

## Financial Summary: FY2020 Third-Quarter Consolidated Results

- April 1 2019 through December 31 2019 / October 1 2019 through December 31 2019 -

Unit: JPY in billion

Fraction less than half omitted

Volume in thousand units

	FY2019 Q3[9 Months] (Apr' 18 to Dec' 18)		FY2020 Q3[9 Months] (Apr' 19 to Dec' 19)		FY2019 Q3[3MO.] (Oct' 18 to Dec' 18)		FY2020 Q3[3 Months] (Oct' 19 to Dec' 19)		FY2019 (Apr' 18 to Mar' 19)		FY2020 Forecast (Apr' 19 to Mar' 20)	
Sales:	1,588.4	5.9%	<b>1,518.3</b>	<b>-4.4%</b>	553.4		<b>498.2</b>	<b>-10.0%</b>	2,149.2	3.8%	<b>2,100.0</b>	<b>-2.3%</b>
Japan	600.9	4.6%	<b>602.7</b>	<b>0.3%</b>	209.5		<b>185.6</b>	<b>-11.4%</b>	819.2	4.1%	<b>830.0</b>	<b>1.3%</b>
Overseas	987.5	6.7%	<b>915.6</b>	<b>-7.3%</b>	343.9		<b>312.6</b>	<b>-9.1%</b>	1,330.0	3.6%	<b>1,270.0</b>	<b>-4.5%</b>
Operating Income	144.1	17.1%	<b>113.7</b>	<b>-21.1%</b>	56.6		<b>42.3</b>	<b>-25.3%</b>	176.8	6.0%	<b>142.0</b>	<b>-19.7%</b>
% to sales	9.1%		<b>7.5%</b>		10.2%		<b>8.5%</b>		8.2%		<b>6.8%</b>	
Ordinary Income	152.1	13.9%	<b>117.3</b>	<b>-22.9%</b>	58.8		<b>43.8</b>	<b>-25.5%</b>	189.0	8.9%	<b>149.0</b>	<b>-21.2%</b>
% to sales	9.6%		<b>7.7%</b>		10.6%		<b>8.8%</b>		8.8%		<b>7.1%</b>	
Net income attributable to owners of parent % to sales	93.9	12.1%	<b>67.4</b>	<b>-28.3%</b>	37.5		<b>27.6</b>	<b>-26.5%</b>	113.4	7.4%	<b>85.0</b>	<b>-25.1%</b>
	5.9%		<b>4.4%</b>		6.8%		<b>5.5%</b>		5.3%		<b>4.0%</b>	
Operating Income: Increase or Decrease			<i>Profit increase due to:</i> Material Cost Reductic <b>9.4</b> <i>Profit decrease due to:</i> Sales / Model mix <b>-17.5</b> Steel, Oil Price etc. Fluctuations <b>-6.9</b> FX <b>-12.3</b> Fixed Cost Fluctuator <b>-3.1</b>				<i>Profit increase due to:</i> Material Cost Reductic <b>2.7</b> <i>Profit decrease due to:</i> Sales / Model mix <b>-10.1</b> Steel, Oil Price etc. Fluctuations <b>-1.8</b> FX <b>-4.1</b> Fixed Cost Fluctuator <b>-1.2</b>				<i>Profit increase due to:</i> Material Cost Reductic <b>12.0</b> <i>Profit decrease due to:</i> Sales / Model mix <b>-13.0</b> Steel, Oil Price etc. Fluctuations <b>-9.0</b> FX <b>-18.0</b> Fixed Cost Fluctuations <b>-6.8</b>	
Exchange rate	111/US \$		<b>109/US \$</b>		113/US \$		<b>109/US \$</b>		JPY 111/US \$		<b>JPY 108/US \$</b>	
Facility Investment	48.7	-3.4%	<b>57.3</b>	<b>17.7%</b>	14.2		<b>20.5</b>	<b>44.1%</b>	72.3	-5.6%	<b>98.0</b>	<b>35.5%</b>
Depreciation	45.6	1.7%	<b>46.6</b>	<b>2.1%</b>	15.4		<b>15.5</b>	<b>0.8%</b>	60.9	1.6%	<b>63.0</b>	<b>3.4%</b>
R&D	71.8	4.5%	<b>69.7</b>	<b>-2.9%</b>	21.0		<b>19.7</b>	<b>-6.3%</b>	99.0	2.1%	<b>101.0</b>	<b>2.0%</b>
Performance Evaluation, etc.			<b>*Decreases both in sales and profit</b>				<b>*Decreases both in sales and profit</b>					
Sales vol. : Japan	54	0.0%	<b>53</b>	<b>-1.0%</b>	18		<b>13</b>	<b>-25.1%</b>	74	3.0%	<b>74</b>	<b>-1.2%</b>
Sales vol. : Overseas	337	8.4%	<b>315</b>	<b>-6.4%</b>	121		<b>108</b>	<b>-10.3%</b>	458	6.6%	<b>445</b>	<b>-2.8%</b>
Total Consolidated Sales Volume	390	4.6%	<b>368</b>	<b>-5.7%</b>	139		<b>122</b>	<b>-12.2%</b>	532	6.1%	<b>518</b>	<b>-2.6%</b>

## 【Global Sales Volume】

CV Japan	59	0.9%	<b>60</b>	<b>1.5%</b>	20		<b>15</b>	<b>-23.5%</b>	83	4.1%	<b>84</b>	<b>0.7%</b>
CV Overseas	171	7.7%	<b>152</b>	<b>-10.9%</b>	58		<b>46</b>	<b>-20.1%</b>	223	3.5%	<b>209</b>	<b>-6.1%</b>
LCV Overseas	257	8.1%	<b>222</b>	<b>-13.7%</b>	88		<b>76</b>	<b>-14.4%</b>	342	3.1%	<b>315</b>	<b>-7.9%</b>
Total Global Sales Volume	486	7.1%	<b>434</b>	<b>-10.8%</b>	166		<b>137</b>	<b>-17.5%</b>	648	3.4%	<b>608</b>	<b>-6.2%</b>

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

(Billions of yen)

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

FY2019-Q3 (9 Months)  
(April '18 to December '18)

	Japan	Asia	Other	Total	Consl. adj.	Consolidated
Total sales	1,050.4	584.6	313.9	1,948.9	-360.5	1,588.4
Operating income	69.2	71.8	7.5	148.6	-4.4	144.1

(Billions of yen)

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

FY2019-Q3 (3 Months)  
(October '18 to December '18)

	Japan	Asia	Other	Total	Consl. adj.	Consolidated
Total sales	364.1	207.3	103.3	674.6	-121.3	553.4
Operating income	29.9	27.1	1.7	58.7	-2.1	56.6

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### 【Sales Volume Detail】

Volume in thousand units

CV sales Vol by Region	①FY19 3Q	②FY20 3Q	②-①	FY20 Plan	LCV sales Vol by Region	①FY19 3Q	②FY20 3Q	②-①	FY20 Plan
Japan	19.7	15.1	▲4.6	84.1	Thailand	45.3	41.5	▲3.7	165.4
North America	8.3	6.8	▲1.5	30.7	China	4.6	1.3	▲3.4	11.3
China	8.4	2.2	▲6.1	25.7	Thai Sales	2.1	0.5	▲1.7	5.8
Asia	19.5	17.3	▲2.1	68.1	Japan Sales	2.5	0.8	▲1.7	5.5
Indonesia	7.4	7.5	+0.0	23.0	Asia	6.2	5.4	▲0.8	20.0
Philippines	0.9	1.5	+0.6	7.6	Indonesia (Thai Sales)	0.0	0.1	+0.1	0.9
Thailand	4.5	3.4	▲1.1	14.5	Indonesia (Japan Sales)	0.4	0.4	▲0.0	1.3
Viet Nam	1.4	1.9	+0.5	6.7	Philippines	1.0	2.1	+1.1	6.2
Malaysia	1.8	1.6	▲0.2	5.7	India	2.3	1.6	▲0.7	6.1
Other	3.4	1.4	▲2.1	10.7	Viet Nam	0.4	0.2	▲0.2	0.6
Europe	4.7	1.6	▲3.1	10.6	Malaysia	1.5	0.8	▲0.7	3.9
Russia	1.2	0.2	▲1.0	3.0	Other	0.7	0.2	▲0.5	1.0
Ukraine	0.2	0.2	+0.0	0.6	Europe	3.1	0.1	▲3.0	7.3
Turkey	0.2	0.4	+0.2	1.7	Russia	0.1	0.1	+0.0	0.5
Italy	3.1	0.8	▲2.3	5.4	U.K	0.6	0.0	▲0.6	3.1
Other	0.0	0.0	▲0.0	0.0	Turkey	0.1	0.0	▲0.1	0.0
Mid/South America	4.6	5.3	+0.7	20.2	Italy	1.1	0.0	▲1.1	0.6
Chile	0.3	0.3	▲0.1	1.3	Other	1.2	0.0	▲1.2	3.0
Colombia	1.2	2.0	+0.8	6.7	Mid/South America	6.2	5.5	▲0.7	17.2
Ecuador	0.4	0.5	+0.1	1.8	Chile	1.7	1.1	▲0.6	3.2
Venezuela	0.0	0.0	+0.0	0.0	Colombia	0.5	0.8	+0.3	2.1
Mexico	0.8	1.1	+0.3	4.3	Ecuador	2.6	2.1	▲0.5	6.9
Peru	0.5	0.3	▲0.2	1.5	Other	1.4	1.5	+0.1	4.9
Other	1.4	1.1	▲0.2	4.6	Mid East	4.6	8.8	+4.2	26.2
Mid East	4.4	5.9	+1.5	20.6	Saudi Arabia	3.6	7.5	+3.9	20.9
Saudi Arabia	1.0	2.8	+1.9	8.3	UAE	0.0	0.0	+0.0	0.3
UAE	0.3	0.3	+0.1	1.1	Oman	0.1	0.3	+0.1	0.8
Oman	0.2	0.4	+0.2	1.5	Other	0.8	1.1	+0.3	4.3
Other	2.9	2.3	▲0.6	9.7	Africa	10.8	10.3	▲0.5	45.4
Africa	5.2	5.1	▲0.0	22.1	Egypt	5.0	5.5	+0.5	21.6
Egypt	2.9	2.5	▲0.4	10.4	South Africa	3.6	3.7	+0.1	20.4
South Africa	0.6	0.5	▲0.1	3.4	Other	2.2	1.1	▲1.1	3.4
Kenya	0.9	1.4	+0.4	4.5	Oceania	7.6	2.8	▲4.8	22.5
Algeria	0.0	0.0	+0.0	0.0	Australia	7.1	2.4	▲4.7	21.3
Other	0.8	0.8	▲0.0	3.9	Other	0.5	0.4	▲0.1	1.3
Oceania	2.9	1.9	▲1.0	10.5	<b>Grand Total</b>	88.4	75.7	▲12.7	315.4
Australia	2.0	1.3	▲0.7	8.1					
Other	0.9	0.6	▲0.3	2.4					
<b>Export Total</b>	57.8	46.2	▲11.7	208.5					
<b>Grand Total</b>	77.5	61.2	▲16.3	292.7					