

FINANCIAL STATEMENTS

Consolidated balance sheets

(Millions of yen)

	FY2011 As of March 31, 2012	FY2012 As of March 31, 2013
Assets		
Current assets		
Cash on hand and in banks	765,423	690,817
Trade notes and accounts receivable	820,008	712,165
Sales finance receivables	3,210,342	4,161,925
Securities	77,476	107,651
Merchandise and finished goods	665,262	711,402
Work in process	153,228	104,259
Raw materials and supplies	200,476	309,460
Deferred tax assets	266,540	244,133
Other	506,947	608,588
Allowance for doubtful accounts	(55,630)	(53,296)
Total current assets	6,610,072	7,597,104
Fixed assets		
Property, plant and equipment		
Buildings and structures, net	615,921	641,915
Machinery, equipment and vehicles, net	1,874,277	2,326,711
Land	649,509	644,656
Construction in progress	255,333	313,243
Other, net	336,206	436,088
Total property, plant and equipment	3,731,246	4,362,613
Intangible fixed assets	120,114	121,698
Investments and other assets		
Investment securities	371,259	448,862
Long-term loans receivable	5,617	13,111
Deferred tax assets	92,378	103,200
Other	144,605	161,296
Allowance for doubtful accounts	(3,238)	(2,714)
Total investments and other assets	610,621	723,755
Total fixed assets	4,461,981	5,208,066
Total assets	11,072,053	12,805,170

(Millions of yen)

	FY2011 As of March 31, 2012	FY2012 As of March 31, 2013
Liabilities		
Current liabilities		
Trade notes and accounts payable	1,377,254	1,336,234
Short-term borrowings	244,582	519,180
Current portion of long-term borrowings	822,268	779,881
Commercial papers	38,437	219,453
Current portion of bonds	187,198	181,336
Lease obligations	38,190	32,678
Accrued expenses	660,369	659,970
Deferred tax liabilities	136	116
Accrued warranty costs	85,535	87,424
Other	691,259	743,973
Total current liabilities	4,145,228	4,560,245
Long-term liabilities		
Bonds	584,962	678,585
Long-term borrowings	1,877,997	2,352,450
Lease obligations	34,584	22,795
Deferred tax liabilities	486,699	555,249
Accrued warranty costs	100,431	93,519
Accrued retirement benefits	159,369	164,503
Accrued directors' retirement benefits	544	395
Other	232,242	303,436
Total long-term liabilities	3,476,828	4,170,932
Total liabilities	7,622,056	8,731,177
Net assets		
Shareholders' equity		
Common stock	605,814	605,814
Capital surplus	804,470	804,470
Retained earnings	3,009,090	3,254,206
Treasury stock	(149,542)	(149,549)
Total shareholders' equity	4,269,832	4,514,941
Accumulated other comprehensive income		
Unrealized holding gain and loss on securities	16,979	20,897
Unrealized gain and loss from hedging instruments	(5,108)	(8,578)
Adjustment for revaluation of the accounts of the consolidated subsidiaries based on general price level accounting	(13,945)	(13,945)
Translation adjustments	(1,121,059)	(780,013)
Total accumulated other comprehensive income	(1,123,133)	(781,639)
Share subscription rights	2,415	2,415
Minority interests	300,883	338,276
Total net assets	3,449,997	4,073,993
Total liabilities and net assets	11,072,053	12,805,170

Consolidated statement of income

(Millions of yen)

	FY2011 (From April 1, 2011 To March 31, 2012)	FY2012 (From April 1, 2012 To March 31, 2013)
Net sales	9,409,026	9,629,574
Cost of sales	7,772,832	8,022,658
Gross profit	1,636,194	1,606,916
Selling, general and administrative expenses		
Advertising expenses	203,650	229,067
Service costs	66,181	55,099
Provision for warranty costs	77,278	71,320
Other selling expenses	141,508	131,660
Salaries and wages	333,745	329,771
Retirement benefit expenses	24,630	11,855
Supplies	5,445	4,544
Depreciation and amortization	48,718	48,361
Provision for doubtful accounts or reversal of provision for doubtful accounts	(8,127)	6,199
Amortization of goodwill	5,251	4,612
Other	192,076	190,884
Total selling, general and administrative expenses	1,090,355	1,083,372
Operating income	545,839	523,544
Non-operating income		
Interest income	17,174	14,866
Dividends income	5,776	4,846
Equity in earnings of affiliates	19,103	11,643
Exchange gain	14,756	19,388
Miscellaneous income	12,343	15,279
Total non-operating income	69,152	66,022
Non-operating expenses		
Interest expense	32,892	27,471
Amortization of net retirement benefit obligation at transition	10,146	9,947
Derivative loss	20,816	6,360
Miscellaneous expenses	16,047	16,468
Total non-operating expenses	79,901	60,246
Ordinary income	535,090	529,320

(Millions of yen)

	FY2011 (From April 1, 2011 To March 31, 2012)	FY2012 (From April 1, 2012 To March 31, 2013)
Special gains		
Gain on sales of fixed assets	8,716	10,998
Gain on sales of investment securities	10,643	1,597
Gain on negative goodwill	24,086	110
Gain on contribution of securities to retirement benefit trust	7,048	—
Insurance income	—	1,082
Gain on transfer of business	—	8,070
Other	5,498	1,753
Total special gains	55,991	23,610
Special losses		
Loss on sale of fixed assets	1,924	1,597
Loss on disposal of fixed assets	7,106	8,247
Impairment loss	12,117	12,352
Loss on disaster	29,867	—
Other	10,738	14,020
Total special losses	61,752	36,216
Income before income taxes and minority interests	529,329	516,714
Income taxes-current	115,185	105,659
Income taxes-deferred	36,321	40,692
Total income taxes	151,506	146,351
Income before minority interests	377,823	370,363
Income attributable to minority interests	36,390	27,917
Net income	341,433	342,446

Consolidated statement of cash flows

(Millions of yen)

	FY2011 (From April 1, 2011 To March 31, 2012)	FY2012 (From April 1, 2012 To March 31, 2013)
Cash flows from operating activities		
Income before income taxes and minority interests	529,329	516,714
Depreciation and amortization (for fixed assets excluding leased vehicles)	364,122	352,376
Depreciation and amortization (for other assets)	20,852	18,836
Depreciation and amortization (for leased vehicles)	195,370	219,155
Impairment loss	12,117	12,352
Loss on disaster	8,245	—
Gain on contribution of securities to retirement benefit trust	(7,048)	—
Gain on negative goodwill	(24,086)	(110)
Increase (decrease) in allowance for doubtful receivables	(23,968)	(6,112)
Provision for residual value risk of leased vehicles(net changes)	10,095	12,378
Interest and dividend income	(22,950)	(19,712)
Interest expense	87,890	85,183
Loss (gain) on sales of fixed assets	(6,792)	(9,401)
Loss on disposal of fixed assets	7,106	8,247
Loss (gain) on sales of investment securities	(10,624)	(1,564)
Loss (gain) on transfer of business	—	(8,070)
Decrease (increase) in trade notes and accounts receivable	(89,495)	123,816
Decrease (increase) in sales finance receivables	(432,957)	(561,046)
Decrease (increase) in inventories	(70,615)	10,408
Increase (decrease) in trade notes and accounts payable	317,945	(147,345)
Amortization of net retirement benefit obligation at transition	10,146	9,947
Retirement benefit expenses	55,141	30,324
Retirement benefit payments made against related accrual	(62,695)	(46,178)
Other	(2,051)	(33,152)
Subtotal	865,077	567,046
Interest and dividends received	23,070	20,143
Interest paid	(85,398)	(87,798)
Income taxes paid	(106,452)	(108,494)
Net cash provided by operating activities	696,297	390,897

(Millions of yen)

	FY2011 (From April 1, 2011 To March 31, 2012)	FY2012 (From April 1, 2012 To March 31, 2013)
Cash flows from investing activities		
Net decrease (increase) in short-term investments	1,597	24
Purchase of fixed assets	(400,623)	(526,818)
Proceeds from sales of fixed assets	27,458	60,255
Purchase of leased vehicles	(625,646)	(709,995)
Proceeds from sales of leased vehicles	317,211	323,615
Payments of long-term loans receivable	(4,222)	(8,439)
Collection of long-term loans receivable	22,816	239
Purchase of investment securities	(17,340)	(34,155)
Proceeds from sales of investment securities	6,124	2,332
Proceeds from sales of subsidiaries' shares resulting in changes in the scope of consolidation	537	15,106
Net decrease (increase) in restricted cash	17,336	(14,722)
Payment for transfer of business	—	(56,644)
Other	(30,301)	(7,935)
Net cash used in investing activities	(685,053)	(957,137)
Cash flows from financing activities		
Net increase (decrease) in short-term borrowings	(536,782)	377,439
Proceeds from long-term borrowings	1,379,490	1,122,914
Proceeds from issuance of bonds	135,329	242,754
Repayment of long-term borrowings	(1,034,056)	(952,145)
Redemption of bonds	(88,459)	(182,877)
Proceeds from minority shareholders	2,606	9,942
Purchase of treasury stock	(9,015)	(7)
Repayment of lease obligations	(81,118)	(52,944)
Cash dividends paid	(62,748)	(94,306)
Cash dividends paid to minority shareholders	(13,704)	(15,143)
Net cash provided by (used in) financing activities	(308,457)	455,627
Effects of exchange rate changes on cash and cash equivalents	(15,630)	67,723
Increase (decrease) in cash and cash equivalents	(312,843)	(42,890)
Cash and cash equivalents at beginning of the period	1,153,453	840,871
Increase due to inclusion in consolidation	261	548
Decrease due to exclusion in consolidation	—	(168)
Cash and cash equivalents at end of the period	840,871	798,361