

Financial Summary: FY2014 Consolidated Results

- April 1 2013 through March 31 2014 -

Unit: JPY in billion

Fraction less than half omitted

Volume in thousand units

	FY2013 (April '12 to March '13)		FY2014 (April '13 to March '14)		FY2015 Forecast (April '14 to March '15)	
Net Sales:	1,655.6	18.3%	1,760.9	6.4%	1,840.0	4.5%
Japan	592.2	6.1%	630.6	6.5%	660.0	4.7%
Overseas	1,063.4	26.3%	1,130.3	6.3%	1,180.0	4.4%
Operating Income	130.8	34.3%	174.2	33.2%	165.0	-5.3%
% to sales	7.9%		9.9%		9.0%	
Ordinary Income	141.7	37.7%	186.6	31.7%	175.0	-6.2%
% to sales	8.6%		10.6%		9.5%	
Net Income	96.5	5.8%	119.3	23.6%	100.0	-16.2%
% to sales	5.8%		6.8%		5.4%	
Operating Income : Increase or Decrease			Profit increase due to:		Profit increase due to:	
			Sales / Model mix	7.2	Sales / Model mix	13.0
		Material cost reduction	20.2	Material cost reduction	15.0	
		FX	25.3			
		Profit decrease due to:		Profit decrease due to:		
		Fixed cost Fluctuations	-4.8	Fixed cost Fluctuations	-6.2	
		Steel, Oil Price etc. Fluctuations	-4.5	Expenses for growth strategy	-25.0	
				FX	-2.0	
				Steel, Oil Price etc. Fluctuations	-4.0	
Exchange rate	JPY 82/US \$		JPY 98/US \$		JPY 100/US \$	
Facility Investment	57.5	72.6%	81.9	42.4%	100.0	22.1%
Depreciation	35.6	-0.9%	41.6	16.7%	47.0	13.0%
R&D	61.2	4.0%	66.6	8.9%	76.0	14.1%
Performance Evaluation, etc.			•Record-high Operating, Ordinary and Net income		•Increases in sales and decreases in profit	
			•Record-high shipment for CV overseas		•Record-high shipment for CV overseas	
Sales vol. : Japan	63	17.0%	68	8.2%	74	7.7%
Sales vol. : Overseas	471	44.1%	427	-9.2%	443	3.5%
Sales vol. : CV Overseas	214	1.7%	221	3.0%	242	9.9%
Sales vol. : LCV Overseas	414	38.5%	343	-17.1%	377	9.9%
Overseas Shipment Volume (Incl ; KD-Set)	628	23.3%	564	-10.2%	619	9.9%

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

FY2014 (April '13 to March '14)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	1,179.5	701.3	190.1	2,071.0	-310.1	1,760.9
Operating income	85.9	83.4	6.5	175.8	-1.5	174.2

FY2013 (April '12 to March '13)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	1,174.7	646.4	149.9	1,971.0	-315.4	1,655.6
Operating income	85.6	45.4	6.8	137.8	-7.0	130.8