

Financial Summary: FY2012 Third-Quarter Consolidated Results

- April 1 2011 through December 31 2011 / October 1 2011 through December 31 2011 -

Unit: JPY in billion
Fraction less than half omitted
Volume in thousand units

	FY2011 Q3[9 Months] (Apr '10 to Dec'10)	FY2012 Q3[9 Months] (Apr '11 to Dec'11)	FY2011 Q3[3MO.] (Oct '10 to Dec'10)	FY2012 Q3[3 Months] (Oct '11 to Dec'11)	FY2011 (Apr '10 to Mar '11)	FY2012 Forecast (Apr '11 to Mar '12)
Sales:	1,070.4 47.1%	964.5 -9.9%	345.5	306.4 -11.3%	1,415.5 31.0%	1,430.0 1.0%
Japan	371.4 25.0%	375.1 1.0%	116.3	140.9 21.1%	498.6 15.2%	520.0 4.3%
Overseas	699.0 62.3%	589.5 -15.7%	229.2	165.5 -27.8%	916.9 41.5%	910.0 -0.8%
Operating Income	69.3 (-)	64.2 -7.3%	22.5	20.4 -9.6%	88.2 701.3%	94.0 6.6%
% to sales	6.5%	6.7%	6.5%	6.6%	6.2%	6.6%
Ordinary Income	71.2 (-)	66.5 -6.6%	23.5	21.3 -9.4%	91.3 701.0%	95.0 4.1%
% to sales	6.7%	6.9%	6.8%	7.0%	6.4%	6.6%
Net Income	47.1 (-)	48.7 3.4%	17.9	15.0 -16.4%	51.6 514.2%	74.0 43.4%
% to sales	4.4%	5.0%	5.2%	4.9%	3.6%	5.2%
Operating Income: Increase or Decrease		Profit increase due to: Material cost reduction 6.3 Fixed cost fluctuation 10.2 Profit decrease due to: Steel, oil price etc. fluctuations -5.8 Sales / Model mix -12.4 FX -3.4		Profit increase due to: Material cost reduction 1.9 Fixed cost fluctuation 2.9 Profit decrease due to: Steel, oil price etc. fluctuations -2.1 Sales / Model mix -3.7 FX -1.1		Profit increase due to: Sales / Model mix 12.0 Material cost reduction 10.0 Fixed cost fluctuation 7.1 Profit decrease due to: Steel, oil price etc. fluctuations -11.0 FX -6.0 Effect of previous FY (Earthquake disaster / Fixed cost) -6.3
Exchange rate	JPY 86/US \$	JPY 79/US \$	JPY 83/US \$	JPY 78/US \$	JPY 85/US \$	JPY 78/US \$
Facility Investment	21.7 37.3%	20.4 -6.0%	6.6	7.1 7.6%	29.4 14.4%	52.0 76.9%
Depreciation	27.4 -8.1%	26.8 -2.2%	9.1	8.8 -3.3%	36.4 -7.8%	37.0 1.6%
R&D	43.0 9.7%	41.7 -3.0%	14.5	13.2 -9.0%	58.6 6.2%	61.0 4.1%
Performance Evaluation, etc.		•Decrease in revenue and increase in net profit		•Decrease both in revenue and profit		•Increase both in revenue and profit
Sales vol. : Japan	35 20.9%	35 -0.7%	10	13 34.1%	47 10.5%	51 8.8%
Sales vol. : Overseas	274 66.8%	226 -17.7%	95	64 -32.5%	361 46.5%	371 2.9%
Overseas Shipment Volume (Incl ; KD-Set)	424 65.8%	358 -15.4%	138	101 -26.8%	552 43.4%	578 4.7%

<The geographical(location of company) P/L information>

FY2012-Q3 (9 Months) (April '11 to December '11)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	774.4	261.4	108.9	1,144.7	-180.1	964.5
Operating income	49.4	16.2	6.4	72.0	-7.8	64.2
FY2011-Q3 (9 Months) (April '10 to December '10)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	794.3	356.3	96.4	1,246.9	-176.6	1,070.4
Operating income	44.2	20.8	7.8	72.9	-3.6	69.3