

< Reference for FY2013 Consolidated Financial Results >

(Yen in 100 Millions, Units in Thousands)

		RESULTS						n Thousands)
				RESULTS			FORECASTS	
		FY2012		FY2013		FY2014		
	2011.4 - 2012.3		2012.4.1 - 2013.3.31			2013.4.1 - 2014.3.31		
				Change	%		Change	%
Net sales		15,171	19,130	3,959	26.1	20,500	1,370	7.2
	Japan	4,985	6,718	1,733	34.8	6,081	(638)	(9.5)
	Overseas	10,186	12,411	2,225	21.8	14,419	2,008	16.2
Operating incom	е	440	1,204	765	173.9	1,800	596	49.5
	Profit margin (%)	2.9	6.3			8.8		
Ordinary income		373	1,006	633	169.9	1,750	744	73.9
	Profit margin (%)	2.5	5.3			8.5		
Net income		385	1,196	811	211.0	1,100	(96)	(8.0)
	Profit margin (%)	2.5	6.3	e on model		5.4		
Change Factors			Improvements on model mix, etc 817		Gain on curre	on currency exchange 639		
in Operating income			Cost reduction effort, etc 315		Cost reduction effort, etc		120	
			Gain on curre	ency exchange	293	Improvement mix, etc	ts on model	37
			Increase in S	G&A exp, etc	(650)	Increase in S	G&A exp, etc	(101)
		/	Increase in R	&D exp	(10)	Increase in R	R&D exp	(99)
Exchange rates	JPY/US\$	79/US\$		82/US\$			90/US\$	
JPY/EUR		108/EUR	106/EUR			120/EUR		
Capital expenditures		543		702		670		
Depreciation and amortization		537	559			550		
R&D expenses		481	491		590			
Interest bearing debts		3,410	3,072		2,800			
Performance description			- First increase of Net Sales, Operating Income, Ordinary Income and Net Income in 2 years		- Increase of Net Sales, Operating Income and Ordinary Income for 2nd consecutive year			
			- Record high Ur	nit Sales, Net Sale	es,	,		•
			Operating Income, Ordinary Income and Net Income			- New record high Unit Sales, Net Sales, Operating Income and Ordinary Income		
Unit sales (Japan)		172	163	(9)	(5.3)	156	(8)	(4.7)
	Passenger Cars	80	113	33	40.7	102	(11)	(9.8)
	rassenger Cars	00	113		70.7		(/	
	Minicars	92	50	(42)	(45.4)	54	3	6.9
Unit sales (Overse	Minicars				-		` ,	
Unit sales (Overse	Minicars	92	50	(42)	(45.4)	54	3	6.9
Unit sales (Overse	Minicars as)	92 468	50 561	(42) 94	(45.4) 20.1	54 596	3 35	6.9
Unit sales (Overse	Minicars as) North America	92 468 309	50 561 390	(42) 94 82	(45.4) 20.1 26.4	54 596 420	3 35 30	6.9 6.2 7.7
Unit sales (Overse	Minicars as) North America Europe	92 468 309 55	50 561 390 61	(42) 94 82 6	(45.4) 20.1 26.4 11.2	54 596 420 54	3 35 30 (7)	6.9 6.2 7.7 (11.0)
Unit sales (Overse	Minicars as) North America Europe China	92 468 309 55 48	50 561 390 61 50	(42) 94 82 6 2	(45.4) 20.1 26.4 11.2 3.9	54 596 420 54 51	3 35 30 (7)	6.9 6.2 7.7 (11.0) 2.0
	Minicars as) North America Europe China Others	92 468 309 55 48 56	50 561 390 61 50	(42) 94 82 6 2	(45.4) 20.1 26.4 11.2 3.9 7.5	54 596 420 54 51	3 35 30 (7) 1 10	6.9 6.2 7.7 (11.0) 2.0 17.1
Unit sales total	Minicars as) North America Europe China Others	92 468 309 55 48 56 640	50 561 390 61 50 60 724	(42) 94 82 6 2 4 85	(45.4) 20.1 26.4 11.2 3.9 7.5 13.2	54 596 420 54 51 70 752	3 35 30 (7) 1 10 27	6.9 6.2 7.7 (11.0) 2.0 17.1 3.7
Unit sales total	Minicars as) North America Europe China Others	92 468 309 55 48 56 640	50 561 390 61 50 60 724	(42) 94 82 6 2 4 85	(45.4) 20.1 26.4 11.2 3.9 7.5 13.2	54 596 420 54 51 70 752	3 35 30 (7) 1 10 27 (6)	6.9 6.2 7.7 (11.0) 2.0 17.1 3.7 (0.8)
Unit sales total	Minicars as) North America Europe China Others otal Japan	92 468 309 55 48 56 640 639 468	50 561 390 61 50 60 724 764 583	(42) 94 82 6 2 4 85 126	(45.4) 20.1 26.4 11.2 3.9 7.5 13.2 19.7 24.6	54 596 420 54 51 70 752 758 594	3 35 30 (7) 1 10 27 (6)	6.9 6.2 7.7 (11.0) 2.0 17.1 3.7 (0.8) 1.8
Unit sales total	Minicars as) North America Europe China Others otal Japan U.S.	92 468 309 55 48 56 640 639 468 171	50 561 390 61 50 60 724 764 583 181	(42) 94 82 6 2 4 85 126 115	(45.4) 20.1 26.4 11.2 3.9 7.5 13.2 19.7 24.6 6.2	54 596 420 54 51 70 752 758 594	3 35 30 (7) 1 10 27 (6)	6.9 6.2 7.7 (11.0) 2.0 17.1 3.7 (0.8) 1.8
Unit sales total Production units t	Minicars as) North America Europe China Others otal Japan U.S. Automobile	92 468 309 55 48 56 640 639 468 171	50 561 390 61 50 60 724 764 583 181	(42) 94 82 6 2 4 85 126 115 11 3,899	(45.4) 20.1 26.4 11.2 3.9 7.5 13.2 19.7 24.6 6.2 28.1	54 596 420 54 51 70 752 758 594	3 35 30 (7) 1 10 27 (6)	6.9 6.2 7.7 (11.0) 2.0 17.1 3.7 (0.8) 1.8
Unit sales total Production units to	Minicars as) North America Europe China Others otal Japan U.S. Automobile Aerospace	92 468 309 55 48 56 640 639 468 171 13,891 803	50 561 390 61 50 60 724 764 583 181 17,790 891	(42) 94 82 6 2 4 85 126 115 11 3,899 89	(45.4) 20.1 26.4 11.2 3.9 7.5 13.2 19.7 24.6 6.2 28.1 11.1	54 596 420 54 51 70 752 758 594	3 35 30 (7) 1 10 27 (6)	6.9 6.2 7.7 (11.0) 2.0 17.1 3.7 (0.8) 1.8
Unit sales total Production units to	Minicars as) North America Europe China Others otal Japan U.S. Automobile Aerospace Industrial Products	92 468 309 55 48 56 640 639 468 171 13,891 803 336	50 561 390 61 50 60 724 764 583 181 17,790 891	(42) 94 82 6 2 4 85 126 115 11 3,899 89 (35)	(45.4) 20.1 26.4 11.2 3.9 7.5 13.2 19.7 24.6 6.2 28.1 11.1 (10.3)	54 596 420 54 51 70 752 758 594	3 35 30 (7) 1 10 27 (6)	6.9 6.2 7.7 (11.0) 2.0 17.1 3.7 (0.8) 1.8
Unit sales total Production units to	Minicars as) North America Europe China Others otal Japan U.S. Automobile Aerospace Industrial Products Other	92 468 309 55 48 56 640 639 468 171 13,891 803 336 142 394	50 561 390 61 50 60 724 764 583 181 17,790 891 301	(42) 94 82 6 2 4 85 126 115 11 3,899 89 (35) 5	(45.4) 20.1 26.4 11.2 3.9 7.5 13.2 19.7 24.6 6.2 28.1 11.1 (10.3) 3.8	54 596 420 54 51 70 752 758 594	3 35 30 (7) 1 10 27 (6)	6.9 6.2 7.7 (11.0) 2.0 17.1 3.7 (0.8) 1.8
Unit sales total Production units t Net sales by business segment Operating income by	Minicars as) North America Europe China Others otal Japan U.S. Automobile Aerospace Industrial Products Other Automobile Aerospace	92 468 309 55 48 56 640 639 468 171 13,891 803 336 142 394 29	50 561 390 61 50 60 724 764 583 181 17,790 891 301 147 1,110 68	(42) 94 82 6 2 4 85 126 115 11 3,899 89 (35) 5 716 39	(45.4) 20.1 26.4 11.2 3.9 7.5 13.2 19.7 24.6 6.2 28.1 11.1 (10.3) 3.8 181.7 136.6	54 596 420 54 51 70 752 758 594	3 35 30 (7) 1 10 27 (6)	6.9 6.2 7.7 (11.0) 2.0 17.1 3.7 (0.8) 1.8
Unit sales total Production units t Net sales by business segment	Minicars as) North America Europe China Others otal Japan U.S. Automobile Aerospace Industrial Products Other Automobile Aerospace	92 468 309 55 48 56 640 639 468 171 13,891 803 336 142 394 29 5	50 561 390 61 50 60 724 764 583 181 17,790 891 301 147 1,110 68 6	(42) 94 82 6 2 4 85 126 115 11 3,899 89 (35) 5 716 39	(45.4) 20.1 26.4 11.2 3.9 7.5 13.2 19.7 24.6 6.2 28.1 11.1 (10.3) 3.8 181.7 136.6 27.2	54 596 420 54 51 70 752 758 594	3 35 30 (7) 1 10 27 (6)	6.9 6.2 7.7 (11.0) 2.0 17.1 3.7 (0.8) 1.8
Unit sales total Production units t Net sales by business segment Operating income by	Minicars as) North America Europe China Others otal Japan U.S. Automobile Aerospace Industrial Products Other Automobile Aerospace	92 468 309 55 48 56 640 639 468 171 13,891 803 336 142 394 29	50 561 390 61 50 60 724 764 583 181 17,790 891 301 147 1,110 68	(42) 94 82 6 2 4 85 126 115 11 3,899 89 (35) 5 716 39	(45.4) 20.1 26.4 11.2 3.9 7.5 13.2 19.7 24.6 6.2 28.1 11.1 (10.3) 3.8 181.7 136.6	54 596 420 54 51 70 752 758 594	3 35 30 (7) 1 10 27 (6)	6.9 6.2 7.7 (11.0) 2.0 17.1 3.7 (0.8) 1.8

 $^{^{\}star}$ "Exchange rates": Rates used for FHI's non-consolidated sales recording.

^{* &}quot;Unit sales total" includes retail sales of Japanese consolidated dealers, wholesale sales of overseas consolidated distributors, and deliveries from FHI to non-consolidated distributors/dealers.

^{* &}quot;Production units of Japan" include production units of the Toyota 86.

< Forward-looking statements in this document are based on the information available at the time of the announcement and are subject to various risk and uncertainty that could cause actual results to vary materially. >