

## FINANCIAL SUMMARY for FY2012 Second Quarter (April 1, 2011 - September 30, 2011)

### 1. Consolidated financial results

(Billion yen)

	FY2011 2nd Quarter		FY2012 2nd Quarter		Change		FY2012 Forecast (April 2011-March 2012)			
	April 2010 - September 2010		April 2011 - September 2011		Amount	%	Current plan	Changes from previous year %	Previous plan (June 14, 2011)	
Net sales	100.0%	729.8	100.0%	722.6	(7.2)	(1.0)	100.0%	1,580.0	6.8	1,570.0
Operating income	5.0%	36.2	4.0%	29.2	(7.0)	(19.3)	4.7%	75.0	9.0	70.0
Ordinary income	5.3%	38.3	5.1%	36.7	(1.6)	(4.2)	5.4%	85.0	15.0	80.0
Net income	3.2%	23.6	3.6%	25.9	2.3	9.5	3.5%	55.0	16.5	46.0
Net income per share		¥76.02		¥83.21	¥7.19			¥176.46		¥147.64
Dividends per share		¥25		¥25	-			¥50		¥50
Investments in tangible assets		16.3		21.0	4.7	29.0		60.0	56.8	60.0
Depreciation		29.9		28.6	(1.3)	(4.4)		60.0	(3.8)	62.0
	(As of March 31, 2011)									
Total assets		2,481.4		2,350.9	(130.5)	(5.3)				
Total net assets		1,075.9		968.9	(107.0)	(9.9)		-	-	-
Equity ratio		41.4%		39.2%						
Consolidated subsidiaries		162		165	3					
Exchange rate							(second half)			
	¥/US\$	89		80	(9)		78	(75)		80
	¥/Euro	114		114	(0)		110	(105)		112

### 2. Segment information

Net sales / [Operating income]

(Billion yen)

	FY2011 2nd Quarter		FY2012 2nd Quarter		Change		FY2012 Forecast (April 2011-March 2012)			
	April 2010 - September 2010		April 2011 - September 2011		Amount	%	Current plan	Changes from previous year %	Previous plan (June 14, 2011)	
Vehicle	26.5%	193.7	21.6%	155.2	(38.5)	(19.9)	22.5%	355.0	(5.5)	343.0
Engine	13.5%	98.2	12.5%	90.6	(7.6)	(7.8)	12.9%	204.0	3.4	188.0
Car air-conditioning compressor	13.3%	96.9	13.4%	96.7	(0.2)	(0.2)	13.6%	214.0	11.5	213.0
Foundry, electronics parts and others	2.7%	19.9	2.5%	18.0	(1.9)	(9.7)	3.0%	47.0	19.4	46.0
Automobile total	56.0%	408.9	50.0%	360.6	(48.3)	(11.8)	52.0%	820.0	2.0	790.0
		[ 18.6]		[ 6.1]	[ (12.5)]					
Materials handling equipment	31.6%	230.8	38.3%	276.9	46.1	20.0	36.7%	580.0	18.2	590.0
		[ 11.7]		[ 18.9]	[ 7.2]					
Logistics	7.4%	53.8	6.4%	46.3	(7.5)	(13.9)	6.3%	100.0	(7.2)	100.0
		[ 2.7]		[ 1.6]	[ (1.1)]					
Textile machinery	2.6%	18.5	2.7%	19.7	1.2	6.4	2.5%	40.0	(6.5)	45.0
		[ 1.0]		[ 0.9]	[ (0.1)]					
Others	2.4%	17.6	2.6%	19.0	1.4	7.7	2.5%	40.0	16.2	45.0
		[ 1.7]		[ 1.3]	[ (0.4)]					
Total	100.0%	729.8	100.0%	722.6	(7.2)	(1.0)	100.0%	1,580.0	6.8	1,570.0
		[ 36.2]		[ 29.2]	[ (7.0)]					

### 3. Unit sales

(Thousand Units)

	FY2011 2nd Quarter	FY2012 2nd Quarter	Change	FY2012 Forecast (April 2011-March 2012)		
				Current plan	Changes from previous year	Previous plan (June 14, 2011)
Vitz (Yaris)	95	80	(15)	182	1	181
RAV4	57	38	(19)	93	(16)	90
Mark X Zio	2	3	1	5	0	4
Vehicle	154	121	(33)	280	(15)	275
Diesel	186	188	2	423	41	395
Gasoline	121	86	(35)	207	(25)	185
Engine	307	274	(33)	630	16	580
Car air-conditioning compressor *	940	987	47	2,200	317	2,180
Materials handling equipment	69	86	17	190	37	183
Air-jet loom	3.0	2.4	(0.6)	5.0	(2.2)	6.0

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

English translation from the original Japanese-language document

### 4. Changes in ordinary income

(Billion yen)

Cost reduction	7.0
Increase in the net amount of non-operating income and non-operating expenses	5.4
<b>Increases total</b>	<b>12.4</b>
Decrease in sales volume	(3.2)
Increase in labor costs	(3.0)
Negative impact of exchange rate fluctuations	(2.7)
Increase in raw material costs	(2.4)
Increase in expenses and others	(2.7)
<b>Decreases total</b>	<b>(14.0)</b>
<b>Total Changes in Ordinary income</b>	<b>(1.6)</b>