

< Reference for FY2013 Consolidated Financial Results >

(Yen in 100 Millions, Units in Thousands)

	RESULTS FY2012 2011.4 - 2012.3	RESULTS FY2013 2012.4.1 - 2013.3.31		FORECASTS FY2014 2013.4.1 - 2014.3.31			
		Change	%	Change	%	%	
Net sales	15,171	19,130	3,959	26.1	20,500	1,370	7.2
Japan	4,985	6,718	1,733	34.8	6,081	(638)	(9.5)
Overseas	10,186	12,411	2,225	21.8	14,419	2,008	16.2
Operating income	440	1,204	765	173.9	1,800	596	49.5
Profit margin (%)	2.9	6.3			8.8		
Ordinary income	373	1,006	633	169.9	1,750	744	73.9
Profit margin (%)	2.5	5.3			8.5		
Net income	385	1,196	811	211.0	1,100	(96)	(8.0)
Profit margin (%)	2.5	6.3			5.4		
Change Factors in Operating income			Improvements on model mix, etc	817	Gain on currency exchange		639
			Cost reduction effort, etc	315	Cost reduction effort, etc		120
			Gain on currency exchange	293	Improvements on model mix, etc		37
			Increase in SG&A exp, etc	(650)	Increase in SG&A exp, etc		(101)
			Increase in R&D exp	(10)	Increase in R&D exp		(99)
Exchange rates	JPY/US\$ JPY/EUR	79/US\$ 108/EUR	82/US\$ 106/EUR		90/US\$ 120/EUR		
Capital expenditures	543	702			670		
Depreciation and amortization	537	559			550		
R&D expenses	481	491			590		
Interest bearing debts	3,410	3,072			2,800		
Performance description			- First increase of Net Sales, Operating Income, Ordinary Income and Net Income in 2 years - Record high Unit Sales, Net Sales, Operating Income, Ordinary Income and Net Income		- Increase of Net Sales, Operating Income and Ordinary Income for 2nd consecutive year - New record high Unit Sales, Net Sales, Operating Income and Ordinary Income		
Unit sales (Japan)	172	163	(9)	(5.3)	156	(8)	(4.7)
Passenger Cars	80	113	33	40.7	102	(11)	(9.8)
Minicars	92	50	(42)	(45.4)	54	3	6.9
Unit sales (Overseas)	468	561	94	20.1	596	35	6.2
North America	309	390	82	26.4	420	30	7.7
Europe	55	61	6	11.2	54	(7)	(11.0)
China	48	50	2	3.9	51	1	2.0
Others	56	60	4	7.5	70	10	17.1
Unit sales total	640	724	85	13.2	752	27	3.7
Production units total	639	764	126	19.7	758	(6)	(0.8)
Japan	468	583	115	24.6	594	10	1.8
U.S.	171	181	11	6.2	164	(17)	(9.3)
Net sales by business segment	Automobile	13,891	17,790	3,899	28.1		
	Aerospace	803	891	89	11.1		
	Industrial Products	336	301	(35)	(10.3)		
	Other	142	147	5	3.8		
Operating income by business segment	Automobile	394	1,110	716	181.7		
	Aerospace	29	68	39	136.6		
	Industrial Products	5	6	1	27.2		
	Other	10	16	6	57.2		
	Elimination & Corporate	2	4	2	130.8		

* "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. >