

2010年3月期 決算補足資料

FY2010 Earnings Release Supplementary Material

Year ended March 31, 2010

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DAIHATSU MOTOR CO.,LTD.

1. [Consolidated] Unit Sales ([連結] 売上台数)

(1000 units)

		FY 2006 (Apr.2005 through Mar.2006)	FY 2007	FY 2008	FY 2009 ①	FY 2010 ②	FY 2011 (Forecast) ③	Year-on-year difference							
								FY2010 - FY2009		FY2011 - FY2010					
								②-①	change	③-②	change				
									%		%				
Daihatsu Brand cars ダイハツ車	Domestic 国内	563.8	586.2	570.7	587.1	567.8	544.0	▲	19.2	▲	3.3	▲	23.8	▲	4.2
	Overseas 海外	286.7	342.4	374.3	357.8	300.6	340.0	▲	57.2	▲	16.0	+	39.4	+	13.1
	Subtotal 計	850.5	928.7	944.9	944.9	868.5	884.0	▲	76.4	▲	8.1	+	15.5	+	1.8
Consigned cars & OEM cars 受託車 & OEM車	Domestic 国内	196.6	287.4	264.7	269.9	248.0	220.0	▲	21.8	▲	8.1	▲	28.0	▲	11.3
	Overseas 海外	95.5	100.0	126.4	150.7	157.7	140.0	+	7.0	+	4.6	▲	17.7	▲	11.2
	Subtotal 計	292.0	387.4	391.1	420.5	405.7	360.0	▲	14.8	▲	3.5	▲	45.7	▲	11.3
Total 合計		1,142.5	1,316.1	1,336.0	1,365.4	1,274.2	1,244.0	▲	91.2	▲	6.7	▲	30.2	▲	2.4

2. [Consolidated] Net Sales ([連結] 売上高)

(millions of yen)

		FY 2006 (Apr.2005 through Mar.2006)	FY 2007	FY 2008	FY 2009 ①	FY 2010 ②	FY 2011 (Forecast) ③	Year-on-year difference							
								FY2010 - FY2009		FY2011 - FY2010					
								②-①	change	③-②	change				
									%		%				
Sales to Daihatsu Customers ダイハツ	Domestic 国内	729,039	773,055	792,795	812,373	788,513	710,000	▲	23,859	▲	2.9	▲	78,513	▲	10.0
	Overseas 海外	259,508	359,918	403,330	320,330	296,720	320,000	▲	23,609	▲	7.4	+	23,280	+	7.8
	Subtotal 計	988,547	1,132,973	1,196,125	1,132,703	1,085,234	1,030,000	▲	47,469	▲	4.2	▲	55,234	▲	5.1
Sales to Consigned & OEM 受託 & OEM	Domestic 国内	264,947	396,651	384,281	378,878	341,045	310,000	▲	37,832	▲	10.0	▲	31,045	▲	9.1
	Overseas 海外	94,477	107,499	122,195	119,813	148,446	110,000	+	28,633	+	23.9	▲	38,446	▲	25.9
	Subtotal 計	359,424	504,151	506,476	498,691	489,492	420,000	▲	9,199	▲	1.8	▲	69,492	▲	14.2
Total 合計		1,347,972	1,637,124	1,702,602	1,631,395	1,574,727	1,450,000	▲	56,668	▲	3.5	▲	124,727	▲	7.9
Overseas Net Sales to Consolidated Net Sales (%) 連結売上高に占める 海外売上高の割合 (%)		26.3%	28.6%	30.9%	27.0%	28.3%	29.7%								

3. [Consolidated] Net Sales, Operating Income, Ordinary Income and Net Income ([連結] 売上高・営業利益・経常利益・当期純利益)

(millions of yen)

	FY 2006 (Apr.2005 through Mar.2006)	FY 2007	FY 2008	FY 2009	FY 2010	FY 2011 (Forecast)	Year-on-year difference			
							FY2010 - FY2009		FY2011 - FY2010	
							②-①	change	③-②	change
Net Sales 売上高	1,347,972	1,637,124	1,702,602	1,631,395	1,574,727	1,450,000	▲ 56,668	▲ 3.5%	▲ 124,727	▲ 7.9%
Operating Income 営業利益	48,638	54,373	65,201	38,191	40,747	43,000	+ 2,556	+ 6.7%	+ 2,253	+ 5.5%
Ordinary Income 経常利益	50,360	60,207	66,563	39,455	43,842	45,000	+ 4,387	+ 11.1%	+ 1,158	+ 2.6%
Net Income 当期純利益	33,523	34,730	34,940	22,074	21,162	21,000	▲ 911	▲ 4.1%	▲ 162	▲ 0.8%

4. [Consolidated] Capital expenditures and Depreciation ([連結] 設備投資額・減価償却費)

(millions of yen)

	FY 2006 (Apr.2005 through Mar.2006)	FY 2007	FY 2008	FY 2009	FY 2010	FY 2011 (Forecast)	Year-on-year difference			
							FY2010 - FY2009		FY2011 - FY2010	
							②-①	change	③-②	change
Capital expenditures 設備投資額	114,039	77,590	111,749	76,700	36,745	54,000	▲ 39,955	▲ 52.1%	+ 17,255	+ 47.0%
Depreciation 減価償却費	52,577	65,143	66,487	83,654	72,945	71,000	▲ 10,709	▲ 12.8%	▲ 1,945	▲ 2.7%
Depreciation to Net Sales (%) 売上高減価償却費比率(%)	3.9%	4.0%	3.9%	5.1%	4.6%	4.9%				

5. [Consolidated] Research & Development expenses ([連結] 研究開発費)

(millions of yen)

	FY 2006 (Apr.2005 through Mar.2006)	FY 2007	FY 2008	FY 2009	FY 2010	FY 2011 (Forecast)	Year-on-year difference			
							FY2010 - FY2009		FY2011 - FY2010	
							②-①	change	③-②	change
R&D expenses 研究開発費	47,803	46,724	44,213	44,209	43,734	41,000	▲ 474	▲ 1.1%	▲ 2,734	▲ 6.3%
R&D expenses to Net Sales (%) 売上高研究開発費比率(%)	3.5%	2.9%	2.6%	2.7%	2.8%	2.8%				

6. [Non-Consolidated] Unit Sales ([単独] 売上台数)

(1000 units)

	FY 2006 (Apr.2005 through Mar.2006)	FY 2007	FY 2008	FY 2009 ①	FY 2010 ②	FY 2011 (Forecast) ③	Year-on-year difference							
							FY2010 - FY2009		FY2011 - FY2010					
							②-①	change	③-②	change				
Domestic 国内	605.1	641.5	615.9	635.4	604.7	585.0	▲	30.8	▲	4.8	▲	19.7	▲	3.3
Overseas 輸出	107.3	147.7	157.5	106.7	57.7	55.0	▲	48.9	▲	45.9	▲	2.7	▲	4.7
Consigned cars & OEM cars 受託車 & OEM車	196.6	287.4	264.7	269.9	248.0	220.0	▲	21.8	▲	8.1	▲	28.0	▲	11.3
Total 合計	909.0	1,076.6	1,038.0	1,012.0	910.5	860.0	▲	101.5	▲	10.0	▲	50.5	▲	5.5

7. [Non-Consolidated] Domestic Unit Sales by Category ([単独] 軽・小型別国内売上台数)

(1000 units)

	FY 2006 (Apr.2005 through Mar.2006)	FY 2007	FY 2008	FY 2009 ①	FY 2010 ②	FY 2011 (Forecast) ③	Year-on-year difference							
							FY2010 - FY2009		FY2011 - FY2010					
							②-①	change	③-②	change				
Mini Passenger cars 軽乗用車	437.4	483.4	470.5	505.8	476.1	455.0	▲	29.7	▲	5.9	▲	21.1	▲	4.4
Mini Commercial cars 軽貨物車	154.0	137.1	136.8	121.4	122.5	125.0	+	1.2	+	1.0	+	2.5	+	2.0
Small Passenger cars 小型乗用車	13.7	21.0	8.6	8.3	6.1	5.0	▲	2.2	▲	26.9	▲	1.1	▲	17.5
Total 合計	605.1	641.5	615.9	635.4	604.7	585.0	▲	30.8	▲	4.8	▲	19.7	▲	3.3

8. [Non-Consolidated] Domestic Unit Sales by Models ([単独] 車種別国内売上台数)

(1000 units)

	FY 2006 (Apr.2005 through Mar.2006)	FY 2007	FY 2008	FY 2009 ①	FY 2010 ②	FY 2011 (Forecast) ③	Year-on-year difference			
							FY2010 - FY2009		FY2011 - FY2010	
							②-①	change	③-②	change
MIRA ミラ	103.8	92.5	105.3	96.1	111.9	104.0	+ 15.8	+ 16.5 %	▲ 7.9	▲ 7.0 %
ESSE エッセ	28.0	46.6	33.1	34.5	34.9	27.0	+ 0.5	+ 1.3	▲ 7.9	▲ 22.7
COPEN コペン	6.6	6.0	6.0	5.3	2.8	2.0	▲ 2.5	▲ 47.2	▲ 0.8	▲ 28.7
MOVE ムーヴ	189.2	199.2	199.1	197.4	158.3	159.0	▲ 39.1	▲ 19.8	+ 0.7	+ 0.4
TANTO タント	92.7	110.1	112.3	162.9	167.5	167.0	+ 4.6	+ 2.8	▲ 0.5	▲ 0.3
TERIOS KID テリオスキッド	12.0	10.5	7.3	5.7	3.0	2.0	▲ 2.8	▲ 48.1	▲ 1.0	▲ 32.8
ATRAI WAGON アトレーワゴン	26.4	19.3	21.5	16.7	11.4	8.0	▲ 5.4	▲ 32.1	▲ 3.4	▲ 29.6
HIJET CARGO ハイゼットカーゴ	57.4	52.7	51.3	50.0	46.3	48.0	▲ 3.7	▲ 7.3	+ 1.7	+ 3.7
HIJET TRUCK ハイゼットトラック	72.6	63.9	65.8	54.6	62.5	63.0	+ 7.9	+ 14.4	+ 0.5	+ 0.8
Others その他	2.8	19.7	5.5	3.9	0.1	-	▲ 3.8	▲ 98.3	▲ 0.1	-
Mini cars Total 軽合計	591.4	620.5	607.2	627.2	598.6	580.0	▲ 28.5	▲ 4.5	▲ 18.6	▲ 3.1
BOON ブーン	9.7	6.8	4.6	3.3	4.1	3.0	+ 0.9	+ 27.0	▲ 1.1	▲ 27.7
Others その他	4.0	14.2	4.0	5.0	1.9	2.0	▲ 3.1	▲ 61.9	+ 0.1	+ 4.5
Small cars Total 小型合計	13.7	21.0	8.6	8.3	6.1	5.0	▲ 2.2	▲ 26.9	▲ 1.1	▲ 17.5
Domestic Unit Sales Total 合計	605.1	641.5	615.9	635.4	604.7	585.0	▲ 30.8	▲ 4.8	▲ 19.7	▲ 3.3

9. [Non-Consolidated] Overseas Unit Sales by Region ([単独] 地域別売上台数 (輸出車))

(1000 units)

	FY 2006 (Apr.2005 through Mar.2006)	FY 2007	FY 2008	FY 2009	FY 2010	FY 2011 (Forecast)	Year-on-year difference			
							FY2010 - FY2009		FY2011 - FY2010	
							②-①	change	③-②	change
Asia アジア	12.2	10.7	10.4	9.8	5.0	4.0	▲ 4.8	▲ 48.8	▲ 1.0	▲ 20.0
Oceania 大洋州	3.1	2.4	1.8	1.6	0.4	0.4	▲ 1.2	▲ 73.8	▲ 0.0	▲ 2.7
Europe 欧州	35.0	60.2	65.2	40.7	27.4	15.6	▲ 13.3	▲ 32.8	▲ 11.8	▲ 43.0
Middle East 中近東	22.3	33.7	41.0	27.3	14.8	20.5	▲ 12.5	▲ 45.8	+ 5.7	+ 38.5
Latin America 中南米	21.9	26.3	21.5	11.1	2.3	4.0	▲ 8.8	▲ 78.9	+ 1.7	+ 70.4
Africa アフリカ	12.8	14.6	17.5	16.2	7.8	10.5	▲ 8.4	▲ 52.0	+ 2.7	+ 35.1
Total 合計	107.3	147.7	157.5	106.7	57.7	55.0	▲ 48.9	▲ 45.9	▲ 2.7	▲ 4.7

※Overseas Unit Sales = complete built-up(CBU)units + complete knocked-down(CKD)units. (輸出車=完成車+CKD)

10. [Non-Consolidated] Exports of Parts for Overseas Production by Countries ([単独] 仕向地別海外生産用部品輸出実績)

(1000 sets)

	FY 2006 (Apr.2005 through Mar.2006)	FY 2007	FY 2008	FY 2009	FY 2010	FY 2011 (Forecast)	Year-on-year difference			
							FY2010 - FY2009		FY2011 - FY2010	
							②-①	change	③-②	change
Indonesia インドネシア	95.1	115.8	164.7	201.9	238.3	244.0	+ 36.4	+ 18.0	+ 5.7	+ 2.4
Malaysia マレーシア	193.2	171.8	197.4	175.1	186.7	186.0	+ 11.7	+ 6.7	▲ 0.7	▲ 0.4
China 中国	1.4	-	4.4	4.7	17.8	47.0	+ 13.1	+ 278.7	+ 29.2	+ 164.0
Italy イタリア	6.7	5.6	7.4	8.2	6.9	-	▲ 1.4	▲ 16.5	▲ 6.9	-
Venezuela ベネズエラ	-	-	6.1	5.8	0.4	3.0	▲ 5.4	▲ 93.8	+ 2.6	+ 733.3
Total 合計	296.3	293.2	380.0	395.7	450.1	480.0	+ 54.4	+ 13.7	+ 29.9	+ 6.6

11. [Non-Consolidated] Exports Sales by Region (Overseas Unit Sales + Parts for Overseas Production) ([単独] 地域別輸出実績 (輸出車+海外生産用部品))

(1000 units & sets)

	FY 2006 (Apr.2005 through Mar.2006)		FY 2007		FY 2008		FY 2009		FY 2010		FY 2011 (Forecast)		Year-on-year difference			
		%		%		%	①	%	②	%	③	%	FY2010 - FY2009		FY2011 - FY2010	
	②-①	change	③-②	change												
Asia アジア	301.8	74.8	298.2	67.7	376.9	70.1	391.5	78.0	447.9	88.3	481.0	89.9	+ 56.4	+ 14.4	+ 33.1	+ 7.4
Oceania 大洋州	3.1	0.8	2.4	0.5	1.8	0.3	1.6	0.3	0.4	0.1	0.4	0.1	▲ 1.2	▲ 73.8	▲ 0.0	▲ 2.7
Europe 欧州	41.7	10.3	65.8	14.9	72.6	13.5	49.0	9.7	34.3	6.7	15.6	2.9	▲ 14.7	▲ 30.0	▲ 18.7	▲ 54.5
Middle East 中近東	22.3	5.5	33.7	7.6	41.0	7.6	27.3	5.4	14.8	2.9	20.5	3.8	▲ 12.5	▲ 45.8	+ 5.7	+ 38.5
Latin America 中南米	21.9	5.4	26.3	6.0	27.6	5.2	16.9	3.4	2.7	0.5	7.0	1.3	▲ 14.2	▲ 84.0	+ 4.3	+ 158.6
Africa アフリカ	12.8	3.2	14.6	3.3	17.5	3.3	16.2	3.2	7.8	1.5	10.5	2.0	▲ 8.4	▲ 52.0	+ 2.7	+ 35.1
Total 合計	403.6	100.0	440.9	100.0	537.5	100.0	502.4	100.0	507.8	100.0	535.0	100.0	+ 5.5	+ 1.1	+ 27.2	+ 5.4

12. [Non-Consolidated] Main Markets in Asia (Local Production) ([単独] アジア主要仕向地の台数状況)

① Malaysia マレーシア

(sets)

	FY 2006 (Apr.2005 through Mar.2006)	FY 2007	FY 2008	FY 2009 ①	FY 2010 ②	FY 2011 (Forecast) ③	Year-on-year difference							
							FY2010 - FY2009		FY2011 - FY2010					
							②-①	change	③-②	change				
CKD	8,480	6,410	4,630	5,650	3,240	2,000	▲	2,410	▲	42.7%	▲	1,240	▲	38.3%
Parts for Overseas Production 海外生産用部品	193,170	171,750	197,400	175,050	186,720	186,000	+	11,670	+	6.7%	▲	720	▲	0.4%
Total 合計	201,650	178,160	202,030	180,700	189,960	188,000	+	9,260	+	5.1%	▲	1,960	▲	1.0%

② Indonesia インドネシア

(sets)

	FY 2006 (Apr.2005 through Mar.2006)	FY 2007	FY 2008	FY 2009 ①	FY 2010 ②	FY 2011 (Forecast) ③	Year-on-year difference							
							FY2010 - FY2009		FY2011 - FY2010					
							②-①	change	③-②	change				
CKD	300	80	-	-	-	-	-	-	-	-	-	-	-	-
Parts for Overseas Production 海外生産用部品	95,090	115,840	164,730	201,948	238,347	244,000	+	36,399	+	18.0%	+	5,653	+	2.4%
Total 合計	95,390	115,920	164,730	201,948	238,347	244,000	+	36,399	+	18.0%	+	5,653	+	2.4%

③ China 中国

(sets)

	FY 2006 (Apr.2005 through Mar.2006)	FY 2007	FY 2008	FY 2009 ①	FY 2010 ②	FY 2011 (Forecast) ③	Year-on-year difference							
							FY2010 - FY2009		FY2011 - FY2010					
							②-①	change	③-②	change				
Parts for Overseas Production 海外生産用部品	1,350	-	4,380	4,700	17,800	47,000	+	13,100	+	278.7%	+	29,200	+	164.0%
Total 合計	1,350	-	4,380	4,700	17,800	47,000	+	13,100	+	278.7%	+	29,200	+	164.0%

13. [Non-Consolidated] Net Sales ([単独] 売上高)

(millions of yen)

		FY 2006 (Apr.2005 through Mar.2006)	FY 2007	FY 2008	FY 2009 ①	FY 2010 ②	FY 2011 (Forecast) ③	Year-on-year difference							
								FY2010 - FY2009		FY2011 - FY2010					
								②-①	change	③-②	change				
Domestic	Mini cars									%		%			
国内	軽自動車	513,255	551,876	552,406	587,711	557,628	531,000	▲	30,082	▲	5.1	▲	26,628	▲	4.8
	Small cars														
	小型自動車	14,216	25,317	9,842	10,021	6,601	6,000	▲	3,419	▲	34.1	▲	601	▲	9.1
	Parts & Others														
	部品その他	61,702	64,341	66,393	68,598	70,039	63,000	+	1,440	+	2.1	▲	7,039	▲	10.1
	Subtotal														
	計	589,175	641,535	628,642	666,331	634,270	600,000	▲	32,061	▲	4.8	▲	34,270	▲	5.4
Overseas	Vehicles														
輸出	車両	88,209	145,351	160,266	113,728	61,906	52,000	▲	51,822	▲	45.6	▲	9,906	▲	16.0
	Parts for Overseas Production														
	海外生産用部品	60,771	60,885	71,209	62,909	63,697	65,500	+	787	+	1.3	+	1,803	+	2.8
	Parts & Others														
	部品その他	18,078	20,701	26,437	28,099	21,400	22,500	▲	6,698	▲	23.8	+	1,100	+	5.1
	Subtotal														
	計	167,058	226,937	257,912	204,738	147,004	140,000	▲	57,733	▲	28.2	▲	7,004	▲	4.8
	Daihatsu total														
	ダイハツ計	756,234	868,473	886,555	871,069	781,274	740,000	▲	89,795	▲	10.3	▲	41,274	▲	5.3
	to Consigned & OEM														
	受託・OEM	264,947	396,651	384,281	378,878	341,045	310,000	▲	37,832	▲	10.0	▲	31,045	▲	9.1
	Total														
	合計	1,021,181	1,265,124	1,270,836	1,249,948	1,122,320	1,050,000	▲	127,628	▲	10.2	▲	72,320	▲	6.4

※Overseas Vehicles = complete built-up(CBU)units + complete knocked-down(CKD)units. (輸出車両=完成車+CKD)

14. [Non-Consolidated] Exports Net Sales by Region ([単独] 地域別輸出売上高)

(millions of yen)

	FY 2006 (Apr.2005 through Mar.2006)		FY 2007		FY 2008		FY 2009		FY 2010		FY 2011 (Forecast)		Year-on-year difference							
							①		②		③		FY2010 - FY2009		FY2011 - FY2010					
	%	%	%	%	%	%	%	%	%	%	②-①	change	%	③-②	change	%				
Asia (+Middle East) アジア(中近東含)	96,022	57.5	107,755	47.5	127,961	49.6	113,864	55.6	95,038	64.7	99,000	70.7	▲	18,826	▲	16.5	+	3,962	+	4.2
Oceania 大洋州	2,917	1.7	2,455	1.1	2,103	0.8	1,899	0.9	659	0.4	1,000	0.7	▲	1,239	▲	65.3	+	341	+	51.6
Europe 欧州	34,181	20.5	71,454	31.5	77,554	30.1	49,482	24.2	35,996	24.5	20,000	14.3	▲	13,486	▲	27.3	▲	15,996	▲	44.4
America 北中南米	22,625	13.5	30,190	13.3	31,321	12.1	20,396	10.0	5,574	3.8	9,000	6.4	▲	14,822	▲	72.7	+	3,426	+	61.4
Africa アフリカ	11,311	6.8	15,081	6.6	18,972	7.4	19,094	9.3	9,735	6.6	11,000	7.9	▲	9,358	▲	49.0	+	1,265	+	13.0
Total 合計	167,058	100.0	226,937	100.0	257,912	100.0	204,738	100.0	147,004	100.0	140,000	100.0	▲	57,733	▲	28.2	▲	7,004	▲	4.8

15. [Non-Consolidated] Net Sales, Operating Income, Ordinary Income and Net Income ([单独] 売上高・営業利益・經常利益・当期純利益)

(millions of yen)

	FY 2006 (Apr.2005 through Mar.2006)	FY 2007	FY 2008	FY 2009 ①	FY 2010 ②	FY 2011 (Forecast) ③	Year-on-year difference			
							FY2010 - FY2009		FY2011 - FY2010	
							②-①	change	③-②	change
Net Sales (売上高)	1,021,181	1,265,124	1,270,836	1,249,948	1,122,320	1,050,000	▲ 127,628	▲ 10.2%	▲ 72,320	▲ 6.4%
Operating Income (営業利益)	28,862	30,404	33,016	15,256	14,009	11,000	▲ 1,246	▲ 8.2%	▲ 3,009	▲ 21.5%
Ordinary Income (經常利益)	31,606	34,486	34,846	18,236	16,343	13,500	▲ 1,892	▲ 10.4%	▲ 2,843	▲ 17.4%
Net Income (当期純利益)	20,906	23,523	23,025	6,434	8,299	9,000	+ 1,864	+ 29.0%	+ 701	+ 8.4%

16. [Non-Consolidated] Capital expenditures and Depreciation ([单独] 設備投資額・減価償却費)

(millions of yen)

	FY 2006 (Apr.2005 through Mar.2006)	FY 2007	FY 2008	FY 2009 ①	FY 2010 ②	FY 2011 (Forecast) ③	Year-on-year difference			
							FY2010 - FY2009		FY2011 - FY2010	
							②-①	change	③-②	change
Capital expenditures 設備投資額	73,064	31,482	34,348	38,015	18,582	25,000	▲ 19,432	▲ 51.1%	+ 6,418	+ 34.5%
Depreciation 減価償却費	33,329	42,334	35,730	39,632	34,972	32,000	▲ 4,660	▲ 11.8%	▲ 2,972	▲ 8.5%
Depreciation to Net Sales (%) 売上高減価償却費比率 (%)	3.3%	3.3%	2.8%	3.2%	3.1%	3.0%				

17. [Non-Consolidated] Research & Development expenses ([单独] 研究開発費)

(millions of yen)

	FY 2006 (Apr.2005 through Mar.2006)	FY 2007	FY 2008	FY 2009 ①	FY 2010 ②	FY 2011 (Forecast) ③	Year-on-year difference			
							FY2010 - FY2009		FY2011 - FY2010	
							②-①	change	③-②	change
R&D expenses 研究開発費	46,662	45,470	42,807	42,921	42,336	40,000	▲ 584	▲ 1.4%	▲ 2,336	▲ 5.5%
R&D expenses to Net Sales (%) 売上高研究開発費比率 (%)	4.6%	3.6%	3.4%	3.4%	3.8%	3.8%				