

## 1. Consolidated Financial Results

-Sales and Income decreased from previous year  
-Revisions of FY2012 forecast

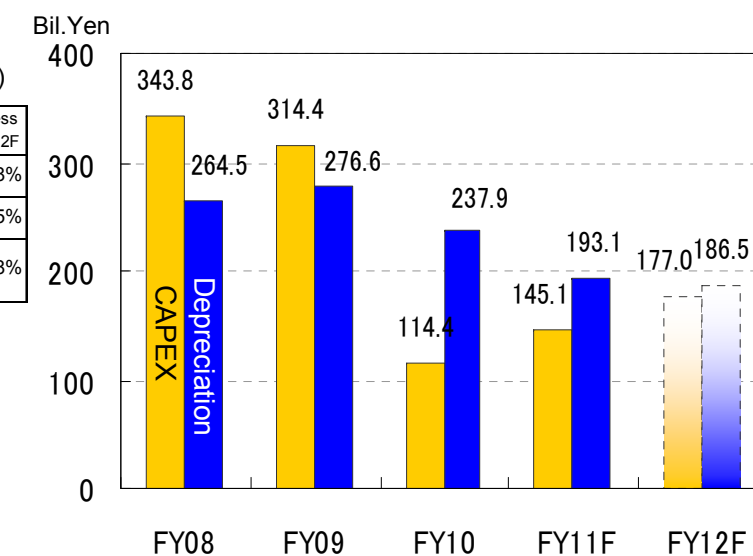
### Income Statements

Account	FY2012 3Q YTD		FY2011 3Q YTD		Change		FY2012 Forecast		Change from FY11			
					Amount	Percent			Amount	Percent		
	(Ratio to Sales)	(Unit: Billions of Yen, %)					Forecast as of Oct. 28	Forecast as of Feb. 3				
<b>Net Sales</b>	( 100.0 )	2,214.4	( 100.0 )	2,358.0	-143.6	-6.1	( 100.0 )	3,160.0	( 100.0 )	3,110.0	-21.5	-0.7
Cost of Sales	( 87.4 )	1,935.4	( 84.1 )	1,982.0	-46.6							
SGA Expenses	( 8.9 )	196.8	( 8.5 )	201.6	-4.7							
<b>Operating Income</b>	( 3.7 )	82.1	( 7.4 )	174.4	-92.3	-52.9	( 4.3 )	135.0	( 4.3 )	135.0	-53.3	-28.3
Non-Operating Income		14.2		14.3	-0.1			10.0		14.0	-4.9	
Extraordinary Income (Loss)		-6.2		4.5	-10.7			0.0		-6.2	-10.6	
<b>Income Before Income Taxes</b>	( 4.1 )	90.1	( 8.2 )	193.3	-103.2	-53.4	( 4.6 )	145.0	( 4.6 )	142.8	-68.9	-32.5
<b>Net Income</b>	( 1.6 )	36.4	( 5.5 )	129.3	-93.0	-71.9	( 3.1 )	98.0	( 2.6 )	82.0	-61.0	-42.7
Foreign Exchange Rate (US\$)		79 Yen		87 Yen				79 Yen		78 Yen		
Foreign Exchange Rate (Euro)		111 Yen		113 Yen				110 Yen		109 Yen		
Domestic Car Production		6.49 Mil units		7.09 Mil units				9.35 Mil units		9.27 Mil units		
Overseas Car Production of Japanese Manufacturers		10.45 Mil units		10.01 Mil units				15.19 Mil units		14.53 Mil units		
Consolidated Subsidiaries		188		186				-		-		
Affiliates under Equity Method		30		29				-		-		

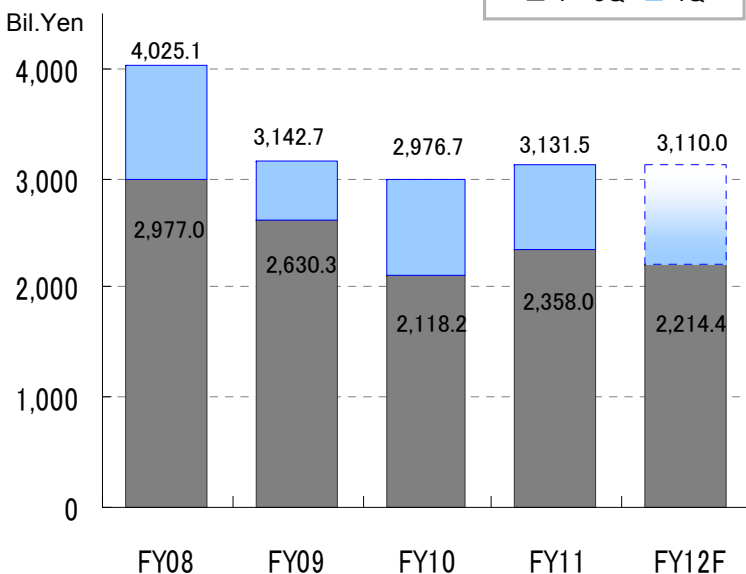
### Capital Expenditures, Depreciation and R&D Expenditures

Account	(Unit: Billions of Yen, %)						Progress to FY12F
	FY08	FY09	FY10	FY11	3Q YTD	FY12F	
Capital Expenditures	343.8	314.4	114.4	145.1	125.3	177.0	70.8%
Depreciation	264.5	276.6	237.9	193.1	131.4	186.5	70.5%
R&D Expenditures	311.5	297.1	270.1	290.1	221.8	285.0	77.8%
(Ratio to Sales)	(7.7)	(9.5)	(9.1)	(9.3)	(10.0)	(9.2)	

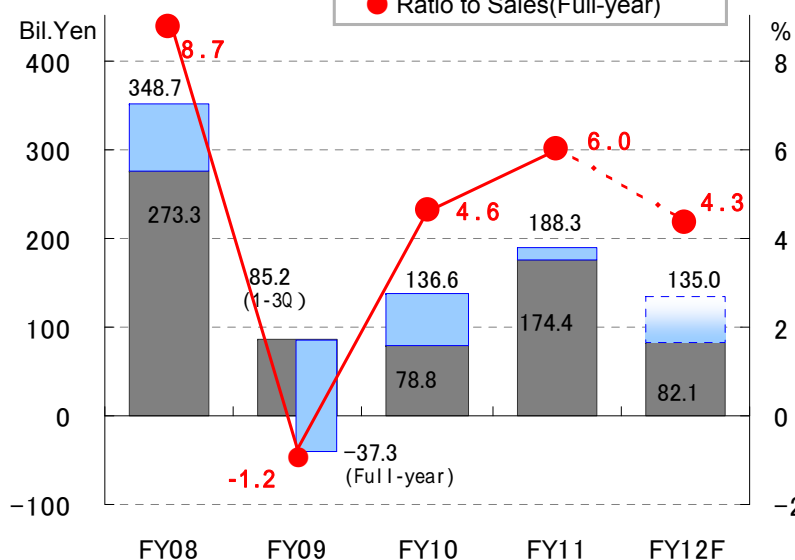
### Capital Expenditures and Depreciation



### Sales



### Operating Income



## 2. Non-Consolidated Financial Results

### Income Statements

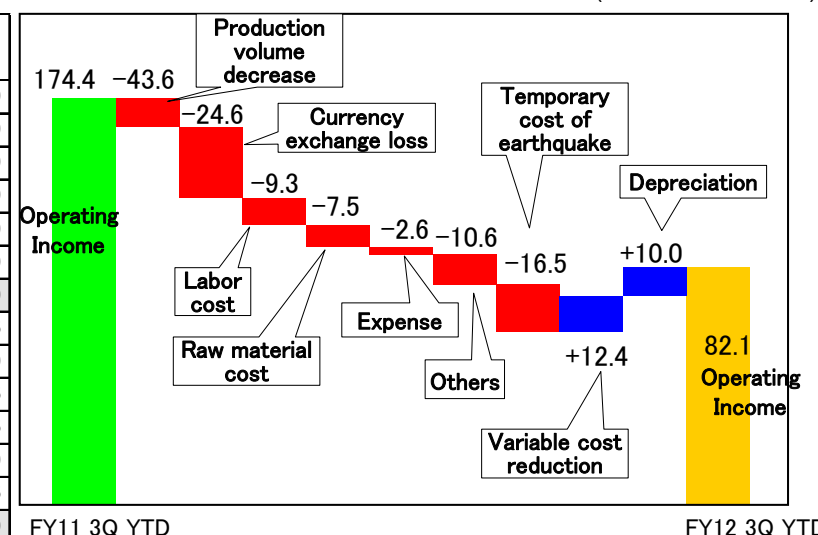
Account	FY2012 3Q YTD		FY2011 3Q YTD		Change		FY2012 Forecast		Change from FY11			
					Amount	Percent			Amount	Percent		
	(Ratio to Sales)	(Unit: Billions of Yen, %)					Forecast as of Oct. 28	Forecast as of Feb. 3				
<b>Net Sales</b>	( 100.0 )	1,436.5	( 100.0 )	1,496.2	-59.7	-4.0	( 100.0 )	2,020.0	( 100.0 )	2,020.0	74.3	3.8
Cost of Sales	( 92.1 )	1,322.9	( 89.7 )	1,342.5	-19.6							
SGA Expenses	( 6.4 )	92.1	( 6.5 )	97.7	-5.6							
<b>Operating Income</b>	( 1.5 )	21.4	( 3.7 )	56.0	-34.5	-61.7	( 1.4 )	29.0	( 2.0 )	40.0	4.2	11.7
Non-Operating Income		57.4		51.8	5.6			54.0		59.0	2.5	
Extraordinary Income (Loss)		-6.7		-0.1	-6.6			0.0		-6.7	-6.7	
<b>Income Before Income Taxes</b>	( 5.0 )	72.2	( 7.2 )	107.6	-35.5	-33.0	( 4.1 )	83.0	( 4.6 )	92.3	0.0	0.0
<b>Net Income</b>	( 3.1 )	45.0	( 5.4 )	80.5	-35.4	-44.0	( 3.6 )	72.0	( 3.0 )	60.0	-12.8	-17.6

### Geographic Segments By Company Location

Segment	FY2012 3Q YTD		FY2011 3Q YTD		Change	Local Currency	FY2012 Forecast
	Margin	Margin	Margin	Margin			
Japan	1,555.5		1,621.0		-4.0%	-4.0%	2,195.0
North America	350.3		396.2		-11.6%	-3.3%	499.0
Europe	286.5		291.0		-1.6%	1.6%	377.0
Asia & Oceania	444.2	-	481.0	-	-7.6%	-2.5%	618.0
Others	43.8		45.5		-3.7%	1.7%	57.0
Eliminations	-466.0		-476.7		-	-	-636.0
<b>Sales</b>	<b>2,214.4</b>		<b>2,358.0</b>		<b>-6.1%</b>	<b>-3.2%</b>	<b>3,110.0</b>
Japan	36.1	2.3%	80.4	5.0%	-55.1%	-55.1%	62.5
North America	1.4	0.4%	18.8	4.8%	-92.8%	-92.1%	7.0
Europe	4.9	1.7%	8.5	2.9%	-42.0%	-40.1%	7.5
Asia & Oceania	37.5	8.4%	63.1	13.1%	-40.5%	-37.1%	57.5
Others	2.4	5.5%	5.2	11.5%	-54.3%	-51.7%	3.0
Eliminations	-0.2	-	-1.6	-	-	-	-2.5
<b>Operating Income</b>	<b>82.1</b>	<b>3.7%</b>	<b>174.4</b>	<b>7.4%</b>	<b>-52.9%</b>	<b>-51.4%</b>	<b>135.0</b>

### Changes in Income Before Income Taxes

(FY11 3Q YTD → FY12 3Q YTD) (Unit: Billions of Yen)



## 3. Financial Indices

	FY08	FY09	FY10	FY11	FY12 Forecast
ROE	11.3	-4.3	4.0	7.4	4.2
EPS	299.96	-104.13	91.11	177.49	101.75
Dividends per Share	54	40	27	46	46
Pay-out Ratio (Consolidated)	18.0	-	29.6	25.9	45.2

### ROE and EPS

