

Summary of FY2012 Results <Consolidated>

(Apr.1.2012 - Mar.31.2013)

(in billion yen)

	FY2011 Apr.2011 - Mar.2012 Actual (A)	FY2012 Apr.2012 - Mar.2013 Actual (B)	Forecast Feb.2013	FY2013 Apr.2013 - Mar.2014 Forecast (C)
Net Sale	1,807.3	1,815.1	1,810.0	2,270.0
Operating Income <Margin>	63.7 < 3.5% >	67.4 < 3.7% >	64.0	100.0 < 4.4% >
		(Positive causes)		(Positive causes)
		Volume/Mix change	12.3	Volume/Mix change 28.0
		Combined impact of raw material price/ cost reduction	43.2	Foreign exchange 28.0 Combined impact of raw material price/ cost reduction 20.0
		(Negative causes)		(Negative causes)
		Foreign exchange	-3.4	Selling exp. -26.0
		Selling exp.	-16.1	Others -17.4
		Others	-32.3	
		Total change (B-A)	3.7	Total change (C-B) 32.6
Ordinary Income <Margin>	60.9 < 3.4% >	93.9 < 5.2% >	62.0	90.0 < 4.0% >
Net Income <Margin>	23.9 < 1.3% >	38.0 < 2.1% >	13.0	50.0 < 2.2% >
Foreign Exchange (Booking rate)	79 Yen/US\$ 111 Yen/EUR	82 Yen/US\$ 105 Yen/EUR		approx. 95 Yen/US\$ approx. 125 Yen/EUR
Capital Expenditure (Accrual ase)	71.0	51.4		80.0
Depreciation	53.4	50.3		60.0
R&D Expenses	55.0	59.9		73.0
Balance of Interest Bearing Debt	348.1	364.4		
Total Assets	1,321.3	1,452.8		
(in 000 units)				
Wholesale Volume	1,072	1,120		1,363
Japan	184	176		322
Overseas	888	944		1,041
(in 000 units)				
Production Volume*	Former Calculation 1,129 1,051	1,122		
Japan	586 586	486		
Overseas	543 465	636		
Comments		<ul style="list-style-type: none"> Higher 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