

Financial Summary: FY2017 Consolidated Results

- April 1 2016 through March 31 2017 -

Unit: JPY in billion

Fraction less than half omitted

Volume in thousand units

	FY2016 (April '15 to March '16)		FY2017 (April '16 to March '17)		FY2018 Forecast (April '17 to March '18)	
Net Sales:	1,927.0	2.5%	1,953.2	1.4%	1,990.0	1.9%
Japan	693.1	1.7%	788.4	13.7%	760.0	-3.6%
Overseas	1,233.8	3.0%	1,164.8	-5.6%	1,230.0	5.6%
Operating Income	171.6	0.3%	146.4	-14.6%	152.0	3.8%
% to sales	8.9%		7.5%		7.6%	
Ordinary Income	186.7	-0.4%	152.0	-18.6%	157.0	3.3%
% to sales	9.7%		7.8%		7.9%	
*Net Income	114.7	-2.0%	93.9	-18.2%	99.0	5.5%
% to sales	6.0%		4.8%		5.0%	
Operating Income : Increase or Decrease			Profit increase due to:		Profit increase due to:	
			Cost Reduction Activity	20.0	Cost Reduction Activity	17.0
		Steel, Oil Price etc. Fluctuations	4.9	FX	10.0	
		Changes in the closing dates of subsidiaries	3.0	Sales / Model mix	3.0	
				Fixed Cost Fluctuations	2.6	
		Profit decrease due to:		Profit decrease due to:		
		FX	-29.8	Steel, Oil Price etc. Fluctuations	-14.0	
		Sales / Model mix	-10.4	Expenses for growth strategy	-10.0	
		Expenses for growth strategy	-9.0	Changes in the closing dates of subsidiaries	-3.0	
		Fixed Cost Fluctuations	-3.9			
Exchange rate	JPY 120/US \$		JPY 109/US \$		JPY 110/US \$	
Facility Investment	98.0	25.6%	93.8	-4.3%	90.0	-4.1%
Depreciation	55.8	15.8%	58.8	5.5%	60.0	2.0%
R&D	91.1	17.4%	91.4	0.3%	98.0	7.2%
Performance Evaluation, etc.			•Increases in sales and decreases in profit		•Record-high Sales •Increases both in sales and profit	
Sales vol. : Japan			71	-3.1%	80	13.9%
Sales vol. : Overseas	438	-0.2%	426	-2.6%	429	0.7%
Shipment vol. : CV Overseas	238	-3.9%	221	-7.1%	206	-6.8%
Shipment vol. : LCV Overseas	349	3.3%	310	-11.1%	336	8.2%
Overseas Shipment Volume (Incl ; KD-Set)	587	0.2%	531	-9.5%	542	1.9%

*Net income attributable to owners of parent

※The 15-month financial result of 6 consolidated subsidiaries of the area in North America and 1 consolidated subsidiary of the Oceania area has been included in the above "FY2017 Consolidated Results" due to changes in the closing dates.

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

FY2017 (April '16 to March '17)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	1,332.8	625.8	329.2	2,287.7	-334.6	1,953.2
Operating income	74.8	55.1	17.4	147.2	-0.8	146.4
FY2016 (April '15 to March '16)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	1,303.8	702.5	267.8	2,274.2	-347.2	1,927.0
Operating income	83.0	79.0	11.6	173.6	-2.0	171.6