## DAIFUKU

## Consolidated Financial Results

First Three Quarters of the Fiscal Year Ending March 31, 2015
(April 1, 2014 - December 31, 2014)


February 10, 2015

Fiscal 2014 First 3Qs Highlights

## $\square$ Sales increased in North America

$\square$ Income benefits resulting from the Company's stable cost-cutting efforts

Trends in First 3Qs Results
■ Orders ■ Sales $\quad$ Operating income
(Billion yen)


|  | FY2013 First 3Qs | FY2014 First 3Qs | Year-on- year |
| :--- | ---: | ---: | ---: |
| Orders | 192.43 | $\mathbf{2 1 2 . 3 3}$ | $10.3 \%$ |
| Net Sales | 172.79 | $\mathbf{1 8 6 . 3 0}$ | $7.8 \%$ |
| Operating income | 9.09 | $\mathbf{9 . 1 7}$ | $0.8 \%$ |
| Ordinary income | 9.65 | $\mathbf{1 0 . 0 1}$ | $3.7 \%$ |
| Net income | 5.90 | $\mathbf{6 . 5 7}$ | $11.4 \%$ |
| Comprehensive <br> income | 12.97 | $\mathbf{9 . 9 0}$ | $-23.7 \%$ |
| Net income per <br> share (yen) | 53.35 | $\mathbf{5 9 . 3 6}$ |  |


|  | Orders |  | Net sales |  | Net income |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2013 | FY2014 First 30 s |  | FY2014 First 30 s | $\underset{\substack{\text { FY2013 } \\ \text { First } \\ \hline \\ \hline \\ \hline \\ \hline}}{ }$ | FY2014 First 30 s |
| Daifuku | 84.11 | 93.33 | 79.25 | 77.34 | 3.60 | 4.05 |
| Contec | 11.34 | 11.74 | 9.48 | 10.70 | 0.35 | 0.64 |
| Daifuku Webb | 41.88 | 58.89 | 33.54 | 58.10 | 1.07 | 1.20 |
| Other | 55.10 | 48.36 | 46.92 | 43.50 | 2.31 | 2.66 |
| $\begin{aligned} & \text { Consolidated } \\ & \text { adjustment } \\ & \text { and other } \end{aligned}$ |  |  | 3.58 | -3.36 | -1.44 | -1.99 |
| Total | 192.43 | 212.33 | 172.79 | 186.30 | 5.90 | 6.57 |

## Consolidated Balance Sheets

|  | FY2013 First 3Qs | FY2013 | FY2014 <br> First 3Qs |
| :---: | :---: | :---: | :---: |
| Current assets | 164.77 | 170.78 | 172.01 |
| Cash on hand and in banks | 52.27 | 52.13 | 49.34 |
| Notes and accounts receivable | 82.45 | 89.55 | 82.13 |
| Inventories | 20.57 | 20.38 | 29.05 |
| Other | 9.47 | 8.71 | 11.48 |
| Non-current assets | 70.53 | 78.74 | 82.86 |
| Property, plant and equipment | 33.03 | 34.07 | 34.06 |
| Intangible assets | 9.77 | 14.85 | 18.51 |
| Goodwill | 6.77 | 10.13 | 12.83 |
| Other | 3.00 | 4.71 | 5.67 |
| Investments and other assets | 27.72 | 29.81 | 30.28 |
| Total assets | 235.31 | 249.53 | 254.87 |


|  | FY2013 First 3Qs | FY2013 | FY2014 First 3Qs |
| :---: | :---: | :---: | :---: |
| Current liabilities | 93.71 | 83.71 | 82.37 |
| Notes and accounts payable | 37.35 | 46.88 | 41.09 |
| Short-term borrowings and bonds | 32.97 | 7.01 | 8.11 |
| Other | 23.38 | 29.81 | 33.16 |
| Non-current liabilities | 44.79 | 66.12 | 64.71 |
| Long-term <br> borrowings and <br> bonds | 34.64 | 51.12 | 51.69 |
| Other | 10.14 | 15.00 | 13.02 |
| Total Liabilities | 138.50 | 149.84 | 147.09 |
| Shareholders' equity | 88.78 | 90.65 | 95.19 |
| Accumulated other comprehensive income | 5.76 | 6.18 | 9.20 |
| Minority interests | 2.26 | 2.84 | 3.37 |
| Total net assets | 96.81 | 99.69 | 107.78 |
| Total liabilities and net assets | 235.31 | 249.53 | 254.87 |

(Billion yen)

| Industry | Orders |  |  |  | Sales |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2013 First 3Qs |  | FY2014 First 3Qs |  | FY2013 First 3Qs |  | FY2014 First 3Qs |  |
|  | Orders | Ratio (\%) | Orders | Ratio (\%) | Sales | Ratio (\%) | Sales | Ratio (\%) |
| Automobile, auto parts | 44.71 | 23.2\% | 47.43 | 22.3\% | 43.23 | 25.0\% | 42.83 | 23.0\% |
| Electronics | 46.17 | 24.0\% | 55.46 | 26.1\% | 44.05 | 25.5\% | 46.95 | 25.3\% |
| Commerce, retail | 38.84 | 20.2\% | 42.54 | 20.0\% | 31.96 | 18.5\% | 38.51 | 20.7\% |
| Transportation, warehousing | 8.69 | 4.5\% | 8.51 | 4.0\% | 4.84 | 2.8\% | 8.62 | 4.6\% |
| Machinery | 5.44 | 2.8\% | 7.17 | 3.4\% | 4.31 | 2.5\% | 4.31 | 2.3\% |
| Chemicals, pharmaceuticals | 9.01 | 4.7\% | 13.05 | 6.1\% | 7.94 | 4.6\% | 8.47 | 4.5\% |
| Food | 8.06 | 4.2\% | 5.88 | 2.8\% | 4.88 | 2.8\% | 6.40 | 3.4\% |
| Iron, steel, nonferrous metals | 2.91 | 1.5\% | 3.74 | 1.8\% | 2.62 | 1.5\% | 3.19 | 1.7\% |
| Precision machinery, printing, office equipment | 2.80 | 1.5\% | 2.62 | 1.2\% | 2.54 | 1.5\% | 2.64 | 1.4\% |
| Airport | 16.71 | 8.7\% | 17.10 | 8.1\% | 14.70 | 8.5\% | 13.95 | 7.5\% |
| Other | 9.10 | 4.7\% | 8.83 | 4.2\% | 11.72 | 6.8\% | 10.43 | 5.6\% |
| Total | 192.44 | 100.0\% | 212.33 | 100.0\% | 172.79 | 100.0\% | 186.30 | 100.0\% |

## Non-Japan Sales (Consolidated)

## DAIFUKU

## \%: Ratio to net sales <br> $62 \% \quad 65 \% \quad$ (Billion yen)



FY2012 First 3Qs
Total

FY2013 First 3Qs
106.5

FY2014 First 3Qs
121.6

| Area | FY2012 First 3Qs |  | FY2013 First 3Qs |  | FY2014 First 3Qs |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sales | Ratio (\%) | Sales | Ratio (\%) | Sales | Ratio (\%) |
| North America | 27.92 | 37.6 | 39.29 | 36.9 | 53.58 | 44.0 |
| Asia | 35.74 | 48.2 | 54.61 | 51.3 | 51.60 | 42.5 |
| China | 5.86 | 7.9 | 20.75 | 19.5 | 20.92 | 17.2 |
| South Korea | 11.61 | 15.6 | 15.84 | 14.9 | 18.22 | 15.0 |
| Thailand | 3.50 | 4.7 | 5.59 | 5.2 | 3.84 | 3.2 |
| Taiwan | 10.71 | 14.5 | 6.20 | 5.8 | 3.79 | 3.1 |
| Other | 4.06 | 5.5 | 6.23 | 5.9 | 4.83 | 4.0 |
| Europe | 6.83 | 9.4 | 6.83 | 6.5 | 12.04 | 9.9 |
| Latin America | 2.23 | 3.0 | 4.35 | 4.1 | 2.60 | 2.1 |
| Other | 1.36 | 1.8 | 1.39 | 1.2 | 1.74 | 1.5 |
| Total | 74.08 | 100.0 | 106.47 | 100.0 | 121.56 | 100.0 |

Note: Sales in the service business include maintenance, retrofitting, and remodeling work for products and systems Daifuku delivered.
\%: Ratio to net sales


FY2012 First 3Qs
FY2013 First 3Qs
FY2014 First 3Qs

## Trends in Quarterly Orders and Sales

| $\begin{aligned} & \rightarrow \text { Orders } \\ & \pm \text { Sales } \end{aligned}$ |  |  |
| :---: | :---: | :---: |
|  |  <br> Orders include orders and a backlog of about 15.9 billion yen for orders received by Wynright. | $\xrightarrow[65.36]{62.3}$ <br> Note: <br> Orders include a backlog of about 10.0 billion yen for orders received by BCS Group. received by BCS Group. |
| Q2 Q3 | Q1 Q2 Q3 | Q1 Q2 Q3 |


|  |  | 5.6 $156.3^{160}$ <br> Note: <br> Orders include a back 10.0 billion yen for ord received by BCS Grou received by BCS Grou |
| :---: | :---: | :---: |
| $\begin{array}{llll} \text { Q1 } & \text { Q2 } & \text { Q3 } & \text { Q4 } \\ & \text { FY2012 } \end{array}$ | Q1 $\quad$ Q2 $\quad$ Q3 $\quad$ Q4 FY2013 | $\begin{array}{lll} 1 & \text { Q2 } & \text { Q3 } \\ & \text { FY2014 } \end{array}$ |


|  | Revised on <br> February 10, 2015 | FY2013 | Year-on-year | Announced on <br> November 11, 2014 |
| :--- | ---: | ---: | ---: | ---: |
| Orders | $\mathbf{3 0 0 . 0}$ | 276.83 | $8.4 \%$ | 290.0 |
| Net Sales | 270.0 | 241.81 | $11.7 \%$ | 270.0 |
| Operating income | 14.5 | 12.55 | $15.5 \%$ | 14.0 |
| Ordinary income | 15.3 | 13.19 | $16.0 \%$ | 14.3 |
| Net income | $\mathbf{9 . 2}$ | 7.74 | $18.9 \%$ | 8.8 |

Note: Full-year orders were revised from the forecast announced on November 11, 2014. Full-year income was revised from the forecast announced on May 14, 2014. Full-year sales remain unchanged.

## ■ New product SPDR released for automobile

 parts logisticsThe SPDR, pronounced "Spider," automates the storage, retrieval, and sorting of automobile parts, tasks that have traditionally been done manually.


The SPDR sorts various sizes of cases/containers stacked in a flat area.

Seven more products were added to the lineup of certified Daifuku Eco-Products, the in-house program for rating and certifying the energy and environmental designs of our own products. We now have 21 certified products.


Vehicle-type mini load AS/RS, Shuttle Rack-M

# DAIFUKu <br> 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.

