# Consolidated Financial Results For the Third Quarter of the Fiscal Year Ending March 31, 2017 (Japan GAAP)

**February 8, 2017** 

| Company Name          | : Fuji Heavy Industries Ltd. (Tokyo Stock Exchange First Section, Code No.7270)      | U )   |
|-----------------------|--|-------|
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| Scheduled date of sul | omitting Quarterly Report : February 13, 2017  |       |
| Scheduled date for di | vidend payment : -   |       |
| Quarterly earnings su | pplementary explanatory documents : Yes  |       |
| Holding of quarterly  | financial results meeting : Yes(for investment analysts and institutional investors) |       |

(All amounts have been rounded off to the nearest million yen, unless otherwise specified)

## 1. Consolidated Results for the Third Quarter of Fiscal Year 2017 (April 1, 2016 to December 31, 2016)

### (1) Consolidated Results of Operations (for nine-month period)

(In Japanese yen rounded to million, except for per share figures, percentage figures indicate a change from the previous fiscal year / period)

|                          | Net sales |       | Operating income |         | Ordinary income |         | Net income<br>attributable to<br>owners of parent |         |
|--------------------------|-----------|-------|------------------|---------|-----------------|---------|---|---------|
| 3rd Quarter of<br>FY2017 | 2,427,891 | 0.4%  | 306,760          | (29.6)% | 297,194         | (31.5)% | 207,513   | (38.6)% |
| 3rd Quarter of<br>FY2016 | 2,418,630 | 17.4% | 435,741          | 40.5%   | 433,978         | 50.5%   | 337,792   | 77.5%   |

Note: Comprehensive income 3rd Quarter of FY2017: 217,576 million yen (Minus35.3%) 3rd Quarter of FY2016: 336,041 million yen (38.8%)

|                          | Net income<br>per share, basic (Yen) | Net income per share,<br>diluted (Yen) |
|--------------------------|--------------------------------------|--|
| 3rd Quarter of<br>FY2017 | 268.27                               | -                                      |
| 3rd Quarter of<br>FY2016 | 432.86                               | -                                      |

## (2) Consolidated Financial Position (Unit: Millions of yen, except for per share figures)

|                          | Total assets | Net assets | Shareholders' equity to total assets (%) |
|--------------------------|--------------|------------|--|
| 3rd Quarter of<br>FY2017 | 2,643,986    | 1,402,788  | 52.8%                                    |
| FY2016                   | 2,592,410    | 1,349,411  | 51.8%                                    |

Reference: Shareholders' equity As of December 31, 2016: 1,396,869 million yen As of March 31, 2016: 1,343,732 million yen

## 2. Dividends

|                    |             | Cash dividends per share (yen) |             |          |        |  |  |
|--------------------|-------------|--------------------------------|-------------|----------|--------|--|--|
|                    | 1st Quarter | 2nd Quarter                    | 3rd Quarter | Year-end | Annual |  |  |
| FY 2016            | -           | 72.00                          | -           | 72.00    | 144.00 |  |  |
| FY 2017            | -           | 72.00                          | -           |          |        |  |  |
| FY 2017 (Forecast) |             |                                |             | 72.00    | 144.00 |  |  |

Note: Revision of the forecasts in the first quarter of the fiscal year ending March 31, 2017: No

## 3. Projection of Consolidated Results for Fiscal Year 2017 (April 1, 2016 to March 31, 2017)

(In Japanese yen rounded to million, except for per share figures, percentage figures indicate a change from the previous fiscal year / period)

|   |          | Net sales |     | Operating income | Ordinary income | Net income<br>attributable to owners<br>of parent | Net income per<br>share, basic (Yen) |
|---|----------|-----------|-----|------------------|-----------------|---|--------------------------------------|
| F | ull year | 3,310,000 | 2.4 | 410,000 (27.5)   | 412,000 (28.6)  | 290,000 (33.6)                                    | 375.48                               |

Note: Revision of the forecasts at the timing of announcement of the results of third quarter of the fiscal year ending March 31, 2017: Yes

## 4. Others

| (1) Changes of significant subsidiaries in the third quarter of fiscal year 2017   |                         |                    |                      |                    |  |  |
|--|-------------------------|--------------------|----------------------|--------------------|--|--|
| <ul> <li>(2) Application of specific accounting for preparing the quarterly consolidated financial statements :</li> <li>(3) Changes in accounting policies, procedures and methods of presentation for preparing the quarterly consolidated financial statements</li> </ul> |                         |                    |                      |                    |  |  |
| [1] Changes due to revisions of ac   | counting standards      |                    |                      | : Yes              |  |  |
| [2] Changes due to other reasons   |                         |                    |                      | : No               |  |  |
| [3] Changes of estimation due to a   | accounting issues       |                    |                      | : No               |  |  |
| [4] Restatements   |                         |                    |                      | : No               |  |  |
| (4) Number of outstanding share  | res (Common Stock)      |                    |                      |                    |  |  |
| [1] Number of outstanding shares<br>(including treasury stock)   | As of December 31,2016: | 769,175,873 shares | As of March 31,2016: | 782,865,873 shares |  |  |
| [2] Number of treasury stock   | As of December 31,2016: | 2,489,647 shares   | As of March 31,2016: | 2,487,843 shares   |  |  |

[3] Average number of shares (for nine-month period) 3rd Quarter of FY2017: 773,532,265 shares 3rd Quarter of FY2016: 780,380,730 shares

## \*The status of the implementation of the third quarterly review

The third quarterly review is now conducted on the basis of the Financial Instruments and Exchange Act on the date for the release of this quarterly report.

### \*Proper use of projection of operating results, and other information

The above performance projections were made based on the information available as of the date when this document was released. Therefore, actual results may differ considerably due to various factors that might occur in the future.

For assumptions and other information on which the performance projections were based, please refer to

"(3) Explanation about Future Forecasts such as Projections for the Current Fiscal Year" on page 4.

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## 1. Qualitative Information on Quarterly Financial Results

#### (1) Explanation about Operating Performance

Consolidated net sales for the third quarter of the current fiscal year increased \$9.3 billion (0.4%) from the same period of the previous fiscal year to \$2,427.9 billion mainly due to higher automobile unit sales absorbing a decrease in sales revenues owing to foreign exchange rate fluctuations.

Regarding the profit, operating income decreased \$129.0 billion (29.6%) from the same period of the previous fiscal year to \$306.8 billion, due to increases in miscellaneous expenditure, mainly for quality-related expenses attributable to airbag inflators, and R&D expenses and as the effect of foreign exchange rate fluctuations, despite higher automobile unit sales and progress with reduction in costs. Ordinary income decreased \$136.8 billion (31.5%) from the same period of the previous fiscal year to \$297.2 billion. Net income attributable to owners of the parent decreased \$130.3 billion (38.6%) from the same period of the previous fiscal year to \$207.5 billion.

|                                     | Net Sales | Operating Income | Ordinary Income | Quarterly Net Income<br>Attributable to Owners<br>of the Parent | Foreign<br>Exchange Rate |
|-------------------------------------|-----------|------------------|-----------------|---|--------------------------|
| 3 <sup>rd</sup> quarter of FYE 2017 | 2,427,891 | 306,760          | 297,194         | 207,513   | ¥106/US\$                |
| Profit Margin                       |           | 12.6%            | 12.2%           | 8.5%  | ¥118/EUR                 |
| 3 <sup>rd</sup> quarter of FYE 2017 | 2,418,630 | 435,741          | 433,978         | 337,792   | ¥122/US\$                |
| Profit Margin                       |           | 18.0%            | 17.9%           | 14.0%   | ¥135/EUR                 |
| Change                              | 9,261     | (128,981)        | (136,784)       | (130,279)   |                          |
| Percentage change                   | 0.4%      | (29.6)%          | (31.5)%         | (38.6)%   |                          |

(In Japanese yen in million except for profit ratio and percentage change from the previous period)

[Results by Business Segment]

Results for the third quarter of the current fiscal year period by business segment are as described below.

As of the third quarter of the current fiscal year period, the classification of reporting segments has changed. Details are given on page 12, "3. Quarterly Consolidated Financial Statements (4) Notes on Quarterly Consolidated Financial Statements (Segment Information). In the comparison with same quarter of the previous fiscal year as described below, the figures for the same quarter of the previous fiscal year were rearranged into the new segment classifications before making the comparison.

|                 |  | Net S                                  | ales     |                      | Segment Income                         |  |           |                      |
|-----------------|--|--|----------|----------------------|--|--|-----------|----------------------|
|                 | 3 <sup>rd</sup> Quarter<br>of FYE 2016 | 3 <sup>rd</sup> Quarter<br>of FYE 2017 | Change   | Percentage<br>change | 3 <sup>rd</sup> Quarter<br>of FYE 2016 | 3 <sup>rd</sup> Quarter<br>of FYE 2017 | Change    | Percentage<br>change |
| Automobile Div. | 2,277,192                              | 2,305,296                              | 28,104   | 1.2%                 | 420,288                                | 298,727                                | 121,561   | (28.9)%              |
| Aerospace Div.  | 110,215                                | 96,407                                 | (13,808) | (12.5)%              | 12,165                                 | 4,956                                  | (7,209)   | (59.3)%              |
| Other           | 31,223                                 | 26,188                                 | (5,035)  | (16.1)%              | 2,799                                  | 2,421                                  | (378)     | (13.5)%              |
| Adjustment      | -                                      | -                                      | -        | -                    | 489                                    | 656                                    | 167       | 34.2%                |
| Total           | 2,418,630                              | 2,427,891                              | 9,261    | 0.4%                 | 435,741                                | 306,760                                | (128,981) | (29.6)%              |

(In Japanese yen in million except for profit ratio and percentage change from the previous period)

Notes: 1. Net sales are sales to outside customers.

2. Adjustment to segment income refers to elimination of intersegment transactions.

#### [1] Automobile Division

Regarding registered cars in Japan, unit sales increased 7 thousand units (9.5%) compared with the same period of the previous fiscal year to 83 thousand units as a result of strong sales of the Forester, Impreza and other models. On the other hand, unit sales of minicars decreased 2 thousand units (6.7%) compared with the same period of the previous fiscal year to 22 thousand units due to the effect of a decrease in unit sales of the Stella, which was introduced with upgrades in the previous year and other factors. As a result of these factors, total unit sales in Japan increased 6 thousand units (5.6%) compared with the same period of the previous fiscal year to 106 thousand units.

Overseas total unit sales increased 68 thousand units (11.1%) compared with the same period of the previous fiscal year to 680 thousand units mainly due to favorable conditions surrounding sales of the

Outback and other models in North America, the key market of FHI.

By region, sales in North America increased 59 thousand units (12.2%) from the same period of the previous fiscal year to 542 thousand units, sales in Europe including Russia remained almost unchanged from the same period of the previous fiscal year at 34 thousand units, sales in Australia increased 5 thousand units (15.2%) from the same period of the previous fiscal year to 38 thousand units, sales in China increased 2 thousand units (6.3%) from the same period of the previous fiscal year to 32 thousand units, and sales in other regions increased 2 thousand units (5.7%) from the same period of the previous fiscal year to 35 thousand units.

As a result, combined unit sales in Japan and overseas markets amounted to 786 thousand units, an increase of 74 thousand units (10.3%) from the same period of the previous fiscal year and a record high for the consolidated cumulative third quarter. Overall net sales increased  $\pm 28.1$  billion (1.2%) from the same period of the previous fiscal year to  $\pm 2,305.3$  billion. Segment income, affected by currency fluctuations and increases in miscellaneous expenditure, mainly for quality-related expenses attributable to airbag inflators, and R & D expenses, decreased  $\pm 121.6$  billion (28.9%) from the same period of the previous fiscal year to  $\pm 298.7$ billion.

| `````````````````````````````````````` | 3 <sup>rd</sup> Quarter of<br>FYE 2016 | 3 <sup>rd</sup> Quarter of<br>FYE 2017 | Change | Percentage<br>change |
|--|--|--|--------|----------------------|
| Total in Japan                         | 100                                    | 106                                    | 6      | 5.6%                 |
| Registered cars                        | 76                                     | 83                                     | 7      | 9.5%                 |
| Minicars                               | 24                                     | 22                                     | (2)    | (6.7)%               |
| Total overseas                         | 612                                    | 680                                    | 68     | 11.1%                |
| North America                          | 483                                    | 542                                    | 59     | 12.2%                |
| Europe/Russia                          | 33                                     | 34                                     | 0      | 1.4%                 |
| Australia                              | 33                                     | 38                                     | 5      | 15.2%                |
| China                                  | 30                                     | 32                                     | 2      | 6.3%                 |
| Other regions                          | 33                                     | 35                                     | 2      | 5.7%                 |
| Grand total                            | 712                                    | 786                                    | 74     | 10.3%                |

Consolidated unit sales in the third quarter of the current fiscal year are shown in the table below. (Units in thousands and percentage change from the previous period)

#### [2] Aerospace Division

Deliveries to the Japan Ministry of Defense saw sales decline compared with the level of the same period of the previous fiscal year mainly with a decrease in helicopter production.

Sales to the commercial sector fell compared with the same period of the previous fiscal year owing to a decline in production of Boeing 777 aircraft and effects from foreign exchange rate fluctuations despite an increase in production of Boeing 787 aircraft.

As a result, overall net sales decreased \$13.8 billion (12.5%) compared with the same period of the previous fiscal year to \$96.4 billion. Segment income decreased \$7.2 billion (59.3%) compared with the same period of the previous fiscal year to \$5.0 billion.

#### [3] Other Businesses

In the industrial products business, net sales decreased \$5.0 billion (16.1%) compared with the same period of the previous fiscal year to \$26.2 billion with a decrease in sales of engines for leisure vehicles to North America. Segment income also decreased \$0.4 billion (13.5%) compared with the same period of the previous fiscal year to \$2.4 billion.

#### (2) Explanation about Financial Position

[1] Assets, Liabilities, and Net Assets

Total assets at the end of the third quarter of the current fiscal year were  $\frac{12,644.0}{100}$  billion, an increase of  $\frac{151.6}{1000}$  billion from the end of the previous fiscal year. Main factors included a  $\frac{170.1}{1000}$  billion increase in

property, plant and equipment.

Total liabilities decreased \$1.8 billion compared with the end of the previous fiscal year to \$1,241.2 billion. Main factors included a \$97.6 billion decrease in income taxes payable and a \$62.0 billion increase in accrued expenses, and other liabilities.

Net assets increased  $\pm 53.4$  billion compared with the end of the previous fiscal year to  $\pm 1,402.8$  billion. Main factors included a  $\pm 49.1$  billion increase in retained earnings.

#### [2] Cash Flows

Cash and cash equivalents (hereinafter "Cash") at the end of the third quarter of the current fiscal year totaled ¥697.0 billion.

(Net cash provided by operating activities)

Net cash provided by operating activities was ¥216.4 billion (net cash provided in the same consolidated cumulative period of the previous fiscal year was ¥434.3 billion). Main factors included ¥298.8 billion in income before income taxes and minority interests, a ¥58.2 billion increase in accrued expenses, and ¥201.5 billion in income taxes paid.

(Net cash used in investment activities)

Net cash used in investing activities was \$166.5 billion (net cash used in the same consolidated cumulative period of the previous fiscal year was \$180.8 billion). Main factors included \$124.7 billion in expenditures for the purchase of property, plant and equipment (net basis against proceeds from sales of property, plant and equipment) and \$18.9 billion in payments of loans receivable (net basis against proceeds from collection of loans receivable).

(Net cash used in financing activities)

Net cash used in financing activities was \$188.4 billion (net cash used in the same consolidated cumulative period of the previous fiscal year was \$110.2 billion). Main factors included a \$52.7 billion in expenditures for the purchase of treasury stock and \$111.1 billion in expenditures for cash dividends paid.

#### (3) Explanation about Future Forecasts such as Projections for the Current Fiscal Year

FHI has revised upward the full year consolidated performance projections for the fiscal year ending March 31, 2017, which were released at the timing of consolidated financial results announcement on November 2, 2016, as stated below, to reflect factors such as the effects expected from foreign exchange rate fluctuations despite anticipated higher miscellaneous expenditure.

Projections of full-year consolidated business results of the current fiscal year are based on assumed foreign exchange rates of  $\pm 108/US$  (previously  $\pm 104/US$ ) and  $\pm 119/EUR$  (previously  $\pm 115/EUR$ ). Exchange rate assumptions for the fourth quarter of the current fiscal year are  $\pm 113/US$  and  $\pm 121/EUR$ .

|  | Net Sales           | Operating<br>Income  | Ordinary<br>Income   | Net Income<br>Attributable to<br>Owners of the Parent | Net Income per<br>Share |
|--|---------------------|----------------------|----------------------|---|-------------------------|
| Previous projection (A)  | ¥ million 3,180,000 | ¥ million<br>373,000 | ¥ million<br>397,000 | ¥ million<br>278,000                                  | Yen<br>359.94           |
| Revised projection (B)   | 3,310,000           | 410,000              | 412,000              | 290,000   | 375.48                  |
| Change in amount (B-A)   | 130,000             | 37,000               | 15,000               | 12,000  | 15.54                   |
| Percentage change  | 4.1%                | 9.9%                 | 3.8%                 | 4.3%  | 4.3%                    |
| (Supplemental information)<br>Actual results of FYE 2016<br>(April 1, 2015 to March 31,<br>2016) | 3,232,258           | 565,589              | 576,972              | 436,654   | 559.54                  |

Consolidated Results Forecast for the FYE 2017 (April 1, 2016 to March 31, 2017)

## 2. Notes on Summary Information

#### (1) Application of specific accounting for preparing the quarterly consolidated financial statements

Income tax expense was calculated as multiplying income before income taxes by reasonably estimated annual effective tax rate. This annual tax rate was reasonably estimated after applying the deferred tax accounting to the annual income before income taxes. "Income taxes-deferred" was included in "Total income taxes".

## (2) Changes in Accounting Policy

Based on amendments in the Corporation Tax Act, "Practical Solution on a change in depreciation method due to Tax Reform 2016" (PITF No.32 issued on June 17, 2016) issued by Accounting Standards Board of Japan (ASBJ) was applied from the first quarter of the fiscal year ending March 2017.

FHI group changed depreciation method for facilities attached to buildings and for structures acquired on or after April 1, 2016 from the declining-balance method to the straight-line method. Since the impact of the change is immaterial, notes for the change was omitted.

### (3) Additional Information

FHI group applied "Revised Implementation Guidance on Recoverability of Deferred Tax Assets" issued by ASBJ from the first quarter of the fiscal year ending March 2017.

# 3. Quarterly Consolidated Financial Statements

## (1) Quarterly Consolidated Balance Sheet

|   |                                  | (Unit: Millions of yen)                            |
|---|----------------------------------|--|
|   | FY2016<br>(as of March 31, 2016) | 3rd Quarter of FY2017<br>(as of December 31, 2016) |
| SETS  | (as of Water 51, 2010)           | (as of December 51, 2010)                          |
| Current assets                                  |                                  |  |
| Cash and deposits                               | 507,553                          | 465.64   |
| Notes and accounts receivable-trade             | 140,319                          | 140,91   |
| Lease investment assets                         | 21,532                           | 140,91   |
| Short-term investment securities                | 500,572                          | 439,13   |
| Merchandise and finished goods                  | 192,705                          | 198,84   |
| Work in process                                 | 50,666                           | 53,98  |
| Raw materials and supplies                      | 34,996                           | 52,47  |
| Deferred tax assets                             | 90,893                           | 86,98  |
| Short-term loans receivable                     | 151,973                          | 174,78   |
| Other   | 93,509                           | 115,56   |
| Allowance for doubtful accounts                 | (625)                            | (573   |
| Total current assets                            | 1,784,093                        | 1,746,83   |
| Noncurrent assets                               |                                  | 1,7 10,00  |
| 1. Property, plant and equipment                |                                  |  |
| Buildings and structures, net                   | 158,386                          | 174,80   |
| Machinery, equipment and vehicles, net          | 138,519                          | 169,96   |
| Land  | 182,531                          | 184,56   |
| Vehicles and equipment on operating leases, net | 7,460                            | 10,24  |
| Construction in progress                        | 46,951                           | 36,55  |
| Other, net                                      | 38,786                           | 66,59  |
| Total property, plant and equipment             | 572,633                          | 642,74   |
| 2. Intangible assets                            |                                  | ,  |
| Other   | 20,989                           | 22,86  |
| Total intangible assets                         | 20,989                           | 22,86  |
| 3. Investments and other assets                 |                                  |  |
| Investment securities                           | 109,804                          | 104,85   |
| Net defined benefit asset                       | 1,774                            | 1,75   |
| Deferred tax assets                             | 16,339                           | 18,68  |
| Other   | 90,205                           | 109,68   |
| Allowance for doubtful accounts                 | (3,427)                          | (3,422   |
| Total investments and other assets              | 214,695                          | 231,55   |
| Total noncurrent assets                         | 808,317                          | 897,15   |
| Fotal assets                                    | 2,592,410                        | 2,643,98   |

|  |                                  | (Unit: Millions of yen)                            |  |
|--|----------------------------------|--|--|
|  | FY2016<br>(as of March 31, 2016) | 3rd Quarter of FY2017<br>(as of December 31, 2016) |  |
| IABILITIES   |                                  |  |  |
| Current liabilities  |                                  |  |  |
| Notes and accounts payable-trade   | 326,625                          | 322,488  |  |
| Electronically recorded obligations-operating  | 91,476                           | 93,08  |  |
| Short-term loans payable   | 33,252                           | 39,183   |  |
| Current portion of long-term loans payable   | 33,692                           | 45,12  |  |
| Current portion of bonds   | 10,000                           |  |  |
| Income taxes payable   | 100,272                          | 2,67   |  |
| Accrued expenses   | 132,759                          | 194,781  |  |
| Provision for bonuses  | 23,554                           | 11,552   |  |
| Provision for product warranties   | 51,251                           | 60,062   |  |
| Provision for loss on construction contracts   | 645                              | 6  |  |
| Provision for loss on business liquidation   | -                                | 3,727  |  |
| Other  | 155,969                          | 187,130  |  |
| Total current liabilities  | 959,495                          | 959,86   |  |
| Noncurrent liabilities   |                                  |  |  |
| Long-term loans payable  | 93,030                           | 61,189   |  |
| Deferred tax liabilities   | 18,769                           | 25,104   |  |
| Provision for directors' retirement benefits   | 478                              | 529  |  |
| Net defined benefit liability  | 18,586                           | 18,703   |  |
| Other  | 152,641                          | 175,79   |  |
| Total noncurrent liabilities   | 283,504                          | 281,329  |  |
| Total liabilities  | 1,242,999                        | 1,241,198  |  |
| ET ASSETS  |                                  |  |  |
| Shareholders' equity   |                                  |  |  |
| Capital stock  | 153,795                          | 153,795  |  |
| Capital surplus  | 160,071                          | 160,178  |  |
| Retained earnings  | 1,049,016                        | 1,098,110  |  |
| Treasury stock   | (1,402)                          | (7,171   |  |
| Total shareholders' equity   | 1,361,480                        | 1,404,912  |  |
| Accumulated other comprehensive income   |                                  |  |  |
| Valuation difference on available-for-sale securities                                | 11,344                           | 7,73   |  |
| Foreign currency translation adjustment  | (13,415)                         | (1,914   |  |
| Remeasurements of defined benefit plans  | (12,808)                         | (10,893  |  |
| Remeasurements of other postretirement benefits of foreign consolidated subsidiaries | (2,869)                          | (2,967   |  |
| Total accumulated other comprehensive income   | (17,748)                         | (8,043   |  |
| Non-controlling interests  | 5,679                            | 5,919  |  |
| Total net assets   | 1,349,411                        | 1,402,788  |  |
| otal liabilities and net assets  | 2,592,410                        | 2,643,980  |  |

## (2) Quarterly Consolidated Statements of (Comprehensive) Income Quarterly Consolidated Statements of Income (for nine-month period)

|   |   | (Unit: Millions of yen)                          |
|---|---|--|
|   | FY2016<br>(April 1, 2015 to<br>December 31, 2015) | FY2017<br>(April 1,2016 to<br>December 31, 2016) |
| I Net sales   | 2,418,630   | 2,427,891  |
| I Cost of sales   | 1,639,088   | 1,745,603  |
| Gross profit  | 779,542   | 682,288  |
| III Selling, general and administrative expenses  | 343,801   | 375,528  |
| Operating income  | 435,741   | 306,760  |
| IV Non-operating income   |   |  |
| Interest income   | 2,340   | 2,330  |
| Dividends income  | 1,442   | 1,039  |
| Equity in earnings of affiliates  | 525   | 48   |
| Foreign exchange gains  |   | 23,500   |
| Gain on valuation of derivatives  | 5,587   | -  |
| Other   | 885   | 1,195  |
| Total non-operating income  | 10,779  | 28,112   |
| V Non-operating expenses  |   | , ,  |
| Interest expenses   | 1,900   | 1,413  |
| Foreign exchange losses   | 7,030   | -  |
| Loss on valuation of derivatives  | -   | 32,649   |
| Other   | 3,612   | 3,616  |
| Total non-operating expenses  | 12,542  | 37,678   |
| Ordinary income   | 433,978   | 297,194  |
| VI Extraordinary income   |   |  |
| Gain on sales of noncurrent assets  | 139   | 349  |
| Gain on sales of investment securities  | 238   | 10,111   |
| Reversal of allowance for doubtful account  | ×1 29,624   | -  |
| Other   | ×1 21,832   | 16   |
| Total extraordinary income  | 51,833  | 10,476   |
| VII Extraordinary loss  |   |  |
| Loss on sales and retirement of noncurrent assets   | 3,083   | 3,239  |
| Loss on business liquidation  | -   | ×2 4,978   |
| Other   | 2,254   | 620  |
| Total extraordinary losses  | 5,337   | 8,837  |
| Income before income taxes  | 480,474   | 298,833  |
| Total Income taxes  | 143,487   | 89,955   |
| Net income  | 336,987   | 208,878  |
| Net income(loss) attributable to non-controlling interests  | (805)   | 1,365  |
| Net income attributable to owners of parent   | 337,792   | 207,513  |
| Photo |   | 2013010  |

| Quarterly Consolidated Statements of | f Comprehensive | Income(for nine-m | onth period)  |
|--------------------------------------|-----------------|-------------------|---------------|
| Qual terry consonautea statements of | i comprenensive | income in mile in | ionen perioa) |

|  |   | (Unit: Millions of yen)                          |  |
|--|---|--|--|
|  | FY2016<br>(April 1, 2015 to<br>December 31, 2015) | FY2017<br>(April 1,2016 to<br>December 31, 2016) |  |
| Net income   | 336,987   | 208,878  |  |
| Other comprehensive income   |   |  |  |
| Valuation difference on available-for-sale securities                                | (1,168)   | (3,613)  |  |
| Foreign currency translation adjustment  | (1,530)   | 10,741   |  |
| Remeasurements of defined benefit plans  | 1,801   | 1,915  |  |
| Remeasurements of other postretirement benefits of foreign consolidated subsidiaries | (8)   | (98)   |  |
| Share of other comprehensive income of associates accounted for using equity method  | (41)  | (247)  |  |
| Total other comprehensive income   | (946)   | 8,698  |  |
| Comprehensive income   | 336,041   | 217,576  |  |
| Comprehensive income attributable to   |   |  |  |
| Comprehensive income attributable to owners of parent                                | 336,994   | 217,218  |  |
| Comprehensive income attributable to non-controlling interests                       | (953)   | 358  |  |

## (3) Quarterly Consolidated Statements of Cash Flows

|  |                             | (Unit: Millions of yen)     |
|--|-----------------------------|-----------------------------|
|  | FY2016<br>(April 1, 2015 to | FY2017<br>(April 1, 2016 to |
|  | December 31,2015)           | December 31,2016)           |
| I Net cash provided by (used in) operating activities  |                             |                             |
| Income (loss) before income taxes  | 480,474                     | 298,833                     |
| Depreciation and amortization  | 53,673                      | 60,590                      |
| Increase (decrease) in allowance for doubtful accounts   | (29,696)                    | (54)                        |
| Interest and dividends income  | (3,782)                     | (3,369)                     |
| Interest expenses  | 1,900                       | 1,413                       |
| Increase (decrease) in provision for loss on business liquidation  | -                           | 3,727                       |
| Loss (gain) on sales and retirement of noncurrent assets   | 2,944                       | 2,890                       |
| Loss (gain) on sales and valuation of investment securities  | (124)                       | (9,503)                     |
| Decrease (increase) in operating loans receivable  | (2,246)                     | (1,652)                     |
| Decrease (increase) in notes and accounts receivable-trade   | 23,697                      | (4,652)                     |
| Decrease (increase) in inventories   | 25,247                      | (33,525)                    |
| Increase (decrease) in notes and accounts payable-trade  | (11,317)                    | (3,692)                     |
| Increase (decrease) in accrued expenses  | (3,854)                     | 58,216                      |
| Other, net   | (21,204)                    | 46,282                      |
| Subtotal   | 515,712                     | 415,504                     |
| Interest and dividends income received   | 4,266                       | 3,955                       |
| Interest expenses paid   | (2,026)                     | (1,518)                     |
| Proceeds from compensation for damage  | 48,081                      | (1,516)                     |
| Income taxes paid  | (131,733)                   | (201,539)                   |
| -  |                             |                             |
| Net cash provided by (used in) operating activities  | 434,300                     | 216,402                     |
| I Net cash provided by (used in) investing activities  |                             | (11.0(7)                    |
| Net decrease (increase) in time deposits   | (70,779)                    | (11,967)                    |
| Purchase of short-term investment securities   | (4,132)                     | (61,018)                    |
| Proceeds from sales of short-term investment securities  | 10,135                      | 52,552                      |
| Purchase of non-current assets   | (89,198)                    | (125,397)                   |
| Proceeds from sales of non-current assets  | 876                         | 656                         |
| Purchase of investment securities  | (34,400)                    | (35,782)                    |
| Proceeds from sales of investment securities   | 15,095                      | 39,858                      |
| Payments of loans receivable   | (80,991)                    | (104,502)                   |
| Collection of loans receivable   | 82,531                      | 85,637                      |
| Other, net   | (9,975)                     | (6,533)                     |
| Net cash provided by (used in) investing activities  | (180,838)                   | (166,496)                   |
| II Net cash provided by (used in) financing activities   |                             |                             |
| Net increase (decrease) in short-term loans payable  | (4,336)                     | 8,661                       |
| Proceeds from long-term loans payable  | 5,760                       | 12,480                      |
| Repayments of long-term loans payable  | (25,977)                    | (32,898)                    |
| Redemption of bonds  | -                           | (10,000)                    |
| Purchase of treasury stock   | (17)                        | (52,742)                    |
| Cash dividends paid  | (84,791)                    | (111,084)                   |
| Dividends paid to non-controlling interests  | -                           | (1,944)                     |
| Other, net   | (822)                       | (874)                       |
| Net cash provided by (used in) financing activities  | (110,183)                   | (188,401)                   |
| V Effect of exchange rate change on cash and cash Equivalents  | (1,318)                     | 6,022                       |
| V Net increase (decrease) in cash and cash equivalents   | 141,961                     | (132,473)                   |
| VI Cash and cash equivalents at beginning of period  | 612,085                     | 829,461                     |
| <ul> <li>Increase (decrease) in cash and cash equivalents<br/>resulting from change of scope of consolidation</li> </ul> | (127)                       |                             |
|  |                             |                             |

## (4) Note to Quarterly Consolidated Financial Statements (Notes on Premise of Going Concern)

FY2017 (April 1, 2016 to December 31, 2016) Not Applicable

## (Notes on Quarterly Consolidated Statements of Income)

\*1.Details of extraordinary income is as follows:

FY2016 (April 1, 2015 to December 31, 2015)

Reversal of allowance for doubtful accounts

Allowance for receivables of the initial investment fees associated with the AH-64D combat helicopter for the Japan Ministry of Defense was released because the lawsuit against the Government of Japan over the claims of the initial investment fees was concluded.

Other extraordinary income

Other extraordinary income includes 18,561 million yen of accrued delay damages receivable recognized due to the conclusion of the lawsuit against the Government of Japan over the claims of the initial investment fees associated with the AH-64D combat helicopter for the Japan Ministry of Defense.

\*2.Details of extraordinary losses is as follows:

FY2017 (April 1, 2016 to December 31, 2016)

Loss on business liquidation

The loss was recognized due to the decision to liquidate the Industrial Products business on November 2,2016.

The loss consists of 2,526 million yen of loss on fixed assets, 2,135 million yen on inventory valuation, and 317 million yen on others.

The loss on fixed assets above includes impairment losses on the following assets.

| Use                      | Location   | Category                             | Impairment losses<br>(million yen) |  |
|--------------------------|--|--------------------------------------|------------------------------------|--|
| Production<br>facilities | Kitamoto City Saitama<br>Prefecture and other<br>locations | Machinery, equipment<br>and vehicles | 1,201                              |  |

Production facilities that impairment losses are recognized are grouped together with assets owned mainly by the Industrial Products business for impairment recognition and measurement purposes.

Due to the decision to liquidate the Industrial Products business,

it is expected that future cash flows would fall below book values of related facilities,

the book values of those assets were written down to the recoverable amounts accordingly.

As a result, ¥ 1,201 million of impairment losses were recognized and presented in Loss on business liquidation in the quarterly consolidated statements of income.

The recoverable amounts are measured at value in use, calculated based on future cash flows discounted principally at 10.30%.

## (Notes on Significant Changes in the Amount of Shareholders' Equity)

FY2017 (April 1, 2016 to December 31 2016) Not Applicable

## (Segment Information)

### 1. Information on sales and income(loss) by business segment reported

| Sid Quarter of FT 2010 (April 1, 2013 to December 51, 2013) |             |               |               |           |           | <u>(Unit: Milli</u> | ons of yen)            |
|---|-------------|---------------|---------------|-----------|-----------|---------------------|------------------------|
|   | Busines     | ss segment re | ported        | ted Other |           | Total Adjustment C  |                        |
|   | Automobiles | Aerospace     | Sub-<br>Total | *1        | Total     | *2                  | Statement of income *3 |
| Net sales   |             |               |               |           |           |                     |                        |
| (1) Outside customers                                       | 2,277,192   | 110,215       | 2,387,407     | 31,223    | 2,418,630 | -                   | 2,418,630              |
| (2) Inter-segment   | 3,498       | -             | 3,498         | 12,386    | 15,884    | (15,884)            | -                      |
| Total sales   | 2,280,690   | 110,215       | 2,390,905     | 43,609    | 2,434,514 | (15,884)            | 2,418,630              |
| Operating income  | 420,288     | 12,165        | 432,453       | 2,799     | 435,252   | 489                 | 435,741                |

3rd Quarter of FY 2016 (April 1, 2015 to December 31, 2015)

Note: \*1.Other means the category which is not included into any business segment reported.

It consists of Industrial Products, real lease, etc.

- \*2. Adjustment of segment income refers to elimination of intersegment transaction.
- \*3. Operating income for segment is adjusted on operating income on the quarterly consolidated statements of income.

(Unit: Millions of ven)

|                        | Busines     | ss segment re | ported        | 0.1              |           |                  | Consolidated           |
|------------------------|-------------|---------------|---------------|------------------|-----------|------------------|------------------------|
|                        | Automobiles | Aerospace     | Sub-<br>Total | Other<br>*1 Tota | Total     | Adjustment<br>*2 | Statement of income *3 |
| Net sales              |             |               |               |                  |           |                  |                        |
| (1) Outside customers  | 2,305,296   | 96,407        | 2,401,703     | 26,188           | 2,427,891 | -                | 2,427,891              |
| (2) Inter-segment      | 3,607       | -             | 3,607         | 17,346           | 20,953    | (20,953)         | -                      |
| Total sales            | 2,308,903   | 96,407        | 2,405,310     | 43,534           | 2,448,844 | (20,953)         | 2,427,891              |
| Operating income(loss) | 298,727     | 4,956         | 303,683       | 2,421            | 306,104   | 656              | 306,760                |

3rd Quarter of FY 2017(April 1, 2016 to December 31, 2016)

Note: \*1. Other means the category which is not included into any business segment reported.

It consists of Industrial Products, real lease, etc.

- \*2. Adjustment of segment income refers to elimination of intersegment transaction.
- \*3. Operating income for segment is adjusted on operating income on the quarterly consolidated statements of income.

#### 2. Changes in reporting segments

"Industrial Products", which had been formerly reported as a single segment, is included in "Other" segment from the third quarter consolidated accounting period ended December 31, 2016 due to the decision to liquidate the Industrial Products business at the Board of Directors meeting held on November 2, 2016.

Segment information for the nine months period ended December 31, 2015 is presented in conformity with the change.

## 3. Information on loss on impairment of fixed assets or goodwill etc. for each reportable segment

(Significant impairment losses on fixed assets)

Due to the decision to liquidate the Industrial Products business, impairment losses of  $\pm$  1,201 million were recorded in "Other" segment in the third quarter consolidated accounting period ended December 31, 2016.

The impairment losses are presented as Loss on business liquidation in Extraordinary loss in the quarterly consolidated statement of income.

## (Significant Subsequent Event)

Not Applicable