

Financial Summary: FY2013 Consolidated Results

- April 1 2012 through March 31 2013 -

Unit: JPY in billion

Fraction less than half omitted

Volume in thousand units

	FY2012 (April '11 to March '12)		FY2013 (April '12 to March '13)		FY2014 Forecast (April '13 to March '14)	
Net Sales:	1,400.1	-1.1%	1,655.6	18.3%	1,920.0	16.0%
Japan	558.4	12.0%	592.2	6.1%	600.0	1.3%
Overseas	841.7	-8.2%	1,063.4	26.3%	1,320.0	24.1%
Operating Income	97.4	10.4%	130.8	34.3%	180.0	37.6%
% to sales	7.0%		7.9%		9.4%	
Ordinary Income	102.9	12.7%	141.7	37.7%	190.0	34.1%
% to sales	7.3%		8.6%		9.9%	
Net income	91.3	76.9%	96.5	5.8%	115.0	19.1%
% to sales	6.5%		5.8%		6.0%	
Operating Income : Increase or Decrease			Profit increase due to:		Profit increase due to:	
			Sales / Model mix	30.7	Sales / Model mix	25.0
		Material cost reduction	8.9	Material cost reduction	13.2	
		Steel, Oil Price etc. Fluctuations	4.4	FX	25.0	
		FX	4.0			
		Profit decrease due to:		Profit decrease due to:		
		Fixed cost Fluctuations	-13.1	Fixed cost Fluctuations	-8.0	
		Effect of previous FY (Loss on disaster / Fixed cost), others	-1.5	Steel, Oil Price etc. Fluctuations	-6.0	
Exchange rate	JPY 79/US \$		JPY 82/US \$		JPY 95/US \$	
Facility Investment	33.3	13.3%	57.5	72.6%	100.0	73.9%
Depreciation	36.0	-1.2%	35.6	-0.9%	40.0	12.2%
R&D	58.8	0.3%	61.2	4.0%	64.0	4.6%
Performance Evaluation, etc.			•Record-high Operating, Ordinary and Net income		•Record-high Operating, Ordinary and Net income	
			•Record-high shipment for overseas		•Record-high shipment for overseas	
Sales vol. : Japan	54	15.6%	63	17.0%	63	0.2%
Sales vol. : Overseas	327	-9.4%	471	44.1%	504	7.0%
Sales vol. : CV Overseas	211	2.4%	214	1.7%	242	13.1%
Sales vol. : LCV Overseas	299	-13.8%	414	38.5%	439	6.1%
Overseas Shipment Volume (Incl ; KD-Set)	509	-7.7%	628	23.3%	681	8.4%

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

FY2013 (April '12 to March '13)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	1,174.7	646.4	149.9	1,971.0	-315.4	1,655.6
Operating income	85.6	45.4	6.8	137.8	-7.0	130.8

FY2012 (April '11 to March '12)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	1,115.9	393.0	141.0	1,649.9	-249.8	1,400.1
Operating income	76.0	24.0	7.1	107.1	-9.7	97.4