

## FY2020 First-Quarter Supplement Material

- April 1 2019 through June 30 2019 -

Unit: JPY in billion

Fraction less than half omitted  
Volume in thousand units

### 【Consolidated】

	FY2019-1Q (April ' 18 to June ' 18)		FY2020-1Q (April ' 19 to June ' 19)		FY2020 Forecast (April ' 19 to March ' 20)	
Net Sales:	488.1	5.2%	509.1	4.3%	2,160.0	0.5%
Japan	180.0	0.1%	188.5	4.7%	830.0	1.3%
Overseas	308.1	8.5%	320.6	4.0%	1,330.0	0.0%
Operating Income	52.4	32.4%	46.0	-12.2%	165.0	-6.7%
% to sales	10.7%		9.0%		7.6%	
Ordinary Income	56.2	28.4%	44.0	-21.8%	170.0	-10.1%
% to sales	11.5%		8.6%		7.9%	
Net income attributable to owners of parent	38.1	16.0%	27.4	-28.1%	100.0	-11.9%
% to sales	7.8%		5.4%		4.6%	
Operating Income : Increase or Decrease			<b>Profit increase due to:</b> <b>Sales / Model mix</b> 1.4 <b>Cost Reduction Activity</b> 2.5  <b>Profit decrease due to:</b> <b>Steel, Oil Price etc. Fluctuations</b> -2.5 <b>FX</b> -3.1 <b>Fixed Cost Fluctuations, Others</b> -4.7		<b>Profit increase due to:</b> <b>Cost Reduction Activity</b> 12.0  <b>Profit decrease due to:</b> <b>Sales / Model mix</b> -1.0 <b>Steel, Oil Price etc. Fluctuations</b> -10.0 <b>FX</b> -4.0 <b>Fixed Cost Fluctuations, Others</b> -8.8	
Exchange rate	JPY 109/US \$		JPY 111/US \$		JPY 110/US \$	
Facility Investment	16.5	24.1%	15.9	-3.7%	98.0	35.5%
Depreciation	14.8	0.3%	15.4	3.6%	64.0	5.1%
R&D	19.4	-3.6%	20.5	5.8%	-102.0	3.0%
Performance Evaluation, etc.					*Record-high Sales	
Consolidated Sales vol. : Japan	15	-6.8%	18	14.7%	72	-3.9%
Overseas	103	6.6%	109	5.8%	455	-0.6%
Total Consolidated Sales Volume	427	4.6%	127	7.0%	527	-1.0%

Shipment vol. : CV Japan	17	-4.5%	19	14.9%	82	-2.2%
Shipment vol. : CV Overseas	56	17.4%	49	-12.9%	233	4.9%
Shipment vol. : LCV Overseas	83	14.4%	81	-3.1%	332	-2.8%
Total Shipment Volume (Incl; KD-Set)	156	13.0%	148	-5.0%	647	-0.1%

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

FY2020-1Q (April ' 19 to June ' 19)	Japan	Asia	Others	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	319.6	194.6	107.0	621.2	-112.2	509.1
Operating income	24.2	20.7	1.7	46.7	-0.6	46.0

FY2019-1Q (April ' 18 to June ' 18)	Japan	Asia	Others	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	328.7	182.2	99.2	610.1	-122.0	488.1
Operating income	28.0	22.1	2.8	52.8	-0.3	52.4

## FY2020 First-Quarter Supplement Material

– April 1 2019 through June 30 2019 –

### 【Detailed Volume】

①CV sales Vol by Region	FY18 1Q	①FY19 1Q	②FY20 1Q	②-①
Japan	17.8	17.0	<b>19.5</b>	+2.5
North America	6.5	7.8	<b>8.5</b>	+0.7
China	6.9	8.4	<b>6.8</b>	-1.6
Asia	14.7	18.6	<b>14.6</b>	-4.0
Indonesia	3.6	6.1	<b>3.7</b>	-2.4
Philippines	2.0	1.9	<b>1.5</b>	-0.4
Thailand	3.5	4.5	<b>3.9</b>	-0.7
Viet Nam	1.4	1.8	<b>0.8</b>	-1.1
Malaysia	1.0	0.7	<b>1.5</b>	+0.8
Other	3.2	3.5	<b>3.2</b>	-0.3
Europe	4.4	4.0	<b>2.1</b>	-1.9
Russia	1.5	1.0	<b>0.9</b>	-0.0
Ukraine	0.1	0.2	<b>0.1</b>	-0.0
Turkey	0.9	1.0	<b>0.1</b>	-0.9
Italy	1.9	1.9	<b>1.0</b>	-0.9
Other	0.0	0.0	<b>0.0</b>	+0.0
Mid/South America	4.1	3.9	<b>4.8</b>	+0.9
Chile	0.6	0.1	<b>0.4</b>	+0.4
Colombia	1.1	1.2	<b>1.2</b>	-0.0
Ecuador	0.4	0.3	<b>0.6</b>	+0.3
Venezuela	0.0	0.0	<b>0.0</b>	+0.0
Mexico	0.7	1.1	<b>1.2</b>	+0.1
Peru	0.2	0.0	<b>0.3</b>	+0.3
Other	1.1	1.2	<b>1.0</b>	-0.3
Mid East	4.5	4.8	<b>4.1</b>	-0.7
Saudi Arabia	0.5	1.5	<b>1.5</b>	+0.1
UAE	0.3	0.0	<b>0.0</b>	-0.0
Oman	0.4	0.0	<b>0.4</b>	+0.4
Other	3.2	3.4	<b>2.3</b>	-1.1
Africa	3.3	5.0	<b>4.9</b>	-0.1
Egypt	0.4	2.1	<b>2.2</b>	+0.2
South Africa	1.2	1.2	<b>1.1</b>	-0.1
Kenya	0.9	0.8	<b>1.0</b>	+0.2
Algeria	0.3	0.0	<b>0.0</b>	+0.0
Other	0.6	1.0	<b>0.7</b>	-0.3
Oceania	3.2	3.4	<b>2.8</b>	-0.5
Australia	2.6	2.8	<b>2.3</b>	-0.5
Other	0.6	0.6	<b>0.5</b>	-0.1
<b>Export Total</b>	<b>47.6</b>	<b>55.8</b>	<b>48.6</b>	<b>-7.2</b>
<b>Grand Total</b>	<b>65.4</b>	<b>72.8</b>	<b>68.2</b>	<b>-4.7</b>

Volume in thousand units

②LCV sales Vol by Region	FY18 1Q	①FY19 1Q	②FY20 1Q	②-①
Thailand	37.5	38.6	<b>41.3</b>	+2.7
China	6.4	10.4	<b>3.8</b>	-6.6
Thai Shipment	3.4	3.0	<b>1.9</b>	-1.1
Japan Shipment	2.9	7.4	<b>1.9</b>	-5.5
Asia	7.3	5.9	<b>3.3</b>	-2.6
Indonesia ThaiShipment	0.4	0.2	<b>0.2</b>	+0.1
Indonesia JapanShipment	0.8	0.3	<b>0.3</b>	+0.0
Philippines	2.7	2.4	<b>0.1</b>	-2.4
India	1.5	1.7	<b>1.2</b>	-0.5
Viet Nam	0.9	0.2	<b>0.4</b>	+0.2
Malaysia	0.7	0.5	<b>1.0</b>	+0.5
Other	0.2	0.6	<b>0.2</b>	-0.4
Europe	3.9	3.0	<b>6.7</b>	+3.7
Russia	0.1	0.1	<b>0.2</b>	+0.1
U.K	1.3	0.7	<b>3.1</b>	+2.4
Turkey	0.3	0.3	<b>0.0</b>	-0.3
Italy	0.9	0.7	<b>0.6</b>	-0.1
Other	1.3	1.2	<b>2.8</b>	+1.6
Mid/South America	4.6	3.4	<b>2.3</b>	-1.1
Chile	1.0	1.0	<b>0.0</b>	-1.0
Colombia	0.2	0.2	<b>0.5</b>	+0.3
Ecuador	1.9	0.8	<b>0.8</b>	+0.0
Other	1.5	1.4	<b>1.1</b>	-0.3
Mid East	0.8	2.2	<b>6.5</b>	+4.3
Saudi Arabia	0.1	2.0	<b>4.4</b>	+2.4
UAE	0.0	0.0	<b>0.1</b>	+0.1
Oman	0.1	0.0	<b>0.2</b>	+0.1
Other	0.6	0.2	<b>1.9</b>	+1.7
Africa	4.5	12.2	<b>9.2</b>	-3.0
Egypt	0.5	4.8	<b>3.5</b>	-1.3
South Africa	3.8	6.2	<b>5.6</b>	-0.5
Other	0.3	1.2	<b>0.1</b>	-1.1
Oceania	8.0	7.7	<b>7.6</b>	-0.1
Australia	6.8	6.8	<b>7.3</b>	+0.5
Other	1.3	0.9	<b>0.3</b>	-0.6
<b>Grand Total</b>	<b>72.9</b>	<b>83.4</b>	<b>80.9</b>	<b>-2.6</b>