



**Supplementary Explanatory Materials
for Fiscal 2021
(Year Ended March 31, 2021)**

**May 14, 2021 (Fri.)
KOITO MANUFACTURING CO., LTD.**



【Disclaimer with Respect to Forward-looking Statements】

This presentation contains forward-looking statements concerning KOITO MANUFACTURING CO., LTD. and its consolidated subsidiaries' future plans, strategies and performance. These forward-looking statements are not historical facts; rather they represent assumptions and beliefs based on economic, financial and competitive data currently available.

Furthermore, they are subject to a number of risks and uncertainties including, but not limited to economic conditions, worldwide competition in the automotive industry, market trends, foreign currency exchange rates, tax rules, regulations and other factors.

Koito therefore wishes to caution readers that actual results may differ from our expectations.



I . Financial Results for FY 2021 (Year Ended March 31, 2021)



I — (1) Consolidated Net Sales (Compared to the previous fiscal year)

(1/8)

(¥ billion, ratio:%)

		FY 2020		FY 2021		Change		Remarks	
		(19/4~20/3)	% to total	20/4~21/3)	% to total		YoY		
KOITO MANUFACTURING (KMC)		356.5	34.6	312.2	34.5	△44.3	87.6	Decrease in domestic automobile production volume (9.49 million→7.84 million 83%)	
Japan	KOITO Group	197.7		170.4		△27.3	86.2		
	KOITO ELECTRIC, etc.	49.9		50.2		0.2	100.5		
Subtotal		247.7	24.1	220.6	24.4	△27.1	89.1	The effect of Forex	Constant Forex (%)
Overseas	Americas	179.5		141.8		△37.6	79.0	△6.9	82.8
	Europe	34.1		27.3		△6.8	80.1	0.3	79.2
	China	99.5		109.7		10.2	110.3	0.4	109.8
	Asia	106.5		92.1		△14.4	86.5	△1.6	88.0
	Others	5.0		0.9		△4.1	18.7	△0.1	20.0
	Subtotal	424.8	41.3	371.9	41.1	△52.8	87.5	△7.9	89.4
Total		1,029.1	100.0	904.8	100.0	△124.2	87.9		
Elimination		△ 228.1		△ 198.4		29.7			
Consolidated		800.9		706.3		△94.5	88.2	△7.9	89.2

※Americas: NAL, Mexico and Brazil Europe: KEL and KCZ China: Guangzhou, Hubei and Fuzhou
Asia: Thai, Indonesia, Ta Yih, IJL and Malaysia Others: KPS and Changzhou

<Forex> FY 2020 FY 2021
US Dollar ¥109.0 ¥105.9
Chinese Yuan ¥15.6 ¥15.7

KOTO I — (2) Consolidated Statements of Income

(2/8)

(¥ billion, ratio:%)

	FY 2020		FY 2021 (Previous forecast)		FY 2021		Change			
	(19/4~20/3)		(20/4~21/3)		(20/4~21/3)		YoY		from Forecast	
Net sales (Constant Forex)	800.9	100	697.0	100	706.3	100	△94.5 (△86.6)	88.2 (89.2)	9.3 (0.6)	101.3 (100.1)
Cost of sales	672.8	84.0			609.1	86.2	△63.7			
Gross profit	128.0	16.0			97.2	13.8	△30.7	75.9		
Selling, general and administrative expenses	45.6	5.7			40.5	5.7	△5.0			
Operating income	82.4	10.3	54.0	7.7	56.7	8.0	△25.7	68.8	2.7	105.0
Non-operating income and loss	2.8	0.3			4.4	0.6	1.5			
Recurring profit	85.2	10.6	57.0	8.2	61.1	8.7	△24.1	71.7	4.1	107.2
Extraordinary gains and losses	△1.2	—			△1.6	—	△0.4			
Income before income taxes	84.0	10.5			59.4	8.4	△24.6	70.7		
Net income	58.0	7.2	35.0	5.0	37.6	5.3	△20.4	64.8	2.6	107.5



I — (3) Statements of Income by Regions before Consolidation Adjustments (Compared to the previous fiscal year)

(3/8)

FY 2021 (20/4~21/3)

(¥ billion)

	KMC	Japan (13 companies)			Overseas (15 companies)	Total	Elimination	Consolidated
		KOITO Group	KOITO ELECTRIC	Subtotal				
Net sales	312.2	170.4	50.2	220.6	371.9	904.8	△198.4	706.3
Operating income	21.1	4.6	5.0	9.7	19.7	50.5	6.1	56.7
Ratio	6.8%	2.7%	10.1%	4.4%	5.3%	5.6%		8.0%

FY 2020 (19/4~20/3)

	KMC	Japan (14 companies)			Overseas (15 companies)	Total	Elimination	Consolidated
		KOITO Group	KOITO ELECTRIC	Subtotal				
Net sales	356.5	197.7	49.9	247.7	424.8	1,029.1	△228.1	800.9
Operating income	25.5	7.4	3.5	11.0	38.0	74.6	7.7	82.4
Ratio	7.2%	3.8%	7.2%	4.5%	9.0%	7.3%		10.3%

Change

	KMC	Japan (13 companies)			Overseas (15 companies)	Total	Elimination	Consolidated
		KOITO Group	KOITO ELECTRIC	Subtotal				
Net sales	△44.3	△27.3	0.2	△27.1	△52.8	△124.2	29.7	△94.5
YoY	88%	86%	100%	89%	88%	88%		88%
Operating income	△4.4	△2.8	1.4	△1.3	△18.3	△24.0	△1.6	△25.7
YoY	83%	62%	142%	88%	52%	68%		69%

KOITO I — (4) Statements of Income by Segments
before Consolidation Adjustments
(Compared to the previous fiscal year)

(4/8)

FY 2021 (20/4 ~ 21/3)

(¥ billion, ratio:%)

	Overseas (15 companies)					Total
	Americas	Europe	China	Asia	Others	
Net sales	141.8	27.3	109.7	92.1	0.9	371.9
Operating income	△0.5	△1.2	14.8	6.6	0.0	19.7
Ratio	—	—	13.6%	7.2%	7.3%	5.3%

FY 2020 (19/4 ~ 20/3)

	Overseas (15 companies)					Total
	Americas	Europe	China	Asia	Others	
Net sales	179.5	34.1	99.5	106.5	5.0	424.8
Operating income	11.2	2.1	14.0	10.0	0.7	38.0
Ratio	6.3%	6.2%	14.1%	9.4%	14.0%	9.0%

Change

	Overseas (15 companies)					Total
	Americas	Europe	China	Asia	Others	
Net sales	△37.6	△6.8	10.2	△14.4	△4.1	△52.8
YoY	79%	80%	110%	86%	19%	88%
Operating income	△11.7	△3.3	0.8	△3.3	△0.6	△18.3
YoY	—	—	106%	66%	11%	52%
Constant Forex	Net sales	△30.7	△7.1	9.8	△12.8	△44.9
	Operating income	△11.8	△3.4	0.7	△3.3	△18.5

(Effect of Forex: Operating income 0.2)

I — (5) Consolidated Statements of Income

(Compared to the previous fiscal year)

(5/8)

(¥ billion, ratio:%)

	FY 2020 (19/4~20/3)		FY 2021 (20/4~21/3)		Change		◎ Operating income	Δ25.7
Net sales (Constant Forex)	800.9	100	706.3	100	Δ94.5	88.2 (Δ86.6) (89.2)	▪Decrease in volume	Δ28.4
Cost of sales	672.8	84.0	609.1	86.2	Δ63.7		▪Price competition	Δ6.9
Gross profit	128.0	16.0	97.2	13.8	Δ30.7	75.9	▪Costdown in materials	10.9
Selling, general and administrative expenses	45.6	5.7	40.5	5.7	Δ5.0		▪Cost reduction	6.1
Operating income	82.4	10.3	56.7	8.0	Δ25.7	68.8	▪Development of new products	Δ1.8
Non-operating income and loss	2.8	0.4	4.4	0.6	1.5		▪Capital expenditures for new orders and production improvement	Δ2.6
Recurring profit	85.2	10.6	61.1	8.7	Δ24.1	71.7	▪R&D in advanced technologies	Δ0.1
Extraordinary gains and losses	Δ1.2	—	Δ1.6	—	Δ0.4		▪Others	Δ3.1
Income before income taxes	84.0	10.5	59.4	8.4	Δ24.6	70.7		
Net income	58.0	7.2	37.6	5.3	Δ20.4	64.8	▪Effect of Forex	0.2

KOTO I — (6) Non-consolidated Statements of Income

(6/8)

(¥ billion, ratio:%)

	FY 2020		FY 2021 (Previous forecast)		FY 2021		Change			
	(19/4~20/3)		(20/4~21/3)		(20/4~21/3)		YoY		from Forecast	
Net sales	356.5	100	313.0	100	312.2	100	△44.3	87.6	△0.7	99.7
Cost of sales	305.7	85.8			269.3	86.3	△36.3			
Gross profit	50.7	14.2			42.8	13.7	△7.9	84.3		
Selling, general and administrative expenses	25.1	7.1			21.6	6.9	△3.5			
Operating income	25.5	7.2	21.0	6.7	21.1	6.8	△4.4	82.7	0.1	100.7
Non-operating income and loss	21.1	5.9			17.0	5.5	△4.0			
Recurring profit	46.7	13.1	38.0	12.1	38.1	12.2	△8.5	81.7	0.1	100.5
Extraordinary gains and losses	4.2	1.2			0.5	0.2	△3.6			
Income before income taxes	50.9	14.3			38.7	12.4	△12.1	76.0		
Net income	41.6	11.7	37.0	11.8	38.0	12.2	△3.5	91.4	1.0	102.8

I — (7) Non-consolidated Statements of Income (Compared to the previous fiscal year)

(7/8)

(¥ billion, ratio:%)

	FY 2020 (19/4~20/3)		FY 2021 (20/4~21/3)		Change		◎ Operating income Δ4.4	
Net sales	356.5	100	312.2	100	Δ44.3	87.6	▪Decrease in volume	Δ12.0
Cost of sales	305.7	85.8	269.3	86.3	Δ36.3			
Gross profit	50.7	14.2	42.8	13.7	Δ7.9	84.3	▪Price competition	Δ0.8
Selling, general and administrative expenses	25.1	7.1	21.6	6.9	Δ3.5		▪Cost down in materials	4.1
Operating income	25.5	7.2	21.1	6.8	Δ4.4	82.7	▪Cost reduction	3.9
Non-operating income and loss	21.1	5.9	17.0	5.5	Δ4.0		▪Development of new products	-
Recurring profit	46.7	13.1	38.1	12.2	Δ8.5	81.7	▪Production improvement	Δ0.2
Extraordinary gains and losses	4.2	1.2	0.5	0.2	Δ3.6		▪R&D in advanced technologies	Δ0.1
Income before income taxes	50.9	14.3	38.7	12.4	Δ12.1	76.0	▪Others	0.7
Net income	41.6	11.7	38.0	12.2	Δ3.5	91.4		

I — (7) Non-consolidated Statements of Income

(Compared to the previous fiscal year)

(8/8)

(¥ billion, ratio:%)

	FY 2020 (19/4~20/3)		FY 2021 (20/4~21/3)		Change		
							【Decrease in operating income $\Delta 4.4$ 】
Net sales	356.5	100	312.2	100	$\Delta 44.3$	87.6	◎ Non-operating income and loss (decrease in dividends and others) $\Delta 4.0$
Cost of sales	305.7	85.8	269.3	86.3	$\Delta 36.3$		
Gross profit	50.7	14.2	42.8	13.7	$\Delta 7.9$	84.3	【Decrease in recurring profit $\Delta 8.5$ 】
Selling, general and administrative expenses	25.1	7.1	21.6	6.9	$\Delta 3.5$		◎ Extraordinary gains and losses $\Delta 3.6$
Operating income	25.5	7.2	21.1	6.8	$\Delta 4.4$	82.7	
Non-operating income and loss	21.1	5.9	17.0	5.5	$\Delta 4.0$		・FY 2020, Gain on reversal of allowance for loss on overseas investment $\Delta 4.9$
Recurring profit	46.7	13.1	38.1	12.2	$\Delta 8.5$	81.7	・FY 2021, Gain on sale of investment in affiliated companies 0.8 , etc.
Extraordinary gains and losses	4.2	1.2	0.5	0.2	$\Delta 3.6$		
Income before income taxes	50.9	14.3	38.7	12.4	$\Delta 12.1$	76.0	
Net income	41.6	11.7	38.0	12.2	$\Delta 3.5$	91.4	【Decrease in net income $\Delta 3.5$ 】



Ⅱ . Forecast for FY 2022 (Year ending March 31, 2022)



II — (1) Assumption of Global Automobile Production Volume

(million vehicles)

	FY 2020	YoY	FY 2021	YoY	FY 2022	YoY	Changes from FY 2020
Japan	9.49	97%	7.84	83%	8.60	110%	91%
North America	16.29	94%	13.35	82%	15.55	116%	95%
Europe	15.14	90%	12.43	82%	15.10	121%	100%
China	22.84	84%	27.10	119%	26.84	99%	118%
ASEAN Countries	4.05	92%	2.75	68%	3.43	125%	85%
India	4.18	81%	3.53	84%	4.15	118%	99%
South America	3.15	95%	2.21	70%	2.63	119%	83%
Others	6.38	95%	5.47	86%	5.90	108%	92%
Total	81.52	90%	74.68	92%	82.20	110%	101%



II — (2) Consolidated Net Sales (Compared to the previous fiscal year)

(2/9)

(¥ billion, ratio:%)

		FY 2021		FY 2022		Change		Remarks		
		(20/4~21/3)	% to total	(21/4~22/3)	% to total		YoY			
KOITO MANUFACTURING (KMC)		312.2	34.5	323.0	33.2	10.7	103.5	(Impact of decrease in production volume Δ9.0)		
Japan	KOITO Group	170.4		176.4		5.9	103.5			
	KOITO ELECTRIC, etc.	50.2		48.1		Δ2.1	95.8	• Decrease in railroad car equipments		
	Subtotal	220.6	24.4	224.5	23.1	3.8	101.8	The effect of Forex	Constant Forex	Constant Forex (%)
Overseas	Americas	141.8		180.8		38.9	127.4	Δ10.1	49.0	134.6
	Europe	27.3		37.1		9.7	135.9	Δ1.8	11.6	142.8
	China	109.7		104.6		Δ5.1	95.3	Δ4.7	Δ0.3	99.7
	Asia	92.1		102.0		9.8	110.7	Δ4.8	14.7	116.0
	Others	0.9		0.3		Δ0.6	31.8	0.0	Δ0.6	33.5
	Subtotal	371.9	41.1	424.8	43.7	52.8	114.2	Δ21.6	74.4	120.0
(Constant Forex)				(446.4)		(74.4)	(120.0)			
Total		904.8	100.0	972.3	100.0	67.4	107.5	<Exchange rate> FY 2021 (Actual) FY 2022 (Forecast) US Dollar ¥105.9 ¥100.0 Chinese Yuan ¥ 15.7 ¥ 15.0		
Elimination		Δ 198.4		Δ 206.3		Δ 7.8				
Consolidated		706.3		766.0		59.6	108.4	Δ21.6	81.2	111.5
(Constant Forex)				(787.6)		(81.2)	(111.5)			
(Before the Impact of decrease in production volume)				(807.6)		(101.2)	(114.3)		(101.2)	(114.3)
								<Annual sensitivity per US Dollar/1 yen> Net sales : ¥4.0 billion Operating income: ¥0.4 billion		



II — (3) Consolidated Statements of Income

(Compared to the previous fiscal year)

(3/9)

(¥ billion, ratio:%)

	FY 2021		FY 2022		Change			
	(20/4~21/3)		(21/4~22/3)					
Net sales	706.3	100.0	766.0	100.0	59.6	108.4	◎Operating income	5.2
(Constant Forex)			(787.6)		(81.2)	(111.5)	·Increase in volume	18.6
Cost of sales	609.1	86.2	652.6	85.2	43.4		·Price competition	Δ10.8
Gross profit	97.2	13.8	113.4	14.8	16.1	116.6	·Costdown in materials	11.5 } 0.7
Selling, general and administrative expenses	40.5	5.7	51.4	6.7	10.8		·Increase in resin material costs, etc.	Δ7.6
Operating income	56.7	8.0	62.0	8.1	5.2	109.3	·Development of new products	Δ1.4
(Constant Forex)			(63.4)		(6.7)	(112.0)	·Capital expenditures for new orders and production improvement	Δ1.9 } Δ4.2
Non-operating income	4.4	0.6	2.0	0.3	Δ2.4		·R&D in advanced technologies	Δ0.9
Recurring profit	61.1	8.7	64.0	8.4	2.8	104.7	·Others	Δ0.8
Extraordinary gains and losses	Δ1.6	—	Δ0.5	—	1.1		(Constant Forex)	6.7
Income before income taxes	59.4	8.4	63.5	8.3	4.0	106.9	·Effect of Forex	Δ1.5
Net income	37.6	5.3	42.0	5.5	4.3	111.7	◎Non-operating income and losses	Δ2.4
							(FY 2021: subsidies related to COVID-19)	
							◎Extraordinary gains and losses	1.1
							(FY 2021: impairment loss in IJL)	

II — (4) Statements of Income by Regions
before Consolidation Adjustments
(Compared to the previous fiscal year)

(4/9)



FY 2022 (21/4~22/3)

(¥ billion)

	KMC	Japan (13 companies)			Overseas (14 companies)	Total	Elimination	Consolidated
		KOITO Group	KOITO ELECTRIC, etc.	Subtotal				
Net sales	323.0	176.4	48.1	224.5	424.8	972.3	△206.3	766.0
Operating income	20.0	4.9	3.9	8.8	29.2	58.0	4.0	62.0
Ratio	6.2%	2.8%	8.1%	3.9%	6.9%	6.0%	—	8.1%

FY 2021 (20/4~21/3)

	KMC	Japan (13 companies)			Overseas (15 companies)	Total	Elimination	Consolidated
		KOITO Group	KOITO ELECTRIC, etc.	Subtotal				
Net sales	312.2	170.4	50.2	220.6	371.9	904.8	△198.4	706.3
Operating income	21.1	4.6	5.0	9.7	19.7	50.5	6.1	56.7
Ratio	6.8%	2.7%	10.1%	4.4%	5.3%	5.6%	—	8.0%

Change

		KMC	Japan (13 companies)			Overseas (14 companies)	Total	Elimination	Consolidated
			KOITO Group	KOITO ELECTRIC, etc.	Subtotal				
Net sales YoY		10.7	5.9	△2.1	3.8	52.8	67.4	△7.8	59.6
		103%	104%	96%	102%	114%	107%	—	108%
Operating income YoY		△1.1	0.2	△1.1	△0.9	9.4	7.4	△2.1	5.2
		95%	105%	77%	90%	148%	115%	—	109%
Constant Forex	Net sales	10.7	5.9	△2.1	3.8	74.4	89.0	△7.8	81.2
	Operating income	△1.1	0.2	△1.1	△0.9	10.9	8.9	△2.1	6.7



II — (5) Non-consolidated Statements of Income (Compared to the previous fiscal year)

(5/9)

(¥ billion, ratio:%)

	FY 2021 (20/4~21/3)		FY 2022 (21/4~22/3)		Change			
							◎Operating income	Δ1.1
Net sales	312.2	100.0	323.0	100.0	10.7	103.5	▪Increase in volume	3.0
Cost of sales	269.3	86.3	275.7	85.4	6.3		▪Price competition	Δ3.4
Gross profit	42.8	13.7	47.3	14.6	4.4	110.5	▪Cost down in materials	3.9 } 0.5
Selling, general and administrative expenses	21.6	6.9	27.3	8.5	5.6		▪Increase in resin material costs, etc.	Δ3.1
Operating income	21.1	6.8	20.0	6.2	Δ1.1	94.6	▪Development of new products	Δ0.2
Non-operating income and loss	17.0	5.5	18.0	5.6	0.9		▪R&D in advanced technologies	Δ0.9 } Δ1.1
Recurring profit	38.1	12.2	38.0	11.8	Δ0.1	99.5	▪Others	Δ0.4
Extraordinary gains and losses	0.5	0.2	Δ0.5	—	Δ1.0		◎Non-operating income and loss (increase in dividends & loyalty income, etc.)	0.9
Income before income taxes	38.7	12.4	37.5	11.6	Δ1.2	96.9	◎Extraordinary gains and losses	Δ1.0
Net income	38.0	12.2	29.0	9.0	Δ9.0	76.2	(FY 2021: gain on sales of shares in subsidiaries)	

Ⅱ — (6) Statements of Income by Segments

(6/9)



before Consolidation Adjustments (Compared to the previous fiscal year)

FY 2022 (21/4~22/3)

(¥ billion)

	Overseas (14 companies)					Total
	Americas	Europe	China	Asia	Others	
Net sales	180.8	37.1	104.6	102.0	0.3	424.8
Operating income	9.0	0.6	12.4	7.2	0.0	29.2
Ratio	5.0%	1.6%	11.9%	7.1%	0%	6.9%

FY 2021 (20/4~21/3)

	Overseas (15 companies)					Total
	Americas	Europe	China	Asia	Others	
Net sales	141.8	27.3	109.7	92.1	0.9	371.9
Operating income	△ 0.5	△ 1.2	14.8	6.6	0.0	19.7
Ratio	—	—	13.6%	7.2%	7.3%	5.3%

Change

		Overseas (14 companies)					Total
		Americas	Europe	China	Asia	Others	
Net sales		38.9	9.7	△5.1	9.8	△0.6	52.8
YoY		127%	136%	95%	111%	32%	114%
Operating income		9.5	1.8	△2.4	0.5	0.0	9.4
YoY		—	—	83%	109%	0%	148%
Constant Forex	Net sales	49.0	11.6	△0.3	14.7	△0.6	74.4
	Operating income	10.0	1.9	△1.8	0.9	0.0	10.9

II — (7) Statements of Income in Americas and Europe (Compared to the previous fiscal year)

(7/9)

(¥ billion, ratio:%)

		FY 2021 (20/4~21/3)	FY 2022 (21/4~22/3)	Change		Constant Forex		Remarks
A m e r i c a s	Net sales	141.8	180.8	38.9	127.4	49.0	134.6	◎Operating income 10.0 ・Increase in volume 11.6 ・Price competition Δ2.9 ・Cost down in materials 2.6 ・Increase in resin material costs, etc. Δ1.1 ・Development of new products and production increase cost Δ1.5 ・Others 1.3
	Operating income	Δ0.5	9.0	9.5	—	10.0	—	
	Ratio	—	5.0					
E u r o p e	Net sales	27.3	37.1	9.7	135.9	11.6	142.8	◎Operating income 1.9 ・Increase in volume 2.8 ・Price competition Δ0.5 ・Cost down in materials 0.5 ・Increase in resin material costs, etc. Δ0.4 ・Development of new products and production increase cost Δ0.9 ・Others 0.4
	Operating income	Δ1.2	0.6	1.8	—	1.9	—	
	Ratio	—	1.6					



II — (8) Statements of Income in China and Asia (Compared to the previous fiscal year)

(8/9)

(¥ billion, ratio:%)

		FY 2021 (20/4~21/3)	FY 2022 (21/4~22/3)	Change		Constant Forex		Remarks
C h i n a	Net sales	109.7	104.6	Δ5.1	95.3	Δ0.3	99.7	◎Operating income Δ1.8 ・Increase in volume Δ0.1 ・Price competition Δ2.9 ・Cost down in materials 3.0 ・Increase in resin material costs, etc. Δ1.4 ・Development of new products and production increase cost Δ0.4
	Operating income	14.8	12.4	Δ2.4	83.4	Δ1.8	87.3	
	Ratio	13.6	11.9					
A s i a	Net sales	92.1	102.0	9.8	110.7	14.7	116.0	◎Operating income 0.9 ・Increase in volume 2.4 ・Price competition Δ1.1 ・Cost down in materials 1.5 ・Increase in resin material costs, etc. Δ1.6 ・Development of new products and production increase cost Δ0.3
	Operating income	6.6	7.2	0.5	109.0	0.9	113.6	
	Ratio	7.2	7.1					

KOITO II — (9) Capital Expenditures by Segment

(¥ billion, ratio:%)

			FY 2020	FY 2021	FY 2022 (Forecast)			
			〔19/4~ 20/3〕	〔20/4~ 21/3〕	〔21/4~ 22/3〕	Change from FY 2021		
						Difference	Ratio	Remarks
J a p a n		Equipment	10.6	8.3	6.2	△ 2.1	75	・FY2021: establishment of Development Center
		Molds	4.8	3.8	4.3	0.5	113	
		KMC	15.4	12.1	10.5	△ 1.6	87	
		KOITO KYUSHU	6.2	2.5	3.5	1.0	140	
		Others	3.2	2.0	2.5	0.5	125	
		Subtotal	24.8	16.6	16.5	△ 0.1	99	
O v e r s e a s		Americas	11.1	6.6	8.7	2.1	132	・NAL Mexico +2.7 billion
		Europe	5.0	2.5	2.9	0.4	116	
		China	3.5	3.5	5.3	1.8	151	・GUANGZHOU KOITO +0.9 billion
		Asia	12.1	8.6	5.3	△ 3.3	62	・IJL △2.6 billion
Subtotal			31.8	21.2	22.2	1.0	105	
Total (Order amount)			56.7 (43.0)	37.8 (24.0)	38.8 (32.7)	1.0 (8.7)	103 (136)	
Depreciation			36.0	37.9	35.1	△ 2.7	93	
(KMC			10.4	12.3	11.0	△ 1.3	89)