

## Financial Summary: FY2023 Third-Quarter Consolidated Results

- April 1 2022 through December 31 2022 / October 1 2022 through December 31 2022 -

Unit: JPY in billion

Fraction less than half omitted

Volume in thousand units

	FY2022 Q3[9 Months] (Apr '21 to Dec '21)		FY2023 Q3[9 Months] (Apr '22 to Dec '22)		FY2022 Q3[3MO.] (Oct '21 to Dec '21)		FY2023 Q3[3 Months] (Oct '22 to Dec '22)		FY2022 (Apr '21 to Mar '22)		FY2023 Forecast (Apr '22 to Mar '23)	
Sales:	1,783.8	36.4%	<b>2,344.0</b>	<b>31.4%</b>	638.8		<b>850.7</b>	<b>33.2%</b>	2,514.3	31.8%	<b>3,100.0</b>	<b>23.3%</b>
Japan	639.0	18.5%	<b>699.9</b>	<b>9.5%</b>	230.1		<b>253.6</b>	<b>10.2%</b>	878.1	16.8%	<b>950.0</b>	<b>8.2%</b>
Overseas	1,144.8	48.9%	<b>1,644.1</b>	<b>43.6%</b>	408.7		<b>597.0</b>	<b>46.1%</b>	1,636.1	41.5%	<b>2,150.0</b>	<b>31.4%</b>
Operating Income	148.6	135.8%	<b>197.9</b>	<b>33.2%</b>	51.3		<b>85.7</b>	<b>67.0%</b>	187.2	95.5%	<b>230.0</b>	<b>22.9%</b>
% to sales	8.3%		<b>8.4%</b>		8.0%		<b>10.1%</b>		7.4%		<b>7.4%</b>	
Ordinary Income	159.9	141.0%	<b>210.3</b>	<b>31.6%</b>	53.2		<b>84.8</b>	<b>59.3%</b>	208.4	99.9%	<b>245.0</b>	<b>17.6%</b>
% to sales	9.0%		<b>9.0%</b>		8.3%		<b>10.0%</b>		8.3%		<b>7.9%</b>	
Net income attributable to owners of parent	104.7	267.6%	<b>125.9</b>	<b>20.2%</b>	33.5		<b>52.9</b>	<b>57.6%</b>	126.2	195.5%	<b>140.0</b>	<b>10.9%</b>
% to sales	5.9%		<b>5.4%</b>		5.2%		<b>6.2%</b>		5.0%		<b>4.5%</b>	
Operating Income: Increase or Decrease			<i>Profit increase due to:</i>				<i>Profit increase due to:</i>				<i>Profit increase due to:</i>	
			FX	<b>62.0</b>			FX	<b>24.0</b>			FX	<b>78.0</b>
			Sales / Model mix	<b>60.0</b>			Sales / Model mix	<b>23.0</b>			Sales / Model mix	<b>63.0</b>
			Price Realization	<b>27.0</b>			Price Realization	<b>18.5</b>			Price Realization	<b>50.0</b>
			Material Cost Reduction	<b>15.0</b>			Material Cost Reduction	<b>5.0</b>			Material Cost Reduction	<b>20.0</b>
			<i>Profit decrease due to:</i>				<i>Profit decrease due to:</i>				<i>Profit decrease due to:</i>	
			Steel, Oil Price etc.	<b>-92.0</b>			Steel, Oil Price etc.	<b>-30.0</b>			Steel, Oil Price etc.	<b>-130.0</b>
			Fluctuations				Fluctuations				Fluctuations	
			Fixed Cost Fluctuations	<b>-20.0</b>			Fixed Cost Fluctuations	<b>-5.2</b>			Fixed Cost Fluctuations	<b>-30.5</b>
			Depreciation	<b>-2.7</b>			Depreciation	<b>-0.9</b>			Depreciation	<b>-7.7</b>
Exchange rate	111/US \$		<b>137/US \$</b>		114/US \$		<b>141/US \$</b>		112/US \$		<b>135/US \$</b>	
Facility Investment	47.1	-8.5%	<b>57.3</b>	<b>21.5%</b>	16.0		<b>19.8</b>	<b>23.9%</b>	78.4	12.3%	<b>100.0</b>	<b>27.5%</b>
Depreciation	58.1	17.8%	<b>60.8</b>	<b>4.6%</b>	20.6		<b>21.5</b>	<b>4.5%</b>	75.3	13.6%	<b>83.0</b>	<b>10.2%</b>
R&D	75.3	19.6%	<b>88.6</b>	<b>17.7%</b>	26.2		<b>28.7</b>	<b>9.7%</b>	104.8	15.1%	<b>120.0</b>	<b>14.6%</b>
Performance Evaluation, etc.			<b>*Highest sales, operating, ordinary and net income</b>				<b>*Highest sales, operating, ordinary and net income</b>				<b>*Highest sales, operating, ordinary and net income</b>	
Sales vol.: Japan	42	-3.1%	<b>39</b>	<b>-6.6%</b>	13		<b>15</b>	<b>23.7%</b>	55	-10.6%	<b>56</b>	<b>2.1%</b>
Sales vol.: Overseas	369	44.2%	<b>465</b>	<b>26.0%</b>	135		<b>168</b>	<b>24.4%</b>	525	33.7%	<b>622</b>	<b>18.4%</b>
Total Consolidated Sales Volume	411	37.4%	<b>505</b>	<b>22.7%</b>	148		<b>183</b>	<b>24.2%</b>	580	27.7%	<b>678</b>	<b>16.9%</b>

## 【Global Sales Volume】

	FY2022 Q3		FY2023 Q3		FY2022 Q3		FY2023 Q3		FY2022 Q3		FY2023 Q3	
CV Japan	51	4.8%	<b>44</b>	<b>-14.5%</b>	14		<b>17</b>	<b>18.5%</b>	65	-7.8%	<b>69</b>	<b>6.3%</b>
CV Overseas	204	62.0%	<b>222</b>	<b>8.7%</b>	72		<b>74</b>	<b>2.3%</b>	278	46.6%	<b>281</b>	<b>0.8%</b>
LCV Overseas	260	30.8%	<b>314</b>	<b>21.0%</b>	96		<b>106</b>	<b>10.9%</b>	378	28.2%	<b>424</b>	<b>12.0%</b>
Total Global Sales Volume	515	37.9%	<b>580</b>	<b>12.6%</b>	182		<b>197</b>	<b>8.1%</b>	721	30.0%	<b>774</b>	<b>7.4%</b>

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

(Billions of yen)

FY2023-Q3 (9 Months)  
(April '22 to December '22)

	Japan	Asia	Other	Total	Consol. adj.	Consolidated
Total sales	1,392.6	1,042.1	563.0	2,997.7	-653.7	2,344.0
Operating income	69.1	116.6	25.5	211.2	-13.3	197.9

FY2022-Q3 (9 Months)  
(April '21 to December '21)

	Japan	Asia	Other	Total	Consol. adj.	Consolidated
Total sales	1,167.4	708.3	386.7	2,262.5	-478.7	1,783.8
Operating income	67.2	73.5	16.5	157.2	-8.6	148.6

(Billions of yen)

FY2023-Q3 (3 Months)  
(October '22 to December '22)

	Japan	Asia	Other	Total	Consol. adj.	Consolidated
Total sales	500.7	376.3	199.4	1,076.4	-225.7	850.7
Operating income	33.1	43.4	10.7	87.3	-1.6	85.7

FY2022-Q3 (3 Months)  
(October '21 to December '21)

	Japan	Asia	Other	Total	Consol. adj.	Consolidated
Total sales	419.6	261.5	134.5	815.6	-176.8	638.8
Operating income	22.3	27.5	6.5	56.3	-5.0	51.3

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### 【Total Shipment Volume Detail】

Volume in thousand units

CV sales Vol by Region	①FY22 3Q	②FY23 3Q	②-①	FY23 Plan
Japan	11.4	14.1	+2.7	60.1
North America	5.6	9.1	+3.4	30.3
China	13.3	7.1	-6.2	31.4
Asia	23.2	27.6	+4.4	97.2
Indonesia	8.1	10.5	+2.4	37.4
Philippines	2.8	3.4	+0.6	11.8
Thailand	6.3	5.5	-0.8	18.5
Viet Nam	2.3	3.8	+1.5	12.5
Malaysia	1.3	2.1	+0.7	6.9
Other	2.3	2.3	-0.0	10.2
Europe	4.0	6.5	+2.5	18.5
Russia	0.6	0.0	-0.6	0.0
Ukraine	0.1	0.0	-0.1	0.3
Turkey	1.1	1.7	+0.6	4.6
Italy	1.6	3.5	+2.0	8.7
Other	0.7	1.3	+0.6	5.0
Mid/South America	7.0	5.3	-1.7	27.5
Chile	0.3	0.2	-0.1	2.2
Colombia	2.2	1.5	-0.8	9.2
Ecuador	0.4	0.2	-0.2	2.3
Venezuela	0.0	0.0	+0.0	0.1
Mexico	1.2	1.1	-0.0	4.2
Peru	0.5	0.3	-0.2	2.5
Other	2.3	1.9	-0.4	7.0
Mid East	6.4	6.8	+0.5	27.4
Saudi Arabia	3.5	3.8	+0.3	15.7
UAE	0.4	0.6	+0.3	1.9
Oman	0.4	0.2	-0.2	1.7
Other	2.1	2.2	+0.1	8.1
Africa	6.6	4.5	-2.1	18.8
Egypt	3.3	0.5	-2.9	3.9
South Africa	0.8	0.9	+0.1	3.7
Kenya	1.4	1.0	-0.3	4.3
Algeria	0.0	0.0	+0.0	0.0
Other	1.2	2.1	+1.0	7.0
Oceania	3.2	3.7	+0.5	19.0
Australia	2.6	3.1	+0.5	15.2
Other	0.6	0.6	+0.0	3.8
<b>Export Total</b>	69.5	70.7	+1.2	270.2
<b>Grand Total</b>	80.9	84.8	+3.9	330.3

LCV sales Vol by Region	①FY22 3Q	②FY23 3Q	②-①	FY23 Plan
Thailand	44.3	55.3	+11.0	205.9
China	2.8	1.2	-1.7	11.9
Thai Shipment	1.6	0.5	-1.1	4.6
Japan Shipment	1.3	0.7	-0.5	7.3
Asia	4.4	7.3	+2.9	23.7
Indonesia Thai Shipment	0.1	0.8	+0.7	1.7
Indonesia Japan Shipment	0.0	0.0	+0.0	0.0
Philippines	1.3	2.6	+1.3	7.6
India	0.8	0.6	-0.2	3.1
Viet Nam	0.2	0.3	+0.1	1.2
Malaysia	1.5	2.9	+1.4	8.4
Other	0.4	0.1	-0.3	1.6
Europe	3.5	4.3	+0.7	18.7
Russia	0.5	0.0	-0.5	0.0
U.K	0.9	1.6	+0.7	7.5
Turkey	0.2	0.2	-0.0	1.1
Italy	0.6	0.8	+0.2	3.2
Other	1.4	1.6	+0.3	6.9
Mid/South America	2.9	5.0	+2.1	16.5
Chile	0.0	0.0	+0.0	0.2
Colombia	0.0	0.0	+0.0	0.0
Ecuador	1.7	2.2	+0.5	8.3
Other	1.2	2.7	+1.6	8.0
Mid East	7.4	3.2	-4.2	29.6
Saudi Arabia	5.6	2.2	-3.4	24.3
UAE	0.2	0.1	-0.2	0.8
Oman	0.2	0.3	+0.1	1.0
Other	1.3	0.6	-0.7	3.4
Africa	14.8	8.1	-6.7	42.1
Egypt	8.4	0.8	-7.6	11.7
South Africa	5.2	6.9	+1.8	27.3
Other	1.3	0.4	-0.8	3.1
Oceania	11.3	12.9	+1.6	48.3
Australia	10.5	12.2	+1.8	46.5
Other	0.9	0.7	-0.2	1.8
Other	5.1	9.2	+4.2	27.2
<b>Grand Total</b>	96.5	106.5	+10.0	423.8

③UDT CV sales Vol	①FY22 3Q	②FY23 3Q	②-①	FY23 Plan
Japan	2.6	2.5	-0.1	8.9
Thailand	0.3	0.4	+0.1	1.3
Indonesia	0.7	0.6	-0.1	1.4
South Africa	0.6	0.8	+0.2	3.1
Australia	0.3	0.3	-0.0	1.3
Other	0.9	1.3	+0.5	3.5
<b>UDT Total</b>	5.3	5.9	+0.6	19.5