

## Financial Summary: FY2026 Third-Quarter Consolidated Results

- April 1 2025 through December 31 2025 -

Unit: JPY in billion

Volume in thousand units

Fraction less than half omitted

% of change from the same period last year

	FY2025-Q3 April ' 24 to December ' 24 [IFRS]	FY2026-Q3 April ' 25 to December ' 25 [IFRS]	FY2026 Forecast April ' 25 to March ' 26 [IFRS]
Revenue:	2,384.5	2,511.5 +5.3%	3,300.0 +2.0%
Japan	918.7	996.6 +8.5%	1,330.0 +4.3%
Overseas	1,465.9	1,514.9 +3.3%	1,970.0 +0.5%
Operating Profit	196.8	172.5 -12.4%	210.0 -8.5%
[ % to Revenue]	[8.3%]	[6.9%]	[6.4%]
Profit before Tax	208.3	195.6 -6.1%	220.0 -10.2%
[ % to Revenue]	[8.7%]	[7.8%]	[6.7%]
Profit Attributable to Owners of Parent	122.6	121.2 -1.1%	130.0 -7.2%
[ % to Revenue]	[5.1%]	[4.8%]	[3.9%]
Operating Profit: Increase or Decrease		<b>Profit increase due to:</b> Sales / Model mix 25.1 Price Realization 23.5 Cost Reduction Activity 10.0 <b>Profit decrease due to:</b> FX -23.0 R&D -16.5 Material Cost etc. Fluctuation -15.5 Fixed Cost Fluctuation -15.4 Impact of U.S. Tariffs -10.5 Depreciation -2.0	<b>Profit increase due to:</b> Price Realization 40.0 Sales / Model mix 34.5 Cost Reduction Activity 18.0 <b>Profit decrease due to:</b> FX -27.5 Material Cost etc. Fluctuation -23.5 R&D -23.0 Fixed Cost Fluctuation -19.3 Impact of U.S. Tariffs -16.0 Depreciation -2.7
Exchange rate	153/US \$	149/US \$	148/US \$
Facility Investment *1	89.1	86.4 (▲3.0%)	160.0 +14.1%
Depreciation *1	60.0	62.0 (+3.3%)	83.5 +3.3%
R&D *2	96.0	112.5 (+17.2%)	160.0 +16.8%
Performance Evaluation, etc.		Revenue increase but profit decrease	Revenue increase but profit decrease
Sales vol. : Japan	56	59 (+6.3%)	81 (+4.6%)
Sales vol. : Overseas	327	361 (+10.6%)	495 (+11.0%)
Total Consolidated Sales Volume	383	421 (+10.0%)	576 (+10.1%)

\*1 Capital expenditures and depreciation related to rental vehicles and right-of-use assets are not included.

\*2 Expenditures related to R&amp;D activities incurred during the reporting period and differs from the R&amp;D expenses presented in the consolidated statement of profit or loss under IFRS.

## 【Global Sales Volume】

CV Japan	63	67 (+5.7%)	95 (+7.3%)
CV Overseas	162	173 (+6.7%)	237 (+7.8%)
LCV Overseas	164	189 (+15.4%)	258 (+12.5%)
Total Global Sales Volume	389	429 (+10.2%)	590 (+9.7%)

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

(Billions of yen)

FY2026-Q3 (9 Months) (April'25 to December'25)	Japan	Asia	Other	Total	Consol. adj.	Consolidated
Revenue	1,714.8	867.4	629.0	3,211.2	-699.7	2,511.5
Operating Profit	35.1	85.1	49.3	169.5	3.0	172.5
FY2025-Q3 (9 Months) (April'24 to December'24)	Japan	Asia	Other	Total	Consol. adj.	Consolidated
Revenue	1,588.8	800.5	678.2	3,067.5	-683.0	2,384.5
Operating Profit	52.5	80.2	70.0	202.7	-5.9	196.8

## Financial Summary: FY2026 Third-Quarter Consolidated Results

- October 1 2025 through December 31 2025 -

Unit: JPY in billion

Volume in thousand units

Fraction less than half omitted

% of change from the same period last year

	FY2025-Q3 October ' 24 to December ' 24 [IFRS]	FY2026-Q3 October ' 25 to December ' 25 [IFRS]	FY2026 Forecast April ' 25 to March ' 26 [IFRS]
Revenue:	831.0	874.2 +5.2%	3,300.0 +2.0%
Japan	327.6	335.4 +2.4%	1,330.0 +4.3%
Overseas	503.4	538.9 +7.0%	1,970.0 +0.5%
Operating Profit	64.2	67.9 +5.7%	210.0 -8.5%
[ % to Revenue]	[7.7%]	[7.8%]	[6.4%]
Profit before Tax	70.5	78.2 +10.9%	220.0 -10.2%
[ % to Revenue]	[8.5%]	[8.9%]	[6.7%]
Profit Attributable to Owners of Parent	44.0	51.4 +16.8%	130.0 -7.2%
[ % to Revenue]	[5.3%]	[5.9%]	[3.9%]
Operating Profit: Increase or Decrease		<b>Profit increase due to:</b> Sales / Model mix 16.0 Price Realization 9.0 Cost Reduction Activity 3.0 <b>Profit decrease due to:</b> Fixed Cost Fluctuation -7.2 Impact of U.S. Tariffs -5.5 Material Cost etc. Fluctuation -5.0 R&D -4.1 FX -1.5 Depreciation -1.0	<b>Profit increase due to:</b> Price Realization 40.0 Sales / Model mix 34.5 Cost Reduction Activity 18.0 <b>Profit decrease due to:</b> FX -27.5 Material Cost etc. Fluctuation -23.5 R&D -23.0 Fixed Cost Fluctuation -19.3 Impact of U.S. Tariffs -16.0 Depreciation -2.7
Exchange rate	153/US \$	154/US \$	148/US \$
Facility Investment *1	42.1	31.8 (▲24.5%)	160.0 +14.1%
Depreciation *1	20.1	21.1 (+5.0%)	83.5 +3.3%
R&D *2	30.3	34.4 (+13.5%)	160.0 +16.8%
Performance Evaluation, etc.		Increases both in revenue and profit.	Revenue increase but profit decrease
Sales vol. : Japan	20	20 (+2.6%)	81 (+4.6%)
Sales vol. : Overseas	116	120 (+3.5%)	495 (+11.0%)
Total Consolidated Sales Volume	136	140 (+3.3%)	576 (+10.1%)

\*1 Capital expenditures and depreciation related to rental vehicles and right-of-use assets are not included.

\*2 Expenditures related to R&amp;D activities incurred during the reporting period and differs from the R&amp;D expenses presented in the consolidated statement of profit or loss under IFRS.

## [Global Sales Volume]

CV Japan	22	23 (+3.2%)	95 (+7.3%)
CV Overseas	54	58 (+7.0%)	237 (+7.8%)
LCV Overseas	54	66 (+21.8%)	258 (+12.5%)
Total Global Sales Volume	130	147 (+12.4%)	590 (+9.7%)

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

(Billions of yen)

FY2026-Q3 (3 Months) (October' 25 to December' 25)	Japan	Asia	Other	Total	Consol. adj.	Consolidated
Revenue	589.5	314.5	216.6	1,120.6	-246.4	874.2
Operating Profit	18.7	32.1	18.1	68.9	-1.0	67.9
FY2025-Q3 (3 Months) (October' 24 to December' 24)	Japan	Asia	Other	Total	Consol. adj.	Consolidated
Revenue	554.7	281.4	220.3	1,056.4	-225.4	831.0
Operating Profit	16.7	29.1	19.5	65.3	-1.1	64.2

Financial Summary: FY2026 Third-Quarter Consolidated Results  
- April 1 2025 through December 31 2025 -

【Total Shipment Volume Detail】

Volume in thousand units

CV sales Vol by Region	①FY2025-Q3 (April 24-December 24)	②FY2026-Q3 (April 25-December 25)	②-①	③FY2026 Forecast (Apr 25-Mar 26)
Japan	55.1	58.0	+2.9	82.6
North America	22.3	12.5	-9.7	18.6
Asia	56.4	52.6	-3.9	75.9
Indonesia	19.4	16.6	-2.8	23.6
Philippines	9.0	7.9	-1.1	11.6
Thailand	6.6	5.0	-1.6	7.7
Viet Nam	7.0	8.8	+1.8	12.4
Malaysia	4.8	5.3	+0.5	7.0
Other	9.5	8.9	-0.6	13.6
Europe	6.3	10.8	+4.5	14.9
U.K	1.9	1.2	-0.6	2.2
Ukraine	0.5	0.5	+0.0	0.8
Turkey	2.6	3.6	+1.1	4.7
Italy	1.3	5.4	+4.0	7.2
Mid/South America	19.2	23.2	+4.1	31.3
Chile	0.9	0.9	+0.0	1.3
Colombia	2.7	5.8	+3.1	8.5
Ecuador	0.8	1.4	+0.6	2.0
Venezuela	0.1	0.2	+0.1	0.2
Mexico	4.0	4.5	+0.5	5.8
Peru	1.8	2.0	+0.2	2.6
Other	8.8	8.5	-0.3	10.7
Mid East	25.5	36.2	+10.7	46.3
Saudi Arabia	14.7	23.6	+8.8	29.5
UAE	2.7	3.6	+0.9	4.2
Oman	1.5	1.5	+0.0	2.1
Other	6.6	7.5	+0.9	10.6
Africa	13.4	20.3	+6.9	25.8
Egypt	3.6	6.5	+2.9	7.7
South Africa	2.3	2.7	+0.4	3.6
Kenya	2.7	4.2	+1.5	5.0
Other	4.8	7.0	+2.2	9.5
Oceania	11.6	10.1	-1.5	13.9
Australia	9.8	8.4	-1.4	11.2
Other	1.8	1.7	-0.1	2.7
Export Total	154.6	165.6	+11.0	226.7
Grand Total	209.7	223.6	+13.9	309.3

LCV sales Vol by Region	①FY2025-Q3 (April 24-December 24)	②FY2026-Q3 (April 25-December 25)	②-①	③FY2026 Forecast (Apr 25-Mar 26)
Thailand	34.0	44.2	+10.2	62.5
Asia	14.8	13.0	-1.8	19.8
Indonesia	0.1	0.6	+0.5	1.2
Philippines	5.6	3.7	-1.9	5.9
India	1.7	2.2	+0.5	2.4
Viet Nam	0.1	0.6	+0.5	1.3
Malaysia	4.8	4.3	-0.4	6.6
Other	2.6	1.7	-1.0	2.4
Europe	13.6	11.4	-2.2	17.8
U.K	5.0	1.9	-3.2	4.3
Turkey	1.2	1.2	+0.0	1.3
Italy	3.4	1.9	-1.5	3.8
Other	4.1	6.4	+2.4	8.5
Mid/South America	8.4	10.2	+1.7	13.0
Guatemala	1.2	2.2	+1.0	2.7
Costa Rica	0.7	1.0	+0.3	1.3
Dominican	1.3	1.2	-0.2	1.7
Colombia	0.6	0.1	-0.6	0.3
Ecuador	1.3	1.0	-0.3	1.0
Other	3.3	4.8	+1.5	6.1
Mid East	27.0	18.2	-8.8	25.4
Saudi Arabia	22.6	13.6	-9.0	20.1
UAE	0.3	0.4	+0.0	0.5
Oman	0.9	1.1	+0.2	1.2
Other	3.2	3.1	-0.1	3.6
Africa	24.8	41.9	+17.1	55.7
Egypt	7.0	15.2	+8.2	22.4
South Africa	17.1	21.5	+4.5	26.8
Other	0.7	5.2	+4.5	6.5
Oceania	26.1	34.1	+7.9	41.7
Australia	24.9	32.4	+7.5	39.6
Other	1.2	1.6	+0.4	2.1
Other	14.8	15.9	+1.2	22.3
Grand Total	163.7	188.9	+25.3	258.3

UDT CV sales Vol	①FY2025-Q3 (April 24-December 24)	②FY2026-Q3 (April 25-December 25)	②-①	③FY2026 Forecast (Apr 25-Mar 26)
Japan	8.1	8.9	+0.8	12.5
Thailand	0.7	1.2	+0.5	1.3
Indonesia	1.5	1.0	-0.5	1.6
South Africa	1.7	1.7	+0.0	2.6
Australia	0.3	0.5	+0.2	0.7
Other	3.1	2.9	-0.3	4.2
UDT Total	15.5	16.1	+0.7	22.9