

## Financial Summary: FY2011 Third-Quarter Consolidated Results

Unit: JPY in billion  
Fraction less than half omitted  
Volume in thousand units

	FY2010 Q3[9 Months] (Apr '09 to Dec'09)	FY2011 Q3[9 Months] (Apr '10 to Dec'10)	FY2010 Q3 [3 Months] (Oct '09 to Dec'09)	FY2011 Q3 [3 Months] (Oct '10 to Dec'10)	FY2010 (Apr '09 to Mar '10)	FY2011 Forecast (Apr '10 to Mar '11)
Sales:	727.9 -39.3%	1,070.4 47.1%	285.1	345.5 21.2%	1,080.9 -24.1%	1,430.0 32.3%
Japan	297.1 -29.9%	371.4 25.0%	109.3	116.3 6.4%	433.0 -18.9%	490.0 13.2%
Overseas	430.8 -44.5%	699.0 62.3%	175.8	229.2 30.4%	647.9 -27.3%	940.0 45.1%
Operating Income (loss)	-5.7 (-)	69.3 (-)	14.3	22.5 57.3%	11.0 -49.2%	80.0 626.6%
% to sales	-	6.5%	5.0%	6.5%	1.0%	5.6%
Ordinary Income (loss)	-7.7 (-)	71.2 (-)	15.9	23.5 47.8%	11.4 -25.2%	80.0 602.2%
% to sales	-	6.7%	5.6%	6.8%	1.1%	5.6%
Net Income (loss)	-16.6 (-)	47.1 (-)	11.2	17.9 59.8%	8.4 (-)	52.0 519.0%
% to sales	-	4.4%	3.9%	5.2%	0.8%	3.6%
Operating Income: Increase or Decrease		<i>Profit increase due to:</i> Sales / Model mix 72.8 Material cost reduction 12.7  <i>Profit decrease due to:</i> Steel, oil price etc. fluctuations -5.2 Fixed cost fluctuation -3.4 FX -1.9		<i>Profit increase due to:</i> Sales / Model mix 11.3 Material cost reduction 3.9  <i>Profit decrease due to:</i> Steel, oil price etc. fluctuations -3.6 Fixed cost fluctuation -2.3 FX -1.1		<i>Profit increase due to:</i> Sales / Model mix 73.0 Material cost reduction 17.0  <i>Profit decrease due to:</i> Steel, oil price etc. fluctuations -10.0 Fixed cost fluctuation -8.0 FX -3.0
Exchange rate	JPY 92/US \$	JPY 86/US \$	JPY 90/US \$	JPY 83/US \$	JPY 91/US \$	JPY 84/US \$
Facility Investment	15.8 -58.2%	21.7 37.3%	3.9	6.6 69.2%	25.7 -61.5%	38.0 47.9%
Depreciation	29.8 0.7%	27.4 -8.1%	10.1	9.1 -9.9%	39.5 -0.3%	37.0 -6.3%
R&D	39.2 -25.8%	43.0 9.7%	13.0	14.5 11.5%	55.2 -18.5%	60.0 8.7%
Performance Evaluation, etc.		•Returning to the black (Operating Income, Ordinary Income, Net Income)		•Increases both in sales and profit		•Increases both in sales and profit
Sales vol. : Japan	29 -34.8%	35 20.9%	10	10 -3.8%	42 -26.7%	46 9.6%
Sales vol. : Overseas	165 -45.5%	274 66.8%	74	95 29.9%	246 -28.2%	365 48.5%

## &lt;The geographical(location of company) P/L information&gt;

FY2011-Q3 (9 Months) (April '10 to December '10)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	794.3	356.3	96.4	1,246.9	-176.6	1,070.4
Operating income	44.2	20.8	7.8	72.9	-3.6	69.3
FY2010-Q3 (9 Months) (April '09 to December '09)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	529.4	212.0	76.8	818.1	-90.2	727.9
Operating income (loss)	-20.1	11.6	1.7	-6.8	1.1	-5.7