
Data Summary

FYE 2019

Movement of Order Acceptance and Backlog (consolidated basis)

(Yen, millions)

	[Fiscal year]					[Quarter]							
	FYE 2015	FYE 2016	FYE 2017	FYE 2018	FYE 2019	FYE 2018				FYE 2019			
						1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
(Order acceptance)													
Chain	60,530	63,168	60,999	69,728		16,554	16,042	19,251	17,881	17,546	17,681	18,292	
PTUC*	22,389	21,745	21,576	25,043		5,949	6,385	6,507	6,202	6,724	6,974	5,742	
Automotive Parts	66,279	74,235	75,197	79,377		19,739	18,812	19,928	20,898	20,459	19,343	19,620	
Materials Handling Systems	44,627	43,460	42,826	46,770		11,383	9,998	8,928	16,461	13,972	13,493	16,153	
Other	2,258	2,165	2,455	2,826		631	995	779	421	748	936	388	
Total	196,086	204,776	203,056	223,747		54,257	52,232	55,395	61,863	59,451	58,427	60,195	
(Backlog)													
Chain	7,932	8,215	9,789	13,546		10,758	11,037	13,486	13,546	14,133	14,169	14,489	
PTUC*	3,361	3,464	3,732	5,148		4,053	4,603	5,044	5,148	5,750	6,443	5,756	
Automotive Parts	169	931	982	814		1,003	999	950	814	895	821	734	
Materials Handling Systems	17,926	16,876	18,716	22,044		21,645	20,160	19,989	22,044	32,846	29,528	30,508	
Other	265	88	163	181		228	562	643	181	258	492	185	
Total	29,655	29,576	33,385	41,735		37,689	37,363	40,114	41,735	53,883	51,455	51,674	

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

Segment Information (by business group)

(Yen, millions)

	[Fiscal year]					[Quarter]								
	FYE 2015	FYE 2016	FYE 2017	FYE 2018	FYE 2019	FYE2018				FYE2019				
						1Q	2 Q	3 Q	4 Q	1Q	2 Q	3 Q	4 Q	
(Sales) ^{*1}														
Chain	61,721	63,998	60,600	67,338		15,982	16,289	17,218	17,847	17,401	18,163	18,314		
PTUC ^{*2}	22,557	21,975	21,563	24,156		5,725	5,979	6,189	6,262	6,224	6,439	6,535		
Automotive Parts	66,978	73,473	75,147	79,545		19,719	18,816	19,976	21,034	20,379	19,417	19,706		
Materials Handling Systems	45,169	44,354	41,043	44,187		8,347	11,793	9,225	14,821	11,432	16,900	15,279		
Other	2,968	3,186	3,001	3,331		704	787	813	1,025	900	832	855		
Consolidated	196,738	203,976	198,762	215,716		49,870	52,908	52,795	60,141	55,480	61,011	59,688		
(Operating profit)														
Chain	5,002	6,172	7,102	8,502		1,788	1,924	2,332	2,458	2,513	2,544	2,749		
PTUC ^{*2}	2,400	2,428	2,218	3,060		690	610	917	841	911	629	1,136		
Automotive Parts	11,916	12,258	12,385	10,258		2,680	2,481	2,869	2,227	2,529	2,169	2,209		
Materials Handling Systems	1,940	659	706	416		-448	581	-20	304	-223	1,094	208		
Other	123	84	-1	-41		-23	-6	-26	15	-27	-16	-8		
Consolidated	21,427	21,570	21,647	20,694		4,331	5,167	5,706	5,487	5,440	6,203	6,001		
(Operating profit, percent)														
Chain	8.1%	9.6%	11.7%	12.6%		11.2%	11.8%	13.5%	13.8%	14.4%	14.0%	15.0%		
PTUC ^{*2}	10.6%	11.0%	10.3%	12.7%		12.1%	10.2%	14.8%	13.4%	14.6%	9.8%	17.4%		
Automotive Parts	17.8%	16.7%	16.5%	12.9%		13.6%	13.2%	14.4%	10.6%	12.4%	11.2%	11.2%		
Materials Handling Systems	4.3%	1.5%	1.7%	0.9%		—	4.9%	—	2.1%	—	6.5%	1.4%		
Other	4.2%	2.6%	—	—		—	—	—	1.5%	—	—	—		
Consolidated	10.9%	10.6%	10.9%	9.6%		8.7%	9.8%	10.8%	9.1%	9.8%	10.2%	10.1%		

*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 2015	FYE 2016	FYE 2017	FYE 2018	FYE 2019	FYE 2018				FYE 2019			
						1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
(Sales)*													
Japan	119,349	121,347	117,795	125,380		27,906	31,692	31,486	34,296	30,542	31,961	33,050	
America	48,749	51,671	50,830	52,862		13,184	12,271	12,418	14,989	14,078	17,964	16,581	
Europe	26,545	24,219	23,181	25,620		5,953	6,209	6,409	7,049	7,481	6,860	6,612	
Indian Ocean Rim	10,718	12,626	12,763	14,850		3,541	3,378	3,710	4,221	4,258	4,372	4,484	
China	14,062	16,494	18,186	22,251		4,850	5,265	5,331	6,805	5,594	6,107	5,687	
South Korea, Taiwan	7,115	8,578	8,378	9,684		2,483	2,758	2,335	2,108	2,560	2,439	2,350	
(Operating profit)													
Japan	12,694	12,621	11,351	12,203		2,006	3,191	3,664	3,342	2,814	3,191	3,868	
America	4,162	4,496	4,853	3,034		972	687	725	650	1,002	1,272	470	
Europe	890	531	687	204		23	35	219	-73	116	127	-29	
Indian Ocean Rim	1,385	1,680	1,744	2,138		524	416	504	694	730	715	743	
China	1,008	273	925	864		137	259	104	364	166	292	375	
South Korea, Taiwan	258	405	273	471		197	296	99	-121	191	177	66	
(Operating profit, percent)													
Japan	10.6%	10.4%	9.6%	9.7%		7.2%	10.1%	11.6%	9.7%	9.2%	10.0%	11.7%	
America	8.5%	8.7%	9.5%	5.7%		7.5%	5.6%	5.8%	4.3%	7.1%	7.1%	2.8%	
Europe	3.4%	2.2%	3.0%	0.8%		0.4%	0.6%	3.4%	—	1.6%	1.9%	—	
Indian Ocean Rim	12.9%	13.3%	13.7%	14.4%		14.8%	12.3%	13.6%	16.4%	17.2%	16.4%	16.6%	
China	7.2%	1.7%	5.1%	3.9%		2.8%	4.9%	2.0%	5.3%	3.0%	4.8%	6.6%	
South Korea, Taiwan	3.6%	4.7%	3.3%	4.9%		8.0%	10.7%	4.2%	—	7.5%	7.3%	2.8%	

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

Breakdown of Overseas Sales

(Yen, millions)

	[Fiscal year]					[Quarter]							
	FYE 2015	FYE 2016	FYE 2017	FYE 2018	FYE 2019	FYE 2018				FYE 2019			
						1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
(Consolidated sales)	196,738	203,976	198,762	215,716		49,870	52,908	52,796	60,142	55,480	61,012	59,688	
USA	40,348	43,062	39,865	39,704		10,244	9,430	9,416	10,614	11,442	14,811	13,849	
Other	7,656	8,316	9,047	10,503		2,248	2,098	2,521	3,636	2,240	2,567	2,313	
Europe	24,021	23,000	22,298	24,670		5,774	6,090	6,011	6,795	7,173	6,565	6,387	
Indian Ocean Rim	12,851	12,824	13,452	14,860		3,381	3,371	3,474	4,634	3,915	4,448	4,361	
China	13,868	15,251	16,531	20,273		4,417	4,764	4,852	6,240	5,112	5,541	5,039	
South Korea, Taiwan	7,550	8,638	7,978	9,721		2,449	3,072	2,370	1,830	2,736	2,980	2,578	
Total of overseas sales	106,297	111,094	109,174	119,734		28,517	28,823	28,645	33,749	32,622	36,911	34,526	
Total of domestic sales	90,441	92,882	89,588	95,982		21,353	24,085	24,151	26,393	22,858	24,101	25,162	
(Percent, sales by region)													
USA	20.5%	21.1%	20.1%	18.4%		20.5%	17.8%	17.8%	17.6%	20.6%	28.0%	26.2%	
Other	3.9%	4.1%	4.6%	4.9%		4.5%	4.0%	4.8%	6.0%	4.0%	4.9%	4.4%	
Europe	12.2%	11.3%	11.2%	11.4%		11.6%	11.5%	11.4%	11.3%	12.9%	12.4%	12.1%	
Indian Ocean Rim	6.5%	6.3%	6.8%	6.9%		6.8%	6.4%	6.6%	7.7%	7.1%	8.4%	8.3%	
China	7.0%	7.5%	8.3%	9.4%		8.9%	9.0%	9.2%	10.4%	9.2%	10.5%	9.5%	
South Korea, Taiwan	3.8%	4.2%	4.0%	4.5%		4.9%	5.8%	4.5%	3.0%	4.9%	5.6%	4.9%	
Percent, all overseas sales	54.0%	54.5%	54.9%	55.5%		57.2%	54.5%	54.3%	56.1%	58.8%	60.5%	57.8%	

Reference materials

Exchange rates

(Yen)

Currency	Target period*	FYE2015 Q3 Total	FYE2016 Q3 Total	FYE2017 Q3 Total	FYE2018 Q3 Total	FYE2019 Q3 Total
US\$	①	106.73	121.74	106.61	111.69	111.15
US\$	②	102.93	120.98	108.57	111.89	109.61
EURO	①	140.20	134.41	117.99	128.56	129.47
EURO	②	139.50	134.74	121.06	124.59	130.88
Can\$	①	96.56	94.44	81.40	86.69	85.11
A\$	①	96.41	90.23	80.02	85.97	81.73
THB	②	3.18	3.60	3.08	3.27	3.41
NT\$	①	3.51	3.82	3.33	3.69	3.65
RMB	②	16.70	19.32	16.47	16.46	16.83
WON	②	0.099	0.108	0.093	0.098	0.100
MXN	②	—	—	5.94	5.94	5.76

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