# DAIFUKU CO., LTD.

# **Consolidated Financial Results**

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

**February 8, 2011** 





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## 1-1. FY2010 First 3Qs Results (Consolidated)

### 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

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

(Billion yen)	FY2010 Q1 (Apr – Jun 2010)	FY2010 Q2 (Jul – Sep 2010)	FY2010 Q3 (Oct – Dec 2010)	FY2009 Q3 (Oct – 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

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

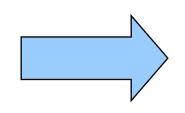
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# 1-3. Changes to Reporting Segments

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.

FY2009 sales breakdown

Logistics Systems89%Electronics4%Other7%



Reporting segment after change

FY2009 sales breakdown (for reference)

Daifuku	61%
Contec	4%
Jervis B. Webb	10%
Daifuku America	6%
Other	19%

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Company	Overview
Daifuku Co., Ltd.	A core company, which manufactures and sells material handling systems and equipment, car wash machines, and other facilities
Contec Co., Ltd.	A subsidiary, which manufactures and sells industrial PCs, interface boards, and other equipment worldwide
Jervis B. Webb Company	A subsidiary, which conducts business activities in North America. It also manufactures and sells its unique baggage handling systems for airports
Daifuku America Corporation	A subsidiary, which manufactures and sells material 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 reporting segments for the same period in the previous fiscal year.

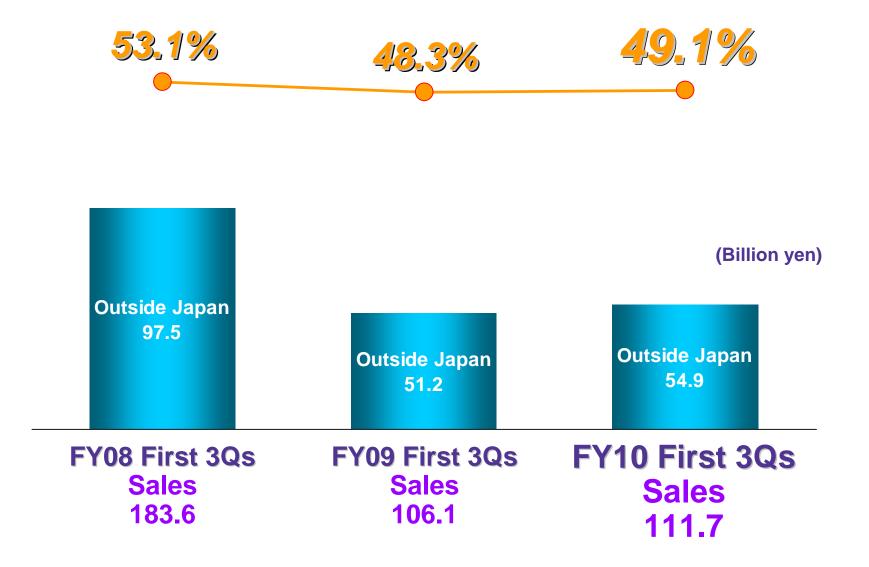
	Net sales		Net income		
	(FY10 First 3Qs)	(FY09 First 3Qs)	(FY10 First 3Qs)	(FY09 First 3Qs)	
Daifuku	69.07	60.94	-0.45	-0.37	
Contec	6.37	3.82	0.42	-0.56	
Jervis B. Webb	10.29	12.09	0.22	-0.03	
Daifuku America	6.04	6.67	0.33	0.31	
Other	22.90	19.92	0.33	-0.24	
Consolidated adjustment and other	-2.97	2.74	-2.15	-0.15	
Total (Consolidation and elimination)	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).

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

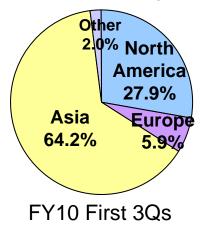


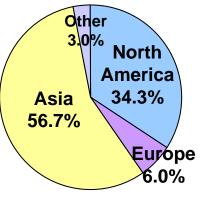


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# 4. Non-Japan Net Sales by Area (Consolidated)

### Sales increase rapidly in China and South Korea.



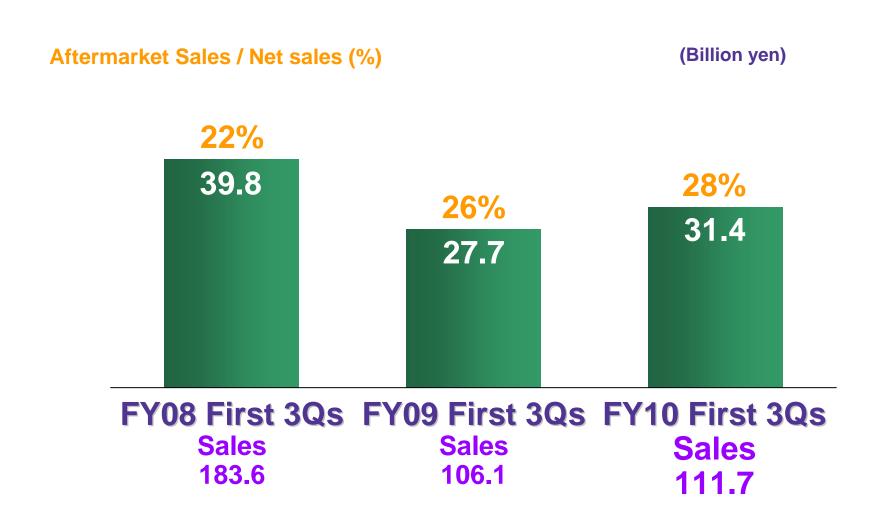


FY09 First 3Qs

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Area	Country	FY10 Fir	st 3Qs	FY09 First 3Qs	
		Sales	Ratio (%)	Sales	Ratio (%)
North Am	erica	15.35	27.9	17.56 34.	
		35.23	64.2	29.03	56.7
	China	14.98	27.3	4.51	8.8
Asia	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
1	otal	54.90	100.0	51.28 100	

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





Sales in electronics, commerce and retailing industries remain strong.

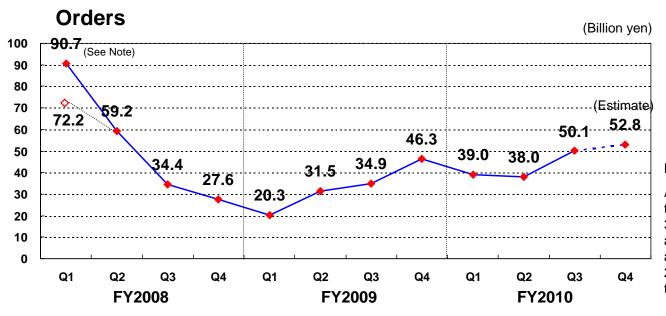
(Billion yen)

	Orders			Net Sales				
	FY10 First 3Qs		FY09 First 3Qs		FY10 First 3Qs		FY09 First 3Qs	
Industry	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%

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(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	

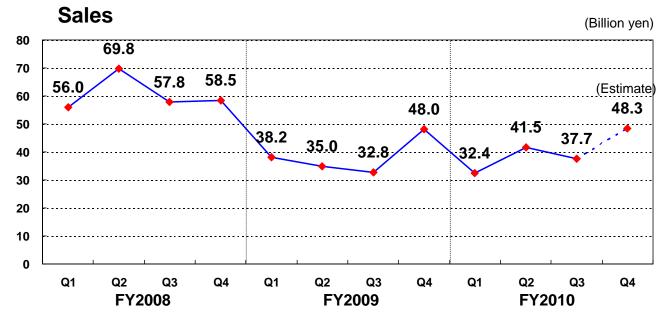
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Looking over the quarterly trends, orders bottomed out in the first quarter of fiscal 2009 and have subsequently trended higher.

### Note:

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.



Sales are up slightly from the previous year.







### **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.