



**Supplementary Explanatory Materials
for Fiscal 2022
(Year Ended March 31, 2022)**

**May 14, 2022 (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 2022 (Year Ended March 31, 2022)



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

(1/9)

(¥ 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	294.4	31.2	△17.7	94.3	▪ Domestic automobile production volume 93% (7.97 million→7.44 million)		
Japan	KOITO Group	170.4		156.8		△13.5	92.0			
	KOITO ELECTRIC, etc.	50.2		45.3		△4.8	90.4			
Subtotal		220.6	24.4	202.2	21.5	△18.4	91.6	The effect of Forex	Constant Forex (%)	
Overseas	Americas	141.8		183.6		41.7	129.5	13.3	120.0	▪ Production volume 103%
	Europe	27.3		31.8		4.5	116.6	3.1	105.1	▪ Production volume 95%
	China	109.7		115.4		5.7	105.3	13.0	93.4	▪ Production volume 92%
	Asia	92.1		114.6		22.5	124.5	4.8	119.2	▪ Production volume 119%
	Others	0.9		0.3		△0.6	34.3	0.0	32.1	▪ CHANGZHOU KOITO has been excluded from the scope of consolidation (20/8~)
	Subtotal	371.9	41.1	446.0	47.3	74.0	119.9	34.3	110.7	▪ Overseas production volume 98%
Total		904.8	100.0	942.6	100.0	37.8	104.2			<Forex> FY 2021 FY 2022 US Dollar ¥105.9 ¥113.0 Chinese Yuan ¥15.7 ¥17.6
Elimination		△198.4		△181.9		16.5				
Consolidated		706.3		760.7		54.3	107.7	34.3	102.8	

※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

(¥ billion, ratio:%)

	FY 2021 (20/4~21/3)		FY 2022 (Previous forecast) (21/4~22/3)		FY 2022 (21/4~22/3)		Change			
							YoY		from Forecast	
Net sales (Constant Forex)	706.3	100	743.0	100	760.7	100	54.3 (19.9)	107.7 (102.8)	17.7 (4.8)	102.4 (100.7)
Cost of sales	609.1	86.2			664.6	87.4	55.5			
Gross profit	97.2	13.8			96.0	12.6	△1.1	98.8		
Selling, general and administrative expenses	40.5	5.7			42.6	5.6	2.0			
Operating income	56.7	8.0	52.0	7.0	53.4	7.0	△3.2	94.2	1.4	102.8
Non-operating income and loss	4.4	0.6			7.1	0.9	2.7			
Recurring profit	61.1	8.7	56.0	7.5	60.6	8.0	△0.4	99.2	4.6	108.2
Non-operating income and loss	△1.6	—			0.5	0.1	2.2			
Income before income taxes	59.4	8.4			61.1	8.0	1.7	102.9		
Net income	37.6	5.3	35.0	4.7	38.3	5.0	0.7	101.9	3.3	109.5



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

(3/9)

FY 2022 (21/4~22/3)

(¥ billion)

	KMC	Japan (13 companies)			Overseas (14 companies)	Total	Elimination	Consolidated
		KOITO Group	KOITO ELECTRIC	Subtotal				
Net sales	294.4	156.8	45.3	202.2	446.0	942.6	△181.9	760.7
Operating income	17.7	4.4	3.1	7.6	23.5	48.9	4.4	53.4
Ratio	6.0%	2.9%	6.9%	3.8%	5.3%	5.2%		7.0%

FY 2021 (20/4~21/3)

	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%

Change

	KMC	Japan (13 companies)			Overseas (15 companies)	Total	Elimination	Consolidated
		KOITO Group	KOITO ELECTRIC	Subtotal				
Net sales	△17.7	△13.5	△4.8	△18.4	74.0	37.8	16.5	54.3
YoY	94%	92%	90%	92%	120%	104%		108%
Operating income	△3.3	△0.1	△1.9	△2.1	3.8	△1.6	△1.6	△3.2
YoY	84%	96%	62%	78%	120%	97%		94%

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

(4/9)

FY 2022 (21/4 ~ 22/3)

(¥ billion, ratio:%)

	Overseas (14 companies)					Total
	Americas	Europe	China	Asia	Others	
Net sales	183.6	31.8	115.4	114.6	0.3	446.0
Operating income	1.0	△1.6	13.9	10.1	0.0	23.5
Ratio	0.6%	—	12.0%	8.9%	21.0%	5.3%

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 (15 companies)					Total
		Americas	Europe	China	Asia	Others	
Net sales		41.7	4.5	5.7	22.5	△0.6	74.0
YoY		129%	117%	105%	124%	34%	120%
Operating income		1.6	△0.3	△0.9	3.5	△0.0	3.8
YoY		—	—	94%	154%	98%	120%
Constant Forex	Net sales	28.4	1.3	△7.2	17.7	△0.6	39.6
	Operating income	1.2	△0.2	△2.5	3.3	0.0	1.9

(Effect of Forex: Operating income 1.9)

I — (5) 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	Δ3.2
Net sales (Constant Forex)	706.3	100	760.7	100	54.3	107.7	▪ Increase in volume	5.7
			(726.3)		(19.9)	(102.8)	▪ Increase in resin material costs, etc.	Δ12.1
Cost of sales	609.1	86.2	664.6	87.4	55.5		▪ Price competition	Δ8.4
Gross profit	97.2	13.8	96.0	12.6	Δ1.1	98.8	▪ Costdown in materials	11.6 } 3.2
Selling, general and administrative expenses	40.5	5.7	42.6	5.6	2.0		▪ Development of new products	Δ1.2
Operating income	56.7	8.0	53.4	7.0	Δ3.2	94.2	▪ Capital expenditures for new orders and production improvement, etc.	Δ1.4 } Δ2.6
Non-operating income and loss	4.4	0.6	7.1	0.9	2.7		▪ Others	0.6
Recurring profit	61.1	8.7	60.6	8.0	Δ0.4	99.2	▪ Effect of Forex	1.9
Extraordinary gains and losses	Δ1.6	—	0.5	0.0	2.2			
Income before income taxes	59.4	8.4	61.1	8.0	1.7	102.9		
Net income	37.6	5.3	38.3	5.0	0.7	101.9		

I — (5) Consolidated Statements of Income

(Compared to the previous fiscal year)

(6/9)

(¥ billion, ratio:%)

	FY 2021 (20/4~21/3)		FY 2022 (21/4~22/3)		Change		
Net sales (Constant Forex)	706.3	100	760.7	100	54.3	107.7	【Operating income Δ3.2】
Cost of sales	609.1	86.2	664.6	87.4	55.5		
Gross profit	97.2	13.8	96.0	12.6	Δ1.1	98.8	
Selling, general and administrative expenses	40.5	5.7	42.6	5.6	2.0		
Operating income	56.7	8.0	53.4	7.0	Δ3.2	94.2	◎Non-operating income and loss (gain or loss on currency exchange) 2.7
Non-operating income and loss	4.4	0.6	7.1	0.9	2.7		
Recurring profit	61.1	8.7	60.6	8.0	Δ0.4	99.2	【Decrease in recurring profit Δ0.4】
Extraordinary gains and losses	Δ1.6	—	0.5	0.0	2.2		
Income before income taxes	59.4	8.4	61.1	8.0	1.7	102.9	◎Extraordinary gains and losses (gain on sales of investment securities, etc.) 2.2
Net income	37.6	5.3	38.3	5.0	0.7	101.9	【Increase in net income 0.7】

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

(7/9)

(¥ billion, ratio:%)

	FY 2021		FY 2022 (Previous forecast)		FY 2022		Change			
	(20/4~21/3)		(21/4~22/3)		(21/4~22/3)		YoY		from Forecast	
Net sales	312.2	100	298.0	100	294.4	100	△17.7	94.3	△3.5	98.8
Cost of sales	269.3	86.3			255.2	86.7	△14.1			
Gross profit	42.8	13.7			39.2	13.3	△3.5	91.7		
Selling, general and administrative expenses	21.6	6.9			21.4	7.3	△0.1			
Operating income	21.1	6.8	17.5	5.9	17.7	6.0	△3.3	84.0	0.2	101.5
Non-operating income and loss	17.0	5.5			20.6	7.0	3.6			
Recurring profit	38.1	12.2	37.0	12.4	38.4	13.0	0.2	100.6	1.4	103.8
Extraordinary gains and losses	0.5	0.2			△4.5	-	△5.1			
Income before income taxes	38.7	12.4			33.8	11.5	△4.8	87.3		
Net income	38.0	12.2	28.0	9.4	23.2	7.9	△14.7	61.1	△4.7	83.0

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

(8/9)

(¥ billion, ratio:%)

	FY 2021 (20/4~21/3)		FY 2022 (21/3~22/4)		Change		
							◎ Operating income $\Delta 3.3$
Net sales	312.2	100	294.4	100	$\Delta 17.7$	94.3	
Cost of sales	269.3	86.3	255.2	86.7	$\Delta 14.1$		▪ Decrease in volumen $\Delta 3.1$
Gross profit	42.8	13.7	39.2	13.3	$\Delta 3.5$	91.7	▪ Increase in resin material costs, etc $\Delta 4.5$
Selling, general and administrative expenses	21.6	6.9	21.4	7.3	$\Delta 0.1$		▪ Price competition $\Delta 2.4$
Operating income	21.1	6.8	17.7	6.0	$\Delta 3.3$	84.0	▪ Cost down in materials 3.3 } 0.9
Non-operating income and loss	17.0	5.5	20.6	7.0	3.6		▪ Capital expenditures for new orders and production improvement 0.6
Recurring profit	38.1	12.2	38.4	13.0	0.2	100.6	▪ Others 2.8
Non-operating income and loss	0.5	0.2	$\Delta 4.5$	-	$\Delta 5.1$		
Income before income taxes	38.7	12.4	33.8	11.5	$\Delta 4.8$	87.3	
Corporation tax	0.6	0.2	10.5	3.6	9.8		
Net income	38.0	12.2	23.2	7.9	$\Delta 14.7$	61.1	

I — (7) Non-consolidated Statements of Income

(Compared to the previous fiscal year)

(9/9)

(¥ billion, ratio:%)

	FY 2021 (20/4~21/3)		FY 2022 (21/4~22/3)		Change		
							【Decrease in operating income $\Delta 3.3$ 】
Net sales	312.2	100	294.4	100	$\Delta 17.7$	94.3	◎ Non-operating income and loss 3.6
Cost of sales	269.3	86.3	255.2	86.7	$\Delta 14.1$		▪ Increase in royalty income 1.1
Gross profit	42.8	13.7	39.2	13.3	$\Delta 3.5$	91.7	▪ Gain on investment partnership management 1.0 , etc.
Selling, general and administrative expenses	21.6	6.9	21.4	7.3	$\Delta 0.1$		【Increase in recurring profit 0.2】
Operating income	21.1	6.8	17.7	6.0	$\Delta 3.3$	84.0	◎ Extraordinary gains and losses $\Delta 5.1$ (losses on evaluation of investment in affiliated companies, etc.)
Non-operating income and loss	17.0	5.5	20.6	7.0	3.6		
Recurring profit	38.1	12.2	38.4	13.0	0.2	100.6	【Decrease in income before income taxes $\Delta 4.8$ 】
Extraordinary gains and losses	0.5	0.2	$\Delta 4.5$	-	$\Delta 5.1$		◎ Increase in corporate taxes $\Delta 9.8$ (FY2021: tax credit for merger of affiliated companies, etc.)
Income before income taxes	38.7	12.4	33.8	11.5	$\Delta 4.8$	87.3	
Corporate tax	0.6	0.2	10.5	3.6	9.8		
Net income	38.0	12.2	23.2	7.9	$\Delta 14.7$	61.1	【Decrease in net income $\Delta 14.7$ 】



Ⅱ . Forecast for FY 2023 (Year ending March 31, 2023)

KOITO II — (1) Assumption of
Global Automobile Production Volume

(million vehicles)

	FY 2020	FY 2021	YoY	FY 2022	YoY	FY 2023	YoY	Changes from FY 2020
Japan	9.49	7.97	84%	7.44	93%	8.55	115%	90%
North America	16.29	13.10	80%	13.33	102%	14.80	111%	91%
Europe	15.14	12.43	82%	11.75	95%	11.80	100%	78%
China	22.84	28.10	123%	25.83	92%	26.50	103%	116%
ASEAN Countries	4.05	2.82	70%	3.57	126%	3.90	109%	96%
India	4.18	3.68	88%	4.18	113%	4.30	103%	103%
South America	3.15	2.19	70%	2.57	117%	2.90	113%	92%
Others	6.38	5.55	87%	5.60	101%	5.75	103%	90%
Total	81.52	75.84	93%	74.25	98%	78.50	106%	96%



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

(2/8)

(¥ billion, ratio:%)

		FY 2022		FY 2023		Change		Remarks			
		(21/4~22/3)	% to total	(22/4~23/3)	% to total		YoY				
KOITO MANUFACTURING (KMC)		294.4	31.2	326.0	30.5	31.5	111	•Domestic automobile production volume 115%			
Japan	KOITO Group	156.8		170.2		13.3	109				
	KOITO ELECTRIC, etc.	45.3		47.9		2.5	106				
	Subtotal	202.2	21.5	218.1	20.4	15.8	108	The effect of Forex	Constant Forex	Constant Forex (%)	
Overseas	Americas	183.6		233.0		49.3	127	5.6	43.6	124	•Production volume 111%
	Europe	31.8		35.0		3.1	110	△0.7	3.9	112	•Production volume 100%
	China	115.4		130.0		14.5	113	2.4	12.0	110	•Production volume 103%
	Asia	114.6		126.3		11.6	110	△1.0	12.6	111	•Production volume 106%
	Subtotal	446.0	47.3	524.7	49.1	78.6	118	6.3	72.3	116	•Overseas production volume 105%
(Constant Forex)				(518.3)		(72.3)	(116)				
Total		942.6	100.0	1,068.8	100.0	126.1	113				<Exchange rate> FY 2022 (Actual) FY 2023 (Forecast)
Elimination		△ 181.9		△ 197.8		△15.8					US Dollar ¥113.0 ¥115.0 Chinese Yuan ¥ 17.6 ¥ 18.0
Consolidated		760.7		871.0		110.2	115	6.3	103.9	114	•World production volume 106%
(Constant Forex)				(864.6)		(103.9)	(114)				<Annual sensitivity per US Dollar/1 yen> Net sales : ¥4.0 billion



II — (3) Consolidated Statements of Income

(Compared to the previous fiscal year)

(3/8)

(¥ billion, ratio:%)

	FY 2022 (21/4~22/3)		FY 2023 (22/4~23/3)		Change		
Net sales (Constant Forex)	760.7	100.0	871.0	100.0	110.2	114.5	◎Operating income 13.5
Cost of sales	664.6	87.4	756.1	86.8	91.4		·Increase in volume 22.1
Gross profit	96.0	12.6	114.9	13.2	18.8	119.6	·Increase in resin material costs, etc. Δ4.6
Selling, general and administrative expenses	42.6	5.6	47.9	5.5	5.2		·Price competition Δ7.4 } 3.9
Operating income (Constant Forex)	53.4	7.0	67.0	7.7	13.5	125.4	·Costdown in materials 11.3 }
Non-operating income	7.1	0.9	2.0	0.2	Δ5.1		·Development of new products Δ3.6 } Δ6.8
Recurring profit	60.6	8.0	69.0	7.9	8.3	113.8	·Capital expenditures for new orders Δ1.7 }
Extraordinary gains and losses	0.5	0.1	Δ0.8	—	Δ1.3		·R&D in advanced technologies Δ1.5 }
Income before income taxes	61.1	8.0	68.2	7.8	7.0	111.5	·Others Δ1.4
Net income	38.3	5.0	46.0	5.3	7.6	120.0	(Constant Forex) 13.2
							·Effect of Forex 0.3
							◎Non-operating income and loss Δ5.1
							·FY2022: gain on currency exchange Δ1.7
							·FY2022: gain on investment partnership management Δ1.0
							·FY2022: public subsidy, etc. Δ1.0
							◎Extraordinary gains and losses Δ1.3
							(FY 2022: gain on sales of investment securities, etc.)



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

(4/8)

FY 2023 (22/4~23/3)

(¥ billion)

	KMC	Japan (13 companies)			Overseas (14 companies)	Total	Elimination	Consolidated
		KOITO Group	KOITO ELECTRIC, etc.	Subtotal				
Net sales	326.0	170.2	47.9	218.1	524.7	1,068.8	△197.8	871.0
Operating income	19.5	3.1	3.4	6.5	32.7	58.7	8.3	67.0
Ratio	6.0%	1.8%	7.1%	3.0%	6.2%	5.5%	—	7.7%

FY 2022 (21/4~22/3)

	KMC	Japan (13 companies)			Overseas (14 companies)	Total	Elimination	Consolidated
		KOITO Group	KOITO ELECTRIC, etc.	Subtotal				
Net sales	294.4	156.8	45.3	202.2	446.0	942.6	△181.9	760.7
Operating income	17.7	4.4	3.1	7.6	23.5	48.9	4.4	53.4
Ratio	6.0%	2.9%	6.9%	3.8%	5.3%	5.2%	—	7.0%

Change

	KMC	Japan (13 companies)			Overseas (14 companies)	Total	Elimination	Consolidated
		KOITO Group	KOITO ELECTRIC, etc.	Subtotal				
Net sales	31.5	13.3	2.5	15.8	78.6	126.1	△15.8	110.2
YoY	111%	109%	106%	108%	118%	113%	—	114%
Operating income	1.7	△1.3	0.2	△1.1	9.1	9.7	3.8	13.5
YoY	110%	69%	109%	85%	139%	120%	—	125%
Constant Forex	Net sales	31.5	13.3	15.8	72.3	119.7	△15.8	103.9
	Operating income	1.7	△1.3	△1.1	8.7	9.4	3.8	13.2

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

(5/8)

(¥ billion, ratio:%)

	FY 2022 (21/4~22/3)		FY 2023 (22/4~23/3)		Change			
Net sales	294.4	100.0	326.0	100.0	31.5	110.7	◎Operating income	1.7
Cost of sales	255.2	86.7	282.5	86.7	27.2		▪Increase in volume	7.0
Gross profit	39.2	13.3	43.5	13.3	4.2	110.8	▪Increase in resin materials costs, etc.	Δ1.7
Selling, general and administrative expenses	21.4	7.3	24.0	7.4	2.5		▪Price competition	Δ2.0
Operating income	17.7	6.0	19.5	6.0	1.7	109.8	▪Cost down in materials	3.7
Non-operating income and loss	20.6	7.0	19.0	5.8	Δ1.6		▪Development of new products	Δ1.3
Recurring profit	38.4	13.0	38.5	11.8	0.1	100.2	▪R&D in advanced technologies	Δ1.5
Extraordinary gains and losses	Δ4.5	—	Δ0.7	—	3.8		▪Others	Δ2.5
Income before income taxes	33.8	11.5	37.8	11.6	3.9	111.8	◎Non-operating income and loss	Δ1.6
Net income	23.2	7.9	29.0	8.9	5.7	124.7	(FY2022:gain on investment partnership management, etc.)	
							◎Extraordinary gains and losses	3.8
							▪FY2022:gain on evaluation of investment in affiliated companies	5.2
							▪FY2022:gain on sales of investment securities	Δ1.1



II — (6) Statements of Income in Americas and Europe (Compared to the previous fiscal year)

(6/8)

(¥ billion, ratio:%)

		FY 2022 (21/4~22/3)	FY 2023 (22/4~23/3)	Change		Constant Forex		Remarks
A m e r i c a s	Net sales	183.6	233.0	49.3	126.8	43.6	123.8	◎Operating income 5.1 ・Increase in volume 10.1 ・Increase in resin material costs, etc. Δ1.9 ・Price competition Δ0.8 ・Cost down in materials 1.4 ・Development of new products Δ2.1 and capital expenditures for new orders ・Others Δ1.6
	Operating income	1.0	6.4	5.3	605.0	5.1	590.0	
	Ratio	0.6	2.7					
E u r o p e	Net sales	31.8	35.0	3.1	110.0	3.9	112.3	◎Operating income 1.7 ・Increase in volume 2.0 ・Increase in resin material costs, etc. Δ0.1 ・Price competition Δ0.3 ・Cost down in materials 0.6 ・Development of new products Δ0.1 and capital expenditures for new orders ・Others Δ0.4
	Operating income	Δ1.6	0.1	1.7	—	1.7	—	
	Ratio	—	0.3					



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

(7/8)

(¥ billion, ratio:%)

		FY 2022 (21/4~22/3)	FY 2023 (22/4~23/3)	Change		Constant Forex		Remarks
C h i n a	Net sales	115.4	130.0	14.5	112.6	12.0	110.4	◎Operating income 0.5 ・Increase in volume 2.0 ・Increase in resin material costs, etc. Δ0.8 ・Price competition Δ2.9 ・Cost down in materials 3.7 ・Development of new products Δ1.3 and capital expenditures for new orders ・Others Δ0.2
	Operating income	13.9	14.8	0.8	106.4	0.5	104.2	
	Ratio	12.0	11.4					
A s i a	Net sales	114.6	126.3	11.6	110.1	12.6	111.0	◎Operating income 1.2 ・Increase in volume 1.8 ・Increase in resin material costs, etc. Δ0.1 ・Price competition Δ1.4 ・Cost down in materials 1.9 ・Development of new products Δ0.5 and capital expenditures for new orders ・Others Δ0.5
	Operating income	10.1	11.3	1.1	111.0	1.2	112.0	
	Ratio	8.9	8.9					

KOITO II — (8) Capital Expenditures by Segment

(¥ billion, ratio:%)

		FY 2021 (20/4~ 21/3)	FY 2022 (21/4~ 22/3)	FY 2023 (Forecast)			
				(22/4~ 23/3)	Change from FY 2022		
					Difference	Ratio	Remarks
J a p a n	Equipment	8.3	5.2	9.3	4.1	179	•Increase in development of new products and CN investment
	Molds	3.8	4.6	5.2	0.6	113	•Increase in new molds
	KMC	12.1	9.8	14.5	4.7	148	
	KOITO KYUSHU	2.5	3.4	4.1	0.8	122	•Increase in new molds
	Others	2.0	1.8	4.1	2.3	224	•Increase in development of new products
	Subtotal	16.6	15.0	22.7	7.7	152	
O v e r s e a s	Americas	6.6	6.5	11.9	5.4	183	•NAL +4.9 billion
	Europe	2.5	3.0	1.2	△ 1.9	38	•KCZ △1.8 billion
	China	3.5	5.1	5.0	△ 0.2	97	
	Asia	8.6	5.2	5.1	△ 0.1	97	
	Subtotal	21.2	19.9	23.1	3.2	116	
Total		37.8	34.8	45.8	11.0	131	
(Order amount)		(24.0)	(34.3)	(43.4)	(9.1)	(127)	
Depreciation		37.9	35.7	40.1	4.5	112	
(KMC		12.3	10.5	11.5	1.1	110)