

## 補足資料：Additional Information Material.

## 1. 連結主要数値の推移 Primary consolidated financial figures

(億円, JPY 100M)		FY16		FY17*				FY18**				FY18 (Plan)**
Full Year		1Q	2Q	1H	3Q	4Q	Full Year	1Q	2Q	1H	Full Year	
売上高 Net Sales		19,066	4,409	5,068	9,477	5,704	6,743	21,924	5,600	6,093	11,693	24,000
Japan		2,973	754	850	1,604	787	1,103	3,494	902	1,030	1,932	4,000
North America		2,971	698	776	1,474	906	1,145	3,525	943	919	1,862	3,900
Europe		4,335	747	1,061	1,808	1,227	1,513	4,548	1,047	1,301	2,348	4,600
Asia		4,335	1,340	1,290	2,630	1,621	1,665	5,916	1,533	1,533	3,066	6,450
China and others		842	274	192	466	198	190	854	276	243	519	
ASEAN		3,493	1,066	1,098	2,164	1,423	1,475	5,062	1,257	1,290	2,547	
Others		4,452	870	1,091	1,961	1,163	1,317	4,441	1,175	1,310	2,485	5,050
営業利益 Operating Profit		51	206	236	442	204	336	982	281	288	569	1,100
(Margin)		0.3%	4.7%	4.7%	4.7%	3.6%	5.0%	4.5%	5.0%	4.7%	4.9%	4.6%
Japan		-358	-75	-52	-127	-32	18	-141	-1	-14	-15	
North America		-166	33	3	36	-30	4	10	-27	17	-10	
Europe		-216	2	38	40	23	46	109	25	-6	19	
Asia		512	153	134	287	185	169	641	191	181	372	
China and others		42	46	38	84	52	25	161	48	31	79	
ASEAN		470	107	96	203	133	144	480	143	150	293	
Others		279	93	113	206	58	99	363	93	110	203	
経常利益 Ordinary Profit		89	290	316	606	205	290	1,101	334	349	683	1,250
(Margin)		0.5%	6.6%	6.2%	6.4%	3.6%	4.3%	5.0%	6.0%	5.7%	5.8%	5.2%
親会社株主に帰属する当期純利益 Net income attributable to owners of the Parent		-1,985	230	254	484	217	375	1,076	282	237	519	1,100
(Margin)		-10.4%	5.2%	5.0%	5.1%	3.8%	5.6%	4.9%	5.0%	3.9%	4.4%	4.6%
売上レート (円)	USD	109	111	111	111	113	110	111	108	111	110	109
	EURO	119	122	130	126	133	133	130	130	129	130	130
	THB	3.12	3.27	3.36	3.32	3.42	3.45	3.38	3.42	3.35	3.38	3.39
ネット・キャッシュ・フロー Net Cash Flow		935						31				
Operating		-458						1,196				
Investing		-731						-971				
Financing		2,104						-232				
現金の期末残高 Cash Balance*		5,559						5,590				
フリー・キャッシュ・フロー Free Cash Flow		-1,189						225				

\* 現金の期末残高は連結キャッシュ・フロー計算書の現金及び現金同等物の期末残高。

Cash balance refers to the end of period cash and cash equivalents balance on the consolidated statement of cash flows.

\* 現金に係る換算差額、適用範囲変更増減を含む (億円)。

Contains a cash related translation adjustment (JPY 100Mil.)  
(FY17 : 38, FY16 : 20, FY15 : -251)

(億円, JPY 100M)		FY17				FY18	
		Jun. 17	Sep. 17	Dec. 17	Mar. 18	Jun. 18	Sep. 18
総資産 Total Assets		14,441	15,339	15,623	16,553	18,085	18,423
負債 Debt		7,215	7,823	7,933	8,587	10,183	10,195
自己資本比率 Capital ratio (%)		48.8	47.9	48.1	47.2	43.3	44.2
純資産 Net Assets		7,226	7,516	7,690	7,966	7,902	8,228
発行済み普通株式数 (千株) Outstanding common shares(000shares)		1,490,282	1,490,282	1,490,282	1,490,282	1,490,282	1,490,282

## 2. 地域別の状況 Regional performance

## 主要国別卸売台数 Wholesale volume by major country

(千台 000 units)		FY16		FY17*				FY18**				FY18 (Plan)**
Full Year		1Q	2Q	1H	3Q	4Q	Full Year	1Q	2Q	1H	Full Year	
Japan		181	49	55	104	54	67	225	55	60	115	236
Non-Mini		32	9	9	18	8	17	43	9	11	20	
Mini		50	11	13	24	15	17	56	13	15	28	
OEM		99	29	33	62	31	33	126	33	34	67	
North America		169	37	44	81	45	56	182	45	41	86	196
US		111	21	22	43	28	39	110	27	29	56	
OEM		20	5	8	13	6	3	22	3	1	4	
Europe		225	36	49	85	57	71	213	50	62	112	221
Russia		14	3	10	13	9	12	34	12	9	21	
OEM		35	5	4	9	3	2	14	1	2	3	
Asia		317	103	90	193	116	125	434	130	128	258	534
China and others		117	47	34	81	43	40	164	56	47	103	
China		82	39	28	67	36	31	134	47	41	88	
Taiwan		35	8	6	14	7	9	30	9	6	15	
ASEAN		200	56	56	112	73	85	270	74	81	155	
Thailand		54	19	15	34	20	21	75	24	18	42	
Indonesia		61	14	18	32	27	44	103	31	40	71	
Philippines		61	18	19	37	19	16	72	15	15	30	
Others		215	38	50	88	58	60	206	56	67	123	247
Australia		74	20	20	40	23	22	85	22	22	44	
Brazil		19	5	7	12	6	6	24	5	8	13	
Grand Total		1,107	263	288	551	330	379	1,260	336	358	694	1,434

## 主要国別小売台数 Retail volume by major country

(千台 000 units)		FY16		FY17*				FY18**				FY18 (Plan)**
Full Year		1Q	2Q	1H	3Q	4Q	Full Year	1Q	2Q	1H	Full Year	
Japan		80	19	24	43	19	36	98	21	27	48	105
Non-Mini		32	8	9	17	7	17	41	9	12	21	50
Mini		48	11	15	26	12	19	57	12	15	27	55
North America		138	36	36	72	36	47	155	45	38	83	184
US		100	25	25	50	24	36	110	32	26	58	126
Russia		179	46	43	89	45	59	193	55	57	112	210
Europe		16	4	5	9	10	11	30	10	11	21	39
Asia		315	84	98	182	124	126	432	110	124	234	504
China and others		109	30	39	69	50	38	157	41	41	82	194
China		88	24	34	58	45	33	136	36	35	71	168
Taiwan		21	6	5	11	5	5	21	5	6	11	26
ASEAN		206	54	59	113	74	88	275	69	83	152	310
Thailand		56	16	16	32	21	21	74	20	21	41	79
Indonesia		65	16	20	36	27	41	104	31	40	71	137
Philippines		61	18	18	36	20	19	75	13	17	30	77
Others		214	56	56	112	55	56	223	61	56	117	247
Australia		73	21	20	41	21	21	83	23	20	43	89
Brazil		24	5	7	12	5	6	23	6	5	11	27
Grand Total		926	241	257	498	279	324	1,101	292	302	594	1,250

\* FY17よりプエルトリコは「その他」から「北米」に地域区分を変更。

Changed the regional division of Puerto Rico from "Others" to "North America" from FY2017.

\*\* FY18よりアセアンと欧州の一部国を「その他」に地域区分を変更。

Changed the regional division of some countries in ASEAN and Europe from "ASEAN and Europe" to "Others" from FY2018.

3. 主要な製作所別生産状況 Production volume by plant

(千台 000 units)		FY16	FY17			FY18			FY18		
		Full Year	1Q	2Q	1H	3Q	4Q	Full Year	1Q	2Q	1H
Japan	Okazaki	248	53	62	115	65	68	248	60	61	121
	Mizushima	191	46	56	102	61	79	242	67	75	142
	PMC	81	14	19	33	19	22	74	19	19	38
Overseas	MMTh (Thailand)	356	75	100	175	89	102	366	88	88	176
	GMMC(China)	77	31	24	55	40	37	132	39	22	61
	PCMA-Rus(Russia)	11	2	5	7	5	7	19	9	7	16
	MMKI (Indonesia)	1	1	6	7	17	30	54	29	44	73
	MMPC (Philippines)	27	12	12	24	8	5	37	9	5	14

\*最終組立地をベースにカウントしており、自工会の統計データとは異なる

Production volume indicates number of vehicles locally produced based on MMC's counting method. (Different from JAMA.)

4. 連結減価却費・設備投資 Consolidated depreciation & capital expenditure

(億円 JPY 100M)	FY16	FY17			FY18			FY18			FY18 (Plan)**
	Full Year	1Q	2Q	1H	3Q	4Q	Full Year	1Q	2Q	1H	Full Year
減価却費 Depreciation	462	111	122	233	138	149	520	130	131	261	600
設備投資* Capital expenditure*	581	129	319	448	216	335	999	342	212	554	1,350

\* 計上ベース Accrual basis.

5. 研究開発費 R&D expenses

(億円 JPY 100M)	FY16	FY17			FY18			FY18			FY18 (Plan)**
	Full Year	1Q	2Q	1H	3Q	4Q	Full Year	1Q	2Q	1H	Full Year
研究開発費 R&D expenses	890	207	218	425	242	358	1,025	266	294	560	1,220

\* 連結ベース Consolidated basis.

6. 子会社数・関連会社数 Number of subsidiaries & affiliates

	FY17				FY18			
	Jun. 17	Sep. 17	Dec. 17	Mar. 18	Jun. 18	Sep. 18	Dec. 18	Mar. 19
連結子会社 Consolidated subsidiaries	36	34	34	34	35	35	35	35
持分法適用会社 Equity-method subsidiaries & affiliates	22	22	21	21	20	20	20	20

7. 有利子負債の状況 Interest-bearing debt

(億円 JPY 100M)	FY17				FY18			
	Jun. 17	Sep. 17	Dec. 17	Mar. 18	Jun. 18	Sep. 18	Dec. 18	Mar. 19
MMC 単独 Non-consolidated	0	0	0	0	0	0	0	0
MMC Group	344	352	385	300	2,840	2,952	2,840	2,952
連結調整 Consolidation Adjustment	-45	-54	-54	-34	-649	-824	-649	-824
Grand Total	299	298	331	266	2,191	2,128	2,191	2,128

8. 主な経営指標 Management Index

(円 JPY)	FY16	FY17			FY18			FY18 (Plan)**
	Full Year	1Q	2Q	1H	3Q	4Q	Full Year	Full Year
総資産経常利益率 (ROA)	0.6%						7.0%	
自己資本当期純利益率 (ROE)	-29.2%						14.6%	
1株当たり当期純利益 (EPS)	-164.1			32.47			72.2	34.83
普通配当 Ordinary dividend	10.0			7.0			17.0	10.0
特別配当 Extraordinary dividend	-			-			-	-

総資産経常利益率(ROA) = {経常利益 / 総資産 (当・前年度末の平均値)} × 100

Ratio of ordinary profit to total assets (ROA) = (Ordinary profit / Total assets (Average of year end and beginning)) × 100

自己資本当期純利益率(ROE) = {当期利益 / 自己資本 (当・前年度末の平均値)} × 100

Return on equity (ROE) = (Net income / Shareholders' Equity (Average of year end and beginning)) × 100

1株当たり当期純利益(EPS) = 当期利益 / 期中平均株式数

Net income per share (EPS) = Net income / Average number of shares during the period

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