

## Financial Summary: FY2025 First-Quarter Consolidated Results

- April 1 2024 through June 30 2024 -

Unit: JPY in billion  
Volume in thousand units  
Fraction less than half omitted  
% of change from the same period last year

	FY2024-1Q (April '23 to June '23)	FY2025-1Q (April '24 to June '24)	FY2025 Forecast (April '24 to March '25)
Net Sales:	775.5	<b>748.0</b> <b>-3.5%</b>	3,350.0 <b>-1.1%</b>
Japan	253.3	<b>271.5</b> <b>7.2%</b>	1,350.0 <b>21.7%</b>
Overseas	522.2	<b>476.5</b> <b>-8.7%</b>	2,000.0 <b>-12.2%</b>
Operating Income	68.6	<b>76.9</b> <b>12.1%</b>	260.0 <b>-11.3%</b>
% to sales	8.8%	<b>10.3%</b>	7.8%
Ordinary Income	74.9	<b>83.2</b> <b>11.1%</b>	275.0 <b>-12.2%</b>
% to sales	9.7%	<b>11.1%</b>	8.2%
Net income attributable to owners of parent	45.0	<b>46.9</b> <b>4.2%</b>	160.0 <b>-9.3%</b>
% to sales	5.8%	<b>6.3%</b>	4.8%
Operating Income : Increase or Decrease		<b>Profit increase due to:</b> FX 14.5 Price Realization 12.0 Cost Reduction Activity 2.7  <b>Profit decrease due to:</b> Sales / Model mix -13.0 Fixed Cost Fluctuation -4.1 Steel, Oil Price etc. Fluctuations -2.5 Depreciation Cost -1.3	<b>Profit increase due to:</b> Price Realization 36.5 Cost Reduction Activity 12.0 FX 5.0  <b>Profit decrease due to:</b> Sales / Model mix -35.0 Fixed Cost Fluctuation -26.6 Steel, Oil Price etc. Fluctuations -20.0 Depreciation Cost -5.0
Exchange rate	JPY 138/US \$	<b>JPY 156/US \$</b>	JPY 145/US \$
Facility Investment	21.2	<b>20.8</b> <b>-2.1%</b>	140.0 <b>8.9%</b>
Depreciation	20.6	<b>19.8</b> <b>-3.8%</b>	81.0 <b>-6.3%</b>
R&D	25.0	<b>27.2</b> <b>9.0%</b>	135.0 <b>9.0%</b>
Performance / Evaluation, etc.		•Revenue decreased but profit increased •Record-high operating profit / ordinary profit / net profit for the first quarter of the fiscal year	<b>Decrease in revenue and profit</b>
Consolidated Sales vol. : Japan	15	<b>16</b> <b>3.1%</b>	79 <b>25.5%</b>
Consolidated Sales vol. : Overseas	144	<b>102</b> <b>-29.5%</b>	478 <b>-20.8%</b>
Total Consolidated Sales Volume	159	<b>117</b> <b>-26.4%</b>	557 <b>-16.5%</b>

## Global Unit Sales

Shipment vol. : CV Japan	17	<b>18</b> <b>2.9%</b>	97 <b>32.9%</b>
Shipment vol. : CV Overseas	54	<b>52</b> <b>-3.7%</b>	226 <b>-4.3%</b>
Shipment vol. : LCV Overseas	93	<b>56</b> <b>-40.1%</b>	252 <b>-29.2%</b>
Total Shipment Volume	164	<b>126</b> <b>-23.5%</b>	575 <b>-13.6%</b>

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

(Billions of yen)

FY2025-1Q (April '24 to June '24)	Japan	Asia	Others	Total	Consl. adj.	Consolidated
Total sales	487.6	249.3	226.6	963.5	-215.5	748.0
Operating income	23.9	30.9	27.0	81.8	-4.9	76.9

FY2024-1Q (April '23 to June '23)	Japan	Asia	Others	Total	Consl. adj.	Consolidated
Total sales	446.2	327.2	199.5	972.9	-197.4	775.5
Operating income	16.5	34.8	16.1	67.4	1.2	68.6

**FY2025 First-Quarter Supplement Material**  
- April 1 2024 through June 30 2024 -

**【Total Shipment Volume Detail】**

Volume in thousand units

CV sales Vol by Region	①FY2024-1Q (April '23 to June '23)	②FY2025-1Q (April '24 to June '24)	②-①	FY2025 Forecast (April '24 to March '25)	LCV sales Vol by Region	①FY2024-1Q (April '23 to June '23)	②FY2025-1Q (April '24 to June '24)	②-①	FY2025 Forecast (April '24 to March '25)
Japan	14.6	15.7	1.0	85.9	Thailand	35.4	6.8	-28.6	60.0
North America	10.2	9.2	-1.0	39.1	China	2.2	0.9	-1.3	1.8
China	4.1	0.0	-4.1	3.1	Thai Shipment	1.1	0.9	-0.2	1.8
Asia	16.2	18.2	2.0	75.9	Japan Shipment	1.1	0.0	-1.1	0.0
Indonesia	4.1	6.2	2.0	32.2	Asia	6.5	5.3	-1.2	23.7
Philippines	2.1	2.8	0.7	10.9	Indonesia	0.7	0.0	-0.7	1.6
Thailand	3.7	2.3	-1.4	7.9	Philippines	0.9	1.8	0.9	6.7
Viet Nam	2.9	2.9	0.0	9.0	India	0.3	0.6	0.3	3.9
Malaysia	1.6	1.3	-0.2	7.0	Viet Nam	0.4	0.0	-0.4	1.4
Other	1.7	2.7	0.9	9.0	Malaysia	3.9	2.6	-1.3	9.0
Europe	2.2	1.9	-0.3	13.2	Other	0.3	0.3	0.0	1.2
U.K	0.1	1.0	0.9	4.0	Europe	4.4	4.9	0.6	18.1
Ukraine	0.3	0.2	-0.1	1.0	U.K	1.4	2.4	1.0	5.5
Turkey	1.0	0.6	-0.5	4.2	Turkey	0.3	0.5	0.3	1.9
Italy	0.7	0.1	-0.6	4.0	Italy	0.9	0.9	0.0	3.9
Other	0.0	0.0	0.0	0.0	Other	1.8	1.1	-0.7	6.9
Mid/South America	4.2	5.6	1.4	22.5	Mid/South America	3.9	4.1	0.2	12.2
Chile	0.2	0.4	0.2	1.0	Chile	0.0	0.0	0.0	1.5
Colombia	0.2	0.4	0.2	4.2	Colombia	0.0	0.1	0.1	1.4
Ecuador	0.2	0.2	-0.1	1.6	Ecuador	2.2	1.3	-0.9	0.9
Venezuela	0.0	0.0	0.0	0.2	Other	1.6	2.7	1.0	8.4
Mexico	1.2	1.5	0.3	5.0	Mid East	11.1	9.9	-1.2	37.7
Peru	0.9	0.6	-0.2	2.3	Saudi Arabia	10.0	8.8	-1.2	32.8
Other	1.5	2.5	0.9	8.1	UAE	0.1	0.1	0.0	0.1
Mid East	6.9	7.4	0.6	29.1	Oman	0.2	0.3	0.2	0.4
Saudi Arabia	4.1	4.0	-0.1	16.9	Other	0.9	0.7	-0.2	4.4
UAE	0.5	0.8	0.3	2.4	Africa	10.3	7.7	-2.6	36.4
Oman	0.3	0.3	0.0	1.4	Egypt	2.2	1.4	-0.8	7.6
Other	2.0	2.4	0.4	8.4	South Africa	7.0	6.2	-0.8	25.2
Africa	4.7	3.7	-1.0	17.8	Other	1.1	0.0	-1.1	3.6
Egypt	1.0	0.8	-0.1	3.7	Oceania	11.5	12.1	0.6	39.4
South Africa	1.1	0.7	-0.5	3.1	Australia	11.2	11.4	0.2	37.1
Kenya	1.2	0.8	-0.5	5.2	Other	0.3	0.6	0.4	2.3
Algeria	0.0	0.0	0.0	0.0	Other	7.6	4.0	-3.6	23.3
Other	1.4	1.5	0.1	5.8	<b>Grand Total</b>	92.9	55.7	-37.2	252.6
Oceania	4.0	4.1	0.1	15.1					
Australia	3.2	3.5	0.3	12.5	UDT CV sales Vol	①FY2024-1Q (April '23 to June '23)	②FY2025-1Q (April '24 to June '24)	②-①	FY2025 Forecast (April '24 to March '25)
Other	0.9	0.6	-0.2	2.6	Japan	2.5	2.0	-0.5	11.2
<b>Export Total</b>	52.5	50.1	-2.4	215.8	Thailand	0.3	0.3	-0.0	1.2
<b>Grand Total</b>	67.2	65.8	-1.4	301.8	Indonesia	0.4	0.5	0.1	1.5
					South Africa	0.5	0.6	0.1	3.0
					Australia	0.2	0.1	-0.0	1.1
					Other	0.8	1.0	0.2	3.3
					<b>UDT Total</b>	4.6	4.5	-0.1	21.3