

< Reference for the First Nine Months of FYE2016 Consolidated Financial Results >

						(Yen in 100 Millions, Units in				
				RESULTS RESULTS			SULTS FORECASTS			PREVIOUS FORECASTS
		FYE2015				FYE2015 FYE2016			FYE2016	
		First 9 Months				Full Year	Full Year			Full Year
		2014. 4-12			'14.4-'15.3	20 <u>15. 4 — 2016. 3</u>		'15.4-'16.3		
				Change	%			Change	%	
Net sales		20,607	24,186	3,579	17.4	28,779	32,100	3,321	11.5	32,100
	Japan	4,419	4,282	(137)	(3.1)	6,529	5,962	(567)	(8.7)	5,721
	Overseas	16,189	19,904	3,716	23.0	22,250	26,138	3,888	17.5	26,379
Operating income		3,102	4,357	1,256	40.5	4,230	5,500	1,270	30.0	5,500
Ordinantinaama	Profit margin (%)	15.1	18.0	4.450	50.5	14.7	17.1	4.504	00.0	17.1
Ordinary income	Profit margin (9/)	2,884 14.0	4,340 17.9	1,456	50.5	3,936 13.7	5,470 17.0	1,534	39.0	5,470 17.0
Net income attribu	Profit margin (%)	1,904	3,378	1,474	77.5	2,619	4,140	1,521	58.1	4,140
owners of parent	Profit margin (%)	9.2	14.0	1,474	11.5	9.1	12.9	1,521	30.1	12.9
		/	Gain on c	•	1,232	/	Gain on c	•	1,040	/
Change factors			Improvements on unit			Improvements on unit		/		
in operating income			sales volume/mix, etc 371			sales volume/mix, etc 509				
			Cost redu	iction effort,	218		Cost redu	iction effort,	353	
			Increase in SG&A			Increase in SG&A (453)				
			exp, etc				exp, etc			
			Increase i	in R&D exp	(168)		Increase	in R&D exp	(179)	
Exchange rates	JPY/US\$	105/US\$		122/US\$		108/US\$		120/US\$		120/US\$
JPY/EUR		140/EUR	135/EUR			140/EUR	133/EUR		133/EUR	
Capital expenditures Depreciation and amortization		828	830 473			1,107	1,300 670		1,300	
R&D expenses		445 549	473 717			648 835	1,015		670 990	
Interest bearing debts		2,268	1,865			2,112	1,800		1,800	
Performance description		2,200	- 4th consecutive year of increases in			2,112	- 4th consecutive year of increases in			1,000
i circimanos accomption			net sales and all profits				net sales and all profits			
			- April-December records for				- Fiscal year records for consolidated			
			consolidated unit sales, net sales and all profits				unit sales, net sales and all profits			
Consolidated unit sales (Japan)		106	100	(6)	(5.6)	163	143	(19)	(11.9)	142
	Passenger Cars	84	76	(8)	(9.1)	128	110	(18)	(14.1)	108
	Minicars	22	24	2	7.4	35	33	(1)	(3.9)	34
Consolidated unit s	ales (Overseas)	558	612	54	9.8	748	812	64	8.5	811
	North America	431	483	52	12.2	570	630	60	10.5	624
	Europe	34	33	(0)	(1.0)	47	47	0	0.3	51
	China	41	30	(11)	(26.1)	54	44	(9)	(17.5)	47
0	Other	53	66	13	24.9	77	90	13	16.7	89
Consolidated unit sales total Production units total		664	712	49	7.3	911	955	44	4.8	953
Froduction units to	Japan	677 528	702 530	24	3.6 0.4	914 708	949 713	35 6	3.8 0.8	946 711
	Japan U.S.	149	171	22	14.8	207	236	29	14.1	236
Net sales by business segment	Automobile	19,370	22,772	3,402	17.6	26,990	200			
	Aerospace	980	1,102	123	12.5	1,428				/
	·									/
	Industrial Products	203	254	51	25.0	290		,		/
	Other	55	59	3	6.0	71				/
Operating income by business segment	Automobile	2,973	4,203	1,230	41.4	4,009				
	Aerospace	106	122	15	14.4	189				/
	Industrial Products	1	6	5	528.2	8	/	/		/
	Other	17	21	5	28.8	19				/
	Elimination &									/
	Corporate	5	5	0	10.7	6				1/

^{*1} Starting FYE2016 reporting, figures previously reported as "Net Income" are stated as "Net Income Attributable to Owners of Parent".

^{*2} Exchange Rates are the rates used for FHI's non-consolidated sales recording.

^{*3} 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.

^{*4} Production in Japan 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. >