
Data Summary

FYE 2018

Reference materials

Exchange rates

(Yen)

Currency	Target period*	FYE2014 3Q Total	FYE2015 3Q Total	FYE2016 3Q Total	FYE2017 3Q Total	FYE2018 3Q Total
US\$	①	99.36	106.73	121.74	106.61	111.69
US\$	②	96.83	102.93	120.98	108.57	111.89
EURO	①	132.17	140.20	134.41	117.99	128.56
EURO	②	127.47	139.50	134.74	121.06	124.59
Can\$	①	95.78	96.56	94.44	81.40	86.69
A\$	①	93.86	96.41	90.23	80.02	85.97
THB	②	3.19	3.18	3.60	3.08	3.27
NT\$	①	3.34	3.51	3.82	3.33	3.69
RMB	②	15.72	16.70	19.32	16.47	16.46
WON	②	0.088	0.099	0.108	0.093	0.098
MXN	②	—	—	—	5.94	5.94

* ① From April 1 through December 31, ② From January 1 through September 30

Movement of Order Acceptance and Backlog (consolidated basis)

(Yen, millions)

	[Fiscal year]					[Quarter]								
	FYE 2014	FYE 2015	FYE 2016	FYE 2017	FYE 2018	FYE 2017				FYE 2018				
						1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
(Order acceptance)														
Chain	54,788	60,530	63,168	60,999		13,978	15,330	15,351	16,340	16,554	16,042	19,251		
PTUC*	22,025	22,389	21,745	21,576		5,243	5,329	5,344	5,660	5,949	6,385	6,507		
Automotive Parts	60,785	66,279	74,235	75,197		18,234	18,117	18,677	20,169	19,739	18,812	19,928		
Materials Handling Systems	40,194	44,627	43,460	42,826		11,822	10,075	10,024	10,905	11,383	9,998	8,928		
Other	1,895	2,258	2,165	2,455		666	407	784	598	631	995	779		
Total	179,689	196,086	204,776	203,056		49,944	49,259	50,180	53,673	54,257	52,232	55,395		
(Backlog)														
Chain	7,409	7,932	8,215	9,789		7,437	8,459	9,659	9,789	10,758	11,037	13,486		
PTUC*	3,072	3,361	3,464	3,732		3,632	3,622	3,625	3,732	4,053	4,603	5,044		
Automotive Parts	867	169	931	982		739	809	1,082	982	1,003	999	950		
Materials Handling Systems	18,023	17,926	16,876	18,716		19,843	18,221	18,353	18,716	21,645	20,160	19,989		
Other	167	265	88	163		282	81	280	163	228	562	643		
Total	29,540	29,655	29,576	33,385		31,935	31,194	33,003	33,385	37,689	37,363	40,114		

*1 : P.T.U.C = Power Transmission Units and Components

Segment Information (by business group)

(Yen, millions)

	[Fiscal year]					[Quarter]							
	FYE 2014	FYE 2015	FYE 2016	FYE 2017	FYE 2018	FYE2017				FYE2018			
						1Q	2 Q	3 Q	4 Q	1Q	2 Q	3 Q	4 Q
(Sales) ^{*1}													
Chain	55,828	61,721	63,998	60,600		14,547	14,562	14,980	16,509	15,982	16,289	17,218	
PTUC ^{*2}	21,612	22,557	21,975	21,563		5,083	5,369	5,455	5,654	5,725	5,979	6,189	
Automotive Parts	60,674	66,978	73,473	75,147		18,425	18,048	18,403	20,269	19,719	18,816	19,976	
Materials Handling Systems	39,565	45,169	44,354	41,043		8,445	11,254	9,981	11,362	8,347	11,793	9,226	
Other	2,719	2,968	3,186	3,001		631	765	730	874	704	787	813	
Consolidated	178,022	196,738	203,976	198,762		46,596	49,143	49,004	54,017	49,870	52,908	52,796	
(Operating profit)													
Chain	3,763	5,002	6,172	7,102		1,409	1,655	1,898	2,139	1,788	1,924	2,332	
PTUC ^{*2}	2,273	2,400	2,428	2,218		493	460	667	596	690	610	917	
Automotive Parts	10,119	11,916	12,258	12,385		3,007	2,815	3,370	3,192	2,680	2,481	2,870	
Materials Handling Systems	1,192	1,940	659	706		-599	562	127	616	-448	581	-21	
Other	63	123	84	-1		-18	-6	-5	29	-23	-6	-27	
Consolidated	17,354	21,427	21,570	21,647		4,139	5,350	5,818	6,338	4,331	5,167	5,707	
(Operating profit, percent)													
Chain	6.7%	8.1%	9.6%	11.7%		9.7%	11.4%	12.7%	13.0%	11.2%	11.8%	13.5%	
PTUC ^{*2}	10.5%	10.6%	11.0%	10.3%		9.7%	8.6%	12.2%	10.5%	12.1%	10.2%	14.8%	
Automotive Parts	16.7%	17.8%	16.7%	16.5%		16.3%	15.6%	18.3%	15.7%	13.6%	13.2%	14.4%	
Materials Handling Systems	3.0%	4.3%	1.5%	1.7%		—	5.0%	1.3%	5.4%	—	4.9%	—	
Other	2.3%	4.2%	2.6%	—		—	—	—	3.3%	—	—	—	
Consolidated	9.7%	10.9%	10.6%	10.9%		8.9%	10.9%	11.9%	11.7%	8.7%	9.8%	10.8%	

*1 : Sales figures include internal sales and transfers between segments.

*2 : P.T.U.C = Power Transmission Units and Components

Segment Information (by region)

(Yen, millions)

	[Fiscal year]					[Quarter]								
	FYE 2014	FYE 2015	FYE 2016	FYE 2017	FYE 2018	FYE 2017				FYE 2018				
						1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
(Sales) [*]														
Japan	110,585	119,349	121,347	117,795		26,713	29,394	29,865	31,823	27,906	31,692	31,486		
America	43,551	48,749	51,671	50,830		13,125	11,945	11,912	13,848	13,184	12,271	12,418		
Europe	22,056	26,545	24,219	23,181		5,787	6,009	5,474	5,911	5,953	6,209	6,409		
Indian Ocean Rim	9,741	10,718	12,626	12,763		3,043	3,041	3,144	3,535	3,541	3,378	3,710		
China	11,044	14,062	16,494	18,186		3,845	4,301	4,781	5,259	4,850	5,265	5,331		
South Korea, Taiwan	5,011	7,115	8,578	8,378		2,080	2,095	2,046	2,157	2,483	2,758	2,335		
(Operating profit)														
Japan	9,234	12,694	12,621	11,351		1,694	2,933	3,442	3,282	2,006	3,191	3,664		
America	3,964	4,162	4,496	4,853		1,502	1,171	948	1,232	972	687	725		
Europe	471	890	531	687		4	194	261	228	23	35	219		
Indian Ocean Rim	1,384	1,385	1,680	1,744		417	426	408	493	524	416	504		
China	954	1,008	273	925		29	201	275	420	137	259	104		
South Korea, Taiwan	372	258	405	273		46	114	82	31	197	296	99		
(Operating profit, percent)														
Japan	8.4%	10.6%	10.4%	9.6%		6.3%	10.0%	11.5%	10.3%	7.2%	10.1%	11.6%		
America	9.1%	8.5%	8.7%	9.5%		11.5%	9.8%	8.0%	8.9%	7.5%	5.6%	5.8%		
Europe	2.1%	3.4%	2.2%	3.0%		0.1%	3.2%	4.8%	3.9%	0.4%	0.6%	3.4%		
Indian Ocean Rim	14.2%	12.9%	13.3%	13.7%		13.7%	14.0%	13.0%	13.9%	14.8%	12.3%	13.6%		
China	8.6%	7.2%	1.7%	5.1%		0.8%	4.7%	5.8%	8.0%	2.8%	4.9%	2.0%		
South Korea, Taiwan	7.4%	3.6%	4.7%	3.3%		2.2%	5.4%	4.0%	1.4%	8.0%	10.7%	4.2%		

*1 : Sales figures include internal sales and transfers between segments.