

FINANCIAL SUMMARY for FY2012 Third Quarter (April 1, 2011 - December 31, 2011)

1. Consolidated financial results

(Billion yen)

	FY2011 3rd Quarter		FY2012 3rd Quarter		Change		Current plan		Changes from previous year %
	April 2010 - December 2010		April 2011 - December 2011		Amount	%	FY2012 (April 2011-March 2012)		
Net sales	100.0%	1,106.8	100.0%	1,127.1	20.3	1.8	100.0%	1,580.0	6.8
Operating income	4.9%	54.7	4.3%	48.6	(6.1)	(11.1)	4.7%	75.0	9.0
Ordinary income	5.7%	62.6	5.5%	62.1	(0.5)	(0.8)	5.4%	85.0	15.0
Net income	3.5%	39.1	3.5%	39.7	0.6	1.5	3.5%	55.0	16.5
Net income per share		¥125.78		¥127.59	¥1.81			¥176.46	
Investments in tangible assets		25.2		34.8	9.6	38.0		60.0	56.8
Depreciation		45.5		43.7	(1.8)	(3.9)		60.0	(3.8)
	(As of March 31, 2011)								
Total assets		2,481.4		2,303.0	(178.4)	(7.2)			
Total net assets		1,075.9		959.8	(116.1)	(10.8)		-	-
Equity ratio		41.4%		39.7%					
Consolidated subsidiaries		162		163	1				
Exchange rate	¥/US\$	87		79	(8)		(4th quarter)	78	(75)
	¥/Euro	113		111	(2)			110	(105)

2. Segment information

Net sales / [Operating income]

(Billion yen)

	FY2011 3rd Quarter		FY2012 3rd Quarter		Change		Current plan		Changes from previous year %
	April 2010 - December 2010		April 2011 - December 2011		Amount	%	FY2012 (April 2011-March 2012)		
Vehicle	25.9%	286.4	23.0%	259.5	(26.9)	(9.4)	22.5%	355.0	(5.5)
Engine	13.7%	151.3	12.3%	139.0	(12.3)	(8.1)	12.9%	204.0	3.4
Car air-conditioning compressor	12.9%	143.1	13.2%	148.3	5.2	3.6	13.6%	214.0	11.5
Foundry, electronics parts and others	2.7%	30.0	2.7%	30.0	0.0	0.2	3.0%	47.0	19.4
Automobile total	55.2%	611.0	51.2%	577.0	(34.0)	(5.6)	52.0%	820.0	2.0
		[25.9]		[12.3]	[(13.6)]				
Materials handling equipment	32.4%	358.2	37.5%	422.9	64.7	18.1	36.7%	580.0	18.2
		[19.8]		[28.9]	[9.1]				
Logistics	7.3%	81.1	6.2%	69.3	(11.8)	(14.6)	6.3%	100.0	(7.2)
		[4.1]		[2.9]	[(1.2)]				
Textile machinery	2.7%	29.9	2.6%	29.2	(0.7)	(2.3)	2.5%	40.0	(6.5)
		[1.9]		[1.4]	[(0.5)]				
Others	2.4%	26.4	2.5%	28.5	2.1	8.0	2.5%	40.0	16.2
		[2.5]		[2.5]	[0.0]				
Total	100.0%	1,106.8	100.0%	1,127.1	20.3	1.8	100.0%	1,580.0	6.8
		[54.7]		[48.6]	[(6.1)]				

3. Unit sales

(Thousand Units)

	FY2011	FY2012	Change	Current plan	Changes from
	3rd Quarter	3rd Quarter		FY2012	previous year
Vitz (Yaris)	133	129	(4)	182	1
RAV4	88	68	(20)	93	(16)
Mark X Zio	3	4	1	5	0
Vehicle	224	201	(23)	280	(15)
Diesel	289	279	(10)	423	41
Gasoline	187	150	(37)	207	(25)
Engine	476	429	(47)	630	16
Car air-conditioning compressor *	1,397	1,537	140	2,200	317
Materials handling equipment	111	135	24	190	37
Air-jet loom	5.0	3.9	(1.1)	5.0	(2.2)

4. Changes in ordinary income

(Billion yen)

Cost reduction	13.1
Increase in the net amount of non-operating income and non-operating expenses	5.6
Increases total	18.7
Increase in labor costs	(4.7)
Negative impact of exchange rate fluctuations	(4.5)
Increase in raw material costs	(3.9)
Changes in sales composition	(2.8)
Increase in expenses and others	(3.3)
Decreases total	(19.2)
Total Changes in Ordinary income	(0.5)

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

English translation from the original Japanese-language document