

# FY18 Financial & Sales results

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## In summary for FY18:

- Global sales volume: 1,244,000 units (+ 13%):
  - Bedrock markets (ASEAN + AUS/NZ): 420,000 units (+ 14%)
  - Focus markets (North America + China + others): 335,000 units (+7%)
  - Recovery market (Japan): 105,000 units (+7%)
  - Europe (incl. Russia): 236,000 units (+25%)
  - Latin America + Middle East + Africa): 148,000 units (+10%)
- Net sales: ¥2,514.6 billion (+ 14.7%)
- Operating profit: ¥111.8 billion (+ 13.8%)
- Operating margin: 4.4 %

## FY19 targets:

- Global sales volume: 1,305,000 units (+ 5%)
- Net sales: ¥2,580.0 billion (+ 3%)
- *"The company continues to focus on securing sustainable earnings in an increasingly uncertain market environment, and aims to achieve operating profit of ¥90.0 billion and net profit of ¥65.0 billion."*

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