

Financial Summary: FY2015 Consolidated Results

- April 1 2014 through March 31 2015 -

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

	FY2014 (April '13 to March '14)		FY2015 (April '14 to March '15)		FY2016 Forecast (April '15 to March '16)			
Net Sales:	1,760.9	6.4%	1,879.4	6.7%	1,950.0	3.8%		
Japan	630.6	6.5%	681.6	8.1%	670.0	-1.7%		
Overseas	1,130.3	6.3%	1,197.8	6.0%	1,280.0	6.9%		
Operating Income	174.2	33.2%	171.1	-1.8%	175.0	2.3%		
% to sales	9.9%		9.1%		9.0%			
Ordinary Income	186.6	31.7%	187.4	0.4%	188.0	0.3%		
% to sales	10.6%		10.0%		9.6%			
*Net Income	119.3	23.6%	117.1	-1.9%	110.0	-6.0%		
% to sales	6.8%		6.2%		5.6%			
Operating Income : Increase or Decrease			Profit increase due to:		Profit increase due to:			
			Sales / Model mix	11.0	Sales / Model mix	15.0		
			Cost reduction activity	15.1	Cost reduction activity	15.0		
			FX	8.3	FX	6.0		
			Steel, Oil Price etc. Fluctuations		Steel, Oil Price etc. Fluctuations	1.0		
			Profit decrease due to:		Profit decrease due to:			
	Fixed cost Fluctuations	-9.0	Fixed cost Fluctuations	-8.1				
	Expenses for growth strategy	-26.8	Expenses for growth strategy	-25.0				
	Steel, Oil Price etc. Fluctuations	-1.7						
Exchange rate	JPY 98/US \$		JPY 107/US \$		JPY 115/US \$			
Facility Investment	81.9	42.4%	78.0	-4.8%	120.0	53.9%		
Depreciation	41.6	16.7%	48.1	15.7%	55.0	14.3%		
R&D	66.6	8.9%	77.6	16.5%	91.0	17.3%		
Performance Evaluation, etc.			*Record-high Ordinary income		*Record-high Sales, Operation and Ordinary income			
			*Record-high shipment for CV overseas		*Record-high shipment for CV overseas			
Sales vol. : Japan			68	8.2%	73	6.3%	70	-3.4%
Sales vol. : Overseas			427	-9.2%	438	2.6%	450	2.6%
Sales vol. : CV Overseas			221	3.0%	248	12.5%	254	2.5%
Sales vol. : LCV Overseas			343	-17.1%	338	-1.5%	353	4.6%
Overseas Shipment Volume (Incl ; KD-Set)	564	-10.2%	586	3.9%	608	3.7%		

*Net income attributable to owners of parent

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

FY2015 (April '14 to March '15)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	1,257.1	676.7	229.4	2,163.2	-283.8	1,879.4
Operating income	82.5	79.8	8.9	171.2	-0.1	171.1
FY2014 (April '13 to March '14)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	1,179.5	701.3	190.1	2,071.0	-310.1	1,760.9
Operating income	85.9	83.4	6.5	175.8	-1.5	174.2

FY2015-Q4 (3 Months) (January '15 to March '15)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	354.3	195.8	60.4	610.5	-80.2	530.3
Operating income	20.3	25.8	1.8	47.8	0.3	48.2
FY2014-Q4 (3 Months) (January '14 to March '14)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	324.4	166.5	51.8	542.7	-74.1	468.7
Operating income	19.4	20.2	1.5	41.1	0.2	41.3