

**DAIFUKU CO., LTD.**

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# **Consolidated Financial Results**

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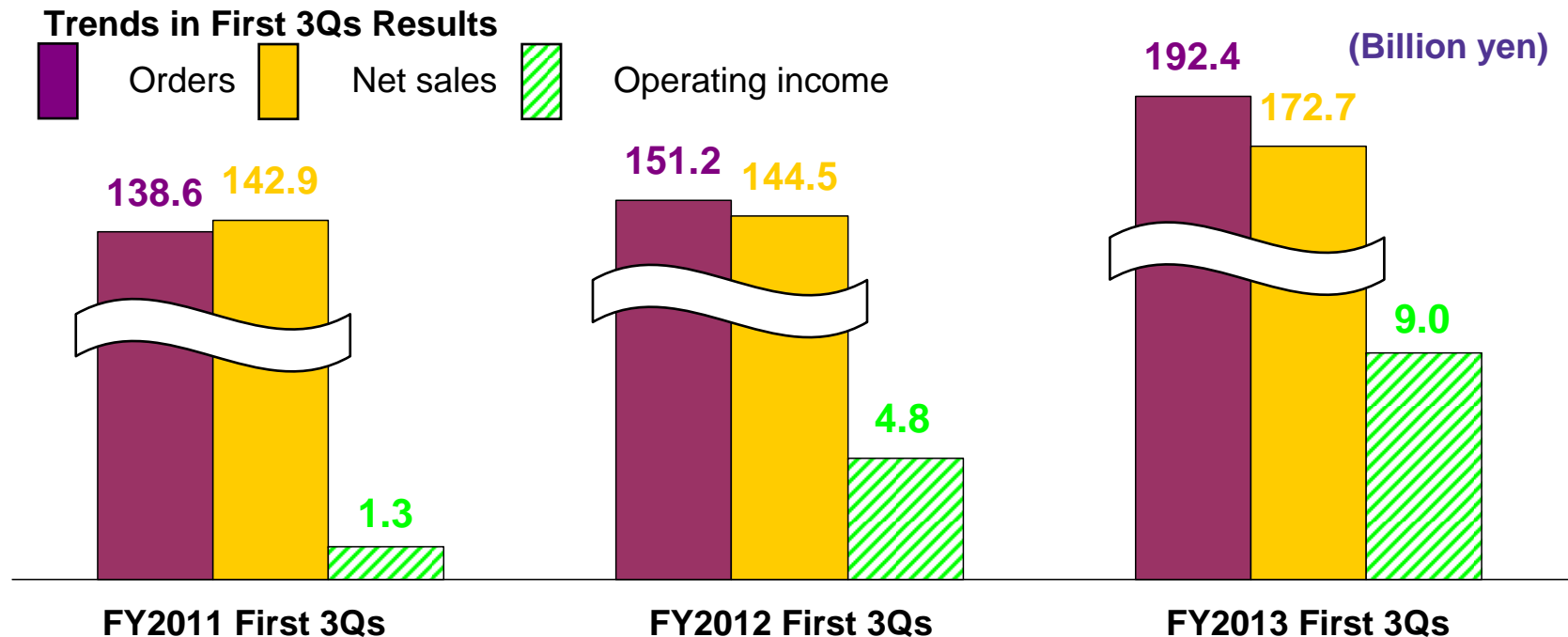
**First Three Quarters of the Fiscal Year Ending March 31, 2014  
(April – December 2013)**

**February 12, 2014**

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- Orders increased due to rising demand in North America, China and other Asian regions.
- Sales remained firm, underpinned by extensive orders.
- Daifuku's significant efforts in cost cutting and the improved results of Contec and non-Japanese subsidiaries benefited profitability.



# FY2013 First 3Qs Results (Consolidated)

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(Billion yen)	(FY2013 First 3Qs)	(FY2012 First 3Qs)	(Year-on-year)
<b>Orders</b>	<b>192.43</b>	<b>151.28</b>	<b>27.2%</b>
<b>Net Sales</b>	<b>172.79</b>	<b>144.54</b>	<b>19.5%</b>
<b>Operating income</b>	<b>9.09</b>	<b>4.80</b>	<b>89.3%</b>
<b>Ordinary income</b>	<b>9.65</b>	<b>4.55</b>	<b>112.2%</b>
<b>Net income</b>	<b>5.90</b>	<b>2.64</b>	<b>123.4%</b>
<b>Comprehensive income</b>	<b>12.97</b>	<b>4.37</b>	<b>196.4%</b>
<b>Net income per share</b>	<b>53.35 yen</b>	<b>23.88 yen</b>	

# FY2013 First 3Qs Results by Segment

(Billion yen)

	Orders		Net sales		Net income	
	FY2013 First 3Qs	FY2012 First 3Qs	FY2013 First 3Qs	FY2012 First 3Qs	FY2013 First 3Qs	FY2012 First 3Qs
<b>Daifuku</b>	<b>84.11</b>	81.29	<b>79.25</b>	78.31	<b>3.60</b>	1.85
<b>Contec</b>	<b>11.34</b>	6.74	<b>9.48</b>	6.14	<b>0.35</b>	-0.07
Daifuku Webb Holding	<b>41.88</b>	28.89	<b>33.54</b>	25.42	<b>1.07</b>	0.45
<b>Other</b>	<b>55.10</b>	34.35	<b>46.92</b>	33.36	<b>2.31</b>	1.32
Consolidated adjustment and other	-	-	<b>3.58</b>	1.29	<b>-1.44</b>	-0.92
<b>Total</b>	<b>192.43</b>	151.28	<b>172.79</b>	144.54	<b>5.90</b>	2.64

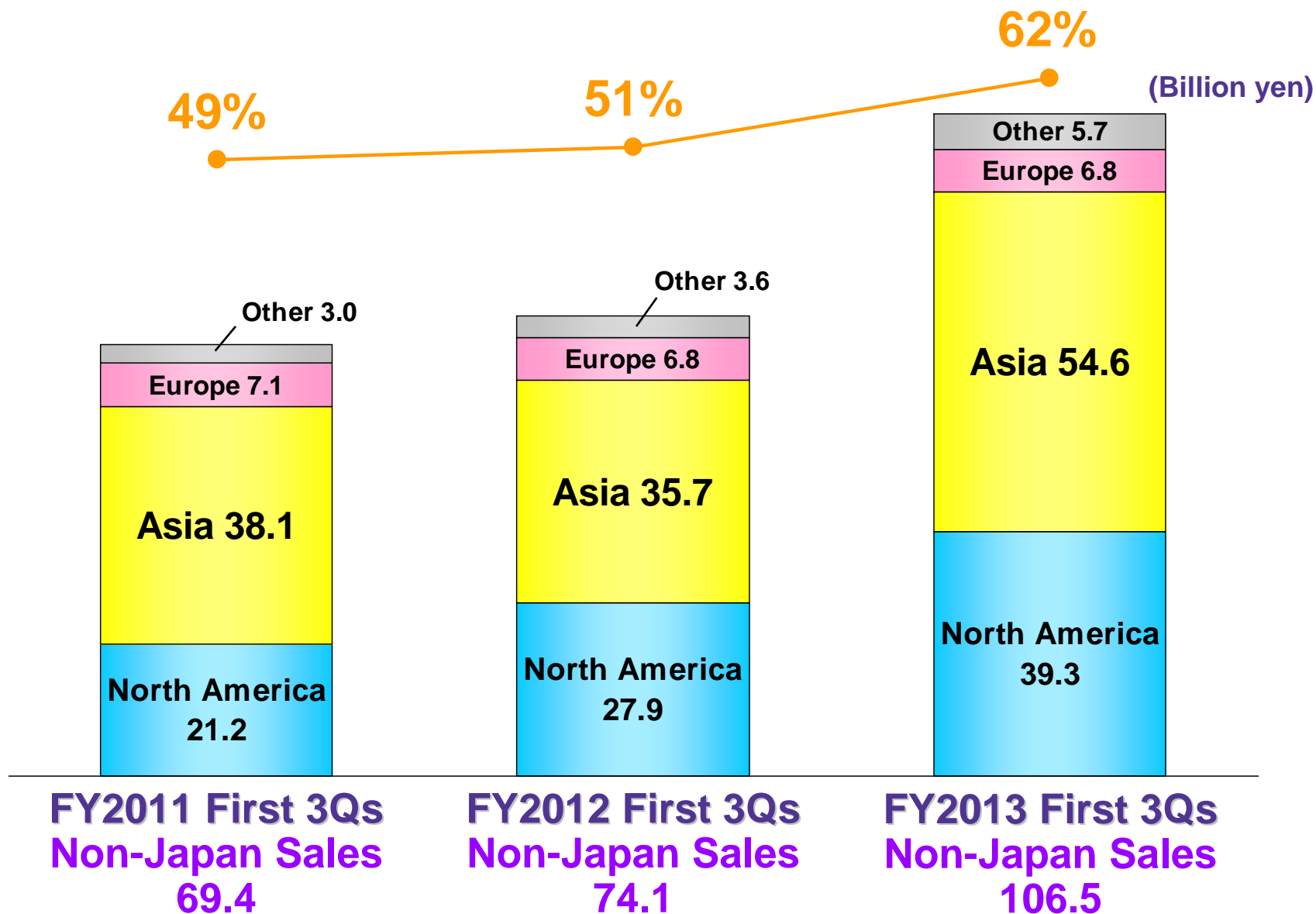
# Orders and Net Sales by Industry (Consolidated)

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(Billion yen)

Industry	Orders				Net Sales			
	FY2012 First 3Qs		FY2013 First 3Qs		FY2012 First 3Qs		FY2013 First 3Qs	
	Orders	Ratio (%)	Orders	Ratio (%)	Sales	Ratio (%)	Sales	Ratio (%)
Automobile, Auto Parts	40.98	27.1%	44.71	23.2%	36.40	25.2%	43.23	25.0%
Electronics	38.38	25.4%	46.17	24.0%	36.71	25.4%	44.05	25.5%
Commerce, Retail	23.28	15.4%	38.84	20.2%	27.33	18.9%	31.96	18.5%
Transportation, Warehousing	4.36	2.9%	8.69	4.5%	5.19	3.6%	4.84	2.8%
Machinery	4.97	3.3%	5.44	2.8%	4.31	3.0%	4.31	2.5%
Chemicals, Pharmaceuticals	5.98	4.0%	9.01	4.7%	6.59	4.6%	7.94	4.6%
Food	6.00	4.0%	8.06	4.2%	4.11	2.8%	4.88	2.8%
Iron, Steel, Nonferrous Metals	2.87	1.9%	2.91	1.5%	2.06	1.4%	2.62	1.5%
Precision Machinery, Printing, Office Equipment	2.38	1.6%	2.80	1.5%	1.82	1.3%	2.54	1.5%
Airport	7.54	5.0%	16.71	8.7%	9.71	6.7%	14.70	8.5%
Other	14.54	9.4%	9.10	4.7%	10.32	7.1%	11.72	6.8%
<b>Total</b>	<b>151.28</b>	<b>100.0%</b>	<b>192.44</b>	<b>100.0%</b>	<b>144.55</b>	<b>100.0%</b>	<b>172.79</b>	<b>100.0%</b>

# Trends in Non-Japan Sales Ratio (Consolidated)



# Non-Japan Net Sales by Area (Consolidated)

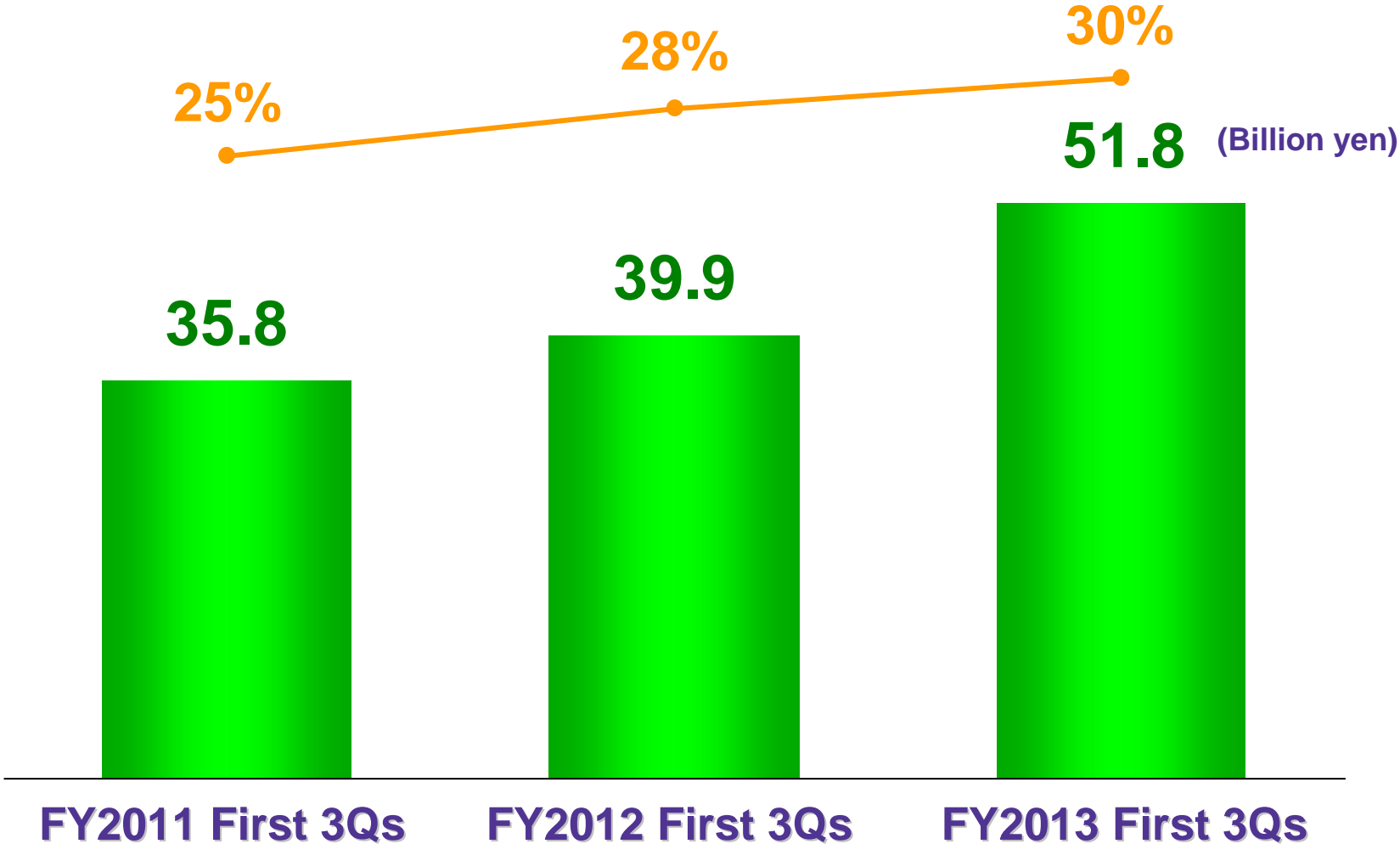
(Billion yen)

Area	FY2011 First 3Qs		FY2012 First 3Qs		FY2013 First 3Qs	
	Sales	Ratio (%)	Sales	Ratio (%)	Sales	Ratio (%)
North America	21.22	30.5	27.92	37.6	39.29	36.9
Asia	38.09	54.8	35.74	48.2	54.61	51.3
China	10.70	15.4	5.86	7.9	20.75	19.5
South Korea	11.00	15.8	11.61	15.6	15.84	14.9
Taiwan	10.39	15.0	10.71	14.5	6.20	5.8
Thailand	2.71	3.9	3.50	4.7	5.59	5.2
Other	3.29	4.7	4.06	5.5	6.23	5.9
Europe	7.09	10.4	6.83	9.4	6.83	6.5
Latin America	1.63	2.3	2.23	3.0	4.35	4.1
Other	1.41	2.0	1.36	1.8	1.39	1.2
<b>Total</b>	<b>69.44</b>	<b>100.0</b>	<b>74.08</b>	<b>100.0</b>	<b>106.47</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

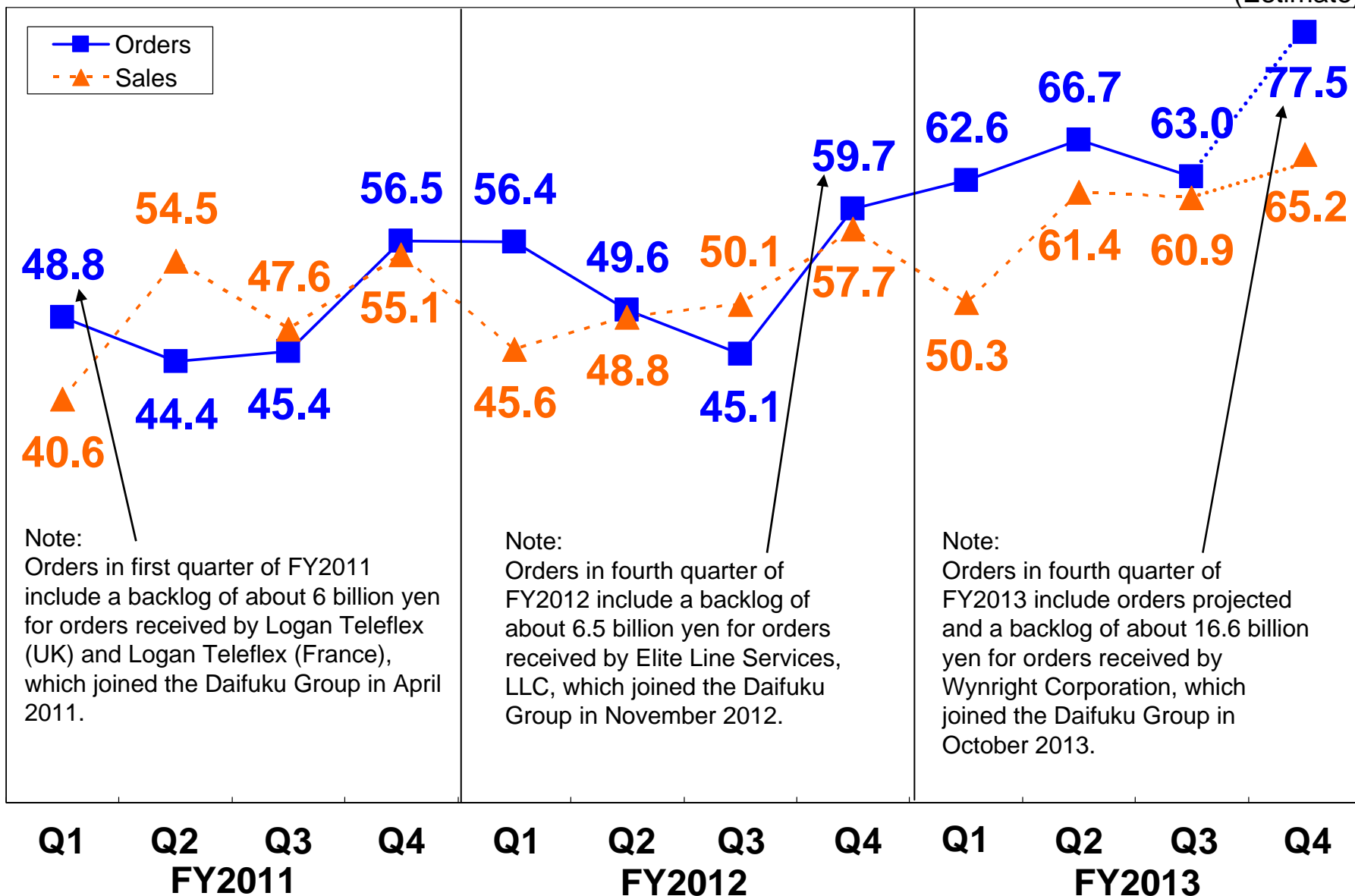
Aftermarket Sales / Net sales (%)





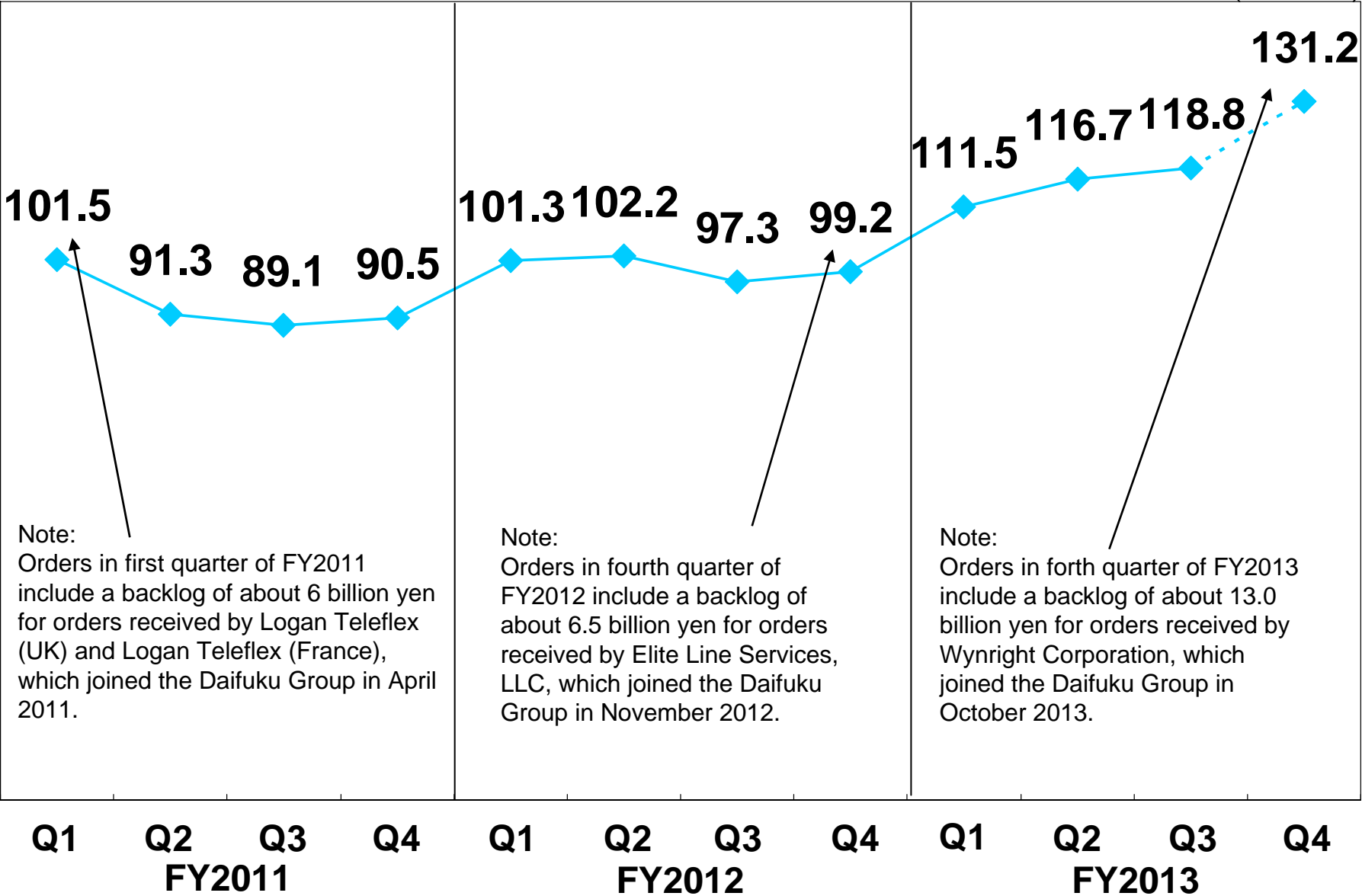
# Trends in Quarterly Orders and Sales

(Billion yen)  
(Estimate)



# Trends in Order Backlogs

(Billion yen)  
(Estimate)



# FY2013 Forecasts (Consolidated)

(Billion yen)	(Revised on February 12, 2014)	(FY2012)	(Year-on-year)	(Announced on November 12, 2013)
<b>Orders</b>	<b>270.0</b>	<b>210.9</b>	<b>28.0%</b>	<b>260.0</b>
<b>Net Sales</b>	<b>238.0</b>	<b>202.3</b>	<b>17.6%</b>	<b>230.0</b>
<b>Operating income</b>	<b>11.5</b>	<b>8.0</b>	<b>43.6%</b>	<b>10.0</b>
<b>Ordinary income</b>	<b>12.0</b>	<b>7.9</b>	<b>50.0%</b>	<b>9.8</b>
<b>Net income</b>	<b>6.5</b>	<b>4.4</b>	<b>46.4%</b>	<b>5.7</b>

- **Changes in a share trading unit**  
from 500 to 100 shares as one trading unit, effective April 1, 2014
- **Daifuku Korea expands its factory by 150%**  
to meet demand from the automotive sector in South Korea and overseas.



Daifuku Korea Co., Ltd. (circled)

# DAIFUKU

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## **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, 4) the impact of natural disasters and intentional threats, war, acts of terrorism, strikes, plagues. Moreover, there are other factors that may adversely affect the Company's performance.