

## FINANCIAL SUMMARY for FY2015 Second Quarter (April 1, 2014 - September 30, 2014)

### 1. Consolidated financial results

(Billion yen)

|                                | FY2014 2nd Quarter          |               | FY2015 2nd Quarter          |               | Change      |      | FY2015 Forecast (April 2014-March 2015) |                              |                               |         |
|--------------------------------|-----------------------------|---------------|-----------------------------|---------------|-------------|------|---|------------------------------|-------------------------------|---------|
|                                | April 2013 - September 2013 |               | April 2014 - September 2014 |               | Amount      | %    | Current plan                            | Changes from previous year % | Previous plan (July 31, 2014) |         |
| Net sales                      | Income ratio                | 981.4         | Income ratio                | 1,046.0       | 64.6        | 6.6  | Income ratio                            | 2,100.0                      | 4.6                           | 2,100.0 |
| Operating income               | 5.3%                        | 51.8          | 5.4%                        | 56.7          | 4.9         | 9.6  | 5.5%                                    | 115.0                        | 6.8                           | 115.0   |
| Ordinary income                | 6.6%                        | 64.8          | 8.3%                        | 87.0          | 22.2        | 34.2 | 7.7%                                    | 161.0                        | 16.6                          | 159.0   |
| Net income                     | 4.4%                        | 43.5          | 5.8%                        | 60.9          | 17.4        | 40.1 | 5.3%                                    | 111.0                        | 21.0                          | 109.0   |
| Net income per share           |                             | ¥139.09       |                             | ¥194.18       | ¥55.09      |      |   | ¥353.50                      |                               | ¥347.23 |
| Dividends per share            |                             | ¥35           |                             | ¥50           | ¥15         |      |   | ¥100                         |                               | ¥90     |
| Investments in tangible assets |                             | 47.5          |                             | 55.5          | 8.0         | 17.0 |   | 115.0                        | 5.0                           | 115.0   |
| Depreciation                   |                             | 29.6          |                             | 32.3          | 2.7         | 9.0  |   | 69.0                         | 7.6                           | 69.0    |
|                                | (As of March 31, 2014)      |               | (As of September 30, 2014)  |               |             |      |   |                              |                               |         |
| Total assets                   |                             | 3,799.0       |                             | 4,024.9       | 225.9       | 5.9  |   |                              |                               |         |
| Total net assets               |                             | 1,829.3       |                             | 1,982.9       | 153.6       | 8.4  |   |                              |                               |         |
| Equity ratio                   |                             | 46.6%         |                             | 47.7%         |             |      |   |                              |                               |         |
| Consolidated subsidiaries      |                             | 215 companies |                             | 214 companies | (1) company |      |   |                              |                               |         |
| Exchange rate                  | ¥/US\$                      | 99            |                             | 103           | 4           |      |   | 104                          |                               | 101     |
|                                | ¥/Euro                      | 130           |                             | 139           | 9           |      |   | 137                          |                               | 136     |

### 2. Segment information

Net sales / [Operating income]

(Billion yen)

|                                       | FY2014 2nd Quarter          |         | FY2015 2nd Quarter          |         | Change   |        | FY2015 Forecast (April 2014-March 2015) |                              |                               |         |
|---------------------------------------|-----------------------------|---------|-----------------------------|---------|----------|--------|---|------------------------------|-------------------------------|---------|
|                                       | April 2013 - September 2013 |         | April 2014 - September 2014 |         | Amount   | %      | Current plan                            | Changes from previous year % | Previous plan (July 31, 2014) |         |
| Vehicle                               | 24.3%                       | 238.1   | 22.8%                       | 238.7   | 0.6      | 0.2    | 21.7%                                   | 455.0                        | (2.6)                         | 472.0   |
| Engine                                | 11.0%                       | 107.6   | 9.0%                        | 93.8    | (13.8)   | (12.8) | 8.8%                                    | 185.0                        | (8.7)                         | 184.0   |
| Car air-conditioning compressor       | 13.5%                       | 132.9   | 14.6%                       | 152.6   | 19.7     | 14.8   | 15.0%                                   | 315.0                        | 14.2                          | 310.0   |
| Electronics parts, foundry and others | 2.9%                        | 28.3    | 3.2%                        | 33.9    | 5.6      | 19.7   | 3.3%                                    | 69.0                         | 12.6                          | 69.0    |
| Automobile total                      | 51.7%                       | 507.1   | 49.6%                       | 519.2   | 12.1     | 2.4    | 48.8%                                   | 1,024.0                      | 1.7                           | 1,035.0 |
|                                       |                             | [ 19.4] |                             | [ 18.9] | [ (0.5)] |        |   |                              |                               |         |
| Materials handling equipment          | 39.1%                       | 383.8   | 41.5%                       | 433.7   | 49.9     | 13.0   | 42.2%                                   | 886.0                        | 9.5                           | 880.0   |
|                                       |                             | [ 26.4] |                             | [ 31.8] | [ 5.4]   |        |   |                              |                               |         |
| Logistics                             | 4.8%                        | 47.4    | 4.6%                        | 48.0    | 0.6      | 1.4    | 4.8%                                    | 100.0                        | 4.9                           | 100.0   |
|                                       |                             | [ 2.3]  |                             | [ 2.7]  | [ 0.4]   |        |   |                              |                               |         |
| Textile machinery                     | 3.2%                        | 31.5    | 3.1%                        | 32.6    | 1.1      | 3.7    | 3.1%                                    | 65.0                         | (11.1)                        | 60.0    |
|                                       |                             | [ 1.8]  |                             | [ 1.8]  | [ 0.0]   |        |   |                              |                               |         |
| Others                                | 1.2%                        | 11.4    | 1.2%                        | 12.3    | 0.9      | 7.7    | 1.1%                                    | 25.0                         | 6.4                           | 25.0    |
|                                       |                             | [ 1.5]  |                             | [ 1.4]  | [ (0.1)] |        |   |                              |                               |         |
| Total                                 | 100.0%                      | 981.4   | 100.0%                      | 1,046.0 | 64.6     | 6.6    | 100.0%                                  | 2,100.0                      | 4.6                           | 2,100.0 |
|                                       |                             | [ 51.8] |                             | [ 56.7] | [ 4.9]   |        |   |                              |                               |         |

### 3. Unit sales

(Thousand units)

|                                   | FY2014 2nd Quarter | FY2015 2nd Quarter | Change | FY2015 Forecast (April 2014-March 2015) |                            |                               |
|-----------------------------------|--------------------|--------------------|--------|---|----------------------------|-------------------------------|
|                                   |                    |                    |        | Current plan                            | Changes from previous year | Previous plan (July 31, 2014) |
| Vitz (Yaris)                      | 68                 | 63                 | (5)    | 106                                     | (23)                       | 117                           |
| RAV4                              | 97                 | 102                | 5      | 204                                     | 6                          | 208                           |
| MARK X ZIO                        | 1                  | -                  | (1)    | -                                       | (1)                        | -                             |
| Vehicle total                     | 166                | 165                | (1)    | 310                                     | (18)                       | 325                           |
| Diesel                            | 202                | 170                | (32)   | 345                                     | (38)                       | 348                           |
| Gasoline                          | 137                | 105                | (32)   | 215                                     | (28)                       | 212                           |
| Engine total                      | 339                | 275                | (64)   | 560                                     | (66)                       | 560                           |
| Car air-conditioning compressor * | 1,256              | 1,422              | 166    | 3,000                                   | 452                        | 3,000                         |
| Materials handling equipment      | 95                 | 105                | 10     | 218                                     | 19                         | 215                           |
| Air-jet loom                      | 3.8                | 3.1                | (0.7)  | 5.7                                     | (3.6)                      | 5.5                           |

### 4. Changes in ordinary income

(Billion yen)

|   |               |
|---|---------------|
| Increase in sales                               | 9.2           |
| Cost reduction                                  | 6.8           |
| Positive impact of exchange rate fluctuations   | 2.8           |
| Non-operating income and non-operating expenses | 17.2          |
| <b>Increases total</b>                          | <b>36.0</b>   |
| Increase in labor costs                         | (6.8)         |
| Increase in depreciation                        | (2.7)         |
| Increase in raw material costs                  | (1.0)         |
| Increase in expenses                            | (3.3)         |
| <b>Decreases total</b>                          | <b>(13.8)</b> |
| <b>Total changes in ordinary income</b>         | <b>22.2</b>   |

\*(Note) The unit for unit sales of car air-conditioning compressor is ten thousand.  
English translation from the original Japanese-language document