

**DAIFUKU CO., LTD.**

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# **Consolidated Financial Results**

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**First Quarter of the Fiscal Year Ending March 31, 2015  
(April 1, 2014 – June 30, 2014)**



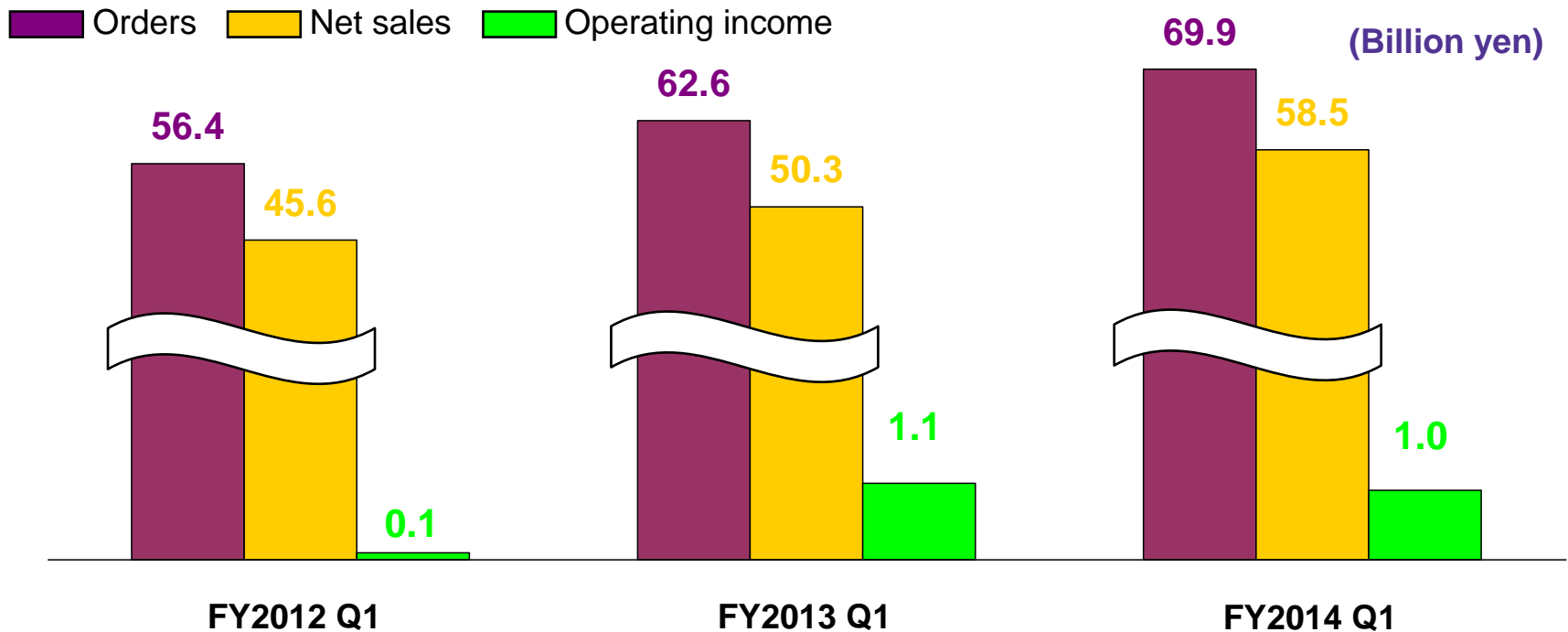
**August 8, 2014**

**DAIFUKU**

**Always an Edge Ahead**

- Orders and sales in North America increased significantly.
- In Asia, sales of systems for the electronics sector increased.

## Trends in Q1 Results



(Billion yen)	(FY2014 Q1)	(FY2013 Q1)	(Year-on-year)
<b>Orders</b>	<b>69.97</b>	<b>62.68</b>	<b>11.6%</b>
<b>Net Sales</b>	<b>58.53</b>	<b>50.36</b>	<b>16.2%</b>
<b>Operating income</b>	<b>1.01</b>	<b>1.11</b>	<b>-9.7%</b>
<b>Ordinary income</b>	<b>1.37</b>	<b>1.40</b>	<b>-1.8%</b>
<b>Net income</b>	<b>1.11</b>	<b>0.95</b>	<b>16.8%</b>
<b>Comprehensive income</b>	<b>-0.048</b>	<b>4.67</b>	<b>-4.72</b>

<b>Net income per share</b>	<b>10.10 yen</b>	<b>8.65 yen</b>
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# FY2014 Q1 Results by Reportable Segment **DAIFUKU**

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(Billion yen)

	Orders		Net sales		Net income	
	FY2014 Q1	FY2013 Q1	FY2014 Q1	FY2013 Q1	FY2014 Q1	FY2013 Q1
<b>Daifuku</b>	<b>29.15</b>	<b>26.30</b>	<b>24.01</b>	<b>24.64</b>	<b>0.79</b>	<b>0.67</b>
<b>Contec</b>	<b>3.64</b>	<b>3.65</b>	<b>3.24</b>	<b>2.62</b>	<b>0.26</b>	<b>-0.18</b>
Daifuku Webb	<b>18.74</b>	<b>11.12</b>	<b>20.96</b>	<b>11.31</b>	<b>0.28</b>	<b>0.22</b>
<b>Other</b>	<b>18.42</b>	<b>21.60</b>	<b>12.24</b>	<b>12.96</b>	<b>0.58</b>	<b>0.69</b>
Consolidated adjustment and other	-	-	<b>-1.94</b>	<b>-1.18</b>	<b>-0.80</b>	<b>-0.45</b>
<b>Total</b>	<b>69.97</b>	<b>62.68</b>	<b>58.53</b>	<b>50.36</b>	<b>1.11</b>	<b>0.95</b>

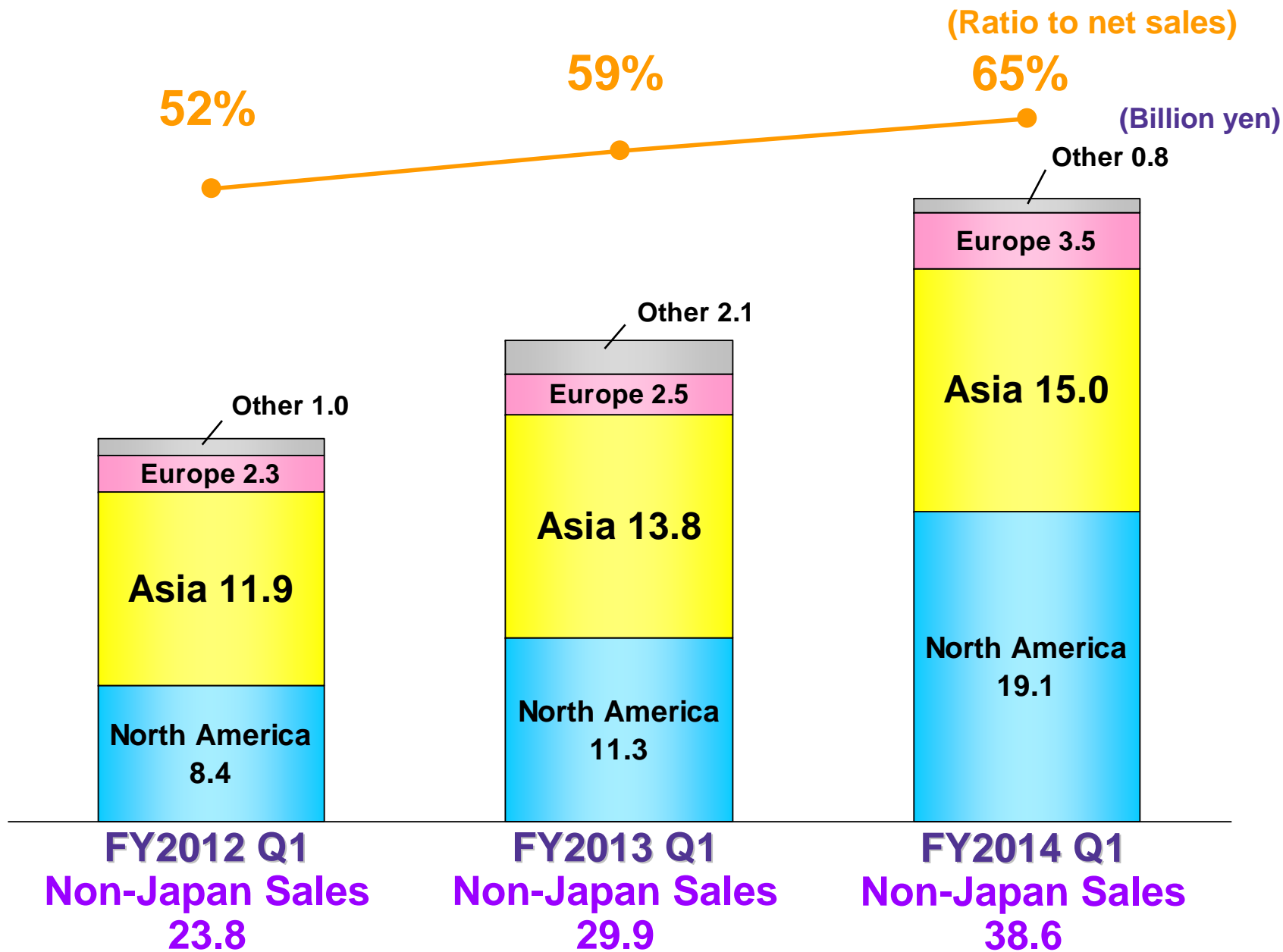
# Consolidated Balance Sheets

(Billion yen)      FY2014 Q1      FY2013      FY2013 Q1

	FY2014 Q1	FY2013	FY2013 Q1
<b>Current assets</b>	<b>167.71</b>	<b>170.78</b>	<b>143.53</b>
Cash on hand and in banks	55.52	52.13	37.21
Notes and accounts receivable	75.66	89.55	77.28
Inventories	26.47	20.38	20.60
Other	10.04	8.71	8.42
<b>Non-current assets</b>	<b>76.85</b>	<b>78.74</b>	<b>68.09</b>
Property, plant and equipment	33.59	34.07	32.01
Intangible assets	14.12	14.85	10.05
Goodwill	9.73	10.13	6.83
Other	4.39	4.71	3.22
Investments and other assets	29.13	29.81	26.02
<b>Total assets</b>	<b>244.56</b>	<b>249.53</b>	<b>211.62</b>

	FY2014 Q1	FY2013	FY2013 Q1
<b>Current liabilities</b>	<b>81.61</b>	<b>83.71</b>	<b>94.51</b>
Notes and accounts payable	43.89	46.88	34.83
Short-term borrowings and bonds	6.94	7.01	34.69
Other	30.76	29.81	24.99
<b>Non-current liabilities</b>	<b>64.73</b>	<b>66.12</b>	<b>27.80</b>
Long-term borrowings and bonds	51.08	51.12	19.13
Other	13.64	15.00	8.67
<b>Total Liabilities</b>	<b>146.34</b>	<b>149.84</b>	<b>122.32</b>
Shareholders' equity	90.38	90.65	84.40
Accumulated other comprehensive income	5.00	6.18	2.72
Minority interests	2.83	2.84	2.17
<b>Total net assets</b>	<b>98.22</b>	<b>99.69</b>	<b>89.30</b>
<b>Total liabilities and net assets</b>	<b>244.56</b>	<b>249.53</b>	<b>211.62</b>

# Non-Japan Sales Ratio (Consolidated)



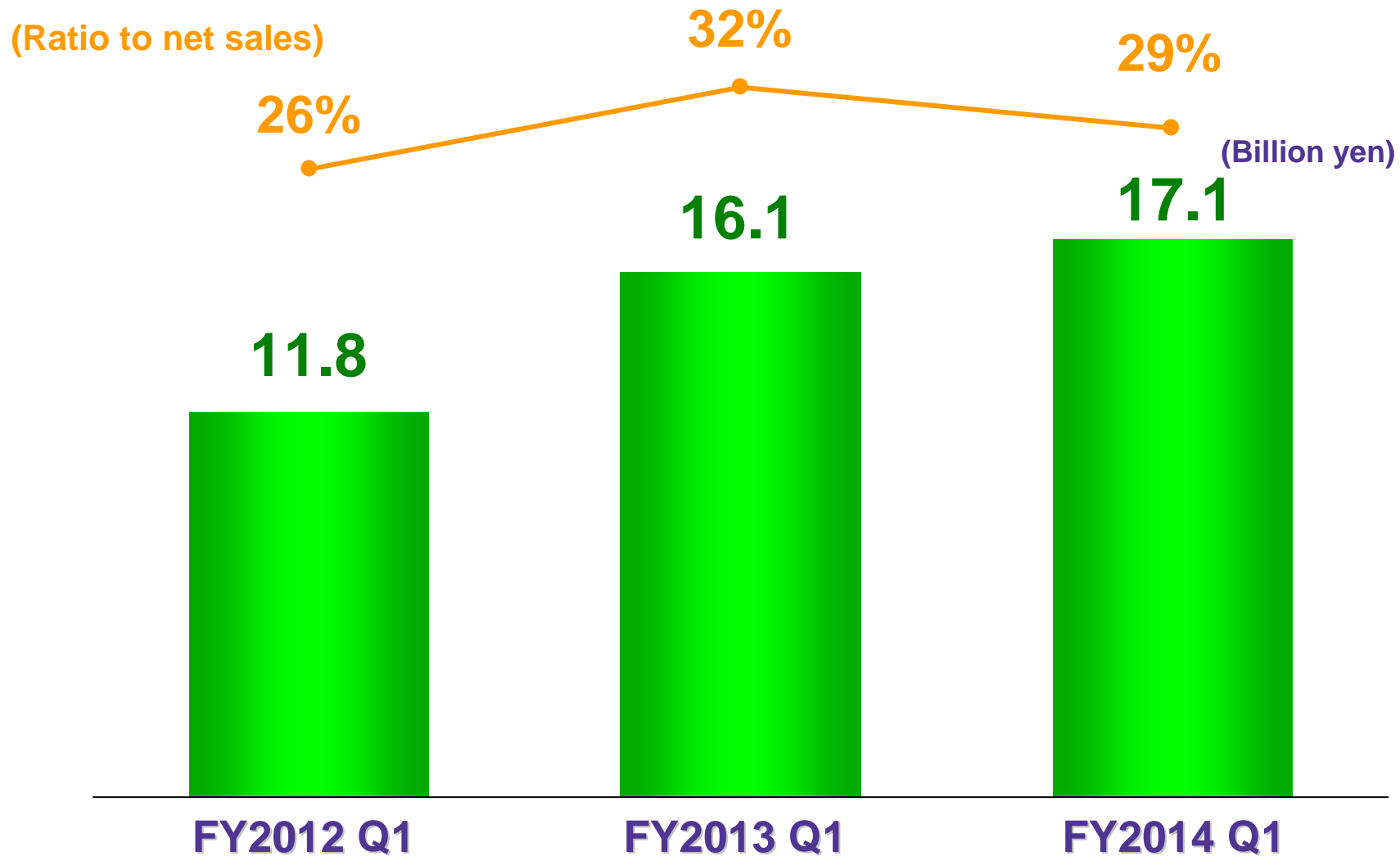
# Non-Japan Net Sales by Area (Consolidated)

(Billion yen)

Area	FY2012 Q1		FY2013 Q1		FY2014 Q1		
	Sales	Ratio (%)	Sales	Ratio (%)	Sales	Ratio (%)	
North America	8.48	35.6	11.38	38.0	19.18	49.6	
Asia		11.96	50.2	13.89	46.4	15.02	38.9
	China	1.84	7.7	4.14	13.8	5.57	14.4
	South Korea	4.60	19.3	3.72	12.4	5.36	13.9
	Taiwan	2.83	11.9	2.45	8.2	1.08	2.8
	Thailand	1.38	5.8	1.84	6.2	1.34	3.5
	Other	1.31	5.5	1.74	5.8	1.67	4.3
Europe	2.33	9.9	2.51	8.4	3.58	9.2	
Latin America	0.43	1.8	1.85	6.2	0.36	1.0	
Other	0.60	2.5	0.28	1.0	0.48	1.3	
<b>Total</b>	<b>23.80</b>	<b>100.0</b>	<b>29.91</b>	<b>100.0</b>	<b>38.62</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





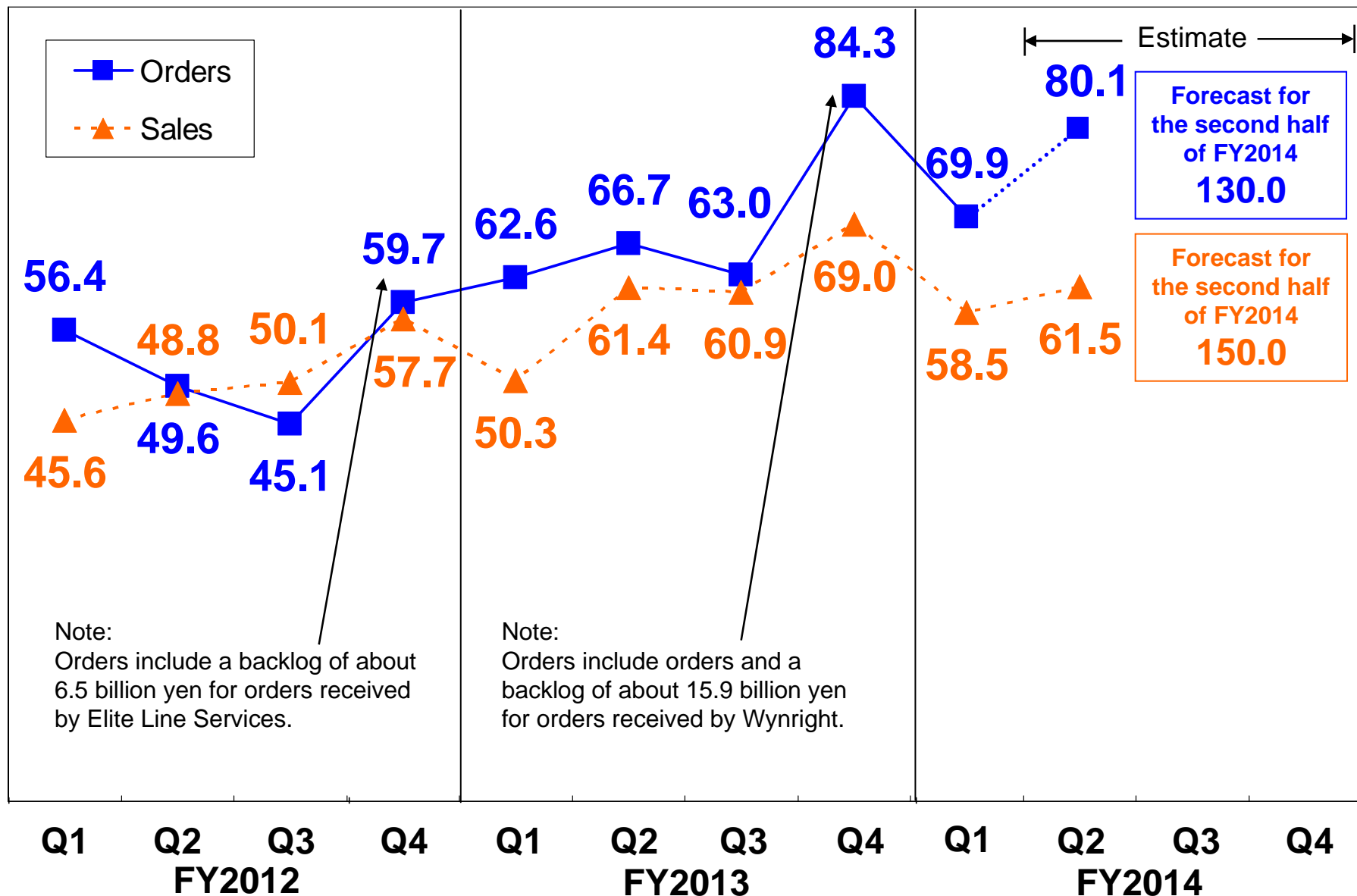
## Orders for and sales of systems for the electronics sector increased.

(Billion yen)

Industry	Orders				Net Sales			
	FY2014 Q1		FY2013 Q1		FY2014 Q1		FY2013 Q1	
	Orders	Ratio (%)	Orders	Ratio (%)	Sales	Ratio (%)	Sales	Ratio (%)
Automobile, Auto Parts	17.14	24.5%	14.72	23.5%	13.61	23.3%	14.84	29.5%
Electronics	17.19	24.6%	10.34	16.5%	14.66	25.0%	10.46	20.8%
Commerce, Retail	14.28	20.4%	16.88	26.9%	11.90	20.3%	10.49	20.8%
Transportation, Warehousing	3.11	4.4%	1.81	2.9%	3.71	6.3%	1.21	2.4%
Machinery	3.34	4.8%	1.45	2.3%	1.56	2.7%	1.23	2.5%
Chemicals, Pharmaceuticals	4.25	6.1%	3.56	5.7%	2.32	4.0%	2.18	4.3%
Foods	3.73	5.3%	2.73	4.4%	1.60	2.7%	1.24	2.5%
Iron, Steel, Nonferrous Metals	1.24	1.8%	1.03	1.6%	0.83	1.4%	0.89	1.8%
Precision Machinery, Printing, Office Equipment	0.77	1.1%	0.71	1.1%	0.68	1.2%	0.72	1.4%
Airport	2.32	3.3%	5.70	9.1%	4.84	8.3%	4.53	9.0%
Other	2.60	3.7%	3.75	6.0%	2.82	4.8%	2.57	5.0%
<b>Total</b>	<b>69.97</b>	<b>100.0%</b>	<b>62.68</b>	<b>100.0%</b>	<b>58.53</b>	<b>100.0%</b>	<b>50.36</b>	<b>100.0%</b>

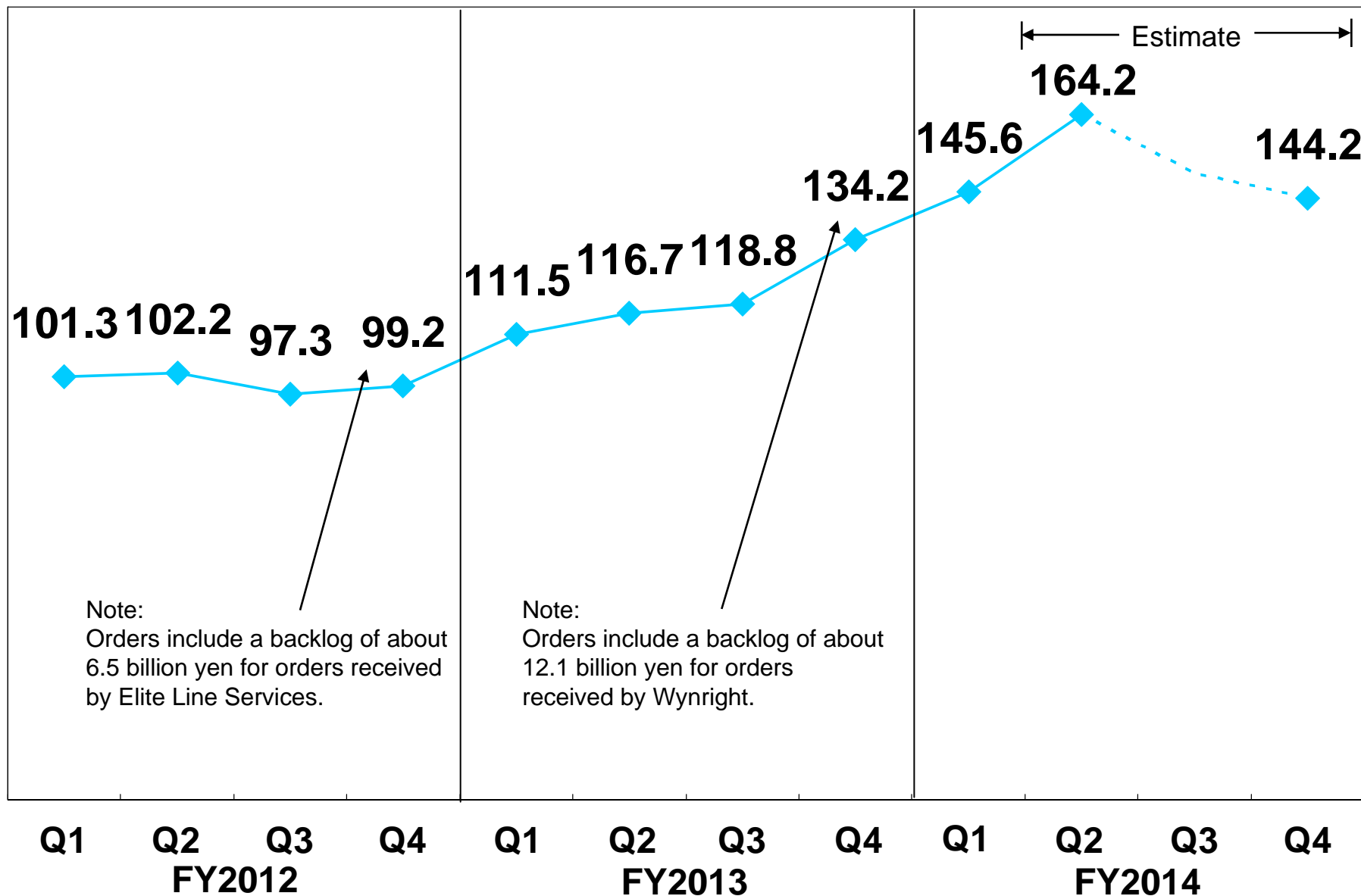
# Trends in Quarterly Orders and Sales

(Billion yen)



# Trends in Order Backlogs

(Billion yen)



Note:  
Orders include a backlog of about 6.5 billion yen for orders received by Elite Line Services.

Note:  
Orders include a backlog of about 12.1 billion yen for orders received by Wynright.

<b>(Billion yen)</b>	<b>(Announced on May 14, 2014)</b>	<b>(Revised on August 8, 2014)</b>	<b>(FY2013 H1)</b>	<b>(Year-on-year)</b>
<b>Orders</b>	<b>150.0</b>	<b>150.0</b>	<b>129.39</b>	<b>15.9%</b>
<b>Net Sales</b>	<b>130.0</b>	<b>120.0</b>	<b>111.85</b>	<b>7.3%</b>
<b>Operating income</b>	<b>6.0</b>	<b>4.3</b>	<b>4.59</b>	<b>-6.4%</b>
<b>Ordinary income</b>	<b>6.1</b>	<b>4.6</b>	<b>5.05</b>	<b>-8.9%</b>
<b>Net income</b>	<b>4.0</b>	<b>3.1</b>	<b>3.25</b>	<b>-4.7%</b>

(The full-year forecast, which was announced on May 14, 2014, remain unchanged.)

(Billion yen)	(Announced on May 14, 2014)	(FY2013)	(Year-on-year)
<b>Orders</b>	<b>280.0</b>	<b>276.83</b>	<b>1.1%</b>
<b>Net Sales</b>	<b>270.0</b>	<b>241.81</b>	<b>11.7%</b>
<b>Operating income</b>	<b>14.0</b>	<b>12.55</b>	<b>11.5%</b>
<b>Ordinary income</b>	<b>14.3</b>	<b>13.19</b>	<b>8.4%</b>
<b>Net income</b>	<b>8.8</b>	<b>7.74</b>	<b>13.7%</b>

## ■ Daifuku joins the United Nations Global Compact

**On April 25, Daifuku signed a commitment to join the United Nations Global Compact, which sets forth Ten Principles concerning human rights, labor, the environment and anti-corruption. Daifuku will strive to enhance its corporate social responsibility activities.**



President Masaki Hojo presenting the commitment letter to Toshio Arima, chairman of the Global Compact Japan Network

## ■ Daifuku products for Co-op's home delivery win Japan's material handling grand prize

The eye-navi pick-to-light system and Jungle Cart received the grand prize from the Japanese Material Handling Society. Their novelty, functionality, and potential were highly regarded.



**Picking operation using eye-navi**



**Jungle Cart**

## ■ Presentation at LOGIS-TECH TOKYO 2014

Daifuku will participate in LOGIS-TECH TOKYO 2014, Asia's largest material handling and logistics trade fair, taking place from September 9 to 12, 2014, at Tokyo Big Sight (Tokyo International Exhibition Center). Daifuku will exhibit the latest material handling and logistics systems.



Daifuku booth from 2012



# 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.