

Financial Summary: FY2017 Third-Quarter Consolidated Results
- April 1 2016 through December 31 2016 / October 1 2016 through December 31 2016 -

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

	FY2016 Q3[9 Months] (Apr '15 to Dec'15)	FY2017 Q3[9 Months] (Apr '16 to Dec'16)	FY2016 Q3[3MO.] (Oct '15 to Dec'15)	FY2017 Q3[3 Months] (Oct '16 to Dec'16)	FY2016 (Apr '15 to Mar '16)	FY2017 Forecast (Apr '16 to Mar '17)
Sales:	1,416.3 5.0%	1,384.5 -2.2%	445.3	476.4 7.0%	1,927.0 2.5%	1,860.0 -3.5%
Japan	494.2 1.1%	571.6 15.7%	160.1	193.9 21.1%	693.1 1.7%	750.0 8.2%
Overseas	922.1 7.2%	812.9 -11.8%	285.2	282.5 -1.0%	1,233.8 3.0%	1,110.0 -10.0%
Operating Income	124.5 1.2%	109.7 -11.9%	38.3	41.3 7.8%	171.6 0.3%	150.0 -12.6%
% to sales	8.8%	7.9%	8.6%	8.7%	8.9%	8.1%
Ordinary Income	138.8 2.1%	117.5 -15.4%	40.2	45.2 12.3%	186.7 -0.4%	153.0 -18.0%
% to sales	9.8%	8.5%	9.0%	9.5%	9.7%	8.2%
*Net Income	79.6 -3.4%	68.9 -13.5%	26.5	30.1 13.6%	114.7 -2.0%	90.0 -21.5%
% to sales	5.6%	5.0%	6.0%	6.3%	6.0%	4.8%
Operating Income:		Profit increase due to:		Profit increase due to:		Profit increase due to:
Increase or Decrease		Material Cost Reduction 13.0		Sales / Model mix 9.1		Material Cost Reduction 20.0
		Steel, Oil Price etc. fluctuations 7.1		Material Cost Reduction 4.0		Steel, Oil Price etc. fluctuations 7.0
		Profit decrease due to:		Steel, Oil Price etc. fluctuations 1.1		Sales / Model mix 3.4
		FX -25.5		Fixed Cost Fluctuations 0.1		Fixed Cost Fluctuations 1.0
		Expenses for growth strategy -6.3		Profit decrease due to:		Profit decrease due to:
		Sales / Model mix -2.2		FX -9.3		FX -41.0
		Fixed Cost Fluctuations -0.9		Expenses for growth strategy -2.0		Expenses for growth strategy -12.0
Exchange rate	121/US \$	108/US \$	122/US \$	106/US \$	120/US \$	107/US \$
Facility Investment	68.3 34.4%	66.4 -2.8%	18.4	25.5 38.8%	98.0 25.6%	110.0 12.3%
Depreciation	40.8 16.0%	43.3 6.2%	14.2	14.6 2.9%	55.8 15.8%	60.0 7.6%
R&D	66.3 20.6%	67.6 2.0%	19.0	19.8 4.4%	91.1 17.4%	97.0 6.5%
Performance Evaluation, etc.		*Decreases both in sales and profit		*Increases both in sales and profit		*Decreases both in sales and profit
Sales vol. : Japan	51 -2.8%	58 14.1%	16	19 19.9%	71 -3.1%	78 10.0%
Sales vol. : Overseas	320 0.5%	311 -2.8%	100	106 6.5%	438 -0.2%	430 -1.7%
Shipment vol. : CV Overseas	178 -1.1%	165 -6.8%	51	54 5.7%	238 -3.9%	230 -3.5%
Shipment vol. : LCV Overseas	256 1.9%	222 -13.1%	75	80 6.6%	349 3.3%	322 -7.6%
Overseas Shipment Volume (Incl ; KD-Set)	433 0.6%	388 -10.5%	126	134 6.2%	587 0.2%	552 -5.9%

*Net income attributable to owners of parent

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

(Billions of yen)

FY2017-Q3 (9 Months) (April '16 to December '16)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
Total sales	972.1	452.4	202.4	1,627.0	-242.5	1,384.5
Operating income	57.0	40.0	11.3	108.3	1.4	109.7
FY2016-Q3 (9 Months) (April '15 to December '15)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
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

(Billions of yen)

FY2017-Q3 (3 Months) (October '16 to December '16)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
Total sales	322.1	159.3	72.7	554.1	-77.7	476.4
Operating income	22.5	14.5	4.2	41.3	0.0	41.3
FY2016-Q3 (3 Months) (October '15 to December '15)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
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