

Financial Summary: FY2016 First-Quarter Consolidated Results

- April 1 2015 through June 30 2015 -

Unit: JPY in billion

Fraction less than half omitted

Volume in thousand units

	FY2015-1Q (April '14 to June '14)		FY2016-1Q (April '15 to June '15)		FY2016 Forecast (April '15 to March '16)	
Net Sales:	404.9	-4.1%	473.1	16.8%	1,950.0	3.8%
Japan	137.9	8.6%	145.9	5.8%	670.0	-1.7%
Overseas	267.1	-9.6%	327.2	22.5%	1,280.0	6.9%
Operating Income	37.2	-16.5%	49.3	32.6%	175.0	2.3%
% to sales	9.2%		10.4%		9.0%	
Ordinary Income	38.3	-19.2%	54.7	42.6%	188.0	0.3%
% to sales	9.5%		11.6%		9.6%	
*Net Income	21.4	-22.7%	35.0	63.9%	110.0	-6.0%
% to sales	5.3%		7.4%		5.6%	
Operating Income : Increase or Decrease			<i>Profit increase due to:</i>		<i>Profit increase due to:</i>	
			Sales / Model mix	10.4	Sales / Model mix	15.0
			Cost Reduction Activity	3.5	Cost Reduction Activity	15.0
			FX	6.1	FX	6.0
			Steel, Oil Price etc. Fluctuations	0.4	Steel, Oil Price etc. Fluctuations	1.0
			<i>Profit decrease due to:</i>		<i>Profit decrease due to:</i>	
			Fixed Cost Fluctuations	-1.5	Fixed Cost Fluctuations	-8.1
			Expenses for growth strategy	-6.8	Expenses for growth strategy	-25.0
Exchange rate	JPY 103/US \$		JPY 120/US \$		JPY 115/US \$	
Facility Investment	14.3	0.2%	23.9	67.2%	120.0	53.9%
Depreciation	11.0	11.3%	12.9	17.5%	55.0	14.3%
R&D	15.9	7.5%	20.5	29.0%	91.0	17.3%
Performance Evaluation, etc.			•Increases both in sales and net income		•Record-high Sales, Operation and Ordinary income •Record-high shipment for CV overseas	
Sales vol. : Japan	14	5.7%	14	0.5%	70	-3.4%
Sales vol. : Overseas	99	-8.5%	112	12.9%	450	2.6%
Sales vol. : CV Overseas	58	14.0%	65	10.5%	254	2.5%
Sales vol. : LCV Overseas	80	-20.6%	96	18.8%	353	4.6%
Overseas Shipment Volume (Incl ; KD-Set)	139	-8.9%	160	15.3%	608	3.7%

*Net income attributable to owners of parent

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

FY2016-1Q (April '15 to June '15)	Japan	Asia	Others	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	304.1	192.6	61.9	558.6	-85.5	473.1
Operating income	22.1	25.1	2.8	50.0	-0.7	49.3

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