## DAIFUKU CO.,LTD.

## Consolidated Financial Results

First Three Quarters of the Fiscal Year Ending March 31, 2011
(April - December 2010)

## February 8, 2011

DAIFUKU
Material Handling and Beyond

1-1 FY2010 First 3Qs Results (Consolidated)
1-2 FY2010 Q3 Results (Consolidated, October - December 2010)
1-3 Changes to Reporting Segments
1-4 FY2010 First 3Qs Results by Segment
2 Financial Situation (Consolidated)
3 Trends in Non-Japan Sales Ratio (Consolidated)
4 Non-Japan Net Sales by Area (Consolidated)
5 Trends in Service Business (Consolidated Sales)
6 Orders and Net Sales by Industry (Consolidated)
7 FY2010 Estimates (Consolidated)
8 Trends in Quarterly Orders and Sales
9 Trends in Order Backlogs

## Orders are clearly trending higher.

| Billion yen) | (FY10 First 3Qs) | (FY09 First 3Qs) | (Year-on-year) |
| :---: | :---: | :---: | :---: |
| Orders | 127.2 | 86.8 | (46.6\%) |
| Net Sales | 111.7 | 106.1 | (5.2\%) |
| Operating income | -0.3 | -2.1 | (1.7) |
| Ordinary income | -0.7 | -2.3 | (1.6) |
| Net income | -1.2 | -1.0 | (-0.2) |
| Net income per share | -11.71 yen | -9.47 yen |  |

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

## 1-2. FY2010 Q3 Results (consolidated, october - December 2010) DAIFUKU

Operating income moves into the black in Q3, following the previous quarter.

| (Billion yen) |  |  |  | FY2009 Q3 ct - Dec 2009 |
| :---: | :---: | :---: | :---: | :---: |
| Orders | 39.0 | 38.0 | 50.1 | 34.9 |
| Net sales | 32.4 | 41.5 | 37.7 | 32.8 |
| Operating income | -1.2 | 0.5 | 0.3 | -1.3 |
| Ordinary income | -1.3 | 0.5 | 0.03 | -1.4 |
| Net income | -1.6 | 0.4 | -0.1 | -1.0 |

## 1-3. Changes to Reporting Segments

In the current fiscal year, the four companies-Daifuku Co., Ltd., Contec Co., Ltd., Jervis B. Webb Company and Daifuku America Corporation-are positioned as the core companies and thus the reporting segments of the Daifuku corporate group.

| Former segment $\begin{gathered}\text { FY2009 sales } \\ \text { breakdown }\end{gathered}$ |  | Reporting segment after change | FY2009 sales breakdown (for reference) |
| :---: | :---: | :---: | :---: |
|  |  | Daifuku | 61\% |
| Logistics Systems | 89\% | Contec | 4\% |
| Electronics | 4\% | Jervis B. Webb | 10\% |
| Other | 7\% | Daifuku America | 6\% |
|  |  | Other | 19\% |


| Company | Overview |
| :--- | :--- |
| Daifuku Co., Ltd. | A core company, which manufactures and sells material <br> handling systems and equipment, car wash machines, and <br> other facilities |
| Contec Co., Ltd. | A subsidiary, which manufactures and sells industrial PCs, <br> interface boards, and other equipment worldwide |
| Jervis B. Webb <br> Company | A subsidiary, which conducts business activities in North <br> America. It also manufactures and sells its unique baggage <br> handling systems for airports |
| Daifuku America <br> Corporation | A subsidiary, which manufactures and sells material <br> handling systems and equipment in North America |
| Other | Other global affiliates |

## 1-4. FY2010 First 3Qs Results by Segment

## Subsidiaries return to profitability ahead of Daifuku.

| (Billion yen) | Note: Using the current reporing segmens for the same eriod din the previous fisaly year. |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Net <br> (FY10 First 3Qs) | sales <br> (FY09 First 3Qs) | Net in <br> (FY10 First 3Qs) | come <br> (FY09 First 3Qs) |
| Daifuku | 69.07 | 60.94 | -0.45 | -0.37 |
| Contec | 6.37 | 3.82 | 0.42 | -0.56 |
| Jervis B. Webb | 10.29 | 12.09 | 0.22 | -0.03 |
| Daifuku America | 6.04 | 6.67 | 0.33 | 0.31 |
| Other | 22.90 | 19.92 | 0.33 | -0.24 |
| Consolidated adjustment and other | -2.97 | 2.74 | -2.15 | -0.15 |
| Total | 111.72 | 106.18 | -1.29 | -1.04 |

Note: Daifuku America closed accounting in December. Its current business period thus refers to the first nine months (April - December).

## 2. Financial Situation (Consolidated)

Cash and cash equivalents at end of FY2010 First 3Qs
33.3 billion yen (down 0.4 billion yen year on year)

- Cash Flows from Operating Activities Cash inflow of 8.4 billion yen
- Cash Flows from Investing Activities Cash outflow of 1.8 billion yen

Cash Flows from Financing Activities Cash outflow of 3.6 billion yen

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


(Billion yen)
Outside Japan
97.5


FY08 First 3Qs Sales 183.6

FY09 First 3Qs Sales 106.1

FY10 First 3Qs Sales
111.7

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

## Sales increase rapidly in China and South Korea.



FY10 First 3Qs


FY09 First 3Qs
(Billion yen)

| Area | Country | FY10 First 3Qs |  | FY09 First 3Qs |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Sales | Ratio (\%) | Sales | Ratio (\%) |
| North America |  | 15.35 | 27.9 | 17.56 | 34.3 |
| Asia |  | 35.23 | 64.2 | 29.03 | 56.7 |
|  | China | 14.98 | 27.3 | 4.51 | 8.8 |
|  | South Korea | 10.55 | 19.2 | 6.67 | 13.0 |
|  | Taiwan | 6.85 | 12.5 | 14.10 | 27.5 |
|  | Other | 2.85 | 5.2 | 3.75 | 7.4 |
| Europe |  | 3.26 | 5.9 | 3.12 | 6.0 |
| Other |  | 1.06 | 2.0 | 1.57 | 3.0 |
| Total |  | 54.90 | 100.0 | 51.28 | 100.0 |

## 5. Trends in Service Business (consolidated Sales) DAIFUKU

Service business remains above target of 25\% of consolidated sales.

Aftermarket Sales I Net sales (\%)
(Billion yen)


FY08 First 3Qs FY09 First 3Qs FY10 First 3Qs

Sales
183.6

Sales
106.1

Sales
111.7

## 6. Orders and Net Sales by Industry (consoidated) <br> DAIFUKU

## Sales in electronics, commerce and retailing industries remain strong.

| Industry | Orders |  |  |  | Net Sales |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY10 First 3Qs |  | FY09 First 3Qs |  | FY10 First 3Qs |  | FY09 First 3Qs |  |
|  | Orders | Ratio (\%) | Orders | Ratio (\%) | Sales | Ratio (\%) | Sales | Ratio (\%) |
| Automobile and Auto Parts | 27.53 | 21.6\% | 15.09 | 17.4\% | 17.19 | 15.4\% | 16.67 | 15.7\% |
| Electronics | 38.00 | 29.9\% | 19.34 | 22.3\% | 35.91 | 32.1\% | 31.15 | 29.3\% |
| Commerce and Retailing | 18.72 | 14.7\% | 20.18 | 23.2\% | 23.65 | 21.2\% | 18.13 | 17.1\% |
| Transportation and Warehousing | 8.02 | 6.3\% | 4.52 | 5.2\% | 4.30 | 3.9\% | 7.11 | 6.7\% |
| Machinery | 3.26 | 2.6\% | 2.18 | 2.5\% | 2.71 | 2.4\% | 5.22 | 4.9\% |
| Chemicals and Phamaceuticals | 5.72 | 4.5\% | 5.64 | 6.5\% | 6.12 | 5.5\% | 4.40 | 4.1\% |
| Foods | 5.20 | 4.1\% | 5.30 | 6.1\% | 5.44 | 4.9\% | 4.37 | 4.1\% |
| Steel and Metal | 2.69 | 2.1\% | 1.99 | 2.3\% | 2.26 | 2.0\% | 2.03 | 1.9\% |
| Precision Machinery, Printing and Office Equipment | 1.83 | 1.4\% | 2.04 | 2.3\% | 1.77 | 1.6\% | 2.20 | 2.1\% |
| Airport | 8.81 | 6.9\% | 5.34 | 6.2\% | 6.36 | 5.7\% | 7.99 | 7.5\% |
| Other | 7.48 | 5.9\% | 5.20 | 6.0\% | 6.02 | 5.3\% | 6.92 | 6.6\% |
| Total | 127.26 | 100.0\% | 86.82 | 100.0\% | 111.73 | 100.0\% | 106.19 | 100.0\% |

## 7. FY2010 Estimates (Consolidated)

## DAIFUKU

| (Billion yen) | (Announced on May 14, 2010) | (Announced on February 8, 2011 | (FY2009) | (Year-on-year) |
| :---: | :---: | :---: | :---: | :---: |
| Orders | 175.0 | 180.0 | 133.2 | (35.1\%) |
| Net Sales | 170.0 | 160.0 | 154.2 | (3.8\%) |
| Operating income | 0.5 | 0.5 | 0.08 | (518.9\%) |
| Ordinary income | 0.1 | 0.1 | -0.1 | (0.2) |
| Net income | -0.4 | -0.4 | 1.0 | (-1.4) |
| Net income per share | -3.61 yen | -3.61 yen | 9.20 yen |  |

## 8. Trends in Quarterly Orders and Sales



## Looking over the

 quarterly trends, orders bottomed out in the first quarter of fiscal 2009 and have subsequently trended higher.An order backlog of 18.5 billion yen at the close of the term ended December 31, 2007 for Jervis B. Webb Company, a U.S. company that was wholly acquired by Daifuku at the end of 2007, is included in orders received in the first quarter of fiscal year 2008.


## 9. Trends in Order Backlogs

## DAIFUKU



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

