

Summary of FY2020 Third Quarter Results <Consolidated>

(in billion yen)

	FY2019 3rd Quarter Results (Apr. 2019-Dec. 2019)	FY2020 3rd Quarter Results (Apr. 2020-Dec. 2020)	FY2020 Full Year Revised Forecast(Feb.2) (Apr. 2020-Mar. 2021)	FY2020 Full Year Previous Forecast(Nov.4) (Apr. 2020-Mar. 2021)	FY2019 Full Year Results (Apr. 2019-Mar. 2020)
	(A)	(B)	(C)	(D)	(E)
Net Sales	1,666.9	952.8	1,460.0	1,480.0	2,270.3
Operating Profit	3.6	-86.7	-100.0	-140.0	12.8
<Margin>	< 0.2% >	< -9.1% >	< -6.8% >	< -9.5% >	< 0.6% >
Ordinary Profit	-2.7	-92.9	-120.0	-160.0	-3.8
<Margin>	< -0.2% >	< -9.8% >	< -8.2% >	< -1.1% >	< -0.2% >
Net Income*	-11.8	-244.0	-330.0	-360.0	-25.8
<Margin>	< -0.7% >	< -25.6% >	< -22.6% >	< -24.3% >	< -1.1% >
Foreign Exchange	109 Yen/USD 121 Yen/EUR	106 Yen/USD 122 Yen/EUR	105 Yen/USD 123 Yen/EUR (4Q:105Yen/USD) (4Q:123Yen/EUR)	106 Yen/USD 122 Yen/EUR	109 Yen/USD 121 Yen/EUR
Capital Expenditure (Accrual basis)	66.1	44.3	83.0	100.0	103.9
Depreciation	55.1	48.0	66.0	65.5	74.8
R&D Expenses	99.9	72.8	102.0	114.0	130.9
Balance of Interest Bearing Debt**	274.3	533.3			299.4
Automotive	8.7	263.7			60.4
Financial	265.6	269.6			239.0
Total Assets	1,927.6	1,790.5			1,938.1
(in 000 units)					
Wholesale Volume	998	540	836	838	1,343
Domestic	195	157	240	244	264
Overseas	803	383	596	594	1,079
(in 000 units)					
Production Volume (JAMA Base)	1,004	521			1,337

*Net income attributable to owners of the Parent

**Including lease obligations

Analysis of Operating Profit (YoY)	FY2020 3rd Quarter Results (Apr. 2020-Dec. 2020)	FY2020 Full Year Revised Forecast(Feb.2) (Apr. 2020-Mar. 2021)
Volume/Mix change	-114.6	-122.3
Sales expenses	+6.3	+5.1
Material / Manufacturing cost reduction	-8.9	-25.3
Structural Reforms	+25.5	+35.6
Research & Development	+19.6	+18.3
Others	-18.2	-23.6
FX movement	-	-0.6
(Total Change of YoY)	-90.3	-112.8