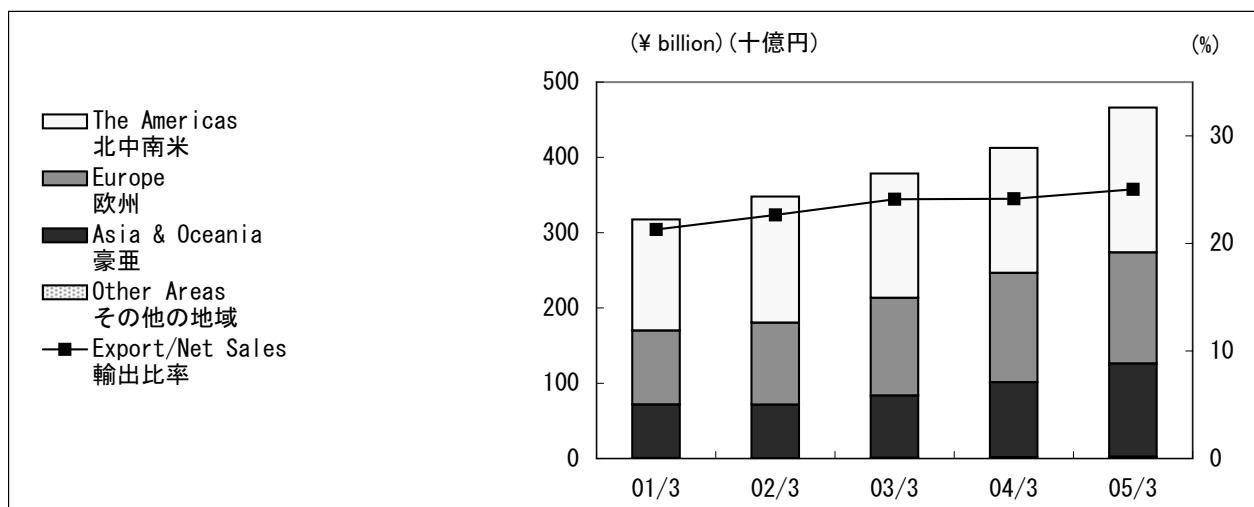


(3) Exports by Region and Export Ratio 地域別輸出高と輸出比率



		Millions of yen 百万円				
		01/3	02/3	03/3	04/3	05/3
The Americas	北中南米	147,401	167,557	165,335	166,041	192,374
Percentage of export	構成比	46.4%	48.2%	43.7%	40.2%	41.3%
Change from previous year	前期比	14.2%	13.7%	(1.3%)	0.4%	15.9%
Europe	欧州	98,397	108,826	129,478	145,321	147,442
Percentage of export	構成比	31.0%	31.3%	34.2%	35.2%	31.6%
Change from previous year	前期比	(1.8%)	10.6%	19.0%	12.2%	1.5%
Asia & Oceania	豪亜	71,066	71,073	82,896	99,731	123,883
Percentage of export	構成比	22.4%	20.4%	21.9%	24.2%	26.6%
Change from previous year	前期比	11.7%	0.0%	16.6%	20.3%	24.2%
Other Areas	その他の地域	685	484	960	1,606	2,470
Percentage of export	構成比	0.2%	0.1%	0.2%	0.4%	0.5%
Change from previous year	前期比	4.6%	(29.3%)	98.3%	67.3%	53.8%
Export Total	輸出合計	317,549	347,940	378,669	412,699	466,169
Export/Net Sales	輸出比率	21.3%	22.6%	24.1%	24.2%	25.0%

(4) Breakdown of Sales by Customer 得意先別売上高

		Percentage of net sales 構成比				
		01/3	02/3	03/3	04/3	05/3 ^{t1}
TOYOTA MOTOR	トヨタ自動車(株)	45.4%	46.1%	47.0%	47.0%	45.3%
DAIHATSU MOTOR	ダイハツ工業(株)	3.9%	3.7%	3.4%	3.3%	3.4%
HINO MOTORS	日野自動車(株)	1.3%	1.3%	1.4%	1.9%	1.8%
TOYOTA Group sub-total	トヨタグループ計	50.6%	51.1%	51.8%	52.2%	50.5%
HONDA MOTOR	本田技研工業(株)	5.3%	5.5%	5.8%	5.4%	5.3%
SUZUKI MOTOR	スズキ(株)	4.1%	3.8%	4.0%	3.3%	3.2%
MITSUBISHI MOTORS ^{t2}	三菱自動車工業(株)	3.7%	2.7%	2.8%	2.7%	2.0%
FUJI HEAVY INDUSTRIES	富士重工業(株)	1.2%	1.2%	1.2%	1.7%	1.9%
MAZDA MOTOR	マツダ(株)	2.2%	1.9%	2.1%	2.2%	1.8%
ISUZU MOTORS	いすゞ自動車(株)	0.9%	0.9%	0.9%	1.5%	1.2%
Overseas subsidiaries and affiliates	海外現地法人	20.2%	21.8%	23.3%	23.4%	23.9%
After Market, New business & others	市販/新事業他	11.8%	11.1%	8.1%	7.6%	10.2%
Total	合計	100.0%	100.0%	100.0%	100.0%	100.0%

t1: Until the year ended March 31, 2004, "Sales for After Market by way of Automotive Manufacturers" was included in each category of "OE Sales" respectively, but it is included in "After Market, New business & others" from the six months ended September 30, 2004, due to the category changes.

t2: Including "MITSUBISHI FUSO TRUCK & BUS CORPORATION".

t1: 市販用自動車メーカー向け売上については、04/3期以前はOEMの各メーカー区分に含めていますが、04/9期より「市販・新事業他」に含めるよう変更しています。

t2: 三菱ふそうトラック・バス株式会社を含んでいます。