

FY2022 First-Quarter Supplement Material

- April 1 2021 through June 30 2021 -

Unit: JPY in billion

Fraction less than half omitted

Volume in thousand units

【Consolidated】

	FY2021-1Q (April '20 to June '20)		FY2022-1Q (April '21 to June '21)		FY2022 Forecast (April '21 to March '22)	
Net Sales:	327.4	-35.7%	529.6	61.7%	2,500.0	31.0%
Japan	167.0	-11.4%	172.4	3.3%	920.0	22.4%
Overseas	160.5	-49.9%	357.2	122.6%	1,580.0	36.6%
Operating Income	2.2	-95.2%	59.3	(-)	170.0	77.6%
% to sales	0.7%		11.2%		6.8%	
Ordinary Income	0.5	-98.8%	62.2	(-)	175.0	67.8%
% to sales	0.2%		11.7%		7.0%	
Net income attributable to owners of parent	-9.8	(-)	46.4	(-)	110.0	157.6%
% to sales	-3.0%		8.8%		4.4%	
Operating Income : Increase or Decrease			Profit increase due to:	Profit increase due to:		
			Sales / Model mix	50.6	Sales / Model mix	84.0
		Cost Reduction Activity	2.3	Cost Reduction Activity	16.0	
		FX	8.5	FX	14.0	
		Fixed Cost Fluctuations, Others	0.9	Affects from consolidation of UD Trucks	4.0	
		Profit decrease due to:	Profit decrease due to:			
		Steel, Oil Price etc. Fluctuations	-1.1	Steel, Oil Price etc. Fluctuations	-20.0	
		Depreciation	-1.1	Allocation of COVID-19 expenses to extraordinary losses	-3.3	
		Allocation of COVID-19 expenses to extraordinary losses	-3.0	Fixed Cost Fluctuations, Others	-20.4	
Exchange rate	JPY 108/US \$		JPY 109/US \$		JPY 105/US \$	
Facility Investment	15.6	-1.5%	11.1	-29.0%	100.0	43.3%
Depreciation	15.9	3.7%	17.0	6.9%	74.0	11.6%
R&D	19.3	-5.7%	18.9	-2.4%	110.0	20.8%
Performance / Evaluation, etc.			•Increases both in sales and profit	•Increases both in sales and profit		
			•Highest 1Q sales, operating, ordinary and net income	•The highest sales		
Consolidated Sales vol. : Japan	13	-26.5%	13	2.7%	75	22.8%
Consolidated Sales vol. : Overseas	48	-56.3%	115	141.1%	552	40.4%
Total Consolidated Sales Volume	61	-52.1%	129	111.5%	627	38.1%
Shipment vol. : CV Japan	15	-25.4%	17	19.4%	86	22.6%
Shipment vol. : CV Overseas	33	-33.1%	62	90.1%	253	33.4%
Shipment vol. : LCV Overseas	30	-62.5%	85	180.5%	395	33.7%
Total Shipment Volume (Incl; KD-Set)	77	-47.9%	164	112.2%	734	32.4%

*The above shipment vol. include that of UD Trucks. However, 1st Quarter does not reflect UD Trucks' performance.

<The geographical(location of company) P/L information>

(Billions of yen)

FY2022-1Q (April '21 to June '21)	Japan	Asia	Others	Total	Consl. adj.	Consolidated
Total sales	342.6	224.3	115.8	682.8	-153.1	529.6
Operating income	31.4	24.1	4.9	60.4	-1.1	59.3
FY2021-1Q (April '20 to June '20)	Japan	Asia	Others	Total	Consl. adj.	Consolidated
Total sales	242.2	77.6	75.4	395.1	-67.7	327.4
Operating income	0.2	-0.2	1.8	1.8	0.4	2.2

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【Total Shipment Volume Detail】

Volume in thousand units

① CV sales Vol by Region	FY20 1Q	①FY21 1Q	②FY22 1Q	②-①	② LCV sales Vol by Region	FY20 1Q	①FY21 1Q	②FY22 1Q	②-①
Japan	19.5	14.6	15.7	+1.1	Thailand	41.3	11.9	37.1	+25.2
North America	8.5	4.4	7.4	+3.0	China	3.8	2.7	5.0	+2.3
China	6.8	8.8	9.6	+0.8	Thai Shipment	1.9	1.1	3.1	+2.0
Asia	14.6	7.3	18.3	+11.0	Japan Shipment	1.9	1.6	1.9	+0.4
Indonesia	3.7	1.5	4.9	+3.4	Asia	3.3	1.3	3.5	+2.2
Philippines	1.5	0.4	2.3	+1.9	Indonesia Thai Shipment	0.2	0.1	0.1	+0.0
Thailand	3.9	1.4	2.7	+1.3	Indonesia Japan Shipment	0.3	0.0	0.0	+0.0
Viet Nam	0.8	2.8	3.3	+0.5	Philippines	0.1	0.5	1.1	+0.6
Malaysia	1.5	0.1	1.2	+1.1	India	1.2	0.4	0.8	+0.4
Other	3.2	1.1	3.9	+2.8	Viet Nam	0.4	0.0	0.3	+0.3
Europe	2.1	0.9	4.3	+3.4	Malaysia	1.0	0.2	0.9	+0.7
Russia	0.9	0.2	1.0	+0.9	Other	0.2	0.1	0.3	+0.2
Ukraine	0.1	0.0	0.1	+0.1	Europe	6.7	0.0	2.6	+2.6
Turkey	0.1	0.2	0.8	+0.6	Russia	0.2	0.0	0.1	+0.1
Italy	1.0	0.5	2.2	+1.7	U.K	3.1	0.0	0.6	+0.6
Other	0.0	0.0	0.1	+0.1	Turkey	0.0	0.0	0.0	+0.0
Mid/South America	4.8	2.7	5.2	+2.5	Italy	0.6	0.0	0.9	+0.9
Chile	0.4	0.1	0.4	+0.3	Other	2.8	0.0	1.0	+1.0
Colombia	1.2	1.0	1.0	+0.0	Mid/South America	2.3	0.8	2.2	+1.4
Ecuador	0.6	0.2	0.4	+0.2	Chile	0.0	0.0	0.1	+0.1
Venezuela	0.0	0.0	0.0	+0.0	Colombia	0.5	0.1	0.0	▲0.1
Mexico	1.2	0.4	1.2	+0.8	Ecuador	0.8	0.0	1.3	+1.2
Peru	0.3	0.2	0.5	+0.3	Other	1.1	0.7	0.9	+0.2
Other	1.0	0.8	1.7	+0.9	Mid East	6.5	4.4	5.2	+0.8
Mid East	4.1	2.4	5.3	+2.9	Saudi Arabia	4.4	3.7	3.6	▲0.0
Saudi Arabia	1.5	0.6	2.4	+1.8	UAE	0.1	0.1	0.0	▲0.0
UAE	0.0	0.2	0.3	+0.1	Oman	0.2	0.2	0.2	+0.1
Oman	0.4	0.2	0.3	+0.1	Other	1.9	0.4	1.3	+0.9
Other	2.3	1.4	2.4	+1.0	Africa	9.2	6.8	14.5	+7.8
Africa	4.9	3.2	6.3	+3.1	Egypt	3.5	3.5	6.9	+3.4
Egypt	2.2	1.9	3.0	+1.1	South Africa	5.6	2.2	6.2	+3.9
South Africa	1.1	0.2	1.0	+0.8	Other	0.1	1.1	1.5	+0.4
Kenya	1.0	0.4	0.9	+0.6	Oceania	7.6	2.4	10.3	+7.9
Algeria	0.0	0.0	0.0	+0.0	Australia	7.3	2.2	9.2	+7.1
Other	0.7	0.7	1.3	+0.6	Other	0.3	0.2	1.1	+0.9
Oceania	2.8	2.8	3.5	+0.7	Other	0.0	0.0	4.7	+4.7
Australia	2.3	2.5	2.9	+0.5	Grand Total	80.9	30.3	85.1	+54.7
Other	0.5	0.3	0.6	+0.2					
Export Total	48.6	32.5	59.8	+27.3					
Grand Total	68.2	47.1	75.4	+28.4					

③UDT CV sales Vol	FY20 1Q	①FY21 1Q	②FY22 1Q	②-①
Japan	-	-	1.9	-
Thailand	-	-	0.3	-
Indonesia	-	-	0.1	-
South Africa	-	-	0.8	-
Australia	-	-	0.3	-
Other	-	-	0.6	-
UDT Total	-	-	3.9	-

*UD Trucks is excluded from the 1st Quarter financial results.