

Financial Summary: FY2018 Consolidated Results

- April 1 2017 through March 31 2018 -

Unit: JPY in billion

Fraction less than half omitted

Volume in thousand units

	FY2017 (April '16 to March '17)		FY2018 (April '17 to March '18)		FY2019 Forecast (April '18 to March '19)	
Net Sales:	1,953.2	1.4%	2,070.4	6.0%	2,140.0	3.4%
Japan	788.4	13.7%	786.9	-0.2%	790.0	0.4%
Overseas	1,164.8	-5.6%	1,283.5	10.2%	1,350.0	5.2%
Operating Income	146.4	-14.6%	166.8	13.9%	176.0	5.5%
% to sales	7.5%		8.1%		8.2%	
Ordinary Income	152.0	-18.6%	173.6	14.2%	184.0	6.0%
% to sales	7.8%		8.4%		8.6%	
Net Income attributable to owners of parent	93.9	-18.2%	105.7	12.6%	110.0	4.1%
% to sales	4.8%		5.1%		5.1%	
Operating Income : Increase or Decrease			Profit increase due to:		Profit increase due to:	
			Cost Reduction Activity	17.5	Sales / Model mix	18.0
			Sales / Model mix	16.8	Cost Reduction Activity	14.0
			FX	7.0		
			Fixed Cost Fluctuations, Others	4.7		
			Profit decrease due to:		Profit decrease due to:	
			Steel, Oil Price etc. Fluctuations	-14.6	FX	-10.0
			Expenses for growth strategy	-8.0	Steel, Oil Price etc. Fluctuations	-9.0
			Changes in the closing dates of subsidiaries	-3.0	Fixed Cost Fluctuations, Others	-3.8
Exchange rate	JPY 109/US \$		JPY 111/US \$		JPY 105/US \$	
Facility Investment	93.8	-4.3%	76.6	-18.3%	91.0	18.8%
Depreciation	58.8	5.5%	59.9	1.9%	62.0	3.5%
R&D	91.4	0.3%	97.0	6.1%	100.0	3.1%
Performance Evaluation, etc.			•Record-high Sales		•Record-high Sales	
			•Increases both in sales and profit		•Record-high Operating Income	
Sales vol. : Japan	80	13.9%	72	-10.1%	73	0.9%
Sales vol. : Overseas	426	-2.6%	430	0.9%	468	9.0%
Shipment vol. : CV Japan	85	0.5%	80	-5.9%	82	2.5%
Shipment vol. : CV Overseas	221	-7.1%	213	-3.7%	230	8.0%
Shipment vol. : LCV Overseas	310	-11.1%	332	7.0%	345	3.8%
Total Shipment Volume (Incl ; KD-Set)	616	-7.8%	625	1.4%	657	5.1%

※The 15-month financial result of 6 consolidated subsidiaries of the area in North America and 1 consolidated subsidiary of the Oceania area has been included in the above "FY2017 Consolidated Results" due to changes in the closing dates.

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

FY2018 (April '17 to March '18)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	1,353.5	781.9	361.3	2,496.7	-426.4	2,070.4
Operating income	74.8	81.1	12.1	168.0	-1.2	166.8
FY2017 (April '16 to March '17)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	1,332.8	625.8	329.2	2,287.7	-334.6	1,953.2
Operating income	74.8	55.1	17.4	147.2	-0.8	146.4