

# Segment Information

## 1. Business segment information

(1) FY2007 Third Quarter (April 1, 2006 - December 31, 2006)

(Million yen)

	Automobile	Materials handling equipment	Logistics	Textile machinery	Others	Total	Eliminations	Consolidated
<b>Net sales</b>								
(1) Outside customer sales	663,093	580,753	63,821	42,505	41,861	1,392,035	-	1,392,035
(2) Intersegment transactions	15,499	396	5,376	4	16,415	37,692	(37,692)	-
<b>Total</b>	<b>678,592</b>	<b>581,150</b>	<b>69,198</b>	<b>42,509</b>	<b>58,277</b>	<b>1,429,727</b>	<b>(37,692)</b>	<b>1,392,035</b>
<b>Operating expenses</b>	<b>655,941</b>	<b>543,760</b>	<b>68,092</b>	<b>41,539</b>	<b>54,491</b>	<b>1,363,825</b>	<b>(37,756)</b>	<b>1,326,069</b>
<b>Operating income</b>	<b>22,651</b>	<b>37,389</b>	<b>1,105</b>	<b>970</b>	<b>3,785</b>	<b>65,902</b>	<b>63</b>	<b>65,965</b>

(2) FY2008 Third Quarter (April 1, 2007 - December 31, 2007)

(Million yen)

	Automobile	Materials handling equipment	Logistics	Textile machinery	Others	Total	Eliminations	Consolidated
<b>Net sales</b>								
(1) Outside customer sales	715,001	577,311	87,886	48,788	48,372	1,477,361	-	1,477,361
(2) Intersegment transactions	19,048	1,885	5,951	0	16,376	43,262	(43,262)	-
<b>Total</b>	<b>734,050</b>	<b>579,196</b>	<b>93,837</b>	<b>48,789</b>	<b>64,749</b>	<b>1,520,623</b>	<b>(43,262)</b>	<b>1,477,361</b>
<b>Operating expenses</b>	<b>703,721</b>	<b>547,607</b>	<b>91,057</b>	<b>45,656</b>	<b>59,501</b>	<b>1,447,545</b>	<b>(43,547)</b>	<b>1,403,998</b>
<b>Operating income</b>	<b>30,328</b>	<b>31,589</b>	<b>2,779</b>	<b>3,132</b>	<b>5,247</b>	<b>73,077</b>	<b>284</b>	<b>73,362</b>

Notes 1. Business segments are divided by the type and nature of the product.

2. Main products of each segment:

Automobile ..... Passenger vehicles, diesel and gasoline engines, car air-conditioning compressors, foundry, electronics parts

Materials handling equipment ... Counterbalanced lift trucks, warehouse equipment, automated storage and retrieval systems, aerial work platforms

Logistics ..... Transportation services, collection and delivery of cash and management of sales proceeds, total information management

Textile machinery ..... Air-jet looms, water-jet looms, ring spinning frames

Others ..... Semiconductor package substrates

(3) FY2007 (April 1, 2006 - March 31, 2007)

(Million yen)

	Automobile	Materials handling equipment	Logistics	Textile machinery	Others	Total	Eliminations	Consolidated
<b>Net sales</b>								
(1) Outside customer sales	904,893	767,237	89,470	58,403	58,392	1,878,398	-	1,878,398
(2) Intersegment transactions	21,134	805	7,275	5	21,855	51,077	(51,077)	-
<b>Total</b>	<b>926,028</b>	<b>768,042</b>	<b>96,746</b>	<b>58,409</b>	<b>80,248</b>	<b>1,929,475</b>	<b>(51,077)</b>	<b>1,878,398</b>
<b>Operating expenses</b>	<b>892,435</b>	<b>720,840</b>	<b>94,965</b>	<b>57,327</b>	<b>73,920</b>	<b>1,839,490</b>	<b>(51,046)</b>	<b>1,788,443</b>
<b>Operating income</b>	<b>33,592</b>	<b>47,201</b>	<b>1,780</b>	<b>1,081</b>	<b>6,328</b>	<b>89,984</b>	<b>(30)</b>	<b>89,954</b>

## 2. Geographical segment information

(1) FY2007 Third Quarter (April 1, 2006 - December 31, 2006)

(Million yen)

	Japan	North America	Europe	Others	Total	Eliminations	Consolidated
<b>Net sales</b>							
(1) Outside customer sales	902,521	222,775	233,403	33,335	1,392,035	-	1,392,035
(2) Intersegment transactions	87,954	1,531	4,976	3,849	98,312	(98,312)	-
<b>Total</b>	<b>990,476</b>	<b>224,307</b>	<b>238,380</b>	<b>37,184</b>	<b>1,490,347</b>	<b>(98,312)</b>	<b>1,392,035</b>
<b>Operating expenses</b>	<b>940,455</b>	<b>218,583</b>	<b>229,817</b>	<b>34,856</b>	<b>1,423,712</b>	<b>(97,643)</b>	<b>1,326,069</b>
<b>Operating income</b>	<b>50,020</b>	<b>5,723</b>	<b>8,562</b>	<b>2,327</b>	<b>66,635</b>	<b>(669)</b>	<b>65,965</b>

(2) FY2008 Third Quarter (April 1, 2007 - December 31, 2007)

(Million yen)

	Japan	North America	Europe	Others	Total	Eliminations	Consolidated
<b>Net sales</b>							
(1) Outside customer sales	986,775	204,174	239,444	46,965	1,477,361	-	1,477,361
(2) Intersegment transactions	99,645	1,547	5,502	5,631	112,326	(112,326)	-
<b>Total</b>	<b>1,086,421</b>	<b>205,721</b>	<b>244,947</b>	<b>52,597</b>	<b>1,589,688</b>	<b>(112,326)</b>	<b>1,477,361</b>
<b>Operating expenses</b>	<b>1,024,925</b>	<b>201,588</b>	<b>239,821</b>	<b>48,778</b>	<b>1,515,112</b>	<b>(111,114)</b>	<b>1,403,998</b>
<b>Operating income</b>	<b>61,496</b>	<b>4,133</b>	<b>5,126</b>	<b>3,819</b>	<b>74,575</b>	<b>(1,212)</b>	<b>73,362</b>

(3) FY2007 (April 1, 2006 - March 31, 2007)

(Million yen)

	Japan	North America	Europe	Others	Total	Eliminations	Consolidated
<b>Net sales</b>							
(1) Outside customer sales	1,232,131	287,316	312,051	46,897	1,878,398	-	1,878,398
(2) Intersegment transactions	121,338	2,712	7,152	5,573	136,776	(136,776)	-
<b>Total</b>	<b>1,353,470</b>	<b>290,029</b>	<b>319,204</b>	<b>52,471</b>	<b>2,015,175</b>	<b>(136,776)</b>	<b>1,878,398</b>
<b>Operating expenses</b>	<b>1,284,500</b>	<b>284,095</b>	<b>307,912</b>	<b>49,364</b>	<b>1,925,872</b>	<b>(137,428)</b>	<b>1,788,443</b>
<b>Operating income</b>	<b>68,970</b>	<b>5,934</b>	<b>11,292</b>	<b>3,106</b>	<b>89,302</b>	<b>651</b>	<b>89,954</b>

### 3.Overseas sales

(1)FY2007 Third Quarter (April 1, 2006 - December 31, 2006)

(Million yen)

	North America	Europe	Others	Total
Overseas sales	223,474	259,320	111,377	594,172
Consolidated sales				1,392,035
Ratio of overseas sales to consolidated sales	16.1%	18.6%	8.0%	42.7%

(2) FY2008 Third Quarter (April 1, 2007 - December 31, 2007)

(Million yen)

	North America	Europe	Others	Total
Overseas sales	204,385	273,567	139,413	617,366
Consolidated sales				1,477,361
Ratio of overseas sales to consolidated sales	13.8%	18.5%	9.5%	41.8%

(3) FY2007 (April 1, 2006 - March 31, 2007)

(Million yen)

	North America	Europe	Others	Total
Overseas sales	287,957	347,617	156,338	791,913
Consolidated sales				1,878,398
Ratio of overseas sales to consolidated sales	15.3%	18.5%	8.4%	42.2%