



# Consolidated Financial Results

First Half of the Fiscal Year Ending March 31, 2016

(April 1, 2015 - September 30, 2015)

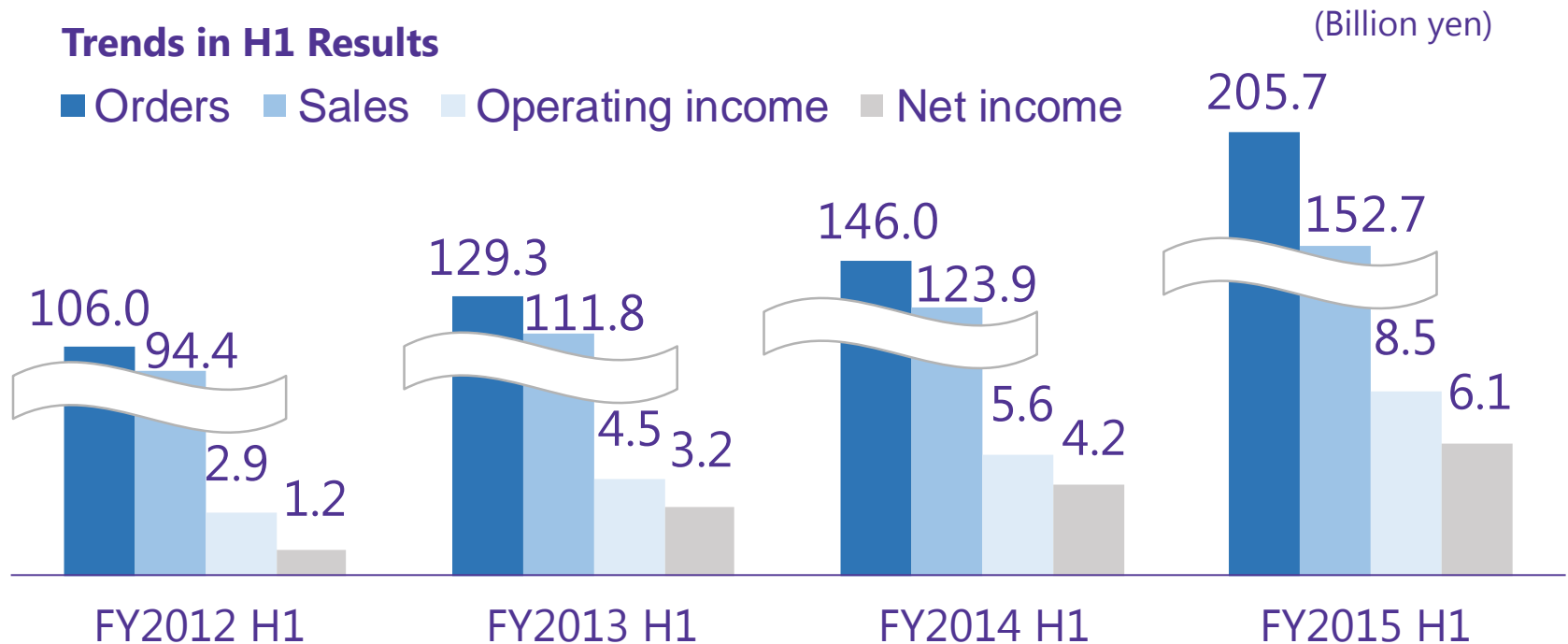
November 10, 2015

**DAIFUKU CO., LTD.**

**DAIFUKU**

Always an Edge Ahead

- Net income marked a record high (previous high: 6 billion yen posted in the fiscal year ended March 31, 2008).
- Orders remained favorable, approaching the annual amount of orders of 210.9 billion yen recorded three years ago.



# FY2015 Interim Results (Consolidated)

**DAIFUKU**
**2**

(Billion yen)

	FY2014 H1	FY2015 H1	Year-on-year
Orders	146.00	<b>205.75</b>	40.9%
Net Sales	123.92	<b>152.79</b>	23.3%
Operating income	5.64	<b>8.54</b>	51.5%
Ordinary income	6.14	<b>9.13</b>	48.5%
Net income*	4.21	<b>6.18</b>	46.8%
Comprehensive income	3.31	<b>6.13</b>	85.2%
Net income per share (yen)	38.05	<b>55.78</b>	

\*In accordance with the change in accounting standards, net income is changed to "net income attributable to shareholders of the parent company" effective from FY2015.

# FY2015 Interim Results by Segment

**DAIFUKU**

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(Billion yen)

	Orders		Net sales		Net income	
	FY2014 H1	FY2015 H1	FY2014 H1	FY2015 H1	FY2014 H1	FY2015 H1
Daifuku	60.93	<b>76.25</b>	52.21	<b>63.39</b>	2.40	<b>4.26</b>
Contec	7.86	<b>7.26</b>	7.13	<b>7.05</b>	0.55	<b>0.23</b>
Daifuku North America *1	41.91	<b>62.17</b>	38.81	<b>37.78</b>	0.64	<b>0.39</b>
Daifuku Plusmore *2	5.54	<b>7.11</b>	5.17	<b>6.31</b>	0.02	<b>0.07</b>
Other	29.74	<b>52.94</b>	21.97	<b>35.09</b>	1.55	<b>1.74</b>
Consolidated adjustment and other	-	-	-1.40	<b>3.14</b>	-0.97	<b>-0.54</b>
<b>Total</b>	<b>146.00</b>	<b>205.75</b>	<b>123.92</b>	<b>152.79</b>	<b>4.21</b>	<b>6.18</b>

\*1 Daifuku North America Holding Company (changed from Daifuku Webb from FY2015)

\*2 Daifuku Plusmore was added to a reportable segment from FY2015.

# Consolidated Balance Sheets

**DAIFUKU**
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(Billion yen)

	FY2014 H1	FY2014	FY2015 H1
<b>Current assets</b>	162.90	185.04	<b>203.04</b>
Cash on hand and in banks	46.82	54.20	<b>57.95</b>
Notes and accounts receivable	80.32	96.05	<b>107.95</b>
Inventories	26.09	24.53	<b>26.90</b>
Other	9.64	10.24	<b>10.23</b>
<b>Non-current assets</b>	76.35	85.97	<b>83.17</b>
Property, plant and equipment	33.46	34.67	<b>33.36</b>
Intangible assets	13.69	19.04	<b>17.85</b>
Goodwill	9.43	12.90	<b>11.87</b>
Other	4.25	6.14	<b>5.97</b>
Investments and other assets	29.19	32.25	<b>31.96</b>
<b>Total assets</b>	239.25	271.01	<b>286.22</b>

	FY2014 H1	FY2014	FY2015 H1
<b>Current liabilities</b>	74.64	93.85	<b>105.75</b>
Notes and accounts payable	40.63	47.39	<b>54.74</b>
Short-term borrowings	7.56	12.90	<b>11.92</b>
Other	26.45	33.55	<b>39.08</b>
<b>Non-current liabilities</b>	62.95	65.63	<b>64.32</b>
Long-term borrowings and bonds	50.23	47.64	<b>47.75</b>
Other	12.72	17.99	<b>16.57</b>
<b>Total Liabilities</b>	137.60	159.49	<b>170.08</b>
Shareholders' equity	93.55	98.46	<b>103.17</b>
Accumulated other comprehensive income	5.15	9.32	<b>9.22</b>
Non-controlling interests	2.94	3.72	<b>3.74</b>
<b>Total net assets</b>	101.65	111.52	<b>116.13</b>
<b>Total liabilities and net assets</b>	239.25	271.01	<b>286.22</b>

# Orders and Sales by Industry (Consolidated)

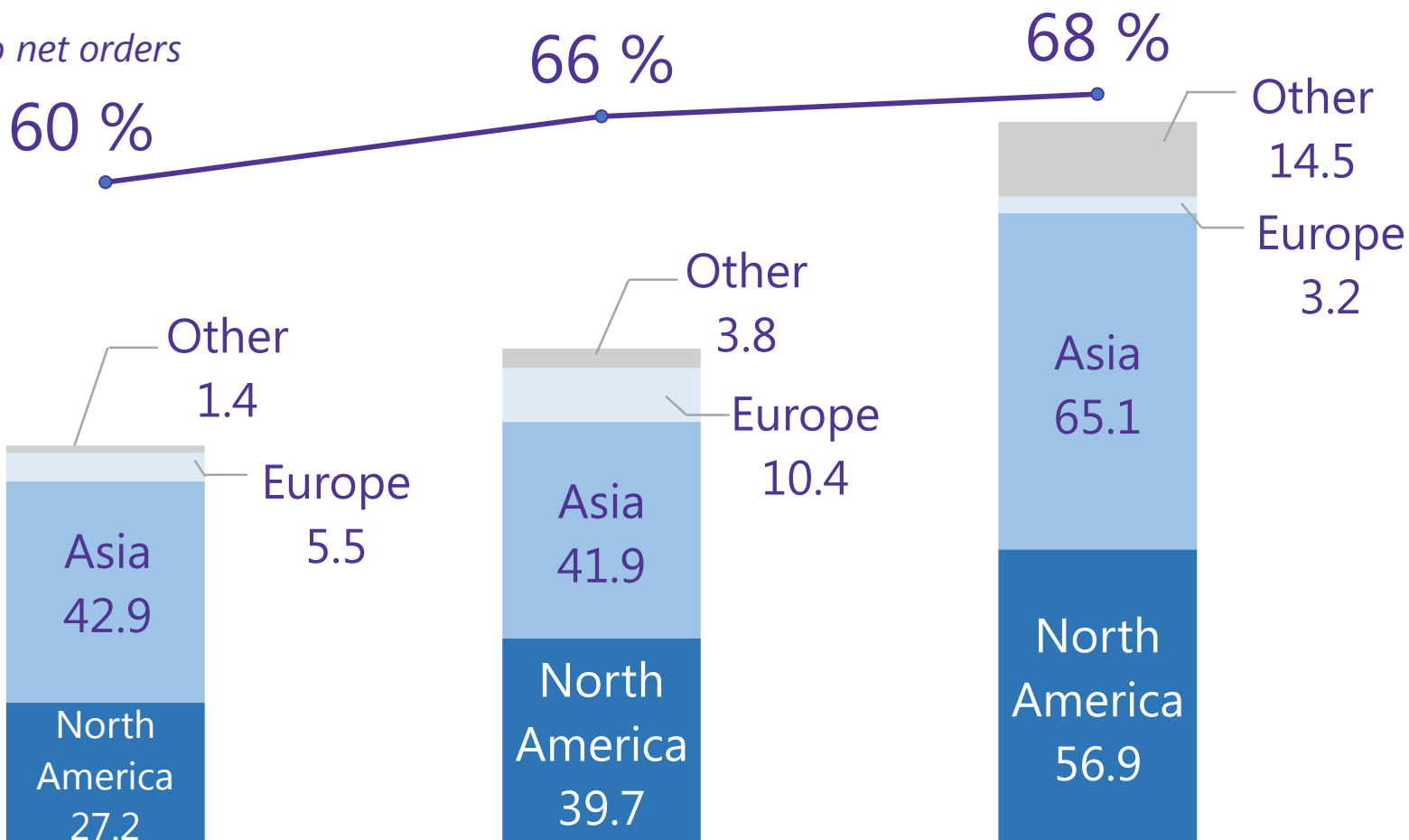
(Billion yen)

Industry	Orders				Sales			
	FY2014 H1		FY2015 H1		FY2014 H1		FY2015 H1	
	Orders	Composition	Orders	Composition	Sales	Composition	Sales	Composition
Automobile, auto parts	36.86	25.2%	<b>48.12</b>	<b>23.4%</b>	28.05	22.7%	<b>30.38</b>	<b>19.9%</b>
Electronics	31.80	21.8%	<b>65.59</b>	<b>31.9%</b>	29.17	23.6%	<b>44.72</b>	<b>29.3%</b>
Commerce, retail	34.63	23.7%	<b>32.10</b>	<b>15.6%</b>	27.43	22.2%	<b>35.56</b>	<b>23.3%</b>
Transportation, warehousing	5.23	3.6%	<b>12.32</b>	<b>6.0%</b>	6.12	4.9%	<b>8.58</b>	<b>5.6%</b>
Machinery	4.31	3.0%	<b>5.52</b>	<b>2.7%</b>	2.99	2.4%	<b>2.62</b>	<b>1.7%</b>
Chemicals, pharmaceuticals	9.04	6.2%	<b>6.24</b>	<b>3.0%</b>	5.43	4.4%	<b>5.04</b>	<b>3.3%</b>
Food	4.30	2.9%	<b>4.25</b>	<b>2.1%</b>	4.14	3.3%	<b>3.32</b>	<b>2.2%</b>
Iron, steel, nonferrous metals	2.28	1.6%	<b>1.96</b>	<b>1.0%</b>	2.02	1.6%	<b>1.90</b>	<b>1.2%</b>
Precision machinery, printing, office equipment	1.65	1.1%	<b>2.63</b>	<b>1.3%</b>	1.89	1.5%	<b>1.54</b>	<b>1.0%</b>
Airport	9.44	6.5%	<b>17.43</b>	<b>8.5%</b>	9.71	7.8%	<b>12.43</b>	<b>8.1%</b>
Other	6.46	4.4%	<b>9.59</b>	<b>4.5%</b>	6.97	5.6%	<b>6.70</b>	<b>4.4%</b>
<b>Total</b>	<b>146.00</b>	<b>100.0%</b>	<b>205.75</b>	<b>100.0%</b>	<b>123.92</b>	<b>100.0%</b>	<b>152.79</b>	<b>100.0%</b>

# Non-Japan Orders (Consolidated)

(Billion yen)

?: Ratio to net orders



**Total**

FY2013 H1

77.2

FY2014 H1

95.9

FY2015 H1

139.9

# Non-Japan Orders by Region (Consolidated)

(Billion yen)

Region	FY2013 H1		FY2014 H1		FY2015 H1	
	Orders	Composition	Orders	Composition	Orders	Composition
North America	27.23	35.2%	39.73	41.4%	<b>56.96</b>	<b>40.7%</b>
Asia	42.94	55.6%	41.96	43.7%	<b>65.10</b>	<b>46.5%</b>
China	18.72	24.2%	14.68	15.3%	<b>29.93</b>	<b>21.4%</b>
South Korea	11.65	15.1%	18.98	19.8%	<b>20.15</b>	<b>14.4%</b>
Taiwan	3.80	4.9%	2.30	2.4%	<b>8.87</b>	<b>6.3%</b>
Other	8.77	11.4%	5.99	6.2%	<b>6.14</b>	<b>4.4%</b>
Europe	5.58	7.3%	10.41	10.9%	<b>3.29</b>	<b>2.4%</b>
Latin America	0.78	1.0%	2.71	2.8%	<b>7.34</b>	<b>5.2%</b>
Other	0.71	0.9%	1.10	1.2%	<b>7.25</b>	<b>5.2%</b>
<b>Total</b>	<b>77.24</b>	<b>100.0%</b>	<b>95.91</b>	<b>100.0%</b>	<b>139.94</b>	<b>100.0%</b>



# Non-Japan Sales (Consolidated)

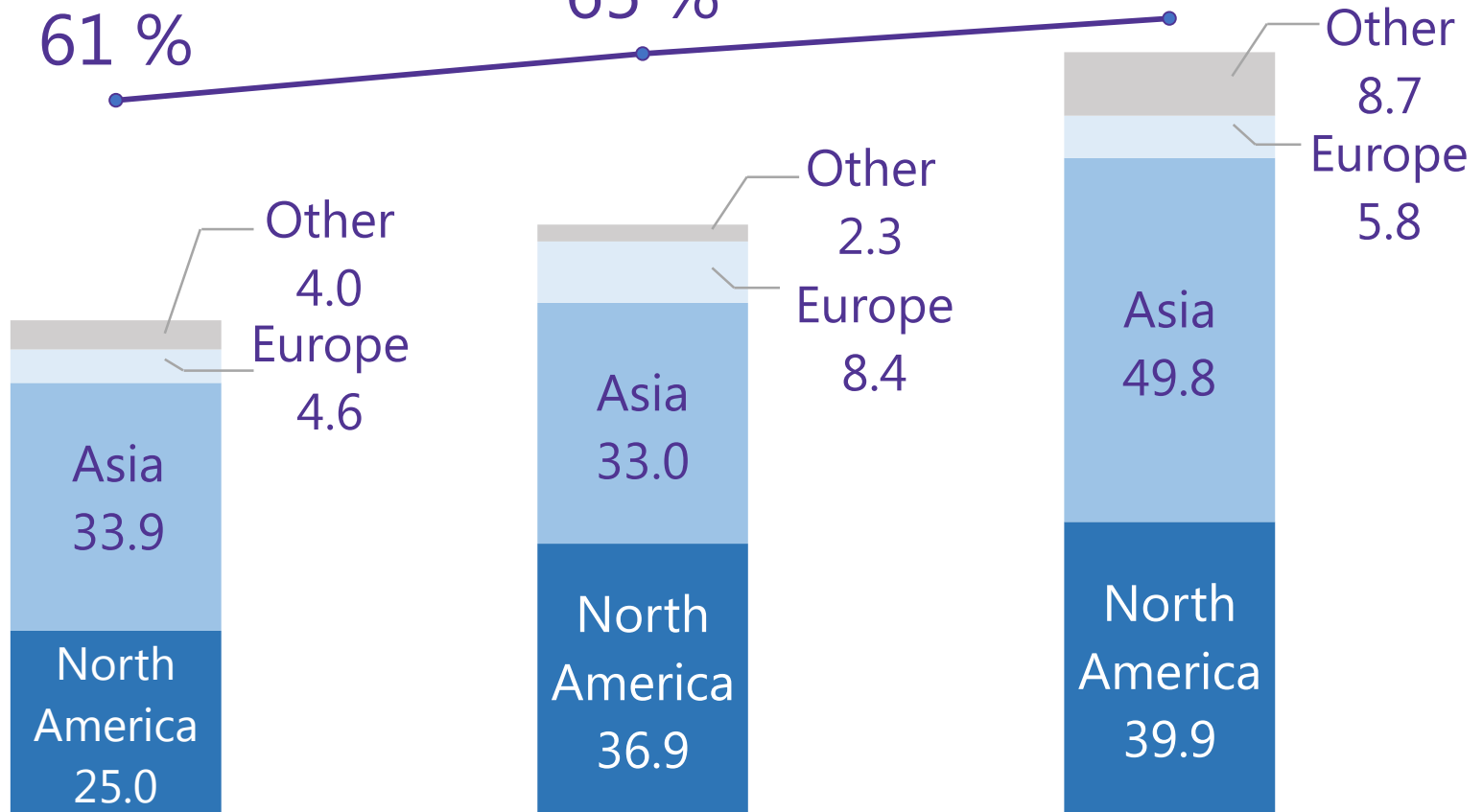
(Billion yen)

?: Ratio to net sales

61 %

65 %

68 %



**Total**

FY2013 H1

67.7

FY2014 H1

80.7

FY2015 H1

104.4

# Non-Japan Sales by Region (Consolidated)

(Billion yen)

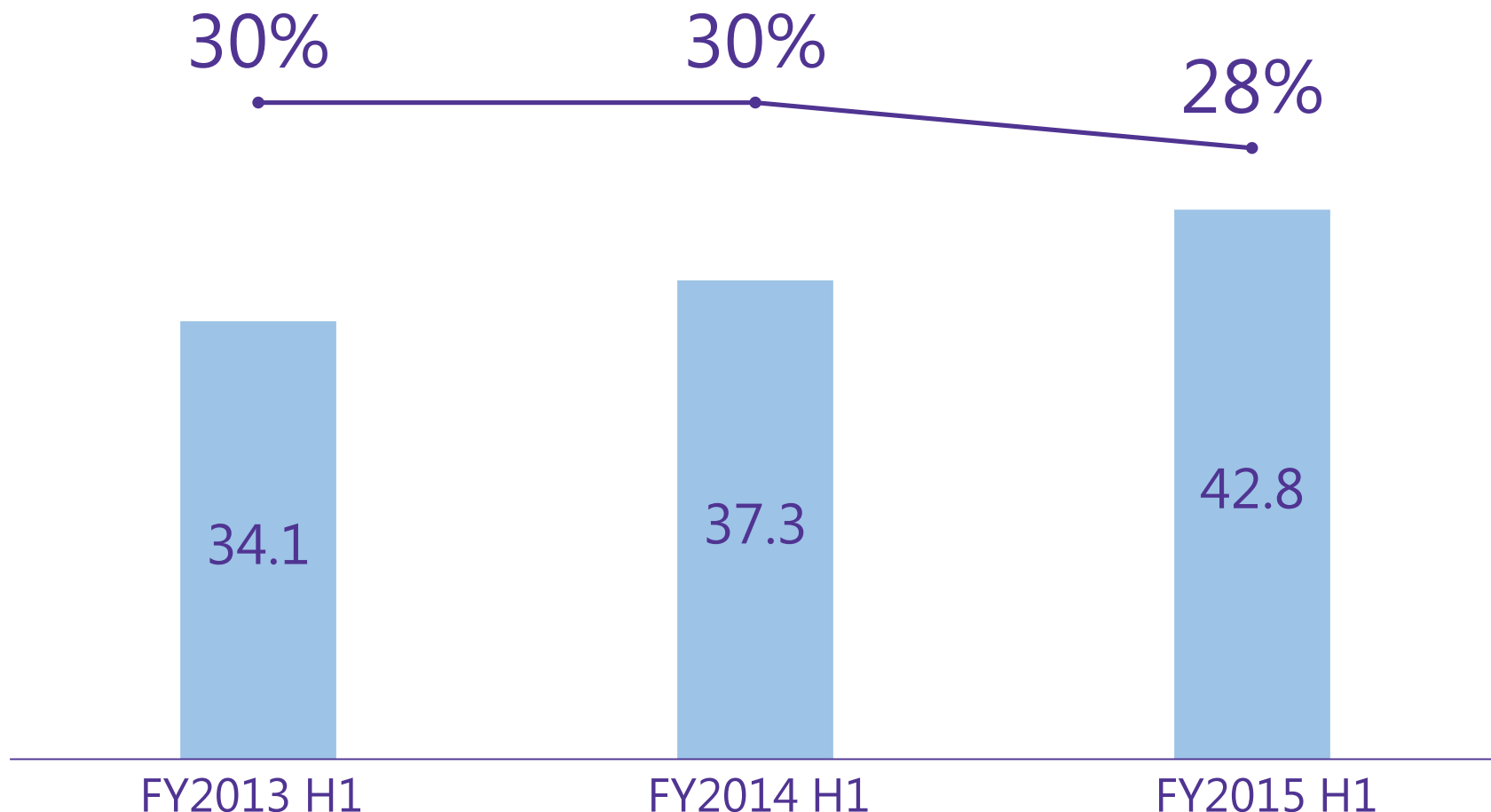
Region	FY2013 H1		FY2014 H1		FY2015 H1	
	Sales	Composition	Sales	Composition	Sales	Composition
North America	25.09	37.0%	36.98	45.8%	<b>39.97</b>	<b>38.3%</b>
Asia	33.96	50.1%	33.07	41.1%	<b>49.89</b>	<b>47.8%</b>
South Korea	9.92	14.6%	12.18	15.1%	<b>17.85</b>	<b>17.1%</b>
China	11.49	17.0%	12.72	15.8%	<b>15.15</b>	<b>14.5%</b>
Taiwan	4.69	6.9%	2.01	2.5%	<b>11.22</b>	<b>10.7%</b>
Thailand	3.97	5.9%	2.59	3.2%	<b>2.51</b>	<b>2.4%</b>
Other	3.89	5.7%	3.57	4.5%	<b>3.16</b>	<b>3.1%</b>
Europe	4.67	7.0%	8.40	10.3%	<b>5.83</b>	<b>5.6%</b>
Latin America	3.53	5.1%	1.10	1.4%	<b>1.68</b>	<b>1.6%</b>
Other	0.53	0.8%	1.20	1.4%	<b>7.03</b>	<b>6.7%</b>
<b>Total</b>	<b>67.78</b>	<b>100.0%</b>	<b>80.75</b>	<b>100.0%</b>	<b>104.40</b>	<b>100.0%</b>

# Service Sales (Consolidated)

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

∴ Ratio to net sales

(Billion yen)



**Growth Rate  
YOY**

28%

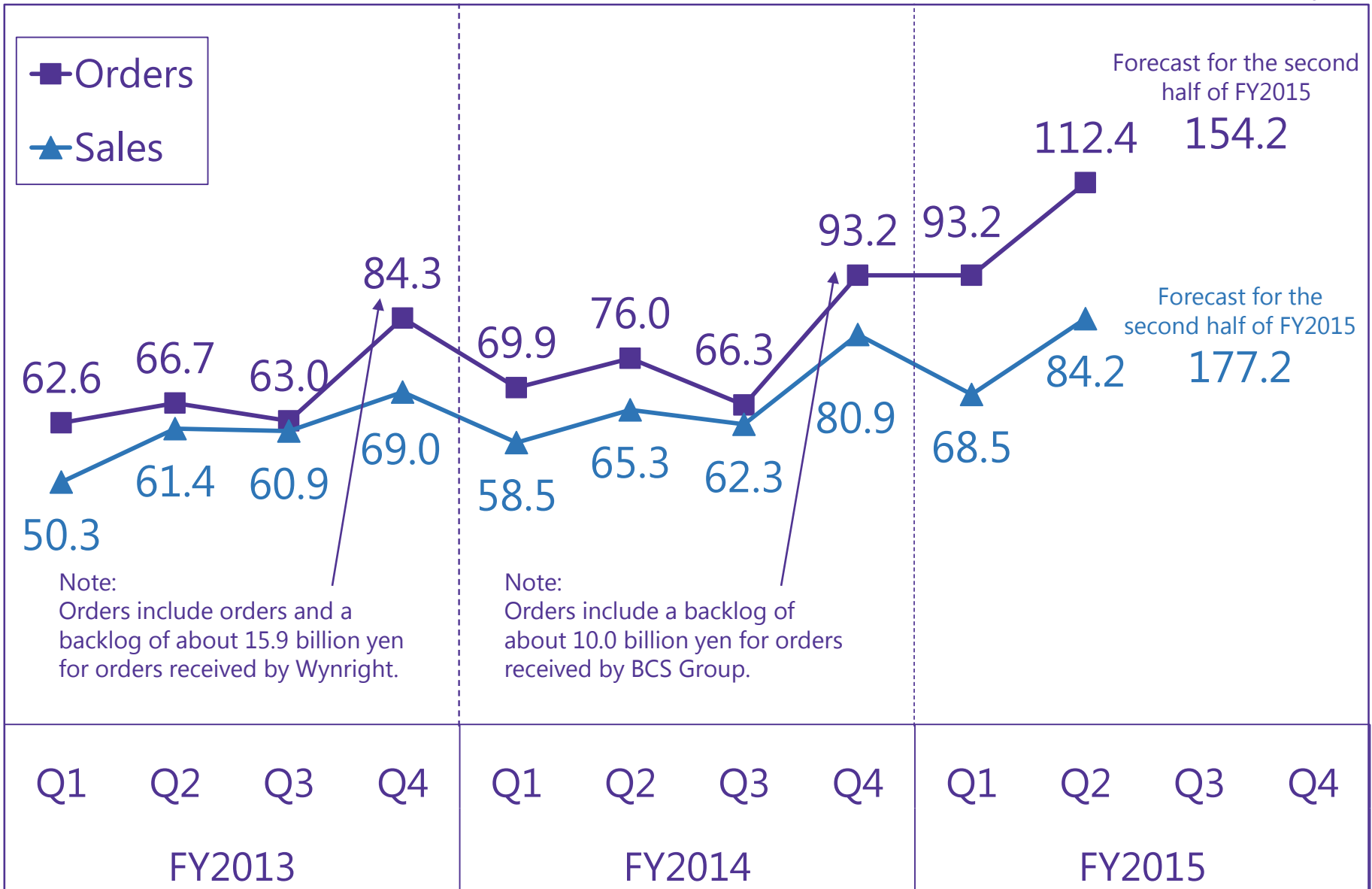
This includes sales of ELS, U.S.-based airport baggage handling service affiliate.

9%

15%

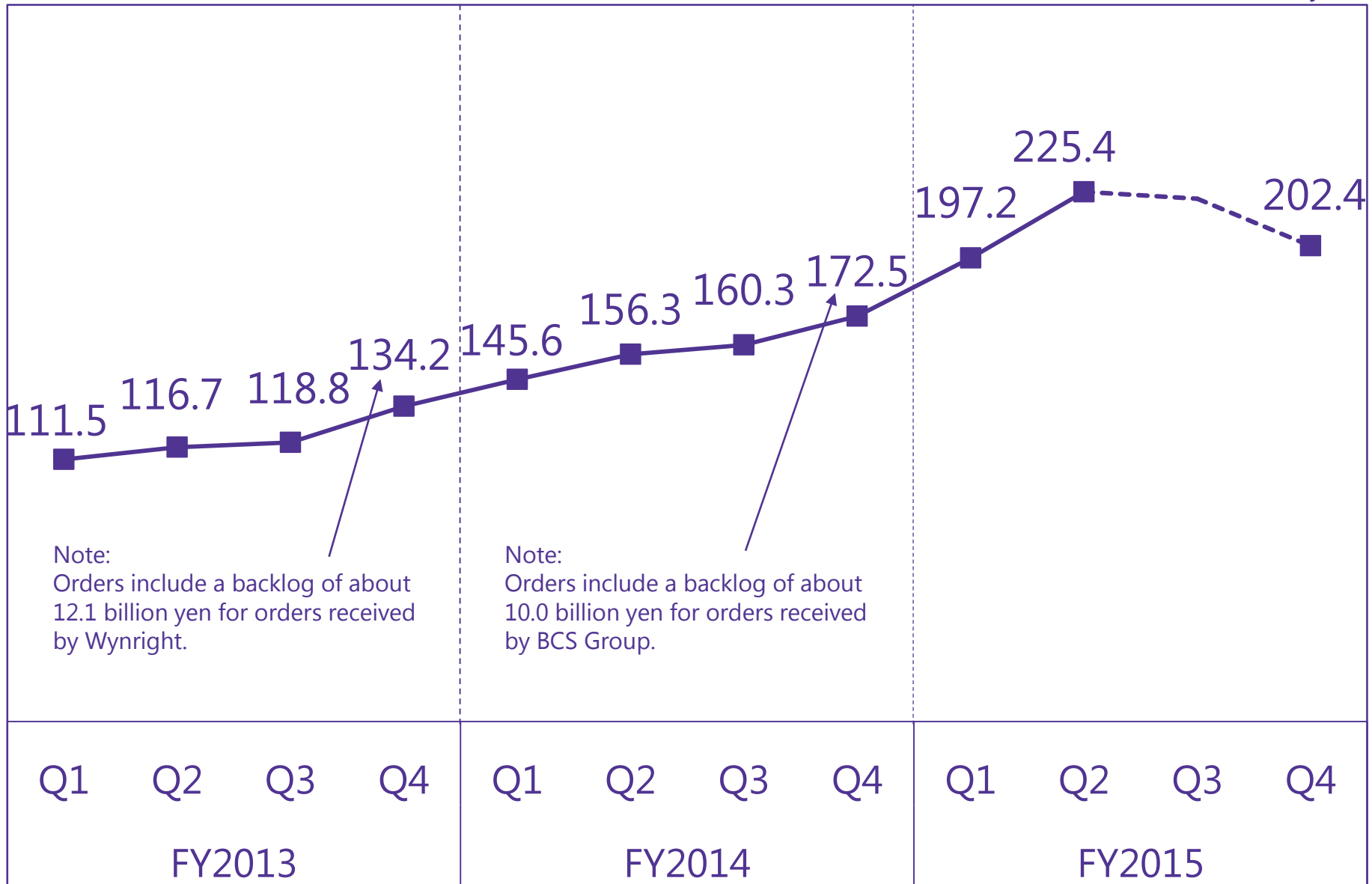
# Quarterly Orders and Sales

(Billion yen)



# Order Backlogs

(Billion yen)



	FY2014	FY2015 (Forecast)		
		Announced on August 11, 2015	Revised on November 10, 2015	Year-on-year
Orders	305.56	360.0	<b>360.0</b>	17.8%
Net Sales	267.28	320.0	<b>330.0</b>	23.5%
Operating income	14.88	18.0	<b>19.5</b>	31.0%
Ordinary income	15.78	18.2	<b>20.0</b>	26.7%
Net income*	9.81	12.0	<b>12.5</b>	27.4%

\*In accordance with the change in accounting standards, net income is changed to "net income attributable to shareholders of the parent company" effective from FY2015.

- Aim to increase sales of the WareNavi Fine warehouse management system for the e-commerce sector.



Shipment inspection system on a tablet



Picking system for online supermarket



# DAIFUKU

**Always an Edge Ahead**

## 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 materially 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; 3) the tightening of laws and regulations regarding safety and other matters that may lead to higher costs or sales restrictions; and 4) the impact of natural disasters and intentional threats, war, acts of terrorism, strikes, and/or plagues. Moreover, there are other factors that may adversely affect the Company's performance.