

< Reference for the First Half of FYE 2021 Consolidated Financial Results >

(Yen in 100 millions, Units in thousands)

	FYE2020 1st Half [2019. 4-9] RESULTS	FYE2021 1st Half [2020. 4-9] RESULTS		FYE2020 Full Year ['19.4-'20.3] RESULTS	FYE2021 Full Year [2020.4 - 2021.3] FORECASTS		FYE2021 Full Year ['20.4-'21.3] PREVIOUS FORECASTS		
		Change	%		Change	%			
Revenue	16,057	12,184	(3,873)	(24.1)	33,441	29,500	(3,941)	(11.8)	29,000
Japan	2,975	2,102	(873)	(29.3)	5,727	5,397	(330)	(5.8)	—
Overseas	13,082	10,082	(3,000)	(22.9)	27,714	24,103	(3,611)	(13.0)	—
Operating profit	948	306	(642)	(67.7)	2,103	1,100	(1,003)	(47.7)	800
Profit margin (%)	5.9	2.5			6.3	3.7			2.8
Profit before tax	931	361	(570)	(61.2)	2,077	1,170	(907)	(43.7)	870
Profit margin (%)	5.8	3.0			6.2	4.0			3.0
Profit for the period attributable to owners of parent	683	237	(446)	(65.3)	1,526	800	(726)	(47.6)	600
Profit margin (%)	4.3	1.9			4.6	2.7			2.1
Factors contributing to change in operating profit									
			Decrease in SG&A exp., etc.	784			Decrease in SG&A exp., etc.	404	
			Sales volume, mix, etc.	(1,149)			Sales volume, mix, etc.	(929)	
			Increase in R&D exp.	(127)			Effects of foreign exchange rates	(272)	
			Cost reduction efforts, etc.	(106)			Increase in R&D exp.	(137)	
			Effects of foreign exchange rates	(67)			Cost reduction efforts, etc.	(82)	
			Other	23			Other	13	
Exchange rates	JPY/US\$ 109/US\$ JPY/EUR 123/EUR	107/US\$ 120/EUR			109/US\$ 121/EUR	106/US\$ 120/EUR			105/US\$ 120/EUR
Capital expenditures	732	334			1,260	1,000			1,000
Depreciation	457	471			961	1,000			1,000
R&D expenditures *	548	506			1,187	1,000			1,000
Interest bearing debts	1,333	3,353			2,392	—			—
Performance description									
			- First decrease in revenue in 2 yrs.				- First decrease in revenue in 2 yrs.		
			- First decrease in profit at each stage in 2 yrs.				- First decrease in profit at each stage in 2 yrs.		
			- First decrease in consolidated unit sales in 2 yrs.				- First decrease in consolidated unit sales in 2 yrs.		
Consolidated unit sales	68	43	(25)	(37.4)	126	117	(8)	(6.7)	—
< Japan >									
Passenger Cars	55	33	(22)	(40.8)	102	95	(7)	(6.5)	—
Minicars	13	10	(3)	(23.1)	24	22	(2)	(7.4)	—
Consolidated unit sales	436	321	(115)	(26.4)	908	793	(115)	(12.6)	—
< Overseas >									
North America	364	284	(80)	(21.9)	762	687	(75)	(9.8)	—
Europe	17	7	(10)	(59.6)	46	23	(23)	(49.4)	—
China	11	13	2	21.3	21	29	8	38.2	—
Other	44	17	(27)	(62.1)	80	55	(25)	(31.6)	—
Consolidated unit sales total	504	363	(140)	(27.9)	1,034	911	(123)	(11.9)	900
Production units total	498	354	(144)	(28.9)	1,031	881	(150)	(14.5)	880
Japan	326	221	(105)	(32.2)	664	556	(107)	(16.2)	—
U.S.	172	133	(39)	(22.7)	367	325	(42)	(11.5)	—
Revenue by business segment									
Automobile	15,303	11,688	(3,615)	(23.6)	31,939				
Aerospace	710	472	(238)	(33.5)	1,421				
Other	44	24	(20)	(44.6)	80				
Operating profit by business segment									
Automobile	874	316	(558)	(63.9)	2,003				
Aerospace	51	(30)	(81)	—	51				
Other	24	20	(4)	(17.0)	36				
Elimination & Corporate	0	1	1	227.3	14				

* "R&D expenditures" indicate R&D activity related costs incurred during the reporting period. Under IFRS, a part of these costs that meets capitalization criteria is recognized as an intangible asset and amortized over its estimated useful life; thus, the amount of "R&D expenditures" stated here does not match that of "R&D expenses" stated on the Consolidated Statement of Income.

< Forward-looking statements in this document are based on the information available at the time of the announcement and are subject to various risks and uncertainties that could cause actual results to vary materially. >