

**DAIFUKU CO., LTD.**

---

---

# **Consolidated Financial Results**

---

---

**First Three Quarters of the Fiscal Year Ending March 31, 2013  
(April – December 2012)**

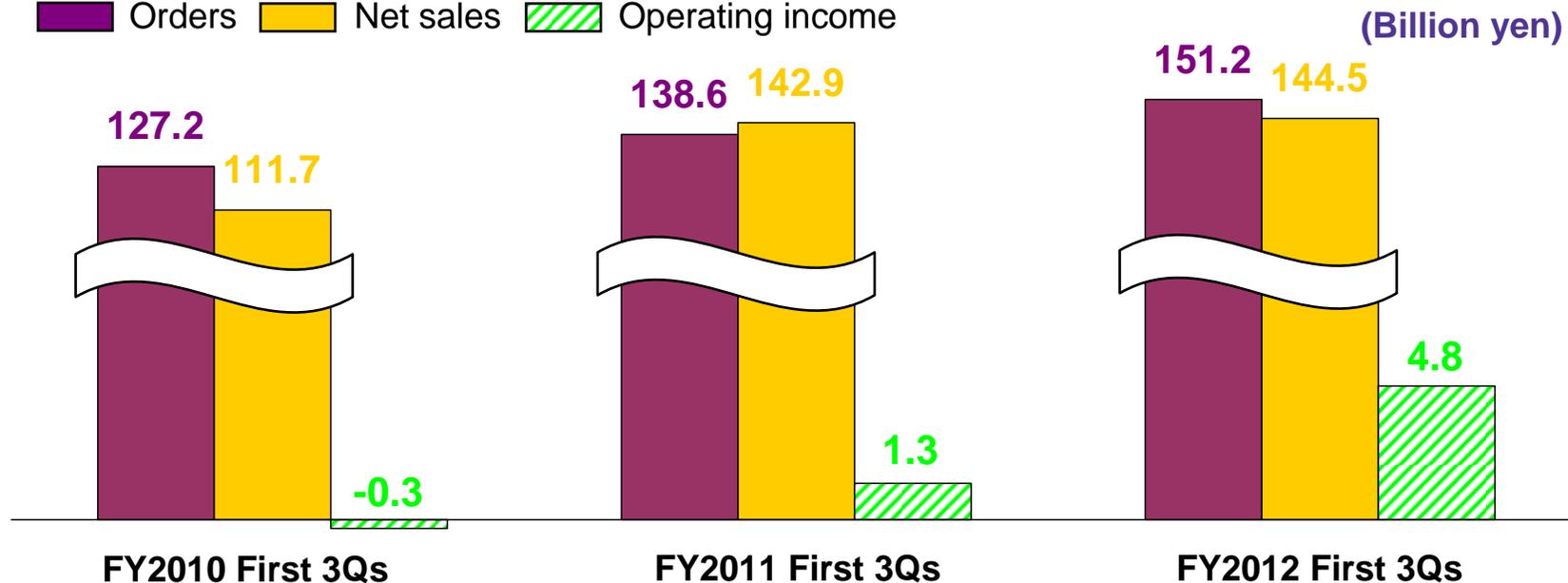
**February 12, 2013**

**DAIFUKU**  
Material Handling and Beyond

- **Daifuku Co., Ltd. continues to record rising profits.**
- **Service business sales are favorable.**
- **Currency and stock movements have a positive impact on profits.**

Trends in First 3Qs Results

■ Orders ■ Net sales ■ Operating income



# FY2012 First 3Qs Results (Consolidated)

**DAIFUKU**

2

(Billion yen)	(FY2012 First 3Qs)	(FY2011 First 3Qs)	(Year-on-year)
<b>Orders</b>	<b>151.28</b>	<b>138.66</b>	<b>9.1%</b>
<b>Net Sales</b>	<b>144.54</b>	<b>142.93</b>	<b>1.1%</b>
<b>Operating income</b>	<b>4.80</b>	<b>1.30</b>	<b>269.6%</b>
<b>Ordinary income</b>	<b>4.55</b>	<b>0.88</b>	<b>416.2%</b>
<b>Net income</b>	<b>2.64</b>	<b>-0.71</b>	<b>3.36</b>
<b>Comprehensive income</b>	<b>4.37</b>	<b>-2.46</b>	<b>6.84</b>
<b>Net income per share</b>	<b>23.88 yen</b>	<b>-6.47 yen</b>	

\* FY2011 First 3Qs orders included a backlog of about 6 billion yen for orders received by Logan Teleflex companies, which joined the Daifuku Group in April 1, 2011.

# FY2012 First 3Qs Results by Segment

**DAIFUKU**

3

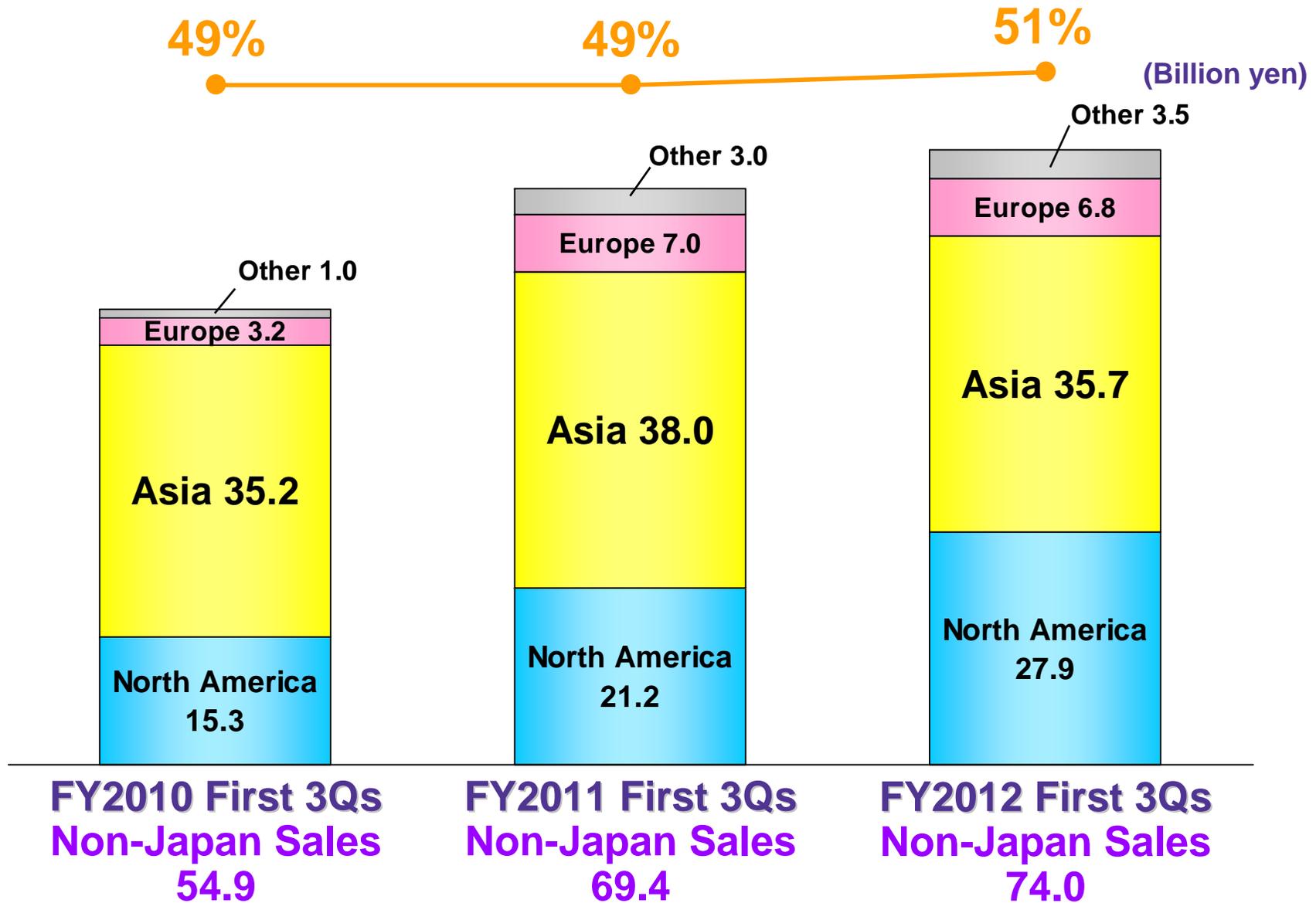
(Billion yen)

	Orders		Net sales		Net income	
	FY2012 First 3Qs	FY2011 First 3Qs	FY2012 First 3Qs	FY2011 First 3Qs	FY2012 First 3Qs	FY2011 First 3Qs
<b>Daifuku</b>	<b>81.29</b>	<b>81.40</b>	<b>78.31</b>	<b>82.70</b>	<b>1.85</b>	<b>-1.15</b>
<b>Contec</b>	<b>6.74</b>	<b>6.16</b>	<b>6.14</b>	<b>5.75</b>	<b>-0.07</b>	<b>-0.23</b>
Daifuku Webb Holding	<b>28.89</b>	<b>12.99</b>	<b>25.42</b>	<b>20.74</b>	<b>0.45</b>	<b>0.71</b>
<b>Other</b>	<b>34.35</b>	<b>38.09</b>	<b>33.36</b>	<b>33.59</b>	<b>1.32</b>	<b>1.52</b>
Consolidated adjustment and other	-	-	<b>1.29</b>	<b>0.14</b>	<b>-0.92</b>	<b>-1.56</b>
<b>Total</b>	<b>151.28</b>	<b>138.66</b>	<b>144.54</b>	<b>142.93</b>	<b>2.64</b>	<b>-0.71</b>

\* FY2011 First 3Qs segment orders include a backlog of about 6 billion yen for orders received by Logan Teleflex companies, which joined the Daifuku Group in April 1, 2011.

\* Among Daifuku's Japanese subsidiaries, one was transferred to the Contec Group and two were merged into Daifuku Co., Ltd. effective April 2012.

# Trends in Non-Japan Sales Ratio (Consolidated)



# Non-Japan Net Sales by Area (Consolidated)

**Sales increased significantly in North America and Mexico.**

(Billion yen)

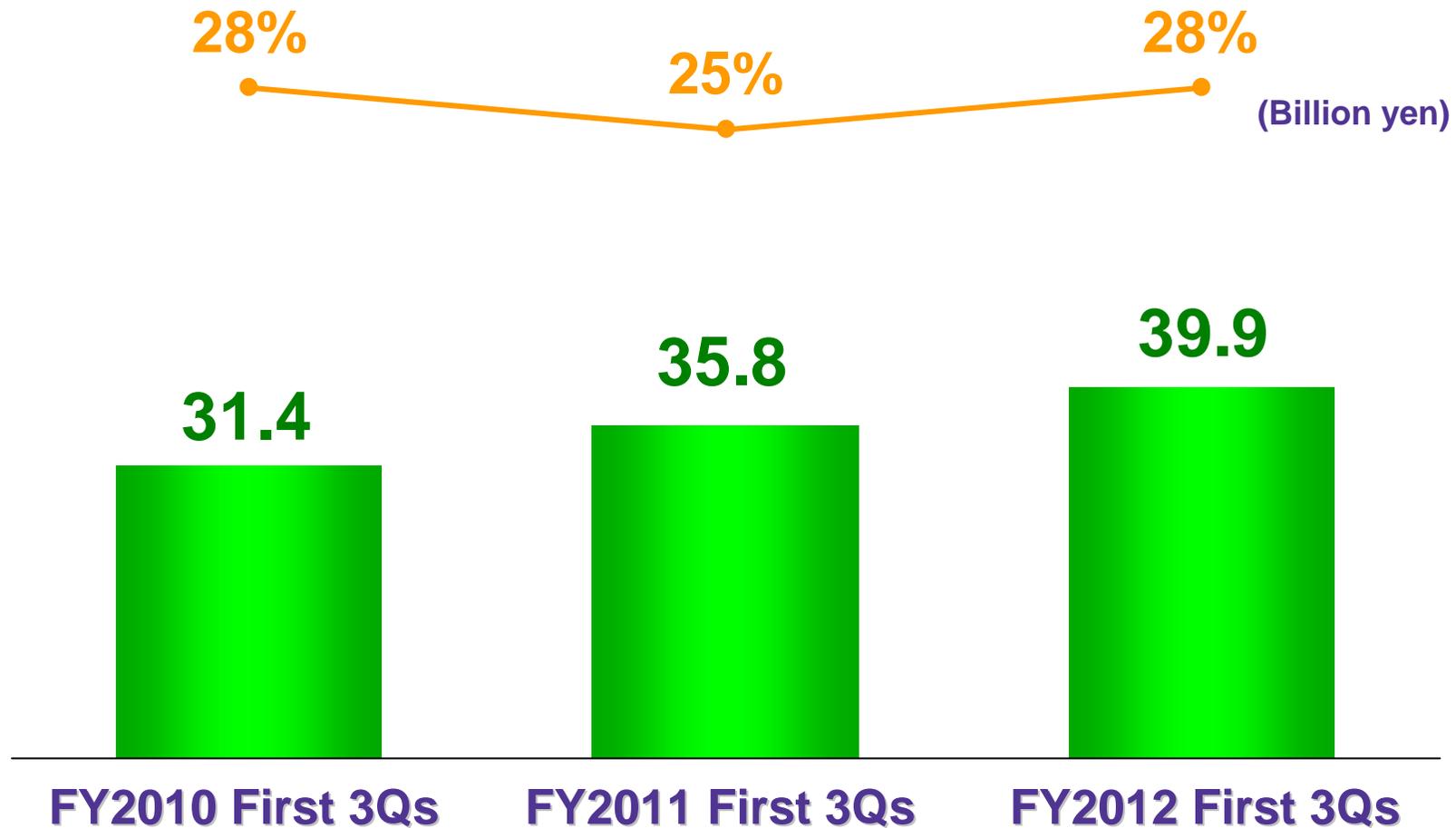
Area	FY2010 First 3Qs		FY2011 First 3Qs		FY2012 First 3Qs	
	Sales	Ratio (%)	Sales	Ratio (%)	Sales	Ratio (%)
North America	15.35	27.9	21.22	30.5	27.92	37.6
Asia	35.23	64.2	38.09	54.8	35.74	48.2
South Korea	10.55	19.2	11.00	15.8	11.61	15.6
Taiwan	6.85	12.5	10.39	15.0	10.71	14.5
China	14.98	27.3	10.70	15.4	5.86	7.9
Thailand	1.09	2.0	2.71	3.9	3.50	4.7
Other	1.76	3.2	3.29	4.7	4.06	5.5
Europe	3.26	5.9	7.09	10.4	6.83	9.4
Latin America	0.87	1.6	1.63	2.3	2.23 *	3.0
Other	0.19	0.4	1.41	2.0	1.36	1.8
<b>Total</b>	<b>54.90</b>	<b>100.0</b>	<b>69.44</b>	<b>100.0</b>	<b>74.08</b>	<b>100.0</b>

\* Includes 1.88 billion yen in sales in Mexico, compared to 0.17 billion yen for the same period last year.

# 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)

**DAIFUKU**

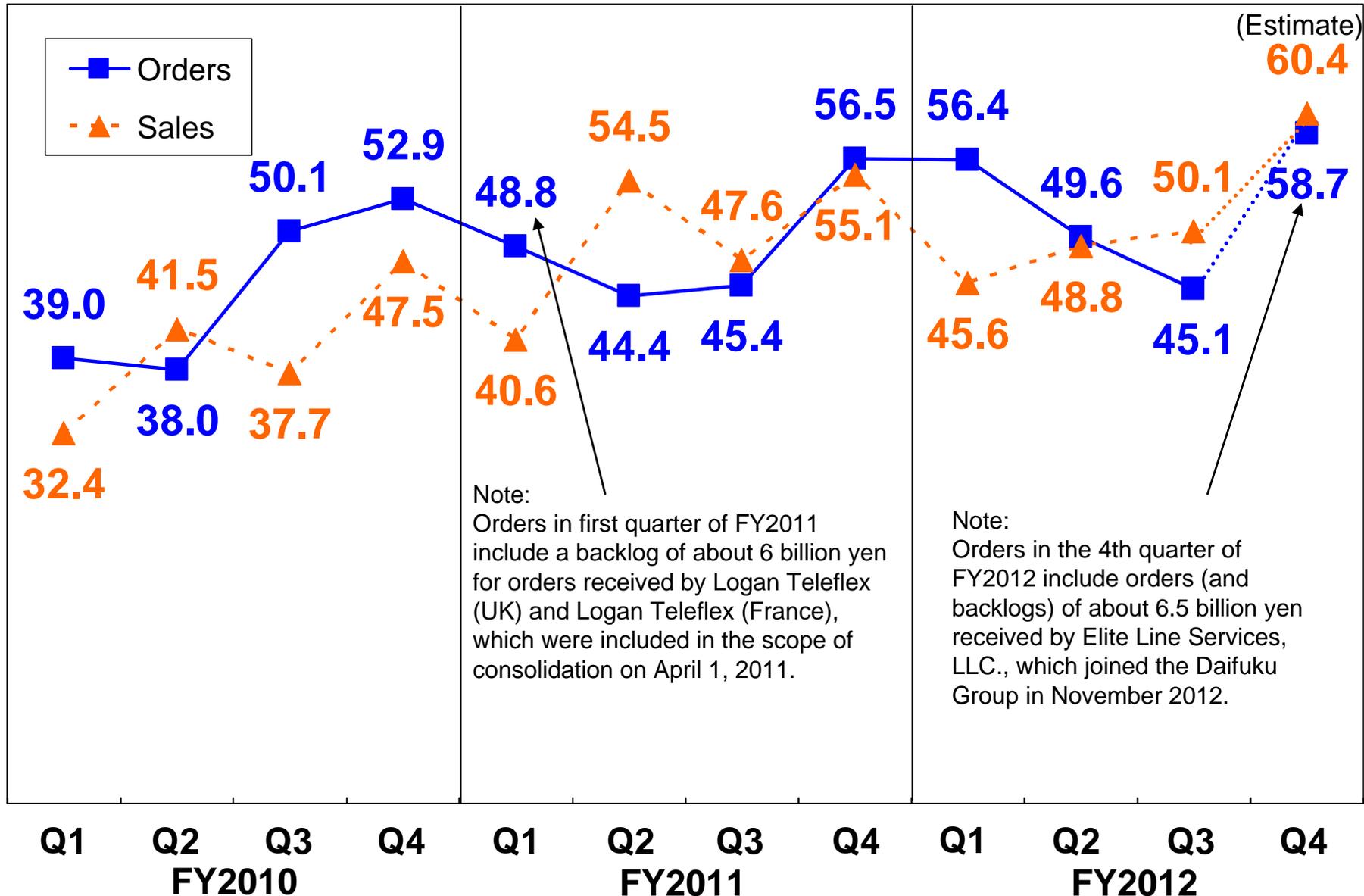
7

Orders and sales increased significantly in the automotive and auto parts sector. (Billion yen)

Industry	Orders				Net Sales			
	FY2011 First 3Qs		FY2012 First 3Qs		FY2011 First 3Qs		FY2012 First 3Qs	
	Orders	Ratio (%)	Orders	Ratio (%)	Sales	Ratio (%)	Sales	Ratio (%)
Automobile, Auto Parts	33.64	24.3%	40.98	27.1%	30.08	21.0%	36.40	25.2%
Electronics	34.57	24.9%	38.38	25.4%	44.78	31.3%	36.71	25.4%
Commerce, Retail	23.27	16.8%	23.28	15.4%	22.72	15.9%	27.33	18.9%
Transportation, Warehousing	5.87	4.2%	4.36	2.9%	6.72	4.7%	5.19	3.6%
Machinery	4.29	3.1%	4.97	3.3%	4.36	3.1%	4.31	3.0%
Chemicals, Pharmaceuticals	8.08	5.8%	5.98	4.0%	7.73	5.4%	6.59	4.6%
Food	4.10	3.0%	6.00	4.0%	3.89	2.7%	4.11	2.8%
Iron, Steel, Nonferrous Metals	2.62	1.9%	2.87	1.9%	2.78	1.9%	2.06	1.4%
Precision Machinery, Printing, Office Equipment	2.58	1.9%	2.38	1.6%	1.96	1.4%	1.82	1.3%
Airport	10.05	7.2%	7.54	5.0%	8.86	6.2%	9.71	6.7%
Other	9.60	6.9%	14.54	9.4%	9.06	6.4%	10.32	7.1%
<b>Total</b>	<b>138.67</b>	<b>100.0%</b>	<b>151.28</b>	<b>100.0%</b>	<b>142.94</b>	<b>100.0%</b>	<b>144.55</b>	<b>100.0%</b>

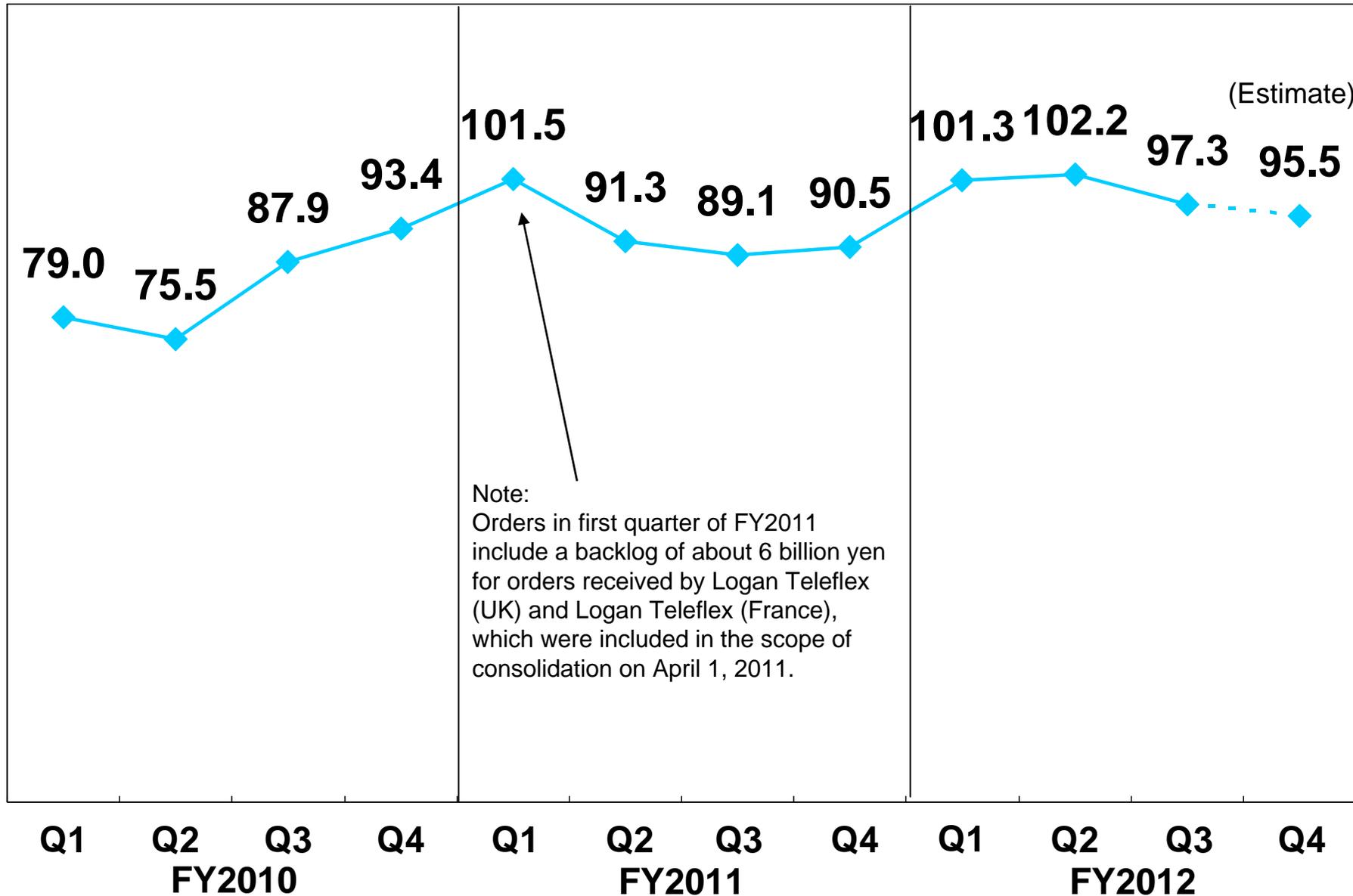
# Trends in Quarterly Orders and Sales

(Billion yen)



# Trends in Order Backlogs

(Billion yen)



# FY2012 Forecasts (Consolidated)

**DAIFUKU**

10

(Billion yen)	(Announced on May 14, 2012)	(Announced on Feb 12, 2013)	(FY2011)	(Year-on-year)
<b>Orders</b>	<b>210.0</b>	<b>210.0</b>	<b>195.2</b>	<b>(7.6%)</b>
<b>Net Sales</b>	<b>205.0</b>	<b>205.0</b>	<b>198.0</b>	<b>(3.5%)</b>
<b>Operating income</b>	<b>6.0</b>	<b><u>6.3</u></b>	<b>4.2</b>	<b>(49.4%)</b>
<b>Ordinary income</b>	<b>5.5</b>	<b><u>5.7</u></b>	<b>4.0</b>	<b>(41.7%)</b>
<b>Net income</b>	<b>3.0</b>	<b>3.0</b>	<b>1.2</b>	<b>(145.3%)</b>

## ■ A new Chinese affiliate established for cleanroom-focused systems

Daifuku has built a new production facility to bolster its local production capabilities and accommodate the projected increase in the construction of flat-panel display and semiconductor factories in China. The affiliate will also establish a system that encompasses everything from sales to production and after-sales service.



**Daifuku (Suzhou) Cleanroom  
Automation Co., Ltd.**

## ■ A new affiliate established for automobile factories in Mexico

Daifuku Mexico began operations in January 2013 to keep pace with the recent brisk construction of new plants, in addition to projects to increase production capacities at existing plants of mostly Japanese automakers.



★ Daifuku de México S.A. de C.V.,  
Querétaro, México

● Automobile factory

## ■ Daifuku Korea enhances its operations

Daifuku Korea headquarters' new building houses the administration, sales, and engineering divisions of two different factories. The production divisions were also integrated under one roof. The car-wash division moved to the recently acquired Hallim Machinery Co., Ltd. The new office also serves as an R&D center, with the goal of attracting talented young engineers and university graduates.



**Daifuku Korea Co., Ltd. produces and sells mainly automobile production line systems**

## ■ Shiga Pref.'s largest mega-solar power plant planned

The plant will have a capacity of 4,400 kilowatts with an annual electrical output of 4.3 million kilowatt hours, equivalent to the yearly consumption of about 750 households. The construction will be completed within the Shiga Works in the fall of 2013. Daifuku plans to sell all the generated electricity.



**Proposed area (marked red) for the mega-solar power plant**

## **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.