

## < Reference for FYE2015 Consolidated Financial Results >

						(Yen in 100 Millions, Units in Thousands)		
		RESULTS	E2014 FYE2015			FORECASTS FYE2016		
		FYE2014						
		2013.4 - 2014.3	2014.4.1 - 2015.3.31		2015.4.1 - 2016.3.31			
				Change	%		Change	%
Net sales		24,081	28,779	4,698	19.5	30,300	1,521	5.3
	Japan	6,721	6,529	(192)	(2.9)	5,655	(874)	(13.4)
	Overseas	17,361	22,250	4,890	28.2	24,645	2,395	10.8
Operating income		3,265	4,230	966	29.6	5,030	800	18.9
	Profit margin (%)	13.6	14.7			16.6		
Ordinary income		3,144	3,936	792	25.2	4,950	1,014	25.7
Net income	Profit margin (%)	13.1	13.7	550	20.7	16.3	751	20.7
net income	Profit margin (%)	2,066 8.6	2,619 9.1	553	26.7	3,370 11.1	/51	28.7
	1 Tolk Margin (70)	0.0	Gain on cur	rency	1 027	Gain on cur	rency	007
Change Factors in Operating income			exchange 1,037 Improvements on model 703 mix, etc 703		exchange OZ		827	
							306	
			Cost reduct	ion effort, etc	124	Cost reduct	ion effort, etc	133
			Increase in	SG&A exp,	(666)	Increase in	SG&A exp,	(331)
			etc Increase in	P&D evn	(232)	etc Increase in	P&D evn	(135)
Evohanna rataa	IDV// ICA	/ 100/US\$	IIICIEASE III	108/US\$	(232)	IIIGICASC III		(133)
Exchange rates	JPY/US\$ JPY/EUR	100/US\$ 133/EUR				118/US\$ 125/EUR		
Capital expenditures		685	1,107			1,300		
Depreciation and amortization		549	648			670		
R&D expenses		601	835			970		
Interest bearing debts		2,697	2,112			1,800		
Performance description			- 3rd consecutive year of increases in net			- 4th consecutive year of increases in net sales		
			sales and all profits.			and all profits.		
			- Fiscal year records for consolidated unit			- Fiscal year records for consolidated unit		
			sales, net sales and all profits.			sales, net sales and all profits.		
Consolidated unit sa	`	182	163	(19)	(10.4)		(19)	(11.4)
	Passenger Cars	126	128	2	1.4	107	(21)	(16.6)
Minicars  Carealidated unit calca (Oversea)		55	35	(21)	(37.1)	38	3	7.8
Consolidated unit sales (Overseas)		643	748	104	16.2	784	36	4.8
	North America	478	570	92	19.3	600	30	5.3
	Europe	47	47	0	0.5	50	3	6.8
	China	45	54	9	20.1	50	(4)	(7.7)
Consolidated unit sa	Other	74 825	77 911	3 86	4.0 10.4	928	18	9.0
Production units total		825	911	101	10.4	928	21	1.9 2.2
FIOUUCION UNITS TOT	aı Japan	650	708	58	8.9	705	(2)	(0.3)
	U.S.	164	207	43	26.4	230	23	11.1
	Automobile	22,466	26,990	4,524	20.1	200	20	11.1
Net sales by business segment	Aerospace	1,244	1,428	184	14.8			
	•	·						
	Industrial Products	298	290	(7)	(2.5)			/
Operating income by business segment	Other	73	71	(2)	(2.5)			
	Automobile	3,090	4,009	919	29.7			
	Aerospace	141	189	48	33.7			
	Industrial Products	6	8	1	23.3			
	Other	21	19	(2)	(10.2)			
	Elimination &	6	6	(0)	(6.4)			
	Corporate			` '	` '	<b>/</b>		

<sup>\*</sup> Net Income in FYE2016 forecasts is Net Income Attributable to Owners of Parent.

<sup>\*</sup> Exchange Rates are the rates used for FHI's non-consolidated sales recording.

<sup>\*</sup> Consolidated Unit Sales include retail sales of Japanese consolidated dealers, wholesale sales of overseas consolidated distributors, and deliveries from FHI to non-consolidated distributors/dealers.

<sup>\*</sup> Production in Japan includes production of the 86/FR-S models for Toyota.

<sup>&</sup>lt; Forward-looking statements in this document are based on the information available at the time of the announcement and are subject to various risks and uncertainties that could cause actual results to vary materially. >