

-Sales and income increased from the previous year  
-Annual dividend per share is 64yen  
-Sales and income will increase in FY2014

**1. Consolidated Financial Results**

**Income Statements**

(Ratio to Sales)

(Unit:Billions of Yen,%)

Account	FY2013		FY2012		Change		FY2014 Forecast		Change from FY13	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
<b>Net Sales</b>	( 100.0 )	3,580.9	( 100.0 )	3,154.6	426.3	13.5	( 100.0 )	3,800.0	219.1	6.1
Cost of Sales	( 84.0 )	3,007.6	( 86.2 )	2,719.9	287.7					
SGA Expenses	( 8.7 )	310.9	( 8.7 )	274.0	36.9					
<b>Operating Income</b>	( 7.3 )	262.4	( 5.1 )	160.7	101.6	63.2	( 7.5 )	285.0	22.6	8.6
Non-Operating Income		33.6		20.0	13.6			18.0	-15.6	
Extraordinary Income (Loss)		-14.1		-17.3	3.1			-	14.1	
<b>Income Before Income Taxes</b>	( 7.9 )	281.9	( 5.2 )	163.5	118.4	72.4	( 8.0 )	303.0	21.1	7.5
<b>Net Income</b>	( 5.1 )	181.7	( 2.8 )	89.3	92.4	103.5	( 5.1 )	194.0	12.3	6.8
Foreign Exchange Rate (US\$)		83 Yen		79 Yen				90 Yen		
Foreign Exchange Rate (Euro)		107 Yen		109 Yen				120 Yen		
Domestic Car Production		9.19 Mil units		8.89 Mil units				9.04 Mil units		
Overseas Car Production of Japanese Manufacturers		16.63 Mil units		14.65 Mil units				17.69 Mil units		
Consolidated Subsidiaries		183		188				-		
Affiliates under Equity Method		32		31				-		

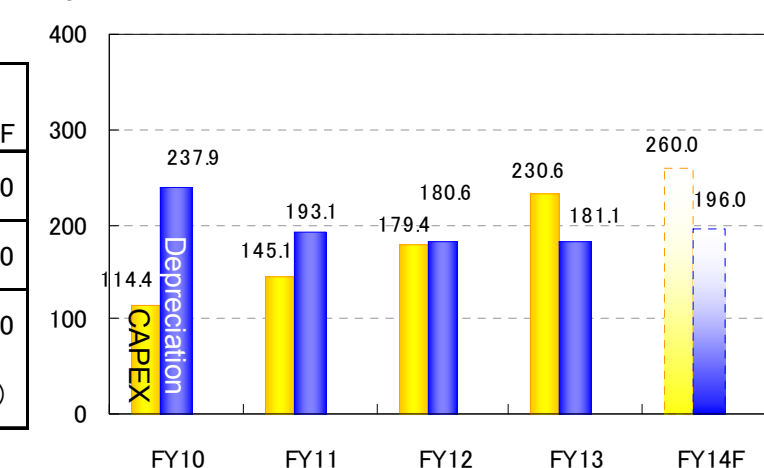
**Capital Expenditures, Depreciation and R&D Expenditures**

(Unit:Billions of Yen,%)

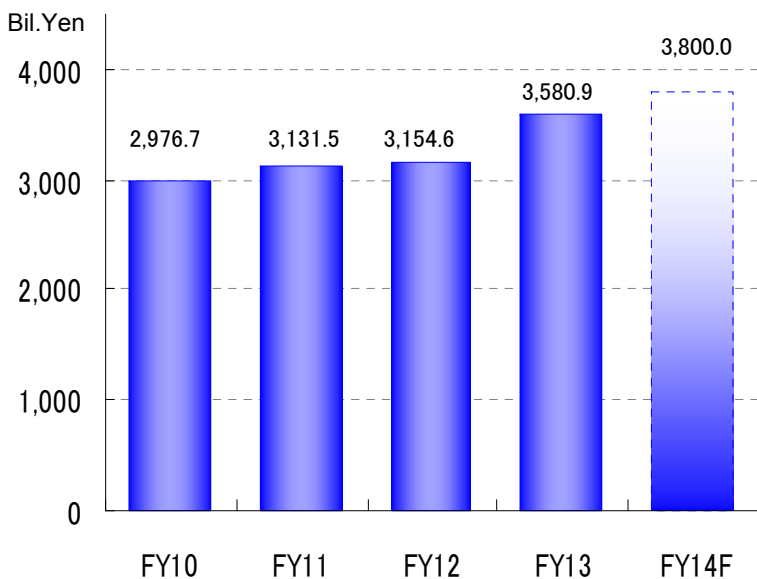
	FY10	FY11	FY12	FY13	FY14F
Capital Expenditures	114.4	145.1	179.4	230.6	260.0
Depreciation	237.9	193.1	180.6	181.1	196.0
R&D Expenditures	270.1	290.1	298.4	335.5	350.0
(Ratio to Sales)	(9.1)	(9.3)	(9.5)	(9.4)	(9.2)

**Capital Expenditures and Depreciation**

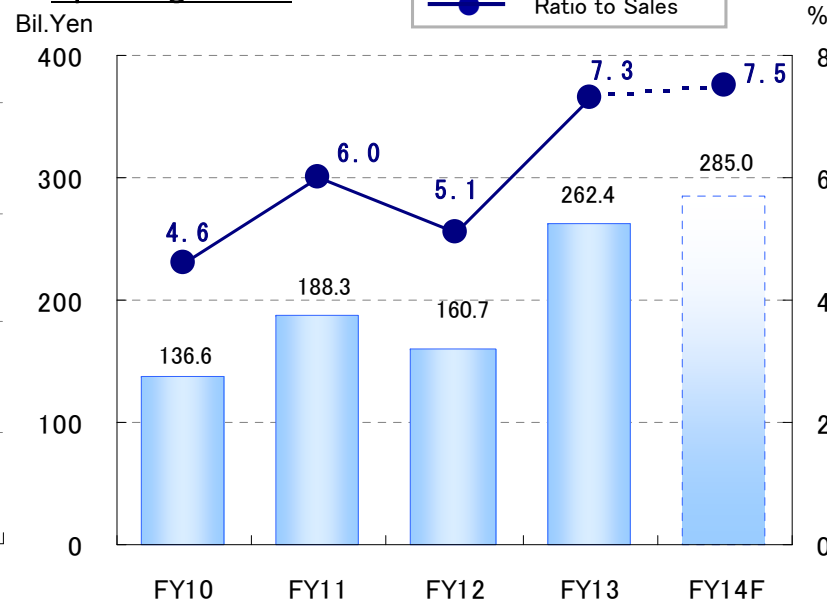
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**Sales**



**Operating Income**



**2. Non-Consolidated Financial Results**

**Income Statements**

(Ratio to Sales)

(Unit:Billions of Yen,%)

Account	FY2013		FY2012		Change		FY2014 Forecast		Change from FY13	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
<b>Net Sales</b>	( 100.0 )	2,276.8	( 100.0 )	2,031.6	245.2	12.1	( 100.0 )	2,315.0	38.2	1.7
Cost of Sales	( 88.1 )	2,006.1	( 90.8 )	1,844.5	161.6					
SGA Expenses	( 6.5 )	147.1	( 6.7 )	135.2	11.9					
<b>Operating Income</b>	( 5.4 )	123.6	( 2.6 )	51.9	71.7	138.1	( 6.7 )	155.0	31.4	25.4
Non-Operating Income		72.2		62.1	10.1			50.0	-22.2	
Extraordinary Income (Loss)		0.3		-1.1	1.4			0.0	-0.3	
<b>Income Before Income Taxes</b>	( 8.6 )	196.1	( 5.6 )	112.9	83.2	73.7	( 8.9 )	205.0	8.9	4.5
<b>Net Income</b>	( 6.4 )	146.0	( 3.9 )	79.2	66.9	84.5	( 6.6 )	152	6.0	4.1

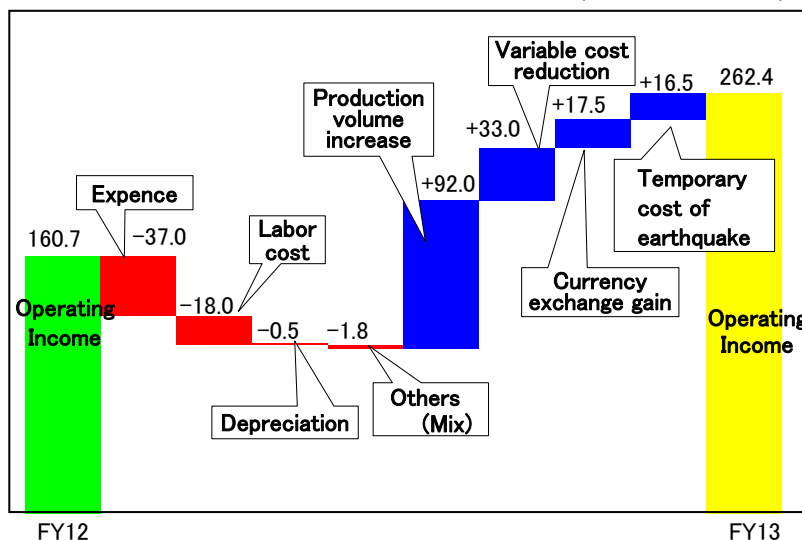
**Geographic Segments By Company Location**

(Unit:Billions of Yen)

	FY2013		FY2012		Change	Local Currency	FY2014 Forecast
	Margin	Margin	Margin	Margin			
Japan	2,463.6	6.9%	2,197.6	3.8%	103.5%	103.5%	2,496.0
North America	635.4	2.1%	512.1	1.7%	53.1%	46.0%	730.0
Europe	372.2	1.1%	387.2	1.6%	-38.7%	-38.1%	460.0
Asia & Oceania	794.0	9.3%	626.7	9.5%	23.9%	18.9%	866.0
Others	63.9	4.9%	57.7	5.5%	-1.1%	10.8%	76.0
Eliminations	-748.3	-	-626.8	-	-	-	-828.0
<b>Sales</b>	<b>3,580.9</b>	<b>7.3%</b>	<b>3,154.6</b>	<b>5.1%</b>	<b>63.2%</b>	<b>61.2%</b>	<b>3,800.0</b>
Japan	170.7	6.9%	83.9	3.8%	103.5%	103.5%	199.0
North America	13.4	2.1%	8.8	1.7%	53.1%	46.0%	13.0
Europe	3.9	1.1%	6.4	1.6%	-38.7%	-38.1%	8.5
Asia & Oceania	73.7	9.3%	59.5	9.5%	23.9%	18.9%	63.5
Others	3.1	4.9%	3.2	5.5%	-1.1%	10.8%	4.5
Eliminations	-2.5	-	-0.9	-	-	-	-3.5
<b>Operating Income</b>	<b>262.4</b>	<b>7.3%</b>	<b>160.7</b>	<b>5.1%</b>	<b>63.2%</b>	<b>61.2%</b>	<b>285.0</b>

**Changes in Income Before Income Taxes (FY12 → FY13)**

(Unit:Billions of Yen)



**3. Financial Indices**

(Unit:Yen,%)

	FY10	FY11	FY12	FY13	FY14 Forecast
ROE	4.0	7.4	4.5	8.4	8.1
EPS	91.11	177.49	110.81	226.59	243.88
Dividends per Share	27	46	46	64	68
Pay-out Ratio (Consolidated)	29.6	25.9	41.5	28.2	27.9

**ROE and EPS**

Yen

