**FY2017 3Q Financial Results ended Dec 31, 2016**

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.

### 1. Income Statements

<table>
<thead>
<tr>
<th>Account</th>
<th>FY2017 3Q</th>
<th>FY2018 3Q</th>
<th>Change</th>
<th>FY2017 Forecast</th>
<th>Forecast as of Oct 28</th>
<th>Forecast as of Feb 2</th>
<th>Amount</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue (Ratio to Revenue)</td>
<td>(100.0) 3,311.5</td>
<td>(100.0) 3,370.9</td>
<td>-59.4 %</td>
<td>-1.8</td>
<td>(100.0) 4,380.0</td>
<td>(100.0) 4,440.0</td>
<td>60.0</td>
<td>1.4</td>
</tr>
<tr>
<td>Operating profit (includes other income/other expenses)</td>
<td>7.3</td>
<td>7.2</td>
<td>4.4</td>
<td>1.8</td>
<td>7.1</td>
<td>7.3</td>
<td>323.0</td>
<td>13.0</td>
</tr>
<tr>
<td>Operating profit</td>
<td>8.0</td>
<td>7.2</td>
<td>243.1</td>
<td>4.4</td>
<td>290.0</td>
<td>6.7</td>
<td>280.0</td>
<td>6.0</td>
</tr>
<tr>
<td>Profit before income taxes</td>
<td>8.4</td>
<td>6.1</td>
<td>276.7</td>
<td>2.4</td>
<td>9.1</td>
<td>7.3</td>
<td>323.0</td>
<td>13.0</td>
</tr>
<tr>
<td>Profit for the period (b)</td>
<td>5.8</td>
<td>5.7</td>
<td>190.9</td>
<td>-0.4</td>
<td>0.2</td>
<td>4.7</td>
<td>204.0</td>
<td>-0.6</td>
</tr>
<tr>
<td>Foreign Exchange Rate (US$)</td>
<td>107 Yen</td>
<td>118 Yen</td>
<td>134 Yen</td>
<td>117 Yen</td>
<td>122 Yen</td>
<td>134 Yen</td>
<td>117 Yen</td>
<td>122 Yen</td>
</tr>
</tbody>
</table>

### 2. Changes in Operating Profit

- Revenue: 8.0 (271.1) -28.7 % -10.6 (6.5) 286.0 (-6.6) 294.0 (8.0) 2.8
- Operating profit: 4.4 (243.1) 4.4 (-6.6) 290.0 (-6.7) 280.0 (6.0) 2.8
- Profit before income taxes: 2.4 (298.0) 2.4 (7.1) 310.0 (7.3) 323.0 (13.0) 4.2
- Profit for the period: 1.8 (204.0) -0.6 (4.7) 214.0 10.0 | 4.9 |

### 3. Geographic Segments By Company Location

#### Japan
- Domestic Car Production: 60.0 (14.75 Mil units) 14.02 Mil units 19.52 Mil units
- Overseas Car Production: 6.63 Mil units 6.60 Mil units

#### North America
- Domestic Car Production: 6.63 Mil units 6.60 Mil units
- Overseas Car Production: 6.60 Mil units 6.63 Mil units

#### Europe
- Domestic Car Production: 6.60 Mil units 6.63 Mil units
- Overseas Car Production: 6.63 Mil units 6.60 Mil units

#### Asia
- Domestic Car Production: 6.60 Mil units 6.63 Mil units
- Overseas Car Production: 6.63 Mil units 6.60 Mil units

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

- CAPEX: 343.0 (8.3%) 393.3 (8.9%)
- Depreciation: 323.8 (8.2%)
- R&D: 394.6 (8.3%)

### 5. Non-Consolidated Financial Results

#### Japanese accounting standards

- Net Sales: 1,825.7 (100.0) 1,802.0 (100.0) 1,825.7 (100.0) 1,802.0
- Operating Income: 442.7 (24.4) 423.0 (23.3) 442.7 (24.4) 423.0
- Profit before Income Taxes: 127.9 (7.0) 161.3 (9.0) 127.9 (7.0) 161.3
- Net Income: 107.6 (5.9) 132.6 (7.4) 107.6 (5.9) 132.6

### Reference

- Revenue: 4,095.0 (1,967.4) 0.8% 2,640.0 (1,967.4) 0.8%
- Operating Profit: 3,311.5 (3,370.9) -1.8% 4,440.0 (3,370.9) 1.4%
- Net Income: 107.6 (104.4) 3.0% 132.6 (104.4) 26.0%