

**JAPANESE PURCHASES OF U.S. AUTOMOTIVE PARTS**  
(JFY 1990 - 2003)

Unit: \$ 100 million

| JFY     |          | 1990    | 1991    |       | 1992    |       | 1993    |       | 1994    |       | 1995    |       | 1996    |       | 1997    |       | 1998    |       | 1999    |       | 2000    |       | 2001    |       | 2002    |       | 2003    |       |
|---------|----------|---------|---------|-------|---------|-------|---------|-------|---------|-------|---------|-------|---------|-------|---------|-------|---------|-------|---------|-------|---------|-------|---------|-------|---------|-------|---------|-------|
|         |          | Results | Results | %Chg. | Results | %Chg. | Results | %Chg. | Results | %Chg. | Results | %Chg. | Results | %Chg. | Results | %Chg. | Results | %Chg. | Results | %Chg. | Results | %Chg. | Results | %Chg. | Results | %Chg. | Results | %Chg. |
| Total   | 1st Half | 41.8    | 47.0    | 112%  | 59.8    | 127%  | 72.4    | 121%  | 95.3    | 132%  | 103.3   | 108%  | 108.9   | 106%  | 114.6   | 105%  | 132.7   | 116%  | 146.1   | 110%  | 172.7   | 118%  | 167.9   | 97%   | 184.2   | 110%  | 196.2   | 107%  |
|         | 2nd Half | 48.9    | 58.3    | 119%  | 76.4    | 131%  | 83.0    | 109%  | 103.3   | 124%  | 107.0   | 104%  | 118.5   | 111%  | 134.9   | 114%  | 150.5   | 112%  | 172.9   | 115%  | 185.1   | 107%  | 188.7   | 102%  | 189.2   | 100%  | 219.0   | 116%  |
|         | Total    | 90.7    | 105.3   | 116%  | 136.2   | 129%  | 155.4   | 114%  | 198.6   | 128%  | 210.3   | 106%  | 227.4   | 108%  | 249.6   | 110%  | 283.1   | 113%  | 319.0   | 113%  | 357.8   | 112%  | 356.6   | 100%  | 373.4   | 105%  | 415.1   | 111%  |
| Local   | 1st Half | 33.2    | 37.7    | 114%  | 49.0    | 130%  | 60.1    | 123%  | 80.3    | 134%  | 86.8    | 108%  | 92.0    | 106%  | 95.9    | 104%  | 115.6   | 121%  | 128.8   | 111%  | 153.4   | 119%  | 151.0   | 98%   | 166.3   | 110%  | 179.4   | 108%  |
|         | 2nd Half | 38.0    | 46.8    | 123%  | 62.8    | 134%  | 69.2    | 110%  | 86.0    | 124%  | 89.8    | 104%  | 98.5    | 110%  | 114.2   | 116%  | 130.2   | 114%  | 152.4   | 117%  | 164.7   | 108%  | 171.0   | 104%  | 171.1   | 100%  | 203.5   | 119%  |
|         | Total    | 71.3    | 84.5    | 119%  | 111.8   | 132%  | 129.3   | 116%  | 166.3   | 129%  | 176.6   | 106%  | 190.5   | 108%  | 210.1   | 110%  | 245.8   | 117%  | 281.2   | 114%  | 318.1   | 113%  | 322.0   | 101%  | 337.4   | 105%  | 382.9   | 113%  |
| Imports | 1st Half | 8.6     | 9.4     | 109%  | 10.8    | 115%  | 12.3    | 114%  | 15.0    | 122%  | 16.5    | 110%  | 16.9    | 103%  | 18.7    | 111%  | 17.1    | 91%   | 17.3    | 101%  | 19.3    | 112%  | 16.9    | 88%   | 17.9    | 106%  | 16.8    | 94%   |
|         | 2nd Half | 10.9    | 11.4    | 105%  | 13.6    | 119%  | 13.8    | 101%  | 17.3    | 125%  | 17.3    | 100%  | 20.0    | 116%  | 20.7    | 104%  | 20.3    | 98%   | 20.5    | 101%  | 20.4    | 100%  | 17.7    | 87%   | 18.1    | 103%  | 15.4    | 85%   |
|         | Total    | 19.5    | 20.8    | 107%  | 24.4    | 117%  | 26.1    | 107%  | 32.3    | 124%  | 33.8    | 105%  | 36.9    | 109%  | 39.5    | 107%  | 37.4    | 95%   | 37.8    | 101%  | 39.7    | 105%  | 34.6    | 87%   | 36.0    | 104%  | 32.2    | 89%   |

**JAPANESE PURCHASES OF EU AUTOMOTIVE PARTS**  
(JFY 1995 - 2003)

Unit: US\$ 100M

| JFY     |          | 1995    | 1996    |       | 1997    |       | 1998    |       |
|---------|----------|---------|---------|-------|---------|-------|---------|-------|
|         |          | Results | Results | %Chg. | Results | %Chg. | Results | %Chg. |
| Total   | 1st Half | -       | 25.5    | -     | 27.6    | 108%  | 32.7    | 118%  |
|         | 2nd Half | -       | 28.6    | -     | 30.2    | 106%  | 33.3    | 110%  |
|         | Total    | 48.8    | 54.1    | 111%  | 57.9    | 107%  | 66.1    | 114%  |
| Local   | 1st Half | -       | 21.9    | -     | 23.8    | 109%  | 28.7    | 121%  |
|         | 2nd Half | -       | 24.2    | -     | 25.7    | 106%  | 28.1    | 109%  |
|         | Total    | 40.9    | 46.1    | 113%  | 49.5    | 107%  | 56.8    | 115%  |
| Imports | 1st Half | -       | 3.6     | -     | 3.9     | 108%  | 4.0     | 103%  |
|         | 2nd Half | -       | 4.4     | -     | 4.5     | 102%  | 5.2     | 116%  |
|         | Total    | 7.8     | 8.0     | 103%  | 8.3     | 104%  | 9.3     | 112%  |

1\$ = (1st Half)  
(2nd Half)

Unit: 100M Euro

| 1999    |       | 2000    |       | 2001    |       | 2002    |       | 2003    |       |
|---------|-------|---------|-------|---------|-------|---------|-------|---------|-------|
|         |       |         |       |         |       |         |       |         |       |
| Results | %Chg. | Results | %Chg. | Results | %Chg. | Results | %Chg. | Results | %Chg. |
| 31.6    | -     | 31.8    | 101%  | 37.6    | 118%  | 40.4    | 107%  | 47.2    | 117%  |
| 33.2    | -     | 36.0    | 108%  | 37.7    | 105%  | 38.9    | 103%  | 49.7    | 128%  |
| 64.8    | -     | 67.8    | 105%  | 75.3    | 111%  | 79.3    | 105%  | 97.0    | 122%  |
| 27.4    | -     | 26.7    | 97%   | 32.1    | 120%  | 35.0    | 109%  | 41.1    | 117%  |
| 27.7    | -     | 29.7    | 107%  | 31.1    | 105%  | 33.4    | 107%  | 41.7    | 125%  |
| 55.1    | -     | 56.4    | 102%  | 63.2    | 112%  | 68.3    | 108%  | 82.8    | 121%  |
| 4.2     | -     | 5.1     | 123%  | 5.5     | 108%  | 5.4     | 98%   | 6.1     | 113%  |
| 5.5     | -     | 6.3     | 114%  | 6.6     | 104%  | 5.5     | 84%   | 8.0     | 145%  |
| 9.7     | -     | 11.4    | 118%  | 12.1    | 106%  | 11.0    | 91%   | 14.2    | 129%  |

0.949 euro      1.088 euro      1.134 euro      1.0523 euro      0.8844 euro  
0.988 euro      1.118 euro      1.129 euro      0.9656 euro      0.8200 euro