

Financial Summary: FY2021 First-half Consolidated Results

- April 1 2020 through September 30 2020 -

Unit: JPY in billion

Fraction less than half omitted

Volume in thousand units

	FY2020 1H (April' 19 to September' 19)		FY2021 1H (April' 20 to September' 20)		FY2020 (April' 19 to March' 20)		FY2021 Forecast (April' 20 to March' 21)	
Net Sales:	1,020.1	-1.4%	792.9	-22.3%	2,079.9	-3.2%	1,800.0	-13.5%
Japan	417.1	6.6%	360.5	-13.6%	827.2	1.0%	730.0	-11.8%
Overseas	603.0	-6.3%	432.4	-28.3%	1,252.7	-5.8%	1,070.0	-14.6%
Operating Income	71.4	-18.4%	16.8	-76.5%	140.6	-20.5%	70.0	-50.2%
% to sales	7.0%		2.1%		6.8%		3.9%	
Ordinary Income	73.5	-21.3%	17.0	-76.9%	150.9	-20.2%	70.0	-53.6%
% to sales	7.2%		2.1%		7.3%		3.9%	
Net income attributable to owners of parent	39.8	-29.4%	-1.7	-	81.2	-28.4%	19.0	-
% to sales	3.9%		-0.2%		3.9%		1.1%	
Operating Income : Increase or Decrease			Profit increase due to: Material Cost Reduction 3.0 Fixed Cost Fluctuations 10.7 Allocation of COVID-19 expenses to extraordinary losses 3.3 Steel, Oil Price etc. Fluctuations 0.0 Profit decrease due to: Sales / Model mix -70.0 FX -1.6				Profit increase due to: Material Cost Reduction 8.0 Fixed Cost Fluctuations 10.1 Allocation of COVID-19 expenses to extraordinary losses 3.3 Steel, Oil Price etc. Fluctuations 0.0 Profit decrease due to: Sales / Model mix -86.0 FX -6.0	
Exchange rate	JPY 109/US \$		JPY 107/US \$		JPY 109/US \$		JPY 106/US \$	
Facility Investment	36.9	7.0%	34.5	-6.5%	80.8	11.7%	74.0	-8.4%
Depreciation	31.0	2.7%	32.7	5.3%	62.7	2.8%	65.0	3.7%
R&D	50.1	-1.4%	42.7	-14.7%	98.1	-0.9%	93.0	-5.2%
Performance Evaluation, etc.			•Decrease in Sales and profit				•Decrease in Sales and profit	
Sales vol. : Japan	40	11.1%	29	-26.8%	71	-4.1%	61	-14.5%
Sales vol. : Overseas	207	-4.3%	142	-31.3%	438	-4.4%	355	-18.9%
Total Consolidated Sales Volume	246	-2.1%	171	-30.6%	509	-4.3%	416	-18.3%
Shipment vol. : CV Japan	45	14.0%	33	-26.7%	81	-2.4%	70	-14.4%
Shipment vol. : CV Overseas	106	-5.5%	77	-27.1%	208	-6.6%	178	-14.4%
Shipment vol. : LCV Overseas	146	-13.3%	105	-27.9%	311	-9.2%	274	-11.7%
Total Shipment Volume (Incl;KD-Set)	297	-7.2%	215	-27.4%	600	-7.4%	522	-13.0%

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

(Billions of yen)

FY2021-H1 (April' 20 to September' 20)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
Total sales	532.0	260.5	154.4	946.8	-154.0	792.9
Operating income	-2.5	14.0	2.3	13.9	2.9	16.8
FY2020-H1 (April' 19 to September' 19)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
Total sales	684.0	354.3	207.6	1,245.9	-225.8	1,020.1
Operating income	34.1	34.2	2.8	71.2	0.2	71.4

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【Total Shipment Volume Detail】

Volume in thousand units

CV sales Vol by Region	①FY20 1H	②FY21 1H	②-①	FY21 Plan
Japan	45.2	33.1	-12.1	69.7
North America	16.7	10.4	-6.2	21.2
China	16.5	22.3	+5.9	44.8
Asia	31.7	17.2	-14.5	46.8
Indonesia	8.3	2.5	-5.8	12.1
Philippines	3.6	1.9	-1.7	4.7
Thailand	8.0	5.1	-2.8	11.0
Viet Nam	2.9	4.3	+1.4	8.6
Malaysia	3.0	0.9	-2.1	3.6
Other	6.0	2.5	-3.5	6.8
Europe	6.2	3.6	-2.6	9.0
Russia	2.5	0.7	-1.8	1.8
Ukraine	0.3	0.1	-0.1	0.5
Turkey	0.6	1.1	+0.5	2.8
Italy	2.9	1.7	-1.2	3.9
Other	0.0	0.0	+0.0	0.0
Mid/South America	9.0	4.8	-4.2	12.7
Chile	0.8	0.1	-0.6	0.8
Colombia	2.5	2.0	-0.5	4.8
Ecuador	1.0	0.3	-0.7	1.2
Venezuela	0.0	0.0	-0.0	0.0
Mexico	1.9	0.6	-1.3	1.6
Peru	0.8	0.5	-0.3	1.1
Other	2.1	1.3	-0.8	3.2
Mid East	9.2	5.8	-3.4	14.7
Saudi Arabia	3.3	2.7	-0.6	7.4
UAE	0.4	0.3	-0.2	0.9
Oman	0.7	0.3	-0.4	0.9
Other	4.7	2.5	-2.2	5.5
Africa	11.2	8.2	-3.0	19.0
Egypt	5.2	4.6	-0.6	10.1
South Africa	2.1	0.8	-1.3	2.2
Kenya	2.1	0.7	-1.4	2.3
Algeria	0.0	0.0	+0.0	0.0
Other	1.8	2.0	+0.2	4.4
Oceania	5.4	4.9	-0.6	9.5
Australia	4.5	4.3	-0.2	7.7
Other	1.0	0.6	-0.4	1.8
Export Total	105.9	77.2	-28.7	177.7
Grand Total	151.0	110.3	-40.7	247.4

LCV sales Vol by Region	①FY20 1H	②FY21 1H	②-①	FY21 Plan
Thailand	70.0	54.6	-15.4	150.1
China	7.2	9.8	+2.6	19.0
Thai Shipment	3.1	2.4	-0.7	4.4
Japan Shipment	4.1	7.4	+3.3	14.6
Asia	8.0	2.9	-5.1	8.1
Indonesia Thai Shipment	0.7	0.2	-0.5	0.3
Indonesia Japan Shipment	0.8	0.0	-0.8	0.0
Philippines	1.3	0.6	-0.7	1.1
India	2.1	1.0	-1.1	3.8
Viet Nam	0.4	0.0	-0.4	0.2
Malaysia	2.0	0.8	-1.2	1.8
Other	0.6	0.3	-0.3	0.9
Europe	7.1	2.1	-5.0	5.8
Russia	0.3	0.0	-0.3	0.2
U.K	3.1	0.0	-3.1	1.1
Turkey	0.0	0.1	+0.1	0.3
Italy	0.6	1.0	+0.4	2.0
Other	3.0	1.0	-2.0	2.2
Mid/South America	6.5	1.1	-5.4	3.6
Chile	1.4	0.0	-1.4	0.3
Colombia	0.8	0.1	-0.7	0.5
Ecuador	2.0	0.0	-1.9	0.4
Other	2.4	0.9	-1.4	2.4
Mid East	13.2	5.7	-7.6	14.4
Saudi Arabia	9.9	4.6	-5.4	10.4
UAE	0.1	0.0	-0.1	0.1
Oman	0.3	0.3	-0.0	0.5
Other	2.8	0.8	-2.1	3.4
Africa	19.5	15.2	-4.2	34.1
Egypt	8.5	8.3	-0.2	18.4
South Africa	10.6	5.3	-5.3	12.9
Other	0.4	1.6	+1.2	2.8
Oceania	14.3	11.5	-2.8	20.6
Australia	13.6	10.6	-2.9	19.4
Other	0.8	0.9	+0.1	1.2
Grand Total	145.8	102.9	-42.9	255.7