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# Data Summary

## FYE 2017

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# Segment Information (by business group)

(Yen, millions)

	[Fiscal year]					[Quarter]							
	FYE 2013	FYE 2014	FYE 2015	FYE 2016	FYE 2017	FYE2016				FYE2017			
						1Q	2 Q	3 Q	4 Q	1Q	2 Q	3 Q	4 Q
(Sales) <sup>*1</sup>													
Chain	50,250	55,828	61,721	63,998		16,117	16,381	15,664	15,834	14,547	14,563	14,980	
PTUC <sup>*2</sup>	19,664	21,612	22,557	21,975		5,315	5,766	5,634	5,260	5,083	5,370	5,455	
Automotive Parts	49,397	60,674	66,978	73,473		17,637	18,184	18,207	19,445	18,425	18,048	18,404	
Materials Handling Systems	30,246	39,565	45,169	44,354		9,329	12,829	10,567	11,628	8,445	11,254	9,981	
Other	2,846	2,719	2,968	3,186		652	771	796	966	631	766	730	
Consolidated	150,002	178,022	196,738	203,976		48,391	53,097	50,028	52,459	46,596	49,144	49,004	
(Operating profit)													
Chain	3,586	3,763	5,002	6,172		1,489	1,638	1,484	1,559	1,409	1,656	1,898	
PTUC <sup>*2</sup>	1,955	2,273	2,400	2,428		584	628	749	465	493	461	667	
Automotive Parts	6,494	10,119	11,916	12,258		2,947	2,968	3,160	3,182	3,007	2,815	3,371	
Materials Handling Systems	531	1,192	1,940	659		-192	673	56	121	-599	562	127	
Other	143	63	123	84		7	12	23	40	-18	-7	-5	
Consolidated	12,579	17,354	21,427	21,570		4,818	5,909	5,471	5,371	4,139	5,351	5,818	
(Operating profit, percent)													
Chain	7.1%	6.7%	8.1%	9.6%		9.2%	9.6%	9.6%	9.6%	9.7%	11.4%	12.7%	
PTUC <sup>*2</sup>	9.9%	10.5%	10.6%	11.0%		11.0%	10.9%	11.7%	11.0%	9.7%	8.6%	12.2%	
Automotive Parts	13.1%	16.7%	17.8%	16.7%		16.7%	16.5%	16.8%	16.7%	16.3%	15.6%	18.3%	
Materials Handling Systems	1.8%	3.0%	4.3%	1.5%		—	2.2%	1.6%	1.5%	—	5.0%	1.3%	
Other	5.0%	2.3%	4.2%	2.6%		1.1%	1.4%	1.9%	2.6%	—	—	—	
Consolidated	8.4%	9.7%	10.9%	10.6%		10.0%	11.1%	10.9%	10.2%	8.9%	10.9%	11.9%	

\*1 : Sales includes intersegment sales and transfers

\*2 : Power Transmission Units and Components

# Segment Information (by region) (from FYE 2014)

(Yen, millions)

	[Fiscal year]				[Quarter]							
	FYE 2014	FYE 2015	FYE 2016	FYE 2017	FYE 2016				FYE 2017			
					1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
(Sales)*												
Japan	110,585	119,349	121,347		28,380	32,025	30,098	30,844	26,713	29,394	29,865	
America	43,551	48,749	51,671		13,356	12,979	12,256	13,080	13,125	11,945	11,912	
Europe	22,056	26,545	24,219		5,996	6,460	6,062	5,701	5,787	6,009	5,474	
Indian Ocean Rim	9,741	10,718	12,626		3,214	2,899	3,176	3,337	3,043	3,041	3,144	
China	11,044	14,062	16,494		3,559	4,329	4,151	4,455	3,845	4,301	4,781	
South Korea, Taiwan	5,011	7,115	8,578		1,796	2,275	2,093	2,414	2,080	2,095	2,046	
(Operating profit)												
Japan	9,234	12,694	12,621		2,660	3,399	3,357	3,205	1,694	2,933	3,442	
America	3,964	4,162	4,496		1,153	1,275	934	1,134	1,502	1,171	948	
Europe	471	890	531		70	206	137	118	4	194	261	
Indian Ocean Rim	1,384	1,385	1,680		468	377	478	357	417	426	408	
China	954	1,008	273		78	131	104	-40	29	201	275	
South Korea, Taiwan	372	258	405		31	158	147	69	46	114	82	
(Operating profit, percent)												
Japan	8.4%	10.6%	10.4%		9.4%	10.6%	11.2%	10.4%	6.3%	10.0%	11.5%	
America	9.1%	8.5%	8.7%		8.6%	9.8%	7.6%	8.7%	11.5%	9.8%	8.0%	
Europe	2.1%	3.4%	2.2%		1.2%	3.2%	2.3%	2.1%	0.1%	3.2%	4.8%	
Indian Ocean Rim	14.2%	12.9%	13.3%		14.6%	13.0%	15.1%	10.7%	13.7%	14.0%	13.0%	
China	8.6%	7.2%	1.7%		2.2%	3.0%	2.5%	—	0.8%	4.7%	5.8%	
South Korea, Taiwan	7.4%	3.6%	4.7%		1.7%	6.9%	7.0%	2.9%	2.2%	5.4%	4.0%	

\* Sales includes intersegment sales and transfers

# Segment Information (by region) ~FYE 2014

(Yen, millions)

	[Fiscal year]					[Quarter]							
	FYE 2010	FYE 2011	FYE 2012	FYE 2013	FYE 2014	FYE2013				FYE2014			
						1Q	2 Q	3 Q	4 Q	1Q	2 Q	3 Q	4 Q
(Sales)*													
Japan	89,863	108,607	112,940	110,183	110,585	26,955	28,581	26,360	28,287	24,935	27,702	27,007	30,941
North America	20,042	24,918	25,444	29,967	43,329	6,935	6,389	6,783	9,860	10,542	10,396	11,020	11,371
Europe	5,464	10,966	12,335	14,566	22,056	3,262	2,986	3,281	5,037	4,966	5,207	5,774	6,109
Asia / Oceania	9,819	12,972	13,910	17,027	25,740	4,012	4,346	4,348	4,321	5,782	6,352	6,394	7,212
Other areas	28	72	89	95	222	13	10	43	29	61	76	47	38
(Operating profit)													
Japan	5,504	8,650	9,165	8,570	9,234	2,219	2,267	1,939	2,145	1,394	2,413	2,821	2,606
North America	334	1,077	1,338	2,103	3,998	624	402	331	746	922	850	1,225	1,001
Europe	201	(323)	242	429	471	99	123	107	100	6	(28)	177	316
Asia / Oceania	1,044	1,685	1,419	1,417	2,710	421	374	394	228	560	666	662	822
Other areas	(54)	(48)	(53)	(55)	(34)	(14)	(15)	(12)	(14)	(18)	(10)	(2)	(4)
(Operating profit, percent)													
Japan	6.1%	8.0%	8.1%	7.8%	8.4%	8.2%	7.9%	7.4%	7.6%	8.2%	7.9%	7.4%	7.6%
North America	1.7%	4.3%	5.3%	7.0%	9.2%	9.0%	6.3%	4.9%	7.6%	9.0%	6.3%	4.9%	7.6%
Europe	3.7%	—	2.0%	2.9%	2.1%	3.1%	4.1%	3.3%	2.0%	3.1%	4.1%	3.3%	2.0%
Asia / Oceania	10.6%	13.0%	10.2%	8.3%	10.5%	10.5%	8.6%	9.1%	5.3%	10.5%	8.6%	9.1%	5.3%
Other areas	—	—	—	—	—	—	—	—	—	—	—	—	—

\* Sales includes intersegment sales and transfers

# Movement of Order Acceptance and Backlog (consolidated basis)

(Yen, millions)

	[Fiscal year]					[Quarter]							
	FYE 2013	FYE 2014	FYE 2015	FYE 2016	FYE 2017	FYE 2016				FYE 2017			
						1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
(Order acceptance)													
Chain	48,236	54,788	60,530	63,168		16,106	16,033	16,044	14,985	13,978	15,330	15,351	
PTUC*	18,906	22,025	22,389	21,745		5,528	5,495	5,399	5,323	5,243	5,329	5,344	
Automotive Parts	49,555	60,785	66,279	74,235		18,651	18,222	18,084	19,278	18,234	18,117	18,677	
Materials Handling Systems	29,652	40,194	44,627	43,460		11,791	11,067	9,635	10,967	11,822	10,075	10,024	
Other	2,054	1,895	2,258	2,165		507	552	643	463	666	407	784	
Total	148,405	179,689	196,086	204,776		52,586	51,367	49,805	51,018	49,944	49,259	50,180	
(Backlog)													
Chain	6,697	7,409	7,932	8,215		8,332	8,245	8,958	8,215	7,437	8,459	9,659	
PTUC*	2,320	3,072	3,361	3,464		3,673	3,496	3,354	3,464	3,632	3,622	3,625	
Automotive Parts	755	867	169	931		1,184	1,221	1,098	931	739	809	1,082	
Materials Handling Systems	15,993	18,023	17,926	16,876		20,041	18,580	17,549	16,876	19,843	18,221	18,353	
Other	227	167	265	88		331	321	416	88	282	81	280	
Total	25,994	29,540	29,655	29,576		33,563	31,866	31,378	29,576	31,935	31,194	33,003	

\* Power Transmission Units and Components

# Reference materials

Exchange rates

(Yen)

Currency	Target period*	FYE2013 3Q Total	FYE2014 3Q Total	FYE2015 3Q Total	FYE2016 3Q Total	FYE2017 3Q Total
US\$	①	79.96	99.36	106.73	121.74	106.61
US\$	②	—	96.83	102.93	120.98	108.57
EURO	①	102.04	132.17	140.20	134.41	117.99
EURO	②	101.72	127.47	139.50	134.74	121.06
Can\$	①	80.01	95.78	96.56	94.44	81.40
A\$	①	82.27	93.86	96.41	90.23	80.02
THB	②	2.55	3.19	3.18	3.60	3.08
NT\$	①	2.70	3.34	3.51	3.82	3.33
RMB	②	12.54	15.72	16.70	19.32	16.47
WON	②	0.07	0.09	0.10	0.11	0.09
MXN	②	—	—	—	—	5.94

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