.3	181.9	209.8	202.2	196.2	-
Profit attributable to owners of the parent ² [Billion yen]	47.2	58.5	53.1	91.7	115.2	183.0	131.3	168.1	152.7	145.8	-
Earnings per share [Yen]	152	188	170	293	367	583	421	542	492	470	-
Cash dividends per share [Yen]	50	50	55	85	110	120	125	150	155	160	-
[Year-end dividends, yen]	[25]	[25]	[30]	[50]	[60]	[60]	[65]	[80]	[80]	[80]	-
Consolidated payout ratio	33.0%	26.6%	32.3%	29.0%	30.0%	20.6%	29.7%	27.7%	31.5%	34.1%	-
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]	[14,275,721]	[14,153,619]	[13,632,854]	[12,109,864]	[11,684,749]	[11,613,812]	[15,351,442]	[15,353,378]	[15,355,468]	[15,357,028]	-
Yen / US\$	86	79	83	100	110	120	108	111	111	109	-
Yen / EURO	113	109	107	134	139	133	119	130	128	121	-

¹: The figures prior to fiscal 2017 are ordinary income under Japanese GAAP

²: The figures prior to fiscal 2017 are net income under Japanese GAAP

3. Business Segment Information (IFRS)

(Billion yen)

		FY19 ended March 31, 2019							FY20 ended March 31, 2020							FY21
		1st half			2nd half			Full year	1st half			2nd half			Full year	Full year forecast
		1Q	2Q	3Q	4Q	1Q	2Q		3Q	4Q						
Automobile	Vehicle	17.7	17.3	35.0	24.5	22.9	47.4	82.4	22.9	23.4	46.3	21.1	22.5	43.6	89.9	-
	Engine	26.1	23.2	49.3	26.9	32.2	59.1	108.4	31.1	30.6	61.7	29.0	31.7	60.7	122.4	-
	Car Air-Conditioning Compressor	88.9	84.8	173.7	85.1	87.4	172.5	346.2	86.5	82.8	169.3	79.4	79.4	158.8	328.1	-
	Electronics parts, Foundry and others	17.2	18.2	35.4	18.3	19.9	38.2	73.6	19.1	18.7	37.8	17.6	17.8	35.4	73.2	-
	Net sales	150.0	143.5	293.5	154.9	162.3	317.2	610.7	159.7	155.5	315.2	147.1	151.5	298.6	613.8	-
	Profit ratio	3.7%	-1.3%	1.3%	-1.0%	2.9%	1.0%	1.1%	4.0%	4.2%	4.1%	2.4%	0.6%	1.5%	2.8%	-
	Operating profit	5.5	(1.8)	3.7	(1.6)	4.7	3.1	6.8	6.3	6.5	12.8	3.6	0.8	4.4	17.2	-
Materials Handling Equipment	Net sales	341.7	356.0	697.7	380.4	388.5	768.9	1,466.6	361.6	365.6	727.2	341.5	367.6	709.1	1,436.3	-
	Profit ratio	7.6%	7.3%	7.5%	8.7%	7.6%	8.1%	7.8%	6.4%	8.5%	7.5%	6.7%	6.8%	6.8%	7.1%	-
	Operating profit	26.0	26.0	52.0	33.2	29.4	62.6	114.6	23.1	31.1	54.2	23.0	25.0	48.0	102.2	-
Textile Machinery	Net sales	15.4	20.6	36.0	21.6	18.7	40.3	76.3	15.0	15.2	30.2	18.3	13.2	31.5	61.7	-
	Profit ratio	5.9%	7.2%	8.4%	14.5%	6.2%	10.7%	9.6%	4.6%	2.4%	3.5%	8.8%	2.1%	6.0%	4.8%	-
	Operating profit	0.9	2.1	3.0	3.1	1.2	4.3	7.3	0.6	0.4	1.0	1.6	0.3	1.9	2.9	-
Others	Net sales	14.8	14.8	29.6	16.0	15.6	31.6	61.2	14.7	15.5	30.2	14.6	14.5	29.1	59.3	-
	Profit ratio	9.9%	11.2%	8.8%	10.7%	10.1%	10.4%	9.7%	11.0%	12.3%	11.7%	8.7%	7.9%	8.3%	10.0%	-
	Operating profit	1.4	1.2	2.6	1.7	1.6	3.3	5.9	1.6	1.9	3.5	1.2	1.2	2.4	5.9	-
Eliminations	Net sales	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Operating profit	0.0	(0.0)	0.0	(0.0)	(0.0)	(0.0)	(0.0)	(0.1)	(0.1)	(0.1)	0.0	(0.0)	(0.0)	(0.1)	-
Total	Net sales	522.1	534.9	1,057.0	572.8	585.1	1,157.9	2,214.9	551.2	551.7	1,102.9	521.5	546.9	1,068.4	2,171.3	-
	Profit ratio	6.5%	5.1%	5.8%	6.4%	6.3%	6.3%	6.1%	5.7%	7.2%	6.5%	5.6%	5.0%	5.3%	5.9%	-
	Operating profit	33.9	27.4	61.3	36.6	36.7	73.3	134.6	31.6	39.9	71.5	29.5	27.2	56.7	128.2	-

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

4. Sales Units: Vehicle

(Thousand units)

		FY19 ended March 31, 2019							FY20 ended March 31, 2020							FY21
		1st half			2nd half			Full year	1st half			2nd half			Full year	Full year forecast
		1Q	2Q	3Q	4Q	1Q	2Q		3Q	4Q						
RAV4	Destination															
	Japan	-	-	-	-	-	-	-	13	11	24	10	7	17	41	-
	Overseas	51	46	97	56	82	138	235	70	71	141	67	75	142	283	-
	Subtotal	51	46	97	56	82	138	235	83	82	165	77	82	159	324	-
Vitz/Yaris	Japan	22	22	44	0	-	0	44	-	-	-	-	-	-	-	-
	Overseas	3	3	6	0	-	0	6	-	-	-	-	-	-	-	-
	Subtotal	25	25	50	0	-	0	50	-	-	-	-	-	-	-	-
	Total	76	71	147	56	82	138	285	83	82	165	77	82	159	324	-

5. Sales Units: Engine

(Thousand units)

		FY19 ended March 31, 2019							FY20 ended March 31, 2020							FY21				
		1Q		2Q	1st half		3Q	4Q	2nd half	Full year	1Q		2Q	1st half		3Q	4Q	2nd half	Full year	Full year forecast
		1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	Full year forecast				
Diesel Engine	GD-type [2.4/2.8 Liters]	56	60	116	67	74	141	257	74	65	139	59	60	119	258	-				
	KD-type [2.5/3.0 Liters]	7	8	15	6	6	12	27	5	10	15	15	12	27	42	-				
	VD-type [4.5 Liters]	14	12	26	12	15	27	53	13	12	25	11	13	24	49	-				
	Others	9	9	18	12	8	20	38	8	11	19	10	11	21	40	-				
Subtotal		86	89	175	97	103	200	375	100	98	198	95	96	191	389	-				
Gasoline Engine	A25A-type [2.5 Liters]	-	0	0	45	68	113	113	66	65	131	64	67	131	262	-				
	M20A-type [2.0 Liters]	-	0	0	0	33	33	33	33	33	66	35	33	68	134	-				
	AR-type [2.5 Liters]	52	1	53	-	-	-	53	-	-	-	-	-	-	-	-				
	Others	5	4	9	6	4	10	19	5	7	12	5	5	10	22	-				
Subtotal		57	5	62	51	105	156	218	104	105	209	104	105	209	418	-				
Total		143	94	237	148	208	356	593	204	203	407	199	201	400	807	-				
CKD Parts		8	20	28	16	19	35	63	14	21	35	17	18	35	70	-				

6. Sales Units: Car Air-conditioning Compressor

(1) By Destination

(Thousand units)

Destination		FY19 ended March 31, 2019							FY20 ended March 31, 2020							FY21				
		1Q		2Q	1st half		3Q	4Q	2nd half	Full year	1Q		2Q	1st half		3Q	4Q	2nd half	Full year	Full year forecast
		1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	Full year forecast				
Japan		1,400	1,360	2,760	1,450	1,530	2,980	5,740	1,550	1,470	3,020	1,410	1,540	2,950	5,970	-				
North America		2,800	2,580	5,380	2,520	2,560	5,080	10,460	2,710	2,480	5,190	2,220	2,350	4,570	9,760	-				
Europe		2,390	2,010	4,400	1,960	2,190	4,150	8,550	2,090	1,980	4,070	1,770	2,030	3,800	7,870	-				
Others		2,010	2,120	4,130	2,150	1,950	4,100	8,230	1,930	1,990	3,920	2,070	1,440	3,510	7,430	-				
Total		8,600	8,070	16,670	8,080	8,230	16,310	32,980	8,280	7,920	16,200	7,470	7,360	14,830	31,030	-				

(2) By Type

(Thousand units)

Engine Driven Type		FY19 ended March 31, 2019							FY20 ended March 31, 2020							FY21				
		1Q		2Q	1st half		3Q	4Q	2nd half	Full year	1Q		2Q	1st half		3Q	4Q	2nd half	Full year	Full year forecast
		1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	Full year forecast				
Fixed displacement type		2,100	2,130	4,230	2,130	2,070	4,200	8,430	2,060	1,920	3,980	1,740	1,720	3,460	7,440	-				
Variable displacement type		6,010	5,420	11,430	5,400	5,510	10,910	22,340	5,580	5,340	10,920	5,040	4,880	9,920	20,840	-				
Electric Driven type		490	520	1,010	550	650	1,200	2,210	640	660	1,300	690	760	1,450	2,750	-				
Total		8,600	8,070	16,670	8,080	8,230	16,310	32,980	8,280	7,920	16,200	7,470	7,360	14,830	31,030	-				

7. Sales Units: Materials Handling Equipment

(Thousand units)

Destination		FY19 ended March 31, 2019							FY20 ended March 31, 2020							FY21				
		1Q		2Q	1st half		3Q	4Q	2nd half	Full year	1Q		2Q	1st half		3Q	4Q	2nd half	Full year	Full year forecast
		1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	Full year forecast				
Japan		11	12	23	13	11	24	47	12	13	25	7	13	20	45	-				
North America		25	24	49	24	25	49	98	25	24	49	21	22	43	92	-				
Europe		24	20	44	25	26	51	95	25	19	44	25	24	49	93	-				
Others		15	13	28	16	16	32	60	14	12	26	10	12	22	48	-				
Total		75	69	144	78	78	156	300	76	68	144	63	71	134	278	-				

Note: Sales units figures include Tailift.

8. Sales Finance Assets: Materials Handling Equipment

(Billion yen) (End of each quarter)

	FY19 ended March 31, 2019				FY20 ended March 31, 2020				FY21
	End of 1Q	End of 2Q	End of 3Q	End of 4Q	End of 1Q	End of 2Q	End of 3Q	End of 4Q	Year-end forecast
North America	424.5	448.4	449.4	466.6	463.6	474.9	489.6	493.2	-
Europe	207.4	215.4	213.0	221.0	220.2	214.0	229.2	224.2	-
Others	29.9	32.4	33.3	34.4	36.6	36.6	39.3	35.3	-
Total	661.8	696.2	695.7	722.0	720.4	725.5	758.1	752.7	-