

## Financial Summary: FY2020 Consolidated Results

- April 1 2019 through March 31 2020 -

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

	FY2019 (April '18 to March '19)		FY2020 (April '19 to March '20)		FY2021 Forecast (April '20 to March '21)	
Net Sales:	2,149.2	3.8%	2,079.9	-3.2%	1,700.0	-18.3%
Japan	819.2	4.1%	827.2	1.0%	700.0	-15.4%
Overseas	1,330.0	3.6%	1,252.7	-5.8%	1,000.0	-20.2%
Operating Income	176.8	6.0%	140.6	-20.5%	50.0	-64.4%
% to sales	8.2%		6.8%		2.9%	
Ordinary Income	189.0	8.9%	150.9	-20.2%	-	-
% to sales	8.8%		7.3%		-	
Net Income attributable to owners of parent	113.4	7.4%	81.2	-28.4%	-	-
% to sales	5.3%		3.9%		-	
Operating Income : Increase or Decrease			<i>Profit increase due to:</i> Cost Reduction Activity 12.0  <i>Profit decrease due to:</i> Sales / Model mix -20.9 FX -16.3  Steel, Oil Price etc. Fluctuations -8.5  Fixed Cost Fluctuations, Others -2.5		<i>Profit increase due to:</i> Fixed Cost Fluctuations, Others 11.4  Cost Reduction Activity 8.0 Steel, Oil Price etc. Fluctuations 0.0  <i>Profit decrease due to:</i> Sales / Model mix -100.0 FX -10.0	
Exchange rate	JPY 111/US \$		JPY 109/US \$		JPY 108/US \$	
Facility Investment	72.3	-5.6%	80.8	11.7%	81.0	0.3%
Depreciation	60.9	1.6%	62.7	2.8%	64.0	2.2%
R&D	99.0	2.1%	98.1	-0.9%	95.0	-3.1%
Performance / Evaluation, etc.			•Decreases both in sales and profit		•Decreases both in sales and profit	
Consolidated Sales vol. : Japan	74	3.0%	71	-4.1%	61	-14.5%
Consolidated Sales vol. : Overseas	458	6.6%	438	-4.4%	325	-25.8%
Total Consolidated Sales Vol	532	6.1%	509	-4.3%	386	-24.2%
Shipment vol. : CV Japan	83	4.1%	81	-2.4%	68	-16.0%
Shipment vol. : CV Overseas	222	3.5%	208	-6.6%	167	-19.6%
Shipment vol. : LCV Overseas	342	3.1%	311	-9.2%	241	-22.5%
Total Shipment Volume (Incl.;KD-Set)	648	3.4%	600	-7.4%	476	-20.6%

## &lt;The geographical(location of company) P/L information&gt;

(Billions of yen)

FY2020 (April '19 to March '20)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
Total sales	1,363.4	756.1	409.2	2,528.8	-448.8	2,079.9
Operating income	66.4	70.2	3.0	139.6	1.0	140.6
FY2019 (April '18 to March '19)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
Total sales	1,411.6	799.1	420.1	2,630.8	-481.6	2,149.2
Operating income	82.7	89.7	8.1	180.5	-3.7	176.8

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### 【Sales Volume Detail】

Volume in thousand units

CV sales Vol by Region	①FY19	②FY20	②-①
Japan	83.5	<b>81.4</b>	▲2.0
North America	30.5	<b>29.0</b>	▲1.6
China	33.1	<b>26.1</b>	▲7.0
Asia	75.7	<b>68.6</b>	▲7.1
Indonesia	26.1	<b>23.3</b>	▲2.8
Philippines	5.4	<b>7.8</b>	+2.4
Thailand	16.3	<b>14.4</b>	▲1.8
Viet Nam	7.4	<b>6.7</b>	▲0.7
Malaysia	5.3	<b>5.7</b>	+0.4
Other	15.2	<b>10.6</b>	▲4.7
Europe	17.0	<b>10.7</b>	▲6.3
Russia	4.5	<b>3.1</b>	▲1.4
Ukraine	0.6	<b>0.6</b>	▲0.0
Turkey	2.3	<b>1.8</b>	▲0.5
Italy	9.7	<b>5.3</b>	▲4.3
Other	0.0	<b>0.0</b>	▲0.0
Mid/South America	18.7	<b>20.4</b>	+1.7
Chile	1.1	<b>1.3</b>	+0.2
Colombia	5.6	<b>6.7</b>	+1.1
Ecuador	2.3	<b>1.9</b>	▲0.5
Venezuela	0.1	<b>0.0</b>	▲0.0
Mexico	3.5	<b>4.3</b>	+0.8
Peru	0.9	<b>1.5</b>	+0.6
Other	5.2	<b>4.7</b>	▲0.5
Mid East	16.7	<b>20.2</b>	+3.5
Saudi Arabia	4.9	<b>8.3</b>	+3.4
UAE	0.5	<b>1.1</b>	+0.6
Oman	0.8	<b>1.5</b>	+0.7
Other	10.5	<b>9.3</b>	▲1.2
Africa	18.5	<b>22.3</b>	+3.9
Egypt	8.3	<b>10.4</b>	+2.1
South Africa	3.6	<b>3.4</b>	▲0.2
Kenya	3.5	<b>4.5</b>	+1.0
Algeria	0.0	<b>0.0</b>	+0.0
Other	3.1	<b>4.0</b>	+0.9
Oceania	12.0	<b>10.2</b>	▲1.8
Australia	9.7	<b>8.0</b>	▲1.7
Other	2.3	<b>2.3</b>	▲0.1
<b>Export Total</b>	<b>222.2</b>	<b>207.6</b>	<b>▲14.6</b>
<b>Grand Total</b>	<b>305.7</b>	<b>289.0</b>	<b>▲16.6</b>

LCV sales Vol by Region	①FY19	②FY20	②-①
Thailand	163.3	<b>162.5</b>	▲0.8
China	23.8	<b>11.3</b>	▲12.4
Thai Sales	7.9	<b>5.9</b>	▲1.9
Japan Sales	15.9	<b>5.4</b>	▲10.5
Asia	23.7	<b>16.5</b>	▲7.2
Indonesia (Thai Sales)	1.1	<b>0.9</b>	▲0.2
Indonesia (Japan Sales)	1.7	<b>1.3</b>	▲0.4
Philippines	4.7	<b>6.4</b>	+1.7
India	8.8	<b>2.5</b>	▲6.4
Viet Nam	1.4	<b>0.6</b>	▲0.8
Malaysia	4.0	<b>3.9</b>	▲0.1
Other	1.9	<b>1.0</b>	▲0.9
Europe	18.7	<b>7.3</b>	▲11.4
Russia	0.3	<b>0.5</b>	+0.2
U.K	5.9	<b>3.1</b>	▲2.8
Turkey	0.8	<b>0.0</b>	▲0.8
Italy	5.7	<b>0.6</b>	▲5.1
Other	5.9	<b>3.0</b>	▲2.9
Mid/South America	20.4	<b>17.2</b>	▲3.2
Chile	4.6	<b>3.1</b>	▲1.6
Colombia	1.2	<b>2.0</b>	+0.8
Ecuador	8.3	<b>6.8</b>	▲1.6
Other	6.3	<b>5.4</b>	▲0.9
Mid East	14.9	<b>29.4</b>	+14.5
Saudi Arabia	11.8	<b>23.9</b>	+12.1
UAE	0.1	<b>0.3</b>	+0.1
Oman	0.4	<b>0.7</b>	+0.3
Other	2.6	<b>4.5</b>	+1.9
Africa	47.7	<b>43.3</b>	▲4.4
Egypt	19.8	<b>19.9</b>	+0.1
South Africa	20.9	<b>19.9</b>	▲0.9
Other	7.0	<b>3.5</b>	▲3.5
Oceania	29.7	<b>23.0</b>	▲6.7
Australia	26.8	<b>21.7</b>	▲5.1
Other	2.9	<b>1.4</b>	▲1.5
<b>Grand Total</b>	<b>342.1</b>	<b>310.6</b>	<b>▲31.5</b>