

FY2023 First-Quarter Supplement Material

- April 1 2022 through June 30 2022 -

Unit: JPY in billion

Fraction less than half omitted

Volume in thousand units

	FY2022-1Q (April '21 to June '21)		FY2023-1Q (April '22 to June '22)		FY2023 Forecast (April '22 to March '23)	
Net Sales:	529.6	61.7%	688.2	29.9%	3,000.0	19.3%
Japan	172.4	3.3%	207.6	20.4%	1,000.0	13.9%
Overseas	357.2	122.6%	480.6	34.6%	2,000.0	22.2%
Operating Income	59.3	(-)	54.8	-7.7%	200.0	6.8%
% to sales	11.2%		8.0%		6.7%	
Ordinary Income	62.2	(-)	58.8	-5.4%	210.0	0.8%
% to sales	11.7%		8.5%		7.0%	
Net income attributable to owners of parent	46.4	(-)	36.1	-22.4%	127.0	0.6%
% to sales	8.8%		5.2%		4.2%	
Operating Income : Increase or Decrease			Profit increase due to:		Profit increase due to:	
			Sales / Model mix	11.5	Sales / Model mix	63.0
			Price Realization	3.0	Price Realization	40.0
			FX	15.5	FX	40.0
			Cost Reduction Activity	5.0	Cost Reduction Activity	20.0
			Profit decrease due to:		Profit decrease due to:	
			Steel, Oil Price etc. Fluctuations	-27.0	Steel, Oil Price etc. Fluctuations	-105.0
			Depreciation	-2.2	Depreciation	-7.7
			Fixed Cost Fluctuations, Others	-10.3	Fixed Cost Fluctuations, Others	-37.5
Exchange rate	JPY 109/US \$		JPY 130/US \$		JPY 120/US \$	
Facility Investment	11.1	-29.0%	18.5	66.7%	109.0	39.0%
Depreciation	17.0	6.9%	19.2	12.8%	83.0	10.2%
R&D	18.9	-2.4%	27.6	46.1%	119.0	13.6%
Performance / Evaluation, etc.			*Sales growth/Profit decline. *Highest 1Q sales ever.		*Record high sales and incomes.	
Consolidated Sales vol. : Japan	13	2.7%	10	-26.5%	57	5.0%
Consolidated Sales vol. : Overseas	115	141.1%	138	20.0%	628	19.5%
Total Consolidated Sales Volume	129	111.5%	148	15.2%	685	18.1%
Shipment vol. : CV Japan	17	19.4%	11	-34.8%	70	8.4%
Shipment vol. : CV Overseas	62	90.1%	66	7.3%	294	5.6%
Shipment vol. : LCV Overseas	85	180.5%	100	17.7%	438	15.7%
Total Shipment Volume (Incl; KD-Set)	164	112.2%	177	8.0%	802	11.3%

*The above shipment vol. include that of UD Trucks. However, FY2022-1st Quarter does not reflect UD Trucks' performance.

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

(Billions of yen)

FY2023-1Q (April '22 to June '22)	Japan	Asia	Others	Total	Consl. adj.	Consolidated
Total sales	409.3	313.0	158.5	880.8	-192.6	688.2
Operating income	13.2	35.5	6.3	55.0	-0.2	54.8

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

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【Total Shipment Volume Detail】

Volume in thousand units

CV sales Vol by Region	FY21 1Q	①FY22 1Q	②FY23 1Q	②-①
Japan	14.6	15.7	9.2	▲6.4
North America	4.4	7.4	5.7	▲1.7
China	8.8	9.6	6.9	▲2.6
Asia	7.3	18.3	23.2	+4.9
Indonesia	1.5	4.9	7.9	+3.0
Philippines	0.4	2.3	2.7	+0.4
Thailand	1.4	2.7	5.7	+3.1
Viet Nam	2.8	3.3	3.2	▲0.1
Malaysia	0.1	1.2	1.8	+0.5
Other	1.1	3.9	1.9	▲2.0
Europe	0.9	4.3	2.7	▲1.5
Russia	0.2	1.0	0.0	▲1.0
Ukraine	0.0	0.1	0.0	▲0.1
Turkey	0.2	0.8	0.6	▲0.2
Italy	0.5	2.2	1.2	▲1.0
Other	0.0	0.1	1.0	+0.8
Mid/South America	2.7	5.2	8.9	+3.7
Chile	0.1	0.4	1.1	+0.7
Colombia	1.0	1.0	3.1	+2.0
Ecuador	0.2	0.4	1.0	+0.5
Venezuela	0.0	0.0	0.0	+0.0
Mexico	0.4	1.2	1.3	+0.1
Peru	0.2	0.5	1.0	+0.5
Other	0.8	1.7	1.5	▲0.2
Mid East	2.4	5.3	6.5	+1.2
Saudi Arabia	0.6	2.4	3.8	+1.4
UAE	0.2	0.3	0.4	+0.1
Oman	0.2	0.3	0.3	+0.1
Other	1.4	2.4	2.0	▲0.4
Africa	3.2	6.3	5.3	▲0.9
Egypt	1.9	3.0	1.7	▲1.3
South Africa	0.2	1.0	0.8	▲0.2
Kenya	0.4	0.9	1.2	+0.2
Algeria	0.0	0.0	0.0	+0.0
Other	0.7	1.3	1.7	+0.3
Oceania	2.8	3.5	4.9	+1.4
Australia	2.5	2.9	4.2	+1.3
Other	0.3	0.6	0.7	+0.1
Export Total	32.5	59.8	64.2	+4.4
Grand Total	47.1	75.4	73.4	▲2.0

LCV sales Vol by Region	FY21 1Q	①FY22 1Q	②FY23 1Q	②-①
Thailand	11.9	37.1	48.0	+10.9
China	2.7	5.0	2.7	▲2.3
Thai Shipment	1.1	3.1	0.8	▲2.3
Japan Shipment	1.6	1.9	1.9	▲0.1
Asia	1.3	3.5	5.0	+1.5
Indonesia Thai Shipment	0.1	0.1	0.2	+0.1
Indonesia Japan Shipment	0.0	0.0	0.0	+0.0
Philippines	0.5	1.1	1.2	+0.2
India	0.4	0.8	0.8	+0.0
Viet Nam	0.0	0.3	0.2	▲0.1
Malaysia	0.2	0.9	2.1	+1.2
Other	0.1	0.3	0.4	+0.1
Europe	0.0	2.6	3.6	+1.0
Russia	0.0	0.1	0.0	▲0.1
U.K	0.0	0.6	1.0	+0.4
Turkey	0.0	0.0	0.5	+0.5
Italy	0.0	0.9	1.0	+0.0
Other	0.0	1.0	1.0	+0.0
Mid/South America	0.8	2.2	4.7	+2.4
Chile	0.0	0.1	0.0	▲0.1
Colombia	0.1	0.0	0.0	+0.0
Ecuador	0.0	1.3	2.1	+0.8
Other	0.7	0.9	2.6	+1.7
Mid East	4.4	5.2	9.7	+4.5
Saudi Arabia	3.7	3.6	7.4	+3.7
UAE	0.1	0.0	0.3	+0.2
Oman	0.2	0.2	0.5	+0.2
Other	0.4	1.3	1.6	+0.3
Africa	6.8	14.5	13.2	▲1.3
Egypt	3.5	6.9	4.8	▲2.1
South Africa	2.2	6.2	7.8	+1.6
Other	1.1	1.5	0.7	▲0.8
Oceania	2.4	10.3	8.6	▲1.7
Australia	2.2	9.2	7.9	▲1.3
Other	0.2	1.1	0.6	▲0.4
Other	0.0	4.7	4.8	+0.1
Grand Total	30.3	85.1	100.2	+15.1

UDT CV sales Vol	FY21 1Q	①FY22 1Q	②FY23 1Q	②-①
Japan	-	1.9	2.1	+0.3
Thailand	-	0.3	0.2	▲0.1
Indonesia	-	0.1	0.2	+0.1
South Africa	-	0.8	0.9	+0.1
Australia	-	0.3	0.3	+0.0
Other	-	0.6	0.6	▲0.0
UDT Total	-	3.9	4.3	+0.4