

Financial Summary: FY2013 Third-Quarter Consolidated Results

- April 1 2012 through December 31 2012 / October 1 2012 through December 31 2012 -

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

	FY2012 Q3[9 Months] (Apr '11 to Dec'11)	FY2013 Q3[9 Months] (Apr '12 to Dec'12)	FY2012 Q3[3MO.] (Oct '11 to Dec'11)	FY2013 Q3[3 Months] (Oct '12 to Dec'12)	FY2012 (Apr '11 to Mar '12)	FY2013 Forecast (Apr '12 to Mar '13)
Sales:	964.5 -9.9%	1,185.8 22.9%	306.4	405.7 32.4%	1,400.1 -1.1%	1,630.0 16.4%
Japan	375.1 1.0%	422.2 12.6%	140.9	142.8 1.3%	558.4 12.0%	590.0 5.7%
Overseas	589.5 -15.7%	763.6 29.5%	165.5	262.9 58.8%	841.7 -8.2%	1,040.0 23.6%
Operating Income	64.2 -7.3%	90.3 40.6%	20.4	33.0 61.8%	97.4 10.4%	126.0 29.4%
% to sales	6.7%	7.6%	6.6%	8.1%	7.0%	7.7%
Ordinary Income	66.5 -6.6%	94.9 42.8%	21.3	34.5 61.7%	102.9 12.7%	133.0 29.3%
% to sales	6.9%	8.0%	7.0%	8.5%	7.3%	8.2%
Net Income	48.7 3.4%	64.7 32.9%	15.0	22.6 51.3%	91.3 76.9%	91.0 -0.3%
% to sales	5.0%	5.5%	4.9%	5.6%	6.5%	5.6%
Operating Income: Increase or Decrease		<i>Profit increase due to:</i> Material cost reduction 5.8 Sales / Model mix 31.9 Steel, oil price etc. fluctuations 2.5 <i>Profit decrease due to:</i> Fixed cost fluctuation -11.8 FX -0.8 Effect of previous FY (Loss on disaster / Fixed cost) -1.5		<i>Profit increase due to:</i> Material cost reduction 2.4 Sales / Model mix 9.6 Steel, oil price etc. fluctuations 1.3 FX 0.9 <i>Profit decrease due to:</i> Fixed cost fluctuation -0.4 Effect of previous FY (Loss on disaster / Fixed cost) -1.2		<i>Profit increase due to:</i> Material cost reduction 8.0 Sales / Model mix 32.5 Steel, oil price etc. fluctuations 2.5 <i>Profit decrease due to:</i> Fixed cost fluctuation -11.4 FX -1.5 Effect of previous FY (Loss on disaster / Fixed cost) -1.5
Exchange rate	JPY 79/US \$	JPY 80/US \$	JPY 78/US \$	JPY 80/US \$	JPY 79/US \$	JPY 80/US \$
Facility Investment	20.4 -6.0%	37.3 82.3%	7.2	10.4 44.9%	33.3 13.3%	67.0 101.2%
Depreciation	26.8 -2.2%	26.0 -3.0%	8.8	9.1 2.9%	36.0 -1.1%	35.0 -2.8%
R&D	41.7 -3.0%	43.5 4.4%	13.2	13.8 4.6%	58.8 0.3%	63.0 7.1%
Performance Evaluation, etc.		*Record-high Operating income and Ordinary income		*Record-high Operating income and Ordinary income		*Record-high Operating income and Ordinary income
Sales vol. : Japan	35 -0.7%	45 28.6%	13	15 10.0%	54 15.6%	61 13.6%
Sales vol. : Overseas	226 -17.7%	345 52.8%	64	127 96.9%	327 -9.4%	471 44.3%
Sales vol. : CV Overseas	154 -2.8%	156 1.3%	60	50 -16.3%	211 2.4%	221 5.1%
Sales vol. : LCV Overseas	204 -23.0%	305 49.2%	41	107 160.3%	299 -13.8%	407 36.3%
Overseas Shipment Volume (Incl ; KD-Set)	358 -15.4%	461 28.6%	101	157 55.5%	509 -7.7%	628 23.4%

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

FY2012-Q3 (9 Months) (April '12 to December '12)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	854.2	444.9	114.5	1,413.6	-227.8	1,185.8
Operating income	61.7	26.1	5.8	93.6	-3.3	90.3
FY2011-Q3 (9 Months) (April '11 to December '11)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	774.4	261.4	108.9	1,144.7	-180.1	964.5
Operating income	49.4	16.2	6.4	72.0	-7.8	64.2