

< Reference for FYE2016 Consolidated Financial Results >

	RESULTS FYE2015 2014.4 - 2015.3		RESULTS FYE2016 2015.4 - 2016.3		FORECASTS FYE2017 2016.4 - 2017.3			
			Change	%		Change	%	
Net sales		28,779	32,323	3,543	12.3	31,700	(623)	(1.9)
	Japan	6,529	6,054	(475)	(7.3)	6,103	49	0.8
	Overseas	22,250	26,269	4,018	18.1	25,597	(672)	(2.6)
Operating income		4,230	5,656	1,425	33.7	4,200	(1,456)	(25.7)
	Profit margin (%)	14.7	17.5			13.2		
Ordinary income		3,936	5,770	1,833	46.6	4,200	(1,570)	(27.2)
	Profit margin (%)	13.7	17.9			13.2		
Net income attributable to owners of parent		2,619	4,367	1,748	66.7	2,930	(1,437)	(32.9)
	Profit margin (%)	9.1	13.5			9.2		
Change factors in operating income								
				Gain on currency exchange	1,084	Improvements on unit sales volume/mix, etc		999
				Improvements on unit sales volume/mix, etc	588	Cost reduction effort, etc		320
				Cost reduction effort, etc	331	Loss on currency exchange		(1,686)
				Increase in SG&A exp, etc	(390)	Increase in SG&A exp, etc		(913)
				Increase in R&D exp	(188)	Increase in R&D exp		(176)
Exchange rates	JPY/US\$	108/US\$		121/US\$		105/US\$		
	JPY/EUR	140/EUR		133/EUR		120/EUR		
Capital expenditures		1,107		1,357		1,600		
Depreciation and amortization		648		650		800		
R&D expenses		835		1,024		1,200		
Interest bearing debts		2,112		1,700		1,650		
Performance description				- 4th consecutive year of increases in net sales and all profits		- Net sales and profit to decrease for the first time in 5 years.		
				- Fiscal year records for consolidated unit sales, net sales and all profits.		- Consolidated unit sales to post a fiscal year record.		
Consolidated unit sales (Japan)		163	145	(17)	(10.7)	156	11	7.6
	Passenger Cars	128	112	(16)	(12.7)	119	7	6.7
	Minicars	35	34	(1)	(3.4)	37	4	10.6
Consolidated unit sales (Overseas)		748	813	65	8.6	893	81	9.9
	North America	570	630	60	10.6	696	65	10.4
	Europe	47	48	0	0.4	50	2	4.6
	China	54	44	(9)	(17.5)	49	4	9.3
	Other	77	90	14	17.8	99	9	10.0
Consolidated unit sales total		911	958	47	5.2	1,050	92	9.6
Production units total		914	951	37	4.0	1,051	100	10.5
	Japan	708	715	7	1.0	710	(5)	(0.7)
	U.S.	207	236	29	14.2	341	105	44.6
Net sales by business segment								
	Automobile	26,990	30,394	3,405	12.6			
	Aerospace	1,428	1,528	100	7.0			
	Industrial Products	290	326	35	12.2			
	Other	71	75	4	5.2			
Operating income by business segment								
	Automobile	4,009	5,436	1,427	35.6			
	Aerospace	189	182	(7)	(3.8)			
	Industrial Products	8	1	(7)	(89.5)			
	Other	19	29	10	53.6			
	Elimination & Corporate	6	8	2	34.7			

*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 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. >