

**< Reference for the First Nine Months of FYE2017 Consolidated Financial Results >**

(Yen in 100 Millions, Units in Thousands)

	RESULTS		RESULTS		RESULTS	FORECASTS			PREVIOUS FORECASTS
	FYE2016 First 9 Months 2015. 4-12	FYE2017 First 9 Months 2016. 4-12	Change	%		FYE2016 Full Year '15.4-'16.3	FYE2017 Full Year 2016. 4 – 2017. 3	Change	
<b>Net sales</b>	24,186	24,279	93	0.4	32,323	33,100	777	2.4	31,800
Japan	4,282	4,449	167	3.9	6,054	6,511	457	7.5	6,463
Overseas	19,904	19,830	(75)	(0.4)	26,269	26,589	321	1.2	25,337
<b>Operating income</b>	4,357	3,068	(1,290)	(29.6)	5,656	4,100	(1,556)	(27.5)	3,730
Profit margin (%)	18.0	12.6			17.5	12.4			11.7
<b>Ordinary income</b>	4,340	2,972	(1,368)	(31.5)	5,770	4,120	(1,650)	(28.6)	3,970
Profit margin (%)	17.9	12.2			17.9	12.4			12.5
<b>Net income attributable to owners of parent</b>	3,378	2,075	(1,303)	(38.6)	4,367	2,900	(1,467)	(33.6)	2,780
Profit margin (%)	14.0	8.5			13.5	8.8			8.7
<b>Factors contributing to change in operating income</b>									
		Improvements on model mix, etc	1,035			Improvements on model mix, etc	1,398		
		Cost reduction effort, etc	301			Cost reduction effort, etc	319		
		Increase in SG&A exp, etc	(1,303)			Increase in SG&A exp, etc	(1,703)		
		Loss on currency exchange	(1,236)			Loss on currency exchange	(1,454)		
		Increase in R&D exp	(87)			Increase in R&D exp	(116)		
<b>Exchange rates</b>	JPY/US\$ 122/US\$ JPY/EUR 135/EUR	106/US\$ 118/EUR			121/US\$ 133/EUR	108/US\$ 119/EUR			104/US\$ 115/EUR
<b>Capital expenditures</b>	830	1,076			1,357	1,600			1,600
<b>Depreciation and amortization</b>	473	541			650	800			800
<b>R&amp;D expenses</b>	717	805			1,024	1,140			1,170
<b>Interest bearing debts</b>	1,865	1,455			1,700	1,550			1,600
<b>Performance description</b>		- 5th consecutive year of net sales increase - First decline in profits in 5 years - Record unit sales for April-December period				- 5th consecutive year of net sales increase - First decline in profits in 5 years - Record unit sales for full year			
<b>Consolidated unit sales (Japan)</b>	100	106	6	5.6	145	161	16	11.1	159
Passenger Cars	76	83	7	9.5	112	128	16	14.3	123
Minicars	24	22	(2)	(6.7)	34	34	0	0.7	36
<b>Consolidated unit sales (Overseas)</b>	612	680	68	11.1	813	906	93	11.5	904
North America	483	542	59	12.2	630	720	90	14.3	714
Europe	33	34	0	1.4	48	47	(1)	(1.7)	47
China	30	32	2	6.3	44	44	0	(0.9)	45
Other	66	73	7	10.5	90	95	5	5.2	98
<b>Consolidated unit sales total</b>	712	786	74	10.3	958	1,068	110	11.5	1,062
<b>Production units total</b>	702	775	74	10.5	951	1,055	104	10.9	1,054
Japan	530	543	13	2.4	715	719	4	0.6	718
U.S.	171	232	61	35.5	236	335	99	42.1	336
<b>Net sales by business segment</b>	Automobile 22,772 Aerospace 1,102 Other 312	23,053 964 262	281 (138) (50)	1.2 (12.5) (16.1)					
<b>Operating income by business segment</b>	Automobile 4,203 Aerospace 122 Other 28 Elimination & Corporate 5	2,987 50 24 7	(1,216) (72) (4) 2	(28.9) (59.3) (13.5) 34.2					

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

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

\* Production in Japan includes production of the 86 models for Toyota.

&lt; 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. &gt;