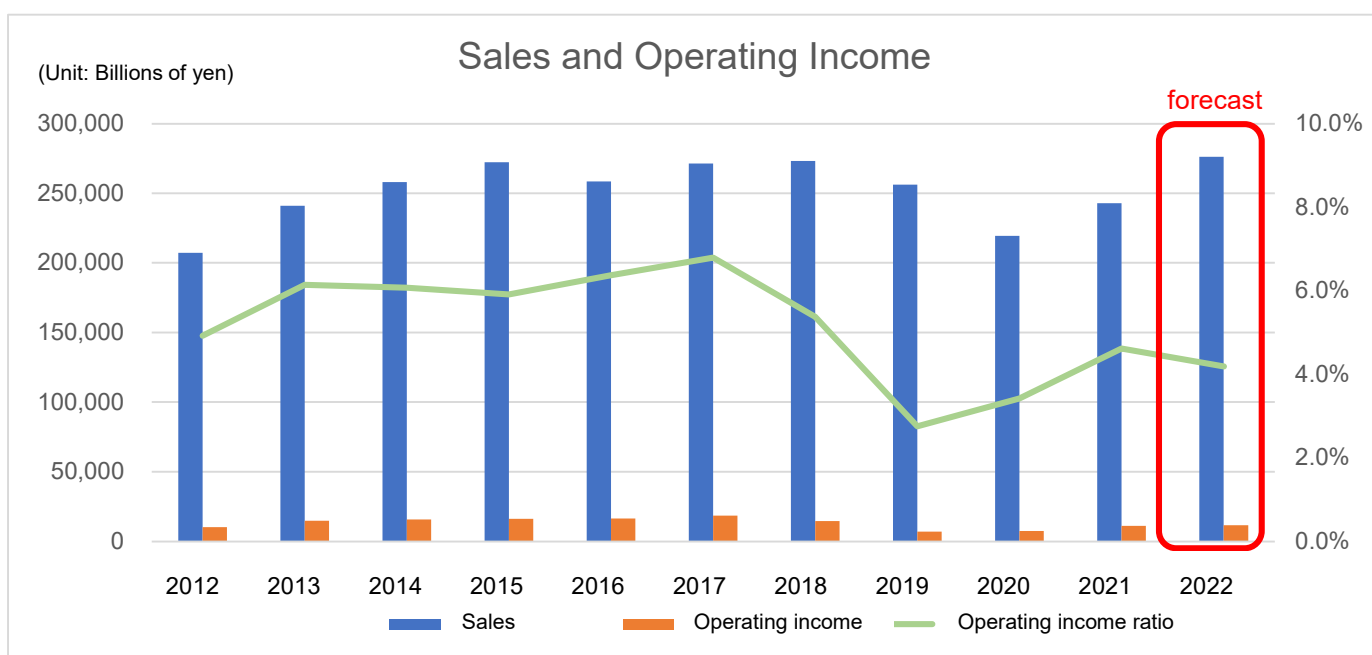


■Business trends in the automobile parts industry (FY2012-FY2021)

The following graph shows the trends in net sales and operating income of the automobile parts industry since 2012; until FY2015, both net sales and operating income were on an increasing trend in line with the expansion of overseas demand. Operating income continued to increase from FY2016 to FY2017 due to rationalization of production and capacity utilization gains by each company, and the profit margin remained in the 6% range.

From FY 2019 to FY 2020, the impact of COVID-19 had a significant influence on the performance of automobile parts suppliers. In FY2021, both sales and operating income were on a recovery trend, but soaring prices of raw materials, energy, and other commodities triggered by Russia's invasion of Ukraine were a major factor in the decline in profits, and the outlook for FY2022 is for sales to increase but operating income to remain at FY2021 levels.



Unit: Billions of yen

	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Sales	207,181	240,951	258,064	272,261	258,532	271,292	273,166	256,132	219,440	242,944	276,171
Operating income	10,207	14,804	15,660	16,104	16,462	18,437	14,682	7,071	7,507	11,215	11,572
Operating income ratio	4.9%	6.1%	6.1%	5.9%	6.4%	6.8%	5.4%	2.8%	3.4%	4.6%	4.2%