



# Presentation of Business Results for the 1<sup>st</sup> Quarter of FYE 2011 Fuji Heavy Industries Ltd.

July 30, 2010

# A Summary of Business Results



# 1<sup>st</sup> Quarter : Consolidated Automobile Sales

(Thousand Units)

		<u>Actual Results</u> 1Q FYE March 2010	<u>Actual Results</u> 1Q FYE March 2011	Increase /Decrease
	Passenger Car	12.1	12.7	+0.6
	Minicar	20.8	22.7	+1.9
<b>Domestic Total</b>		<b>32.9</b>	<b>35.5</b>	<b>+2.6</b>
	U.S.	39.3	58.2	+18.9
	Canada	5.9	8.4	+2.4
	Russia	0	1.5	+1.4
	Europe	6.8	11.3	+4.5
	Australia	6.5	11.8	+5.3
	China	7.1	16.5	+9.4
	Others	1.6	7.2	+5.6
<b>Overseas Total</b>		<b>67.3</b>	<b>114.9</b>	<b>+47.6</b>
<b>Total</b>		<b>100.2</b>	<b>150.3</b>	<b>+50.2</b>

# 1<sup>st</sup> Quarter : Consolidated Statements of Income

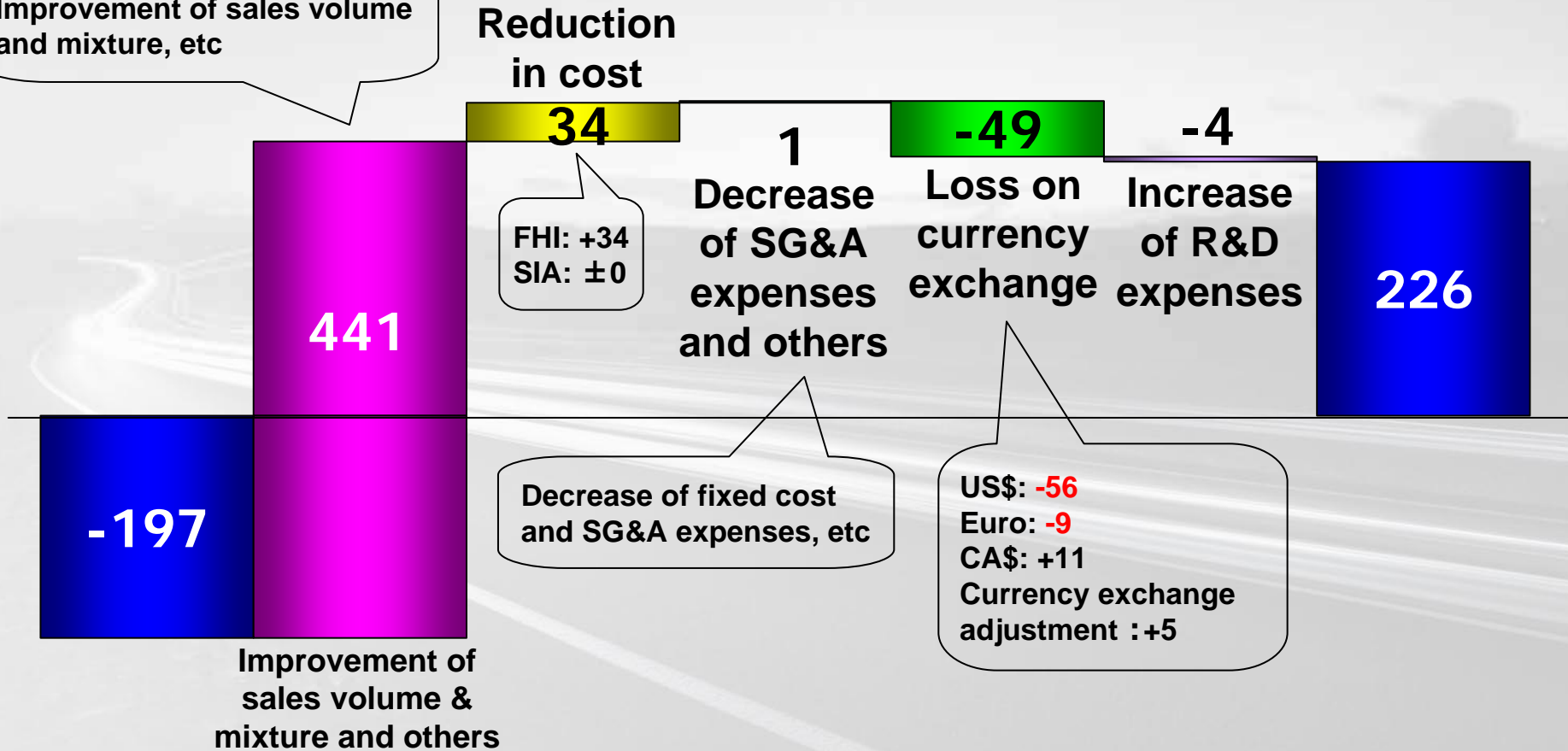
(100 million yen)

	<u>Actual Results</u> 1Q FYE March 2010	<u>Actual Results</u> 1Q FYE March 2011	Increase /Decrease
<b>Net Sales</b>	<b>2,713</b>	<b>3,703</b>	+990
Domestic	1,075	1,045	-30
Overseas	1,638	2,658	+1,020
<b>Operating Income /Loss</b>	<b>-197</b>	<b>226</b>	+423
<b>Ordinary Income /Loss</b>	<b>-195</b>	<b>242</b>	+437
Income/Loss Before Income Taxes and Minority Interests	<b>-199</b>	<b>245</b>	+445
<b>Net Income/Loss</b>	<b>-193</b>	<b>191</b>	+384
FHI Exchange Rate	¥98/\$	¥92/\$	-¥6/\$

# 1<sup>st</sup> Quarter : Analysis of Increase and Decrease in Operating Income Changes (consolidated)

(100 million yen)

Japan & Overseas:  
Improvement of sales volume  
and mixture, etc



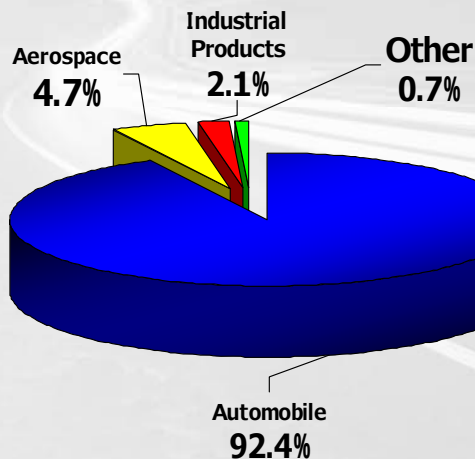
Operating Loss  
1Q  
FYE March 2010

**+42.3 billion**

Operating Income  
1Q  
FYE March 2011

# 1<sup>st</sup> Quarter : Net Sales by Business Segment (consolidated)

## Percentage of Total Sales



(100 million yen)

	<u>Actual Results</u> 1Q FYE March 2010	<u>Actual Results</u> 1Q FYE March 2011	Increase /Decrease
<b>Automobile</b>	<b>2,407</b>	<b>3,421</b>	+1,015
<b>Aerospace</b>	<b>224</b>	<b>175</b>	-49
<b>Industrial Products</b>	<b>59</b>	<b>80</b>	+20
<b>Other</b>	<b>23</b>	<b>27</b>	+4
<b>Total</b>	<b>2,713</b>	<b>3,703</b>	+990



# 1<sup>st</sup> Quarter : Operating Income by Business Segment (consolidated)

(100 million yen)

	<u>Actual Results</u> 1Q FYE March 2010	<u>Actual Results</u> 1Q FYE March 2011	Increase /Decrease
<b>Automobile</b>	<b>-217</b>	<b>219</b>	+436
<b>Aerospace</b>	<b>16</b>	<b>0</b>	-16
<b>Industrial Products</b>	<b>-3</b>	<b>-1</b>	+2
<b>Other</b>	<b>3</b>	<b>6</b>	+3
<b>Elimination and Corporate</b>	<b>3</b>	<b>1</b>	-2
<b>Total</b>	<b>-197</b>	<b>226</b>	+423

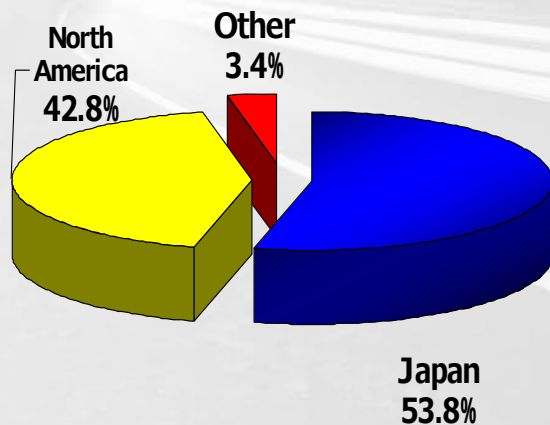


# 1<sup>st</sup> Quarter : Net Sales by Geographic Area

(consolidated) <Appendix>

(100 million yen)

Percentage of Total Sales



	Actual Results 1Q FYE March 2010	Actual Results 1Q FYE March 2011	Increase /Decrease
Japan	1,552	1,993	+441
North America	1,098	1,584	+486
Other	64	126	+62
<b>Total</b>	<b>2,713</b>	<b>3,703</b>	<b>+990</b>



# 1<sup>st</sup> Quarter : Operating Income by Geographic Area (consolidated) <Appendix>

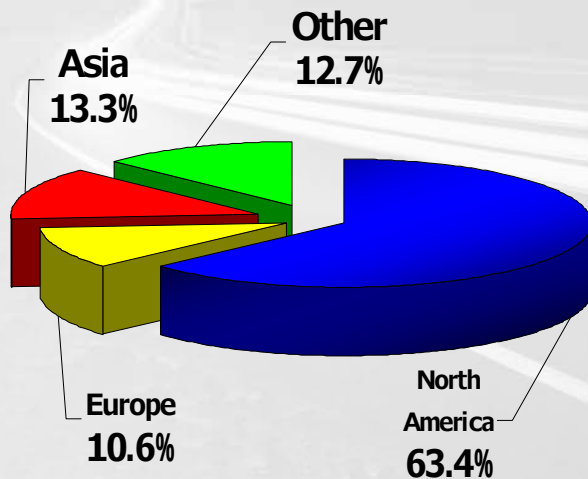
(100 million yen)

	<u>Actual Results</u> 1Q FYE March 2010	<u>Actual Results</u> 1Q FYE March 2011	Increase /Decrease
Japan	<b>-130</b>	<b>131</b>	+261
North America	<b>-27</b>	<b>123</b>	+150
Other	<b>1</b>	<b>2</b>	+1
Elimination and Corporate	<b>-40</b>	<b>-30</b>	+10
<b>Total</b>	<b>-197</b>	<b>226</b>	<b>+423</b>

# 1<sup>st</sup> Quarter : Overseas Net Sales <Appendix>

(100 million yen)

## Percentage of Total Sales



	<u>Actual Results</u> 1Q FYE March 2010	<u>Actual Results</u> 1Q FYE March 2011	Increase /Decrease
North America	<b>1,189</b>	<b>1,686</b>	+497
Europe	<b>145</b>	<b>281</b>	+136
Asia	<b>143</b>	<b>354</b>	+211
Other	<b>161</b>	<b>337</b>	+176
<b>Total</b>	<b>1,638</b>	<b>2,658</b>	<b>+1,020</b>



# Operating Results of Subsidiaries in U.S.

(million US\$)

<b>SOA</b>	<u>Actual Results</u> 1Q FYE March 2010	<u>Actual Results</u> 1Q FYE March 2011	Increase/ Decrease
Net Sales	\$920	\$1,402	+482
Operating Income / Loss	-12	61	+73
Net Income / Loss	-8	37	+45
Retail Sales (Thousand units)	51.7	68.4	+16.7
<b>SIA</b>	<u>Actual Results</u> 1Q FYE March 2010	<u>Actual Results</u> 1Q FYE March 2011	Increase/ Decrease
Net Sales	\$270	\$868	+598
Operating Income / Loss	-21	\$46	+67
Net Income / Loss	-13	\$27	+40
Subaru Production (Thousand units)	10.3	39.9	+29.6

# Analysis of Non-Operating Income and Expenses

(100 million yen)

	<u>Actual Results</u> 1Q FYE March 2010	<u>Actual Results</u> 1Q FYE March 2011	Increase /Decrease
<b>Non-Operating Income</b>	<b>39</b>	<b>80</b>	<b>+41</b>
Interest and dividends income	5	6	+1
Equity in earnings of affiliates	3	11	+8
<b>Non-Operating Expenses</b>	<b>37</b>	<b>64</b>	<b>+27</b>
Interest expenses	11	13	+2
<b>Net</b>	<b>2</b>	<b>16</b>	<b>+14</b>
<b>Financial Revenue and Expenditure</b>	<b>-7</b>	<b>-7</b>	<b>-1</b>
<b>FOREX Effects</b>	<b>6</b>	<b>14</b>	<b>+8</b>
Net of gain and loss on valuation of derivatives	25	54	+29
Net of FOREX gains and losses	<b>-19</b>	<b>-40</b>	<b>-21</b>

# Consolidated Balance Sheets

(100 million yen)

	As of March 31, 2010	As of June 30, 2010	Increase /Decrease
<b>Total Assets</b>	<b>12,314</b>	<b>12,251</b>	<b>-63</b>
Current Assets	6,389	6,359	-30
Noncurrent Assets	5,925	5,892	-33
<b>Interest Bearing Debts</b>	<b>3,676</b>	<b>3,473</b>	<b>-203</b>
<b>Net Assets</b>	<b>3,819</b>	<b>3,926</b>	<b>+107</b>
Retained Earnings	1,102	1,293	+191
Shareholders' Equity	3,806	3,913	+107
<b>Shareholders' Equity to Total Assets</b>	<b>30.9%</b>	<b>31.9%</b>	<b>+1.0%</b>
<b>D/E ratio</b>	<b>0.97</b>	<b>0.89</b>	<b>-0.08</b>

# 1<sup>st</sup> Quarter : Consolidated Statements of Cash Flows

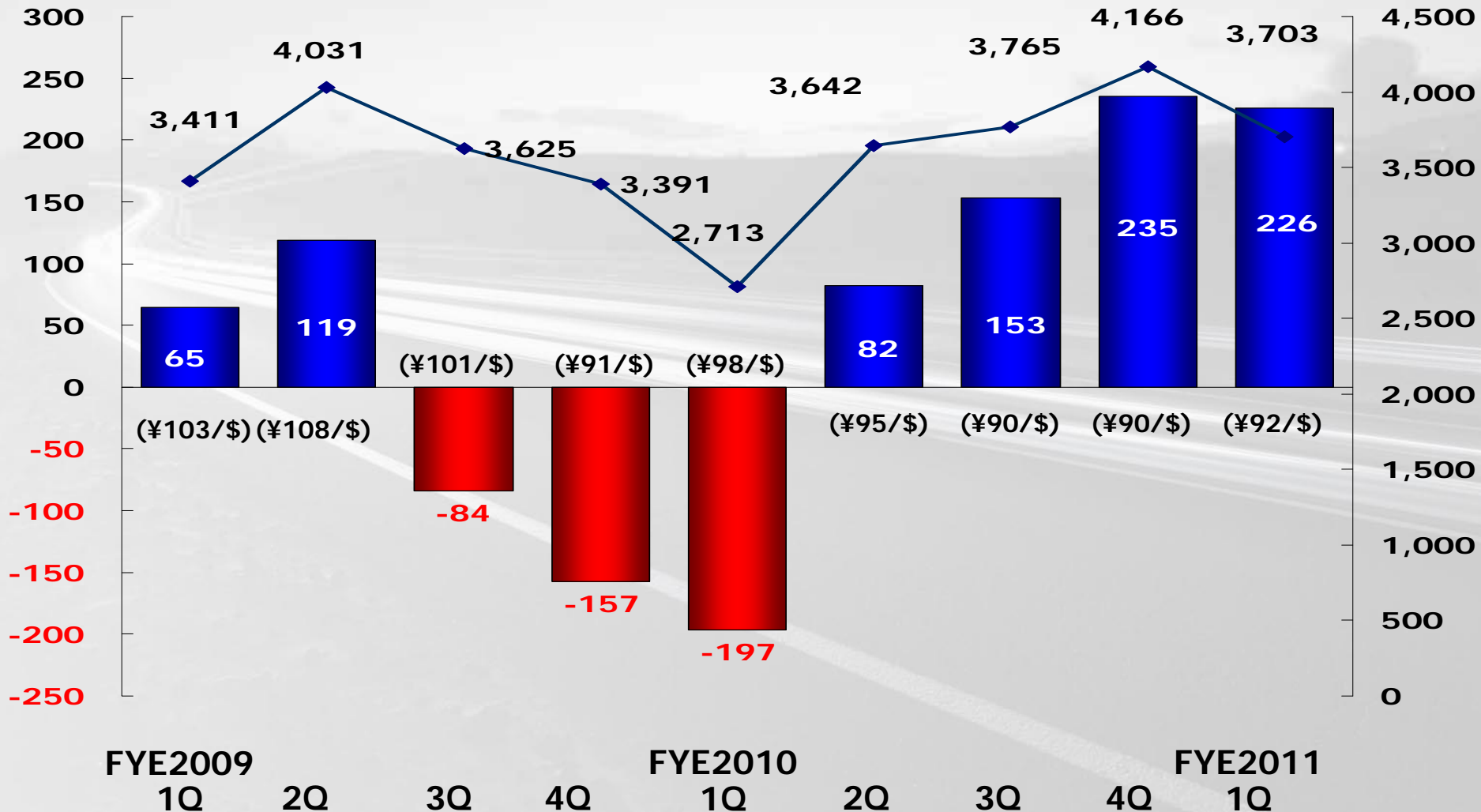
(100 million yen)

	<u>Actual Results</u> 1Q FYE March 2010	<u>Actual Results</u> 1Q FYE March 2011	Increase /Decrease
Net Cash Provided by (used in) Operating Activities	<b>398</b>	<b>337</b>	<b>-61</b>
Net Cash Provided by (used in ) Investing Activities	<b>-225</b>	<b>-91</b>	<b>+134</b>
Free Cash Flows	<b>173</b>	<b>246</b>	<b>+73</b>
Net Cash Provided by (used in) Financing Activities	<b>426</b>	<b>-193</b>	<b>-618</b>
Effect of Exchange Rate Change on Cash and Cash Equivalents	<b>-10</b>	<b>-45</b>	<b>-35</b>
Net Increase (Decrease) in Cash and Cash Equivalents	589	8	<b>-581</b>
Increase (Decrease) in Cash and Cash Equivalents Resulting from Change of Scope of Consolidation	2	-	<b>-2</b>
Cash and Cash Equivalents at End of Period	<b>1,556</b>	<b>1,923</b>	<b>+367</b>

# Net Sales & Operating Sales <Appendix>

**Operating Income**  
(100 million yen)

**Net Sales**  
(100 million yen)



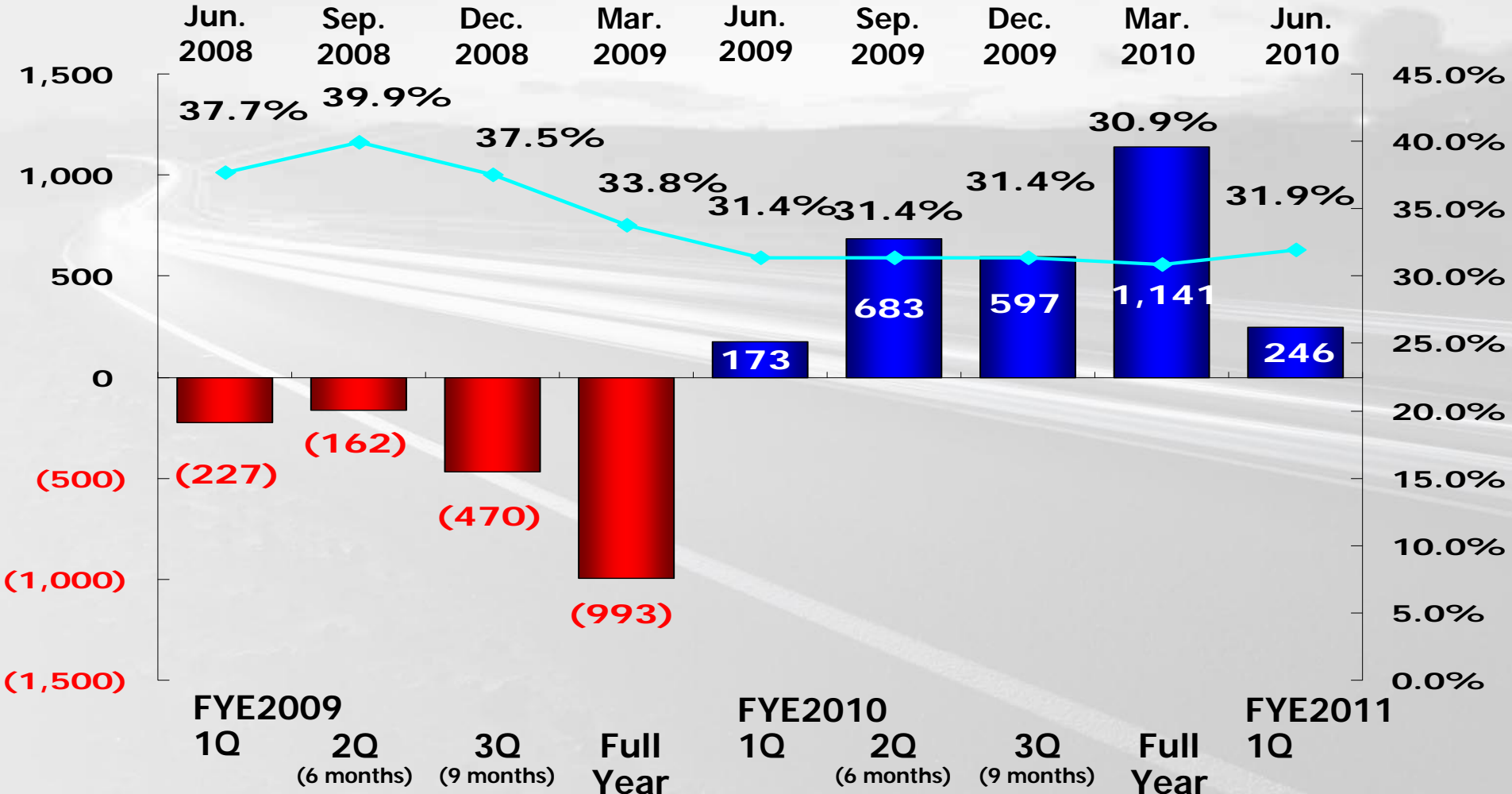




# Free Cash Flows & Shareholders' Equity to Total Assets <Appendix>

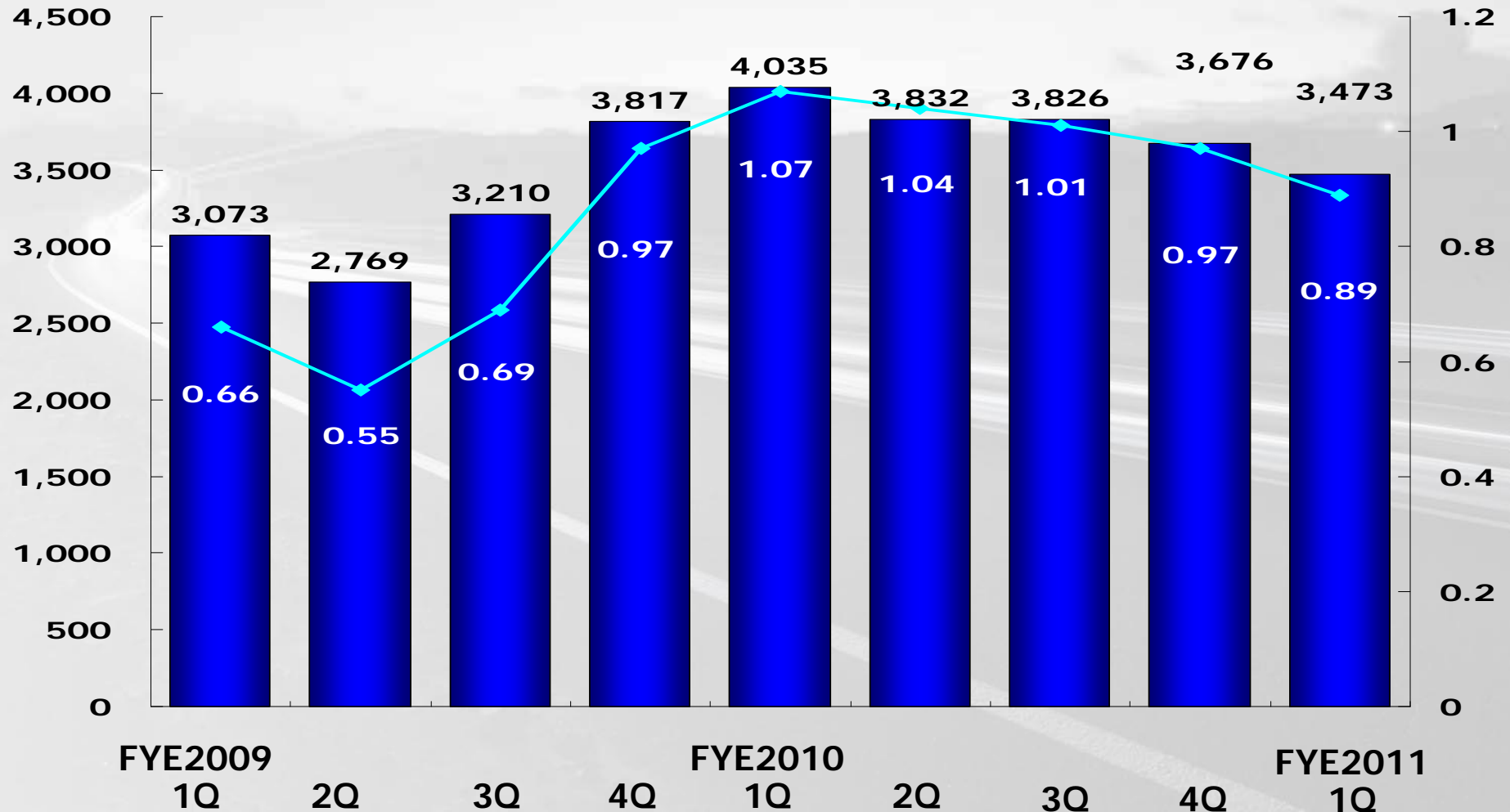
**FCF**  
(100 million yen)

**Shareholders' Equity to Total Assets**



**Interest Bearing Debts**  
(100 million yen)

**D/E ratio**



# 1<sup>st</sup> Quarter : Non-Consolidated Automobile Sales

<Appendix>

(Thousand Units)

	<u>Actual Results</u> 1Q FYE March 2010	<u>Actual Results</u> 1Q FYE March 2011	Increase /Decrease
<b>Domestic Production</b>	<b>84.5</b>	<b>121.9</b>	<b>+37.4</b>
<b>Domestic Sales</b>	<b>36.0</b>	<b>39.9</b>	<b>+4.0</b>
Passenger Car	14.6	14.9	+0.3
Minicar	21.4	25.0	+3.7
<b>Number of Vehicles exported</b>	<b>46.6</b>	<b>85.1</b>	<b>+38.4</b>
<b>Components for Overseas Production</b>	<b>15.4</b>	<b>37.1</b>	<b>+21.8</b>
<b>Total</b>	<b>98.0</b>	<b>162.1</b>	<b>+64.2</b>

# Outlook for the term Ending March 2011



# 1<sup>st</sup> Half : Consolidated Automobile Sales Plan

(Thousand Units)

		<u>Actual Results</u> 1 <sup>st</sup> Half FYE March 2010	<u>Plan</u> 1 <sup>st</sup> Half FYE March 2011	Increase/ Decrease	<u>Plan</u> Full Year FYE March 2011
	Passenger Car	33.5	35.8	+2.3	69.0
	Minicar	45.9	46.9	+1.0	92.4
<b>Domestic Total</b>		<b>79.4</b>	<b>82.7</b>	<b>+3.3</b>	<b>161.4</b>
	U.S.	98.3	126.7	+28.3	243.7
	Canada	9.7	13.6	+3.9	26.5
	Russia	0.2	4.0	+3.8	8.1
	Europe	15.5	25.1	+9.6	52.2
	Australia	15.2	20.4	+5.2	39.9
	China	17.0	33.4	+16.4	60.0
	Others	7.2	19.1	+11.8	38.2
<b>Overseas Total</b>		<b>163.3</b>	<b>242.3</b>	<b>+79.0</b>	<b>468.6</b>
<b>Total</b>		<b>242.7</b>	<b>325.0</b>	<b>+82.3</b>	<b>630.0</b>

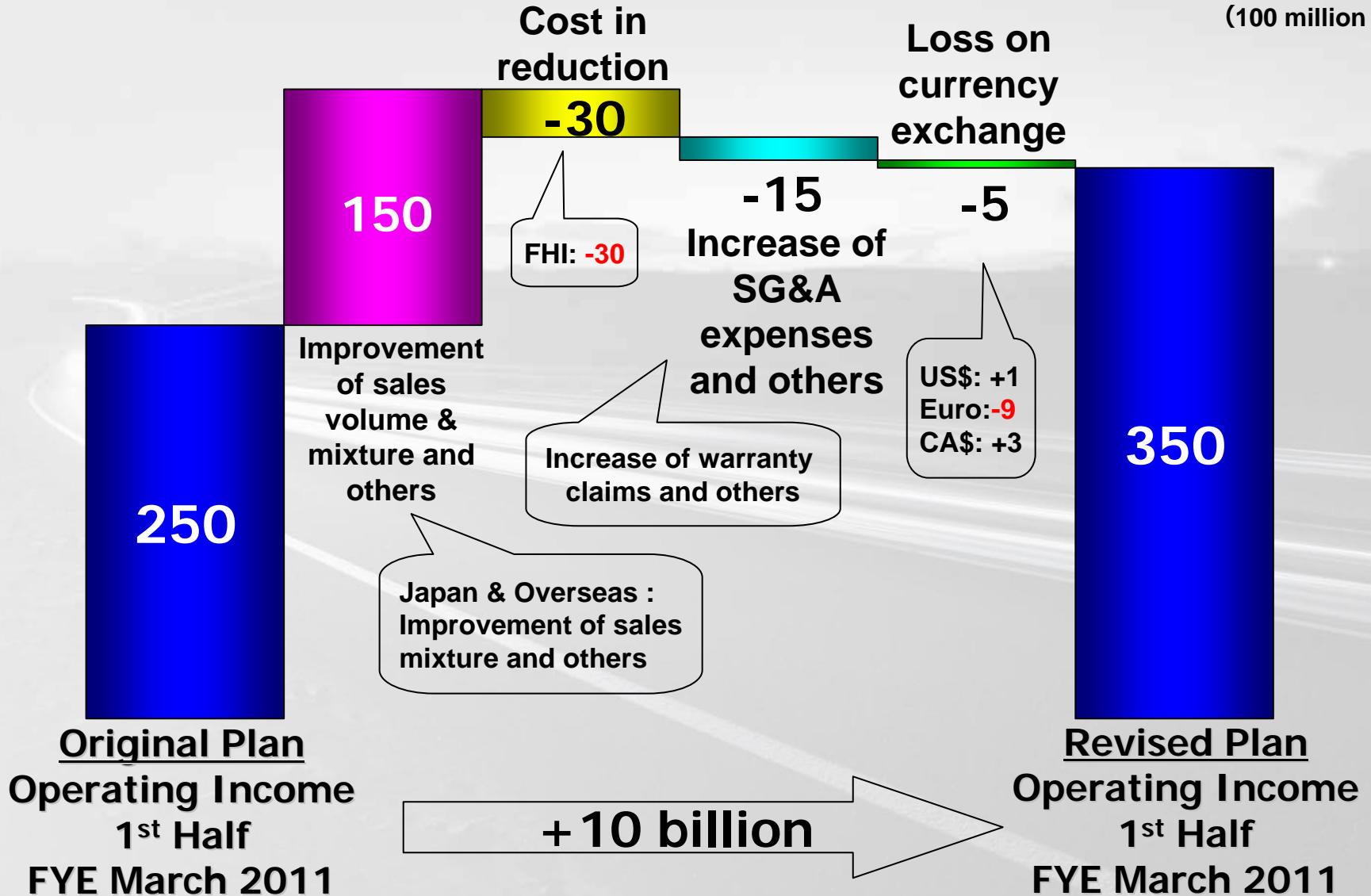
# 1<sup>st</sup> Half : Consolidated Operating Plan

(100 million yen)

	<u>Actual Results</u> 1 <sup>st</sup> Half FYE March 2010	<u>Plan</u> 1 <sup>st</sup> Half FYE March 2011	Increase/ Decrease	<u>Plan</u> Full Year FYE March 2011
<b>Net Sales</b>	<b>6,356</b>	<b>7,500</b>	+1,145	<b>14,700</b>
Domestic	2,439	2,320	-119	4,490
Overseas	3,917	5,180	+1,263	10,210
<b>Operating Income /Loss</b>	<b>-114</b>	<b>350</b>	+464	<b>430</b>
<b>Ordinary Income /Loss</b>	<b>-118</b>	<b>330</b>	+448	<b>380</b>
<b>Income/Loss Before Income Taxes and Minority Interests</b>	<b>-174</b>	<b>290</b>	+464	<b>310</b>
<b>Net Income/Loss</b>	<b>-217</b>	<b>230</b>	+447	<b>230</b>
FHI Exchange Rate	¥96/US\$	¥90/US\$	-¥6/US\$	¥89/US\$

# 1<sup>st</sup> Half : Analysis of Increase and Decrease in Operating Income Changes

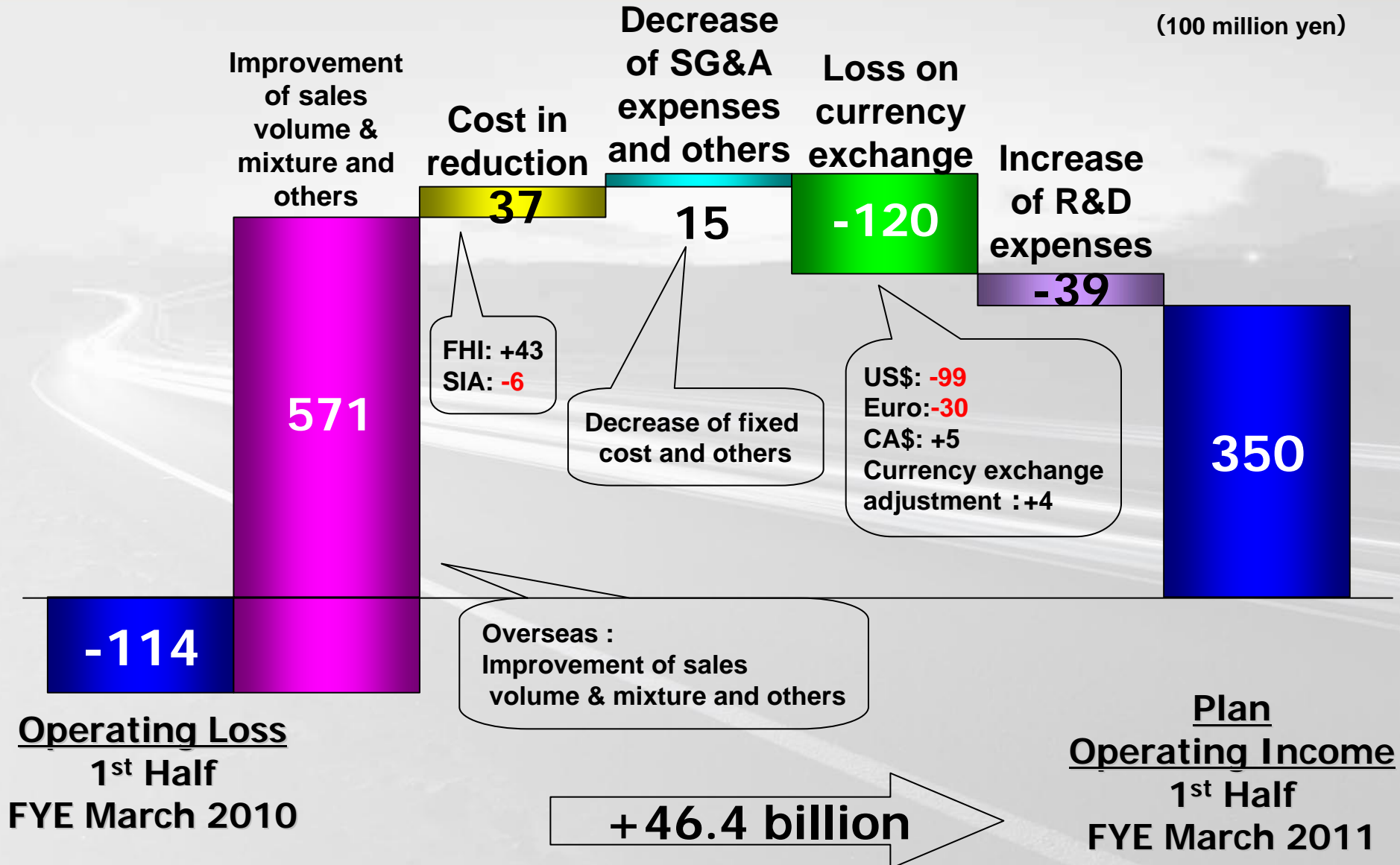
(100 million yen)





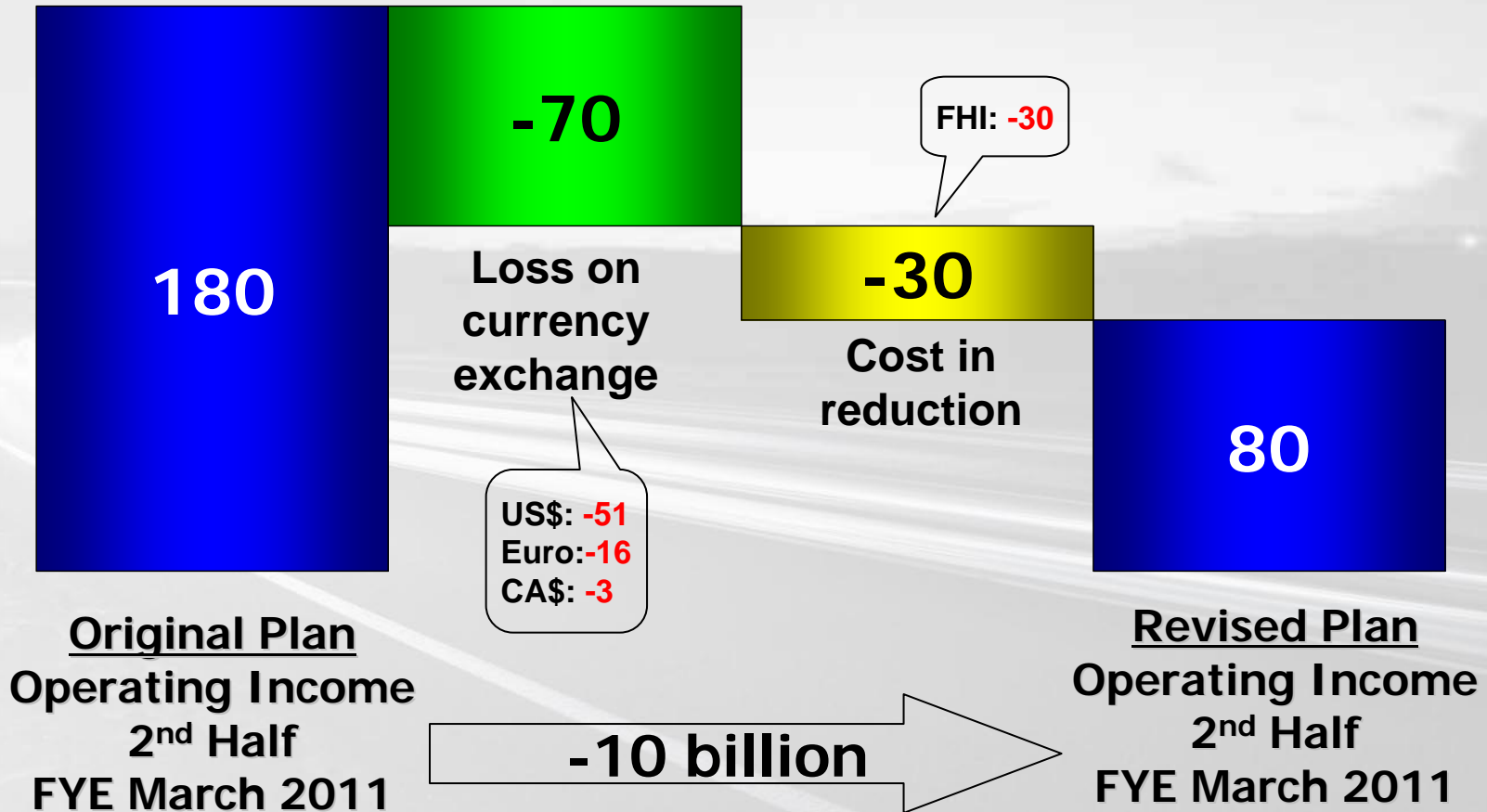
# 1<sup>st</sup> Half : Analysis of Increase and Decrease in Operating Income Changes <Appendix>

(100 million yen)



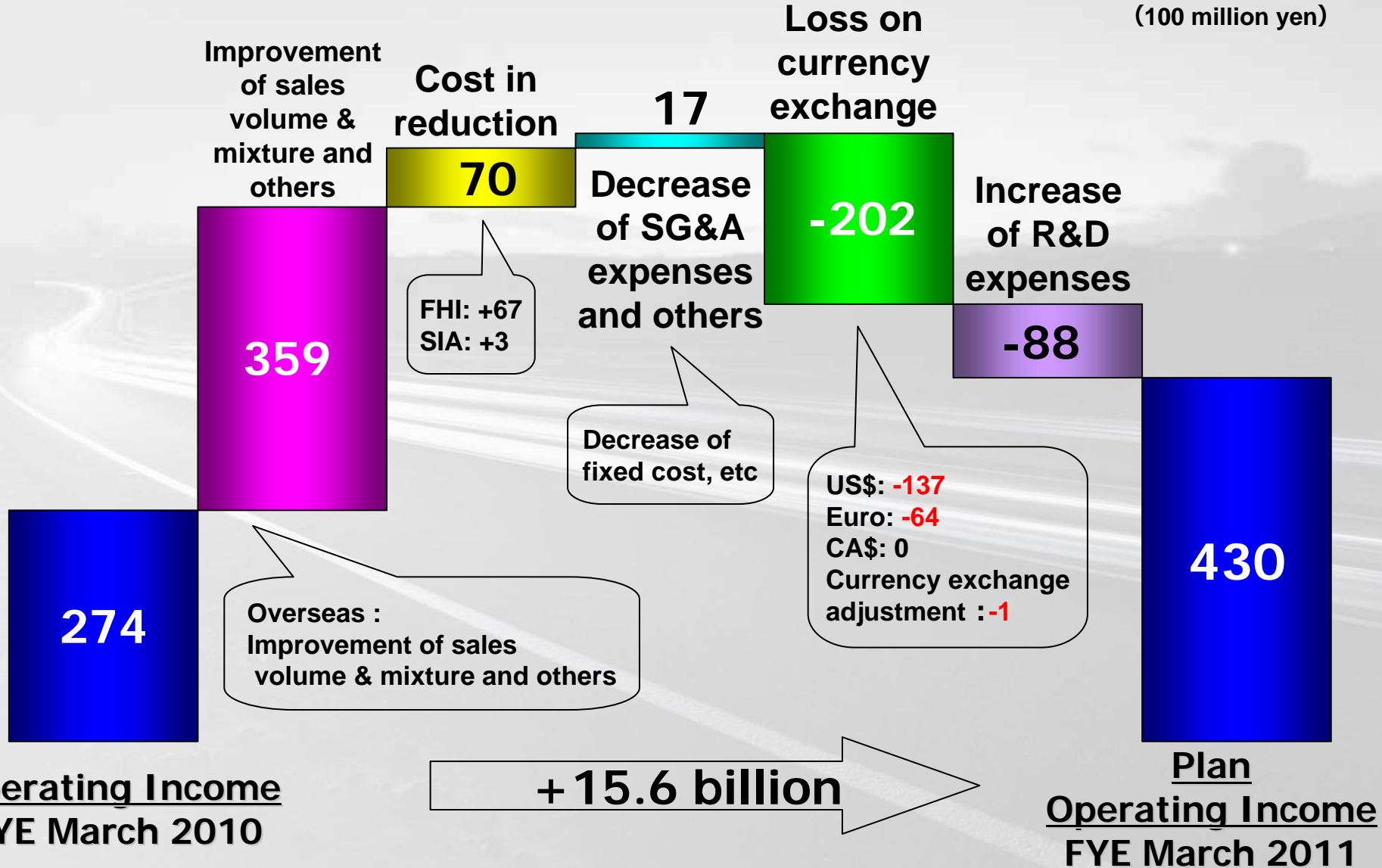
# 2<sup>nd</sup> Half : Analysis of Increase and Decrease in Operating Income Changes

(100 million yen)



# Full Year : Analysis of Increase and Decrease in Operating Income Changes <Appendix>

(100 million yen)



# Capex / Depreciation / R&D <Appendix>

(100 million yen)

	<u>Actual Results</u> FYE 2010 (a)	<u>Actual Results</u> 1Q FYE 2010	<u>Actual Results</u> 1Q FYE 2011	<u>Plan</u> 1 <sup>st</sup> Half FYE 2011	<u>Plan</u> FYE 2011 (b)	Increase / Decrease (b) – (a)
Capex	561	215	82	260	560	-1
Depreciation	571	147	116	250	520	-51
R&D	372	84	89	210	460	+88
Interest Bearing Debt	3,676	4,235	3,473	3,200	3,200	-476

# Non-Consolidated Automobile Sales Plan

## <Appendix>

(Thousand Units)

	<u>Actual Results</u> FYE March 2010	<u>Plan</u> FYE March 2011	Increase/ Decrease
<b>Domestic Production</b>	<b>452.7</b>	<b>457.9</b>	<b>+5.1</b>
<b>Domestic Sales</b>	<b>177.5</b>	<b>163.8</b>	<b>-13.7</b>
Passenger Car	80.3	73.7	-6.6
Minicar	97.2	90.1	-7.1
<b>Number of Vehicles exported</b>	<b>279.7</b>	<b>316.4</b>	<b>+36.7</b>
<b>Components for Overseas Production</b>	<b>113.6</b>	<b>139.2</b>	<b>+25.6</b>
<b>Total</b>	<b>570.8</b>	<b>619.5</b>	<b>+48.7</b>



*Thank you !*