

Financial Summary: FY2019 First-Quarter Consolidated Results

- April 1 2018 through June 30 2018 -

Unit: JPY in billion

Fraction less than half omitted

Volume in thousand units

	FY2018-1Q (April '17 to June '17)		FY2019-1Q (April '18 to June '18)		FY2019 Forecast (April '18 to March '19)	
Net Sales:	463.9	7.3%	488.1	5.2%	2,140.0	3.4%
Japan	179.9	7.7%	180.0	0.1%	790.0	0.4%
Overseas	284.0	7.0%	308.1	8.5%	1,350.0	5.2%
Operating Income	39.6	7.6%	52.4	32.4%	176.0	5.5%
% to sales	8.5%		10.7%		8.2%	
Ordinary Income	43.8	19.0%	56.2	28.4%	184.0	6.0%
% to sales	9.4%		11.5%		8.6%	
*Net Income	32.8	42.6%	38.1	16.0%	110.0	4.1%
% to sales	7.1%		7.8%		5.1%	
Operating Income : Increase or Decrease			<i>Profit increase due to:</i> Sales / Model mix 6.3 Fixed Cost Fluctuations 4.6 Cost Reduction Activity 3.6 <i>Profit decrease due to:</i> Steel, Oil Price etc. Fluctuations -1.3 FX -0.4		<i>Profit increase due to:</i> Sales / Model mix 18.0 Cost Reduction Activity 14.0 <i>Profit decrease due to:</i> FX -10.0 Steel, Oil Price etc. Fluctuations -9.0 Fixed Cost Fluctuations, Others -3.8	
Exchange rate	JPY 112/US \$		JPY 109/US \$		JPY 105/US \$	
Facility Investment	13.3	-33.0%	16.5	24.1%	91.0	18.8%
Depreciation	14.8	3.7%	14.8	0.3%	62.0	3.5%
R&D	20.1	-9.3%	19.4	-3.6%	100.0	3.1%
Performance Evaluation, etc.			<i>Record-high Sales</i> <i>Record-high Operating Income</i>		<i>Record-high Sales</i> <i>Record-high Operating Income</i>	
Sales vol. : Japan	17	0.4%	15	-6.8%	73	0.9%
Sales vol. : Overseas	97	-6.8%	103	6.6%	468	9.0%
Shipment vol. : CV Japan	23	16.3%	19	-19.0%	82	2.5%
Shipment vol. : CV Overseas	46	-14.9%	56	22.4%	230	8.0%
Shipment vol. : LCV Overseas	73	1.9%	83	14.4%	345	3.8%
Total Shipment Volume (Incl ; KD-Set)	142	-5.4%	158	11.5%	657	5.1%

*Net income attributable to owners of parent

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

FY2019-1Q (April '18 to June '18)	Japan	Asia	Others	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	328.7	182.2	99.2	610.1	-122.0	488.1
Operating income	28.0	22.1	2.8	52.8	-0.3	52.4

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