< Reference for FYE2016 Consolidated Financial Results >

<table>
<thead>
<tr>
<th></th>
<th>RESULTS</th>
<th>RESULTS</th>
<th>FORECASTS</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>FYE2015</td>
<td>FYE2016</td>
<td>FYE2017</td>
</tr>
<tr>
<td></td>
<td>2014.4 - 2015.3</td>
<td>2015.4 - 2016.3</td>
<td>2016.4 - 2017.3</td>
</tr>
<tr>
<td><strong>Net sales</strong></td>
<td>28,779</td>
<td>32,323</td>
<td>31,700</td>
</tr>
<tr>
<td>Japan</td>
<td>6,529</td>
<td>6,054</td>
<td>6,103</td>
</tr>
<tr>
<td>Overseas</td>
<td>22,250</td>
<td>26,269</td>
<td>25,597</td>
</tr>
<tr>
<td><strong>Operating income</strong></td>
<td>4,230</td>
<td>5,656</td>
<td>4,200</td>
</tr>
<tr>
<td>Japan</td>
<td>14.7</td>
<td>17.5</td>
<td>13.2</td>
</tr>
<tr>
<td>Overseas</td>
<td>13.7</td>
<td>17.9</td>
<td>13.2</td>
</tr>
<tr>
<td><strong>Ordinary income</strong></td>
<td>3,936</td>
<td>5,770</td>
<td>4,200</td>
</tr>
<tr>
<td>Japan</td>
<td>49</td>
<td>0.8</td>
<td>9.1</td>
</tr>
<tr>
<td>Overseas</td>
<td>4,230</td>
<td>1,748</td>
<td>9.1</td>
</tr>
<tr>
<td><strong>Net income attributable to owners of parent</strong></td>
<td>2,619</td>
<td>4,367</td>
<td>2,930</td>
</tr>
<tr>
<td>Japan</td>
<td>9.1</td>
<td>13.5</td>
<td>9.2</td>
</tr>
<tr>
<td>Overseas</td>
<td>4,230</td>
<td>1,748</td>
<td>9.2</td>
</tr>
</tbody>
</table>

**Change factors in operating income**
- Gain on currency exchange 1,084
- Improvements on unit sales volume/mix, etc.
- Cost reduction effort, etc.
- Loss on currency exchange 1,686
- Increase in SG&A exp., etc (390)
- Increase in R&D exp. (188)
- Increase in R&D exp. (176)

**Exchange rates**
- JPY/EUR 140/EUR 133/EUR

**Capital expenditures**
- 1,107

**Depreciation and amortization**
- 648

**R&D expenses**
- 835

**Interest bearing debts**
- 2,112

**Performance description**
- 4th consecutive year of increases in net sales and all profits.
- Fiscal year records for consolidated unit sales, net sales and all profits.
- Net sales and profit to decrease for the first time in 5 years.
- Consolidated unit sales to post a fiscal year record.

**Consolidated unit sales (Japan)**
- 163
- Passenger Cars 128
- Minicars 35

**Consolidated unit sales (Overseas)**
- 748
- North America 570
- Europe 47
- China 54
- Other 77

**Consolidated unit sales total**
- 911

**Production units total**
- 914
- Japan 708
- U.S. 207

**Net sales by business segment**
- Automobile 26,990
- Aerospace 1,428
- Industrial Products 290
- Other 71

**Operating income by business segment**
- Automobile 4,009
- Aerospace 189
- Industrial Products 8
- Other 19

*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.