

**Financial Summary: FY2018 Third-Quarter Consolidated Results**  
- April 1 2017 through December 31 2017 / October 1 2017 through December 31 2017 -Unit: JPY in billion  
Fraction less than half omitted  
Volume in thousand units

	FY2017 Q3 [9 Months] (Apr '16 to Dec'16)	FY2018 Q3 [9 Months] (Apr '17 to Dec'17)	FY2017 Q3 [3MO.] (Oct '16 to Dec'16)	FY2018 Q3 [3 Months] (Oct '17 to Dec'17)	FY2017 (Apr '16 to Mar '17)	FY2018 Forecast (Apr '17 to Mar '18)
Sales:	1,384.5 -2.2%	1,499.6 8.3%	476.4	514.9 8.1%	1,953.2 -1.4%	2,060.0 5.5%
Japan	571.6 15.7%	574.4 0.5%	193.9	183.8 -5.2%	788.4 13.7%	790.0 0.2%
Overseas	812.9 -11.8%	925.2 13.8%	282.5	331.1 17.2%	1,164.8 -5.6%	1,270.0 9.0%
Operating Income	109.7 -11.9%	123.0 12.2%	41.3	48.9 18.5%	146.4 -14.6%	164.0 12.0%
% to sales	7.9%	8.2%	8.7%	9.5%	7.5%	8.0%
Ordinary Income	117.5 -15.4%	133.6 13.7%	45.2	50.8 12.4%	152.0 -18.6%	175.0 15.1%
% to sales	8.5%	8.9%	9.5%	9.9%	7.8%	8.5%
*Net Income	68.9 -13.5%	83.8 21.6%	30.1	31.1 3.3%	93.9 -18.2%	109.0 16.1%
% to sales	5.0%	5.6%	6.3%	6.0%	4.8%	5.3%
Operating Income: Increase or Decrease		<b>Profit increase due to:</b> Material Cost Reduction 10.8 Sales / Model mix 9.3 FX 7.7 Fixed Cost Fluctuations, Others 1.1 <b>Profit decrease due to:</b> Steel, Oil Price etc. fluctuations -11.7 Expenses for growth strategy -3.9		<b>Profit increase due to:</b> Sales / Model mix 4.5 FX 4.4 Material Cost Reduction 2.9 Fixed Cost Fluctuations Others 0.4 <b>Profit decrease due to:</b> Steel, Oil Price etc. fluctuations -4.3 Expenses for growth strategy -0.3		<b>Profit increase due to:</b> Material Cost Reduction 17.0 Sales / Model mix 17.0 FX 8.0 Fixed Cost Fluctuations 2.6 <b>Profit decrease due to:</b> Steel, Oil Price etc. fluctuations -14.0 Expenses for growth strate: -10.0 Changes in the closing dates of subsidiaries -3.0
Exchange rate	108/US \$	112/US \$	106/US \$	112/US \$	JPY 109/US \$	111/US \$
Facility Investment	66.4 -2.8%	50.4 -24.1%	25.5	22.1 -13.1%	93.8 -4.3%	85.0 -9.4%
Depreciation	43.3 6.2%	44.8 3.6%	14.6	14.8 1.4%	58.8 5.5%	60.0 2.1%
R&D	67.6 2.0%	68.7 1.6%	19.8	20.1 1.3%	91.4 0.3%	98.0 7.2%
Performance Evaluation, etc.		<b>*Increases both in sales and profit</b>		<b>*Increases both in sales and profit</b>		<b>*Record-high Sales *Increases both in sales and profit</b>
Sales vol. : Japan	58 14.1%	53 -7.5%	19	16 -16.1%	80 13.9%	75 -7.0%
Sales vol. : Overseas	311 -2.8%	311 -0.1%	106	111 4.4%	426 -2.6%	431 1.1%
Shipment vol. : CV Overseas	165 -6.8%	156 -6.0%	54	56 3.6%	221 -7.1%	209 -5.7%
Shipment vol. : LCV Overseas	222 -13.1%	237 6.7%	80	86 7.6%	310 -11.1%	328 5.6%
Overseas Shipment Volume (Incl : KD-Set)	388 -10.5%	393 1.3%	134	142 6.0%	531 -9.5%	536 0.9%

\*Net income attributable to owners of parent

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

(Billions of yen)

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
FY2017-Q3 (9 Months) (April '16 to December '16)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
Total sales	972.1	452.4	202.4	1,627.0	-242.5	1,384.5
Operating income	57.0	40.0	11.3	108.3	1.4	109.7

(Billions of yen)

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
FY2017-Q3 (3 Months) (October '16 to December '16)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
Total sales	322.1	159.3	72.7	554.1	-77.7	476.4
Operating income	22.5	14.5	4.2	41.3	0.0	41.3