

## 1. Consolidated Financial Results

- Sales and Income increased from the previous year (the highest for the third-quarter YTD period)  
- Upward revisions of FY2014 full year forecast

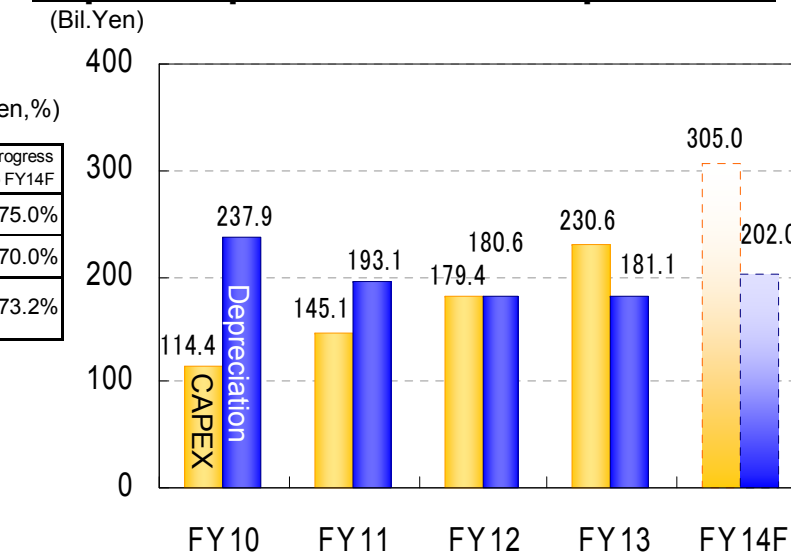
### Income Statements

Account	(Ratio to Sales)		FY2014 3Q YTD		FY2013 3Q YTD		Change		(Unit:Billions of Yen,%)					
									FY2014 Forecast		Change from FY13			
							Amount	Percent	Forecast as of Oct. 31	Forecast as of Feb.3	Amount	Percent		
<b>Net Sales</b>	( 100.0 )	<b>3,016.6</b>	( 100.0 )	<b>2,569.4</b>			<b>447.2</b>	<b>17.4</b>	( 100.0 )	4,010.0	( 100.0 )	4,080.0	<b>499.1</b>	<b>13.9</b>
Cost of Sales	( 81.4 )	2,455.4	( 84.5 )	2,171.5			284.0							
SGA Expenses	( 9.0 )	271.2	( 8.2 )	210.0			61.3							
<b>Operating Income</b>	( 9.6 )	<b>289.9</b>	( 7.3 )	<b>188.0</b>			<b>101.9</b>	<b>54.2</b>	( 9.0 )	360.0	( 9.3 )	<b>380.0</b>	<b>117.6</b>	<b>44.8</b>
Non-Operating Income		39.5		23.5			16.0			31.0		40.0	6.4	
Extraordinary Income (Loss)		-0		0.6			-0.6			0.0		0.0	14.1	
<b>Income Before Income Taxes</b>	( 10.9 )	<b>329.4</b>	( 8.3 )	<b>212.1</b>			<b>117.3</b>	<b>55.3</b>	( 9.8 )	391.0	( 10.3 )	<b>420.0</b>	<b>138.1</b>	<b>49.0</b>
<b>Net Income</b>	( 7.5 )	<b>225.6</b>	( 5.1 )	<b>130.8</b>			<b>94.8</b>	<b>72.5</b>	( 6.6 )	264.0	( 6.9 )	<b>283.0</b>	<b>101.3</b>	<b>55.8</b>
Foreign Exchange Rate (US\$)		99 Yen		80 Yen						97 Yen		100 Yen		
Foreign Exchange Rate (Euro)		132 Yen		102 Yen						130 Yen		135 Yen		
Domestic Car Production		6.93 Mil units		6.91 Mil units						9.45 Mil units		9.53 Mil units		
Overseas Car Production of Japanese Manufacturers		13.28 Mil units		12.37 Mil units						17.73 Mil units		17.89 Mil units		
Consolidated Subsidiaries		185		184						-		-		
Affiliates under Equity Method		33		32						-		-		

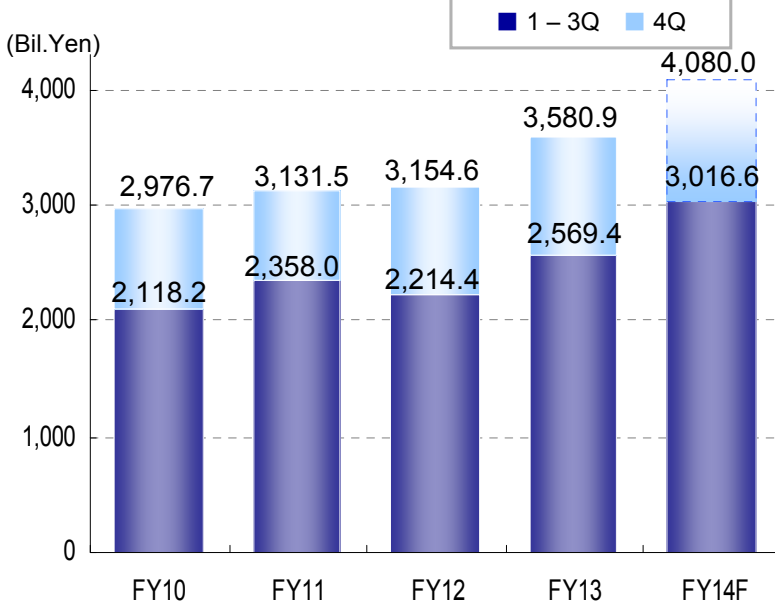
### Capital Expenditures, Depreciation and R&D Expenditures

Account	(Unit:Billions of Yen,%)					
	FY10	FY11	FY12	FY13	3Q YTD	FY14F
Capital Expenditures	114.4	145.1	179.4	230.6	228.6	305.0
Depreciation	237.9	193.1	180.6	181.1	141.3	202.0
R&D Expenditures	270.1	290.1	298.4	335.5	270.8	370.0
(Ratio to Sales)	(9.1)	(9.3)	(9.5)	(9.4)	(9.0)	(9.1)

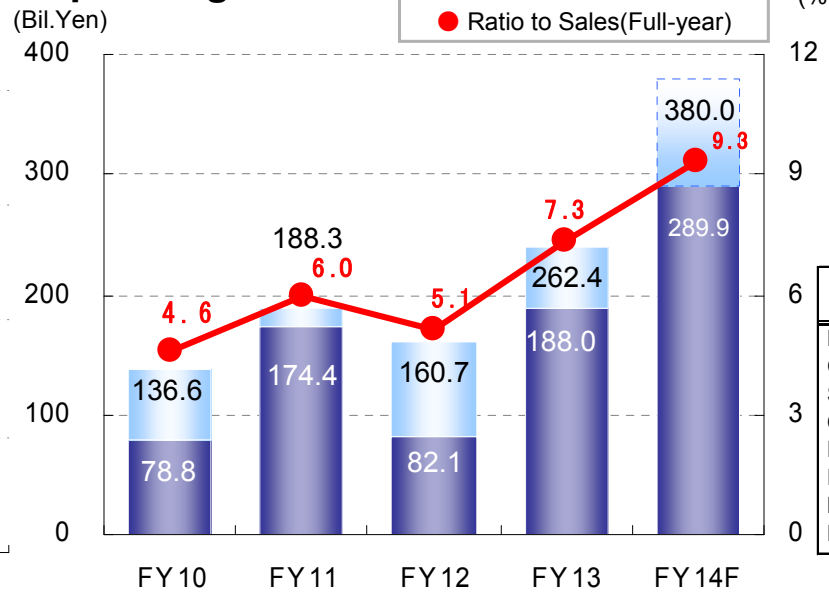
### Capital Expenditures and Depreciation



### Sales



### Operating Income



## 2. Non-Consolidated Financial Results

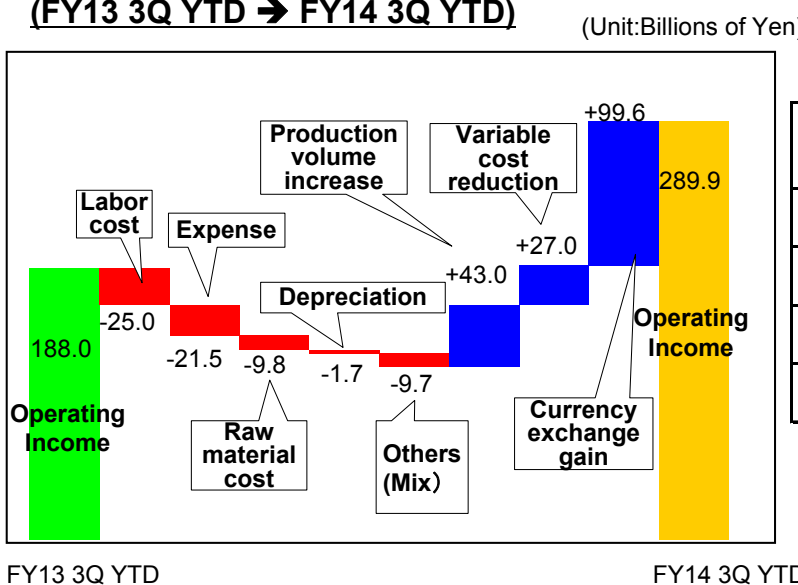
### Income Statements

Account	(Ratio to Sales)		FY2014 3Q YTD		FY2013 3Q YTD		Change		(Unit:Billions of Yen,%)					
									FY2014 Forecast		Change from FY13			
							Amount	Percent	Forecast as of Oct. 31	Forecast as of Feb.3	Amount	Percent		
<b>Net Sales</b>	( 100.0 )	<b>1,853.8</b>	( 100.0 )	<b>1,684.5</b>			<b>169.3</b>	<b>10.0</b>	( 100.0 )	2,443.0	( 100.0 )	2,480.0	<b>203.2</b>	<b>8.9</b>
Cost of Sales	( 84.4 )	1,564.4	( 88.8 )	1,496.5			68.0							
SGA Expenses	( 6.2 )	115.2	( 5.8 )	97.6			17.6							
<b>Operating Income</b>	( 9.4 )	<b>174.2</b>	( 5.4 )	<b>90.4</b>			<b>83.7</b>	<b>92.6</b>	( 8.5 )	207.0	( 9.3 )	<b>230.0</b>	<b>106.4</b>	<b>86.1</b>
Non-Operating Income		65.0		61.1			3.9			68.0		70.0	-2.2	
Extraordinary Income (Loss)		-0.0		0.6			-0.7			0.0		-0.0	-0.4	
<b>Income Before Income Taxes</b>	( 12.9 )	<b>239.1</b>	( 9.0 )	<b>152.2</b>			<b>86.9</b>	<b>57.1</b>	( 11.3 )	275.0	( 12.1 )	<b>300.0</b>	<b>103.8</b>	<b>52.9</b>
<b>Net Income</b>	( 9.8 )	<b>180.8</b>	( 6.6 )	<b>110.6</b>			<b>70.2</b>	<b>63.5</b>	( 8.3 )	203.0	( 9.0 )	<b>222.0</b>	<b>76.0</b>	<b>52.0</b>

### Geographic Segments By Company Location

Region	FY2014 3Q YTD		FY2013 3Q YTD		Change	Local Currency	FY2014 Forecast
	Margin		Margin				
Japan	2,020.0		1,818.0		11.1%	11.1%	2,705.0
North America	599.8		450.3		33.2%	8.1%	827.0
Europe	355.7		259.5		37.1%	8.3%	494.0
Asia & Oceania	707.7	-	540.5	-	30.9%	8.1%	951.0
Others	56.2		45.8		22.7%	10.0%	74.0
Eliminations	-722.8		-544.7		-	-	-971.0
<b>Sales</b>	<b>3,016.6</b>		<b>2,569.4</b>		<b>17.4%</b>	<b>5.1%</b>	<b>4,080.0</b>
Japan	220.1	10.9%	125.4	6.9%	75.6%	75.6%	289.5
North America	11.7	1.9%	9.2	2.1%	26.3%	2.3%	17.5
Europe	6.5	1.8%	0.8	0.3%	687.7%	514.4%	9.5
Asia & Oceania	58.6	8.3%	53.1	9.8%	10.4%	-12.4%	72.5
Others	0.4	0.7%	2.6	5.6%	-84.2%	-86.5%	0.0
Eliminations	-7.4	-	-3.1	-	-	-	-9.0
<b>Operating Income</b>	<b>289.9</b>	<b>9.6%</b>	<b>188.0</b>	<b>7.3%</b>	<b>54.2%</b>	<b>45.8%</b>	<b>380.0</b>

### Changes in Income Operating Income (FY13 3Q YTD → FY14 3Q YTD)



## 3. Financial Indices

	FY10	FY11	FY12	FY13	FY14 Forecast
ROE	4.0	7.4	4.5	8.4	10.9
EPS	91.11	177.49	110.81	226.59	355.22
Dividends per Share	27	46	46	64	94
Pay-out Ratio (Consolidated)	29.6	25.9	41.5	28.2	26.5

### ROE and EPS

