

A grayscale, semi-transparent image of a car's interior, showing the dashboard, steering wheel, and front seats. The image is positioned in the background, behind the main title text.

Consolidated Financial Results for the Nine Months Ended December 31, 2019

February, 2020

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◆ Financial Results

Consolidated Profit and Loss Statement



Although sales increased due to good sales to major customers, decreased income due to the cost of work style reform expenses and depreciation expenses increase, production cutback in Mexico and new vehicle launch costs

	(Millions of Yen)			
	Nine Months Ended Dec. 31, 2018	Nine Months Ended Dec. 31, 2019	Changes (Y on Y)	Changes (%)
Net Sales	134,019	137,311	3,292	2.5%
Operating Income	10,648	6,918	-3,730	-35.0%
Ordinary Income	10,919	7,246	-3,672	-33.6%
Profit Attributable to Owners of Parent	7,798	4,871	-2,926	-37.5%
Operating Profit Margin	7.9%	5.0%	-2.9Pts	—
Net Income per Share	110.07yen	68.76yen	-41.31yen	—

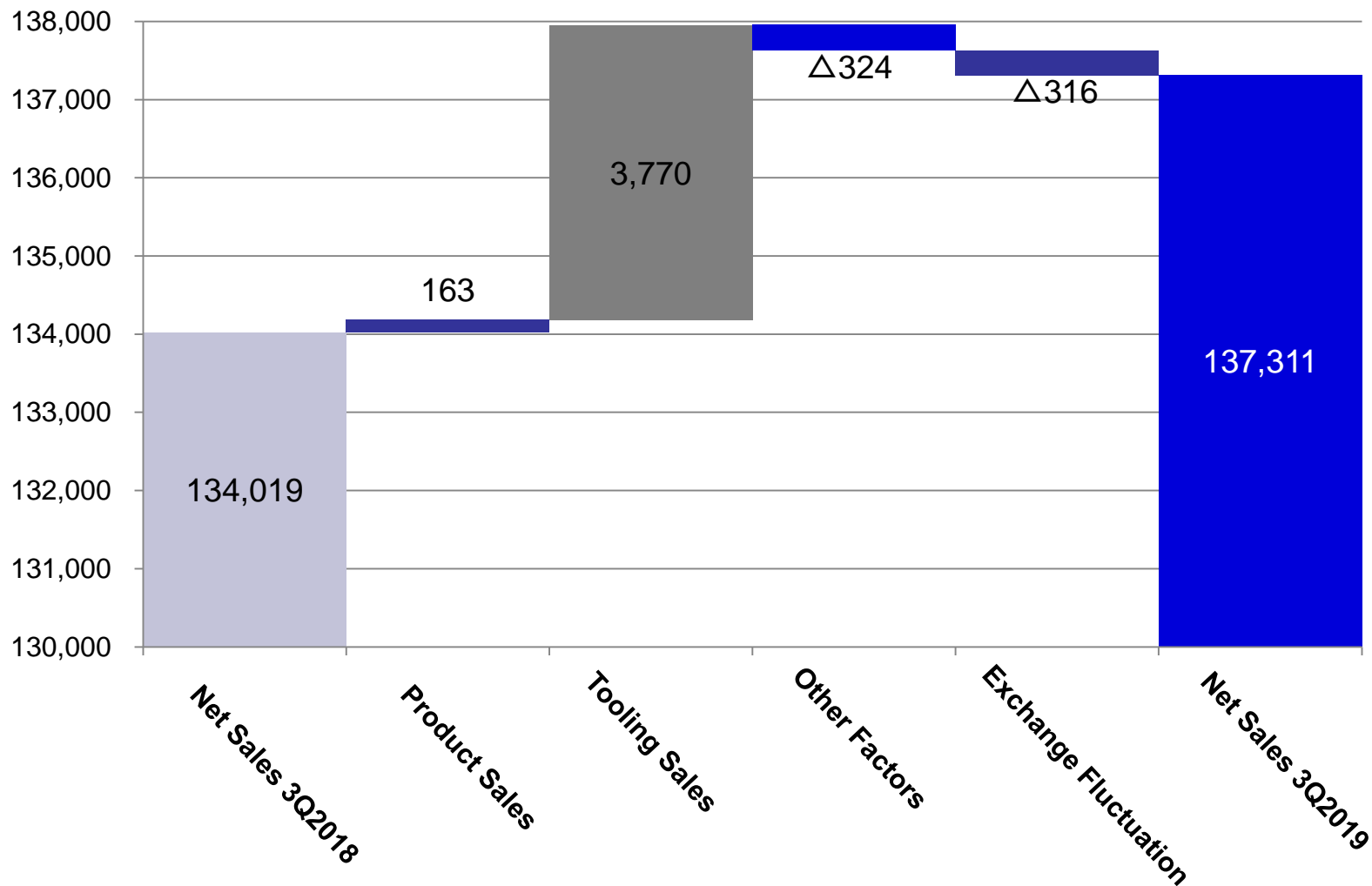
【Third Quarter Results】

- Sales increased year on year due to increased sales to major customers.
- Profit reduced due to the implementation cost of various measures for work style reform, an increase in depreciation expenses due to the start of partial operation of the headquarters plant, and production cutback in Mexico/new vehicle launch costs.

Net sales increase or decrease factor



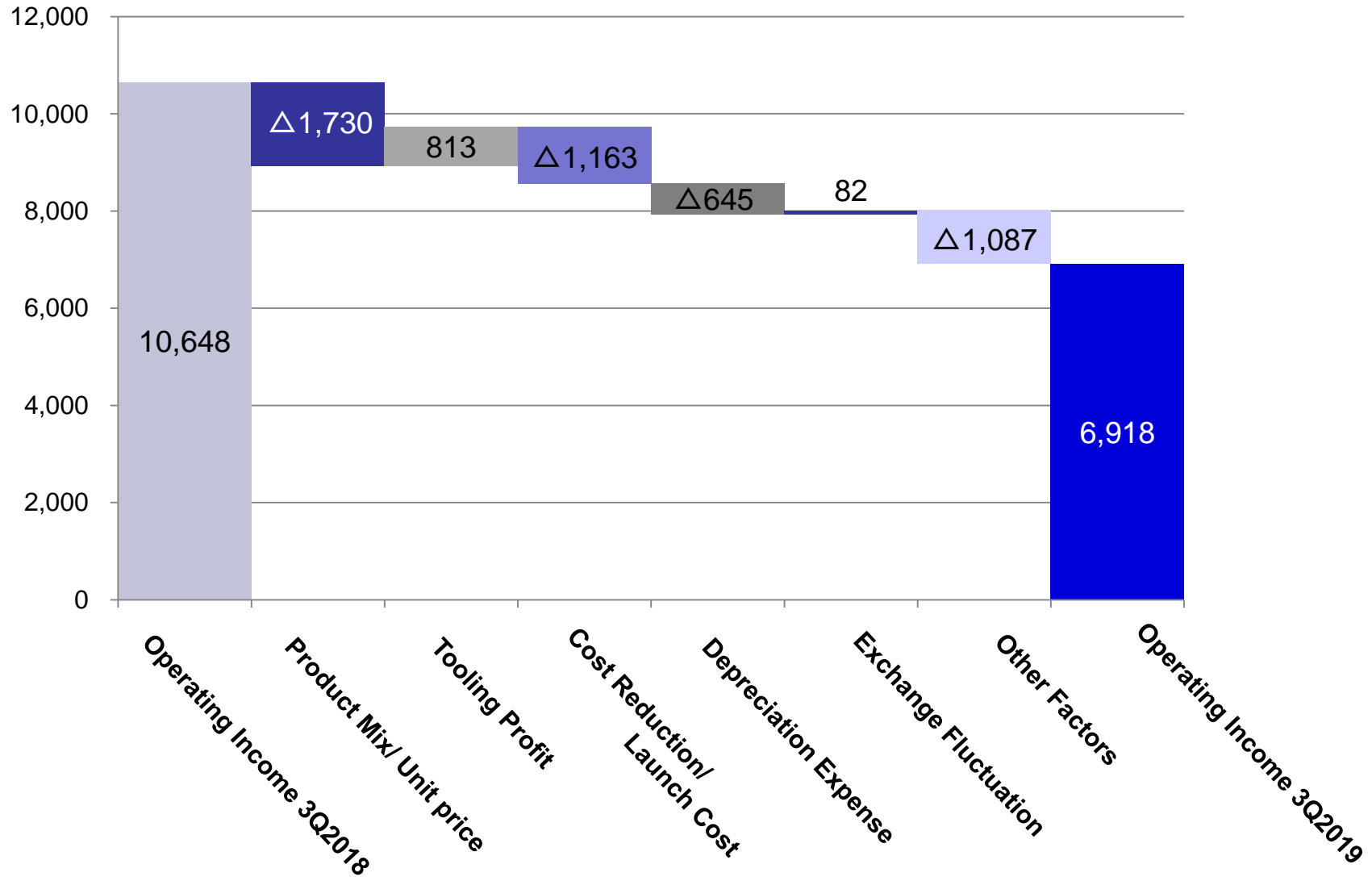
(Millions of Yen)



Operating income increase or decrease factor



(Millions of Yen)



Sales by Segment



**Sales increased in Japan and ASEAN segments,
but slowed in China/Korea and Americas segments**

(Millions of Yen)

		Nine Months Ended Dec. 31, 2018	Nine Months Ended Dec. 31, 2019	Changes (Y on Y)	Changes (%)
Domestic	Japan (component ratio)	105,193 (78.5)	110,273 (80.3)	5,080 (1.8Pts)	4.8%
	China/Korea	6,395	4,606	-1,789	-28.0%
Overseas	ASEAN	8,832	10,433	1,601	18.1%
	Americas	13,598	11,998	-1,600	-11.8%
	Overseas TTL (component ratio)	28,826 (21.5)	27,038 (19.7)	-1,787 (-1.8Pts)	-6.2%
	Total	134,019	137,311	3,292	2.5%

Operating Income by Segment



Decreased profit except ASEAN segment due to fixed cost increase and impact of lower sales

(Millions of Yen)

		Nine Months Ended Dec. 31, 2018	Nine Months Ended Dec. 31, 2019	Changes (Y on Y)	Changes (%)
Domestic	Japan (component ratio)	8,847 (76.4)	5,985 (80.3)	-2,861 (3.9Pts)	-32.3%
	China/Korea	502	452	-49	-9.9%
Overseas	ASEAN	1,088	1,307	219	20.1%
	Americas	1,144	-290	-1,434	-
	Overseas TTL (component ratio)	2,735 (23.6)	1,469 (19.7)	-1,265 (-3.9Pts)	-46.3%
Total		11,582	7,454	-4,128	-35.6%

◆ Financial Forecast for Fiscal 2019

Made an amendment on Nov. 13, 2019 forecast

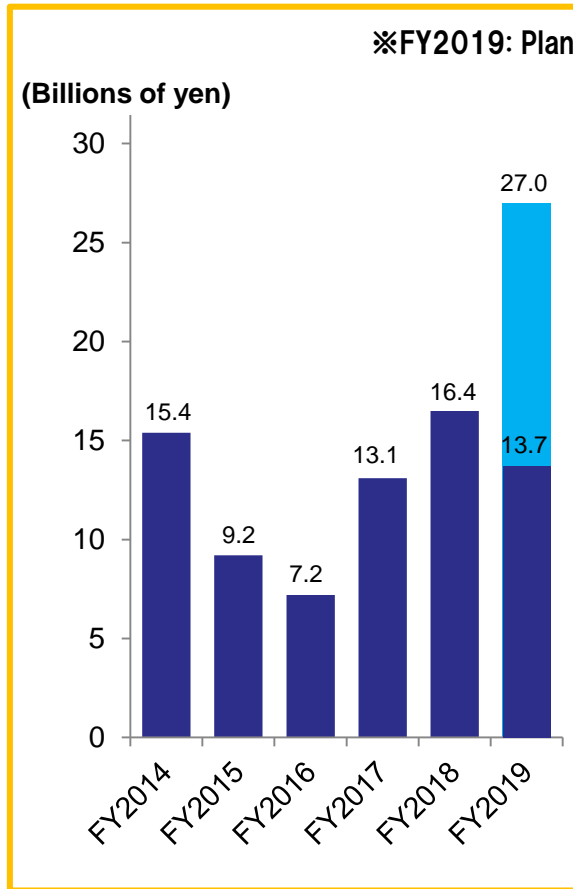
(Millions of Yen)

	FY2019 Forecast (as of Nov.14th)	FY2019 Forecast (Amended)	Changes	Changes (%)
Net Sales	189,000	183,000	-6,000	-3.2%
Operating Income	10,400	9,200	-1,200	-11.5%
Ordinary Income	10,500	9,600	-900	-8.6%
Profit Attributable to Owners of Parent	6,700	6,000	-700	-10.4%
Operating Profit Margin	5.5%	5.0%	-0.5Pts	—
Net Income per Share	94.56yen	84.68yen	-9.88yen	-10.4%

Capital Investment/Depreciation/R&D Cost

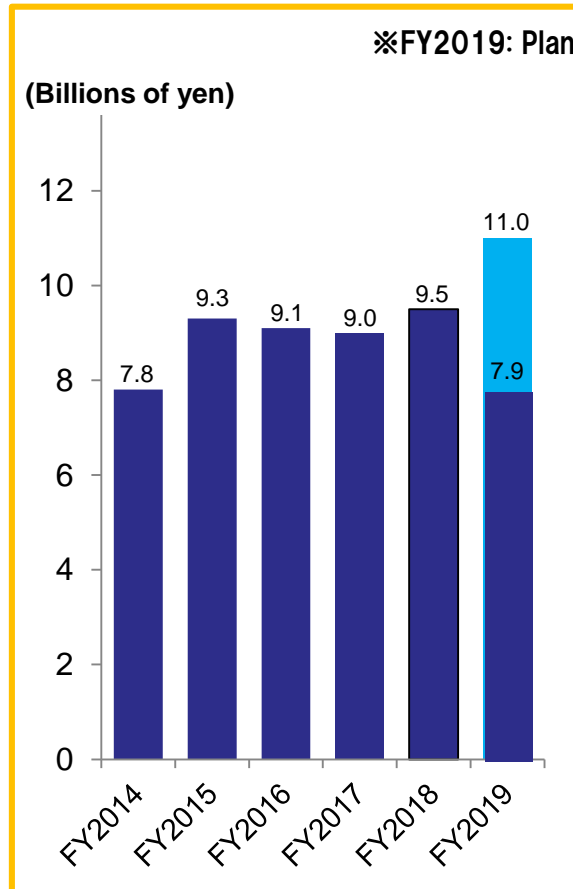


《Capital Investment》



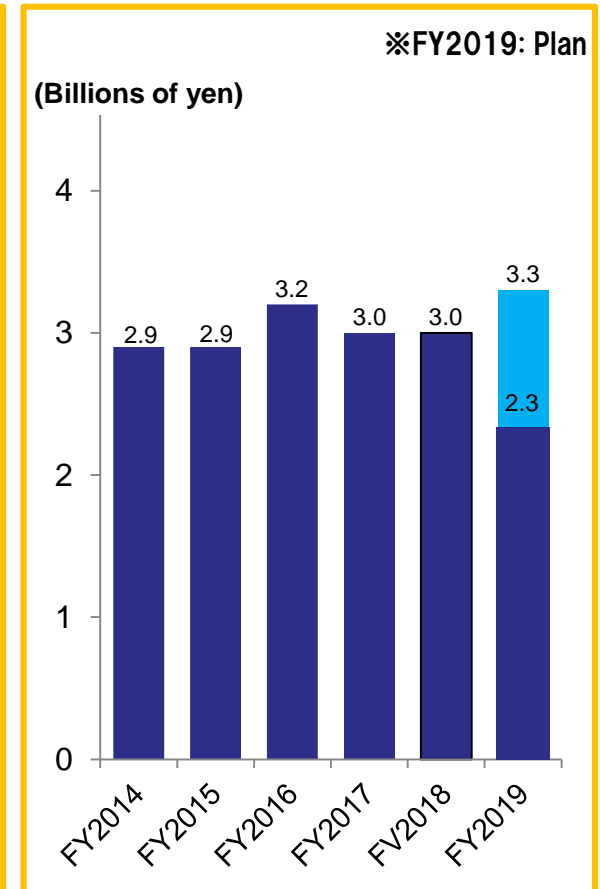
Capital investment for the head office / Honsha plant has been delayed to FY2018

《Depreciation》



Depreciation of Honsha plant started in FY2019

《R&D Expenses》



Higher development costs for next-generation products

Important Information

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Contact

DaikyoNishikawa Corporation
PR/CSR Department
Phone: +81-82-493-5610