

Summary of FY2012 Third Quarter Results <Consolidated>

(in billion yen)

	FY2011 1-3Q Actual (Apr.2011-Dec.2011)	FY2012 1-3Q Actual (Apr.2012-Dec.2012)	FY2012 Full Year Current Forecast (Apr.2012-Mar.2013)	FY2012 Full Year Oct.30 Forecast (Apr.2012-Mar.2013)	FY2011 Full Year Actual (Apr.2011-Mar.2012)
	(A)	(B)	(C)	(D)	(E)
Net Sales	1,293.1	1,282.6	1,810.0	1,830.0	1,807.3
Operating Income	38.5	40.9	64.0	80.0	63.7
<Margin>	< 3.0% >	< 3.2% >	< 3.5% >	< 4.4% >	< 3.5% >
		(Positive factors)	(Positive factors)	(Positive factors)	
		Volume/Mix change 7.9	Volume/Mix change 16.0	Volume/Mix change 28.0	
		Combined impact of raw material price/ cost reduction 31.0	Combined impact of raw material price/ cost reduction 39.0	Combined impact of raw material price/ cost reduction 39.0	
		(Negative factors)	(Negative factors)	(Negative factors)	
		Foreign exchange -7.8	Foreign exchange -6.0	Foreign exchange -14.0	
		Selling expenses -6.2	Selling expenses -15.0	Selling expenses -10.0	
		Others -22.5	Others -33.7	Others -26.7	
		Total change (B-A) 2.4	Total change (C-E) 0.3	Total change (D-E) 16.3	
Ordinary Income	28.9	52.4	62.0	62.0	60.9
<Margin>	< 2.2% >	< 4.1% >	< 3.4% >	< 3.4% >	< 3.4% >
Net Income	13.6	17.3	13.0	13.0	23.9
<Margin>	< 1.1% >	< 1.3% >	< 0.7% >	< 0.7% >	< 1.3% >
Foreign Exchange	79 Yen/USD 113 Yen/EUR	80 Yen/USD 101 Yen/EUR	approx. 81 Yen/USD approx. 104 Yen/EUR (4Q: 86 Yen/USD) (4Q: 115 Yen/EUR)	approx. 79 Yen/USD approx. 100 Yen/EUR (2H: 78 Yen/USD) (2H: 100 Yen/EUR)	79 Yen/USD 111 Yen/EUR
Capital Expenditure (Accrual basis)	42.9	32.4	70.0	109.0	71.0
Depreciation	40.2	36.5	67.0	67.0	53.4
R&D Expenses	39.5	45.2	67.0	69.0	55.0
Balance of Interest Bearing Debt	362.0	317.0			348.1
Total Assets	1,248.1	1,302.4			1,321.3
(in 000 units)					
Wholesale Volume	769	804	1,121	1,128	1,072
Domestic	132	125	184	193	184
Overseas	637	679	937	935	888
(in 000 units)					
Production Volume*	Former Calculation Method 822 764	824			Former Calculation Method 1,129 1,051
Domestic	432 432	362			586 586
Overseas	390 332	462			543 465
Comments		<ul style="list-style-type: none"> • Lower Net Sales • Higher Earnings 			

* Beginning fiscal 2012, locally branded models produced in China, which to date had been included in the output figure for China, are now excluded