

FY3/2024 First-Quarter Supplement Material

- April 1 2023 through June 30 2023 -

Unit: JPY in billion

Fraction less than half omitted

Volume in thousand units

	FY3/2023-1Q (April '22 to June '22)		FY3/2024-1Q (April '23 to June '23)		FY3/2024 Forecast (April '23 to March '24)	
Net Sales:	688.2	29.9%	775.5	12.7%	3,300.0	3.3%
Japan	207.6	20.4%	253.3	22.0%	1,160.0	17.2%
Overseas	480.6	34.6%	522.2	8.7%	2,140.0	-3.0%
Operating Income	54.8	-7.7%	68.6	25.3%	260.0	2.6%
% to sales	8.0%		8.8%		7.9%	
Ordinary Income	58.8	-5.4%	74.9	27.3%	275.0	1.9%
% to sales	8.5%		9.7%		8.3%	
Net income attributable to owners of parent	36.1	-22.4%	45.0	24.9%	155.0	2.2%
% to sales	5.2%		5.8%		4.7%	
Operating Income : Increase or Decrease			Profit increase due to:		Profit increase due to:	
			Price Realization	16.0	Price Realization	70.0
			Sales / Model mix	8.0	Sales / Model mix	32.0
			Cost Reduction Activity	4.5	Cost Reduction Activity	16.0
			FX	1.5		
			Profit decrease due to:		Profit decrease due to:	
			Material Cost etc. Fluctuation	-14.0	Material Cost etc. Fluctuation	-64.0
			Depreciation Cost	-1.4	Fixed Cost Fluctuation	-24.1
			Fixed Cost Fluctuation	-0.8	FX	-18.0
					Depreciation Cost	-5.4
Exchange rate	JPY 130/US \$		JPY 138/US \$		JPY 130/US \$	
Facility Investment	18.5	66.7%	21.2	15.0%	140.0	70.3%
Depreciation	19.2	12.8%	20.6	7.2%	86.0	6.7%
R&D	27.6	46.1%	25.0	-9.4%	125.0	5.0%
Performance / Evaluation, etc.			*Sales and incomes growth. *Record high Sales, Operating Income, and Ordinary Income for the 1Q		*Record high sales and incomes.	
Consolidated Sales vol. : Japan	10	-26.5%	15	54.2%	75	29.7%
Consolidated Sales vol. : Overseas	158	13.3%	143	-9.6%	661	-3.8%
Total Consolidated Sales Volume	168	9.8%	158	-5.8%	736	-1.2%

Global Unit Sales

Shipment vol. : CV Japan	11	-34.8%	17	53.4%	90	33.3%
Shipment vol. : CV Overseas	66	7.3%	54	-17.9%	275	-4.1%
Shipment vol. : LCV Overseas	100	17.7%	93	-7.2%	390	-6.6%
Total Shipment Volume	177	8.0%	164	-7.4%	755	-2.2%

*Note: Starting FY3/2024, KD-sets for overseas production has been reclassified and is included under the shipment volume.

Therefore, above FY3/2023-1Q results has been reclassified for comparison purposes.

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

(Billions of yen)

FY3/2024-1Q (April '23 to June '23)	Japan	Asia	Others	Total	Consl. adj.	Consolidated
Total sales	446.2	327.2	199.5	972.9	-197.4	775.5
Operating income	16.5	34.8	16.1	67.4	1.2	68.6

FY3/2023-1Q (April '22 to June '22)	Japan	Asia	Others	Total	Consl. adj.	Consolidated
Total sales	409.3	313.0	158.5	880.8	-192.6	688.2
Operating income	13.2	35.5	6.3	55.0	-0.2	54.8

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【Total Shipment Volume Detail】

Volume in thousand units

CV sales Vol by Region	①FY3/23 1Q	②FY3/24 1Q	②-①	FY3/24 Plan
Japan	9.2	14.6	5.4	79.6
North America	5.7	10.2	4.5	46.1
China	6.9	4.1	-2.8	25.5
Asia	23.2	16.2	-7.0	90.0
Indonesia	7.9	4.1	-3.8	40.8
Philippines	2.7	2.1	-0.6	10.0
Thailand	5.7	3.7	-2.0	12.6
Viet Nam	3.2	2.9	-0.3	9.9
Malaysia	1.8	1.6	-0.2	6.5
Other	1.9	1.7	-0.2	10.2
Europe	2.7	2.2	-0.5	16.1
U.K	1.0	0.1	-0.8	1.9
Ukraine	0.0	0.3	0.3	1.1
Turkey	0.6	1.0	0.4	4.9
Italy	1.2	0.7	-0.4	8.3
Other	0.0	0.0	0.0	0.0
Mid/South America	8.9	4.2	-4.7	22.1
Chile	1.1	0.2	-0.9	1.4
Colombia	3.1	0.2	-2.9	4.8
Ecuador	1.0	0.2	-0.7	2.3
Venezuela	0.0	0.0	0.0	0.2
Mexico	1.3	1.2	-0.1	4.3
Peru	1.0	0.9	-0.1	2.8
Other	1.5	1.5	0.0	6.3
Mid East	6.5	6.9	0.4	29.1
Saudi Arabia	3.8	4.1	0.3	17.1
UAE	0.4	0.5	0.1	2.1
Oman	0.3	0.3	-0.1	1.2
Other	2.0	2.0	0.0	8.7
Africa	5.3	4.7	-0.6	22.3
Egypt	1.7	1.0	-0.7	5.1
South Africa	0.8	1.1	0.3	4.1
Kenya	1.2	1.2	0.1	6.9
Algeria	0.0	0.0	0.0	0.0
Other	1.7	1.4	-0.3	6.2
Oceania	4.9	4.0	-0.9	13.9
Australia	4.2	3.2	-1.0	10.7
Other	0.7	0.9	0.1	3.2
Export Total	64.2	52.5	-11.7	265.0
Grand Total	73.4	67.2	-6.3	344.7

LCV sales Vol by Region	①FY3/23 1Q	②FY3/24 1Q	②-①	FY3/24 Plan
Thailand	48.0	35.4	-12.6	148.7
China	2.7	2.2	-0.5	10.3
Thai Shipment	0.8	1.1	0.3	4.4
Japan Shipment	1.9	1.1	-0.8	5.8
Asia	5.0	6.5	1.6	24.5
Indonesia Thai Shipment	0.2	0.7	0.5	1.4
Indonesia Japan Shipment	0.0	0.0	0.0	0.0
Philippines	1.2	0.9	-0.3	5.4
India	0.8	0.3	-0.5	3.9
Viet Nam	0.2	0.4	0.2	1.1
Malaysia	2.1	3.9	1.8	11.2
Other	0.4	0.3	-0.1	1.6
Europe	3.6	4.4	0.8	24.1
Russia	0.0	0.0	0.0	0.0
U.K	1.0	1.4	0.4	5.9
Turkey	0.5	0.3	-0.3	1.6
Italy	1.0	0.9	-0.1	4.7
Other	1.0	1.8	0.8	12.0
Mid/South America	4.7	3.9	-0.8	19.8
Chile	0.0	0.0	0.0	0.0
Colombia	0.0	0.0	0.0	0.5
Ecuador	2.1	2.2	0.1	9.2
Other	2.6	1.6	-0.9	10.1
Mid East	9.7	11.1	1.4	31.0
Saudi Arabia	7.4	10.0	2.6	26.5
UAE	0.3	0.1	-0.2	0.2
Oman	0.5	0.2	-0.3	0.6
Other	1.6	0.9	-0.7	3.7
Africa	13.2	10.3	-2.9	38.1
Egypt	4.8	2.2	-2.5	6.5
South Africa	7.8	7.0	-0.8	28.8
Other	0.7	1.1	0.4	2.8
Oceania	8.6	11.5	2.9	67.9
Australia	7.9	11.2	3.3	66.1
Other	0.6	0.3	-0.4	1.8
Other	4.8	7.6	2.8	25.5
Grand Total	100.2	92.9	-7.3	389.9

UDT CV sales Vol	①FY3/23 1Q	②FY3/24 1Q	②-①	FY3/24 Plan
Japan	2.1	2.5	0.4	9.9
Thailand	0.2	0.3	0.1	1.4
Indonesia	0.2	0.4	0.2	1.6
South Africa	0.9	0.5	-0.4	3.1
Australia	0.3	0.2	-0.2	1.0
Other	0.6	0.8	0.2	3.1
UDT Total	4.3	4.6	0.4	20.0