

Financial Summary: FY2015 Third-Quarter Consolidated Results

- April 1 2014 through December 31 2014 / October 1 2014 through December 31 2014 -

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

	FY2014 Q3[9 Months] (Apr '13 to Dec'13)	FY2015 Q3[9 Months] (Apr '14 to Dec'14)	FY2014 Q3[3MO.] (Oct '13 to Dec'13)	FY2015 Q3[3 Months] (Oct '14 to Dec'14)	FY2014 (Apr '13 to Mar '14)	FY2015 Forecast (Apr '14 to Mar '15)
Sales:	1,292.2 9.0%	1,349.1 4.4%	417.0	467.0 12.0%	1,760.9 6.4%	1,850.0 5.1%
Japan	445.9 5.6%	488.6 9.6%	156.4	158.5 1.3%	630.6 6.5%	660.0 4.7%
Overseas	846.4 10.8%	860.5 1.7%	260.6	308.5 18.4%	1,130.3 6.3%	1,190.0 5.3%
Operating Income	132.9 47.2%	123.0 -7.5%	42.6	46.0 7.8%	174.2 33.2%	165.0 -5.3%
% to sales	10.3%	9.1%	10.2%	9.8%	9.9%	8.9%
Ordinary Income	142.6 50.3%	135.9 -4.7%	46.0	51.2 11.3%	186.6 31.7%	175.0 -6.2%
% to sales	11.0%	10.1%	11.0%	11.0%	10.6%	9.5%
Net Income	89.5 38.2%	82.4 -7.9%	32.7	32.8 0.4%	119.3 23.6%	100.0 -16.2%
% to sales	6.9%	6.1%	7.8%	7.0%	6.8%	5.4%
Operating Income: Increase or Decrease		Profit increase due to: Material cost reduction 10.1 Sales / Model mix 3.0 FX 3.9 Profit decrease due to: Steel, oil price etc. fluctuations -2.1 Fixed cost Fluctuations -6.7 Expenses for growth strateg -18.1		Profit increase due to: Material cost reduction 3.5 Sales / Model mix 5.5 FX 3.0 Profit decrease due to: Steel, oil price etc. fluctuations -0.4 Fixed cost Fluctuations -2.2 Expenses for growth strateg -6.0		Profit increase due to: Material cost reduction 15.0 Sales / Model mix 10.0 FX 3.0 Profit decrease due to: Steel, Oil Price etc. Fluctuations -3.0 Fixed cost Fluctuations -9.2 Expenses for growth strateg -25.0
Exchange rate	98/US \$	105/US \$	100/US \$	109/US \$	98/US \$	104/US \$
Facility Investment	50.4 34.9%	50.8 0.9%	15.6	18.1 16.1%	81.9 42.4%	100.0 22.1%
Depreciation	30.3 16.6%	35.1 16.0%	10.8	12.2 13.0%	41.6 16.7%	47.0 13.0%
R&D	48.4 11.2%	54.9 13.5%	14.5	17.9 23.7%	66.6 8.9%	76.0 14.1%
Performance Evaluation, etc.		Record-high Net Sales Record-high shipment for CV overseas		Record-high Net Sales Record-high Operating Income, Ordinary income and Net income		Increases in sales and decreases in profit Record-high shipment for CV overseas
Sales vol. : Japan	48 7.1%	52 8.5%	16	17 1.0%	68 8.2%	74 8.1%
Sales vol. : Overseas	321 -7.0%	318 -0.7%	98	112 13.8%	427 -9.2%	437 2.3%
Sales vol. : CV Overseas	164 4.9%	179 9.6%	56	59 5.9%	221 3.0%	243 10.3%
Sales vol. : LCV Overseas	258 -15.4%	251 -2.7%	71	83 17.2%	343 -17.1%	354 3.3%
Overseas Shipment Volume (Incl ; KD-Set)	422 -8.5%	430 2.1%	127	142 12.2%	564 -10.2%	598 6.1%

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

FY2015-Q3 (9 Months) (April '14 to December '14)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	902.8	480.9	169.0	1,552.7	-203.5	1,349.1
Operating income	62.2	54.1	7.2	123.4	-0.4	123.0

FY2014-Q3 (9 Months) (April '13 to December '13)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	855.1	534.8	138.3	1,528.3	-236.1	1,292.2
Operating income	66.5	63.2	4.9	134.7	-1.8	132.9

FY2015-Q3 (3 Months) (October '14 to December '14)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	301.5	183.8	55.5	540.8	-73.7	467.0
Operating income	22.2	21.6	2.8	46.6	-0.7	46.0

FY2014-Q3 (3 Months) (October '13 to December '13)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	288.9	154.2	47.2	490.4	-73.4	417.0
Operating income	24.3	16.1	1.7	42.1	0.5	42.6