

# Financial Results Briefing for the Year Ending March 2019

Item	Speaker
(From the Secretariat)	Coordinator
1. Introduction	Toru Sugiyama, Executive Vice President, CFO
2. Overview of Financial Results for the Year Ending 3/19 and Forecasted Plan for the Year Ending 3/20	Osamu Ikejiri, Director, Accounting & Financing Dept. Vice President, Corporate Planning & Control Div. Corporate Officer
(Q&A)	



# Introduction

Toru Sugiyama  
Executive Vice President  
CFO

# Results for the Year Ending 3/19



NHK SPRING CO.,LTD.

(100 million yen)

	Results for the year ending 3/18	Year ending 3/19					
		Results				Initial plan (As of 5/11/18)	Revised plan (As of 2/6/19)
			Vs. previous year	Vs. initial plan	Vs. revised plan		
Net sales	6,597	6,810	3.2%	△1.3%	△0.7%	6,900	6,860
Operating income Operating income ratio	355 5.4%	266 3.9%	△25.0%	△11.2%	△1.3%	300 4.3%	270 3.9%
Ordinary income Ordinary income ratio	364 5.5%	314 4.6%	△13.6%	△1.7%	4.9%	320 4.6%	300 4.4%
Profit attributable to owners of parent	204	71	△65.3%	△67.7%	△66.2%	220	210
EPS (Unit: Yen)	86.45	29.97	—	—	—	92.79	88.57
ROE	7.2%	2.5%	—	—	—	7.3%	—
Average exchange rate (US\$) (Thai baht)	110.8 3.3	110.7 3.4	—	—	—	110.0 3.4	110.4 3.4

# Plan for the Year Ending 3/20



**NHK SPRING CO.,LTD.**

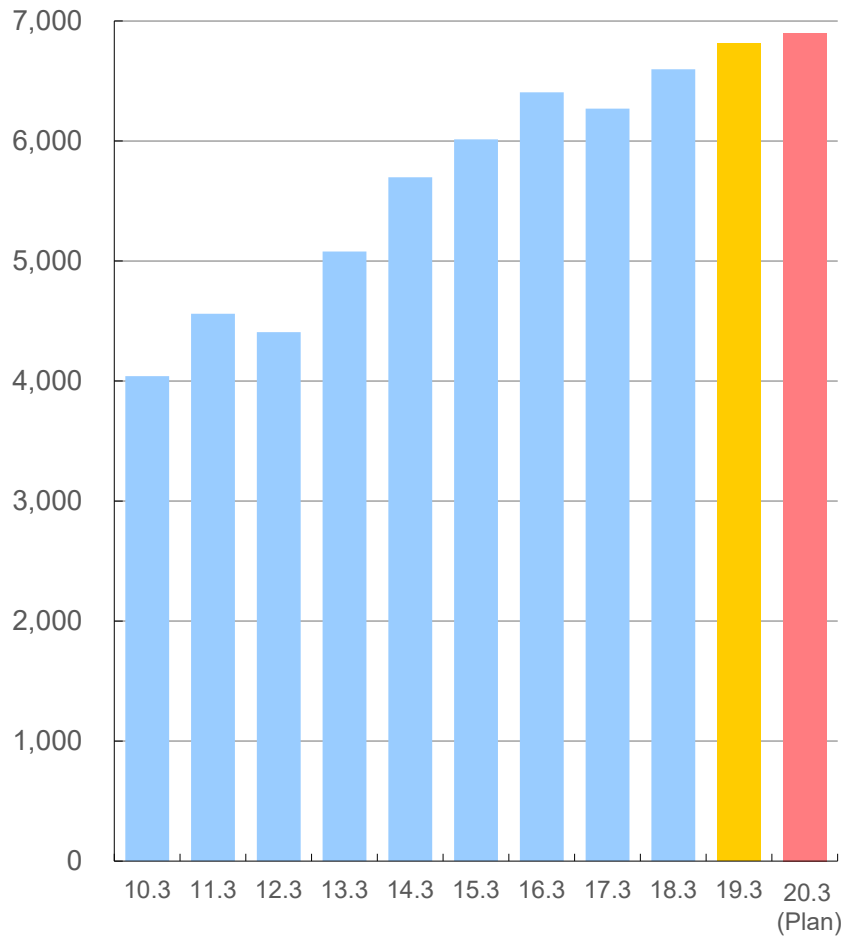
(100 million yen)

	Results for the year ending 3/19	Plan for the year ending 3/20	Vs. previous year
Net sales	6,810	6,900	1.3%
Operating income Operating income ratio	266 3.9%	200 2.9%	△25.0%
Ordinary income Ordinary income ratio	314 4.6%	220 3.2%	△30.1%
Profit attributable to owners of parent	71	140	97.1%
EPS (Unit: Yen)	29.97	59.05	—
ROE	2.5%	4.9%	—
Average exchange rate (US\$)	110.7	105.0	—
(Thai baht)	3.4	3.4	—

# Result Trends

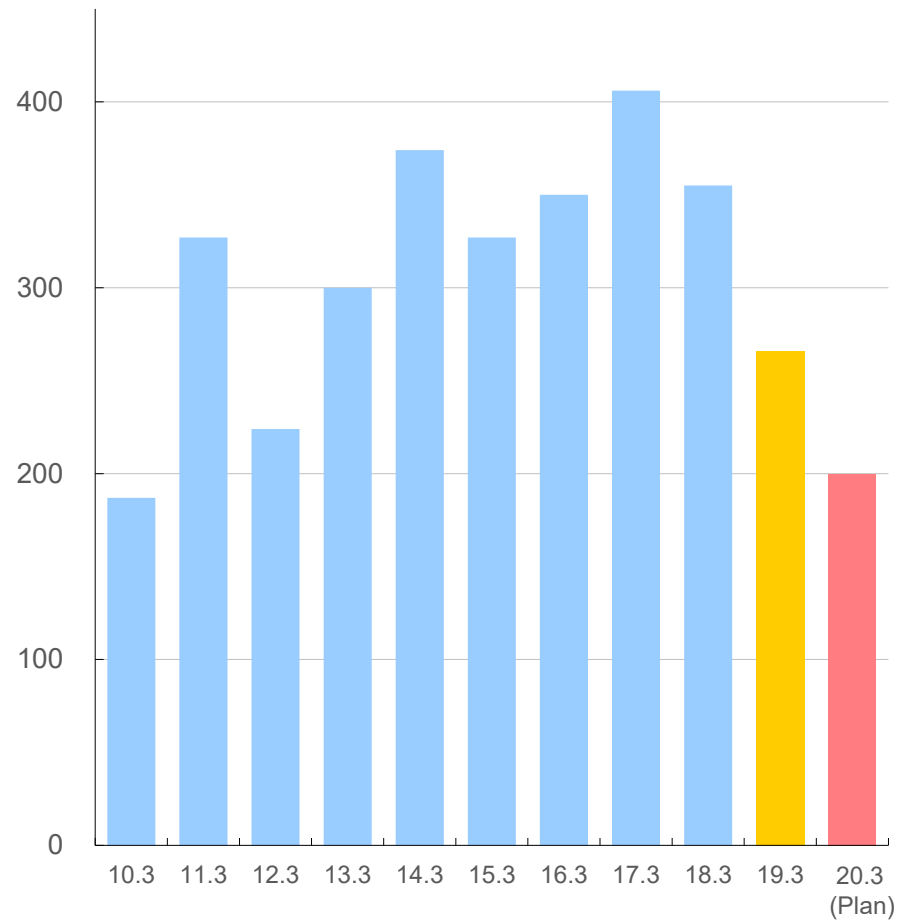
## Net sales

(100 million yen)



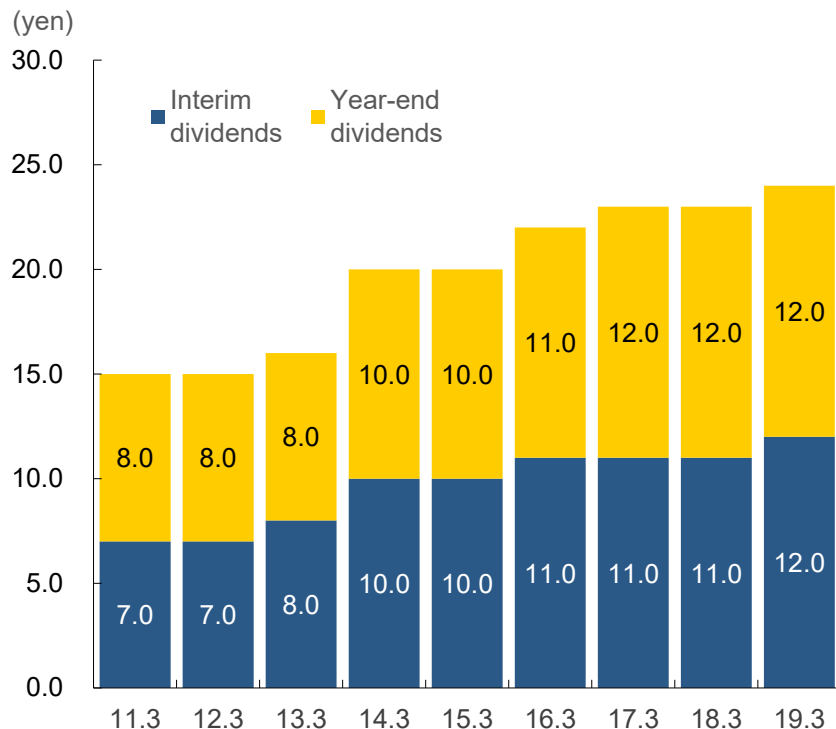
## Operating income

(100 million yen)

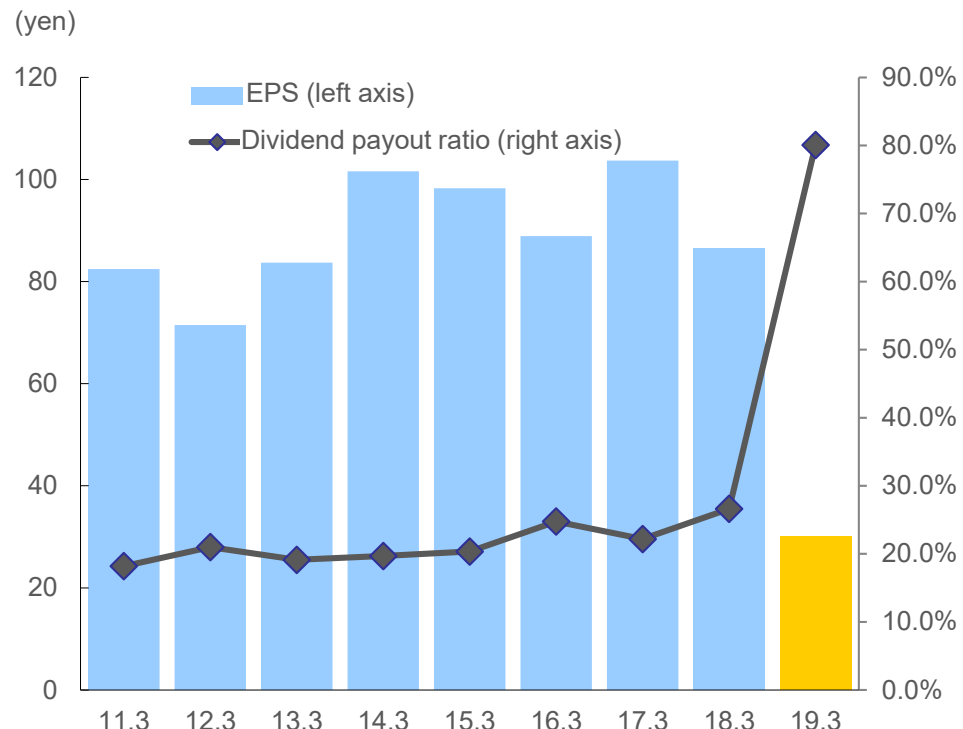


# Dividends

## Dividend per share (DPS)



## Earnings per share (EPS)



End of Q2

Year end

Total

Dividend payout ratio

Results for the year ending 3/19

12.0 yen

12.0 yen

24.0 yen

80.1%

Forecast for the year ending 3/20

—

—

—

—

▽ The amount of dividend for the year ending 3/20 is yet to be decided.

# Overview of the Financial Results for the Year Ending 3/19 Forecasted Plan for the Year Ending 3/20

Osamu Ikejiri,  
Director, Accounting & Financing Dept.  
Vice President, Corporate Planning & Control Div.  
Corporate Officer

# Overview of the Financial Results for the Year Ending 3/19



# Results for the Year Ending 3/19

## Overview of Financial Results



**NHK SPRING CO.,LTD.**

(100 million yen)

	Results for the year ending 3/18	Year ending 3/19					
		Results	Vs. previous year	Vs. initial plan	Vs. revised plan	Initial plan (As of 5/11/18)	Revised plan (As of 2/6/19)
Net sales	6,597	6,810	3.2%	△1.3%	△0.7%	6,900	6,860
Operating income	355	266	△25.0%	△11.2%	△1.3%	300	270
Ordinary income (Of which, that from foreign exchange profits/losses)	364 (△19)	314 (9)	△13.6%	△1.7%	4.9%	320 (-)	300 (2)
Profit attributable to owners of parent (Of which, that from extraordinary profits/losses)	204 (△37)	71 (△113)	△65.3%	△67.7%	△66.2%	220 (-)	210 (10)
Average exchange rate (US\$)	110.8	110.7	-	-	-	110.0	110.4
(Thai baht)	3.3	3.4	-	-	-	3.4	3.4
Exchange rate at end of year (US\$)	106.2	111.0	-	-	-	110.0	108.0
(Thai baht)	3.5	3.4	-	-	-	3.4	3.4

# Results for the Year Ending 3/19

## Extraordinary Profits/Losses (Main Breakdown)

(100 million yen)

Item		Details	Amount
Extraordinary profits	Profit from sale of fixed assets	Sale of real estate	14
	Total		14
Extraordinary losses	Impairment losses	Production equipment, unutilized real estate	115
	Losses from valuation of stocks of affiliates	Losses from valuation of stocks of overseas subsidiaries	6
	Losses from valuation of investment securities	Losses from valuation of stocks	4
	Loss of antitrust law	Attorney fees pertaining to the antitrust investigation	1
	Total		127

# Results for the Year Ending 3/19

## Impairment loss



NHK SPRING CO.,LTD.

- ◆ Subsidiary in Hungary

Orders are steadily increasing. However, revenue and expenditure are expected to be lower than planned, mainly due to production delays.

- ◆ Domestic and overseas subsidiaries

There has been a delay in improving revenue and expenditure, mainly due to a decline in profitability caused by the intensification of competition.

(100 million yen)

Purpose	Company	Description	Amount
Production equipment	Domestic subsidiaries	Machinery, construction in progress, land	8
	Subsidiary in Hungary	Machinery, building	68
	Subsidiary in the U.S	Machinery, building	28
	Subsidiary in Mexico	Building, construction in progress, machinery	9
Unutilized real estate	NHK Spring	Building	0.7
	Domestic subsidiaries	Land	0.3
Total			115

# Results for the Year Ending 3/19

## Net Sales / Operating Income by Segment



**NHK SPRING CO.,LTD.**

- ◆ Automotive-related: While net sales increased globally as compared to the previous year, income declined due to the reduction in volume in Japan and changes in the product mix.
- ◆ Precision springs & components: Net sales increased year-on-year due to increase in volume. However, income fell owing to the increased expenses associated with the construction of a new factory.
- ◆ Industrial machinery & others: Sales remained firm for semiconductor-related components and metal-based printed circuit boards as compared to the previous year.

(100 million yen)

		Results for the year ending 3/18	Results for the year ending 3/19	Initial plan for the year ending 3/19 (As of 5/11/18)	Vs. previous year	Vs. initial plan
Automotive suspension springs	Net sales	1,242	1,288	1,305	3.7%	△1.2%
	Operating income	96	61	90	△35.7%	△31.2%
	Ratio	7.7%	4.8%	6.9%	—	—
Automotive seating	Net sales	2,957	3,032	3,082	2.5%	△1.6%
	Operating income	94	44	69	△53.1%	△35.7%
	Ratio	3.2%	1.5%	2.2%	—	—
Precision springs & components	Net sales	1,478	1,529	1,554	3.4%	△1.6%
	Operating income	108	97	87	△9.8%	12.6%
	Ratio	7.3%	6.4%	5.6%	—	—
Industrial machinery & others	Net sales	918	959	959	4.4%	0.0%
	Operating income	56	62	54	11.2%	15.4%
	Ratio	6.1%	6.5%	5.6%	—	—
Total	Net sales	6,597	6,810	6,900	3.2%	△1.3%
	Operating income	355	266	300	△25.0%	△11.2%
	Ratio	5.4%	3.9%	4.3%	—	—

# Results for the Year Ending 3/19

## Net Sales / Operating Income by Region



**NHK SPRING CO.,LTD.**

- ◆ Japan: While steady orders were received for each business segment, income fell year-on-year due to increased costs associated with the construction of a new factory and changes in the product mix.
- ◆ Asia: Thailand showed steady growth in sales, but the overall income fell from that of previous year due to a decline in volume in the Chinese market.
- ◆ Europe: Americas & others: Though an increase in volume led to an increase in sales, overall income declined due to changes in the product mix, increases in fixed costs such as personnel expenses and depreciation costs.

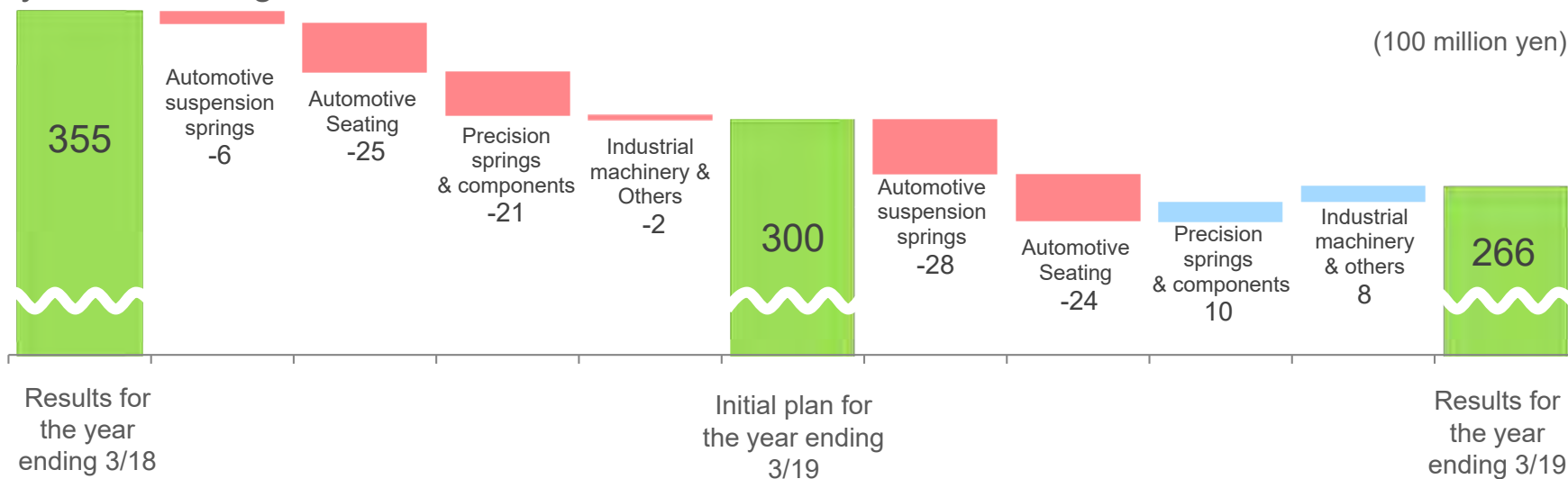
(100 million yen)

		Results for the year ending 3/18	Results for the year ending 3/19	Initial plan for the year ending 3/19 (As of 5/11/18)	Vs. previous year	Vs. initial plan
Japan	Net sales	4,023	4,032	4,139	0.2%	△2.6%
	Operating income	247	195	163	△21.0%	20.0%
	Ratio	6.2%	4.9%	3.9%	—	—
Asia	Net sales	1,561	1,689	1,645	8.2%	2.7%
	Operating income	124	113	127	△8.6%	△10.5%
	Ratio	8.0%	6.7%	7.7%	—	—
Europe, Americas and others	Net sales	1,012	1,087	1,116	7.4%	△2.6%
	Operating income	△16	△42	10	—	—
	Ratio	△1.6%	△3.9%	0.9%	—	—
Total	Net sales	6,597	6,810	6,900	3.2%	△1.3%
	Operating income	355	266	300	△25.0%	△11.2%
	Ratio	5.4%	3.9%	4.3%	—	—

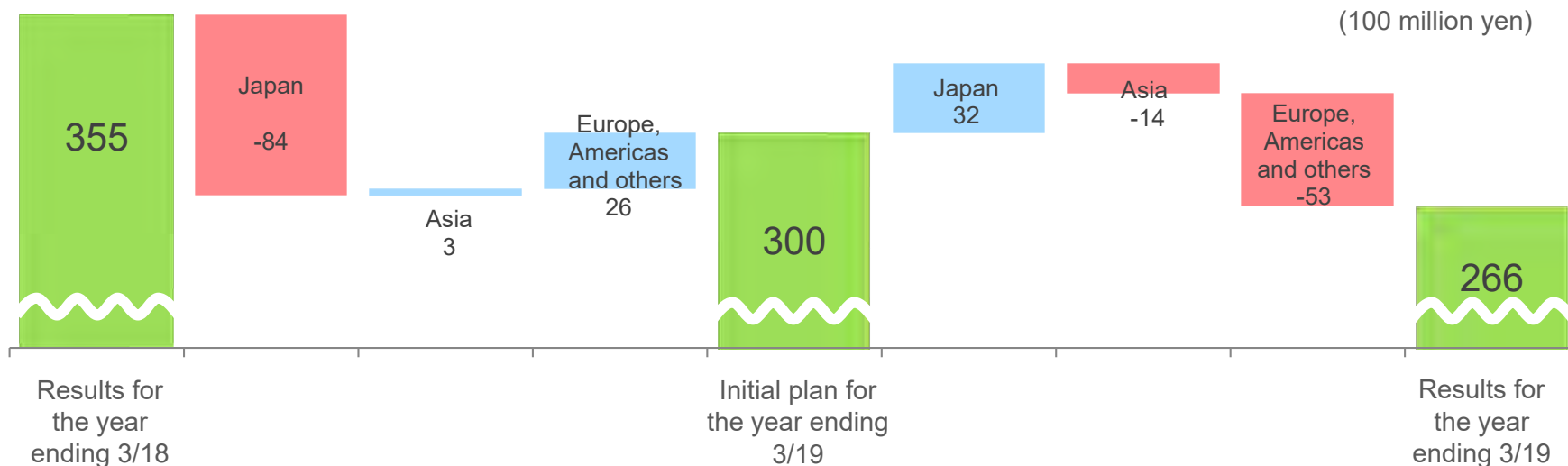
# Results for the Year Ending 3/19

## Variable Factor Analysis for Operating Income

### By business segment



### By region

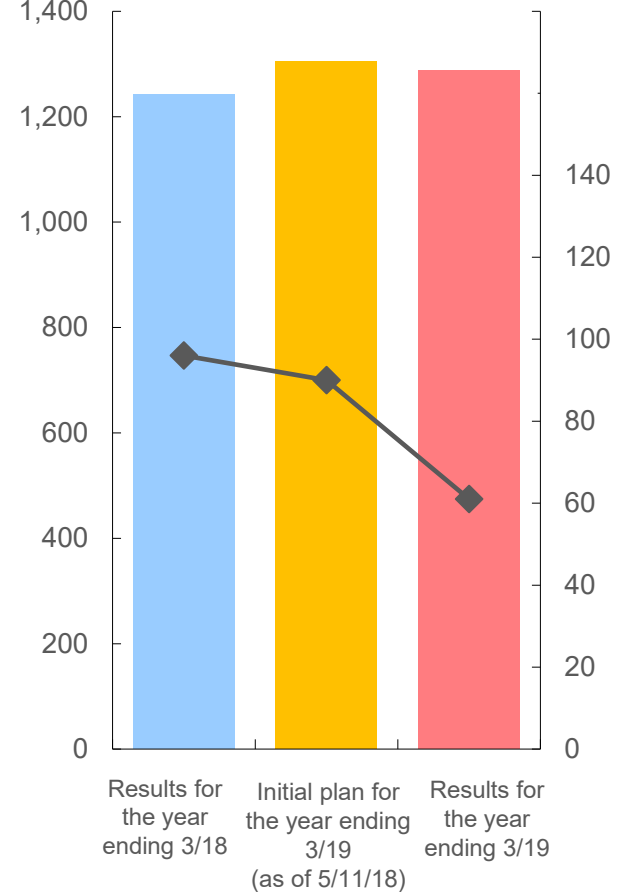


# Results for the Year Ending 3/19

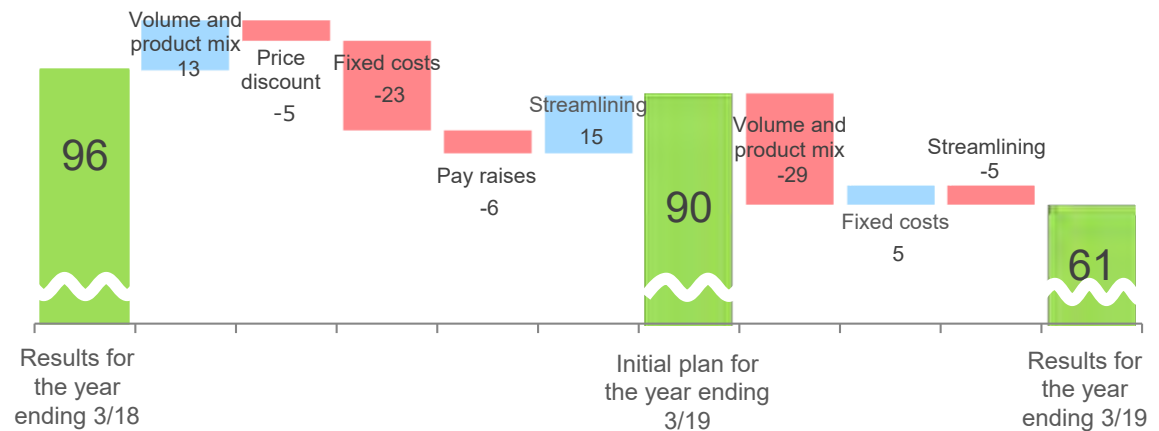
## Analysis by Segment Automotive Suspension Springs

(100 million yen)

Net sales (left axis) —◆— Operating income (right axis)



	Results for the year ending 3/18	Year ending 3/19		Vs. previous year	Vs. initial plan
		Results	Initial plan (As of 5/11/18)		
Net sales	1,242	1,288	1,305	3.7%	△1.2%
Operating income	96	61	90	△35.7%	△31.2%
Operating income ratio	7.7%	4.8%	6.9%	—	—



▽ YoY performance: While sales grew globally, operating income fell because of factors like increases in fixed costs due to increase in volume and changes in the product mix.

▽ Vs. the initial plan: Income declined mainly due to the decrease in volume in Asia and Europe, Americas and others.

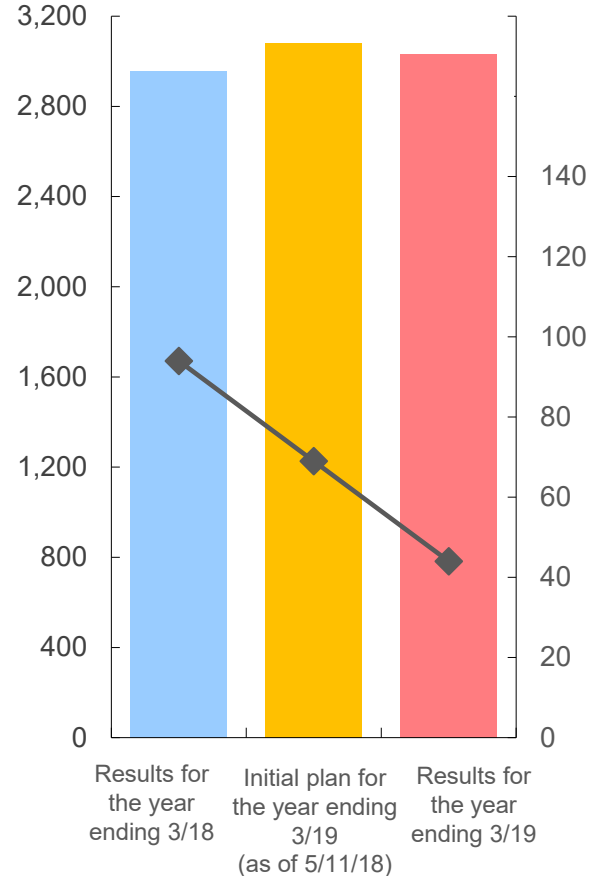
# Results for the Year Ending 3/19

## Analysis by Segment Automotive seating

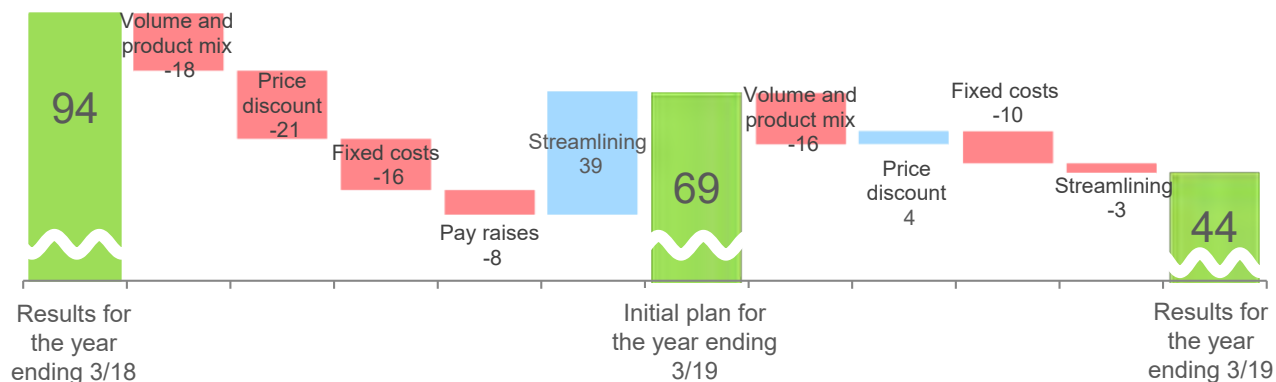
(100 million yen)

Net sales (left axis) —◆— Operating income (right axis)

(100 million yen) (100 million yen)



	Results for the year ending 3/18	Year ending 3/19		Vs. previous year	Vs. initial plan
		Results	Initial plan (As of 5/11/18)		
Net sales	2,957	3,032	3,082	2.5%	△1.6%
Operating income	94	44	69	△53.1%	△35.7%
Operating income ratio	3.2%	1.5%	2.2%	—	—



- ▽ YoY performance :While sales grew globally, operating income fell due to factors like a decrease in volume in Japan and China, changes in the product mix and increases in fixed costs.
- ▽ Vs. the initial plan: Despite favorable sales in Asia, the decline in volume in Japan, Europe and the Americas led to a drop in income.



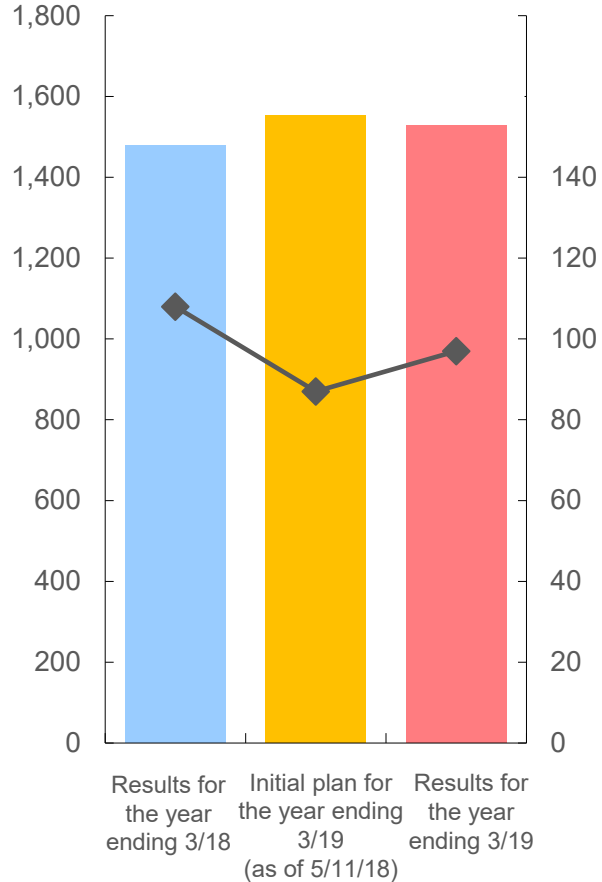
# Results for the Year Ending 3/19

## Analysis by Segment Precision Springs & Components

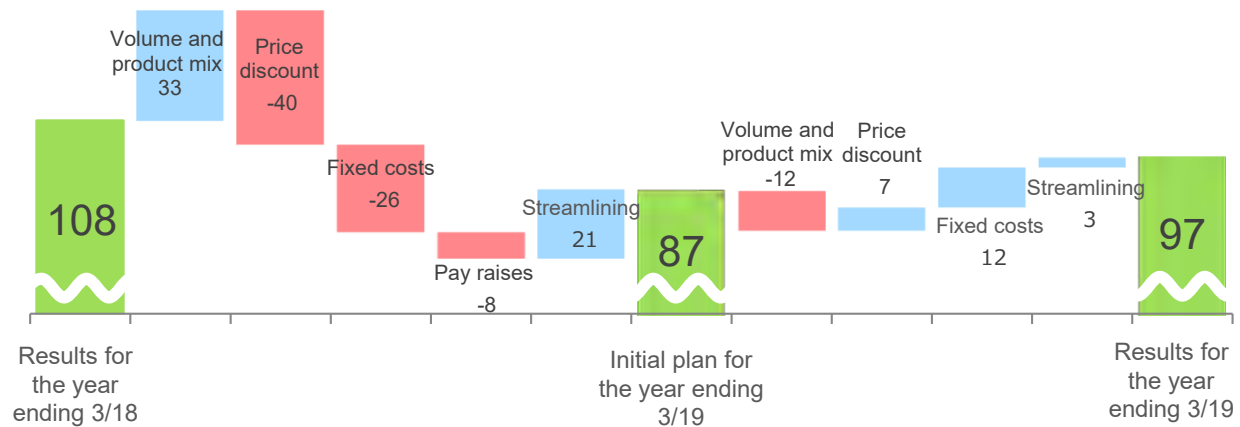
(100 million yen)

Net sales (left axis) —◆— Operating income (right axis)

(100 million yen) (100 million yen)



	Results for the year ending 3/18	Year ending 3/19		Vs. previous year	Vs. initial plan
		Results	Initial plan (As of 5/11/18)		
Net sales	1,478	1,529	1,554	3.4%	△1.6%
Operating income	108	97	87	△9.8%	12.6%
Operating income ratio	7.3%	6.4%	5.6%	—	—



▽ YoY performance : While orders were steadily received, a fall in income was seen due to rising fixed costs associated with the construction of a new factory.

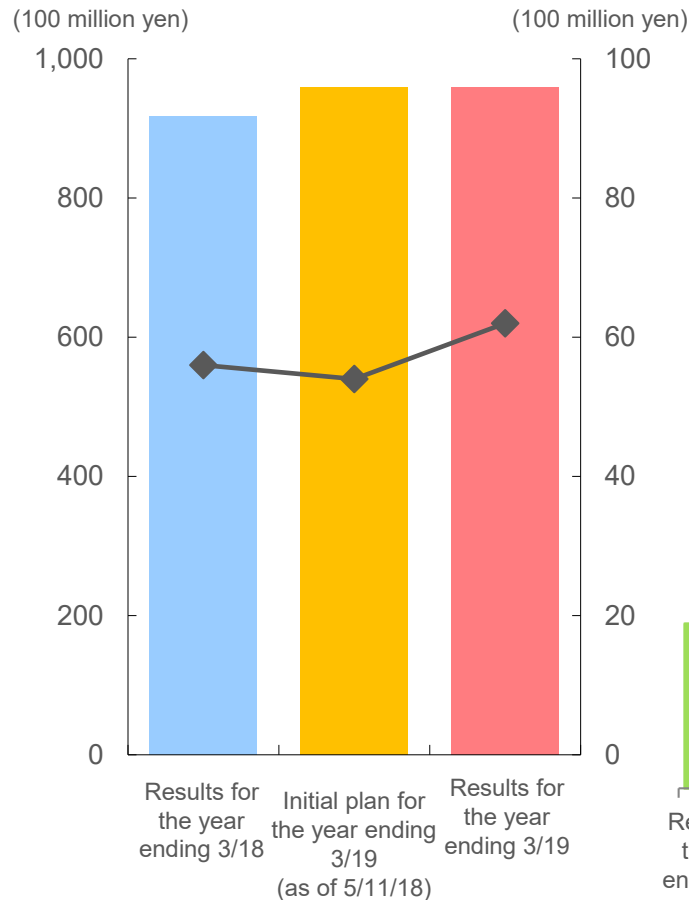
▽ Vs. the initial plan : Decreased volume resulted in a decline in profits. However, this was converted to an increase in income owing to activities like changes to the product mix, streamlining and reduction of fixed costs.

# Results for the Year Ending 3/19

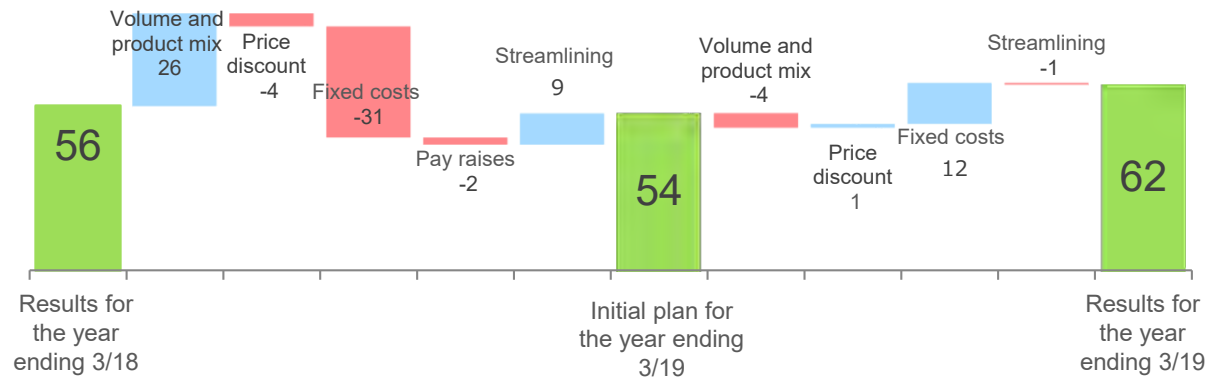
## Analysis by Segment Industrial Machinery & Others

(100 million yen)

Net sales (left axis) —◆— Operating income (right axis)



	Results for the year ending 3/18	Year ending 3/19		Vs. previous year	Vs. initial plan
		Results	Initial plan (As of 5/11/18)		
Net sales	918	959	959	4.4%	0.0%
Operating income	56	62	54	11.2%	15.4%
Operating income ratio	6.1%	6.5%	5.6%	—	—



- ▽ YoY performance : Robust performance was seen in metal-based printed circuit boards and other business in group companies.
- ▽ Vs. the initial plan : While a reduction in volume was seen with semiconductor-related parts, metal-based printed circuit boards and other business in group companies performed well.

# Results for the Year Ending 3/19

## Assets



**NHK SPRING CO.,LTD.**

(100 million yen)

	Results for the year ending 3/15	Results for the year ending 3/16	Results for the year ending 3/17	Results for the year ending 3/18	Results for the year ending 3/19	Increase / decrease
Total assets	5,265	5,062	5,379	5,683	5,731	48
Shareholders' equity	2,626	2,572	2,796	2,928	2,811	△117
Shareholders' equity to total assets ratio	49.9%	50.8%	52.0%	51.5%	49.0%	—
Cash and deposits	837	725	825	952	985	33
Interest-bearing debt	645	573	533	532	682	149
Net cash	191	152	291	419	303	△116

▽ The Partial Amendments to Accounting Standard for Tax Effect Accounting (ASBJ Statement No. 28, February 16, 2018) have been in effect since the beginning of the year ending 3/19, so the listed figures are those from after this having been retroactively applied.

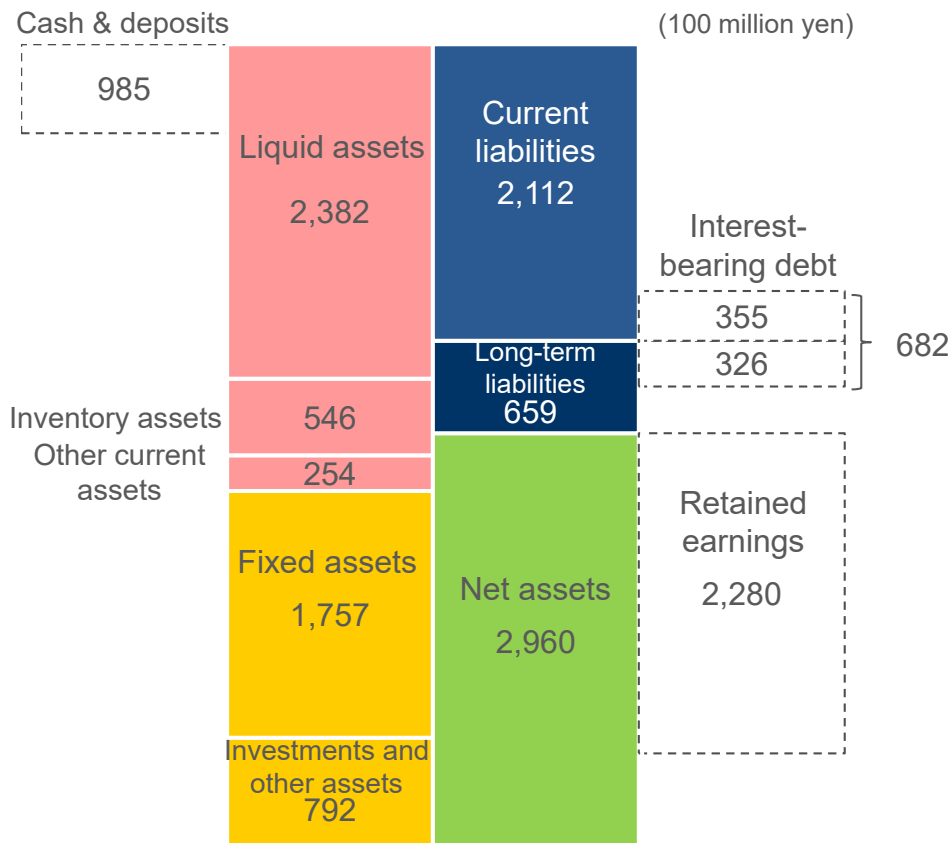
# Results for the Year Ending 3/19

## BS Status

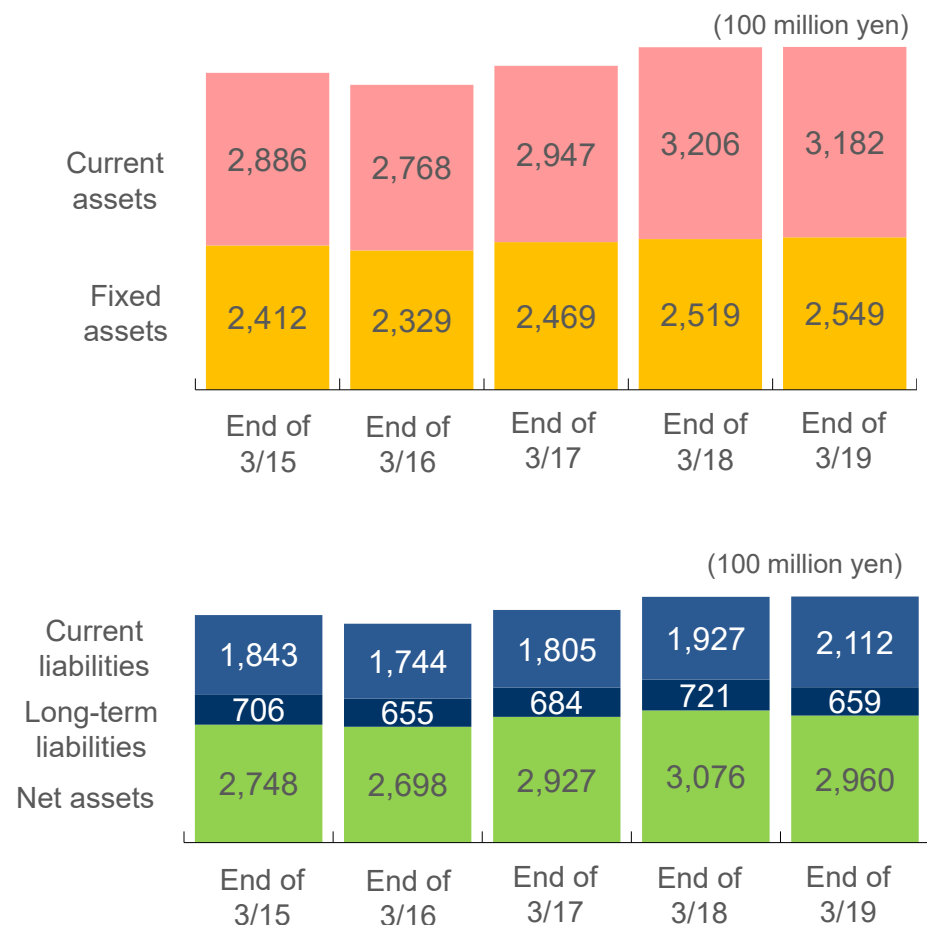


NHK SPRING CO.,LTD.

### Balance Sheet



### Balance Sheet trends



- ▽Assets : These increased by 4.8 billion yen compared with the end of the previous year due to factors like the rise in cash, deposits, and tangible fixed assets
- ▽Liabilities : These increased by 16.4 billion yen compared with the end of the previous year due to increase in debts
- ▽Net assets : These decreased by 11.5 billion yen compared with the end of the previous year due to factors like the decrease in the amount of valuation difference on available-for-sale securities

# Results for the Year Ending 3/19

## CF Status

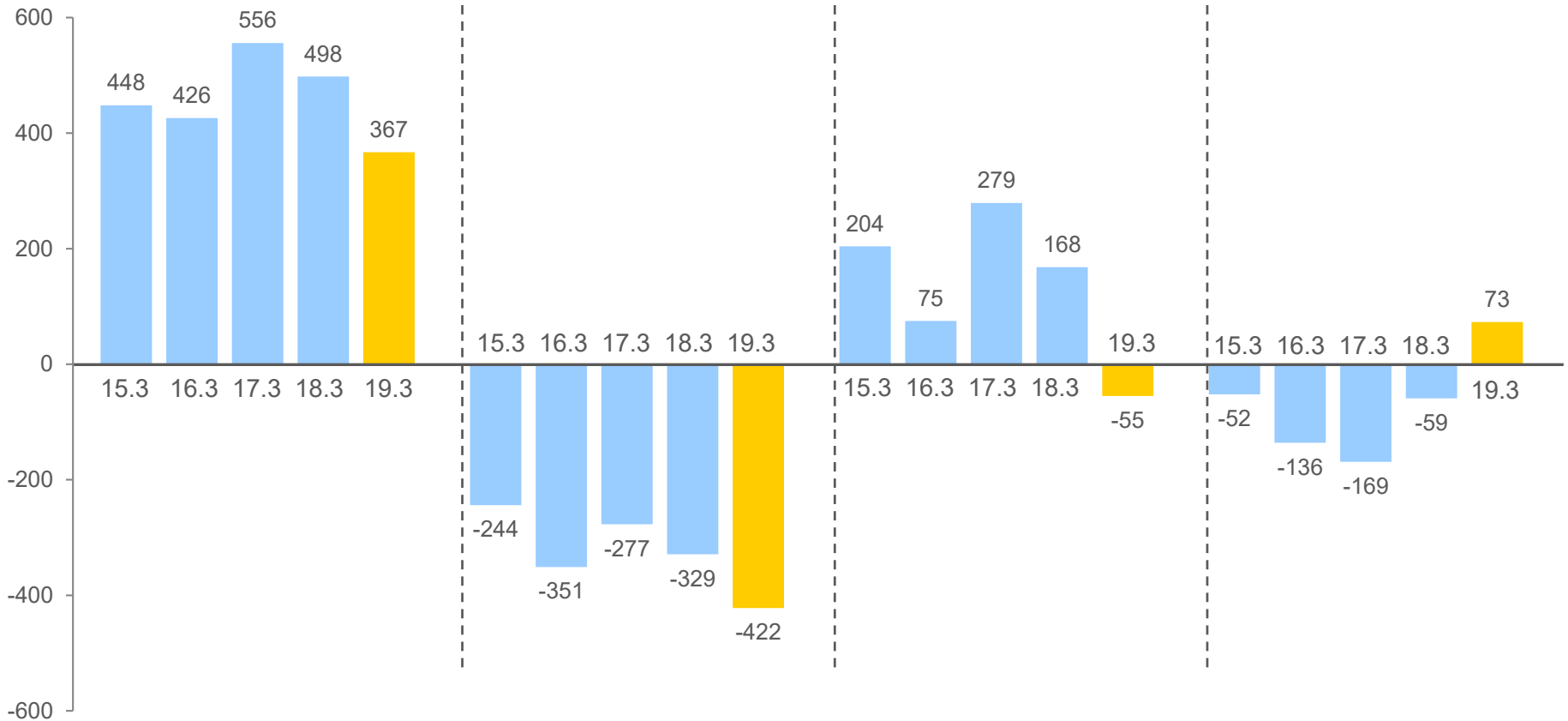
### Operating CF

### Investment CF

### Free CF

### Financial CF

(100 million yen)



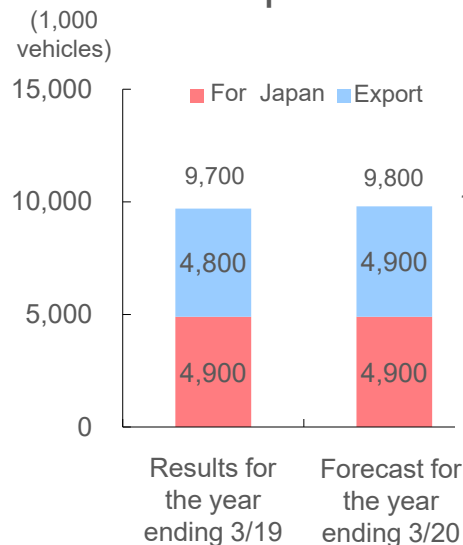
# Forecasted Plan for the Year Ending 3/20

# Forecasted Plan for the Year Ending 3/20

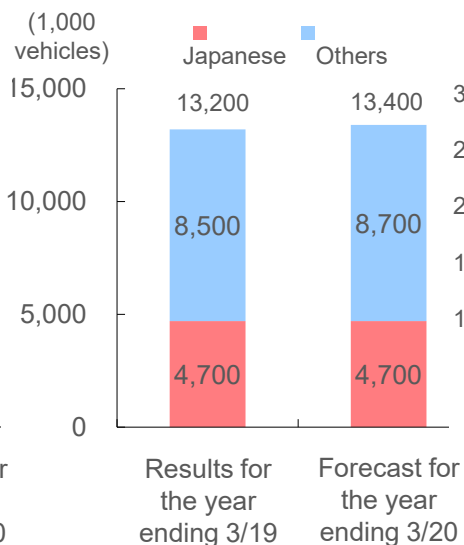
## Preconditions for Results Forecasts

### Automobile Production

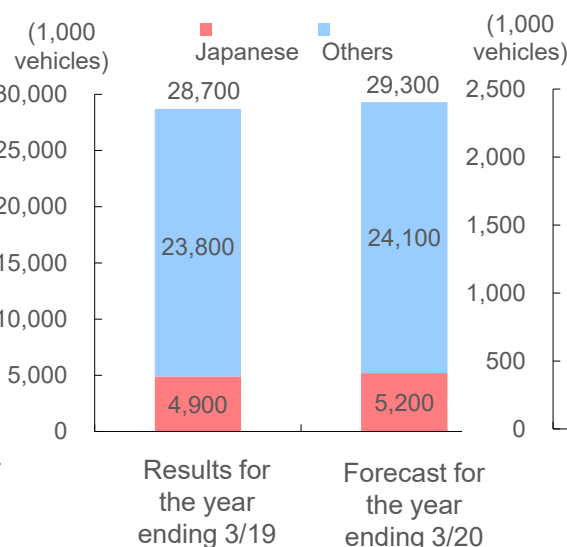
#### Japan



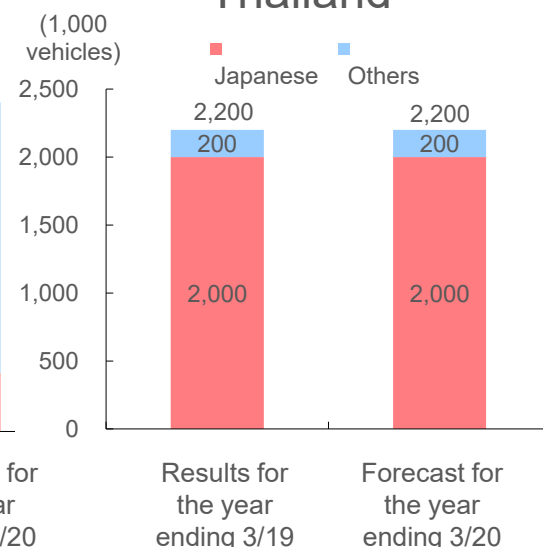
#### North America



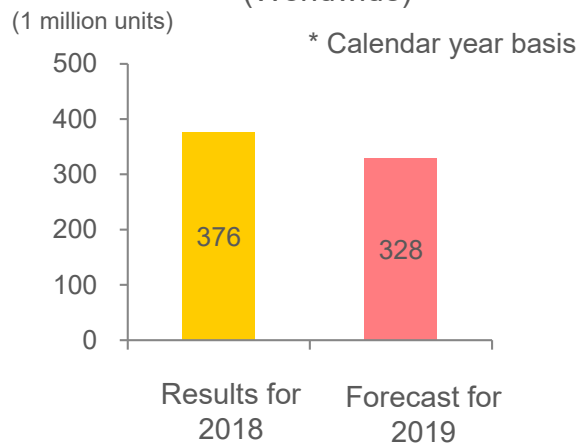
#### China



#### Thailand



### Sales of HDD Units (Worldwide)



- ▽ The number of automobiles produced is expected to rise by around 1.9% worldwide.
- ▽ Though a risk of retardation due to trade conflicts cannot be ignored, the Japanese economy is expected to hold firm fed by domestic and foreign demand, with the outlook being that the number of automobiles produced will rise by 0.7%.

Forecasted Plan for the Year Ending 3/20  
 Full-year Plan for the Year Ending March 2020



NHK SPRING CO.,LTD.

(100 million yen)

	Results for the year ending 3/19	Plan for the year ending 3/20	YoY
Net sales	6,810	6,900	1.3%
Operating income Ratio	266 3.9%	200 2.9%	△25.0%
Ordinary income Ratio	314 4.6%	220 3.2%	△30.1%
Profit attributable to owners of parent	71	140	97.1%
EPS (Unit: yen)	29.97	59.05	—
ROE	2.5%	4.9%	—
Exchange rate (US\$)	110.7	105.0	—
(Thai baht)	3.4	3.4	—



# Forecasted Plan for the Year Ending 3/20

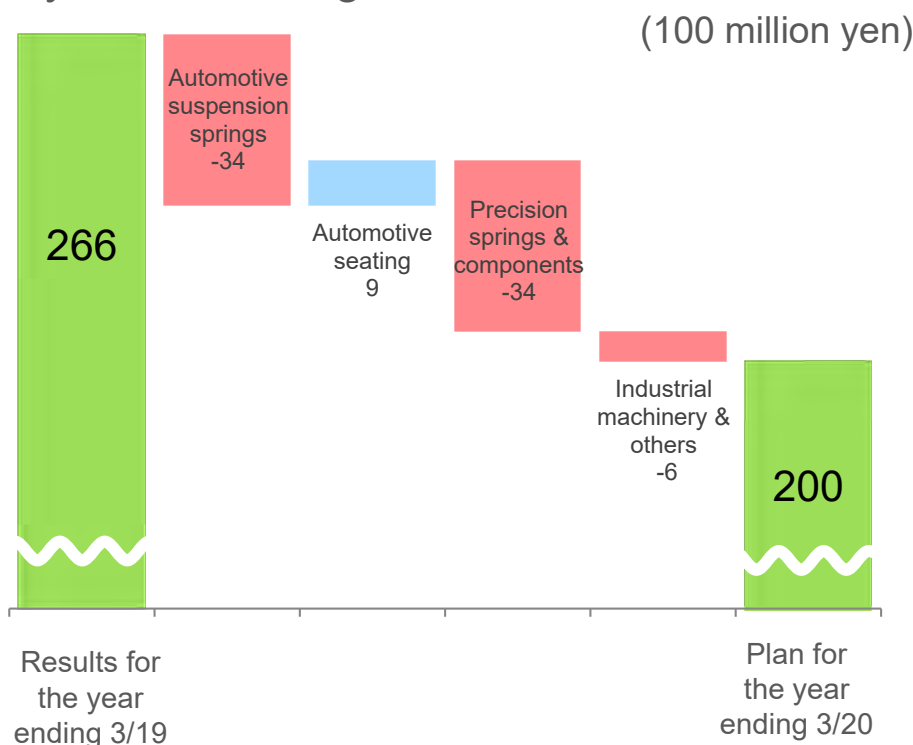
## Variable Factor Analysis for Operating Income



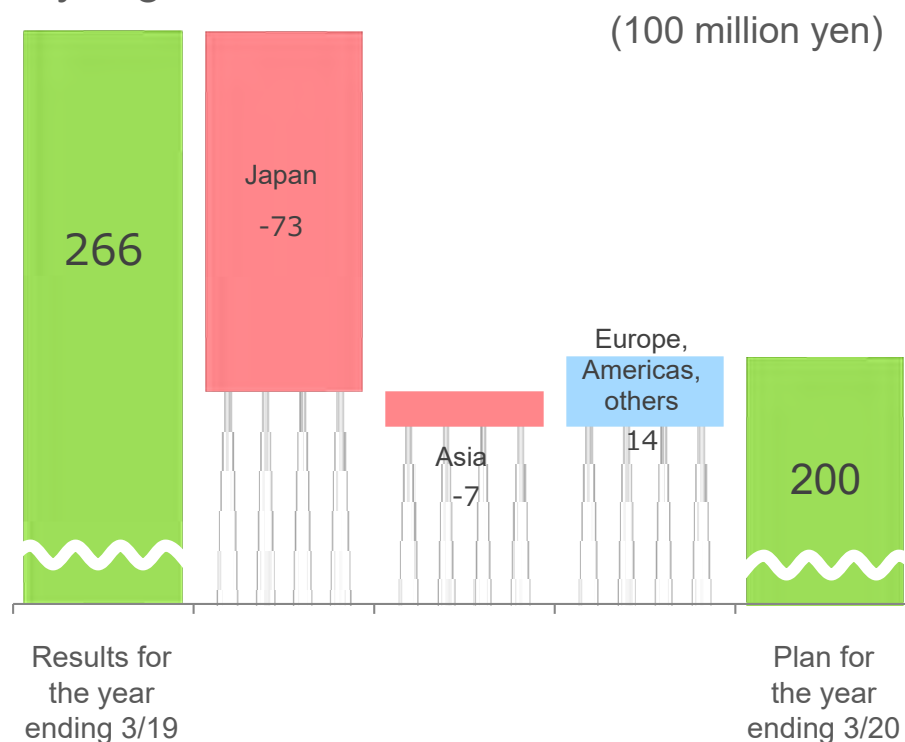
NHK SPRING CO.,LTD.

- ◆ While an increase in operating income due to an increase in volume and reduction in fixed costs through streamlining activities is anticipated for the seating business, income is expected to decline for other businesses due to changes in the product mix and increases in fixed costs.
- ◆ Income is expected to fall due to the effects of intensifying competition, R&D activities for acquiring new orders and increases in fixed costs associated with ongoing capital investment for Japan and due to reduction in volume for Asia. Efforts will be made to curtail cost prices and reducing fixed costs by thoroughly cutting costs for Europe, Americas and others.

### By business segment



### By region



# Forecasted Plan for the Year Ending 3/20

## Net Sales / Operating Income by Segment



NHK SPRING CO.,LTD.

- ◆ While an improvement in revenue and expenditure is expected for Europe, Americas and others, with the exception of automotive seating, operating income is expected to fall despite an increase in sales for all business areas.

(100 million yen)

		Results for the year ending 3/19	Plan for the year ending 3/20	Vs. previous year
Automotive suspension springs	Net sales	1,288	1,309	1.6%
	Operating income	61	27	△56.4%
	Ratio	4.8%	2.1%	—
Automotive seating	Net sales	3,032	3,071	1.3%
	Operating income	44	54	21.7%
	Ratio	1.5%	1.8%	—
Precision springs & components	Net sales	1,529	1,540	0.7%
	Operating income	97	63	△35.7%
	Ratio	6.4%	4.1%	—
Industrial machinery & others	Net sales	959	980	2.2%
	Operating income	62	56	△10.1%
	Ratio	6.5%	5.7%	—
Total	Net sales	6,810	6,900	1.3%
	Operating income	266	200	△25.0%
	Ratio	3.9%	2.9%	—

# Forecasted Plan for the Year Ending 3/20

## Net Sales / Operating Income by Region



**NHK SPRING CO.,LTD.**

- ◆ Japan: A decrease in income despite an increase in sales is expected due to factors like changes in the product mix and rising fixed costs.
- ◆ Asia: While China will take a downturn, an increase in income is forecasted for Thailand. Overall, a decline in income is expected due to changes in the product mix.
- ◆ Europe, Americas and others: An improvement in income is expected mainly in the seating business.

(100 million yen)

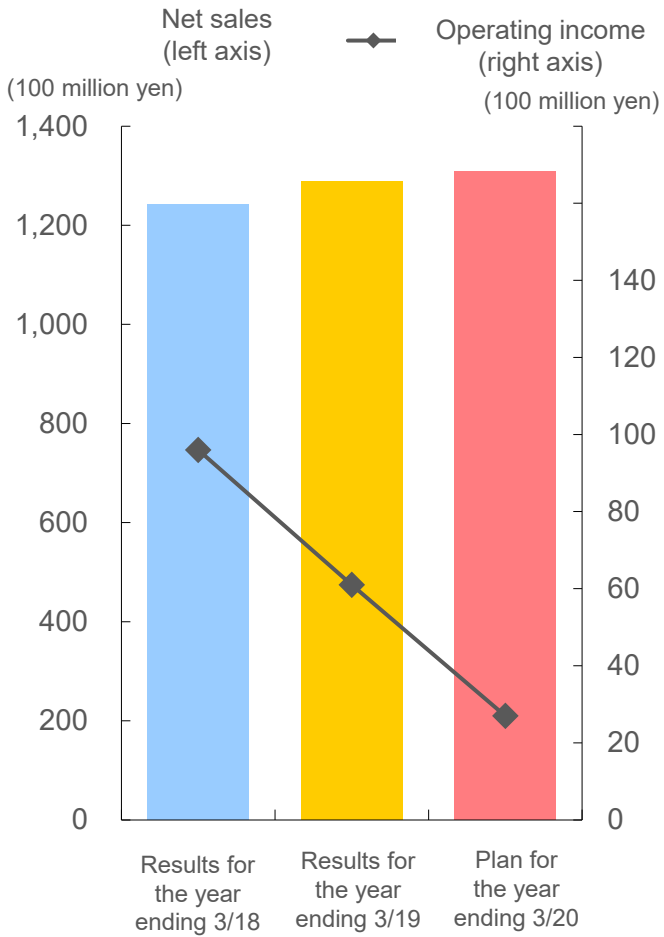
		Results for the year ending 3/19	Plan for the year ending 3/20	Vs. previous year
Japan	Net sales	4,032	4,108	1.9%
	Operating income	195	122	△37.6%
	Ratio	4.9%	2.9%	—
Asia	Net sales	1,689	1,680	△0.6%
	Operating income	113	106	△6.7%
	Ratio	6.7%	6.3%	—
Europe, Americas and others	Net sales	1,087	1,112	2.3%
	Operating income	△42	△28	—
	Ratio	△3.9%	△2.5%	—
Total	Net sales	6,810	6,900	1.3%
	Operating income	266	200	△25.0%
	Ratio	3.9%	2.9%	—

# Forecasted Plan for the Year Ending 3/20

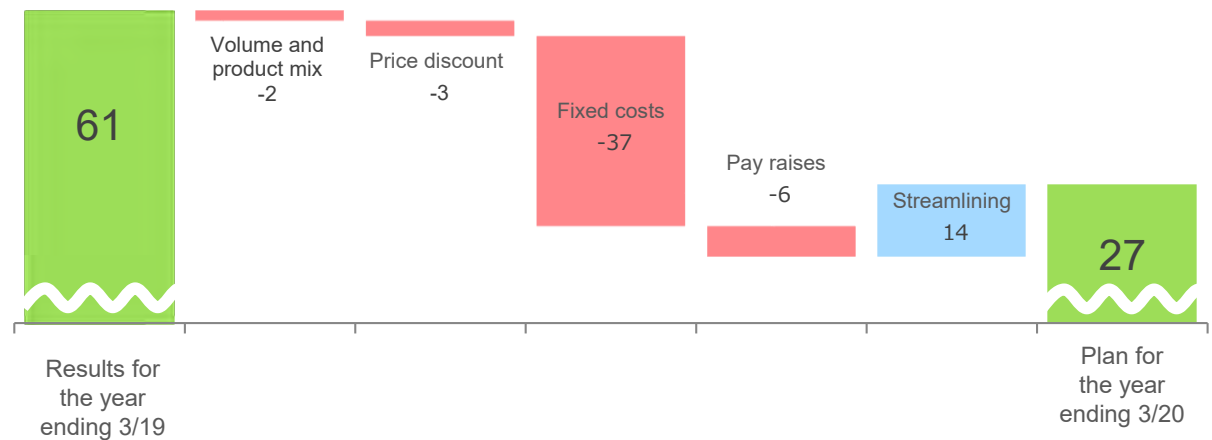
## Analysis by Segment Automotive Suspension Springs

### Outlook for net sales / operating income

(100 million yen)



	Results for the year ending 3/18	Results for the year ending 3/19	Plan for the year ending 3/20	Vs. previous year
Net sales	1,242	1,288	1,309	1.6%
Operating income	96	61	27	△56.4%
Operating income ratio	7.7%	4.8%	2.1%	—



▽ Although a rise in sales is expected for all regions, operating income will decrease due to factors like fluctuations in sales, changes in the product mix and increases in fixed costs.

# Forecasted Plan for the Year Ending 3/20

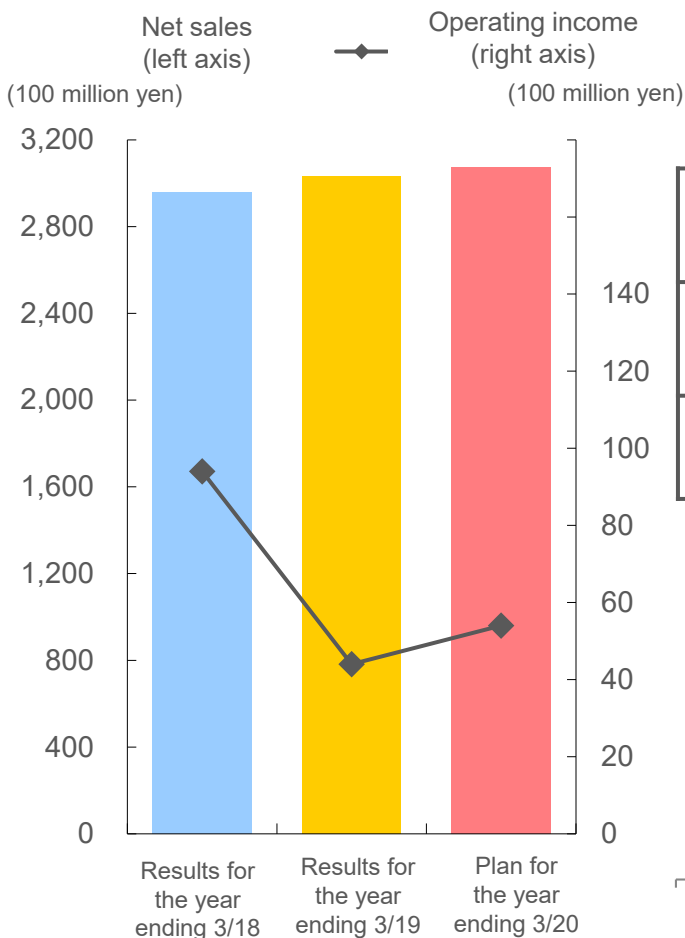
## Analysis by Segment Automotive seating



NHK SPRING CO.,LTD.

### Outlook for net sales / operating income

(100 million yen)



	Results for the year ending 3/18	Results for the year ending 3/19	Plan for the year ending 3/20	Vs. previous year
Net sales	2,957	3,032	3,071	1.3%
Operating income	94	44	54	21.7%
Operating income ratio	3.2%	1.5%	1.8%	—



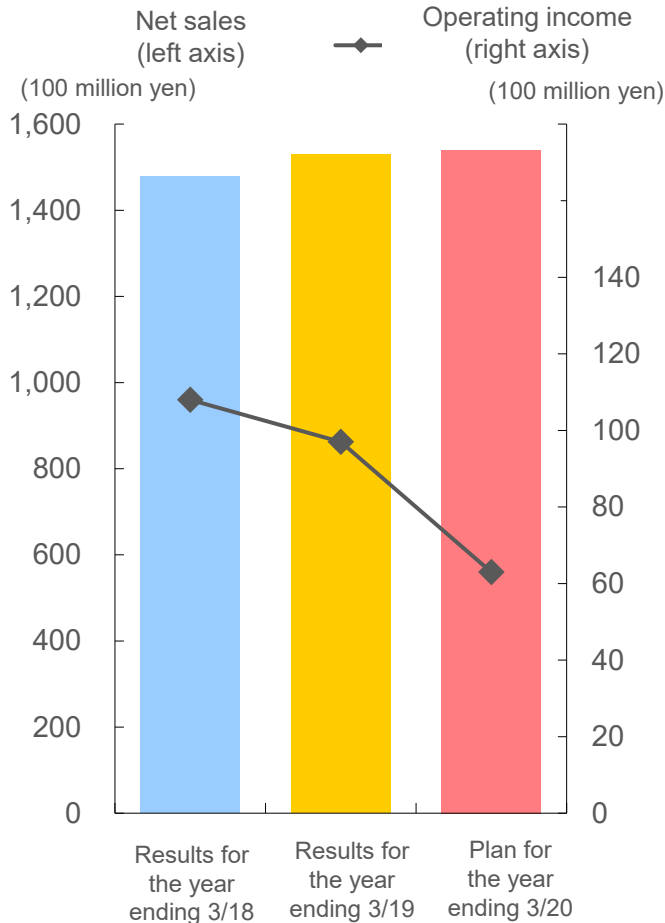
▽ An expansion in sales is expected for Japan as well as Europe, Americas and others. Furthermore, operating income is expected to increase through efforts like fixed cost reduction and streamlining activities.

# Forecasted Plan for the Year Ending 3/20

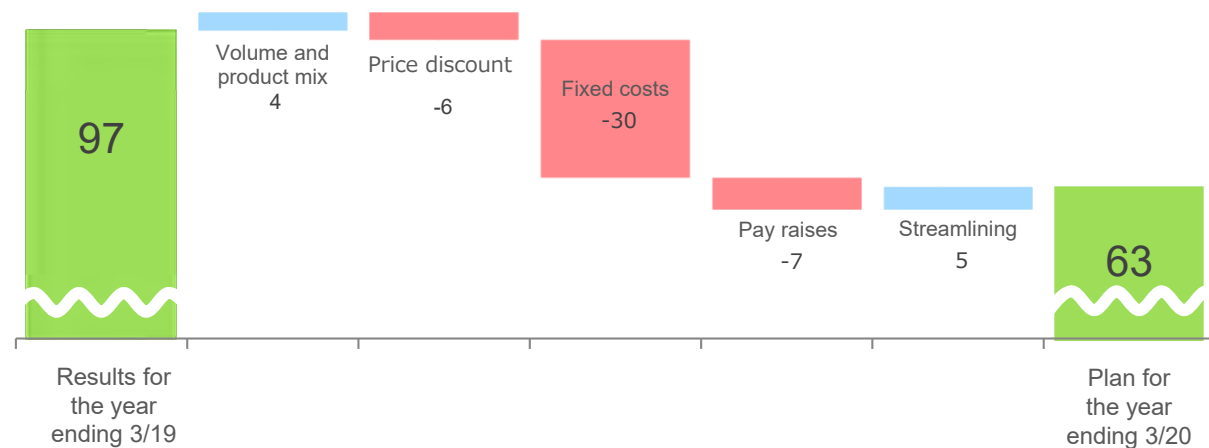
## Analysis by Segment Precision Springs & Components

### Outlook for net sales / operating income

(100 million yen)



	Results for the year ending 3/18	Results for the year ending 3/19	Plan for the year ending 3/20	Vs. previous year
Net sales	1,478	1,529	1,540	0.7%
Operating income	108	97	63	△35.7%
Operating income ratio	7.3%	6.4%	4.1%	—



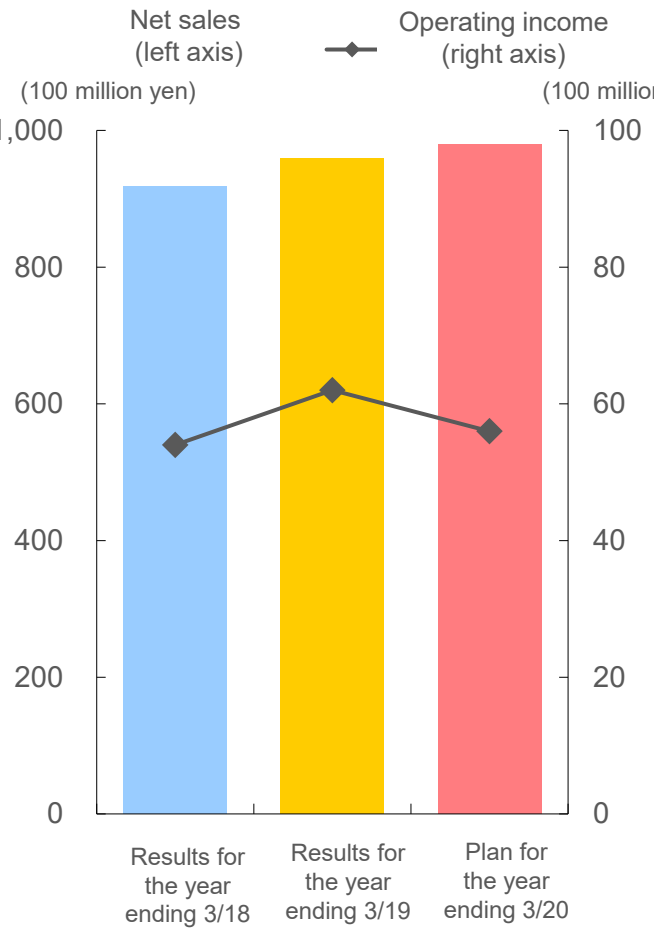
▽ While a rise in fixed costs associated with the construction of a new factory is expected for the automotive-related businesses, operating income is expected to fall for the HDD-related businesses due to a reduction in HDD sales.

# Forecasted Plan for the Year Ending 3/20

## Analysis by Segment Industrial Machinery & Others

### Outlook for net sales / operating income

(100 million yen)



	Results for the year ending 3/18	Results for the year ending 3/19	Plan for the year ending 3/20	Vs. previous year
Net sales	918	959	980	2.2%
Operating income	56	62	56	△10.1%
Operating income ratio	6.1%	6.5%	5.7%	—



▽ This business segments is expected to perform favorably, but a decline in operating income is forecasted due to the increase in fixed costs associated with the construction of a new factory.

# Forecasted Plan for the Year Ending 3/20

## Capital Investment / Depreciation & Amortization



**NHK SPRING CO.,LTD.**

(100 million yen)

		Results for the year ending 3/18	Results for the year ending 3/19	Plan for the year ending 3/20
Capital investment	Domestic	228	267	302
	Overseas	111	182	253
	Subtotal	340	449	555
	Non- consolidated	29	23	13
	Total	369	472	568
Depreciation & amortization	Domestic	138	149	176
	Overseas	102	100	108
	Total	241	250	284



# Forecasted Plan for the Year Ending 3/20

## Capital Investment / Depreciation & Amortization



**NHK SPRING CO.,LTD.**  
(100 million yen)

		Results for the year ending 3/18	Results for the year ending 3/19	Plan for the year ending 3/20
Capital investments	Automotive suspension springs	74	125	217
	Automotive seating	70	65	82
	Precision springs & components	128	148	184
	Industrial machinery & Others	50	88	42
	Company-wide sharing	16	22	29
	Total Vs. previous year	340 32.7%	449 32.2%	555 23.5%
Depreciation & amortization	Automotive suspension springs	60	54	65
	Automotive seating	53	60	56
	Precision springs & components	89	93	111
	Industrial machinery & Others	24	26	34
	Company-wide sharing	13	15	15
	Total Vs. previous year	241 4.3%	250 3.6%	284 13.8%

# Forecasted Plan for the Year Ending 3/20

## CF Status

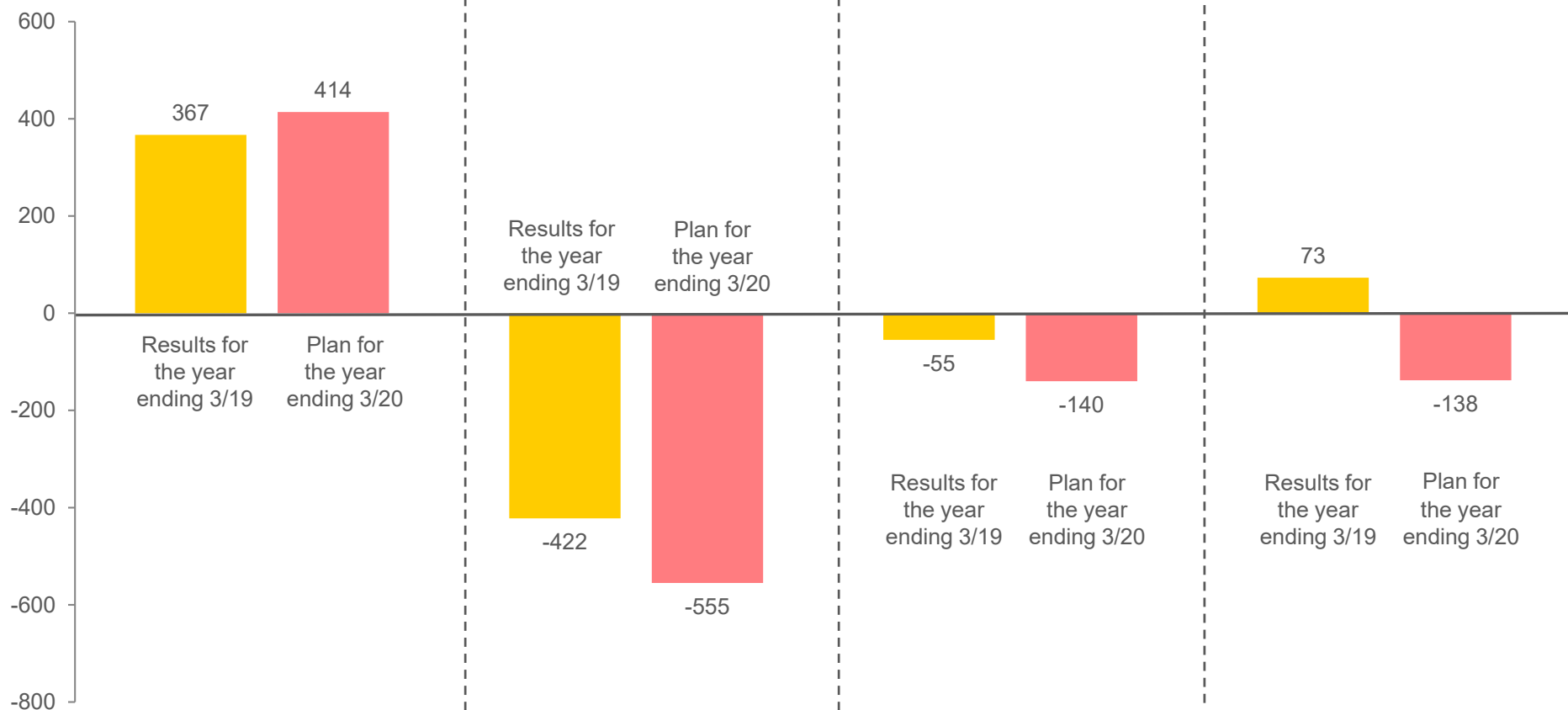
### Operating CF

### Investment CF

### Free CF

### Financial CF

(100 million yen)





# **NHK SPRING CO.,LTD.**

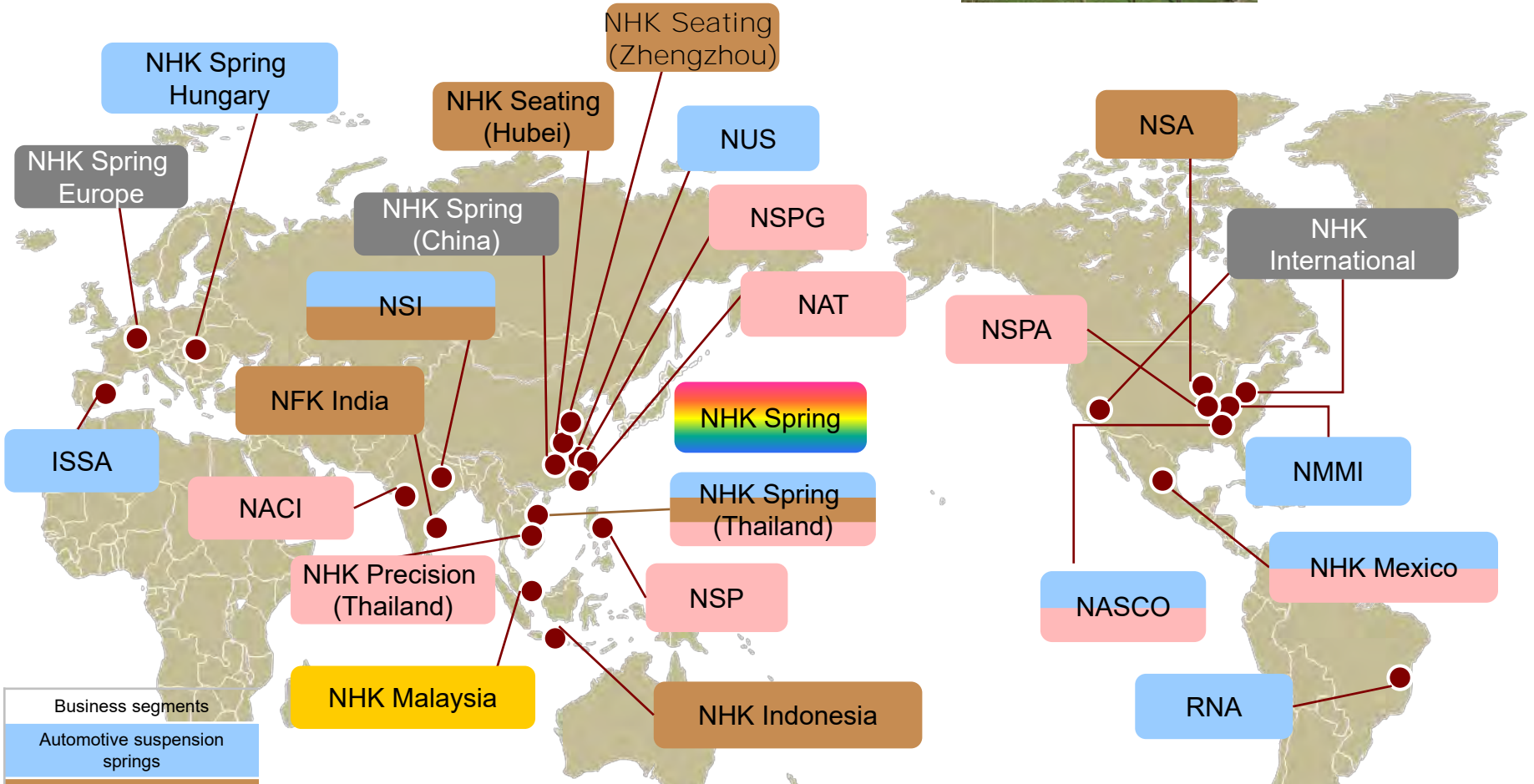
- The predictions and plans by NHK Spring Co., Ltd. listed in this document are forecasts related to future results and performance, and contain risks and uncertainties. Please note that the actual results may differ from the forecasts due to fluctuations in important variables, such as economic conditions, market trends, foreign exchange trends, and so forth.
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# Supplementary Materials

# Supplementary Materials: Overseas Expansion Major Overseas Locations



**NHK**  
NHK SPRING CO.,LTD.



Business segments
Automotive suspension springs
Automotive seating
Precision springs & components
Industrial machinery & others
Regional management / business support
All products



# Supplementary Materials

## Answers to Frequently Asked Questions

Q: What is your sales breakdown to each of the major car makers?

A : Our results for the year ending March 2019 are shown in the table below.

Major car makers	Results for the year ending 3/18	Results for the year ending 3/19
Nissan Group	19%	19%
SUBARU Group	15%	15%
Toyota Group	13%	13%
Isuzu Group	5%	5%
Honda Group	4%	4%
Suzuki Group	4%	4%
Mitsubishi Group	2%	3%
Mazda Group	1%	1%
Top 3 companies	47%	47%

[Note] The percentages show share versus total net sales

# Supplementary Materials

## Answers to Frequently Asked Questions

Q: What are the quantities of HDD suspension sales by location  
(on both a calendar year and fiscal year basis)?

A: The results for both 2018 and 2019 are shown in the table below.

(Unit: million units)

Calendar year basis	CQ1	CQ2	First half	CQ3	CQ4	Second half	Full year
2018 results	192	199	390	193	178	370	761
<Japan>	91	97	188	90	86	176	364
<China>	34	32	67	34	41	75	142
<Thailand>	66	69	135	68	51	119	255
2019 results	147	—	—	—	—	—	—
<Japan>	62	—	—	—	—	—	—
<China>	32	—	—	—	—	—	—
<Thailand>	52	—	—	—	—	—	—

Fiscal year basis	FQ1	FQ2	First half	FQ3	FQ4	Second half	Full year
2018 results	198	192	390	188	155	343	732
<Japan>	97	90	187	86	62	148	336
<China>	34	32	67	34	41	75	142
<Thailand>	66	69	135	68	51	119	255
2019 results	—	—	—	—	—	—	—
<Japan>	—	—	—	—	—	—	—
<China>	32	—	—	—	—	—	—
<Thailand>	52	—	—	—	—	—	—

# Supplementary Materials: Answers to Frequently Asked Questions

## HDD-related Results



**NHK SPRING CO.,LTD.**

No. of HDD units (million units)

	CQ1	CQ2	First half	CQ3	CQ4	Second half	Full year
2018 results	94	96	190	97	88	186	376
2019 results	78	—	—	—	—	—	—

Total demand for suspension units (million units)

	CQ1	CQ2	First half	CQ3	CQ4	Second half	Full year
2018 results	448	471	919	475	432	906	1,825
2019 results	351	—	—	—	—	—	—

Suspension count (units)

	CQ1	CQ2	First half	CQ3	CQ4	Second half	Full year
2018 results	4.78	4.89	4.83	4.87	4.90	4.88	4.86
2019 results	4.50	—	—	—	—	—	—

NHK share (%)

	CQ1	CQ2	First half	CQ3	CQ4	Second half	Full year
2018 results	42.9	42.2	42.5	40.6	43.6	41.9	42.3

[Note] The values for the number of HDD units, total demand for suspension units, suspension count, and the share are estimates by NHK Spring.