

Financial Summary: FY2014 First-Quarter Consolidated Results

- April 1 2013 through June 30 2013 -

Unit: JPY in billion

Fraction less than half omitted

Volume in thousand units

	FY2013-Q1 (April '12 to June '12)		FY2014-Q1 (April '13 to June '13)		FY2014 Forecast (April '13 to March '14)	
Net Sales:	391.7	37.7%	422.4	7.8%	1,920.0	16.0%
Japan	131.0	34.6%	126.9	-3.1%	600.0	1.3%
Overseas	260.7	39.4%	295.4	13.3%	1,320.0	24.1%
Operating Income	28.1	95.6%	44.5	58.2%	180.0	37.6%
% to sales	7.2%		10.5%		9.4%	
Ordinary Income	28.9	101.6%	47.4	63.8%	190.0	34.1%
% to sales	7.4%		11.2%		9.9%	
Net Income	21.6	147.3%	27.6	27.7%	115.0	19.1%
% to sales	5.5%		6.5%		6.0%	
Operating Income : Increase or Decrease			Profit increase due to:		Profit increase due to:	
			Sales / Model mix 3.3		Sales / Model mix 25.0	
			Material cost reduction 4.0		Material cost reduction 13.2	
			Steel, oil price etc. Fluctuations 0.8		FX 25.0	
			FX 8.7			
			Profit decrease due to:		Profit decrease due to:	
			Fixed cost Fluctuations -0.4		Fixed cost Fluctuations -8.0	
					Steel, Oil Price etc. Fluctuations -6.0	
Exchange rate	JPY 80/US \$		JPY 95/US \$		JPY 95/US \$	
Facility Investment	12.6	90.9%	14.3	13.5%	100.0	73.9%
Depreciation	8.3	-8.8%	9.9	18.8%	40.0	12.2%
R&D	13.4	0.0%	14.8	10.1%	64.0	4.6%
Performance Evaluation, etc.			•Record-high Net Sales •Record-high Operating income, Ordinary income and Net income		•Record-high Operating, Ordinary and Net income •Record-high shipment for overseas	
Sales vol. : Japan			14	65.8%	13	-1.1%
Sales vol. : Overseas	108	57.7%	108	-0.4%	504	7.0%
Sales vol. : CV Overseas	57	60.2%	51	-10.2%	242	13.1%
Sales vol. : LCV Overseas	102	47.9%	101	-0.5%	439	6.1%
Overseas Shipment Volume (Incl ; KD-Set)	159	52.1%	152	-4.0%	681	8.4%

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

FY2014-Q1 (April '13 to June '13)	Japan	Asia	Others	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	261.9	198.6	42.0	502.6	-80.2	422.4
Operating income	20.1	23.3	1.2	44.6	-0.1	44.5

FY2013-Q1 (April '12 to June '12)	Japan	Asia	Others	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	281.6	134.0	42.0	457.5	-65.8	391.7
Operating income	18.8	7.0	2.2	28.1	0.1	28.1