

## Financial Summary: FY2025 Consolidated Results

– April 1 2024 through March 31 2025 –

Unit: JPY in billion

Volume in thousand units

Fraction less than half omitted

% of change from the same period last year

	FY2024 April ' 23 to March ' 24 [J-GAAP]	FY2025 April ' 24 to March ' 25 [J-GAAP]	FY2026 Forecast April ' 25 to March ' 26 [IFRS]
Sales:	3,386.7 +6.0%	3,208.1 –5.3%	3,300.0 –%
Japan	1,108.9 +12.0%	1,241.4 +11.9%	1,320.0
Overseas	2,277.8 +3.3%	1,966.7 –13.7%	1,980.0
Operating Income	293.1 +15.6%	229.1 –21.8%	210.0 –%
[ % to sales]	[8.7%]	[7.1%]	[6.4%]
Ordinary Income	313.0 +16.0%	248.2 –20.7%	
[ % to sales]	[9.2%]	[7.7%]	
Profit before Income Taxes *1		240.1 –%	220.0 –%
[ % to sales]		[7.5%]	[6.7%]
Profit for the Period Attributable to Owners of Parent *2	176.4 +16.3%	134.4 –23.8%	130.0 –%
[ % to sales]	[5.2%]	[4.2%]	[3.9%]
Operating Income: Increase or Decrease		<b>Profit increase due to:</b> Price Realization 40.0 FX 24.5 Cost Reduction Activity 17.0  <b>Profit decrease due to:</b> Sales / Model mix –77.0 Material Cost etc. Fluctuation –38.0 Fixed Cost Fluctuation –26.2 Depreciation –4.3	<b>Profit increase due to:</b> Sales / Model mix 51.0 Price Realization 45.0 Cost Reduction Activity 14.0  <b>Profit decrease due to:</b> FX –42.5 Material Cost etc. Fluctuation –23.5 R&D –23.0 Fixed Cost Fluctuation –19.4 Impact of U.S. Tariffs –16.0 Depreciation –4.7 Accounting Standards Differences ±0.0
Exchange rate	145/US \$	152/US \$	140/US \$
Facility Investment *3	128.6 +56.5%	142.9 +11.1%	160.0 +12.0%
Depreciation *3	86.4 +7.2%	80.3 –7.1%	85.0 +5.9%
R&D *4	123.9 +4.1%	137.0 +10.6%	160.0 +16.8%
Performance Evaluation, etc.		Decrease in revenue and profit	Revenue increase but profit decrease
Sales vol. : Japan	63 +8.8%	77 +23.1%	81 +4.6%
Sales vol. : Overseas	604 –13.0%	447 –26.0%	522 +16.7%
Total Consolidated Sales Volume	667 –11.3%	525 –21.3%	603 +14.9%

\*1 "Income before Income Taxes" on J-GAAP is shown as "Profit before Income Taxes".

\*2 "Net income attributable to owners of parent" on J-GAAP is shown as "Profit for the Period Attributable to Owners of Parent".

\*3 Capital expenditures and depreciation related to rental vehicles and right-of-use assets are not included.

\*4 Expenditures related to R&amp;D activities incurred during the reporting period and differs from the R&amp;D expenses presented in the consolidated statement of profit or loss under IFRS.

## 【Global Sales Volume】

CV Japan	73 +8.9%	89 +21.2%	95 +7.0%
CV Overseas	236 –17.7%	220 –6.8%	245 +11.4%
LCV Overseas	357 –14.5%	230 –35.7%	277 +20.6%
Total Global Sales Volume	666 –13.7%	538 –19.2%	617 +14.6%

## &lt;The geographical(location of company) P/L information&gt;

(Billions of yen)

FY2025 (April'24 to March'25)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
Total sales	2,142.1	1,091.5	886.8	4,120.4	–912.3	3,208.1
Operating income	49.5	105.1	76.8	231.4	–2.3	229.1
FY2024 (April'23 to March'24)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
Total sales	1,951.0	1,377.4	877.2	4,205.6	–818.9	3,386.7
Operating income	62.7	159.9	68.1	290.7	2.4	293.1

Financial Summary: FY2025 Consolidated Results  
- April 1 2024 through March 31 2025 -

【Total Shipment Volume Detail】

CV sales Vol by Region	①FY2024 (Apr'23-Mar'24)	②FY2025 (Apr'24-Mar'25)	③FY2026 Forecast (Apr'25-Mar'26)	②-①	③-②
Japan	63.2	76.7	82.3	+13.5	+5.5
North America	43.6	27.0	25.9	-16.6	-1.1
China	15.5	4.1	0.7	-11.4	-3.4
Asia	72.1	70.7	81.9	-1.4	+11.2
Indonesia	24.3	25.2	32.7	+0.9	+7.5
Philippines	10.6	12.8	11.8	+2.2	-1.0
Thailand	15.2	8.5	7.9	-6.7	-0.6
Viet Nam	8.1	9.5	11.4	+1.4	+1.9
Malaysia	7.0	6.0	7.4	-0.9	+1.3
Other	7.0	8.7	10.8	+1.7	+2.1
Europe	15.3	9.8	19.1	-5.5	+9.3
U.K	0.7	2.2	2.4	+1.5	+0.2
Ukraine	1.0	0.6	0.7	-0.5	+0.2
Turkey	5.9	4.0	4.6	-1.9	+0.6
Italy	7.7	3.0	11.4	-4.7	+8.4
Mid/South America	18.3	26.7	25.7	+8.5	-1.0
Chile	0.8	1.4	1.4	+0.6	-0.0
Colombia	1.1	4.3	6.2	+3.1	+1.9
Ecuador	1.1	1.3	1.3	+0.2	+0.0
Venezuela	0.1	0.2	0.3	+0.0	+0.2
Mexico	4.9	5.5	5.9	+0.6	+0.4
Peru	2.3	2.4	2.2	+0.1	-0.2
Other	7.9	11.7	8.5	+3.7	-3.2
Mid East	30.0	36.8	42.9	+6.8	+6.0
Saudi Arabia	19.8	22.0	28.8	+2.1	+6.8
UAE	2.3	3.9	3.1	+1.5	-0.7
Oman	1.1	1.7	1.5	+0.6	-0.2
Other	6.7	9.3	9.5	+2.5	+0.2
Africa	15.6	19.7	22.6	+4.1	+2.9
Egypt	3.3	5.4	6.9	+2.1	+1.5
South Africa	3.4	3.4	3.3	+0.0	-0.1
Kenya	4.1	3.7	4.9	-0.3	+1.2
Other	4.8	7.1	7.4	+2.3	+0.3
Oceania	15.9	15.4	14.6	-0.5	-0.8
Australia	13.1	13.0	12.0	-0.2	-1.0
Other	2.8	2.4	2.6	-0.4	+0.2
Export Total	226.4	210.2	233.4	-16.1	+23.2
Grand Total	289.6	287.0	315.7	-2.6	+28.7

※ May 19, 2025

Correction: We have corrected the unit sales figures for Viet Nam and Malaysia in the ③FY2026/3 forecast

LCV sales Vol by Region	Before Correction	After Correction
	③FY2026 Forecast (Apr'25-Mar'26)	③FY2026 Forecast (Apr'25-Mar'26)
Viet Nam	7.4	1.3
Malaysia	1.3	7.4

LCV sales Vol by Region	①FY2024 (Apr'23-Mar'24)	②FY2025 (Apr'24-Mar'25)	③FY2026 Forecast (Apr'25-Mar'26)	②-①	③-②
Thailand	128.1	45.9	72.0	-82.2	+26.1
China	10.7	3.6	0.0	-7.1	-3.6
Thai Sales	4.9	3.6	0.0	-1.3	-3.6
Japan Sales	5.8	0.0	0.0	-5.8	+0.0
Asia	20.6	17.8	20.0	-2.7	+2.1
Indonesia	1.0	0.2	1.1	-0.9	+0.9
Philippines	5.6	6.9	5.8	+1.3	-1.1
India	2.8	2.9	2.7	+0.1	-0.2
Viet Nam	0.8	0.4	1.3	-0.3	+0.8
Malaysia	8.9	6.3	7.4	-2.7	+1.1
Other	1.4	1.1	1.7	-0.3	+0.6
Europe	24.5	19.4	17.3	-5.0	-2.1
U.K	6.2	7.1	5.0	+0.8	-2.1
Turkey	1.7	1.6	1.0	-0.1	-0.6
Italy	5.5	4.8	5.4	-0.7	+0.7
Other	11.0	6.0	6.0	-5.0	-0.1
Mid/South America	22.8	11.4	12.9	-11.4	+1.5
Guatemala	3.0	2.1	2.9	-0.9	+0.8
Colombia	0.3	0.6	0.3	+0.3	-0.3
Ecuador	11.1	1.3	0.6	-9.8	-0.7
Other	8.4	7.4	9.1	-1.0	+1.7
Mid East	32.7	33.9	32.8	+1.3	-1.1
Saudi Arabia	28.4	27.4	27.8	-1.1	+0.4
UAE	0.2	0.6	0.6	+0.4	-0.0
Oman	0.7	1.3	1.5	+0.7	+0.1
Other	3.4	4.7	3.0	+1.3	-1.6
Africa	35.8	37.7	54.7	+1.9	+17.0
Egypt	6.9	11.1	22.5	+4.2	+11.4
South Africa	25.4	24.4	26.5	-1.0	+2.1
Other	3.6	2.2	5.7	-1.3	+3.5
Oceania	57.7	38.3	41.6	-19.5	+3.4
Australia	56.0	36.9	39.2	-19.1	+2.3
Other	1.7	1.3	2.5	-0.4	+1.1
Other	24.1	21.5	25.6	-2.6	+4.1
Grand Total	357.0	229.6	277.0	-127.4	+47.4

UDT CV sales Vol	①FY2024 (Apr'23-Mar'24)	②FY2025 (Apr'24-Mar'25)	③FY2026 Forecast (Apr'25-Mar'26)	②-①	③-②
Japan	9.9	11.8	12.5	+1.9	+0.6
Thailand	1.4	0.9	1.2	-0.5	+0.3
Indonesia	1.7	2.2	2.5	+0.4	+0.3
South Africa	2.4	2.3	2.5	-0.0	+0.2
Australia	1.1	0.4	0.8	-0.7	+0.4
Other	3.1	3.9	4.5	+0.8	+0.6
UDT Total	19.5	21.5	23.9	+2.0	+2.4