

## FINANCIAL SUMMARY for FY2015 (April 1, 2014 - March 31, 2015)

### 1. Consolidated financial results

(Billion yen)

	FY2014		FY2015		Change		FY2016 Forecast		Change	
	April 2013 - March 2014		April 2014 - March 2015		Amount	%	April 2015 - March 2016			
Net sales	Income ratio	2,007.8	Income ratio	2,166.6	158.8	7.9	Income ratio	2,200.0	1.5	
Operating income	5.4%	107.6	5.4%	117.5	9.9	9.2	5.7%	125.0	6.3	
Ordinary income	6.9%	138.1	7.9%	170.8	32.7	23.7	8.0%	176.0	3.0	
Net income	4.6%	91.7	5.3%	115.2	23.5	25.7	5.4%	119.0	3.2	
Net income per share		¥292.76		¥367.06	¥74.30			¥378.79		
Cash dividends per share [Year-end]		¥85 [¥50]		¥110 [¥60]	¥25 [¥10]	-		¥110 [¥55]		
Payout ratio		29.0%		30.0%				29.0%		
Investments in tangible assets		109.4		126.3	16.9	15.5		100.0	(20.9)	
Depreciation		64.1		70.7	6.6	10.3		79.0	11.6	
	(As of March 31, 2014)		(As of March 31, 2015)							
Total assets		3,799.0		4,650.8	851.8	22.4				
Total net assets		1,829.3		2,425.9	596.6	32.6				
Total net assets per share		¥5,640.08		¥7,500.16	¥1,860.08					
Equity ratio		46.6%		50.7%						
Consolidated subsidiaries		215		214	(1)					
Exchange rate	¥/US\$	100		110	10			115		
	¥/Euro	134		139	5			125		

### 2. Segment information

Net sales / [Operating income]

(Billion yen)

	FY2014		FY2015		Change		FY2016 Forecast		Change	
	April 2013 - March 2014		April 2014 - March 2015		Amount	%	April 2015 - March 2016			
Vehicle	23.3%	467.0	21.2%	459.0	(8.0)	(1.7)	20.7%	455.0	(0.9)	
Engine	10.1%	202.5	8.9%	192.0	(10.5)	(5.2)	8.1%	178.0	(7.3)	
Car air-conditioning compressor	13.7%	275.7	15.0%	324.6	48.9	17.7	15.8%	348.0	7.2	
Electronics parts, foundry and others	3.0%	61.2	3.4%	74.9	13.7	22.3	3.2%	70.0	(6.6)	
Automobile total	50.1%	1,006.6	48.5%	1,050.7	44.1	4.4	47.8%	1,051.0	0.0	
		[ 35.1]		[ 35.9]	[ 0.8]					
Materials handling equipment	40.3%	809.2	42.7%	924.9	115.7	14.3	43.4%	955.0	3.2	
		[ 58.0]		[ 68.8]	[ 10.8]					
Logistics	4.7%	95.3	4.5%	98.0	2.7	2.8	4.7%	104.0	6.1	
		[ 5.1]		[ 6.2]	[ 1.1]					
Textile machinery	3.6%	73.1	3.1%	68.1	(5.0)	(6.7)	3.0%	66.0	(3.2)	
		[ 5.5]		[ 2.6]	[(2.9)]					
Others	1.3%	23.4	1.2%	24.7	1.3	5.4	1.1%	24.0	(3.1)	
		[ 3.4]		[ 3.7]	[ 0.3]					
Total	100.0%	2,007.8	100.0%	2,166.6	158.8	7.9	100.0%	2,200.0	1.5	
		[ 107.6]		[ 117.5]	[ 9.9]					

### 3. Unit sales

(Thousand Units)

	FY2014	FY2015	Change	FY2016	Change
Vitz (Yaris)	129	103	(26)	84	(19)
RAV4	198	205	7	211	6
MARK X ZIO	1	-	(1)	-	-
Vehicle	328	308	(20)	295	(13)
Diesel	383	355	(28)	285	(70)
Gasoline	243	213	(30)	215	2
Engine	626	568	(58)	500	(68)
Car air-conditioning compressor *	2,548	2,932	384	3,100	168
Materials handling equipment	199	222	23	231	9
Air-jet loom	9.3	5.8	(3.5)	5.7	(0.1)

### 4. Changes in ordinary income

(Billion yen)

Increase in sales	16.5
Cost reduction	16.2
Positive impact of exchange rate fluctuations	9.8
Non-operating income and non-operating expenses	22.8
<b>Increases total</b>	<b>65.3</b>
Increase in labor costs	(14.5)
Increase in depreciation	(6.6)
Increase in raw material costs	(2.1)
Increase in expenses	(9.4)
<b>Decreases total</b>	<b>(32.6)</b>
<b>Total changes in ordinary income</b>	<b>32.7</b>

\*(Note) The unit for unit sales of car air-conditioning compressor is ten thousand.

English translation from the original Japanese-language document