

FY March 2014 Financial Results Announcement Main Q&A

1. What is the logic behind shareholder returns (a year-end dividend of ¥2) for FY March 2015?

A. We have decided it based on this fiscal year's financial projection, business environment and financial situation. This is the 3rd year since we have turned around profitability in FY March 2013, but we need some more time to establish a financial strength which can cope with sharp changes in business environment including exchange rate fluctuations.

We continue our efforts for stable shareholder returns and its future steady increase, while taking the balance with retained earnings and other financial situation into consideration.

2. What are reasons for the revision of sales volume projection for FY March 2016 to 1.52 million units?

A. Reflecting demand trend of each country, we revised sales volume forecast mainly in emerging countries. There is no change in volume forecast for Japan, North America and Europe.

3. When do you expect to achieve global sales volume of 1.7 million units?

A. We revised our global sales volume forecast for FY March 2016 to 1.52 million units, but 1.7 million-unit is the target we should achieve at some future date. We aim at volume growth while enhancing and continuing sales at right price.

4. Are there any changes to overseas production ratio target of 50% in FY March 2016 in line with the revision of volume forecast for FY March 2016?

A. We maintain 850,000-unit domestic production, and increase production at overseas plants for future volume growth.

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