

<Reference for FY2012 Consolidated Financial Results>

(in 100 millions of yen) (in thousands of units)	ACTUAL RESULTS		ACTUAL RESULTS		FORECAST		
	FY2011		FY2012		FY2013		
	Apr. 2010 to Mar. 2011		Apr. 2011 to Mar. 2012		Apr. 2012 to Mar. 2013		
			Change	% Change		Change	% Change
Net Sales	15,806	15,171	(635)	(4.0)	18,600	3,429	22.6
Domestic	4,673	4,985	311	6.7	6,278	1,293	25.9
Overseas	11,132	10,186	(946)	(8.5)	12,322	2,136	21.0
Operating Income	841	440	(402)	(47.8)	670	230	52.4
Margin Percentage	5.3	2.9			3.6		
Ordinary Income	822	373	(449)	(54.7)	630	257	69.0
Margin Percentage	5.2	2.5			3.4		
Net Income	503	385	(119)	(23.6)	480	95	24.8
Margin Percentage	3.2	2.5			2.6		
Change of operating income by factors							
			Decrease of SG&A expenses and others	80	Improvement of sales volume & mixture and others	514	
			Improvement of sales volume & mixture and others	12	Reduction in cost	211	
			Loss on currency exchange	(420)	Gain on currency exchange	31	
			Increase of R&D expenses	(52)	Increase of SG&A expenses and others	(477)	
			Reduction in cost	(22)	Increase of R&D expenses	(49)	
Exchange rates	YEN/US\$ YEN/EURO	YEN86/US\$ YEN114/EURO	YEN79/US\$ YEN108/EURO		YEN80/US\$ YEN105/EURO		
Capital expenditures	431	543	720				
Depreciation and amortization	498	537	600				
R&D expenses	429	481	530				
Interest bearing debts	3,306	3,410	3,300				
Performance of operation			Net Sales decrease for the 1st time in 2yrs. Net Income decrease for the 1st time in 3yrs.		Net Sales increase for the 1st time in 2yrs. Net Income increase for the 1st time in 2yrs.		
Domestic unit sales	158	172	14	9.0	145	(27)	(15.6)
Passenger Cars	68	80	12	17.6	95	15	18.4
Minicars	90	92	2	2.5	51	(42)	(45.2)
Overseas unit sales	499	468	(31)	(6.3)	575	108	23.1
North America	307	309	2	0.5	356	47	15.3
Europe	60	55	(5)	(7.8)	82	28	50.1
China	62	48	(14)	(22.6)	62	14	28.4
Others	70	56	(14)	(20.3)	75	19	35.0
Total unit sales	657	640	(17)	(2.6)	721	81	12.7
Production Units Total	624	639	15	2.4	768	129	20.2
Domestic	459	468	9	2.0	598	130	27.9
U.S.	165	171	6	3.6	169	(1)	(0.9)
Net sales by business segment	Automobile	14,522	13,891	(631)	(4.3)		
	Aerospace	828	803	(26)	(3.1)		
	Industrial Products	301	336	36	11.8		
	Other	155	142	(13)	(8.5)		
Operating income by business segment	Automobile	804	394	(410)	(51.0)		
	Aerospace	23	29	6	27.7		
	Industrial Products	(1)	5	6	-		
	Other	15	10	(4)	(29.7)		
	Elimination and Corporate	1	2	1	92.6		

* Figures of Total Sales are the sum of retail sales units of the Japanese subsidiary dealers, wholesale units of the overseas subsidiary distributors, and wholesale units of FHI to other distributors/dealers.

* Exchange rate is the non-consolidated sales rate of FHI.