
Financial Result Overview

Ended March 31, 2013

NEXT 30
~ Connect Change Cost ~
Creation, Passion, Challenge

May 8, 2013

Managing Director, Administration

Seishi Kai

Consolidated Financial Result Overview

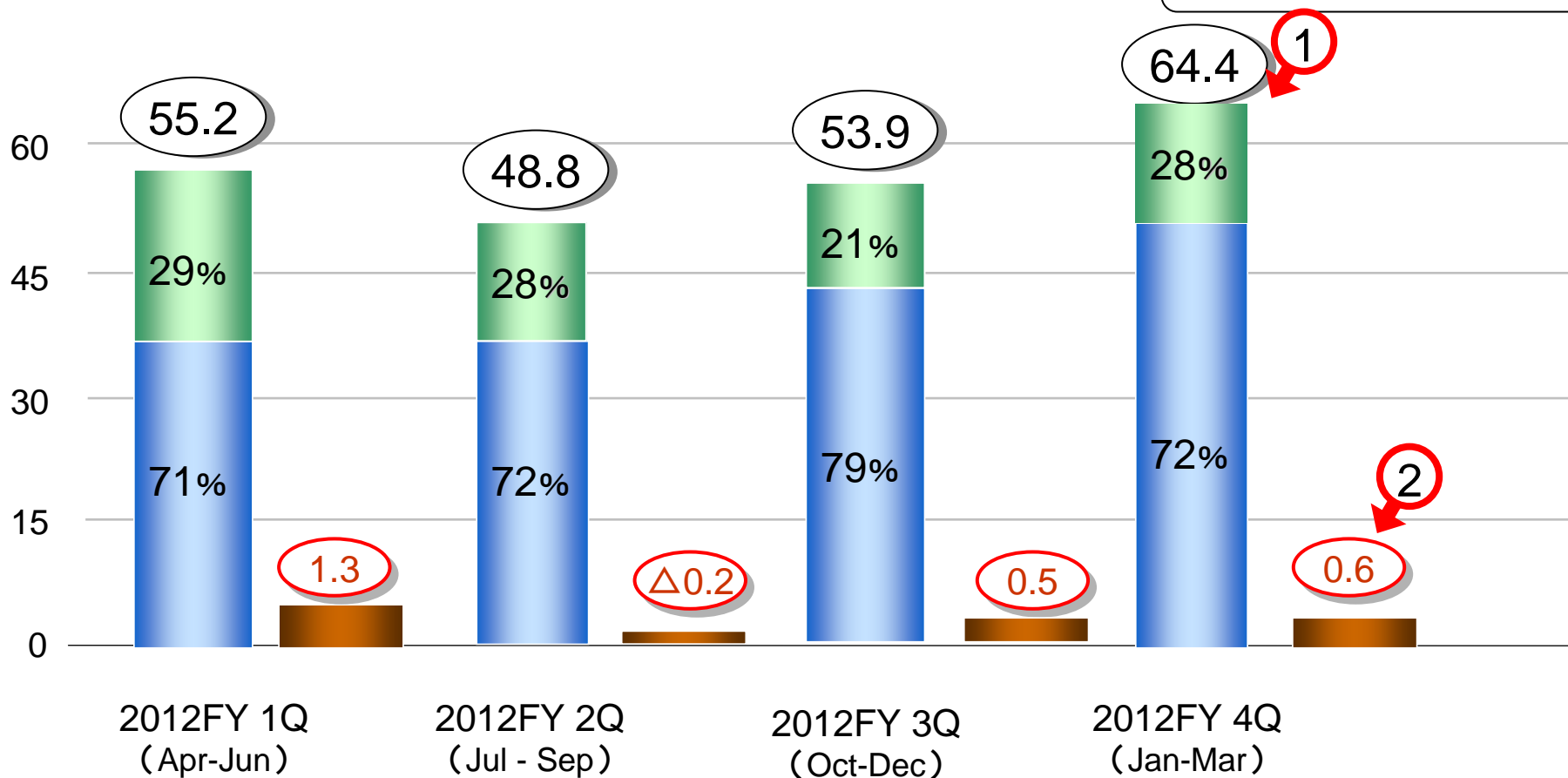
	2011FY Ended Mar 2012	2012FY Ended Mar 2013	% vs. 10FY
Net Sales	¥202.9bln	¥222.3 bln	+9.6%
Operating Income	¥5.6bln	¥2.3 bln	Δ59.2%
Ordinary Income	¥6.5bln	¥4.2 bln	Δ34.2%
Net Income	¥4.5 bln	¥1.7 bln	Δ61.8%
E.P.S	¥65.53	¥25.05	
Dividend	¥20	(full year forecast) ¥20	
R.O.A.	2.8%	1.0%	

Quarterly Result

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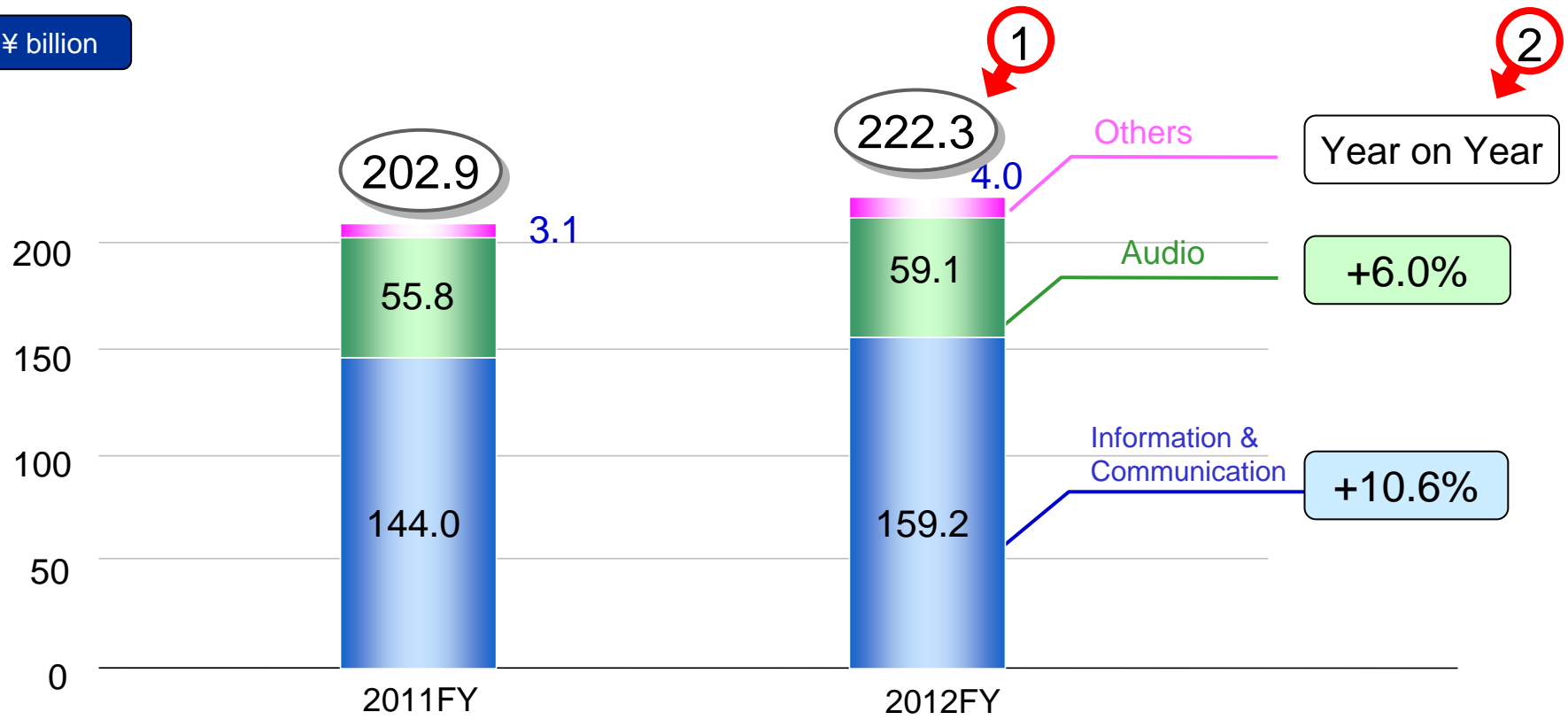


Unit : ¥ billion



Net Sales per Segment

Unit : ¥ billion

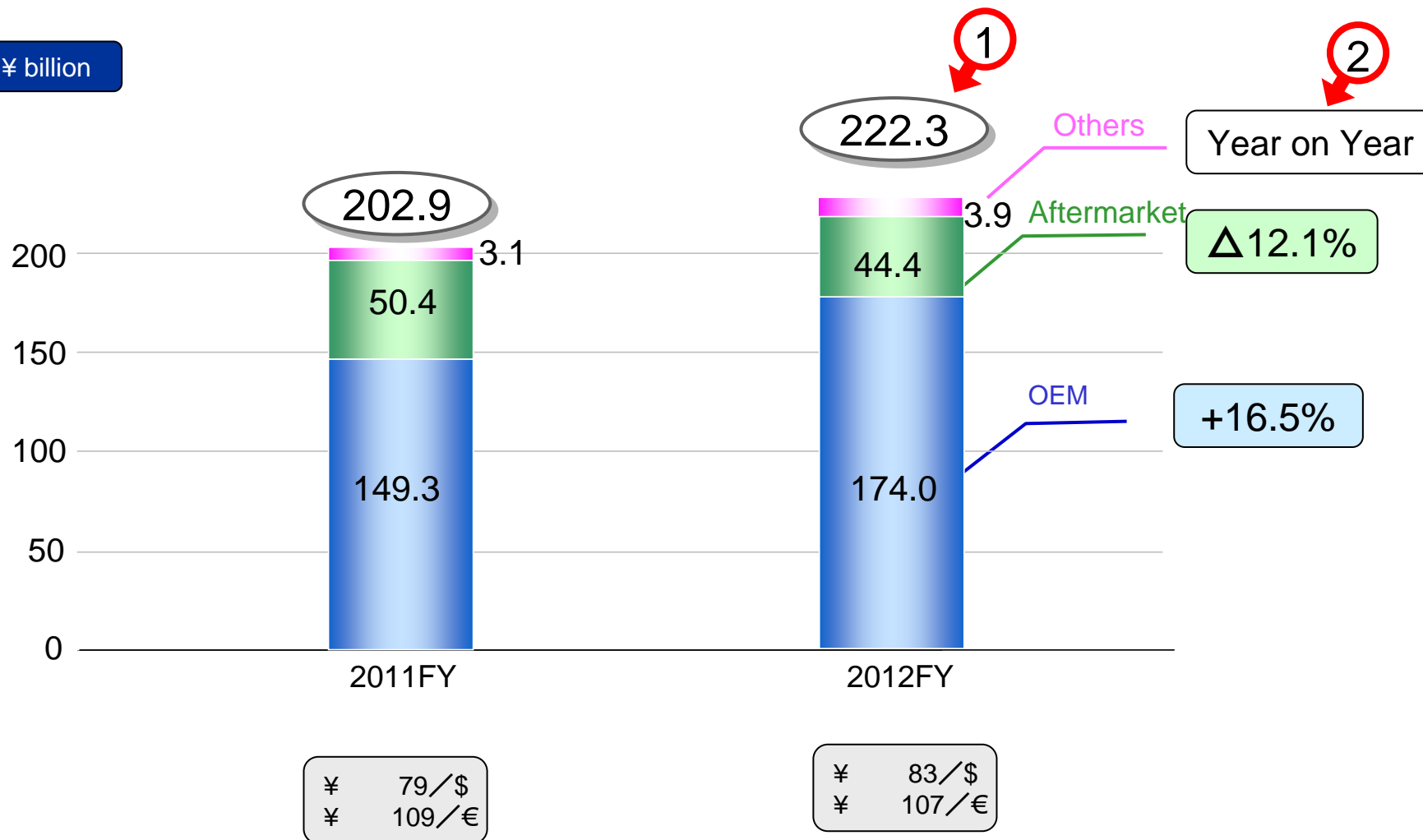


¥ 79/\$
 ¥ 109/€

¥ 83/\$
 ¥ 107/€

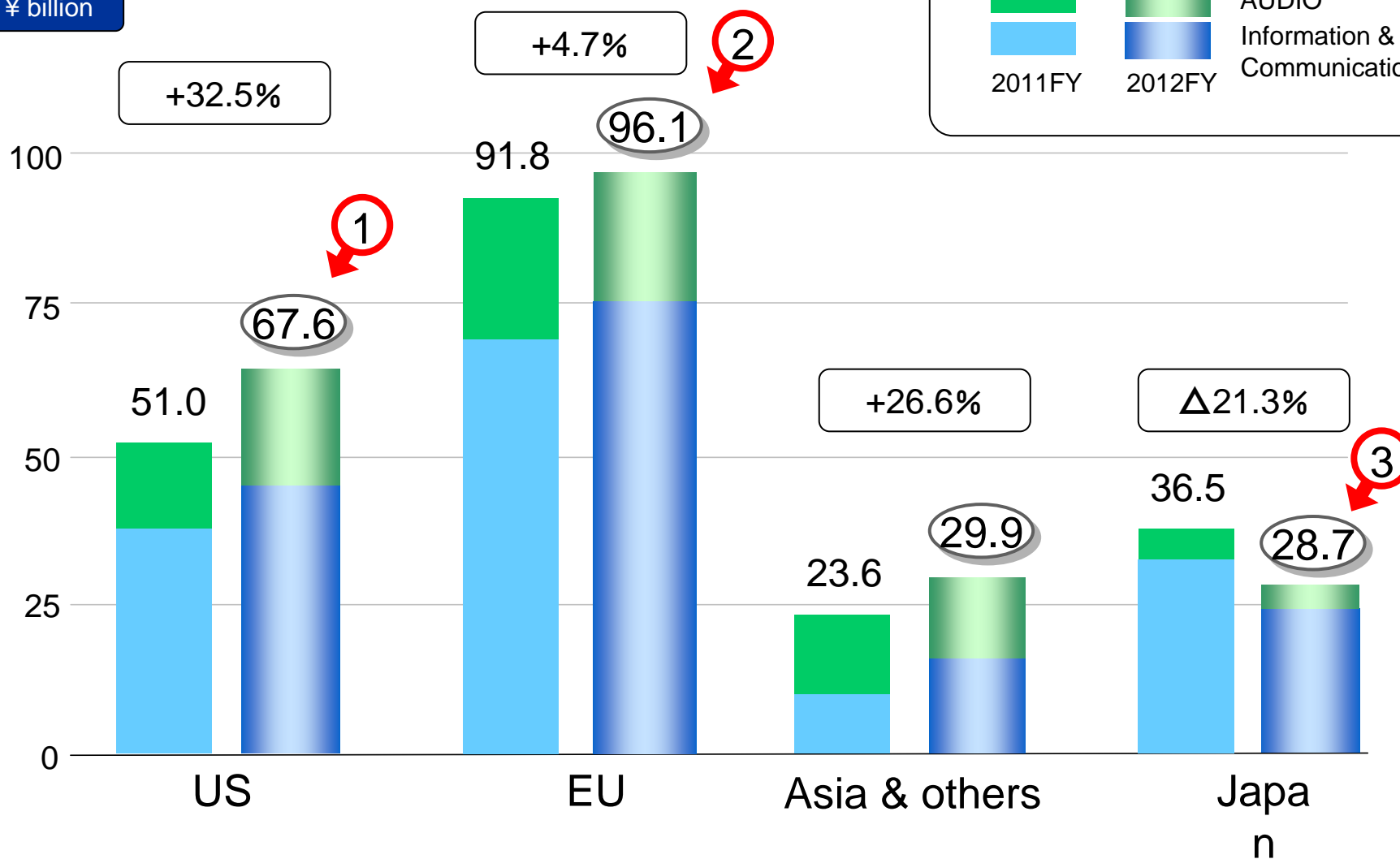
Net Sales per Aftermarket and OEM

Unit : ¥ billion

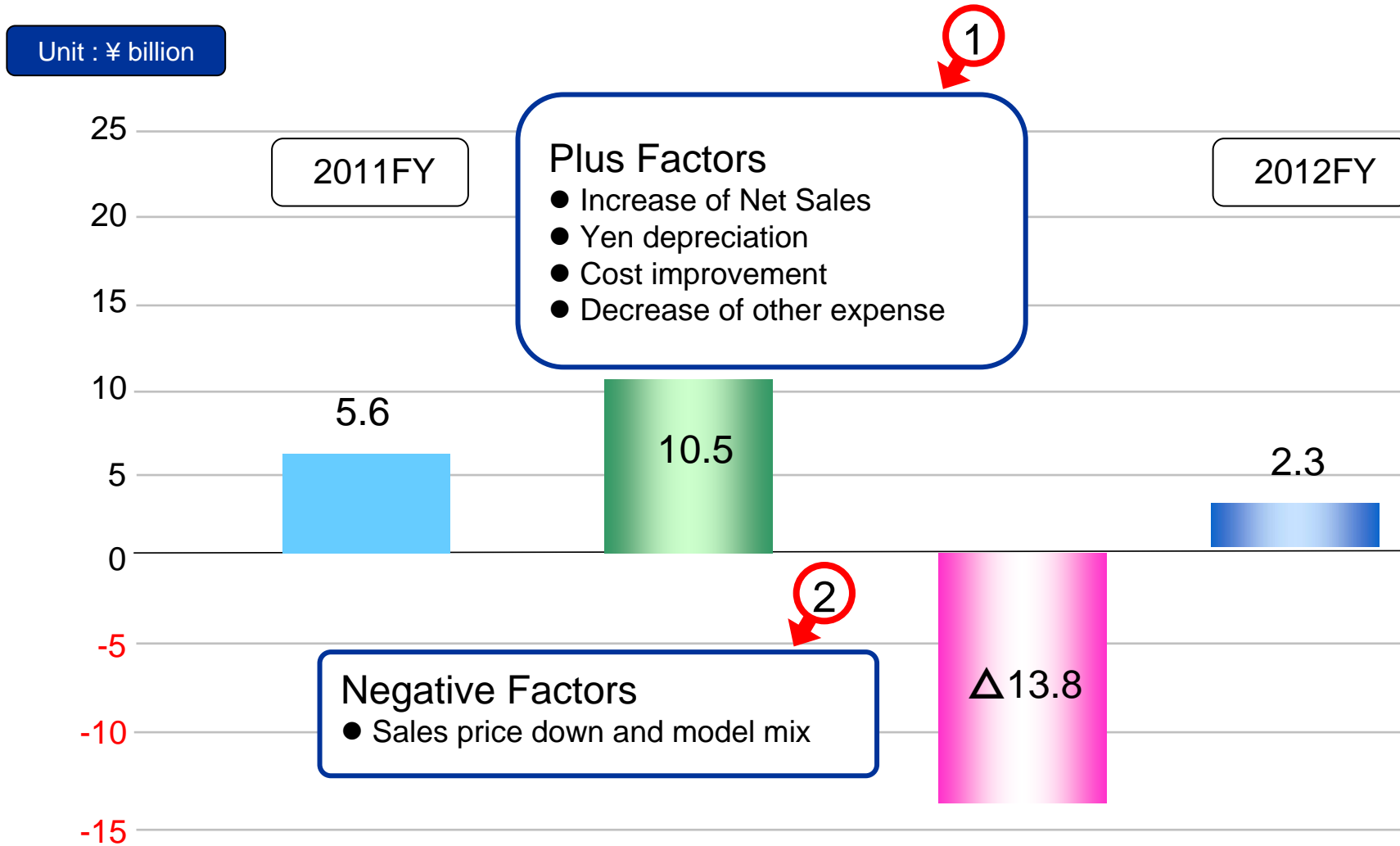


Net Sales per Area

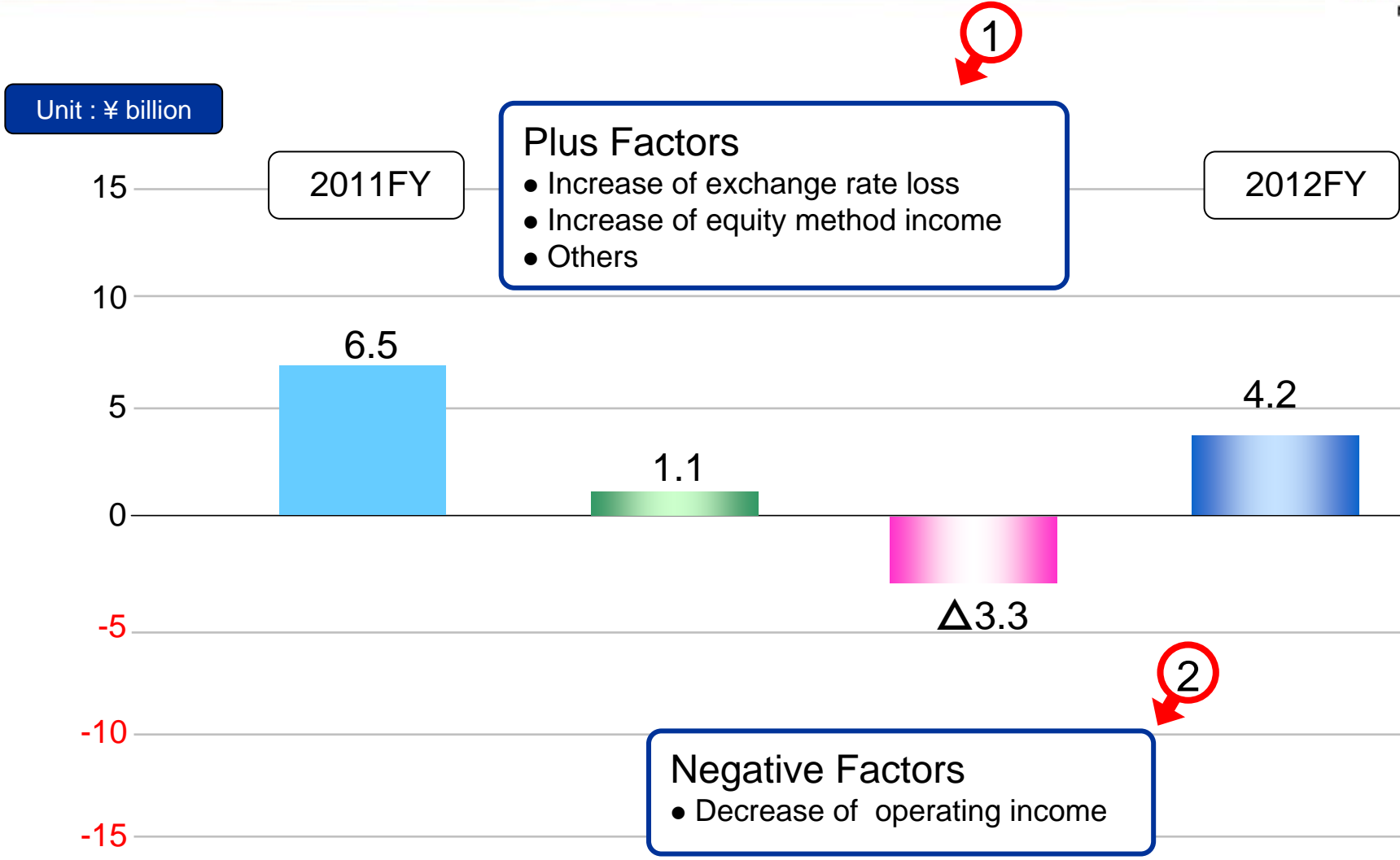
Unit : ¥ billion



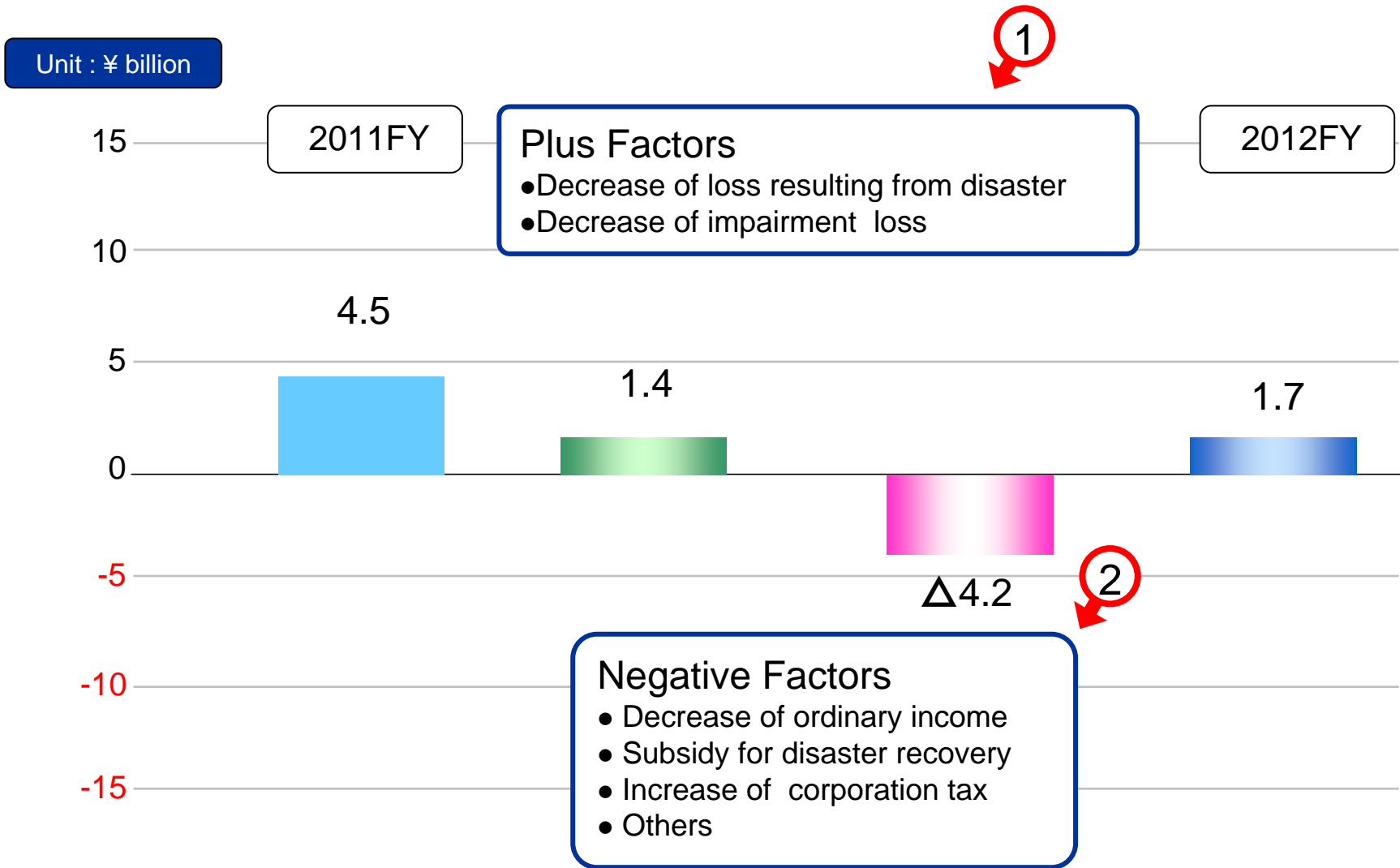
Operating Income



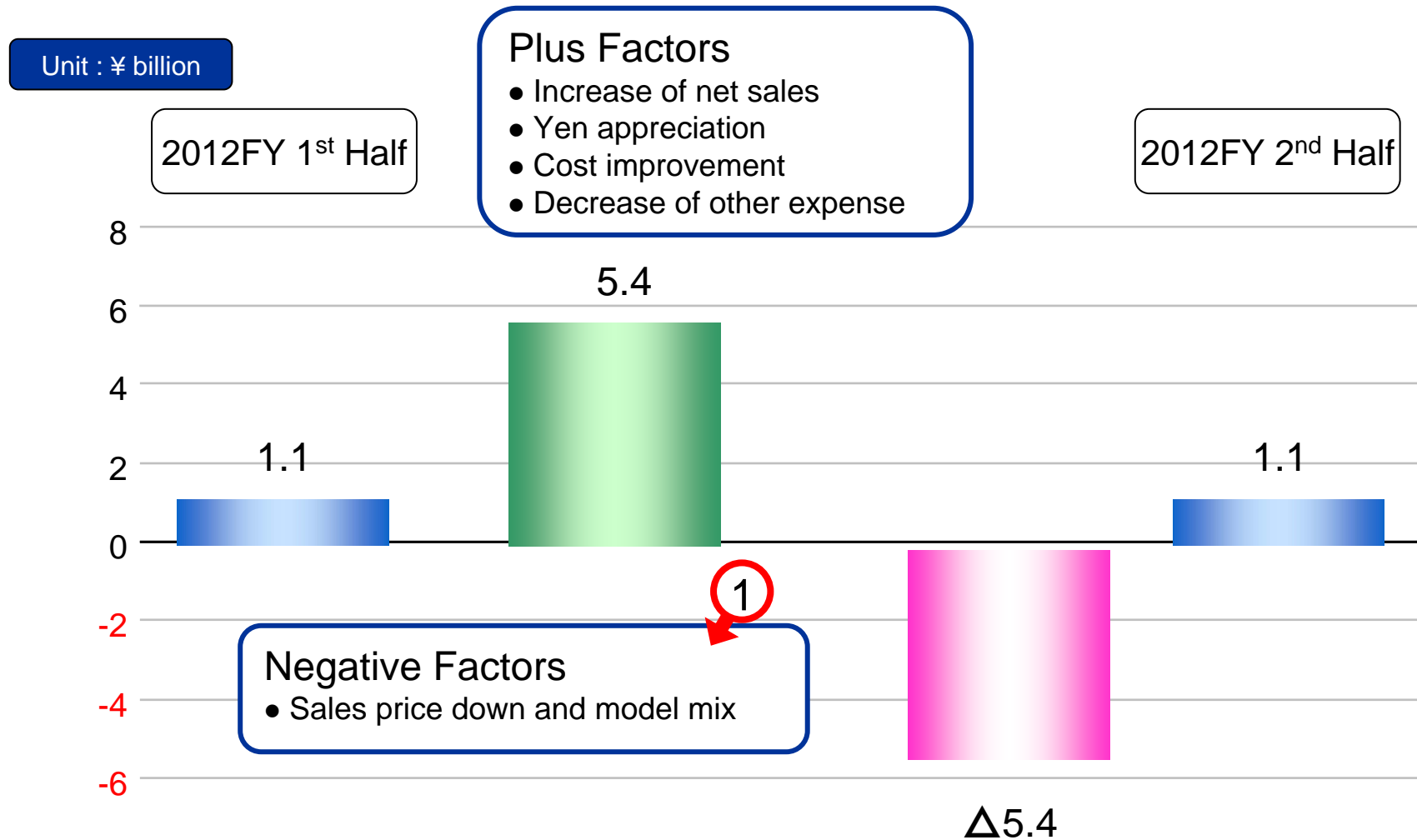
Ordinary Income



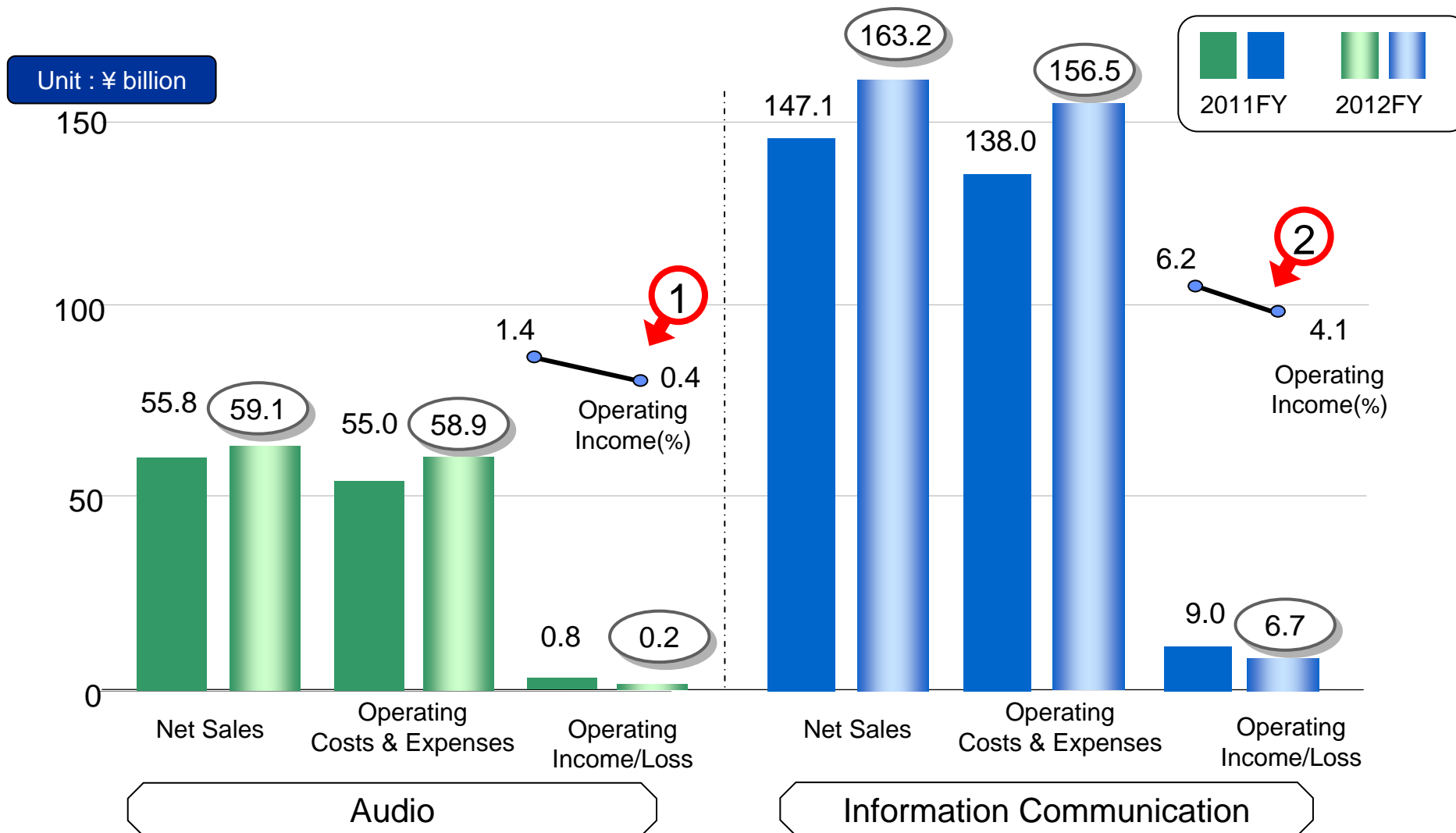
Net Income



Operating Income : 2012FY 1st half vs. 2nd half



Operating Income per segment

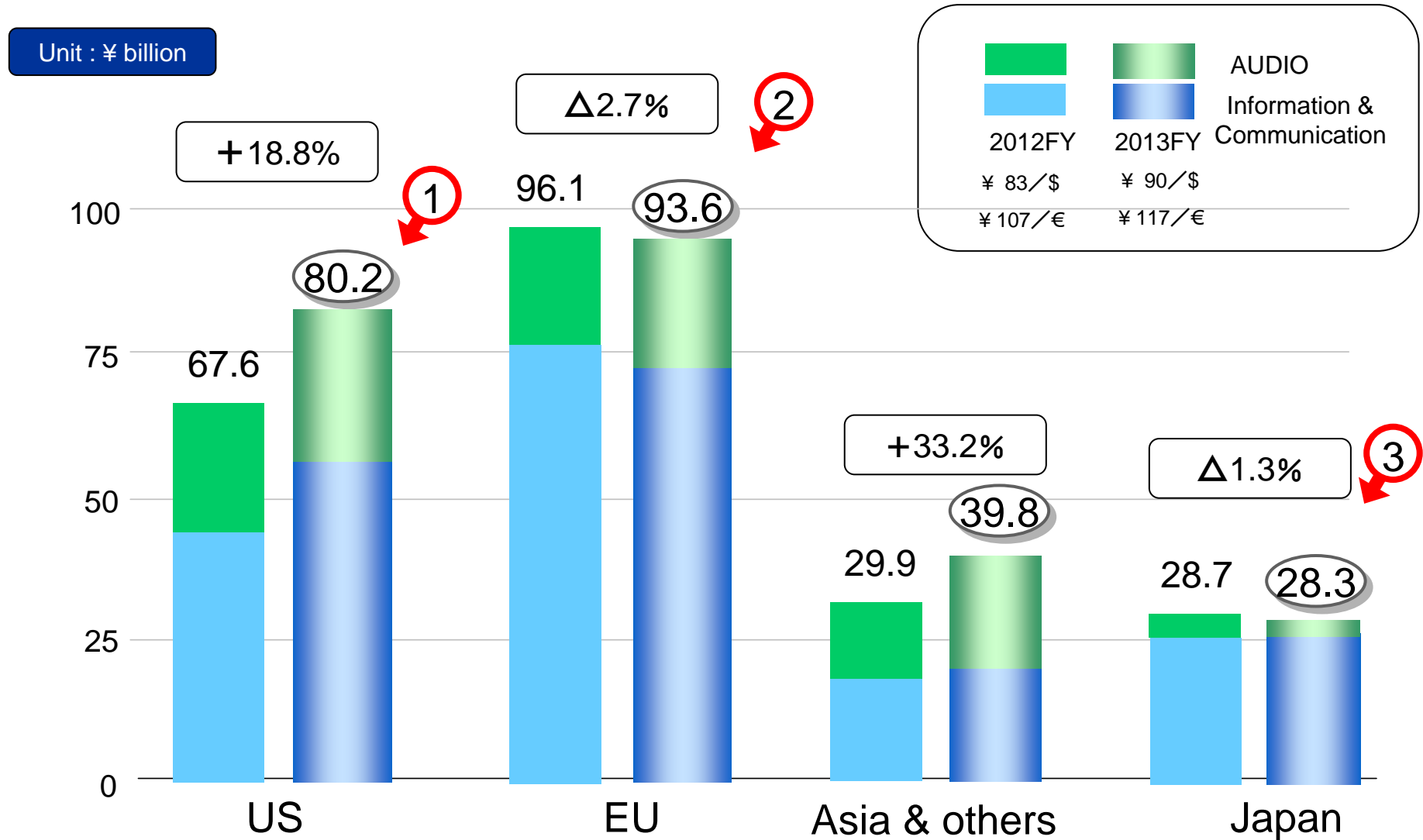


※ Operating Costs & Expenses exclude unallocated operating costs & expenses. (11FY ¥4.2bn · 12FY ¥4.6bn)

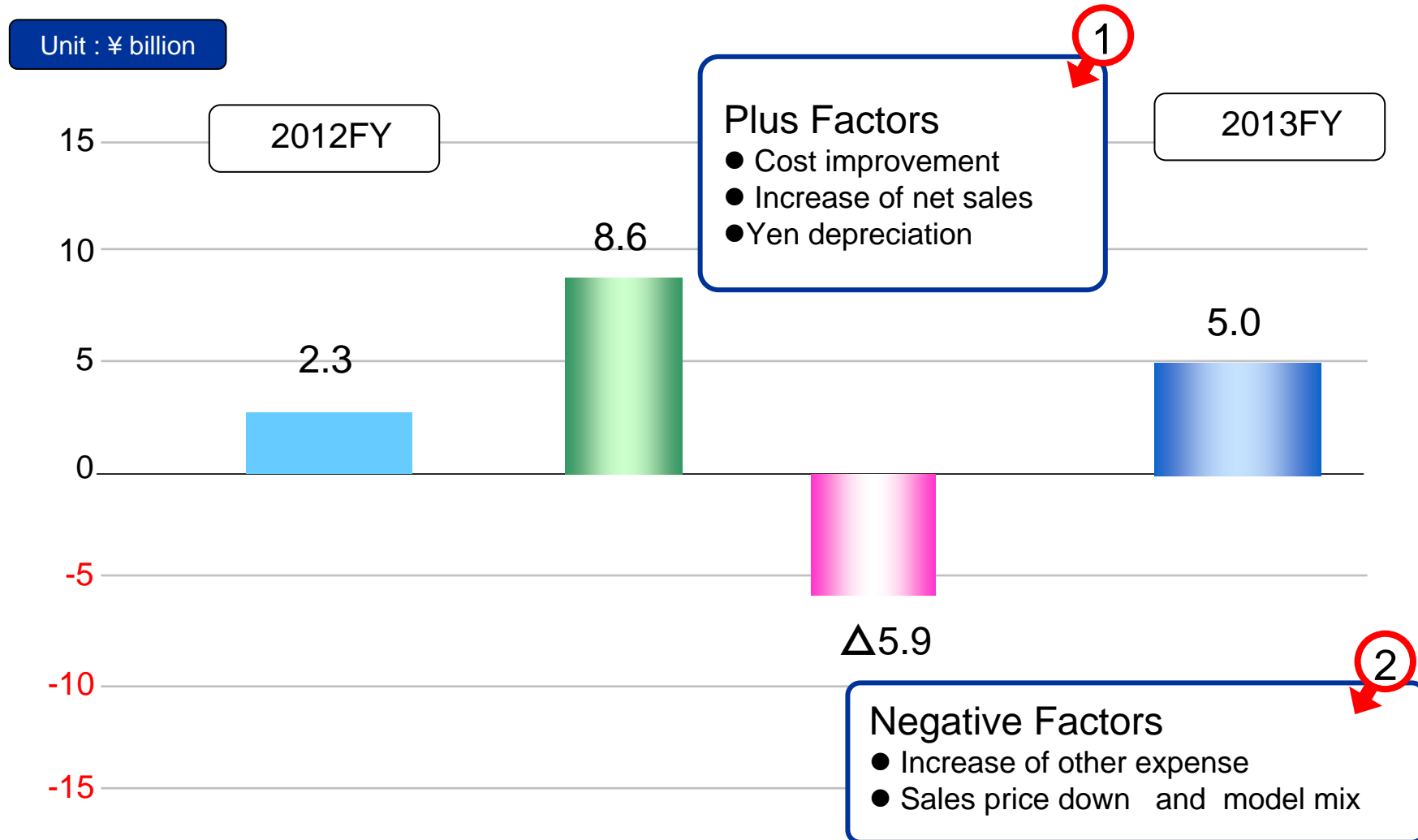
2013FY consolidated business plan

	2012FY (Ended March 2011)	2013FY (Ending March, 2014)		
		1 st half	2 nd half	Total
Net Sales	¥222.3 bln	¥ 118.5bln	¥123.5bln	¥ 242.0 bln ¹
Operating Income	¥ 2.3bln	¥ 2.0bln	¥ 3.0 bln	¥ 5.0 bln
Ordinary Income	¥ 4.2 bln	¥ 2.2bln	¥ 3.3 bln	¥ 5.5 bln
Net Income	¥ 1.7 bln	¥ 1.0bln	¥ 2.0 bln	¥ 3.0 bln ²
	¥ 83/\$ ¥ 107/€	¥ 90/\$ ¥ 117/€		

2013FY sales forecast per area

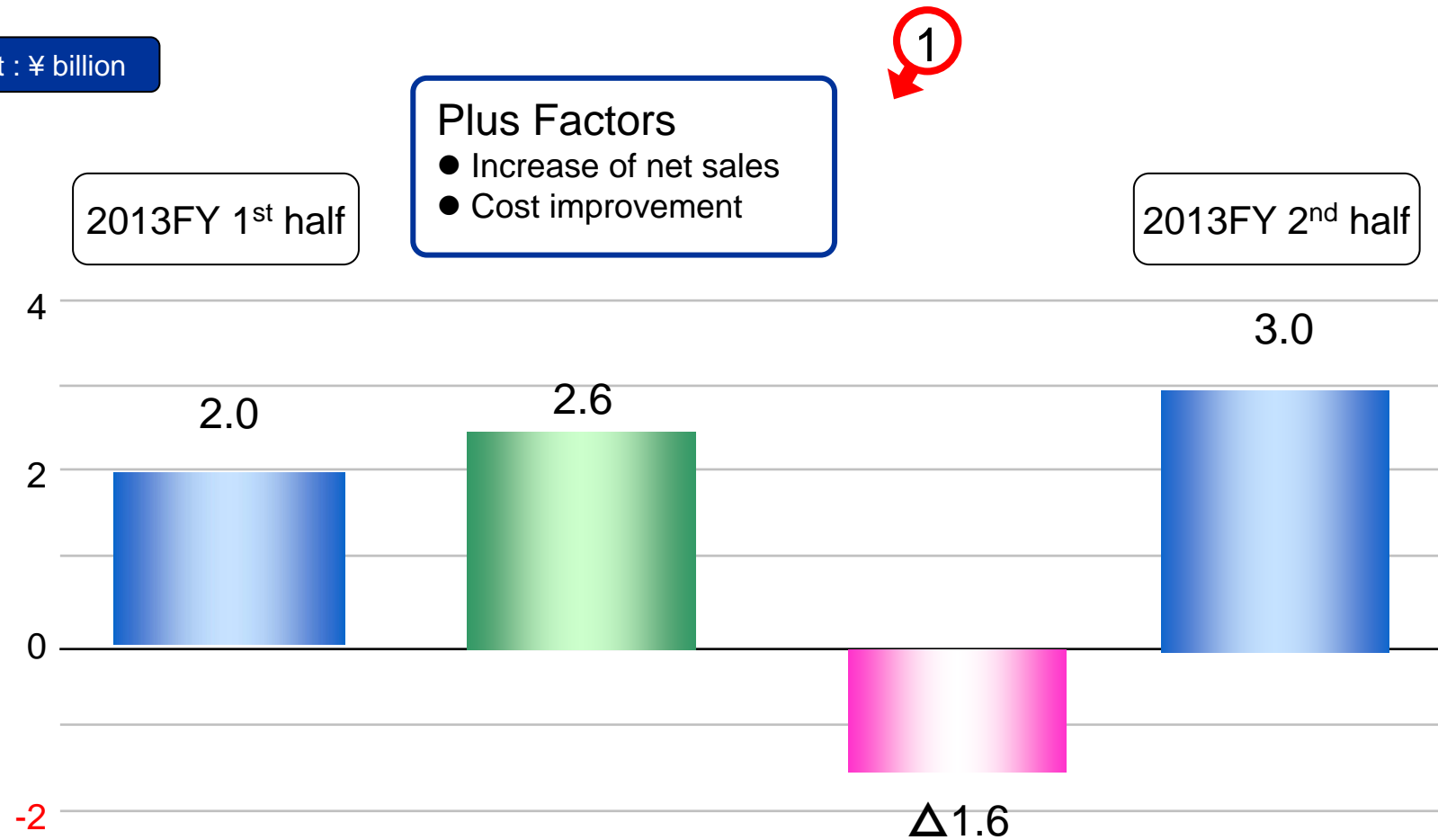


2013FY Operating Income Forecast



Operating Income : 2013FY 1st half vs. 2nd half

Unit : ¥ billion



Plus Factors

- Increase of net sales
- Cost improvement

Negative Factors

- Decrease of other expense
- Sales price down and model mix

Cash Flow

Unit : ¥ billion

2011FY

2012FY

2013FY Plan

