

## Reference : FY2002 Financial Results (12 Month Base) - eliminating the effect of 15 Month Irregular Reporting

Income Statements		(Ratio to Sales)		(Unit:Billions of Yen, %)	
Account	02/3(12Month Base)	01/3	Change	Change (%)	
Net Sales	( 100.0 ) 2,183.1	( 100.0 ) 2,015.0	168.1	8.3	
Operating Income	( 5.9 ) 129.9	( 6.1 ) 123.5	6.4	5.2	
Income Before Income Taxes	( 6.2 ) 135.4	( 5.3 ) 107.3	28.1	26.2	
Net Income	( 3.2 ) 70.8	( 3.0 ) 60.8	10.0	16.4	
Foreign Exchange Rate(US\$)	124 Yen	108 Yen	-	-	
Foreign Exchange Rate(Euro)	110 Yen	100 Yen	-	-	

Industry Segments		(Unit:Billions of Yen, %)				
		02/3(12 Month Base)		01/3		Change (%)
			Margin		Margin	
Sales	Automotive	2,041.3	-	1,870.5	-	9.1%
	New Businesses	141.7	-	144.5	-	(1.9%)
		2,183.1	-	2,015.0	-	8.3%
Operating Income	Automotive	138.5	6.8%	130.9	7.0%	5.8%
	New Businesses	(8.6)	(6.1%)	(7.3)	(5.1%)	-
		129.9	5.9%	123.5	6.1%	5.2%

Geographical Segments By Company Location		(Unit:Billions of Yen, %)				
		02/3(12 Month Base)		01/3		Change (%)
			Margin		Margin	
Sales	Japan	1,643.1	-	1,579.0	-	4.1%
	The Americas	511.9	-	467.4	-	9.5%
	Europe	242.3	-	159.9	-	51.5%
	Asia & Oceania	144.7	-	128.3	-	12.8%
	Eliminations	(359.0)	-	(319.6)	-	-
		2,183.1	-	2,015.0	-	8.3%
Operating Income	Japan	113.5	6.9%	98.8	6.3%	14.8%
	The Americas	16.0	3.1%	27.1	5.8%	(41.1%)
	Europe	(5.4)	(2.2%)	(6.3)	(3.9%)	-
	Asia & Oceania	5.9	4.1%	4.3	3.3%	39.5%
	Eliminations	(0.1)	-	(0.4)	-	-
		129.9	5.9%	123.5	6.1%	5.2%

Cap.Ex, Depreciation and R&D		(Unit:Billions of Yen, %)
		02/3(12 Month Base)
	Japan	132.4
	The Americas	25.9
	Europe	14.4
	Asia & Oceania	11.3
Capital Expenditures		184.0
	Japan	102.4
	The Americas	21.0
	Europe	9.6
	Asia & Oceania	7.0
Depreciation		140.0
R&D Expenditures (Ratio to Sales)		181.0 (8.3)

Other Financial Indices		(Unit: Yen, %)
		02/3(12 Month Base)
	EPS	78.54
	ROE	4.6
	Return on Sales	3.2
	PER (times)	24.9