

# Segment Information

## 1. Industry Segments

AISIN's main business is manufacturing and sales of automotive parts. The amount of sales and operating income in this business occupies over 90% of these in all segments. Therefore information of industry segments is omitted.

## 2. Geographical Segments

(Million Yen)

|                            | Japan   | North America | Europe | Others | Total   | Eliminations | Consolidated |
|----------------------------|---------|---------------|--------|--------|---------|--------------|--------------|
| Sales                      |         |               |        |        |         |              |              |
| (1) Customers              | 386,028 | 92,659        | 42,388 | 35,440 | 556,516 | —            | 556,516      |
| (2) Intersegment           | 72,207  | 2,342         | 1,706  | 1,974  | 78,232  | ( 78,232 )   | —            |
| Total                      | 458,236 | 95,002        | 44,095 | 37,415 | 634,748 | ( 78,232 )   | 556,516      |
| Operating Costs & Expenses | 440,113 | 92,331        | 42,697 | 32,458 | 607,600 | ( 78,358 )   | 529,242      |
| Operating Income           | 18,123  | 2,670         | 1,398  | 4,956  | 27,147  | 126          | 27,274       |

(Million Yen)

|                            | Japan   | North America | Europe | Others | Total   | Eliminations | Consolidated |
|----------------------------|---------|---------------|--------|--------|---------|--------------|--------------|
| Sales                      |         |               |        |        |         |              |              |
| (1) Customers              | 352,504 | 82,096        | 33,447 | 20,543 | 488,592 | —            | 488,592      |
| (2) Intersegment           | 68,336  | 1,760         | 1,171  | 835    | 72,103  | ( 72,103 )   | —            |
| Total                      | 420,841 | 83,857        | 34,619 | 21,379 | 560,696 | ( 72,103 )   | 488,592      |
| Operating Costs & Expenses | 399,781 | 81,784        | 34,406 | 18,829 | 534,801 | ( 71,977 )   | 462,823      |
| Operating Income           | 21,059  | 2,072         | 212    | 2,549  | 25,894  | ( 125 )      | 25,769       |

(Million Yen)

|                            | Japan     | North America | Europe  | Others  | Total     | Eliminations | Consolidated |
|----------------------------|-----------|---------------|---------|---------|-----------|--------------|--------------|
| Sales                      |           |               |         |         |           |              |              |
| (1) Customers              | 1,516,392 | 348,156       | 142,643 | 113,397 | 2,120,588 | —            | 2,120,588    |
| (2) Intersegment           | 299,070   | 9,336         | 5,430   | 7,954   | 321,791   | ( 321,791 )  | —            |
| Total                      | 1,815,462 | 357,492       | 148,074 | 121,351 | 2,442,380 | ( 321,791 )  | 2,120,588    |
| Operating Costs & Expenses | 1,716,252 | 352,812       | 147,463 | 106,747 | 2,323,276 | ( 320,785 )  | 2,002,491    |
| Operating Income           | 99,209    | 4,679         | 610     | 14,603  | 119,103   | ( 1,006 )    | 118,096      |

Note: 1. Geographical segments determined according to geographical closeness.

### 2. Main countries are

- ① North America : U. S. A., Mexico
- ② Europe : Belgium, Czech
- ③ Others : Thailand, China

### 3. Sales by Customer Location

FY2007 1st quarter (Apr. 2006 through Jun. 2006)

(Million Yen)

|                                      | North America | Europe | Others | Total   |
|--------------------------------------|---------------|--------|--------|---------|
| Overseas Sales                       | 98,830        | 48,656 | 58,358 | 205,845 |
| Net Sales                            | —             | —      | —      | 556,516 |
| Overseas Sales<br>Ratio to Net Sales | 17.8 %        | 8.7 %  | 10.5 % | 37.0 %  |

FY2006 1st quarter (Apr. 2005 through Jun. 2005)

(Million Yen)

|                                      | North America | Europe | Others | Total   |
|--------------------------------------|---------------|--------|--------|---------|
| Overseas Sales                       | 82,485        | 39,481 | 32,049 | 154,016 |
| Net Sales                            | —             | —      | —      | 488,592 |
| Overseas Sales<br>Ratio to Net Sales | 16.9 %        | 8.1 %  | 6.5 %  | 31.5 %  |

FY2006 (Apr. 2005 through Mar. 2006)

(Million Yen)

|                                      | North America | Europe  | Others  | Total     |
|--------------------------------------|---------------|---------|---------|-----------|
| Overseas Sales                       | 377,540       | 173,878 | 162,585 | 714,004   |
| Net Sales                            | —             | —       | —       | 2,120,588 |
| Overseas Sales<br>Ratio to Net Sales | 17.8 %        | 8.2 %   | 7.7 %   | 33.7 %    |

Note: Main countries or regions are

- ① North America : U.S.A., Mexico
- ② Europe : Germany, Sweden
- ③ Others : Thailand, China, South Korea