<table>
<thead>
<tr>
<th>RESULTS FY2012 2011.4 - 2012.3</th>
<th>RESULTS FY2013 2012.4.1 - 2013.3.31</th>
<th>NET SAVINGS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Change</td>
<td>% Change</td>
<td>Change</td>
</tr>
<tr>
<td>Net sales</td>
<td>15,171</td>
<td>19,130</td>
</tr>
<tr>
<td>Japan</td>
<td>4,985</td>
<td>6,718</td>
</tr>
<tr>
<td>Overseas</td>
<td>10,186</td>
<td>12,411</td>
</tr>
<tr>
<td>Operating income</td>
<td>440</td>
<td>1,204</td>
</tr>
<tr>
<td>Profits margin (%)</td>
<td>2.9</td>
<td>6.3</td>
</tr>
<tr>
<td>Ordinary income</td>
<td>373</td>
<td>1,006</td>
</tr>
<tr>
<td>Profits margin (%)</td>
<td>2.5</td>
<td>5.3</td>
</tr>
<tr>
<td>Net income</td>
<td>385</td>
<td>1,196</td>
</tr>
<tr>
<td>Profits margin (%)</td>
<td>2.5</td>
<td>6.3</td>
</tr>
</tbody>
</table>

Change Factors in Operating income
- Improvements on model mix, etc
- Gain on currency exchange
- Cost reduction effort, etc
- Gain on currency exchange
- Increase in SG&A exp, etc
- Increase in R&D exp
- Increase in R&D exp

Exchange rates
- JPY/EUR 108/EUR 106/EUR 120/EUR
- Capital expenditures 543
- Depreciation and amortization 537
- R&D expenses 481
- Interest bearing debts 3,410
- Performance description:
- First increase of Net Sales, Operating Income, Ordinary Income and Net Income in 2 years
- New record high Unit Sales, Net Sales, Operating Income, Ordinary Income and Net Income

Unit sales (Japan)
- Passenger Cars 80
- Minicars 92

Unit sales (Overseas)
- North America 309
- Europe 55
- China 48
- Others 56

Unit sales total
- Japan 468
- U.S. 171

Production units total
- Japan 639
- U.S. 468

Net sales by business segment
- Automobile 13,891
- Aerospace 803
- Industrial Products 336
- Other 142

Operating income by business segment
- Automobile 394
- Aerospace 29
- Industrial Products 5
- Other 10

*Exchange rates*: Rates used for FHI's non-consolidated sales recording.
*Unit sales total* includes retail sales of Japanese consolidated dealers, wholesale sales of overseas consolidated distributors, and deliveries from FHI to non-consolidated distributors/dealers.
*Production units of Japan* include production units of the Toyota 86.

< Forward-looking statements in this document are based on the information available at the time of the announcement and are subject to various risk and uncertainty that could cause actual results to vary materially.>