

FY2021 First-Quarter Supplement Material

- April 1 2020 through June 30 2020 -

Unit: JPY in billion

Fraction less than half omitted

Volume in thousand units

【Consolidated】

	FY2020-1Q (April '19 to June '19)		FY2021-1Q (April '20 to June '20)		FY2021 Forecast (April '20 to March '21)	
Net Sales:	509.1	4.3%	327.4	-35.7%	1,700.0	-18.3%
Japan	188.5	4.7%	167.0	-11.4%	700.0	-15.4%
Overseas	320.6	4.0%	160.5	-49.9%	1,000.0	-20.2%
Operating Income	46.0	-12.2%	2.2	-95.2%	50.0	-64.4%
% to sales	9.0%		0.7%		2.9%	
Ordinary Income	44.0	-21.8%	0.5	-98.8%	48.0	-68.2%
% to sales	8.6%		0.2%		2.8%	
Net income attributable to owners of parent	27.4	-28.1%	-9.8	-	12.0	-85.2%
% to sales	5.4%		-3.0%		0.7%	
Operating Income : Increase or Decrease			Profit increase due to:	Profit increase due to:		
			Cost Reduction Activity	1.2	Cost Reduction Activity	8.0
		Fixed Cost Fluctuations	2.0	Steel, Oil Price etc. Fluctuations	0.0	
		Allocation of COVID-19 expenses to extraordinary losses	3.0	Fixed Cost Fluctuations, Others	11.4	
		Profit decrease due to:	Profit decrease due to:			
		Sales / Model mix	-47.8	Sales / Model mix	-100.0	
		FX	-2.0	FX	-10.0	
		Steel, Oil Price etc. Fluctuations	-0.2			
Exchange rate	JPY 111/US \$		JPY 108/US \$		JPY 108/US \$	
Facility Investment	15.9	-3.7%	15.6	-1.5%	81.0	0.3%
Depreciation	15.4	3.6%	15.9	3.7%	64.0	2.2%
R&D	20.5	5.8%	19.3	-5.7%	95.0	-3.1%
Performance / Evaluation, etc.			•Decreases both in sales and profit		•Decreases both in sales and profit	
Consolidated Sales vol. : Japan	18	14.7%	13	-26.5%	61	-14.5%
Consolidated Sales vol. : Overseas	109	5.8%	48	-56.3%	325	-25.8%
Total Consolidated Sales Volume	127	7.0%	61	-52.1%	386	-24.2%

Shipment vol. : CV Japan	19	14.9%	15	-25.4%	69	-15.1%
Shipment vol. : CV Overseas	49	-12.9%	33	-33.1%	170	-18.3%
Shipment vol. : LCV Overseas	81	-3.1%	30	-62.5%	245	-21.0%
Total Shipment Volume (Incl; KD-Set)	148	-5.0%	77	-47.9%	484	-19.3%

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

(Billions of yen)

FY2021-1Q (April '20 to June '20)	Japan	Asia	Others	Total	Consl. adj.	Consolidated
Total sales	242.2	77.6	75.4	395.1	-67.7	327.4
Operating income	0.2	-0.2	1.8	1.8	0.4	2.2

FY2020-1Q (April '19 to June '19)	Japan	Asia	Others	Total	Consl. adj.	Consolidated
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

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【Total Shipment Volume Detail】

① CV sales Vol by Region					② LCV sales Vol by Region				
	FY19 1Q	①FY20 1Q	②FY21 1Q	②-①		FY19 1Q	①FY20 1Q	②FY21 1Q	②-①
Japan	17.0	19.5	14.6	▲4.9	Thailand	38.6	41.3	11.9	▲29.4
North America	7.8	8.5	4.4	▲4.1	China	10.4	3.8	2.7	▲1.1
China	8.4	6.8	8.8	+2.0	Thai Shipment	3.0	1.9	1.1	▲0.8
Asia	18.6	14.6	7.3	▲7.3	Japan Shipment	7.4	1.9	1.6	▲0.3
Indonesia	6.1	3.7	1.5	▲2.2	Asia	5.9	3.3	1.3	▲2.0
Philippines	1.9	1.5	0.4	▲1.1	Indonesia Thai Shipment	0.2	0.2	0.1	▲0.1
Thailand	4.5	3.9	1.4	▲2.5	Indonesia Japan Shipment	0.3	0.3	0.0	▲0.3
Viet Nam	1.8	0.8	2.8	+2.0	Philippines	2.4	0.1	0.5	+0.4
Malaysia	0.7	1.5	0.1	▲1.4	India	1.7	1.2	0.4	▲0.8
Other	3.5	3.2	1.1	▲2.1	Viet Nam	0.2	0.4	0.0	▲0.4
Europe	4.0	2.1	0.9	▲1.2	Malaysia	0.5	1.0	0.2	▲0.8
Russia	1.0	0.9	0.2	▲0.7	Other	0.6	0.2	0.1	▲0.1
Ukraine	0.2	0.1	0.0	▲0.1	Europe	3.0	6.7	0.0	▲6.7
Turkey	1.0	0.1	0.2	+0.1	Russia	0.1	0.2	0.0	▲0.2
Italy	1.9	1.0	0.5	▲0.5	U.K	0.7	3.1	0.0	▲3.1
Other	0.0	0.0	0.0	+0.0	Turkey	0.3	0.0	0.0	+0.0
Mid/South America	3.9	4.8	2.7	▲2.1	Italy	0.7	0.6	0.0	▲0.6
Chile	0.1	0.4	0.1	▲0.3	Other	1.2	2.8	0.0	▲2.8
Colombia	1.2	1.2	1.0	▲0.2	Mid/South America	3.4	2.3	0.8	▲1.5
Ecuador	0.3	0.6	0.2	▲0.4	Chile	1.0	0.0	0.0	+0.0
Venezuela	0.0	0.0	0.0	▲0.0	Colombia	0.2	0.5	0.1	▲0.4
Mexico	1.1	1.2	0.4	▲0.8	Ecuador	0.8	0.8	0.0	▲0.8
Peru	0.0	0.3	0.2	▲0.1	Other	1.4	1.1	0.7	▲0.4
Other	1.2	1.0	0.8	▲0.2	Mid East	2.2	6.5	4.4	▲2.1
Mid East	4.8	4.1	2.4	▲1.7	Saudi Arabia	2.0	4.4	3.7	▲0.7
Saudi Arabia	1.5	1.5	0.6	▲0.9	UAE	0.0	0.1	0.1	+0.0
UAE	0.0	0.0	0.2	+0.2	Oman	0.0	0.2	0.2	+0.0
Oman	0.0	0.4	0.2	▲0.2	Other	0.2	1.9	0.4	▲1.5
Other	3.4	2.3	1.4	▲0.9	Africa	12.2	9.2	6.8	▲2.4
Africa	5.0	4.9	3.2	▲1.7	Egypt	4.8	3.5	3.5	+0.0
Egypt	2.1	2.2	1.9	▲0.3	South Africa	6.2	5.6	2.2	▲3.4
South Africa	1.2	1.1	0.2	▲0.9	Other	1.2	0.1	1.1	+1.0
Kenya	0.8	1.0	0.4	▲0.6	Oceania	7.7	7.6	2.4	▲5.2
Algeria	0.0	0.0	0.0	+0.0	Australia	6.8	7.3	2.2	▲5.1
Other	1.0	0.7	0.7	+0.0	Other	0.9	0.3	0.2	▲0.1
Oceania	3.4	2.8	2.8	▲0.0	Grand Total	83.4	80.9	30.3	▲50.6
Australia	2.8	2.3	2.5	+0.2					
Other	0.6	0.5	0.3	▲0.2					
Export Total	55.8	48.6	32.5	▲16.1					
Grand Total	72.8	68.2	47.1	▲21.1					

Volume in thousand units