

FINANCIAL FORECAST for FY2012 (April 1, 2011 - March 31, 2012)

1. Consolidated financial forecast

(Billion yen)

	FY2011		FY2012 Forecast		Change	
	April 10 - March 11		April 11 - March 12		Amount	%
Net sales	100.0%	1,479.8	100.0%	1,570.0	90.2	6.1
Operating income	4.6%	68.7	4.5%	70.0	1.3	1.7
Ordinary income	5.0%	73.9	5.1%	80.0	6.1	8.2
Net income	3.2%	47.2	2.9%	46.0	(1.2)	(2.6)
Net income per share		¥151.51		¥147.64	(¥3.87)	
Cash dividends per share [Year-end]		¥50		¥50	-	
Investments in tangible assets		38.2		60.0	21.8	56.8
Depreciation		62.3		62.0	(0.3)	(0.6)
Exchange rate ¥/US\$		86		80	(6)	
Exchange rate ¥/EUR		113		112	(1)	

2. Business segment sales information

(Billion yen)

	FY2011		FY2012 Forecast		Change	%
	Vehicle	25.4%	375.5	21.8%	343.0	(32.5)
Engine	13.3%	197.3	12.0%	188.0	(9.3)	(4.8)
Car air-conditioning compressor	13.0%	191.8	13.5%	213.0	21.2	11.0
Foundry, electronics parts and others	2.6%	39.3	2.9%	46.0	6.7	16.9
Automobile total	54.3%	804.1	50.2%	790.0	(14.1)	(1.8)
Materials handling equipment	33.2%	490.6	37.6%	590.0	99.4	20.2
Logistics	7.3%	107.7	6.4%	100.0	(7.7)	(7.2)
Textile machinery	2.9%	42.7	2.9%	45.0	2.3	5.2
Others	2.3%	34.4	2.9%	45.0	10.6	30.7
Total	100.0%	1,479.8	100.0%	1,570.0	90.2	6.1

3. Units sales

(Thousand unit)

	FY2011		FY2012 Forecast		Change	%
	Vitz(Yaris)		181		181	-
RAV4		109		90	(19)	(17.4)
Mark X Zio		5		4	(1)	(20.0)
Vehicle		295		275	(20)	(6.8)
Diesel		382		395	13	3.4
Gasoline		232		185	(47)	(20.3)
Engine		614		580	(34)	(5.5)
Car air-conditioning compressor *		1,883		2,180	297	15.8
Materials handling equipment		153		183	30	19.6
Air-jet loom		7.2		6.0	(1.2)	(16.7)

*(Note) The unit for unit sales of car air-conditioning compressor is ten thousand.