

# FINANCIAL RESULTS

## 2<sup>ND</sup> QUARTER, FY2020



November 6, 2019

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

# Consolidated Income Statement

¥,million

	2nd Quarter FY 2019	2nd Quarter FY 2020	Change	Change(%)
Net sales	19,787	18,566	△ 1,221	93.8%
Operating income	2,155	1,804	△ 351	83.7%
Ordinary income	2,219	1,897	△ 322	85.5%
Net income	1,623	1,365	△ 258	84.1%

yen

Net income per share	109.22	92.60	△ 16.62	84.8%
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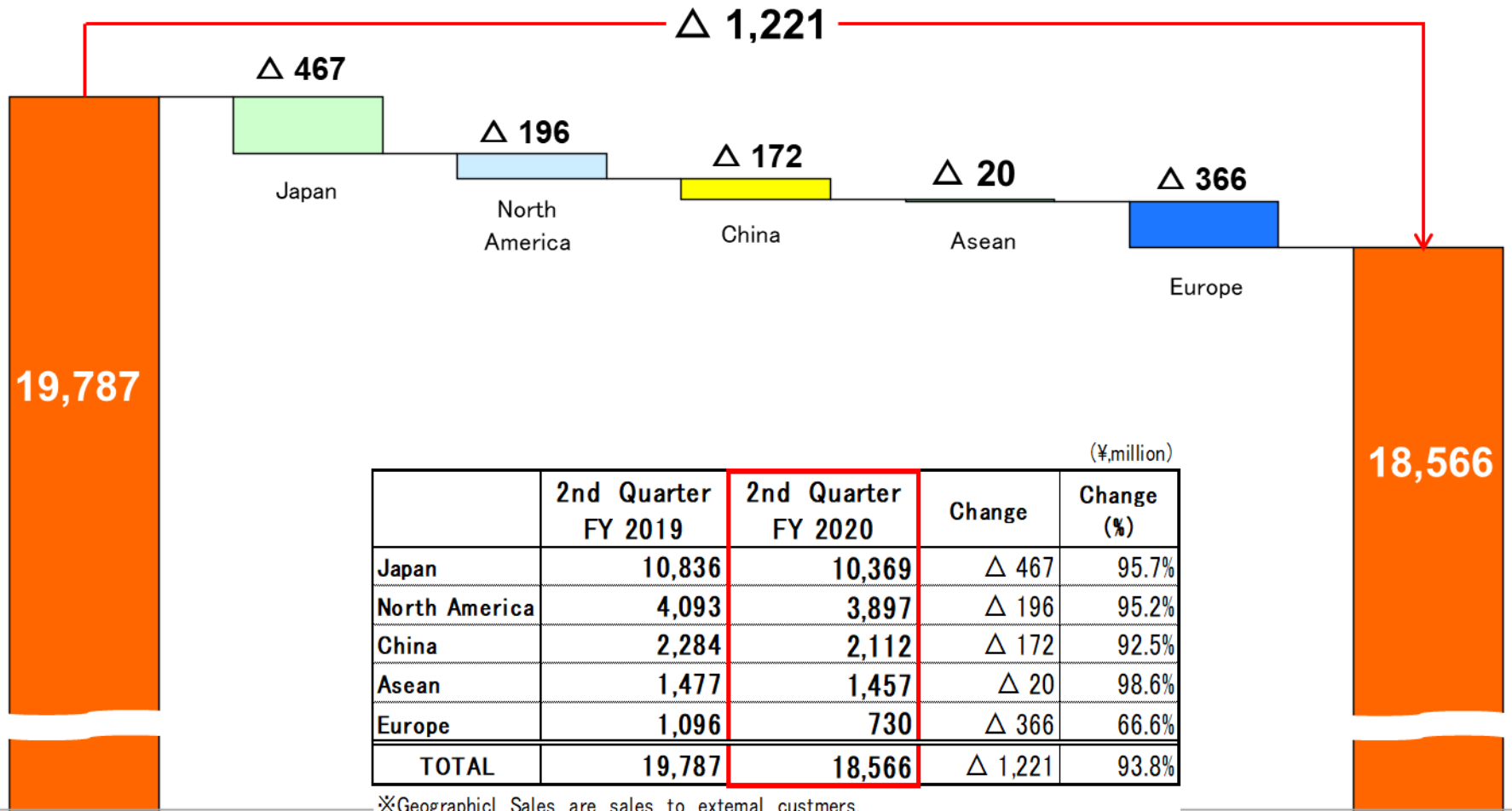
Exchange rate (average)

yen

USDJPY	108.68	110.05	Yen down by 1.37 yen
CNYJPY	17.09	16.20	Yen up by 0.89 yen
THBJPY	3.43	3.49	Yen down by 0.06 yen
GBPJPY	149.72	142.42	Yen up by 7.30 yen
MXNJPY	5.71	5.75	Yen down by 0.04 yen
TWDJPY	3.68	3.55	Yen up by 0.13 yen

# Analysis of Net Sales by Regional Segment

(¥,million)



※Geographical Sales are sales to external customers.

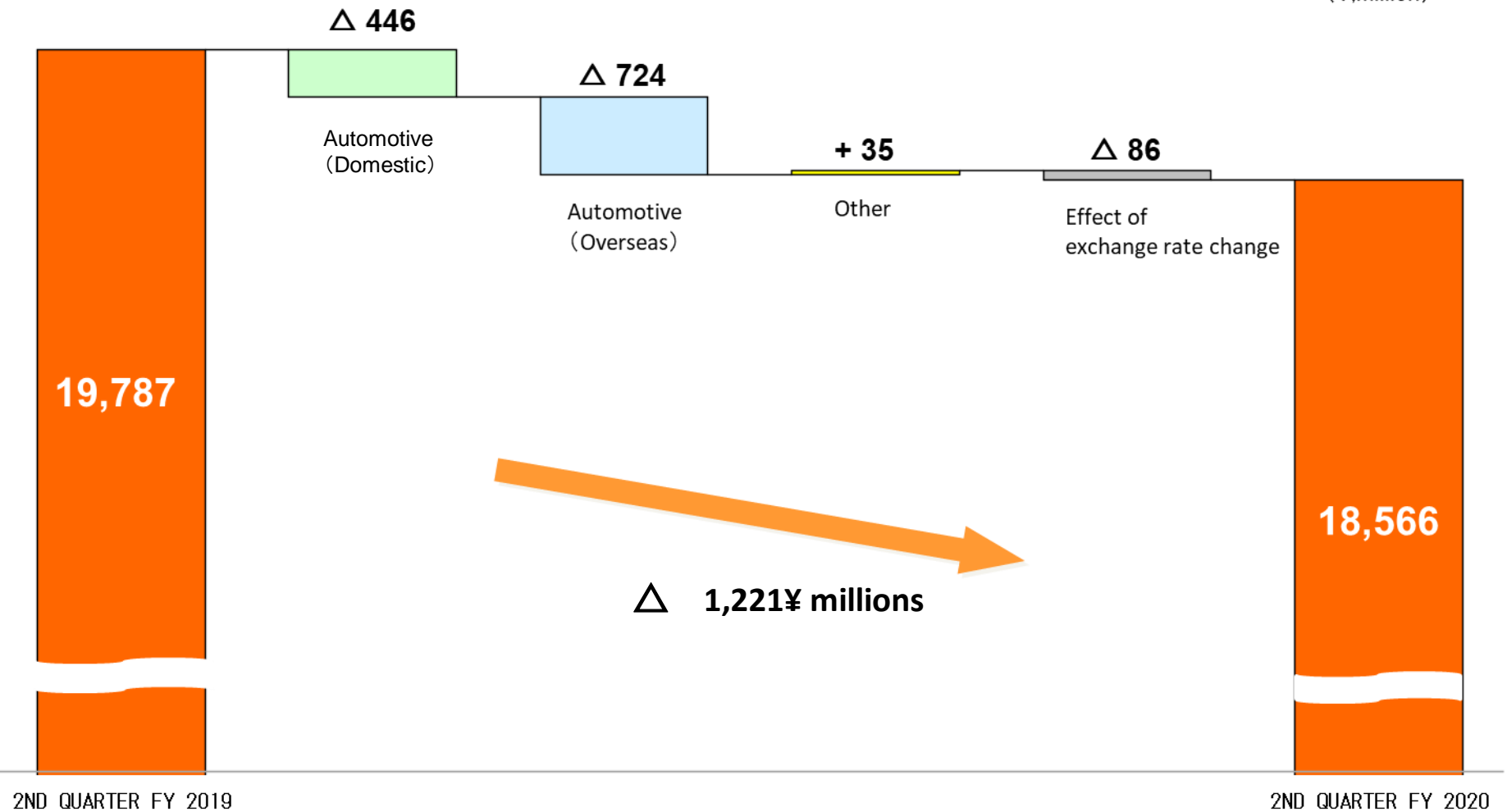
2ND QUARTER FY 2019

OHASHI TECHNICA INC.

2ND QUARTER FY 2020

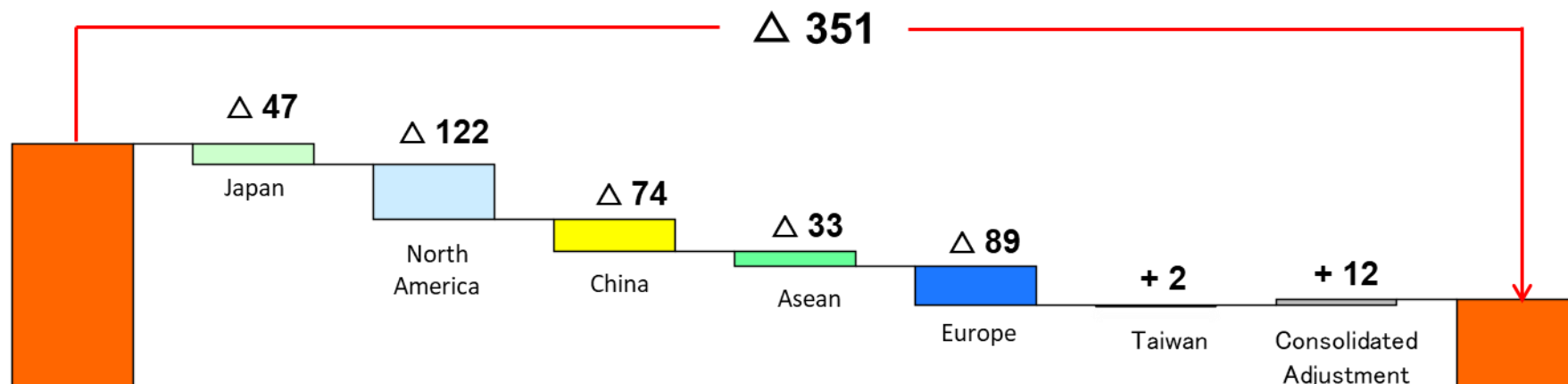
# Analysis of Net Sales by Products Segment

(¥,million)



# Analysis of Operating Income by Regional Segment

(¥,million)



(¥,million)

	2nd Quarter FY 2019	2nd Quarter FY 2020	Change	Change (%)
Japan	953	906	△ 47	95.1%
North America	465	342	△ 122	73.7%
China	345	271	△ 74	78.5%
Asean	248	215	△ 33	86.7%
Europe	74	△ 15	△ 89	-
Taiwan	26	28	2	108.6%
Consolidated Adjustment	41	53	12	129.1%
<b>Total</b>	<b>2,155</b>	<b>1,804</b>	<b>△ 351</b>	<b>83.7%</b>

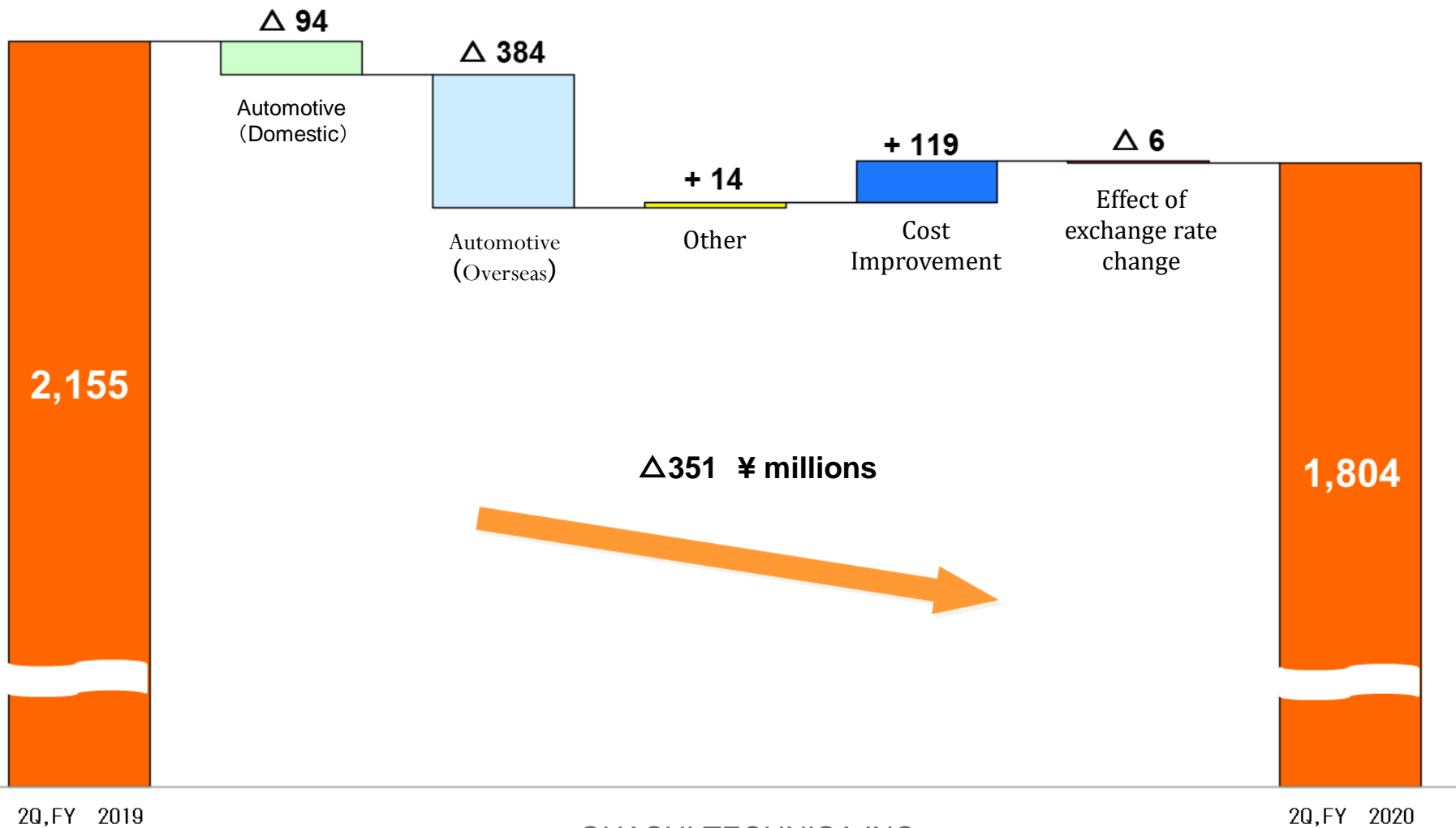
2Q, FY 2019

OHASHI TECHNICA INC.

2Q, FY 2020

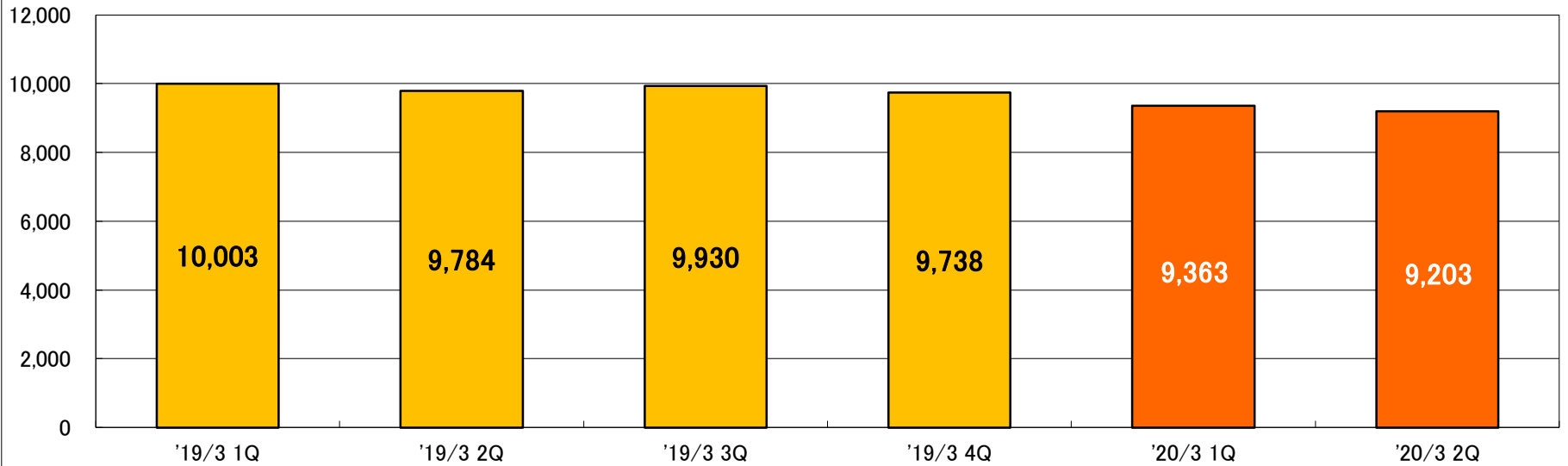
# Analysis of Operating Income by Products Segment

(¥,million)



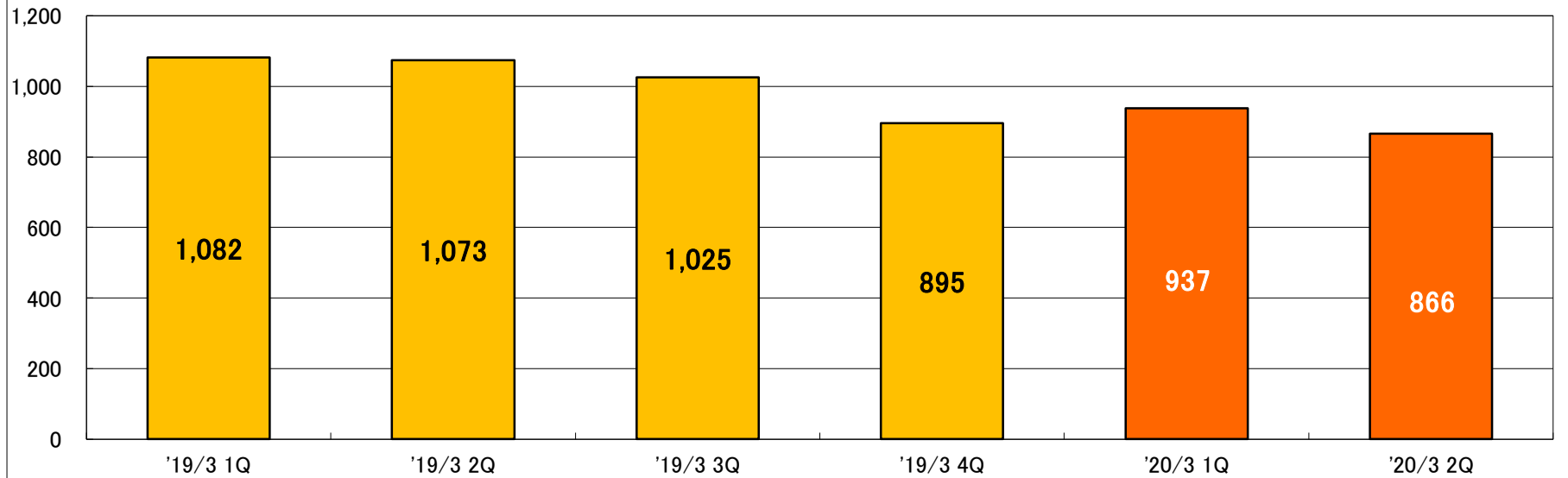
## Net Sales

¥ million



## Operating Income

¥ million



# Balance Sheet

March 31, 2019

Current Assets 33,159	Liabilities 11,230
	Net Assets 30,681
Noncurrent Assets 8,753	

Shareholders equity per total assets  
(72.2%)

**Total assets**  
**41,912**

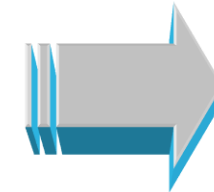
September 30, 2020

(¥,million)

Current Assets 33,034	Liabilities 10,600
	Net Assets 31,293
Noncurrent Assets 8,859	

Shareholders equity per total assets  
(73.7%)

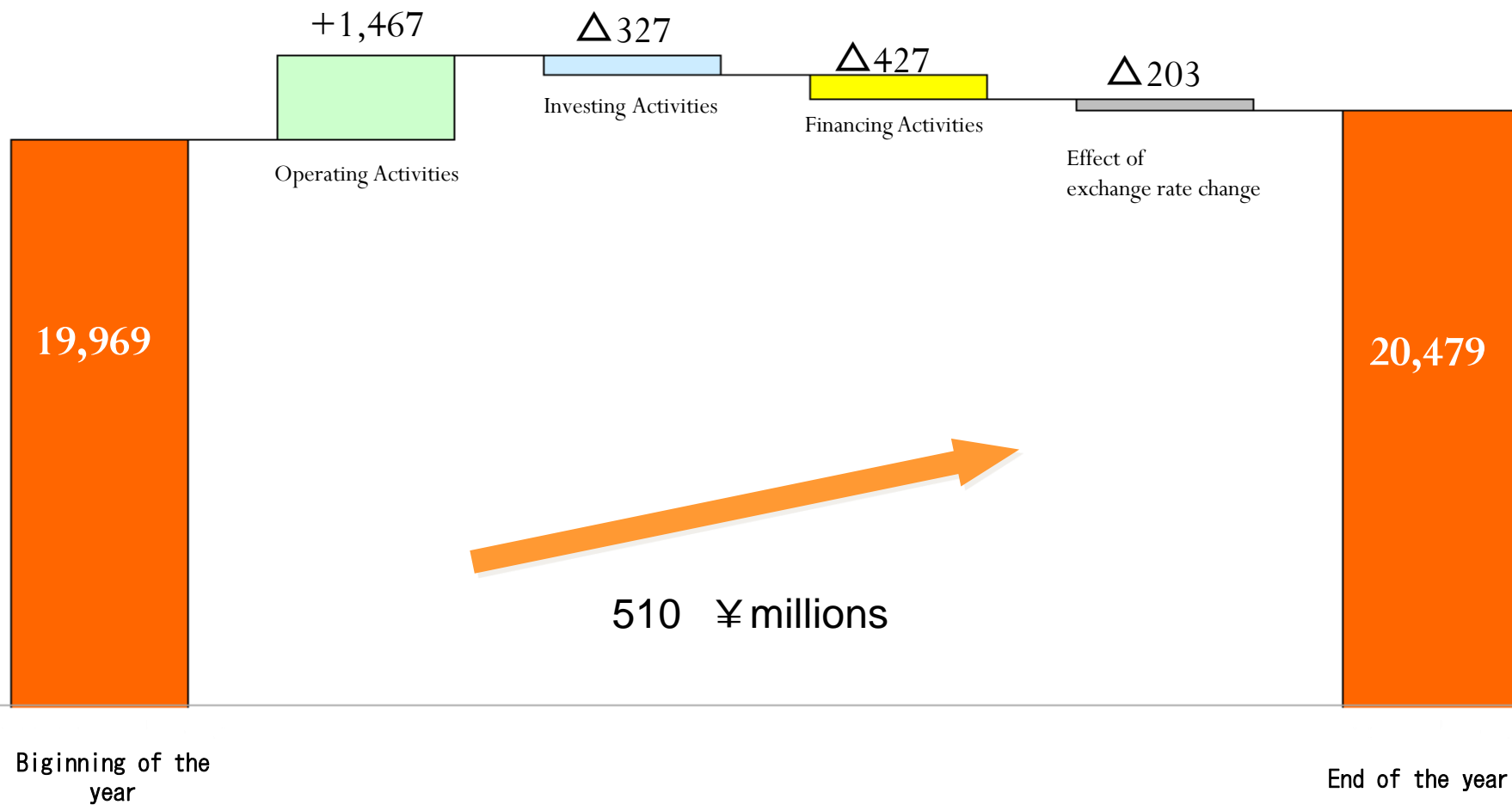
**Total assets**  
**41,894 ¥ millions**



Δ18 ¥ millions

# Cash Flows

(¥,million)



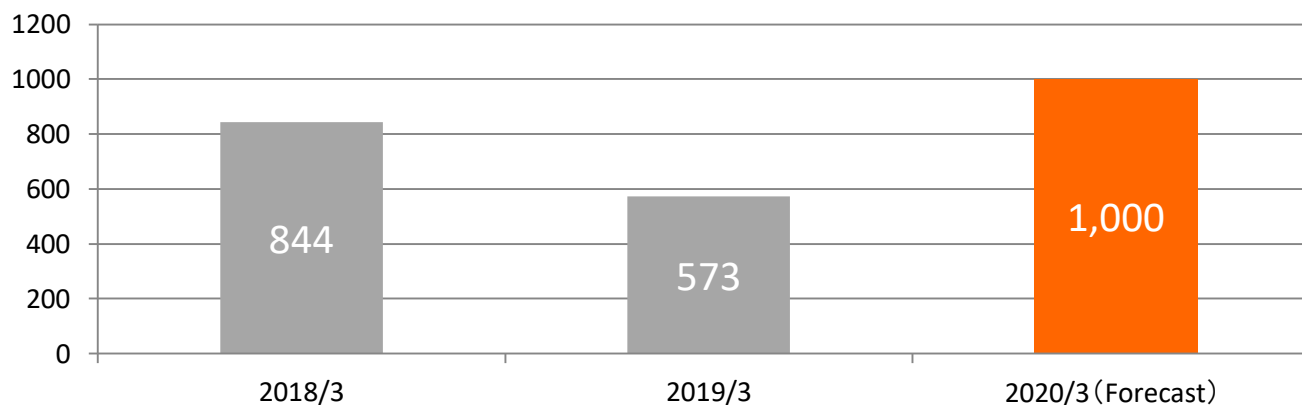
# Capital Expenditures, Depreciation, R&D Expenses

(¥,million)

	2Q, FY2019	2Q, FY2020	Change(%)	Fiscal 2020 (forecast)
Capital Expenditures	299	428	143.1%	1,000
Depreciation	380	445	117.1%	900
R&D Expenses	20	21	105.0%	100

## Capital Expenditures

¥ million



# Main Customers

Ranking	FY 2018	FY 2019	2Q, 2020
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	TOYOTA MOTOR CORPORATION	TOYOTA MOTOR CORPORATION
4	TOYOTA MOTOR CORPORATION	ISUZU MOTORS LIMITED	AISIN AW CO., LTD.
5	AISIN AW CO., LTD.	AISIN AW CO., LTD.	ISUZU MOTORS LIMITED
6	Nissan Motor Co., Ltd.	Nissan Motor Co., Ltd.	Takebe Co., Ltd.
7	Takebe Co., Ltd.	Takebe Co., Ltd.	Nissan Motor Co., Ltd.
8	Denso Corporation	MITSUBISHI ELECTRIC	MITSUBISHI ELECTRIC
9	MITSUBISHI ELECTRIC	Denso Corporation	Denso Corporation
10	MITSUBISHI FUSO TRUCK & BUS CORPORATION	MITSUBISHI FUSO TRUCK & BUS CORPORATION	MITSUBISHI FUSO TRUCK & BUS CORPORATION

# Fiscal 2020 (Forecast)

¥,million

	Fiscal 2019	Fiscal 2020 (Forecast)	Change	Change(%)
Net sales	39,457	36,000	△ 3,457	91.2%
Operating income	4,076	3,300	△ 776	81.0%
Ordinary income	4,195	3,450	△ 745	82.2%
Net income	2,956	2,400	△ 556	81.2%

yen

Net income per share	199.02	162.76	△36.26	81.8%
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Exchange rate (average)

yen

	Fiscal 2019	Fiscal 2020 (Forecast)	Change
USDJPY	110.43	108.00	Yen up by 2.43 yen
CNYJPY	16.72	15.50	Yen up by 1.22 yen
THBJPY	3.42	3.50	Yen down by 0.08 yen
GBPJPY	147.48	138.00	Yen up by 9.48 yen
MXNJPY	5.75	5.60	Yen up by 0.15 yen
TWDJPY	3.66	3.50	Yen up by 0.16 yen