

## Financial Summary: FY2019 Consolidated Results

- April 1 2018 through March 31 2019 -

Unit: JPY in billion

Fraction less than half omitted

Volume in thousand units

	FY2018 (April '17 to March '18)		FY2019 (April '18 to March '19)		FY2020 Forecast (April '19 to March '20)	
Net Sales:	2,070.4	6.0%	2,149.2	3.8%	2,160.0	0.5%
Japan	786.9	-0.2%	819.2	4.1%	830.0	1.3%
Overseas	1,283.5	10.2%	1,330.0	3.6%	1,330.0	0.0%
Operating Income	166.8	13.9%	176.8	6.0%	165.0	-6.7%
% to sales	8.1%		8.2%		7.6%	
Ordinary Income	173.6	14.2%	189.0	8.9%	170.0	-10.1%
% to sales	8.4%		8.8%		7.9%	
Net Income attributable to owners of parent	105.7	12.6%	113.4	7.4%	100.0	-11.9%
% to sales	5.1%		5.3%		4.6%	
Operating Income : Increase or Decrease			<b>Profit increase due to:</b> Sales / Model mix 18.1 Cost Reduction Activity 14.2  <b>Profit decrease due to:</b> FX -7.1 Steel, Oil Price etc. Fluctuations -7.8 Fixed Cost Fluctuations, Others -7.4		<b>Profit increase due to:</b> Cost Reduction Activity 12.0  <b>Profit decrease due to:</b> Sales / Model mix -1.0 Steel, Oil Price etc. Fluctuations -10.0 FX -4.0 Fixed Cost Fluctuations, Others -8.8	
Exchange rate	JPY 111/US \$		JPY 111/US \$		JPY 110/US \$	
Facility Investment	76.6	-18.3%	72.3	-5.6%	98.0	35.5%
Depreciation	59.9	1.9%	60.9	1.6%	64.0	5.1%
R&D	97.0	6.1%	99.0	2.1%	102.0	3.0%
Performance Evaluation, etc.			•Increases both in sales and profit •Record-high Operating Income and Ordinary Income		•Record-high Sales	
Consolidated Sales vol. : Japan	72	-10.1%	74	3.0%	72	-3.9%
Consolidated Sales vol. : Overseas	430	0.9%	458	6.6%	455	-0.6%
Total Consolidated Sales Volume	502	1.0%	532	6.1%	527	-1.0%
Shipment vol. : CV Japan	80	-8.8%	83	4.1%	82	-2.2%
Shipment vol. : CV Overseas	215	-2.4%	222	3.5%	233	4.9%
Shipment vol. : LCV Overseas	332	7.0%	342	3.1%	332	-2.8%
Total Shipment Volume ( Incl ; KD-Set )	627	1.4%	648	3.4%	647	-0.1%

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

(Billions of yen)

FY2019 (April '18 to March '19)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
Total sales	1,411.6	799.1	420.1	2,630.8	-481.6	2,149.2
Operating income	82.7	89.7	8.1	180.5	-3.7	176.8
FY2018 (April '17 to March '18)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
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