

**PRESS RELEASE**

KOITO MANUFACTURING CO., LTD.  
 Representative Director: Masahiro Otake, President  
 (Stock Code: 7276 First Section, TSE)

## Mid-Term Business Forecast for Fiscal 2016-2019

The Koito Group announces its business forecast for fiscal 2016-2019 as follows:

### 1. Consolidated Business Forecast for Fiscal 2019

While the global automobile production is expected to rise in China, North America and Europe, with a forecasted production volume in fiscal 2019 of 92 million vehicles (up 7% from fiscal 2015), the Koito Group will strive not only to increase its market share and expand sales of LED headlamps through strengthening its activities to win orders, but also to enhance its production capabilities. Accordingly, its net sales for fiscal 2019 are predicted to be 900 billion yen (up 27% from fiscal 2015).

Regarding technological development, the Koito Group will improve its headlamp design and safety technologies as well as introducing new products into the market through the development of next-generation light sources.

(Unit: million vehicles, billion yen, Assumed exchange rate: 1 US dollar = 110 yen)

	Actual results of fiscal 2014	Actual results of fiscal 2015	Plan for fiscal 2016	Forecast for fiscal 2019	Compared to fiscal 2015	
					Increase/decrease	Index
Global automobile production volume	84.42	85.98	87.50	92.00	6.02	107%
Net sales	597	706	780	900	193	127%
Operating income	49	64	67	78	13	122%
Profit ratio	8.3%	9.1%	8.6%	8.7%	—	—

### 2. Key Policies by Region

	Key Policies
Japan	<ul style="list-style-type: none"> <li>• Expand sales of LED headlamps</li> <li>• Build highly-efficient production system through re-development of domestic plants</li> </ul>
North America	<ul style="list-style-type: none"> <li>• Expand business for Japanese/U.S. car makers</li> <li>• Expand sales of LED headlamps</li> </ul>
Europe	<ul style="list-style-type: none"> <li>• Expand business for European car makers</li> <li>• Strengthen sales/development systems</li> </ul>
China	<ul style="list-style-type: none"> <li>• Sustain business expansion in growing markets</li> <li>• Expand local production system (Hubei Koito scheduled to start operation in June 2016)</li> </ul>
Asia	<ul style="list-style-type: none"> <li>• Sustain business expansion in growing markets</li> <li>• Strengthen sales/development systems</li> </ul>

(Note) The above forecasts are based on information available at the time of this news release. Actual results may differ due to a variety of factors.