

< Reference for the 1st Half of FY2014 Consolidated Financial Results >

(Yen in 100 Millions, Units in Thousands)

| | RESULTS FY2013 1H 2012. 4-9 | RESULTS FY2014 1st Half 2013.4.1-9.30 | | | RESULTS FY2013 '12.4-'13.3 | FORECASTS FY2014 Full Year 2013.4.1-2014.3.31 | | | PREVIOUS FORECASTS FY2014 '13.4-'14.3 |
|---|-----------------------------------|---|--|--------|----------------------------------|---|--|--------|--|
| | | Change | | % | | Change | | % | |
| | | | | | | | | | |
| Net sales | 8,980 | 11,256 | 2,276 | 25.3 | 19,130 | 23,000 | 3,870 | 20.2 | 20,800 |
| Japan | 3,098 | 3,306 | 208 | 6.7 | 6,718 | 6,437 | (281) | (4.2) | 6,081 |
| Overseas | 5,883 | 7,951 | 2,068 | 35.2 | 12,411 | 16,563 | 4,151 | 33.4 | 14,719 |
| Operating income | 433 | 1,507 | 1,074 | 248.4 | 1,204 | 2,780 | 1,576 | 130.9 | 1,980 |
| Profit margin (%) | 4.8 | 13.4 | | | 6.3 | 12.1 | | | 9.5 |
| Ordinary income | 453 | 1,462 | 1,009 | 222.9 | 1,006 | 2,720 | 1,714 | 170.4 | 1,930 |
| Profit margin (%) | 5.0 | 13.0 | | | 5.3 | 11.8 | | | 9.3 |
| Net income | 404 | 998 | 594 | 146.8 | 1,196 | 1,780 | 584 | 48.8 | 1,210 |
| Profit margin (%) | 4.5 | 8.9 | | | 6.3 | 7.7 | | | 5.8 |
| Change Factors in Operating income | | | | | | | | | |
| | | | Gain on currency exchange | 872 | | | Gain on currency exchange | 1,334 | |
| | | | Improvements on model mix, etc | 213 | | | Improvements on model mix, etc | 437 | |
| | | | Cost reduction effort, etc | 135 | | | Cost reduction effort, etc | 174 | |
| | | | Increase in SG&A exp, etc | (96) | | | Increase in SG&A exp, etc | (260) | |
| | | | Increase in R&D exp | (50) | | | Increase in R&D exp | (109) | |
| Exchange rates | 80/US\$ 103/EUR | 98/US\$ 129/EUR | | | 82/US\$ 106/EUR | 97/US\$ 127/EUR | | | 92/US\$ 122/EUR |
| Capital expenditures | 339 | 273 | | | 702 | 720 | | | 670 |
| Depreciation and amortization | 247 | 260 | | | 559 | 550 | | | 550 |
| R&D expenses | 249 | 299 | | | 491 | 600 | | | 590 |
| Interest bearing debts | 3,301 | 2,918 | | | 3,072 | 2,700 | | | 2,800 |
| Performance description | | | - Net Sales and all profits increased for 2nd straight yr. - Half-year record Unit Sales, Net Sales and Profits | | | | - Net Sales and all profits to increase for 2nd straight yr. - Full-year record Unit Sales, Net Sales and Profits | | |
| Unit sales (Japan) | 72 | 87 | 15 | 21.3 | 163 | 170 | 7 | 4.1 | 156 |
| Passenger Cars | 45 | 62 | 16 | 36.1 | 113 | 116 | 4 | 3.1 | 102 |
| Minicars | 27 | 26 | (1) | (3.8) | 50 | 54 | 3 | 6.4 | 54 |
| Unit sales (Overseas) | 276 | 305 | 29 | 10.4 | 561 | 637 | 76 | 13.6 | 596 |
| North America | 181 | 228 | 47 | 26.0 | 390 | 471 | 80 | 20.6 | 420 |
| Europe | 36 | 22 | (14) | (39.3) | 61 | 50 | (11) | (18.1) | 54 |
| China | 27 | 19 | (8) | (28.8) | 50 | 44 | (6) | (11.9) | 51 |
| Other | 33 | 37 | 4 | 12.0 | 60 | 72 | 13 | 21.0 | 70 |
| Unit sales total | 348 | 393 | 44 | 12.7 | 724 | 807 | 83 | 11.4 | 752 |
| Production units total | 360 | 390 | 31 | 8.5 | 764 | 815 | 51 | 6.6 | 758 |
| Japan | 273 | 310 | 38 | 13.8 | 583 | 652 | 69 | 11.8 | 594 |
| U.S. | 87 | 80 | (7) | (8.0) | 181 | 163 | (18) | (9.9) | 164 |
| Net sales by business segment | | | | | | | | | |
| Automobile | 8,304 | 10,527 | 2,223 | 26.8 | 17,790 | | | | |
| Aerospace | 417 | 535 | 119 | 28.4 | 891 | | | | |
| Industrial Products | 163 | 157 | (6) | (3.6) | 301 | | | | |
| Other | 96 | 37 | (59) | (61.4) | 147 | | | | |
| Operating income by business segment | | | | | | | | | |
| Automobile | 397 | 1,423 | 1,026 | 258.4 | 1,110 | | | | |
| Aerospace | 19 | 69 | 50 | 266.1 | 68 | | | | |
| Industrial Products | 4 | 2 | (2) | (57.5) | 6 | | | | |
| Other | 10 | 11 | 1 | 7.3 | 16 | | | | |
| Elimination & Corporate | 2 | 2 | 0 | 1.7 | 4 | | | | |

* Exchange Rates are the rates used for FHI's non-consolidated sales recording.

* Unit Sales include retail sales of Japanese consolidated dealers, wholesale sales of overseas consolidated distributors, and deliveries from FHI to non-consolidated distributors/dealers.

* Domestic Production includes production of the 86/FR-S models for Toyota.

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