
Data Summary

FYE 2020

Movement of Order Acceptance and Backlog (consolidated basis)

(Yen, millions)

	[Fiscal year]					[Quarter]							
	FYE 2016	FYE 2017	FYE 2018	FYE 2019	FYE 2020	FYE 2019				FYE 2020			
						1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
(Order acceptance)													
Chain	63,168	60,999	69,728	68,198		17,546	17,681	18,292	14,679	16,911	16,027	15,793	
PTUC*	21,745	21,576	25,043	25,251		6,724	6,974	5,742	5,811	7,001	5,272	5,207	
Automotive Parts	74,235	75,197	79,377	78,940		20,459	19,343	19,620	19,518	18,338	17,934	17,317	
Materials Handling Systems	43,460	42,826	46,770	59,054		13,972	13,493	16,153	15,436	25,143	15,721	12,516	
Other	2,165	2,455	2,826	2,751		748	936	388	679	653	577	683	
Total	204,776	203,056	223,747	234,196		59,451	58,427	60,195	56,123	68,048	55,530	51,518	
(Backlog)													
Chain	8,215	9,789	13,546	11,427		14,133	14,169	14,489	11,427	11,630	10,976	10,713	
PTUC*	3,464	3,732	5,148	5,277		5,750	6,443	5,756	5,277	6,398	5,780	5,136	
Automotive Parts	931	982	814	762		895	821	734	762	707	681	695	
Materials Handling Systems	16,876	18,716	22,044	27,631		32,846	29,528	30,508	27,631	38,182	36,523	34,138	
Other	88	163	181	313		258	492	185	313	136	63	140	
Total	29,576	33,385	41,735	45,413		53,883	51,455	51,674	45,413	57,055	54,025	50,824	

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

Segment Information (by business group)

(Yen, millions)

	[Fiscal year]					[Quarter]							
	FYE 2016	FYE 2017	FYE 2018	FYE 2019	FYE 2020	FYE2019				FYE2020			
						1Q	2 Q	3 Q	4 Q	1Q	2 Q	3 Q	4 Q
(Sales) ^{*1}													
Chain	63,998	60,600	67,338	72,023		17,401	18,163	18,314	18,143	17,070	17,041	16,690	
PTUC ^{*2}	21,975	21,563	24,156	25,591		6,224	6,439	6,535	6,393	6,067	5,992	5,988	
Automotive Parts	73,473	75,147	79,545	78,992		20,379	19,417	19,706	19,489	18,393	17,960	17,303	
Materials Handling Systems	44,354	41,043	44,187	61,827		11,432	16,900	15,278	18,215	14,351	17,399	15,048	
Other	3,186	3,001	3,331	3,548		900	832	854	961	998	868	797	
Consolidated	203,976	198,762	215,716	238,515		55,480	61,011	59,688	62,335	55,894	58,360	54,885	
(Operating profit)													
Chain	6,172	7,102	8,502	10,292		2,513	2,544	2,748	2,485	2,067	2,224	1,965	
PTUC ^{*2}	2,428	2,218	3,060	3,340		911	629	1,136	663	656	448	679	
Automotive Parts	12,258	12,385	10,258	8,734		2,529	2,169	2,208	1,825	1,718	1,108	1,584	
Materials Handling Systems	659	706	416	402		-236	1,017	130	-509	-400	907	395	
Other	84	-1	-41	-43		-27	-16	-8	8	-26	11	8	
Consolidated	21,570	21,647	20,694	21,789		5,426	6,127	5,922	4,314	3,659	4,572	4,392	
(Operating profit, percent)													
Chain	9.6%	11.7%	12.6%	14.3%		14.4%	14.0%	15.0%	13.7%	12.1%	13.1%	11.8%	
PTUC ^{*2}	11.0%	10.3%	12.7%	13.1%		14.6%	9.8%	17.4%	10.4%	10.8%	7.5%	11.3%	
Automotive Parts	16.7%	16.5%	12.9%	11.1%		12.4%	11.2%	11.2%	9.4%	9.3%	6.2%	9.2%	
Materials Handling Systems	1.5%	1.7%	0.9%	0.7%		—	6.0%	0.9%	—	—	5.2%	2.6%	
Other	2.6%	—	—	-		—	—	—	0.8%	—	1.3%	1.0%	
Consolidated	10.6%	10.9%	9.6%	9.1%		9.8%	10.0%	9.9%	6.9%	6.5%	7.8%	8.0%	

*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 2016	FYE 2017	FYE 2018	FYE 2019	FYE 2020	FYE 2019				FYE 2020			
						1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
(Sales)*													
Japan	121,347	117,795	125,380	127,439		30,542	31,961	33,050	31,886	28,877	32,091	30,423	
America	51,671	50,830	52,862	67,462		14,090	17,972	16,592	18,808	15,884	14,900	14,651	
Europe	24,219	23,181	25,620	27,779		7,337	6,735	6,539	7,168	6,933	6,572	6,208	
Indian Ocean Rim	12,626	12,763	14,850	17,488		4,258	4,372	4,484	4,374	4,387	4,520	4,050	
China	16,494	18,186	22,251	22,946		5,594	6,107	5,687	5,558	5,215	5,017	4,859	
South Korea, Taiwan	8,578	8,378	9,684	9,440		2,560	2,439	2,350	2,091	2,213	2,747	2,443	
(Operating profit)													
Japan	12,621	11,351	12,231	12,702		2,814	3,191	3,868	2,829	2,000	2,659	2,811	
America	4,496	4,853	3,034	2,664		993	1,220	357	94	177	146	462	
Europe	531	687	176	187		104	101	160	-178	177	18	182	
Indian Ocean Rim	1,680	1,744	2,138	2,837		730	715	743	649	627	606	418	
China	273	925	864	1,175		166	292	375	342	194	230	257	
South Korea, Taiwan	405	273	471	314		191	177	66	-120	89	225	17	
(Operating profit, percent)													
Japan	10.4%	9.6%	9.8%	10.0%		9.2%	10.0%	11.7%	8.9%	6.9%	8.3%	9.2%	
America	8.7%	9.5%	5.7%	3.9%		7.0%	6.8%	2.2%	0.5%	1.1%	1.0%	3.2%	
Europe	2.2%	3.0%	0.7%	0.7%		1.4%	1.5%	2.4%	—	2.6%	0.3%	2.9%	
Indian Ocean Rim	13.3%	13.7%	14.4%	16.2%		17.2%	16.4%	16.6%	14.8%	14.3%	13.4%	10.3%	
China	1.7%	5.1%	3.9%	5.1%		3.0%	4.8%	6.6%	6.2%	3.7%	4.6%	5.3%	
South Korea, Taiwan	4.7%	3.3%	4.9%	3.3%		7.5%	7.3%	2.8%	—	4.0%	8.2%	0.7%	

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

Breakdown of Overseas Sales

(Yen, millions)

	[Fiscal year]					[Quarter]							
	FYE 2016	FYE 2017	FYE 2018	FYE 2019	FYE 2020	FYE 2019				FYE 2020			
						1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
(Consolidated sales)	203,976	198,762	215,716	238,515		55,480	61,011	59,688	62,334	55,894	58,360	54,885	
USA	43,062	39,865	39,704	54,418		11,442	14,811	13,849	14,316	12,785	11,953	12,207	
Other	8,316	9,047	10,503	12,285		2,240	2,567	2,313	5,165	2,716	2,457	2,196	
Europe	23,000	22,298	24,670	27,074		7,173	6,565	6,387	6,949	6,761	6,457	6,112	
Indian Ocean Rim	12,824	13,452	14,860	16,924		3,915	4,448	4,361	4,200	4,161	4,282	3,915	
China	15,251	16,531	20,273	20,649		5,112	5,541	5,039	4,957	4,579	4,180	3,988	
South Korea, Taiwan	8,638	7,978	9,721	10,350		2,736	2,980	2,578	2,056	2,121	2,661	2,248	
Total of overseas sales	111,094	109,174	119,734	141,702		32,622	36,911	34,526	37,643	33,126	31,989	30,667	
Total of domestic sales	92,882	89,588	95,982	96,812		22,858	24,101	25,162	24,691	22,768	26,371	24,218	
(Percent, sales by region)													
USA	21.1%	20.1%	18.4%	22.8%		20.6%	24.3%	23.2%	23.0%	22.9%	20.5%	22.2%	
Other	4.1%	4.6%	4.9%	5.2%		4.0%	4.2%	3.9%	8.3%	4.9%	4.2%	4.0%	
Europe	11.3%	11.2%	11.4%	11.4%		12.9%	10.8%	10.7%	11.1%	12.1%	11.1%	11.1%	
Indian Ocean Rim	6.3%	6.8%	6.9%	7.1%		7.1%	7.3%	7.3%	6.7%	7.4%	7.3%	7.1%	
China	7.5%	8.3%	9.4%	8.7%		9.2%	9.1%	8.4%	8.0%	8.2%	7.2%	7.3%	
South Korea, Taiwan	4.2%	4.0%	4.5%	4.3%		4.9%	4.9%	4.3%	3.3%	3.8%	4.6%	4.1%	
Percent, all overseas sales	54.5%	54.9%	55.5%	59.4%		58.8%	60.5%	57.8%	60.4%	59.3%	54.8%	55.9%	

Reference materials

Major exchange rates (3rd Quarter)

(Yen)

Currency	Target period*	FYE2016 Q3 Total	FYE2017 Q3 Total	FYE2018 Q3 Total	FYE2019 Q3 Total	FYE2020 Q3 Total
US\$	①	121.74	106.61	111.69	111.15	108.65
US\$	②	120.98	108.57	111.89	109.61	109.13
EURO	①	134.41	117.99	128.56	129.47	121.04
EURO	②	134.74	121.06	124.59	130.88	122.62
Can\$	①	94.44	81.40	86.69	85.11	81.94
A\$	①	90.23	80.02	85.97	81.73	74.91
THB	②	3.60	3.08	3.27	3.41	3.49
NT\$	①	3.82	3.33	3.69	3.65	3.51
RMB	②	19.32	16.47	16.46	16.83	15.77
WON	②	0.108	0.093	0.098	0.100	0.094
MXN	②	—	5.94	5.94	5.76	5.66

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