

Financial Summary: FY2014 Third-Quarter Consolidated Results
- April 1 2013 through December 31 2013 / October 1 2013 through December 31 2013 -

Unit: JPY in billion

Fraction less than half omitted

Volume in thousand units

	FY2013 Q3[9 Months] (Apr '12 to Dec'12)	FY2014 Q3[9 Months] (Apr '13 to Dec'13)	FY2013 Q3[3MO.] (Oct '12 to Dec'12)	FY2014 Q3[3 Months] (Oct '13 to Dec'13)	FY2013 (Apr '12 to Mar '13)	FY2014 Forecast (Apr '13 to Mar '14)
Sales:	1,185.8 22.9%	1,292.2 9.0%	405.7	417.0 2.8%	1,655.6 18.3%	1,820.0 9.9%
Japan	422.2 12.6%	445.9 5.6%	142.8	156.4 9.6%	592.2 6.1%	620.0 4.7%
Overseas	763.6 29.5%	846.4 10.8%	262.9	260.6 -0.9%	1,063.4 26.3%	1,200.0 12.8%
Operating Income	90.3 40.6%	132.9 47.2%	33.0	42.6 29.3%	130.8 34.3%	180.0 37.6%
% to sales	7.6%	10.3%	8.1%	10.2%	7.9%	9.9%
Ordinary Income	94.9 42.8%	142.6 50.3%	34.5	46.0 33.3%	141.7 37.7%	190.0 34.1%
% to sales	8.0%	11.0%	8.5%	11.0%	8.6%	10.4%
Net Income	64.7 32.9%	89.5 38.2%	22.6	32.7 44.3%	96.5 5.8%	115.0 19.1%
% to sales	5.5%	6.9%	5.6%	7.8%	5.8%	6.3%
Operating Income: Increase or Decrease		<i>Profit increase due to:</i> Material cost reduction 14.3 Sales / Model mix 13.4 FX 22.9 <i>Profit decrease due to:</i> Fixed cost fluctuation -6.6 Steel, oil price etc. fluctuations -1.4		<i>Profit increase due to:</i> Material cost reduction 5.4 Sales / Model mix 2.1 FX 6.4 <i>Profit decrease due to:</i> Fixed cost fluctuation -3.3 Steel, oil price etc. fluctuations -1.0		<i>Profit increase due to:</i> Material cost reduction 20.2 Sales / Model mix 16.0 FX 25.0 <i>Profit decrease due to:</i> Fixed cost fluctuation -7.0 Steel, oil price etc. fluctuations -5.0
Exchange rate	JPY 80/US \$	JPY 98/US \$	JPY 80/US \$	JPY 100/US \$	JPY 82/US \$	JPY 96/US \$
Facility Investment	37.3 82.3%	50.4 34.9%	10.4	15.6 50.0%	57.5 72.6%	100.0 73.9%
Depreciation	26.0 -3.0%	30.3 16.6%	9.1	10.8 19.2%	35.6 -0.9%	40.0 12.2%
R&D	43.5 4.4%	48.4 11.2%	13.8	14.5 5.2%	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 Operating, Ordinary and Net income *Record-high shipment for CV overseas
Sales vol. : Japan	45 28.6%	48 7.1%	15	16 11.2%	63 17.0%	70 9.9%
Sales vol. : Overseas	345 52.8%	321 -7.0%	127	98 -22.5%	471 44.1%	433 -8.0%
Sales vol. : CV Overseas	156 1.3%	164 4.9%	50	56 10.7%	214 1.7%	225 5.1%
Sales vol. : LCV Overseas	305 49.2%	258 -15.4%	107	71 -33.7%	414 38.5%	373 -9.9%
Overseas Shipment Volume (Incl ; KD-Set)	461 28.6%	422 -8.5%	157	127 -19.5%	628 23.3%	598 -4.8%

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

FY2014-Q3 (9 Months) (April '13 to December '13)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	855.1	534.8	138.3	1,528.3	-236.1	1,292.2
Operating income	66.5	63.2	4.9	134.7	-1.8	132.9
FY2013-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