

Financial Summary: FY2012 Consolidated Results

- April 1 2011 through March 31 2012 -

Unit: JPY in billion

Fraction less than half omitted

Volume in thousand units

	FY2011 (April '10 to March '11)		FY2012 (April '11 to March '12)		FY2013 Forecast (April '12 to March '13)	
Net Sales:	1,415.5	31.0%	1,400.1	-1.1%	1,630.0	16.4%
Japan	498.6	15.1%	558.4	12.0%	590.0	5.7%
Overseas	917.0	41.5%	841.7	-8.2%	1,040.0	23.6%
Operating Income	88.2	701.3%	97.4	10.4%	123.0	26.3%
% to sales	6.2%		7.0%		7.5%	
Ordinary Income	91.3	701.0%	102.9	12.7%	127.0	23.4%
% to sales	6.4%		7.3%		7.8%	
Net income	51.6	514.2%	91.3	76.9%	81.0	-11.2%
% to sales	3.6%		6.5%		5.0%	
Operating Income : Increase or Decrease			Profit increase due to:		Profit increase due to:	
			Sales / Model mix	5.8	Sales / Model mix	32.0
		Material cost reduction	11.2	Material cost reduction	8.0	
		Fixed cost Fluctuations	9.2			
		Profit decrease due to:		Profit decrease due to:		
		Steel, Oil Price etc. Fluctuations	-7.4	Fixed cost Fluctuations	-12.4	
		FX	-4.5	FX	-0.5	
		Effect of previous FY (Loss on disaster / Fixed cost), others	-5.1	Steel, Oil Price etc. Fluctuations	0.0	
				Effect of previous FY (Loss on disaster / Fixed cost)	-1.5	
Exchange rate	JPY 85/US \$		JPY 79/US \$		JPY 80/US \$	
Facility Investment	29.4	14.4%	33.3	13.3%	66.0	98.2%
Depreciation	36.4	-7.8%	36.0	-1.1%	35.0	-2.8%
R&D	58.6	6.2%	58.8	0.3%	63.0	7.1%
Performance Evaluation, etc.			•Increased profit •Record-high shipment for overseas		•Record-high Operating and Ordinary income	
Sales vol. : Japan			47	10.5%	54	15.6%
Sales vol. : Overseas	361	46.5%	327	-9.4%	448	37.3%
Sales vol. : CV Overseas	206	62.7%	211	2.4%	243	15.3%
Sales vol. : LCV Overseas	346	33.9%	299	-13.8%	393	31.7%
Overseas Shipment Volume (Incl ; KD-Set)	552	43.4%	509	-7.7%	636	24.9%

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

FY2012 (April '11 to March '12)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	1,115.9	393.0	141.0	1,649.9	-249.8	1,400.1
Operating income	76.0	24.0	7.1	107.1	-9.7	97.4

FY2011 (April '10 to March '11)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	1,049.7	473.5	122.4	1,645.6	-230.1	1,415.5
Operating income	56.3	28.5	8.0	92.8	-4.6	88.2