

FY2005 Results Summary
(April 1, 2005 - March 31, 2006)
(non-consolidated)

(in billion yen)

	FY2004 Actual April 2004 – March 2005 (A)	FY2005 Actual April 2005 – March 2006 (B) Nov 10, 2005 Fcast	FY2006 Forecast April 2006 – Mar 2007 (C)		
Sales	1,163.5	1,260.0 1,200	1,360.0		
Domestic	320.4	413.0	470.0		
Export	843.1	847.0	890.0		
Operating Income	-62.2	-14.4 -35.0	20.0		
<operating income margin>	-5.3%	-1.1%	1.5%		
Analysis of Change	/	(Positive factors)	(Positive factors)		
		Lower warranty exp.	30.5	Higher sales	17.0
		Forex	10.0	Selling exp.	13.0
		Cost reductions	8.8	Cost reductions	11.0
		Higher sales	3.5	Forex	0.6
		(Negative causes)	(Negative causes)		
		Selling exp.	-5	Higher deprec., etc.	-7.2
		YoY change (B-A)	47.8	YoY change (C-B)	34.4
Ordinary Income	-85.2	-23.6 -48.0	10		
<ordinary income margin>	-7.3%	-1.9%	0.7%		
Net Income	-526.2	-126.3 -90.0	-35		
<net income margin>	-45.2%	-10.0%	-2.6%		
Forex: sales booking rate	107 USD	113	115		
	135 EUR	137	135		
Forex: transaction rate	108 USD	110	115		
	132 EUR	137	135		
Capital Expenditure (Accrual Base)	50.6	41.3	57.0		
Depreciation	36.5	32.3	40.0		
R&D Expenditures	64.0	62.0	62.0		
<% of sales>	5.5%	4.9%	4.6%		
Balance of Interest Bearing Debt	247.4	237.4			
Comments		- Higher Sales, losses improved	-Higher sales, return to positive operating & ordinary income		
(000 units)					
Production Volume	1,366	1,381	1,321		
Domestic	599	706	758		
Overseas	767	675	563		
Unit Volume (wholesale)	625	685	746		
Domestic	227	261	301		
Export	398	424	445		