

Financial Summary: FY2015 First-Quarter Consolidated Results

- April 1 2014 through June 30 2014 -

Unit: JPY in billion
Fraction less than half omitted
Volume in thousand units

	FY2014-1Q (April '13 to June '13)		FY2015-1Q (April '14 to June '14)		FY2015 Forecast (April '14 to March '15)	
Net Sales:	422.4	7.8%	404.9	-4.1%	1,840.0	4.5%
Japan	126.9	-3.1%	137.9	8.6%	660.0	4.7%
Overseas	295.4	13.3%	267.1	-9.6%	1,180.0	4.4%
Operating Income	44.5	58.2%	37.2	-16.5%	165.0	-5.3%
% to sales	10.5%		9.2%		9.0%	
Ordinary Income	47.4	63.8%	38.3	-19.2%	175.0	-6.2%
% to sales	11.2%		9.5%		9.5%	
Net Income	27.6	27.7%	21.4	-22.7%	100.0	-16.2%
% to sales	6.5%		5.3%		5.4%	
Operating Income : Increase or Decrease			<i>Profit increase due to:</i> Material cost reduction 4.1		<i>Profit increase due to:</i> Material cost reduction 15.0 Sales / Model mix 13.0	
			<i>Profit decrease due to:</i> Sales / Model mix -4.8 FX -0.3 Steel, Oil Price etc. Fluctuations -1.3 Fixed cost Fluctuations -0.7 Expenses for growth strateg -4.3		<i>Profit decrease due to:</i> FX -2.0 Steel, Oil Price etc. Fluctuations -4.0 Fixed cost Fluctuations -6.2 Expenses for growth strategy -25.0	
Exchange rate	JPY 95/US \$		JPY 103/US \$		JPY 100/US \$	
Facility Investment	14.3	13.5%	14.3	0.2%	100.0	22.1%
Depreciation	9.9	18.8%	11.0	11.3%	47.0	13.0%
R&D	14.8	10.1%	15.9	7.5%	76.0	14.1%
Performance Evaluation, etc.			•Decreases both in sales and profit		•Increases in sales and decreases in profit •Record-high shipment for CV overseas	
Sales vol. : Japan	13	-1.1%	14	5.7%	74	7.7%
Sales vol. : Overseas	108	-0.4%	99	-8.5%	443	3.5%
Sales vol. : CV Overseas	51	-10.2%	58	14.0%	242	9.9%
Sales vol. : LCV Overseas	101	-0.5%	80	-20.6%	377	9.9%
Overseas Shipment Volume (Incl ; KD-Set)	152	-4.0%	139	-8.9%	619	9.9%

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

FY2015-1Q (April '14 to June '14)	Japan	Asia	Others	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	264.5	140.7	56.5	461.6	-56.7	404.9
Operating income	19.6	16.9	1.5	38.0	-0.9	37.2

FY2014-1Q (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