

**DAIFUKU CO., LTD.**

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# **Consolidated Financial Results**

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**First Quarter of the Fiscal Year Ending March 31, 2014  
(April 1, 2013 – June 30, 2013)**

**August 9, 2013**

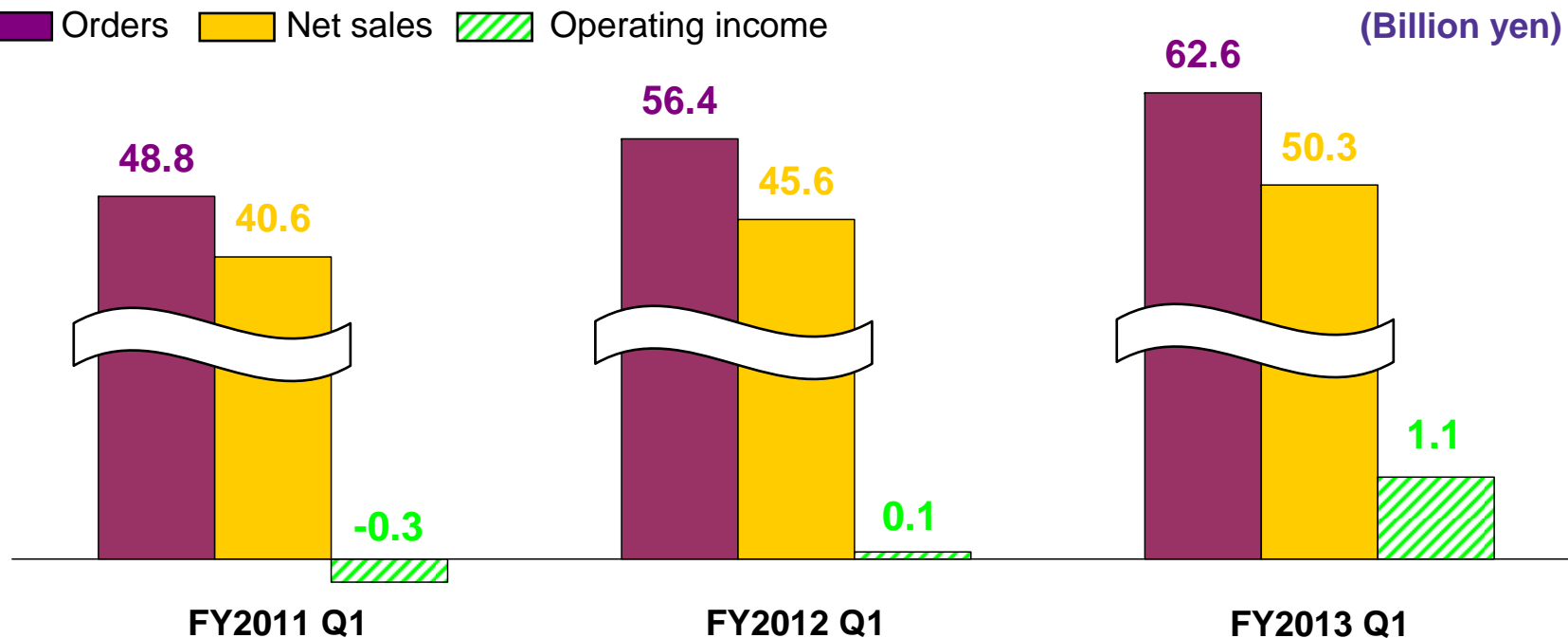
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**Always an Edge Ahead**

- Orders for large projects in China, Taiwan and South Korea benefited earnings.
- Sales remained firm, underpinned by extensive order backlogs.
- Significant efforts in cost cutting and the robust results of non-Japanese subsidiaries benefited profitability.

## Trends in Q1 Results

Orders Net sales Operating income



# FY2013 Q1 Results (Consolidated)

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(Billion yen)	(FY2013 Q1)	(FY2012 Q1)	(Year-on-year)
<b>Orders</b>	<b>62.68</b>	<b>56.43</b>	<b>11.1%</b>
<b>Net Sales</b>	<b>50.36</b>	<b>45.61</b>	<b>10.4%</b>
<b>Operating income</b>	<b>1.11</b>	<b>0.17</b>	<b>543.7%</b>
<b>Ordinary income</b>	<b>1.40</b>	<b>-0.03</b>	<b>1.43</b>
<b>Net income</b>	<b>0.95</b>	<b>-0.30</b>	<b>1.26</b>
<b>Comprehensive income</b>	<b>4.67</b>	<b>0.96</b>	<b>385.3%</b>

<b>Net income per share</b>	<b>8.65 yen</b>	<b>-2.75 yen</b>
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# FY2013 Q1 Results by Segment

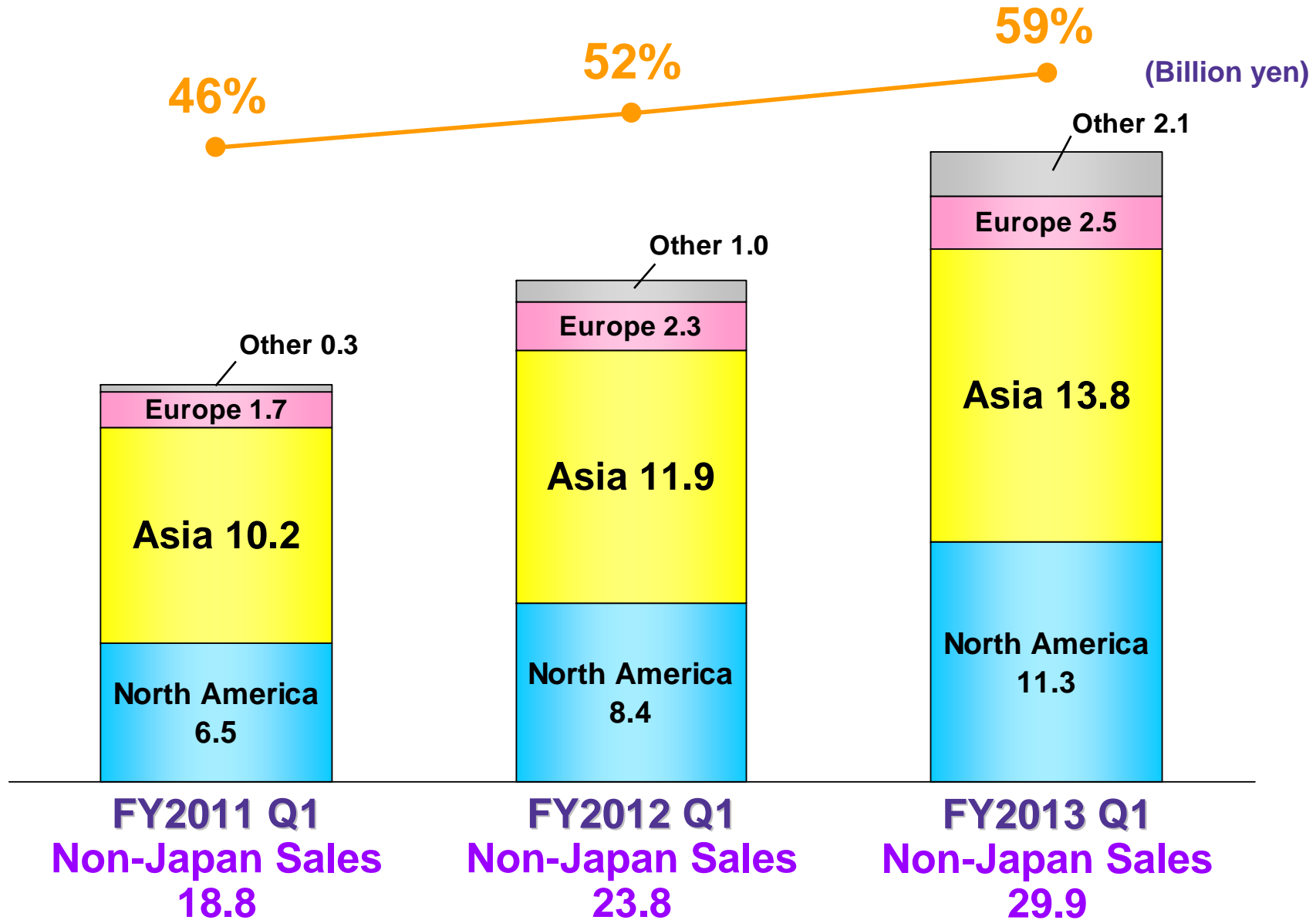
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(Billion yen)

	Orders		Net sales		Net income	
	FY2013 Q1	FY2012 Q1	FY2013 Q1	FY2012 Q1	FY2013 Q1	FY2012 Q1
<b>Daifuku</b>	<b>26.30</b>	27.36	<b>24.64</b>	24.18	<b>0.67</b>	-0.21
<b>Contec</b>	<b>3.65</b>	1.99	<b>2.62</b>	1.82	<b>-0.18</b>	-0.10
Daifuku Webb	<b>11.12</b>	15.67	<b>11.31</b>	7.11	<b>0.22</b>	0.01
<b>Other</b>	<b>21.60</b>	11.39	<b>12.96</b>	11.33	<b>0.69</b>	0.57
Consolidated adjustment and other	-	-	<b>-1.18</b>	1.16	<b>-0.45</b>	-0.57
<b>Total</b>	<b>62.68</b>	56.43	<b>50.36</b>	45.61	<b>0.95</b>	-0.30

# Trends in Non-Japan Sales Ratio (Consolidated)



# Non-Japan Net Sales by Area (Consolidated)

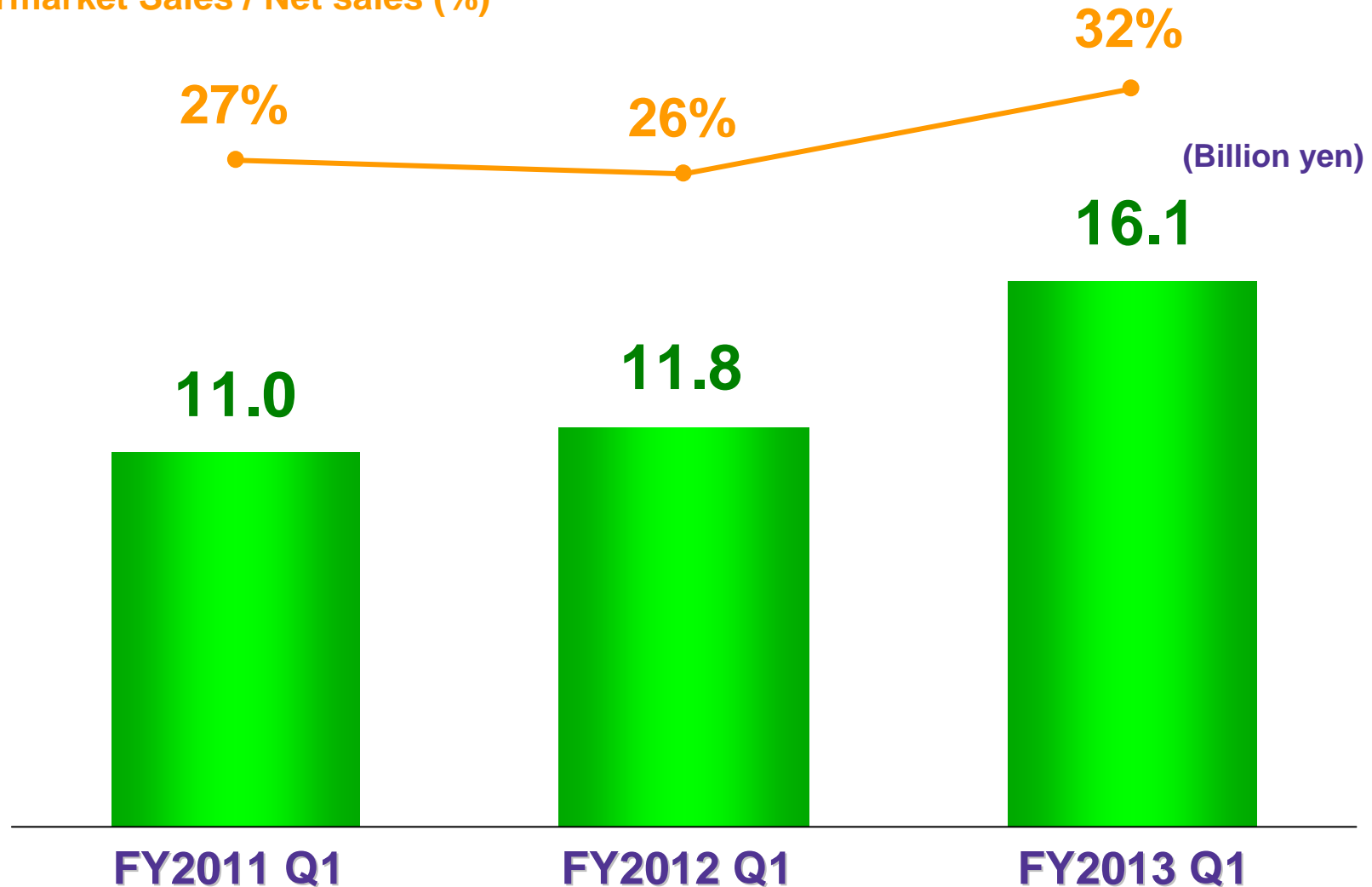
(Billion yen)

Area	FY2011 Q1		FY2012 Q1		FY2013 Q1	
	Sales	Ratio (%)	Sales	Ratio (%)	Sales	Ratio (%)
North America	6.53	34.8	8.48	35.6	11.38	38.0
Asia	10.22	54.2	11.96	50.2	13.89	46.4
China	3.72	19.8	1.84	7.7	4.14	13.8
South Korea	3.45	18.3	4.60	19.3	3.72	12.4
Taiwan	1.71	9.1	2.83	11.9	2.45	8.2
Thailand	0.51	2.7	1.38	5.8	1.84	6.2
Other	0.83	4.3	1.31	5.5	1.74	5.8
Europe	1.74	9.2	2.33	9.9	2.51	8.4
Latin America	0.27	1.5	0.43	1.8	1.85	6.2
Other	0.06	0.3	0.60	2.5	0.28	1.0
<b>Total</b>	<b>18.82</b>	<b>100.0</b>	<b>23.80</b>	<b>100.0</b>	<b>29.91</b>	<b>100.0</b>

# Trends in Service Business (Consolidated Sales)

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

Aftermarket Sales / Net sales (%)



# Orders and Net Sales by Industry (Consolidated)

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**Orders increased in the commerce and retailing sectors.**

**Sales increased in the automobile and auto parts sectors.**

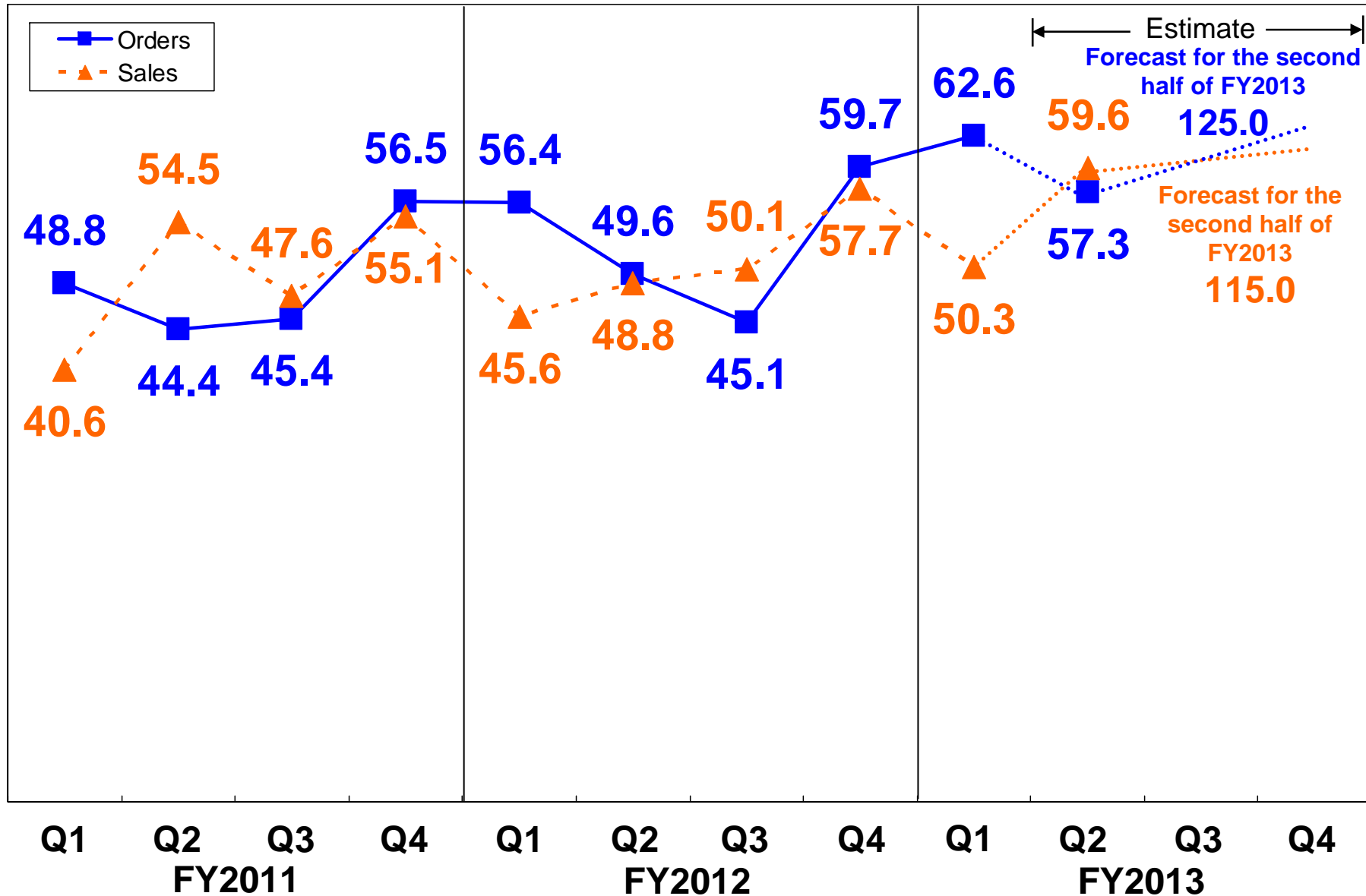
(Billion yen)

Industry	Orders				Net Sales			
	FY2012 Q1		FY2013 Q1		FY2012 Q1		FY2013 Q1	
	Orders	Ratio (%)	Orders	Ratio (%)	Sales	Ratio (%)	Sales	Ratio (%)
Automobile and Auto Parts	18.02	31.9%	14.72	23.5%	10.48	23.0%	14.84	29.5%
Electronics	14.33	25.4%	10.34	16.5%	12.87	28.2%	10.46	20.8%
Commerce and Retailing	8.48	15.0%	16.88	26.9%	8.29	18.2%	10.49	20.8%
Transportation and Warehousing	1.64	2.9%	1.81	2.9%	2.00	4.4%	1.21	2.4%
Machinery	1.87	3.3%	1.45	2.3%	1.17	2.6%	1.23	2.5%
Chemicals and Pharmaceuticals	2.27	4.0%	3.56	5.7%	2.03	4.4%	2.18	4.3%
Foods	1.59	2.8%	2.73	4.4%	1.44	3.2%	1.24	2.5%
Iron, Steel and Nonferrous Metals	0.76	1.3%	1.03	1.6%	0.64	1.4%	0.89	1.8%
Precision Machinery, Printing and Office Equipment	0.72	1.3%	0.71	1.1%	0.70	1.5%	0.72	1.4%
Airport	2.68	4.7%	5.70	9.1%	3.13	6.9%	4.53	9.0%
Other	4.07	7.4%	3.76	6.0%	2.86	6.2%	2.58	5.0%
<b>Total</b>	<b>56.43</b>	<b>100.0%</b>	<b>62.69</b>	<b>100.0%</b>	<b>45.61</b>	<b>100.0%</b>	<b>50.37</b>	<b>100.0%</b>



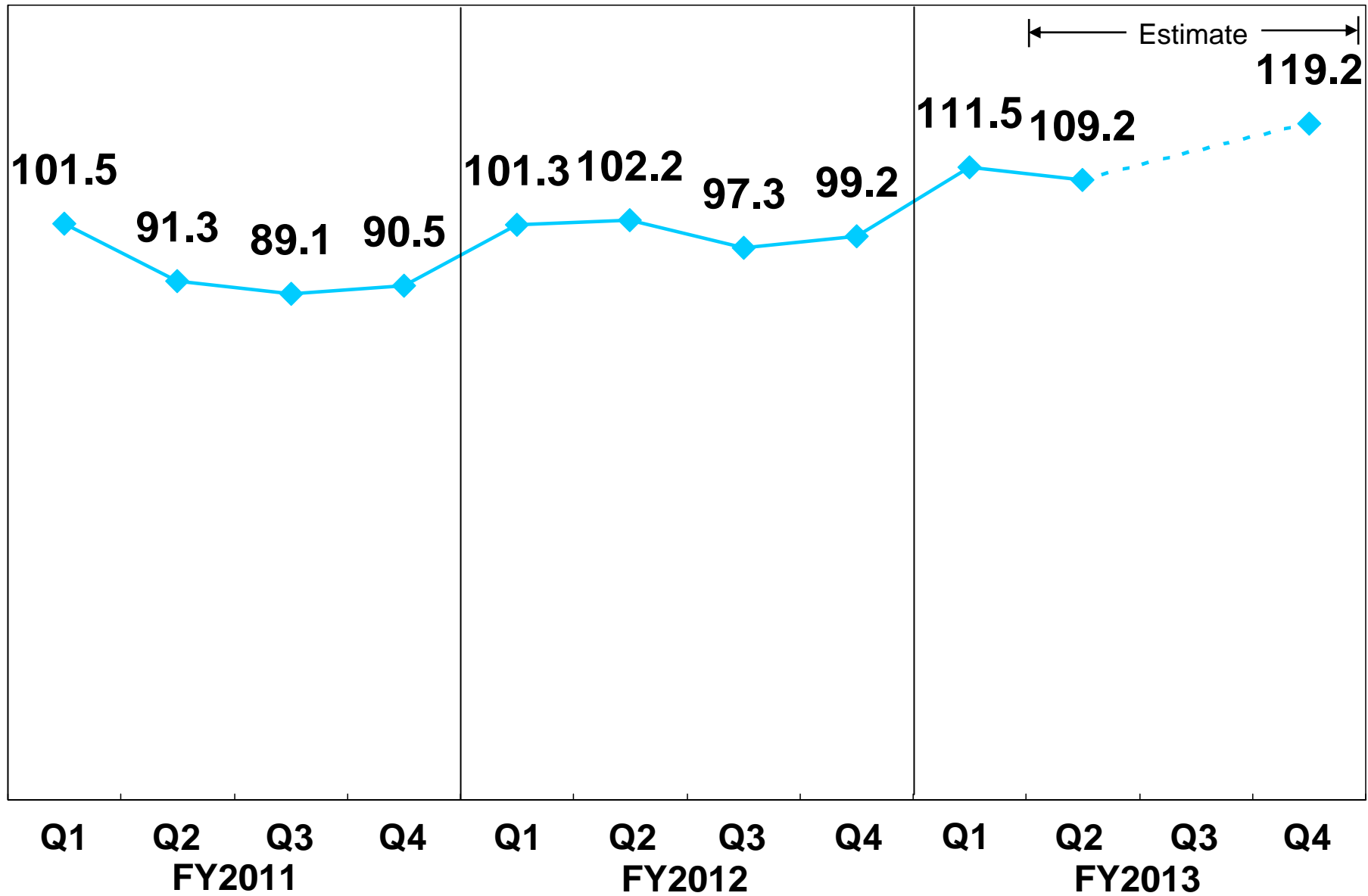
# Trends in Quarterly Orders and Sales

(Billion yen)



# Trends in Order Backlogs

(Billion yen)



# FY2013 Interim Forecasts (Consolidated, April-September 2013)

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(Billion yen)	(Announced on May 14, 2013)	(Revised on August 9, 2013)	(FY2012 H1)	(Year-on-year)
<b>Orders</b>	<b>120.0</b>	<b>120.0</b>	<b>106.0</b>	<b>13.1%</b>
<b>Net Sales</b>	<b>110.0</b>	<b>110.0</b>	<b>94.4</b>	<b>16.5%</b>
<b>Operating income</b>	<b>2.5</b>	<b>3.5</b>	<b>2.9</b>	<b>19.9%</b>
<b>Ordinary income</b>	<b>2.3</b>	<b>3.8</b>	<b>2.4</b>	<b>55.7%</b>
<b>Net income</b>	<b>1.4</b>	<b>2.3</b>	<b>1.2</b>	<b>81.1%</b>

# FY2013 Forecasts (Consolidated)

(Billion yen)	(Announced on May 14, 2013)	(Revised on August 9, 2013)	(FY2012)	(Year-on-year)
<b>Orders</b>	<b>230.0</b>	<b>245.0</b>	<b>210.9</b>	<b>16.1%</b>
<b>Net Sales</b>	<b>225.0</b>	<b>225.0</b>	<b>202.3</b>	<b>11.2%</b>
<b>Operating income</b>	<b>8.5</b>	<b>9.5</b>	<b>8.0</b>	<b>18.6%</b>
<b>Ordinary income</b>	<b>8.0</b>	<b>9.0</b>	<b>7.9</b>	<b>12.5%</b>
<b>Net income</b>	<b>5.0</b>	<b>5.5</b>	<b>4.4</b>	<b>23.9%</b>

## ■ Biodiversity conservation at Shiga Works

Since February 2013, Daifuku has pursued ecological research at its Shiga Works, discovering many local species. Daifuku aims to ensure that the Works co-exists successfully with nature.

[Local species discovered at Shiga Works]



**Endangered  
salamander**



**Falcon**



**Japan's smallest  
dragonfly**

## 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; 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 plagues. Moreover, there are other factors that may adversely affect the Company's performance.