

Financial Summary: FY2016 Consolidated Results

- April 1 2015 through March 31 2016 -

Unit: JPY in billion

Fraction less than half omitted

Volume in thousand units

	FY2015 (April '14 to March '15)		FY2016 (April '15 to March '16)		FY2017 Forecast (April '16 to March '17)			
Net Sales:	1,879.4	6.7%	1,927.0	2.5%	1,860.0	-3.5%		
Japan	681.6	8.1%	693.1	1.7%	720.0	3.9%		
Overseas	1,197.8	6.0%	1,233.8	3.0%	1,140.0	-7.6%		
Operating Income	171.1	-1.8%	171.6	0.3%	175.0	2.0%		
% to sales	9.1%		8.9%		9.4%			
Ordinary Income	187.4	0.4%	186.7	-0.4%	187.0	0.2%		
% to sales	10.0%		9.7%		10.1%			
*Net Income	117.1	-1.9%	114.7	-2.0%	115.0	0.3%		
% to sales	6.2%		6.0%		6.2%			
Operating Income : Increase or Decrease	/		Profit increase due to:		Profit increase due to:			
			Cost Reduction Activity	21.0	Sales / Model mix	1.4		
			Steel, Oil Price etc. Fluctuations	7.3	Cost Reduction Activity	20.0		
			FX	7.5	Steel, Oil Price etc. Fluctuations	7.0		
					Fixed Cost Fluctuations	1.0		
	/		Profit decrease due to:		Profit decrease due to:			
			Sales / Model mix	-4.1	Expenses for growth strategy	-9.0		
			Fixed Cost Fluctuations	-6.1	FX	-17.0		
			Expenses for growth strategy	-25.1				
Exchange rate	JPY 107/US \$		JPY 120/US \$		JPY 110/US \$			
Facility Investment	78.0	-4.8%	98.0	25.6%	110.0	12.3%		
Depreciation	48.1	15.7%	55.8	15.8%	60.0	7.6%		
R&D	77.6	16.5%	91.1	17.4%	94.0	3.2%		
Performance Evaluation, etc.	/		•Record-high Sales •Increased Operating income		•Record-high Operating income			
Sales vol. : Japan			73	6.3%	71	-3.1%	77	8.7%
Sales vol. : Overseas			438	2.6%	438	-0.2%	411	-6.2%
Shipment vol. : CV Overseas	248	12.5%	238	-3.9%	230	-3.3%		
Shipment vol. : LCV Overseas	338	-1.5%	349	3.3%	329	-5.7%		
Overseas Shipment Volume (Incl ; KD-Set)	586	3.9%	587	0.2%	559	-4.7%		

*Net income attributable to owners of parent

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

FY2016 (April '15 to March '16)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	1,303.8	702.5	267.8	2,274.2	-347.2	1,927.0
Operating income	83.0	79.0	11.6	173.6	-2.0	171.6

FY2015 (April '14 to March '15)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	1,257.1	676.7	229.4	2,163.2	-283.8	1,879.4
Operating income	82.5	79.8	8.9	171.2	-0.1	171.1