

## Financial Summary: FY3/2024 First-Half Consolidated Results – April 1 2023 through September 30 2023 –

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

|   | FY3/2023 1H<br>(April' 22 to September' 22) |        | FY3/2024 1H<br>(April' 23 to September' 23)  |        | FY3/2023<br>(April' 22 to March' 23) |       | FY3/2024 Forecast<br>(April' 23 to March' 24)   |        |
|---|---|--------|--|--------|--------------------------------------|-------|---|--------|
| Net Sales:                                  | 1,493.3                                     | 30.4%  | 1,638.0  | 9.7%   | 3,195.5                              | 27.1% | 3,400.0   | 6.4%   |
| Japan                                       | 446.2                                       | 9.1%   | 541.2  | 21.3%  | 989.8                                | 12.7% | 1,130.0   | 14.2%  |
| Overseas                                    | 1,047.1                                     | 42.2%  | 1,096.8  | 4.7%   | 2,205.7                              | 34.8% | 2,270.0   | 2.9%   |
| Operating Income                            | 112.2                                       | 15.3%  | 143.2  | 27.6%  | 253.5                                | 35.4% | 280.0   | 10.4%  |
| % to sales                                  | 7.5%  |        | 8.7%   |        | 7.9%                                 |       | 8.2%  |        |
| Ordinary Income                             | 125.5                                       | 17.7%  | 158.0  | 25.9%  | 269.9                                | 29.5% | 300.0   | 11.2%  |
| % to sales                                  | 8.4%  |        | 9.6%   |        | 8.4%                                 |       | 8.8%  |        |
| Net income attributable to owners of parent | 73.0  | 2.6%   | 88.1   | 20.7%  | 151.7                                | 20.2% | 165.0   | 8.7%   |
| % to sales                                  | 4.9%  |        | 5.4%   |        | 4.7%                                 |       | 4.9%  |        |
| Operating Income : Increase or Decrease     |   |        | <b>Profit increase due to:</b><br>Price Realization 43.0<br>Sales / Model mix 10.0<br>Cost Reduction 9.0<br>Activitv 1.5<br>FX<br><b>Profit decrease due to:</b><br>Material Cost etc. Fluctuations -23.0<br>Fixed Cost Fluctuations -6.9<br>Depreciation -2.6 |        |                                      |       | <b>Profit increase due to:</b><br>Price Realization 72.0<br>Sales / Model mix 17.0<br>Cost Reduction 9.0<br>Activitv 3.0<br>FX<br><b>Profit decrease due to:</b><br>Material Cost etc. Fluctuations -46.0<br>Fixed Cost Fluctuations -23.1<br>Depreciation -5.4 |        |
| Exchange rate                               | JPY 134/US \$                               |        | JPY 141/US \$  |        | JPY 136/US \$                        |       | JPY 141/US \$   |        |
| Facility Investment                         | 37.4  | 20.1%  | 47.7   | 27.5%  | 82.2                                 | 4.8%  | 140.0   | 70.3%  |
| Depreciation                                | 39.3  | 4.8%   | 41.9   | 6.6%   | 80.6                                 | 7.0%  | 86.0  | 6.7%   |
| R&D   | 59.9  | 21.9%  | 61.0   | 1.8%   | 119.0                                | 13.6% | 127.0   | 6.7%   |
| Performance / Evaluation, etc.              |   |        | •Highest 1H sales, operating, ordinary and net income  |        |                                      |       | •Highest sales, operating, ordinary and net income  |        |
| Sales vol. : Japan                          | 24  | -19.6% | 32   | 36.1%  | 58                                   | 6.0%  | 70  | 21.0%  |
| Sales vol. : Overseas                       | 345   | 18.6%  | 295  | -14.4% | 687                                  | 16.8% | 625   | -9.1%  |
| Total Consolidated Sales Volume             | 368   | 15.1%  | 327  | -11.2% | 745                                  | 15.8% | 695   | -6.7%  |
| Shipment vol. : CV Japan                    | 27  | -26.8% | 38   | 40.4%  | 67                                   | 3.6%  | 84  | 25.2%  |
| Shipment vol. : CV Overseas                 | 148   | 12.0%  | 122  | -17.1% | 287                                  | 3.0%  | 255   | -11.2% |
| Shipment vol. : LCV Overseas                | 208   | 27.7%  | 176  | -15.7% | 417                                  | 10.3% | 370   | -11.3% |
| Total Shipment Volume (Incl.;KD-Set)        | 383   | 15.3%  | 336  | -12.3% | 771                                  | 7.0%  | 709   | -8.1%  |

\*Note: Starting FY3/2024, KD-sets for overseas production has been reclassified and is included under the sales volume. Therefore, above FY3/2023-1H and FY3/2023 results has been reclassified for comparison purposes.

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

(Billions of yen)

| FY3/2024-1H<br>(April' 23 to September' 23) | Japan | Asia  | Other | Total   | Consl. adj. | Consolidated |
|---|-------|-------|-------|---------|-------------|--------------|
| <b>Total sales</b>                          | 966.0 | 661.9 | 428.4 | 2,056.3 | -418.3      | 1,638.0      |
| <b>Operating income</b>                     | 30.8  | 80.4  | 36.2  | 147.4   | -4.2        | 143.2        |

  

| FY3/2023-1H<br>(April' 22 to September' 22) | Japan | Asia  | Other | Total   | Consl. adj. | Consolidated |
|---|-------|-------|-------|---------|-------------|--------------|
| <b>Total sales</b>                          | 891.9 | 665.8 | 363.7 | 1,921.3 | -428.0      | 1,493.3      |
| <b>Operating income</b>                     | 36.0  | 73.1  | 14.8  | 123.9   | -11.7       | 112.2        |

## Financial Summary: FY3/2024 First-Half Consolidated Results

- April 1 2023 through September 30 2023 -

### 【Total Shipment Volume Detail】

Volume in thousand units

| CV sales Vol by Region | ①FY3/23<br>1H | ②FY3/24<br>1H | ②-①   | FY3/24<br>Plan |
|------------------------|---------------|---------------|-------|----------------|
| Japan                  | 23.1          | 33.3          | 10.3  | 74.4           |
| North America          | 14.7          | 21.9          | 7.2   | 46.2           |
| China                  | 19.1          | 9.5           | -9.6  | 20.3           |
| Asia                   | 49.6          | 38.1          | -11.5 | 77.0           |
| Indonesia              | 18.5          | 12.5          | -6.0  | 27.3           |
| Philippines            | 5.7           | 4.8           | -0.9  | 10.4           |
| Thailand               | 10.8          | 9.3           | -1.5  | 15.0           |
| Viet Nam               | 6.7           | 4.3           | -2.4  | 8.6            |
| Malaysia               | 3.5           | 3.4           | -0.1  | 6.8            |
| Other                  | 4.3           | 3.9           | -0.5  | 8.8            |
| Europe                 | 9.2           | 7.4           | -1.8  | 17.0           |
| U.K                    | 3.3           | 0.3           | -3.0  | 1.6            |
| Ukraine                | 0.3           | 0.6           | 0.3   | 1.1            |
| Turkey                 | 1.8           | 2.7           | 0.9   | 6.5            |
| Italy                  | 3.8           | 3.8           | 0.0   | 7.8            |
| Other                  | 0.0           | 0.0           | 0.0   | 0.0            |
| Mid/South America      | 15.6          | 8.9           | -6.6  | 19.2           |
| Chile                  | 1.4           | 0.3           | -1.0  | 0.7            |
| Colombia               | 6.4           | 0.3           | -6.1  | 2.3            |
| Ecuador                | 1.1           | 0.6           | -0.5  | 1.4            |
| Venezuela              | 0.0           | 0.0           | 0.0   | 0.1            |
| Mexico                 | 2.5           | 2.4           | -0.0  | 4.7            |
| Peru                   | 1.0           | 1.5           | 0.5   | 2.5            |
| Other                  | 3.2           | 3.7           | 0.5   | 7.5            |
| Mid East               | 14.6          | 15.0          | 0.4   | 30.8           |
| Saudi Arabia           | 8.9           | 9.4           | 0.5   | 18.9           |
| UAE                    | 1.0           | 1.0           | 0.0   | 2.2            |
| Oman                   | 0.8           | 0.6           | -0.2  | 1.5            |
| Other                  | 3.9           | 3.9           | 0.1   | 8.2            |
| Africa                 | 10.4          | 8.9           | -1.5  | 18.7           |
| Egypt                  | 3.1           | 2.0           | -1.1  | 5.1            |
| South Africa           | 2.1           | 2.1           | 0.0   | 4.1            |
| Kenya                  | 2.1           | 2.1           | 0.0   | 4.3            |
| Algeria                | 0.0           | 0.0           | 0.0   | 0.0            |
| Other                  | 3.1           | 2.7           | -0.5  | 5.2            |
| Oceania                | 9.6           | 8.1           | -1.5  | 16.0           |
| Australia              | 8.5           | 6.7           | -1.8  | 13.0           |
| Other                  | 1.1           | 1.5           | 0.3   | 3.0            |
| <b>Export Total</b>    | 142.8         | 117.7         | -25.1 | 245.1          |
| <b>Grand Total</b>     | 165.8         | 151.1         | -14.8 | 319.5          |

| LCV sales Vol by Region | ①FY3/23<br>1H | ②FY3/24<br>1H | ②-①   | FY3/24<br>Plan |
|-------------------------|---------------|---------------|-------|----------------|
| Thailand                | 103.7         | 60.5          | -43.2 | 129.1          |
| China                   | 6.2           | 4.7           | -1.5  | 10.3           |
| Thai Shipment           | 1.9           | 2.4           | 0.5   | 5.8            |
| Japan Shipment          | 4.4           | 2.3           | -2.0  | 4.4            |
| Asia                    | 12.4          | 12.2          | -0.2  | 24.5           |
| Indonesia               | 0.5           | 0.9           | 0.3   | 1.4            |
| Philippines             | 4.6           | 2.6           | -2.0  | 5.3            |
| India                   | 1.6           | 0.8           | -0.8  | 3.8            |
| Viet Nam                | 0.5           | 0.7           | 0.2   | 1.2            |
| Malaysia                | 4.5           | 6.7           | 2.2   | 11.1           |
| Other                   | 0.8           | 0.6           | -0.2  | 1.6            |
| Europe                  | 7.3           | 10.5          | 3.2   | 24.1           |
| U.K                     | 2.5           | 2.9           | 0.4   | 5.9            |
| Turkey                  | 0.8           | 0.7           | -0.1  | 1.6            |
| Italy                   | 1.6           | 2.1           | 0.5   | 4.8            |
| Other                   | 2.4           | 4.8           | 2.4   | 11.9           |
| Mid/South America       | 9.0           | 9.5           | 0.6   | 19.8           |
| Chile                   | 0.0           | 0.0           | 0.0   | 0.0            |
| Colombia                | 0.0           | 0.0           | 0.0   | 0.5            |
| Ecuador                 | 4.9           | 4.5           | -0.4  | 9.2            |
| Other                   | 4.1           | 5.0           | 1.0   | 10.1           |
| Mid East                | 17.3          | 18.4          | 1.1   | 31.0           |
| Saudi Arabia            | 13.8          | 16.2          | 2.4   | 26.2           |
| UAE                     | 0.5           | 0.1           | -0.4  | 0.3            |
| Oman                    | 0.6           | 0.2           | -0.4  | 0.5            |
| Other                   | 2.5           | 1.9           | -0.5  | 4.0            |
| Africa                  | 24.1          | 19.3          | -4.8  | 38.1           |
| Egypt                   | 6.8           | 4.1           | -2.7  | 6.5            |
| South Africa            | 16.1          | 14.0          | -2.2  | 28.8           |
| Other                   | 1.1           | 1.2           | 0.1   | 2.8            |
| Oceania                 | 18.4          | 26.9          | 8.5   | 67.8           |
| Australia               | 16.8          | 26.1          | 9.3   | 66.0           |
| Other                   | 1.6           | 0.7           | -0.9  | 1.8            |
| Other                   | 9.7           | 13.3          | 3.6   | 25.5           |
| <b>Grand Total</b>      | 208.2         | 175.5         | -32.9 | 370.2          |

| ③UDT CV sales Vol | ①FY3/23<br>1H | ②FY3/24<br>1H | ②-①  | FY3/24<br>Plan |
|-------------------|---------------|---------------|------|----------------|
| Japan             | 4.2           | 4.9           | 0.7  | 9.6            |
| Thailand          | 0.4           | 0.6           | 0.2  | 1.2            |
| Indonesia         | 0.8           | 0.9           | 0.1  | 1.7            |
| South Africa      | 1.6           | 1.1           | -0.4 | 2.8            |
| Australia         | 0.6           | 0.5           | -0.1 | 1.1            |
| Other             | 1.4           | 1.5           | 0.0  | 2.8            |
| <b>UDT Total</b>  | 9.1           | 9.6           | 0.5  | 19.2           |