

Financial Summary: FY2021 Third-Quarter Consolidated Results

- April 1 2020 through December 31 2020 / October 1 2020 through December 31 2020 -

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

	FY2020 Q3[9 Months] (Apr '19 to Dec '19)		FY2021 Q3[9 Months] (Apr '20 to Dec '20)		FY2020 Q3[3MO.] (Oct '19 to Dec '19)		FY2021 Q3[3 Months] (Oct '20 to Dec '20)		FY2020 (Apr '19 to Mar '20)		FY2021 Forecast (Apr '20 to Mar '21)	
Sales:	1,518.3	-4.4%	1,308.2	-13.8%	498.2		515.3	3.4%	2,079.9	-3.2%	1,900.0	-8.7%
Japan	602.7	0.3%	539.1	-10.6%	185.6		178.6	-3.8%	827.2	1.0%	730.0	-11.8%
Overseas	915.6	-7.3%	769.1	-16.0%	312.6		336.7	7.7%	1,252.7	-5.8%	1,170.0	-6.6%
Operating Income	113.7	-21.1%	63.0	-44.5%	42.3		46.2	9.3%	140.6	-20.5%	90.0	-36.0%
% to sales	7.5%		4.8%		8.5%		9.0%		6.8%		4.7%	
Ordinary Income	117.3	-22.9%	66.3	-43.5%	43.8		49.4	12.6%	150.9	-20.2%	92.0	-39.0%
% to sales	7.7%		5.1%		8.8%		9.6%		7.3%		4.8%	
Net income attributable to owners of parent % to sales	67.4	-28.3%	28.5	-57.8%	27.6		30.2	9.6%	81.2	-28.4%	32.0	-60.6%
	4.4%		2.2%		5.5%		5.9%		3.9%		1.7%	
Operating Income: Increase or Decrease			<i>Profit increase due to:</i>				<i>Profit increase due to:</i>				<i>Profit increase due to:</i>	
			Material Cost Reduction	5.2			Sales / Model mix	1.0			Material Cost Reduction	9.0
			Fixed Cost Fluctuations	11.5			Material Cost Reduction	2.2			Fixed Cost Fluctuations	6.1
			Allocation of COVID-19 expenses to extraordinary losses	3.3			Fixed Cost Fluctuations	0.8			Allocation of COVID-19 expenses to extraordinary losses	3.3
			Steel, Oil Price etc. Fluctuations	0.0			Steel, Oil Price etc. Fluctuations	0.0			Steel, Oil Price etc. Fluctuations	0.0
			<i>Profit decrease due to:</i>				<i>Profit decrease due to:</i>				<i>Profit decrease due to:</i>	
			Sales / Model mix	-69.0			FX	-0.1			Sales / Model mix	-67.0
			FX	-1.7							FX	-2.0
Exchange rate	109/US \$		106/US \$		109/US \$		104/US \$		JPY 109/US \$		JPY 106/US \$	
Facility Investment	57.3	17.7%	51.5	-10.1%	20.5		17.1	-16.7%	80.8	11.7%	74.0	-8.4%
Depreciation	46.6	2.1%	49.3	5.9%	15.5		16.6	7.2%	62.7	2.8%	65.0	3.7%
R&D	69.7	-2.9%	63.0	-9.7%	19.7		20.3	2.9%	98.1	-0.9%	93.0	-5.2%
Performance Evaluation, etc.			*Decreases both in sales and profit				*Decreases both in sales and profit				*Decreases both in sales and profit	
Sales vol. : Japan	53	-1.0%	43	-18.6%	13		14	5.7%	71	-4.1%	61	-14.5%
Sales vol. : Overseas	315	-6.4%	256	-18.7%	108		114	5.2%	438	-4.4%	388	-11.4%
Total Consolidated Sales Volume	368	-5.7%	299	-18.7%	122		128	5.3%	509	-4.3%	449	-11.8%

【Global Sales Volume】

CV Japan	60	1.5%	49	-18.8%	15		16	4.8%	81	-2.4%	70	-14.2%
CV Overseas	152	-10.9%	126	-17.1%	46		49	5.7%	208	-6.6%	192	-7.3%
LCV Overseas	221	-13.7%	198	-10.4%	76		94	23.6%	311	-9.2%	298	-4.0%
Total Global Sales Volume	434	-10.8%	373	-14.0%	137		158	15.5%	600	-7.4%	560	-6.5%

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

(Billions of yen)

FY2021-Q3 (9 Months) (April '20 to December '20)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
Total sales	839.3	498.7	241.1	1,579.1	-270.9	1,308.2
Operating income	17.4	38.3	4.5	60.1	3.0	63.0

FY2020-Q3 (9 Months) (April '19 to December '19)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
Total sales	997.2	550.9	306.0	1,854.1	-335.9	1,518.3
Operating income	54.7	54.4	3.8	112.9	0.7	113.7

(Billions of yen)

FY2021-Q3 (3 Months) (October '20 to December '20)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
Total sales	307.3	238.2	86.8	632.3	-116.9	515.3
Operating income	19.9	24.2	2.2	46.2	0.0	46.2

FY2020-Q3 (3 Months) (October '19 to December '19)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
Total sales	313.1	196.7	98.4	608.2	-110.1	498.2
Operating income	20.6	20.2	1.0	41.8	0.5	42.3

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【Sales Volume Detail】

Volume in thousand units

CV sales Vol by Region	①FY20 3Q	②FY21 3Q	②-①	FY21 Plan
Japan	15.1	15.8	+0.7	69.9
North America	6.8	5.0	▲1.8	22.6
China	2.2	10.6	+8.3	45.0
Asia	17.3	14.4	▲2.9	49.4
Indonesia	7.5	3.2	▲4.3	11.0
Philippines	1.5	2.0	+0.5	5.9
Thailand	3.4	3.8	+0.4	12.2
Viet Nam	1.9	2.6	+0.7	9.3
Malaysia	1.6	1.3	▲0.3	3.6
Other	1.4	1.5	+0.1	7.5
Europe	1.6	2.7	+1.1	10.9
Russia	0.2	0.6	+0.4	2.2
Ukraine	0.2	0.2	▲0.1	0.3
Turkey	0.4	0.7	+0.3	2.5
Italy	0.8	1.2	+0.5	5.8
Other	0.0	0.0	+0.0	0.0
Mid/South America	5.3	4.3	▲1.0	16.3
Chile	0.3	0.2	▲0.1	1.0
Colombia	2.0	1.6	▲0.4	6.2
Ecuador	0.5	0.5	+0.0	1.4
Venezuela	0.0	0.0	+0.0	0.0
Mexico	1.1	0.5	▲0.6	2.1
Peru	0.3	0.6	+0.3	1.6
Other	1.1	1.0	▲0.1	4.0
Mid East	5.9	3.7	▲2.2	16.4
Saudi Arabia	2.8	2.0	▲0.9	7.9
UAE	0.3	0.3	▲0.0	0.9
Oman	0.4	0.3	▲0.2	0.9
Other	2.3	1.2	▲1.1	6.7
Africa	5.1	5.5	+0.4	21.0
Egypt	2.5	2.9	+0.5	10.5
South Africa	0.5	0.5	▲0.0	2.2
Kenya	1.4	0.8	▲0.6	2.8
Algeria	0.0	0.0	+0.0	0.0
Other	0.8	1.3	+0.6	5.5
Oceania	1.9	2.5	+0.6	10.8
Australia	1.3	2.1	+0.8	9.2
Other	0.6	0.4	▲0.2	1.6
Export Total	46.2	48.8	+2.6	192.4
Grand Total	61.2	64.6	+3.3	262.2

LCV sales Vol by Region	①FY20 3Q	②FY21 3Q	②-①	FY21 Plan
Thailand	41.5	53.3	+11.8	150.8
China	1.3	4.7	+3.5	19.4
Thai Sales	0.5	1.8	+1.3	7.1
Japan Sales	0.8	2.9	+2.2	12.2
Asia	5.4	2.1	▲3.3	9.4
Indonesia Thai Sales	0.1	0.0	▲0.1	0.4
Indonesia Japan Sales	0.4	0.0	▲0.4	0.0
Philippines	2.1	0.0	▲2.1	2.4
India	1.6	0.8	▲0.8	2.6
Viet Nam	0.2	0.0	▲0.2	0.2
Malaysia	0.8	1.0	+0.2	3.1
Other	0.2	0.3	+0.2	0.9
Europe	0.1	3.0	+2.9	10.6
Russia	0.1	0.0	▲0.1	0.2
U.K	0.0	0.8	+0.8	2.8
Turkey	0.0	0.1	+0.1	0.7
Italy	0.0	0.4	+0.4	2.5
Other	0.0	1.6	+1.6	4.5
Mid/South America	5.5	0.6	▲4.9	3.5
Chile	1.1	0.0	▲1.1	0.0
Colombia	0.8	0.0	▲0.8	0.1
Ecuador	2.1	0.0	▲2.1	0.4
Other	1.5	0.6	▲0.9	3.0
Mid East	8.8	2.5	▲6.3	13.5
Saudi Arabia	7.5	1.7	▲5.8	9.7
UAE	0.0	0.0	▲0.0	0.1
Oman	0.3	0.1	▲0.1	0.7
Other	1.1	0.7	▲0.3	3.0
Africa	10.3	12.3	+2.0	43.1
Egypt	5.5	6.6	+1.2	22.4
South Africa	3.7	4.7	+1.1	16.7
Other	1.1	0.9	▲0.2	4.0
Oceania	2.8	7.8	+5.0	32.0
Australia	2.4	7.2	+4.7	29.1
Other	0.4	0.7	+0.3	2.9
Grand Total	75.7	86.5	+10.8	282.4