

FY2017 3Q Financial Results ended Dec 31, 2016

HIGH-LIGHT

- Despite production volume increase and sales expansion, revenue decreased due to appreciation of the Yen.
- Despite the appreciation of the Yen, operating profit increased due to the production volume, cost reduction efforts and improved other income /expenses.
- Upward revision to the full-year forecast revenue and operating profit mainly due to the change in foreign exchange difference occurred in the Third-quarter of the fiscal year 2017.

Figures are based on International Financial Reporting Standards (IFRS)

1. Income Statements

(Ratio to Revenue)

(Unit:Billions of Yen, %)

Account	FY2017 3Q		FY2016 3Q		Change		FY2017 Forecast		Change from June			
	Amount	Percent	Amount	Percent	Amount	Percent	Forecast as of Oct.28	Forecast as of Feb. 2	Amount	Percent		
Revenue	(100.0)	3,311.5	(100.0)	3,370.9	-59.4	-1.8	(100.0)	4,380.0	(100.0)	4,440.0	60.0	1.4
Operating profit (excludes other income/other expenses)	(7.3)	242.4	(8.0)	271.1	-28.7	-10.6	(6.5)	286.0	(6.6)	294.0	8.0	2.8
Operating profit	(7.5)	247.5	(7.2)	243.1	4.4	1.8	(6.6)	290.0	(6.7)	298.0	8.0	2.8
Profit before income taxes	(8.4)	277.0	(8.1)	274.7	2.4	0.9	(7.1)	310.0	(7.3)	323.0	13.0	4.2
Profit for the period (※)	(5.8)	190.9	(5.7)	191.3	-0.4	-0.2	(4.7)	204.0	(4.8)	214.0	10.0	4.9
Foreign Exchange Rate (US\$)	107 Yen		122 Yen				105 Yen		106 Yen			
Foreign Exchange Rate (Euro)	118 Yen		134 Yen				117 Yen		117 Yen			
Domestic Car Production	6.63 Mil units		6.60 Mil units				8.94 Mil units		9.12 Mil units			
Overseas Car Production of Japanese Manufacturers	14.75 Mil units		14.02 Mil units				19.52 Mil units		19.67 Mil units			

Profit attributable to owners of the parent company

5. Non-Consolidated Financial Results (Japanese accounting standards)

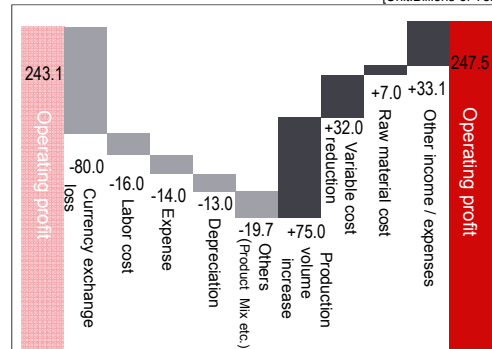
(Ratio to Sales)

(Unit:Billions of Yen, %)

Account	FY2017 3Q		FY2016 3Q		Change	
	Amount	Percent	Amount	Percent	Amount	Percent
Net Sales	(100.0)	1,825.7	(100.0)	1,802.0	23.7	1.3
Operating Income	(2.4)	44.2	(6.0)	108.8	-64.7	-59.4
Income Before Income Taxes	(7.0)	127.9	(9.0)	161.3	-33.4	-20.7
Net Income	(5.9)	107.6	(7.4)	132.6	-25.0	-18.9

2. Changes in Operating Profit (FY16 3Q - FY17 3Q)

(Unit:Billions of Yen)



FY16 3Q

FY17 3Q

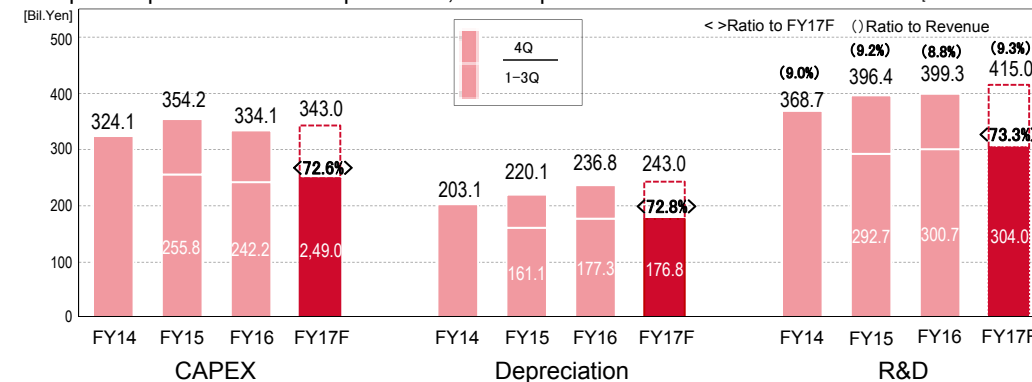
3. Geographic Segments By Company Location

(Unit:Billions of Yen)

Region	FY2017 3Q		FY2016 3Q		Change		Change (Local Currency)	FY2017 Forecast
	Revenue	Margin	Revenue	Margin	Revenue	Margin		
Japan	1,982.2		1,967.4		0.8%	0.8%	2,640.0	
North America	781.6		828.1		-5.6%	8.5%	1,060.0	
Europe	416.9		440.6		-5.4%	8.5%	570.0	
Asia	839.8		883.1		-4.9%	11.5%	1,110.0	
Others	46.9		45.9		2.1%	25.8%	60.0	
Eliminations	-755.9		-794.2		-	-	-1,000.0	
Revenue	3,311.5		3,370.9		▲ 1.8%	7.4%	4,440.0	
Operating Profit	247.5	7.5%	243.1	7.2%	1.8%	12.0%	298.0	

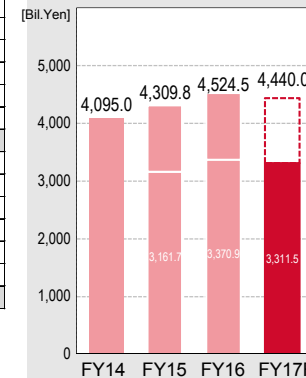
4. Capital Expenditures and Depreciation, R&D Expenditures

(Unit:Billions of Yen)

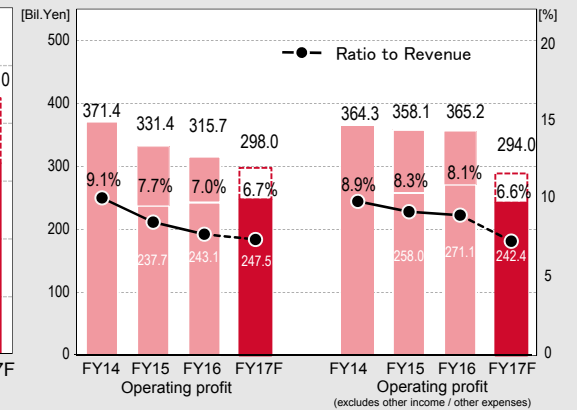


Reference

(1) Revenue



(2) Operating Profit



(3) Financial Indices (Consolidated)

	FY14	FY15	FY16	FY17 Forecast
EPS	348.05 Yen	324.01 Yen	307.19 Yen	272.32 Yen
Dividends per Share	105 Yen	110 Yen	120 Yen	120 Yen
Pay-out Ratio	30.2 %	34.0 %	39.1 %	44.1 %
ROE	10.7 %	8.4 %	7.6 %	6.6 %

EPS・Pay-out Ratio

