

# FINANCIAL RESULTS

2<sup>ND</sup> QUARTER, FY2019



Global Supplier

November 6, 2018

<http://www.ohashi.co.jp>

# Consolidated Income Statement

¥,million

	2nd Quarter FY 2019	2nd Quarter FY 2018	Change	Change(%)
Net sales	19,787	19,090	697	103.7%
Operating income	2,155	2,064	91	104.4%
Ordinary income	2,219	2,062	157	107.6%
Net income	1,623	1,418	205	114.5%

yen

Net income per share	109.22	95.35	13.87	114.5%
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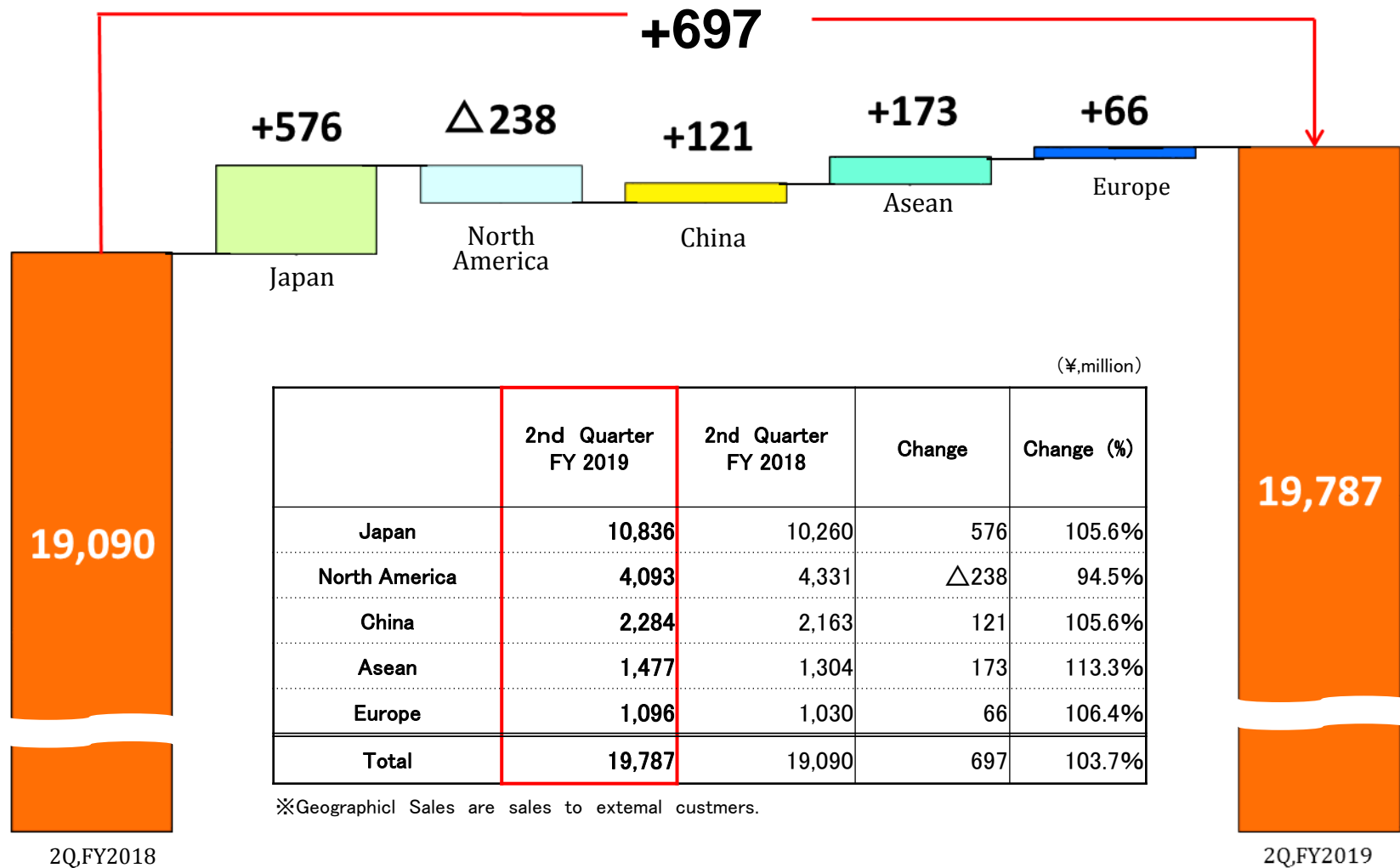
Exchange rate (average)

yen

USDJPY	108.68	112.37	Yen up 3.69 yen
CNYJPY	17.09	16.39	Yen down by 0.70 yen
THBJPY	3.43	3.24	Yen down by 0.19 yen
GBPJPY	149.72	141.40	Yen down by 8.32 yen
MXNJPY	5.71	5.79	Yen up by 0.08 yen
TWDJPY	3.68	3.66	Yen down by 0.02 yen

# Analysis of Net Sales by Regional Segment

¥ million



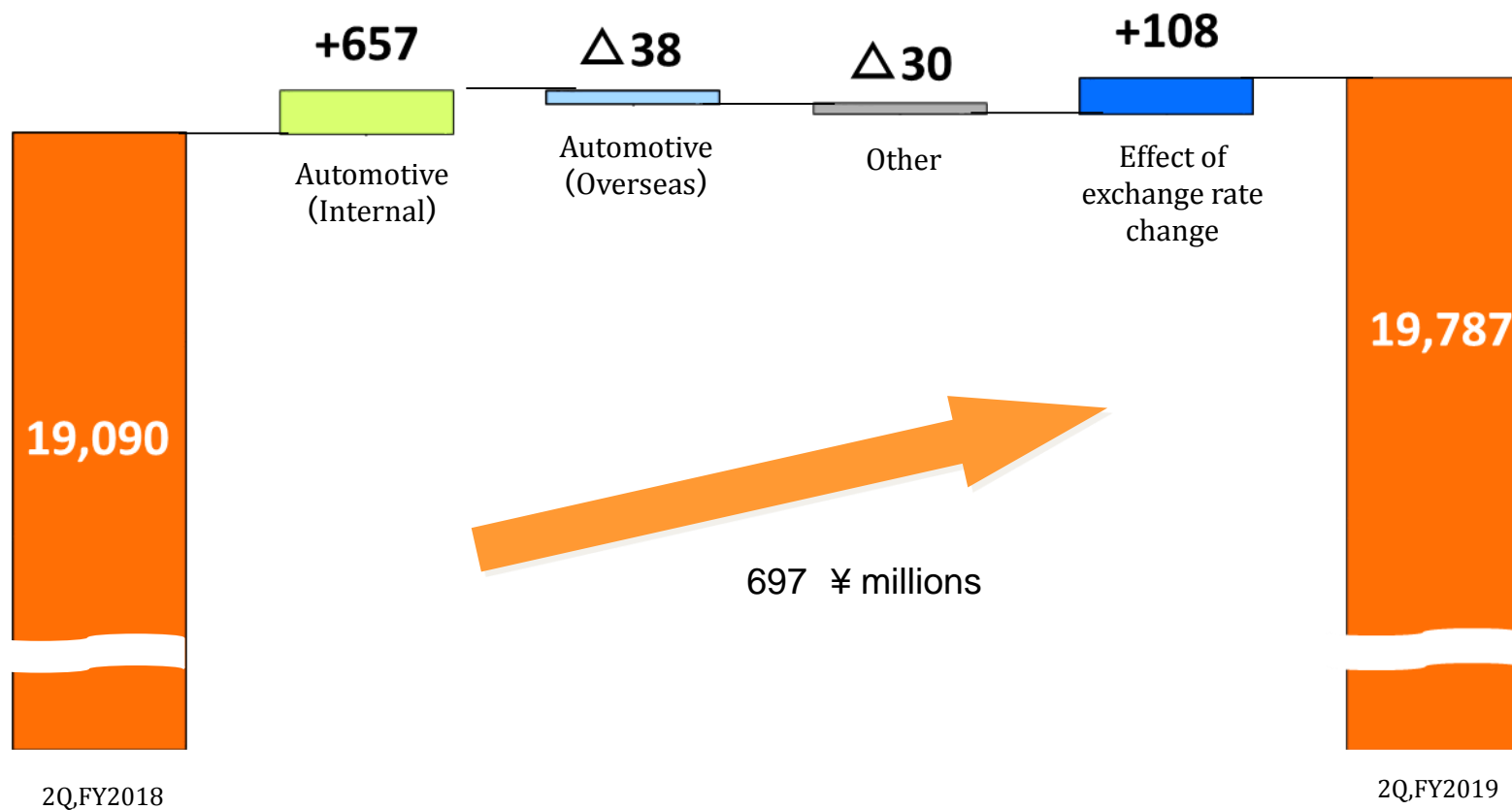
(¥,million)

	2nd Quarter FY 2019	2nd Quarter FY 2018	Change	Change (%)
Japan	10,836	10,260	576	105.6%
North America	4,093	4,331	Δ238	94.5%
China	2,284	2,163	121	105.6%
Asean	1,477	1,304	173	113.3%
Europe	1,096	1,030	66	106.4%
<b>Total</b>	<b>19,787</b>	<b>19,090</b>	<b>697</b>	<b>103.7%</b>

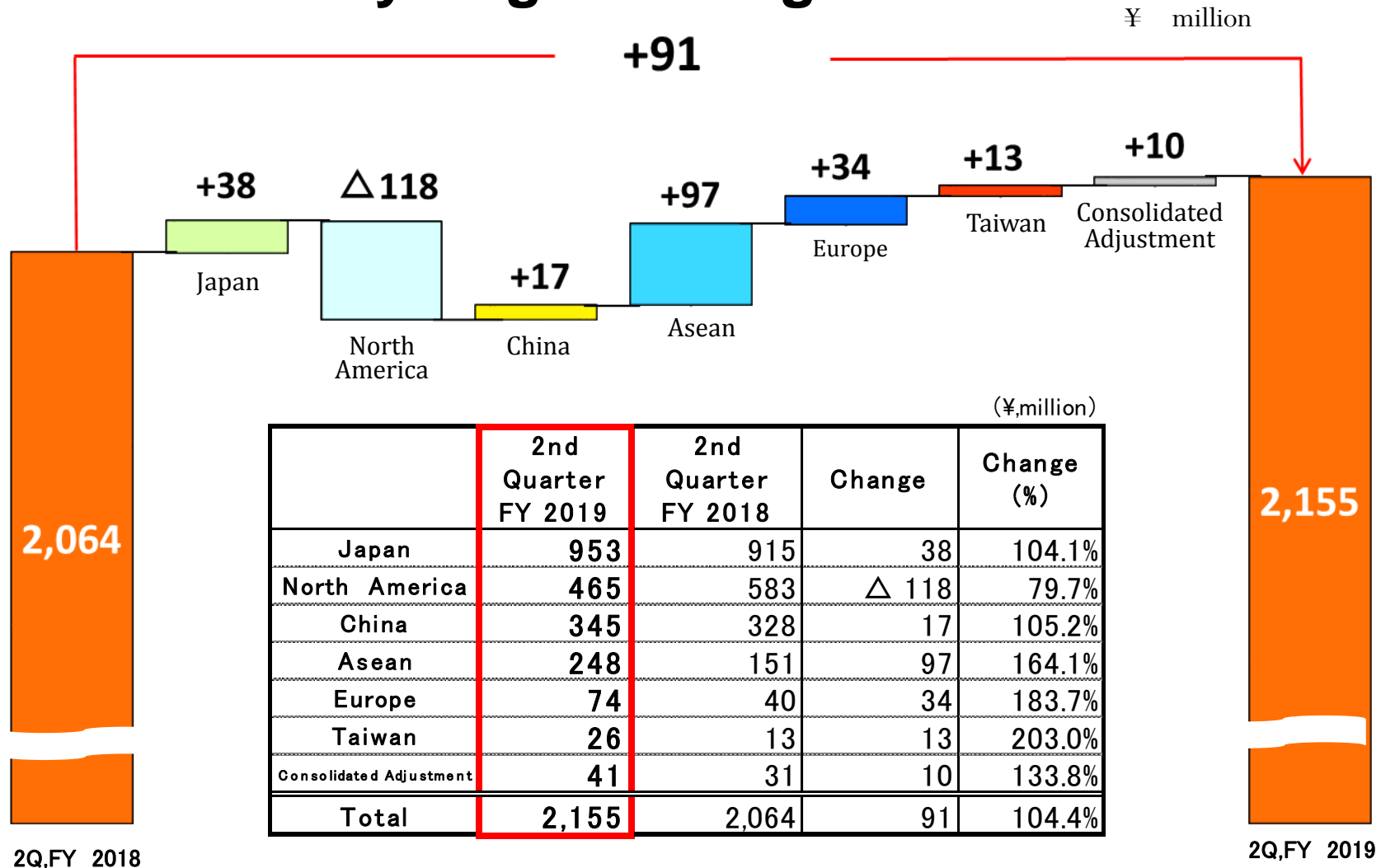
※Geographical Sales are sales to external customers.

# Analysis of Net Sales by Products Segment

¥ million

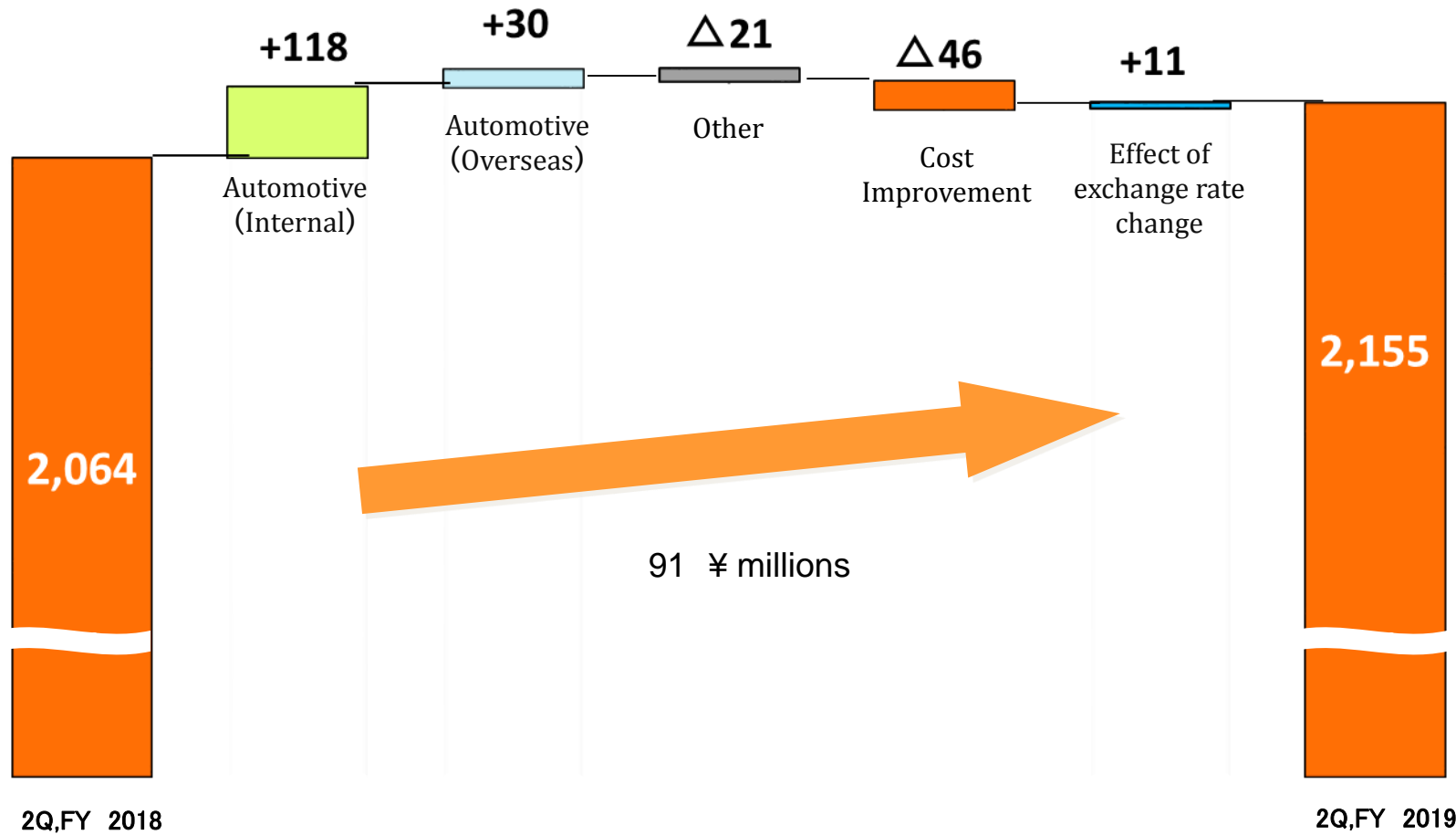


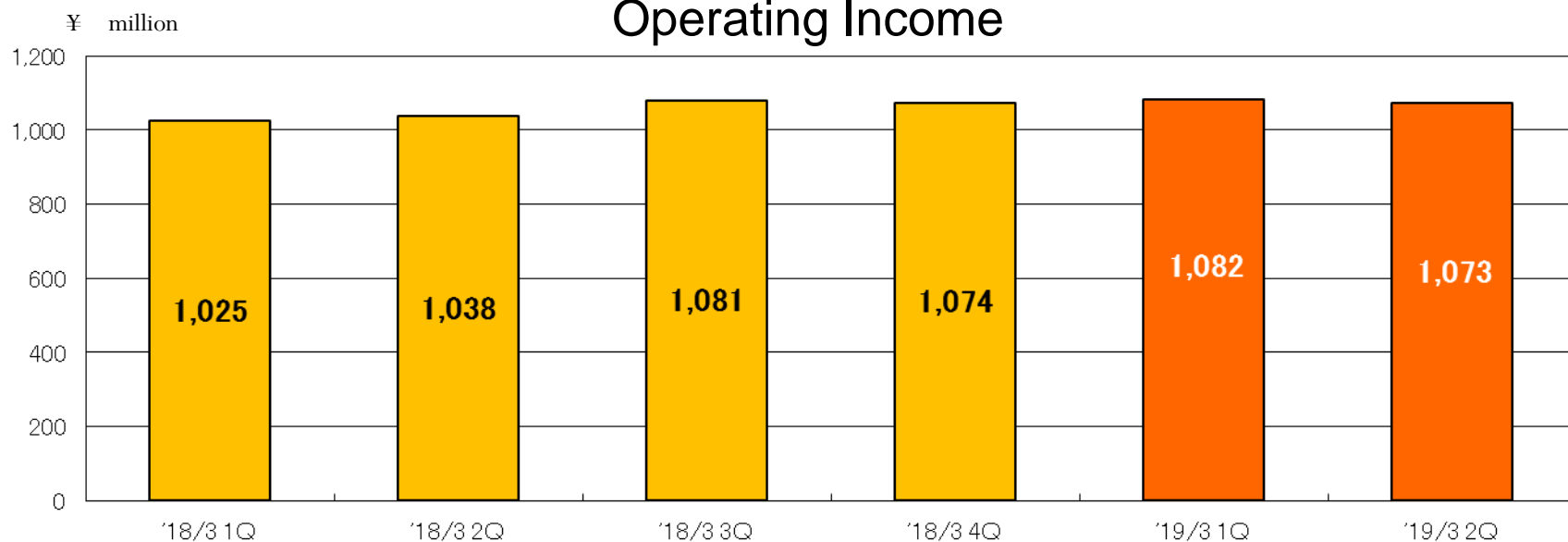
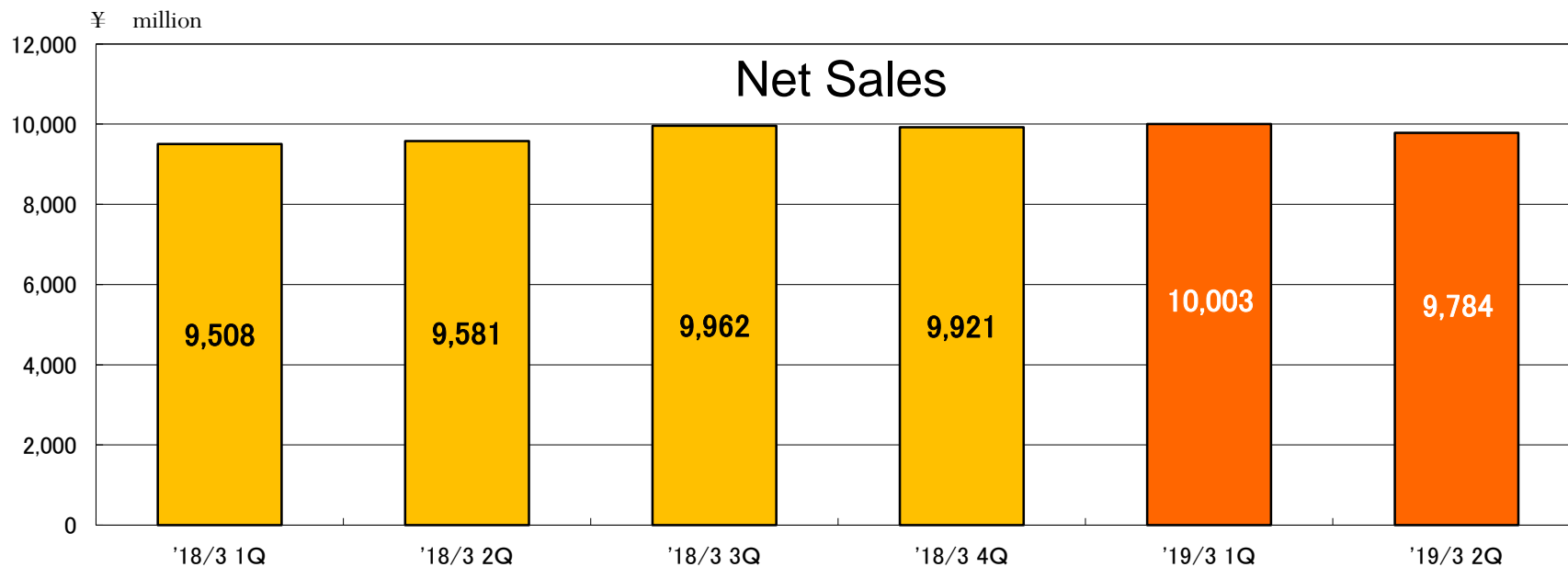
# Analysis of Operating Income by Regional Segment



# Analysis of Operating Income by Products Segment

¥ million





# Balance Sheet

March 31, 2018

Current Assets 31,945	Liabilities 11,459
Noncurrent Assets 8,807	Net Assets 29,293

Shareholders equity per total assets  
(70.9%)

**Total assets**  
**40,752**

September 30, 2018

(¥,million)

Current Assets 32,492	Liabilities 10,989
Noncurrent Assets 8,579	Net Assets 30,082

Shareholders equity per total assets  
(72.3%)

**Total assets**  
**41,071 ¥ millions**

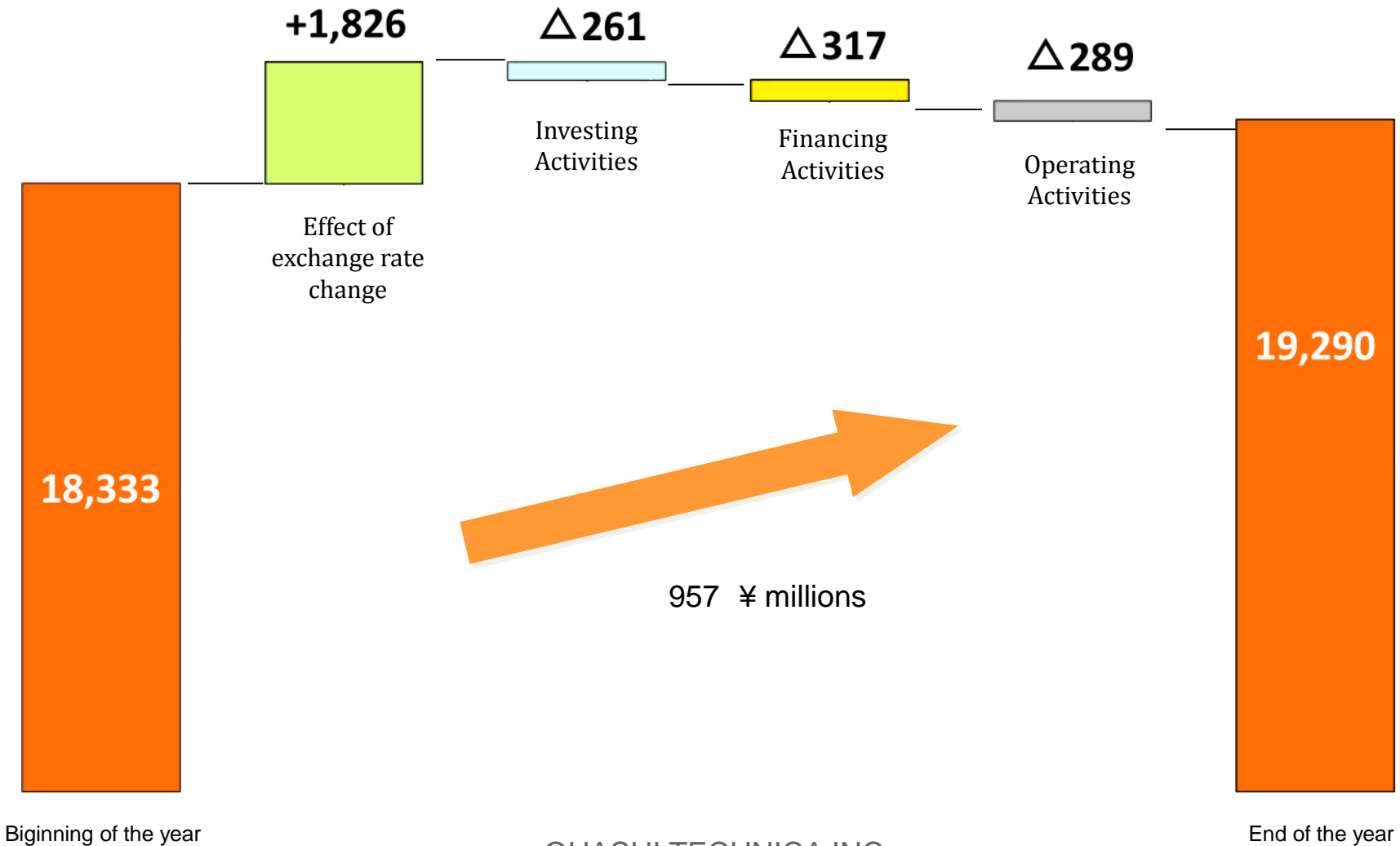


319 ¥ millions



# Cash Flows

(¥,million)

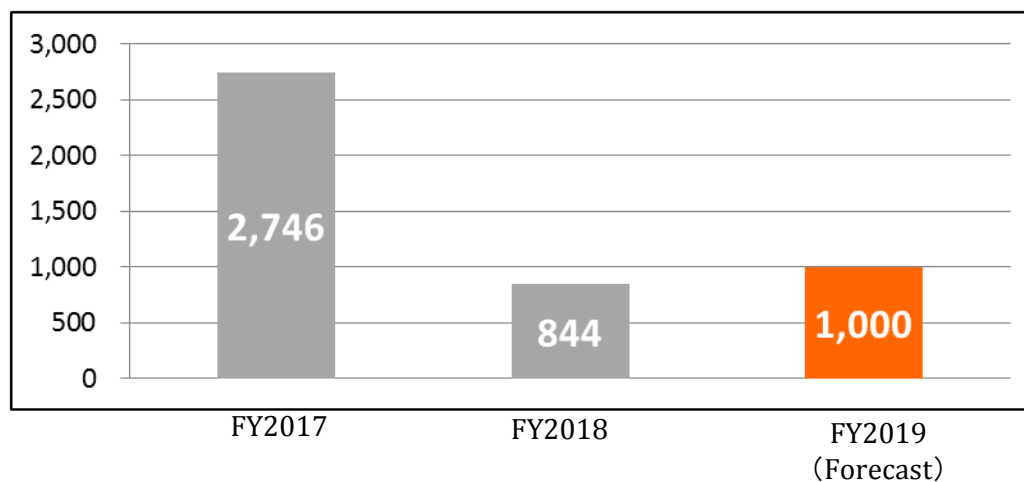


# Capital Expenditures, Depreciation, R&D Expenses

	2Q, FY2019	2Q, FY2018	Change(%)	Fiscal 2019 (forecast)
Capital Expenditures	299	407	73.5%	1,000
Depreciation	380	415	91.6%	900
R&D Expenses	20	20	100.0%	100

## Capital Expenditures

¥ million



# Main Customer

Ranking	FY 2017	FY 2018	2Q, 2019
1	Hino Motors., Ltd.	Hino Motors., Ltd.	Hino Motors., Ltd.
2	Honda Motor Co., Ltd.	Honda Motor Co., Ltd.	Honda Motor Co., Ltd.
3	ISUZU MOTORS LIMITED	ISUZU MOTORS LIMITED	TOYOTA MOTOR CORPORATION
4	TOYOTA MOTOR CORPORATION	TOYOTA MOTOR CORPORATION	AISIN AW CO., LTD.
5	Denso Corporation	AISIN AW CO., LTD.	ISUZU MOTORS LIMITED
6	Nissan Motor Co., Ltd.	Nissan Motor Co., Ltd.	Nissan Motor Co., Ltd.
7	Takebe Co., Ltd.	Takebe Co., Ltd.	Takebe Co., Ltd.
8	AISIN AW CO., LTD.	Denso Corporation	Denso Corporation
9	mitsubishi electric	mitsubishi electric	mitsubishi electric
10	MITSUBISHI FUSO TRUCK & BUS CORPORATION	MITSUBISHI FUSO TRUCK & BUS CORPORATION	MITSUBISHI FUSO TRUCK & BUS CORPORATION

# Fiscal 2019 (Forecast)

¥,million

	Fiscal 2019 (Forecast)	Fiscal 2018	Change	Change(%)
Net sales	40,000	38,974	1,026	102.6%
Operating income	4,250	4,219	31	100.7%
Ordinary income	4,350	4,306	44	101.0%
Net income	2,700	3,065	△ 365	88.1%

yen

Net income per share	181.61	206.13	△24.52	88.1%
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Exchange rate (average)

yen

	Fiscal 2019 (Forecast)	Fiscal 2018	Change
USDJPY	107.00	112.19	Yen up by 5.19 yen
CNYJPY	16.50	16.63	Yen up by 0.13 yen
THBJPY	3.30	3.31	Yen up by 0.3 yen
GBPJPY	147.00	144.51	Yen down by 2.49 yen
MXNJPY	5.80	5.94	Yen up by 0.14 yen
TWDJPY	3.60	3.68	Yen up by 0.08 yen