

Financial Summary: FY2019 Third-Quarter Consolidated Results

- April 1 2018 through December 31 2018 / October 1 2018 through December 31 2018 -

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

	FY2018 Q3[9 Months] (Apr '17 to Dec'17)	FY2019 Q3[9 Months] (Apr '18 to Dec'18)	FY2018 Q3[3MO.] (Oct '17 to Dec'17)	FY2019 Q3[3 Months] (Oct '18 to Dec'18)	FY2018 (Apr '17 to Mar '18)	FY2019 Forecast (Apr '18 to Mar '19)
Sales:	1,499.6 8.3%	1,588.4 5.9%	514.9	553.4 7.5%	2,070.4 6.0%	2,170.0 4.8%
Japan	574.4 0.5%	600.9 4.6%	183.8	209.5 14.0%	786.9 -0.2%	800.0 1.7%
Overseas	925.2 13.8%	987.5 6.7%	331.1	343.9 3.9%	1,283.5 10.2%	1,370.0 6.7%
Operating Income	123.0 12.2%	144.1 17.1%	48.9	56.6 15.8%	166.8 13.9%	184.0 10.3%
% to sales	8.2%	9.1%	9.5%	10.2%	8.1%	8.5%
Ordinary Income	133.6 13.7%	152.1 13.9%	50.8	58.8 15.8%	173.6 14.2%	192.0 10.6%
% to sales	8.9%	9.6%	9.9%	10.6%	8.4%	8.8%
Net income attributable to owners of parent	83.8 21.6%	93.9 12.1%	31.1	37.5 20.5%	105.7 12.6%	118.0 11.7%
% to sales	5.6%	5.9%	6.0%	6.8%	5.1%	5.4%
Operating Income: Increase or Decrease		<i>Profit increase due to:</i> Sales / Model mix 21.3 Material Cost Reduction 9.5 <i>Profit decrease due to:</i> Steel, Oil Price etc. Fluctuations -4.7 FX -3.5 Fixed Cost Fluctuations -1.5		<i>Profit increase due to:</i> Sales / Model mix 8.0 Material Cost Reduction 2.6 Fixed Cost Fluctuations 0.1 <i>Profit decrease due to:</i> Steel, Oil Price etc. Fluctuations -1.3 FX -1.7		<i>Profit increase due to:</i> Sales / Model mix 24.0 Material Cost Reduction 14.0 <i>Profit decrease due to:</i> Steel, Oil Price etc. Fluctuations -8.0 FX -7.0 Fixed Cost Fluctuations -5.8
Exchange rate	112/US \$	111/US \$	112/US \$	113/US \$	JPY 111/US \$	JPY 110/US \$
Facility Investment	50.4 -24.1%	48.7 -3.4%	22.1	14.2 -35.9%	76.6 -18.3%	89.0 16.2%
Depreciation	44.8 3.6%	45.6 1.7%	14.8	15.4 4.1%	59.9 1.9%	61.0 1.8%
R&D	68.7 1.6%	71.8 4.5%	20.1	21.0 4.5%	97.0 6.1%	102.0 5.2%
Performance Evaluation, etc.		<i>*Increases both in sales and profit</i>		<i>*Increases both in sales and profit</i>		<i>*Record-high Sales *Increases both in sales and profit</i>
Sales vol. : Japan	53 -7.5%	54 0.0%	16	18 9.9%	72 -10.1%	74 2.1%
Sales vol. : Overseas	311 -0.1%	337 8.4%	111	121 8.7%	430 0.9%	463 7.7%
Shipment vol. : CV Jaocan	62 -0.6%	62 0.4%	19	23 20.1%	80 -5.7%	84 4.5%
Shipment vol. : CV Overseas	156 -6.0%	173 11.5%	56	59 6.4%	213 -3.7%	229 7.6%
Shipment vol. : LCV Overseas	237 6.7%	256 8.1%	86	88 3.1%	332 7.0%	351 5.8%
Total Shipment Volume	455 1.0%	492 8.2%	161	171 6.3%	625 1.4%	664 6.2%

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

(Billions of yen)

FY2019-Q3 (9 Months) (April '18 to December '18)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
Total sales	1,050.4	584.6	313.9	1,948.9	-360.5	1,588.4
Operating income	69.2	71.8	7.5	148.6	-4.4	144.1

FY2018-Q3 (9 Months) (April '17 to December '17)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
Total sales	982.0	559.0	266.2	1,807.3	-307.6	1,499.6
Operating income	55.9	59.9	10.2	126.0	-2.9	123.0

(Billions of yen)

FY2019-Q3 (3 Months) (October '18 to December '18)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
Total sales	364.1	207.3	103.3	674.6	-121.3	553.4
Operating income	29.9	27.1	1.7	58.7	-2.1	56.6

FY2018-Q3 (3 Months) (October '17 to December '17)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
Total sales	326.0	205.5	93.8	625.3	-110.4	514.9
Operating income	19.6	25.0	3.5	48.2	0.8	48.9