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CORPORATE FACE TIME

TOP MESSAGE

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FINANCIAL HIGHLIGHTS

		2016	2015	2014	2013	2012 ²
	For the years ended	Mar. 31, 2017	Mar. 31, 2016	Mar. 31, 2015	Mar. 31, 2014	Mar. 31, 2013
Net sales ¹	Millions of yen	11,720,041	12,189,519	11,375,207	10,482,520	8,737,320
Ordinary income	Millions of yen	864,733	862,272	694,232	527,189	504,421
Net income attributable to owners of parent	Millions of yen	663,499	523,841	457,574	389,034	341,117
Comprehensive income	Millions of yen	615,950	75,107	719,903	796,533	721,860
Net assets	Millions of yen	5,167,136	5,140,745	5,247,262	4,671,528	4,036,030
Total assets	Millions of yen	18,421,008	17,373,643	17,045,659	14,703,403	12,442,337
Net assets per share	Yen	1,242.90	1,132.61	1,152.83	1,035.06	890.38
Basic net income per share	Yen	165.94	125.00	109.15	92.82	81.39
Diluted net income per share ³	Yen	165.94	124.99	109.14	92.82	—
Net assets as a percentage of total assets	%	26.4	27.2	28.4	29.5	30.0
Return on equity	%	13.8	11.0	10.0	9.6	9.9
Price earnings ratio	Times	6.47	8.33	11.21	9.91	11.08
Cash flows from operating activities	Millions of yen	1,335,473	927,013	692,747	728,123	412,257
Cash flows from investing activities	Millions of yen	(1,377,626)	(1,229,280)	(1,022,025)	(1,080,416)	(838,047)
Cash flows from financing activities	Millions of yen	320,610	530,606	245,896	396,925	433,817
Cash and cash equivalents at end of fiscal year	Millions of yen	1,241,124	992,095	802,612	832,716	711,901
Employees ⁴	Number	137,250	152,421	149,388	142,925	130,274
		(19,366)	(19,007)	(20,381)	(21,750)	(22,442)
		138,917	154,700	151,710	147,939	136,625
		(19,716)	(19,343)	(20,748)	(22,642)	(23,307)

() represents the average number of part-time employees not included in the above numbers

Notes:

¹ Net sales are presented exclusive of consumption tax.

² Effective from fiscal 2013, International Financial Reporting Standards (IFRS) 11 Joint Arrangements, which was released on May 12, 2011, and International Accounting Standards (IAS) 19 Employee Benefits, which was released on June 16, 2011, have been applied in some foreign subsidiaries and affiliates, and key financial data and trends for fiscal 2012 are adjusted.

³ Diluted net income per share for fiscal 2012 is not presented because the Company had no securities with dilutive effects.

⁴ Staff numbers, which are presented as the lower numbers in the "Employees" line, include those of unconsolidated subsidiaries accounted for by the equity method as reference data.



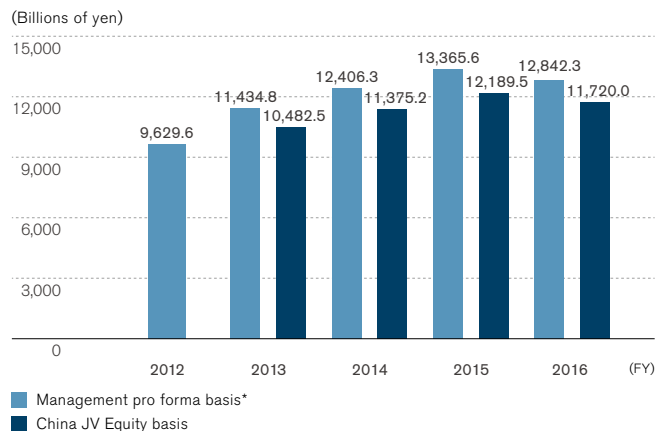
Key figures for fiscal 2016
(China JV Equity Basis)

Net sales in the fiscal year 2016 decreased by 469.5 billion yen to 11.72 trillion yen.

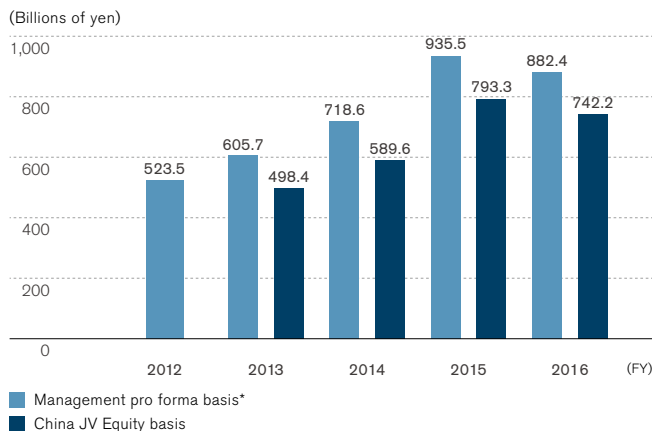
Operating profit was 742.2 billion yen, for a profit margin of 6.3%.

Under the forecast of consolidated operating results after fiscal 2013, the consolidation method for Dongfeng Motor Co., Ltd. has been changed from proportionate consolidation to the equity method in comparison with the results until fiscal 2012 by the adoption of IFRS11.

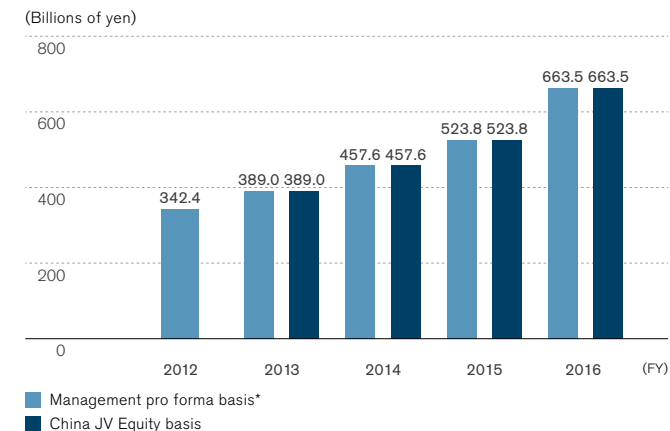
Net Sales



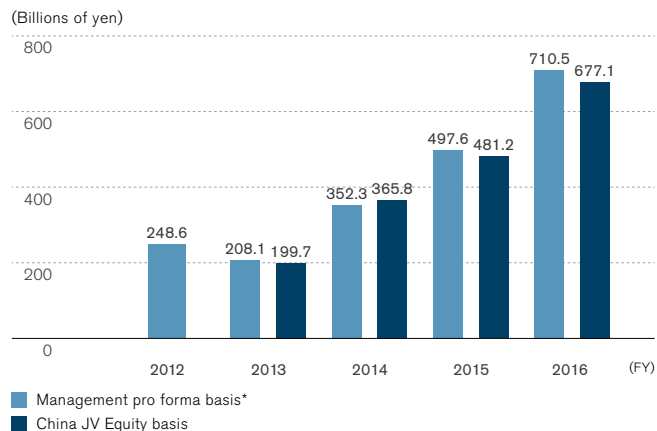
Operating Profit



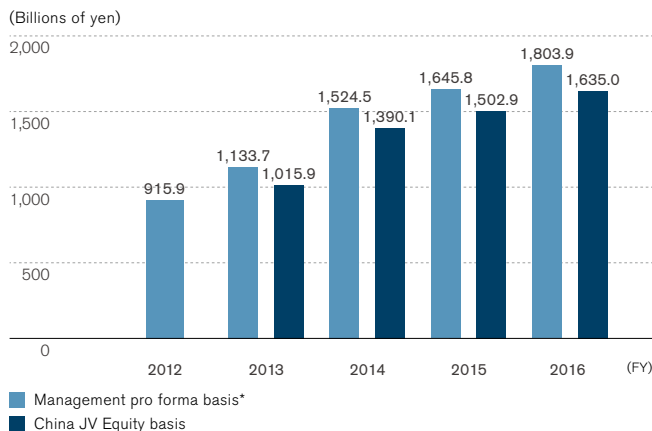
Net Income



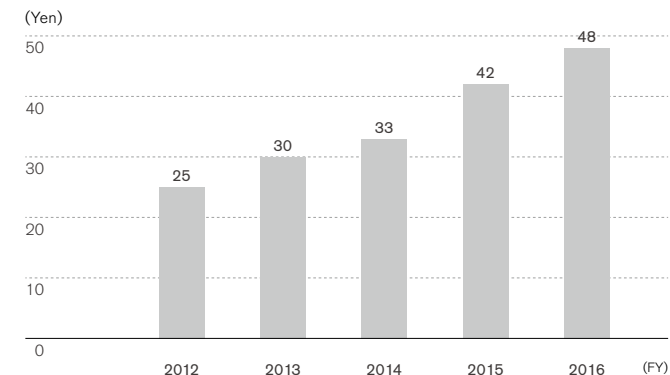
Free Cash Flow (Auto Business)



Net Cash (Auto Business)



Dividend per Share



* Based on continuation of proportionate consolidation of China JV