

**Financial Summary: FY2016 Third-Quarter Consolidated Results**  
- April 1 2015 through December 31 2015 / October 1 2015 through December 31 2015 -

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

	FY2015 Q3[9 Months] (Apr '14 to Dec'14)	FY2016 Q3[9 Months] (Apr '15 to Dec'15)	FY2015 Q3[3MO.] (Oct '14 to Dec'14)	FY2016 Q3[3 Months] (Oct '15 to Dec'15)	FY2015 (Apr '14 to Mar '15)	FY2016 Forecast (Apr '15 to Mar '16)
Sales:	1,349.1 4.4%	1,416.3 5.0%	467.0	445.3 -4.6%	1,879.4 6.7%	1,960.0 4.3%
Japan	488.6 9.6%	494.2 1.1%	158.5	160.1 1.0%	681.6 8.1%	700.0 2.7%
Overseas	860.5 1.7%	922.1 7.2%	308.5	285.2 -7.5%	1,197.8 6.0%	1,260.0 5.2%
Operating Income	123.0 -7.5%	124.5 1.2%	46.0	38.3 -16.7%	171.1 -1.8%	183.0 6.9%
% to sales	9.1%	8.8%	[ 9.8% ]	8.6%	9.1%	9.3%
Ordinary Income	135.9 -4.7%	138.8 2.1%	51.2	40.2 -21.5%	187.4 0.4%	198.0 5.7%
% to sales	10.1%	9.8%	[ 11.0% ]	9.0%	10.0%	10.1%
*Net Income	82.4 -7.9%	79.6 -3.4%	32.8	26.5 -19.2%	117.1 -1.9%	120.0 2.5%
% to sales	6.1%	5.6%	[ 7.0% ]	6.0%	6.2%	6.1%
Operating Income: Increase or Decrease		<b>Profit increase due to:</b> Material Cost Reduction 12.1 Sales / Model mix 5.2 FX 9.2 Steel, Oil Price etc. fluctuations 3.6 <b>Profit decrease due to:</b> Fixed Cost Fluctuations -6.6 Expenses for growth strategy -22.0		<b>Profit increase due to:</b> Material Cost Reduction 5.0 FX 0.1 Steel, Oil Price etc. fluctuations 1.7 <b>Profit decrease due to:</b> Sales / Model mix -9.8 Fixed Cost Fluctuations -1.0 Expenses for growth strategy -3.7		<b>Profit increase due to:</b> Material Cost Reduction 20.0 Sales / Model mix 13.0 FX 8.0 Steel, Oil Price etc. fluctuations 4.0 <b>Profit decrease due to:</b> Fixed Cost Fluctuations -7.1 Expenses for growth strategy -26.0
Exchange rate	105/US \$	121/US \$	109/US \$	122/US \$	107/US \$	120/US \$
Facility Investment	50.8 0.9%	68.3 34.4%	18.1	18.4 1.4%	78.0 -4.8%	110.0 41.1%
Depreciation	35.1 16.0%	40.8 16.0%	12.2	14.2 15.9%	48.1 15.7%	57.0 18.4%
R&D	54.9 13.5%	66.3 20.6%	17.9	19.0 6.0%	77.6 16.5%	90.0 16.0%
Performance Evaluation, etc.		*Record-high Net Sales		*Decreases both in sales and profit		*Record-high Net Sales *Record-high Operating, Ordinary and Net income *Record-high shipment for CV overseas
Sales vol. : Japan	52 8.5%	51 -2.8%	17	16 -2.3%	73 6.3%	74 1.9%
Sales vol. : Overseas	318 -0.7%	320 0.5%	112	100 -10.6%	438 2.6%	432 -1.4%
Shipment vol. : CV Overseas	179 9.6%	178 -1.1%	59	51 -13.4%	248 12.5%	248 0.0%
Shipment vol. : LCV Overseas	251 -2.7%	256 1.9%	83	75 -10.3%	338 -1.5%	346 2.4%
Overseas Shipment Volume ( Incl ; KD-Set )	430 2.1%	433 0.6%	142	126 -11.6%	586 3.9%	594 1.4%

\*Net income attributable to owners of parent

## &lt;The geographical (location of company) P/L information&gt;

FY2016-Q3 (9 Months) (April '15 to December '15)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	951.9	523.3	198.0	1,673.1	-256.8	1,416.3
Operating income	57.0	60.0	10.0	127.0	-2.5	124.5
FY2015-Q3 (9 Months) (April '14 to December '14)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	902.8	480.9	169.0	1,552.7	-203.5	1,349.1
Operating income	62.2	54.1	7.2	123.4	-0.4	123.0

FY2016-Q3 (3 Months) (October '15 to December '15)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	293.5	156.9	70.4	520.7	-75.3	445.3
Operating income	18.9	15.9	4.0	38.9	-0.6	38.3
FY2015-Q3 (3 Months) (October '14 to December '14)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	301.5	183.8	55.5	540.8	-73.7	467.0
Operating income	22.2	21.6	2.8	46.6	-0.7	46.0