

**DAIFUKU CO., LTD.**

---

---

# **Consolidated Financial Results**

---

---

**First Quarter of the Fiscal Year Ending March 31, 2012  
(April – June 2011)**

**August 10, 2011**

**DAIFUKU**  
Material Handling and Beyond

# 1. FY2011 Q1 Highlights (April 1, 2011 – June 30, 2011) **DAIFUKU**

---

1

- **Orders, net sales, and income were almost in line with targets.**
- **Daifuku reviewed upwards its interim and full-year forecast for FY2011.**
- **Daifuku experienced a relatively modest impact from the Great Japan East Earthquake.**
- **With respect to automobile production line systems, orders were recovering in North America and emerging economies.**
- **Daifuku consolidated two companies, Logan Teleflex (UK) and Logan Teleflex (France), which provide airport baggage handling systems.**

## 2-1. FY2011 Q1 Results (Consolidated)

**DAIFUKU**

2

### Orders, net sales, and net income recovered.

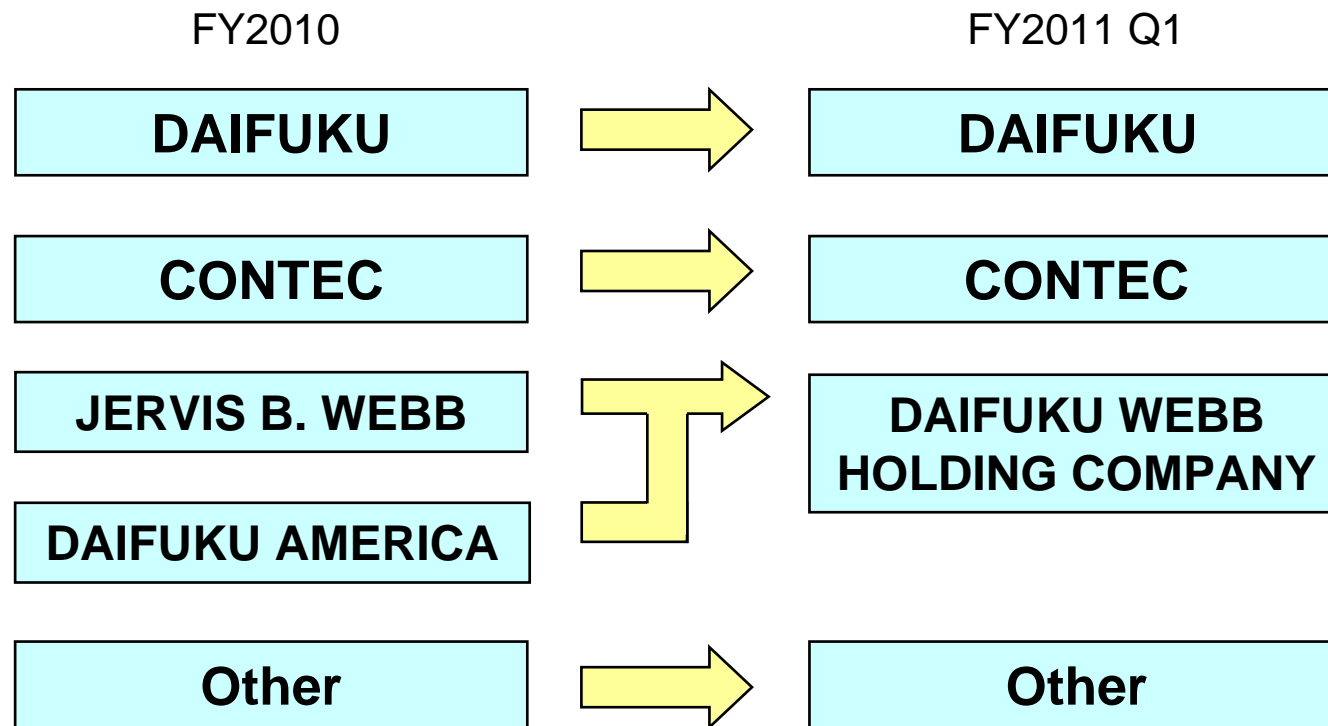
(Billion yen)	(FY2011 Q1)	(FY2010 Q1)	(Year-on-year)
<b>Orders</b>	<b>48.8</b>	<b>39.0</b>	<b>(24.9%)</b>
<b>Net Sales</b>	<b>40.6</b>	<b>32.4</b>	<b>(25.4%)</b>
<b>Operating income</b>	<b>-0.3</b>	<b>-1.2</b>	<b>(0.9)</b>
<b>Ordinary income</b>	<b>-0.3</b>	<b>-1.3</b>	<b>(0.9)</b>
<b>Net income</b>	<b>-0.5</b>	<b>-1.6</b>	<b>(1.0)</b>
<b>Comprehensive income</b>	<b>0.5</b>	<b>-1.8</b>	<b>(2.4)</b>

<b>Net income per share</b>	<b>-4.88 yen</b>	<b>-14.68 yen</b>
-----------------------------	------------------	-------------------

Note: Figures are rounded down to the nearest 0.1 billion yen

## 2-2. Changes to Reportable Segments

On January 2011, Daifuku formed **Daifuku Webb Holding Company** in the United States to oversee its affiliates, including Daifuku America Corporation and Jervis B. Webb Company, with the aim of strengthening its North American businesses.



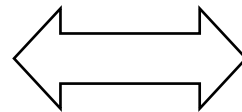
### Extending the effects of collaboration through amalgamation

- Daifuku America and Webb share their best products and their existing customers
- Improving productivity and specializing in production frameworks, while sharing information and know-how for engineering and project management
- Expanding markets for airport baggage handling systems globally, integrating the technologies of Daifuku and new Group member Logan Teleflex

**Webb products**



**Daifuku America products**



## 2-4. FY2010 Results by Segment

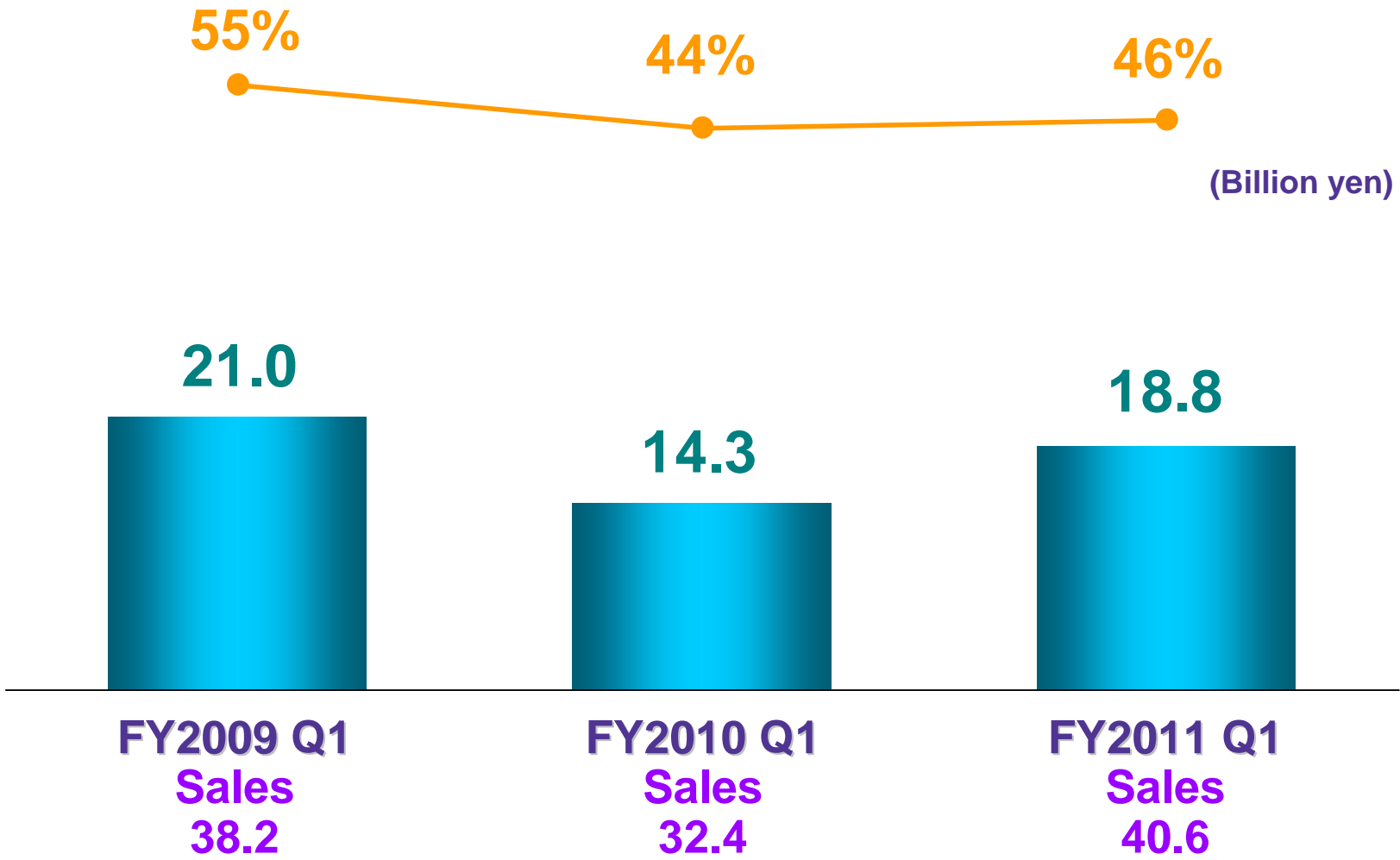
**Subsidiaries return to profitability ahead of Daifuku.**

(Billion yen)

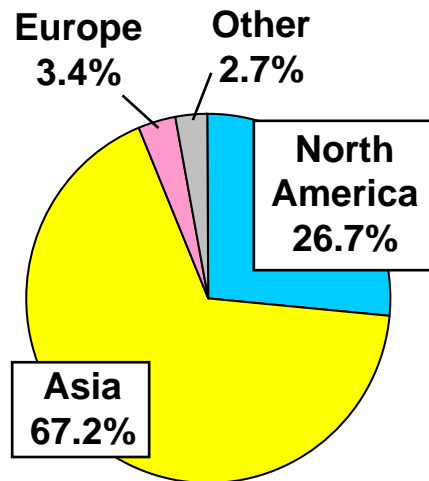
	Net sales		Net income	
	(FY2011 Q1)	(FY2010 Q1)	(FY2011 Q1)	(FY2010 Q1)
<b>DAIFUKU</b>	<b>23.47</b>	<b>19.65</b>	<b>-0.95</b>	<b>-0.54</b>
<b>CONTEC</b>	<b>1.83</b>	<b>1.82</b>	<b>-0.10</b>	<b>0.04</b>
Daifuku Webb Holding	<b>6.02</b>	<b>5.11</b>	<b>0.12</b>	<b>0.06</b>
<b>Other</b>	<b>8.95</b>	<b>7.38</b>	<b>0.43</b>	<b>-0.06</b>
Consolidated adjustment and other	<b>0.39</b>	<b>-1.54</b>	<b>-0.03</b>	<b>-1.12</b>
<b>Total</b>	<b>40.67</b>	<b>32.42</b>	<b>-0.54</b>	<b>-1.62</b>

Notes: Daifuku Webb Holding closed accounting in December.

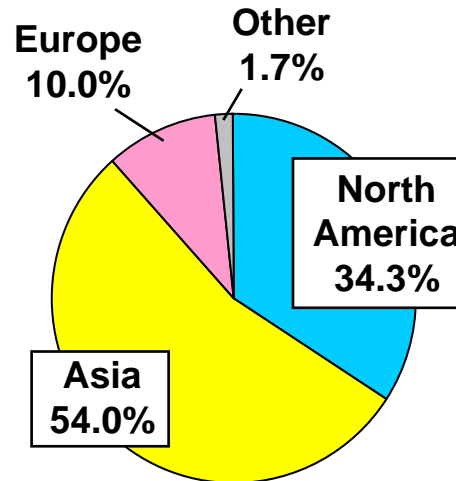
### 3. Trends in Non-Japan Sales Ratio (Consolidated)



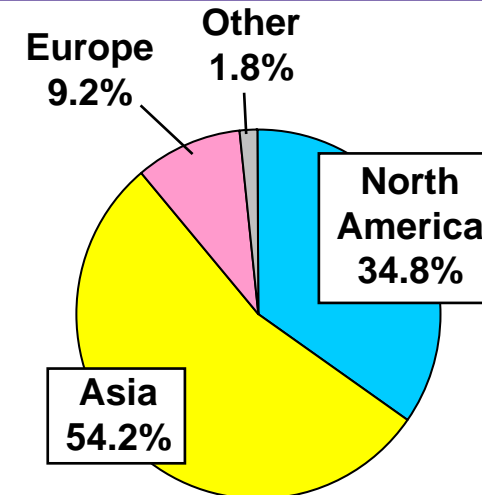
# 4. Non-Japan Net Sales by Area (Consolidated)



FY2009 Q1



FY2010 Q1



FY2011 Q1 (Billion yen)

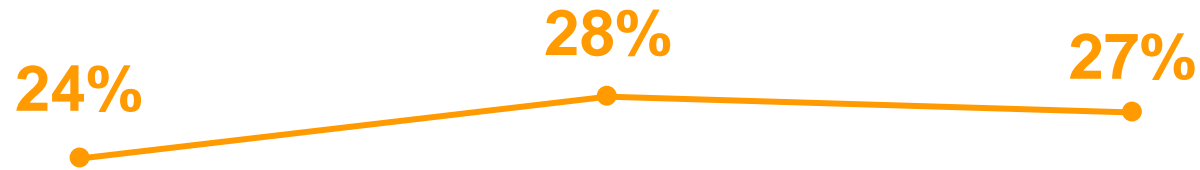
Area	Country	FY2009 Q1		FY2010 Q1		FY2011 Q1	
		Sales	Ratio (%)	Sales	Ratio (%)	Sales	Ratio (%)
North America		5.63	26.7	4.92	34.3	6.53	34.8
Asia		14.17	67.2	7.76	54.0	10.22	54.2
	China	0.86	4.1	2.59	18.0	3.72	19.8
	South Korea	2.35	11.1	3.36	23.5	3.45	18.3
	Taiwan	9.73	46.1	0.64	4.4	1.71	9.1
	Other	1.23	5.9	1.17	8.1	1.34	7.0
Europe		0.71	3.4	1.44	10.0	1.74	9.2
Other		0.57	2.7	0.26	1.7	0.33	1.8
Total		<b>21.08</b>	<b>100.0</b>	<b>14.38</b>	<b>100.0</b>	<b>18.82</b>	<b>100.0</b>



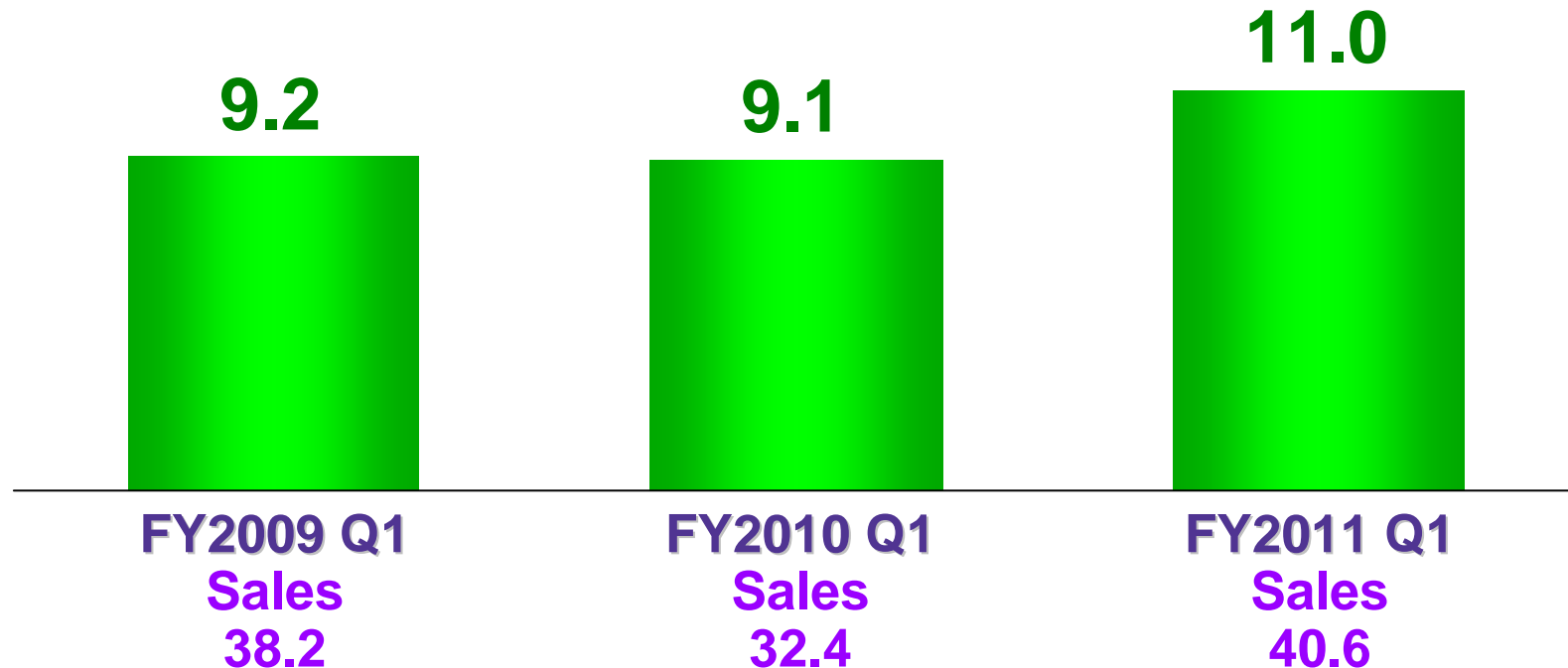
# 5. Trends in Service Business (Consolidated Sales) **DAIFUKU**

Note: Sales in the service business include maintenance, retrofitting, and remodeling work for products and systems Daifuku delivered

Aftermarket Sales / Net sales (%)



(Billion yen)



## 6. Orders and Net Sales by Industry (Consolidated) **DAIFUKU**

9

**Orders and net sales for automobile and auto parts manufacturers recover.**

(Billion yen)

Industry	Orders				Net Sales			
	FY2010 Q1		FY2011 Q1		FY2010 Q1		FY2011 Q1	
	Orders	Ratio (%)	Orders	Ratio (%)	Sales	Ratio (%)	Sales	Ratio (%)
Automobile and Auto Parts	5.44	13.9%	8.53	17.5%	5.39	16.6%	7.94	19.5%
Electronics	12.22	31.3%	14.19	29.1%	6.92	21.3%	11.17	27.5%
Commerce and Retailing	9.15	23.4%	7.23	14.8%	8.07	24.9%	7.68	18.9%
Transportation and Warehousing	1.69	4.3%	1.64	3.4%	0.90	2.8%	2.70	6.6%
Machinery	0.96	2.5%	1.83	3.7%	0.86	2.7%	1.13	2.8%
Chemicals and Pharmaceuticals	1.80	4.6%	3.49	7.2%	2.16	6.7%	2.03	5.0%
Foods	1.88	4.8%	1.28	2.6%	1.84	5.7%	1.25	3.1%
Steel and Metal	0.64	1.6%	0.90	1.9%	0.45	1.4%	0.71	1.7%
Precision Machinery, Printing and Office Equipment	1.18	3.0%	0.94	1.9%	2.04	6.3%	0.73	1.8%
Airport	1.67	4.3%	6.02	12.3%	2.05	6.3%	2.23	5.5%
Other	2.44	6.3%	2.75	5.6%	1.75	5.3%	3.11	7.6%
<b>Total</b>	<b>39.07</b>	<b>100.0%</b>	<b>48.80</b>	<b>100.0%</b>	<b>32.43</b>	<b>100.0%</b>	<b>40.68</b>	<b>100.0%</b>

## 7. FY2011 Interim Estimates (Consolidated, Apr-Sep 2011)

**DAIFUKU**

10

**An improvement in profits is expected in the FY2011 interim period.**

	<small>(Announced on May 13, 2011)</small>	<small>(Announced on Aug 10, 2011)</small>	<small>(FY10 H1)</small>	<small>(Billion yen) (Year-on-year)</small>
<b>Orders</b>	<b>100</b>	<b>100</b>	<b>77.0</b>	<b>(29.7%)</b>
<b>Net Sales</b>	<b>90</b>	<b>95</b>	<b>73.9</b>	<b>(28.5%)</b>
<b>Operating income</b>	<b>0.7</b>	<b>1.5</b>	<b>-0.7</b>	<b>(2.2)</b>
<b>Ordinary income</b>	<b>0.4</b>	<b>1.3</b>	<b>-0.7</b>	<b>(2.0)</b>
<b>Net income</b>	<b>-0.3</b>	<b>0.6</b>	<b>-1.1</b>	<b>(1.7)</b>
<b>Net income per share</b>	<b>-2.71 yen</b>	<b>5.42 yen</b>	<b>-10.65 yen</b>	

## 8. FY2011 Estimates (Consolidated)

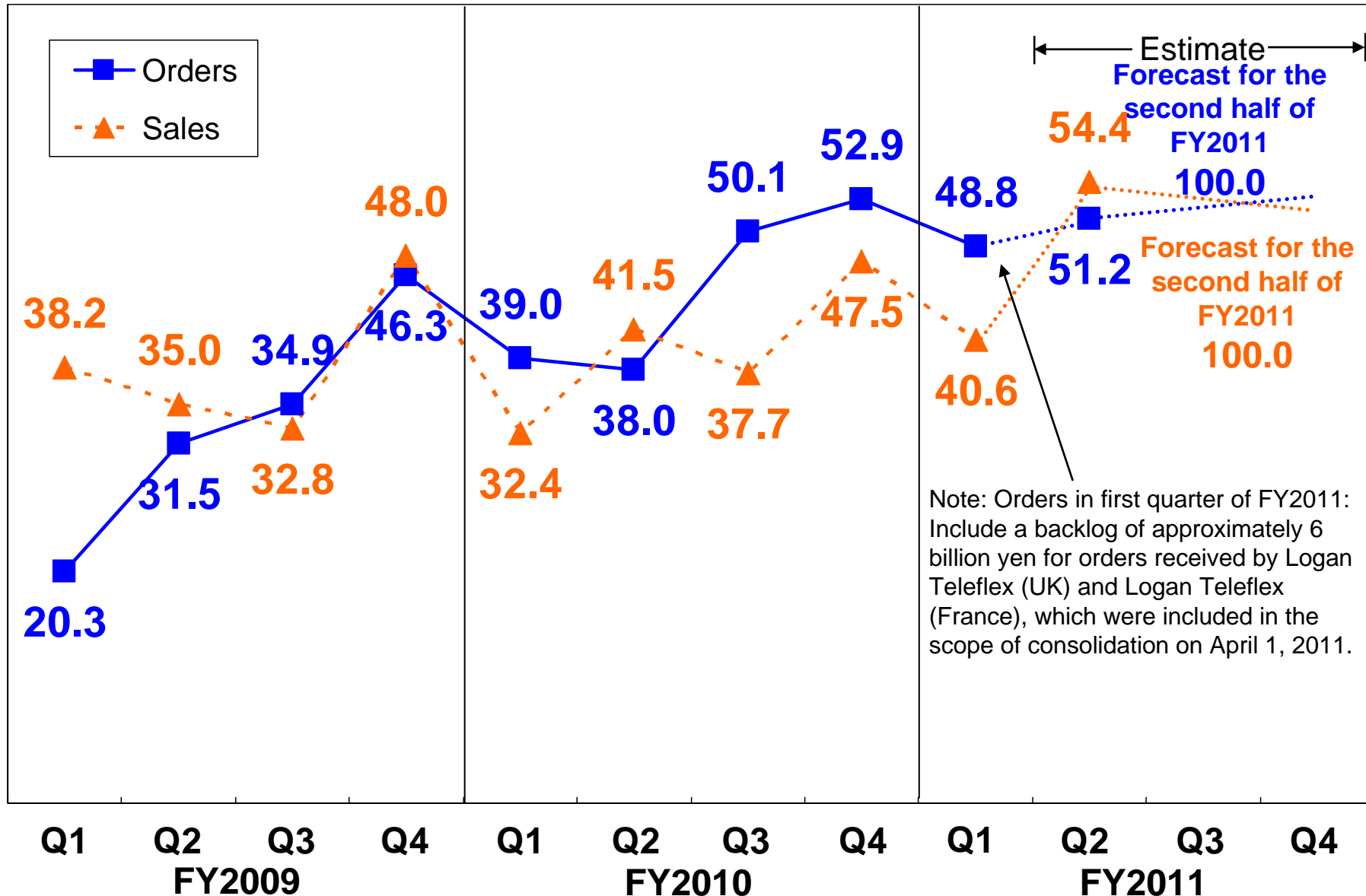
**DAIFUKU**

**11**

	(Announced on May 13, 2011)	(Announced on Aug 10, 2011)	(FY10 H1)	(Billion yen) (Year-on-year)
<b>Orders</b>	<b>200</b>	<b>200</b>	<b>180.2</b>	<b>(10.9%)</b>
<b>Net Sales</b>	<b>190</b>	<b>195</b>	<b>159.2</b>	<b>(22.4%)</b>
<b>Operating income</b>	<b>3.0</b>	<b>3.5</b>	<b>1.7</b>	<b>(102.7%)</b>
<b>Ordinary income</b>	<b>2.5</b>	<b>3.0</b>	<b>1.3</b>	<b>(123.0%)</b>
<b>Net income</b>	<b>0.8</b>	<b>0.8</b>	<b>0.2</b>	<b>(197.0%)</b>
<b>Net income per share</b>	<b>7.23 yen</b>	<b>7.23 yen</b>	<b>2.43 yen</b>	

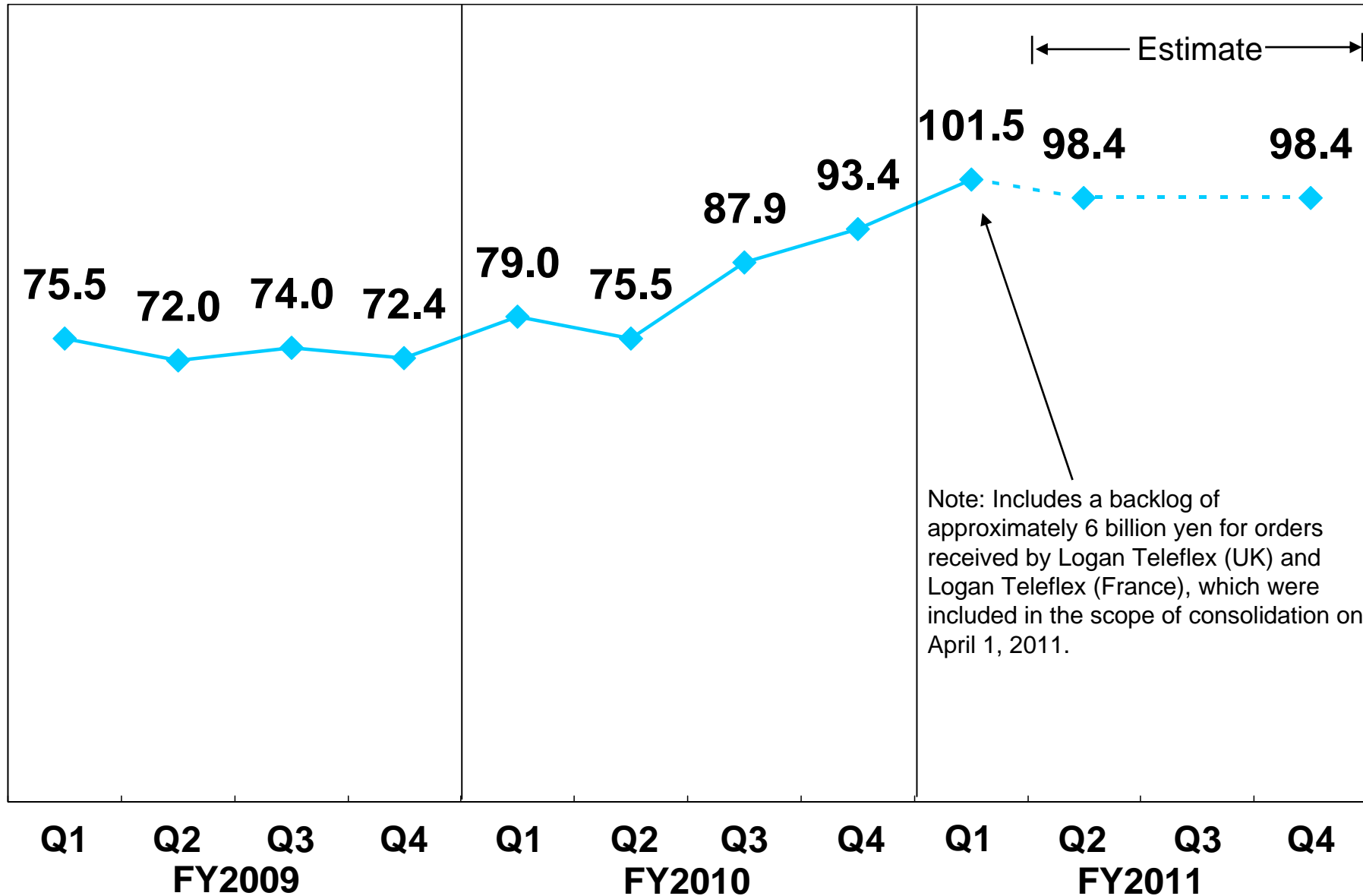
# 9. Trends in Quarterly Orders and Sales

(Billion yen)



# 10. Trends in Order Backlogs

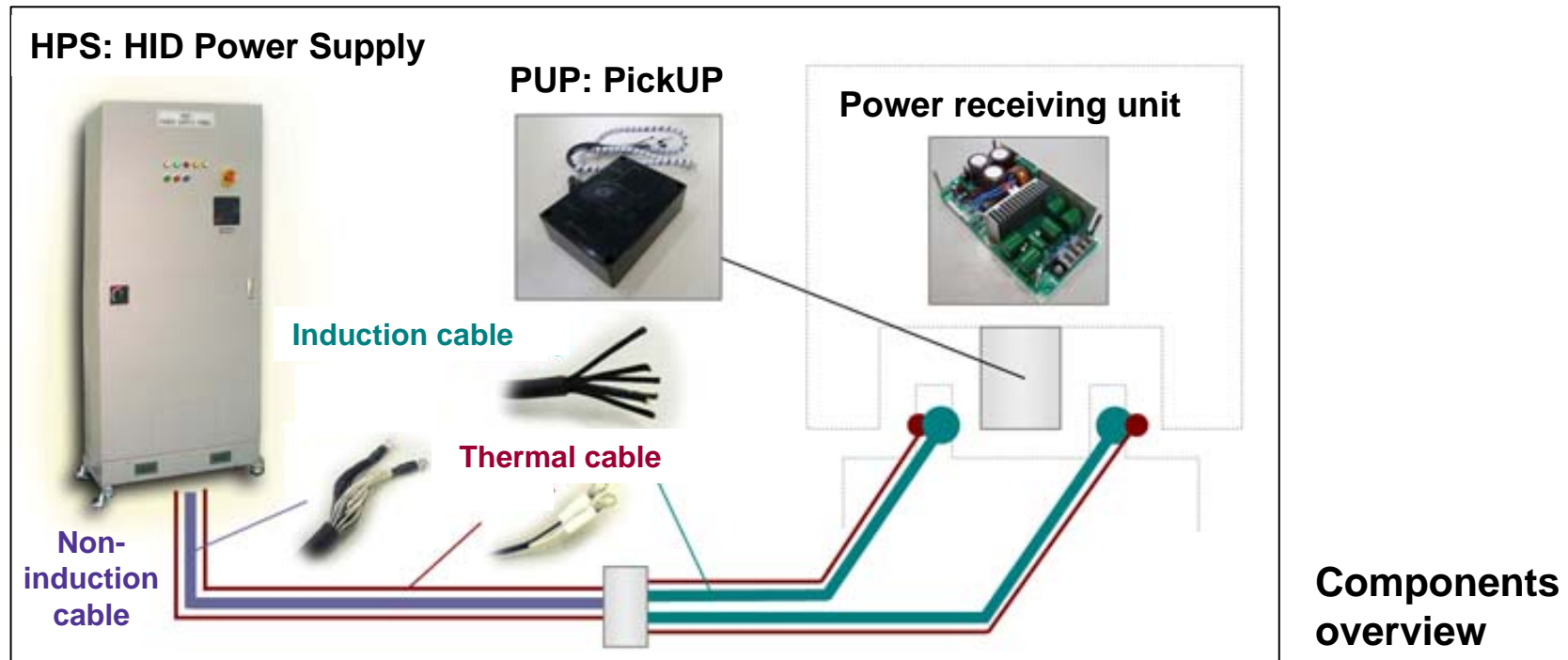
(Billion yen)



## ■ Contec markets non-contact power supply systems (HID\*).

\*HID: High Efficiency Inductive Power Distribution Technology

**Taking advantage of Daifuku's track record with 7,000 systems, Contec entered new markets, including semiconductors, foods, and pharmaceuticals.**



## **Cautionary Statement with Respect to Forward-Looking Statements**

The strategies, beliefs and plans related to future business performance as described in this document are not established facts. They are business prospects based on the assumptions and beliefs of the management team judging from the most current information, and therefore, these prospects are subject to potential risks and uncertainties. Due to various crucial factors, actual results may differ substantially from these forward-looking statements. These crucial factors that may adversely affect performance include 1) consumer trends and economic conditions in the Company's operating environment, 2) the effect of yen exchange rates on sales, assets and liabilities denominated in U.S. dollars and other currencies and 3) the tightening of laws and regulations regarding safety and other matters that may lead to higher costs or sales restrictions, 4) the impact of natural disasters and intentional threats, war, acts of terrorism, strikes, plagues. Moreover, there are other factors that may adversely affect the Company's performance.