

Financial Summary: FY2018 First-Quarter Consolidated Results

- April 1 2017 through June 30 2017 -

Unit: JPY in billion

Fraction less than half omitted

Volume in thousand units

	FY2017-1Q (April '16 to June '16)		FY2018-1Q (April '17 to June '17)		FY2018 Forecast (April '17 to March '18)	
Net Sales:	432.5	-8.6%	463.9	7.3%	1,990.0	1.9%
Japan	167.1	14.5%	179.9	7.7%	760.0	-3.6%
Overseas	265.4	-18.9%	284.0	7.0%	1,230.0	5.6%
Operating Income	36.8	-25.3%	39.6	7.6%	152.0	3.8%
% to sales	8.5%		8.5%		7.6%	
Ordinary Income	36.8	-32.7%	43.8	19.0%	157.0	3.3%
% to sales	8.5%		9.4%		7.9%	
*Net Income	23.0	-34.2%	32.8	42.6%	99.0	5.5%
% to sales	5.3%		7.1%		5.0%	
Operating Income : Increase or Decrease			<i>Profit increase due to:</i>		<i>Profit increase due to:</i>	
			Cost Reduction Activity	2.6	Cost Reduction Activity	17.0
			Expenses for growth strategy	1.2	FX	10.0
			Sales / Model mix	0.7	Sales / Model mix	3.0
			Fixed Cost Fluctuations	0.6	Fixed Cost Fluctuations	2.6
			FX	0.0	<i>Profit decrease due to:</i>	
			<i>Profit decrease due to:</i>		Steel, Oil Price etc. Fluctuations	-14.0
			Steel, Oil Price etc. Fluctuations	-2.3	Expenses for growth strategy	-10.0
					Changes in the closing dates of subsidiaries	-3.0
Exchange rate	JPY 114/US \$		JPY 112/US \$		JPY 110/US \$	
Facility Investment	19.8	-17.3%	13.3	-33.0%	90.0	-4.1%
Depreciation	14.3	10.6%	14.8	3.7%	60.0	2.0%
R&D	22.2	8.3%	20.1	-9.3%	98.0	7.2%
Performance Evaluation, etc.			<i>*Increases both in sales and profit</i>		<i>*Record-high Sales</i>	
					<i>*Increases both in sales and profit</i>	
Sales vol. : Japan	17	15.9%	17	0.4%	76	-5.7%
Sales vol. : Overseas	104	-6.6%	97	-6.8%	429	0.7%
Shipment vol. : CV Overseas	54	-16.3%	46	-14.9%	206	-6.8%
Shipment vol. : LCV Overseas	72	-25.0%	73	1.9%	336	8.2%
Overseas Shipment Volume (Incl ; KD-Set)	126	-21.5%	119	-5.4%	542	1.9%

*Net income attributable to owners of parent

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

FY2018-1Q (April '17 to June '17)	Japan	Asia	Others	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	302.8	167.8	78.9	549.5	-85.6	463.9
Operating income	20.5	15.8	3.3	39.6	0.0	39.6

FY2017-1Q (April '16 to June '16)	Japan	Asia	Others	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	302.0	152.5	60.1	514.7	-82.2	432.5
Operating income	20.0	15.4	3.0	38.4	-1.6	36.8