

## Financial Summary: FY2019 First-half Consolidated Results

- April 1 2018 through September 30 2018 -

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

	FY2018 H1 (April '17 to September '17)		FY2019 H1 (April '18 to September '18)		FY2018 (April '17 to March '18)		FY2019 Forecast (April '18 to March '19)	
Net Sales:	984.7	8.4%	1,035.0	5.1%	20,703.6	6.0%	2,170.0	4.8%
Japan	390.6	3.4%	391.4	0.2%	786.9	-0.2%	800.0	1.7%
Overseas	594.1	12.0%	643.6	8.3%	1,283.5	10.2%	1,370.0	6.7%
Operating Income	74.1	8.4%	87.5	18.1%	166.8	13.9%	184.0	10.3%
% to sales	7.5%		8.5%		8.1%		8.5%	
Ordinary Income	82.8	14.5%	93.3	12.7%	173.6	14.2%	192.0	10.6%
% to sales	8.4%		9.0%		8.4%		8.8%	
*Net Income	52.7	35.9%	56.4	7.2%	105.7	12.6%	118.0	11.7%
% to sales	5.3%		5.5%		5.1%		5.4%	
Operating Income : Increase or Decrease			<b>Profit increase due to:</b> Sales / Model mix 13.3 Material Cost Reduction 6.9  <b>Profit decrease due to:</b> Steel, Oil Price etc. Fluctuations -3.4 FX -1.8 Fixed Cost Fluctuations -1.6				<b>Profit increase due to:</b> Sales / Model mix 24.0 Material Cost Reduction 14.0  <b>Profit decrease due to:</b> Steel, Oil Price etc. Fluctuations -8.0 FX -7.0 Fixed Cost Fluctuations -5.8	
Exchange rate	JPY 112/US \$		JPY 109/US \$		JPY 111/US \$		JPY 110/US \$	
Facility Investment	28.3	-30.9%	34.5	21.8%	76.6	-18.3%	89.0	16.2%
Depreciation	30.1	4.9%	30.2	0.5%	59.9	1.9%	61.0	1.8%
R&D	48.6	1.9%	50.8	4.5%	97.0	6.1%	102.0	5.2%
Performance Evaluation, etc.			・Record-high Sales and profit ・Increases both in sales and profit				・Record-high Sales and profit ・Increases both in sales and profit	
Sales vol. : Japan	37	-3.1%	36	-4.3%	72	-10.1%	74	2.1%
Sales vol. : Overseas	200	-2.4%	216	8.2%	430	0.9%	463	7.7%
Shipment vol. : CV Overseas	43	5.8%	40	-8.4%	80	-5.9%	84	4.5%
Shipment vol. : CV Overseas shipment vol. LCV	100	-10.6%	114	14.3%	213	-3.7%	229	7.6%
Overseas	151	6.2%	168	11.0%	332	7.0%	351	5.8%
Overseas Shipment Volume (Incl ; KD-Set)	294	-0.2%	322	9.3%	625	1.4%	664	6.2%

\*Net income attributable to owners of parent

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

(Billions of yen)

FY2019-H1 (April '18 to September '18)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
<b>Total sales</b>	<b>686.3</b>	<b>377.2</b>	<b>210.7</b>	<b>1,274.3</b>	<b>-239.2</b>	<b>1,035.0</b>
<b>Operating income</b>	<b>39.3</b>	<b>44.7</b>	<b>5.8</b>	<b>89.9</b>	<b>-2.4</b>	<b>87.5</b>
FY2018-H1 (April '17 to September '17)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
<b>Total sales</b>	<b>656.1</b>	<b>353.5</b>	<b>172.3</b>	<b>1,181.9</b>	<b>-197.2</b>	<b>984.7</b>
<b>Operating income</b>	<b>36.3</b>	<b>34.9</b>	<b>6.6</b>	<b>77.8</b>	<b>-3.7</b>	<b>74.1</b>