



# Financial Information Details

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#### **Cautionary Statement**

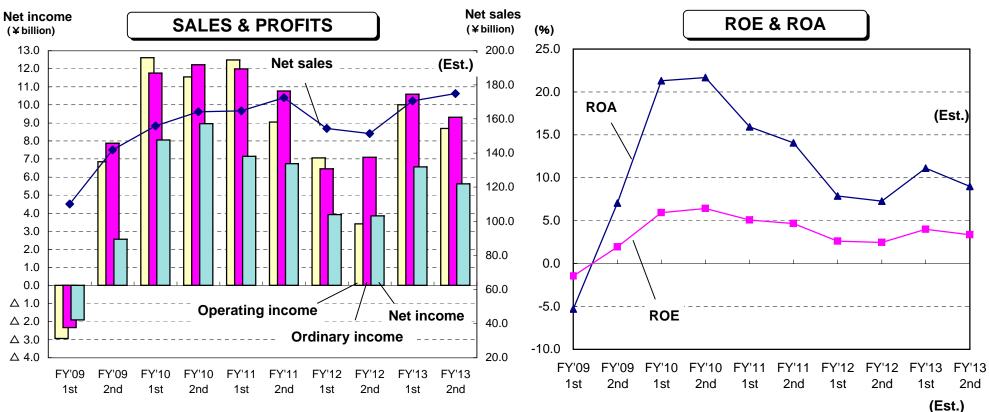
This report contains statements that describe our plans and expectations, as well as statements that report historical result: Our business performance is subject to influence from external facts, such as economic conditions, currency exchange rates laws, regulations, government policies, and political instability in principal markets, and any events that would affect our abili to design, develop, manufacture, market, and win acceptance of new products and services. We therefore caution readers the our actual results could differ materially from our plans and expectations

**November. 12th. 2013** 

**KYB** Corporation



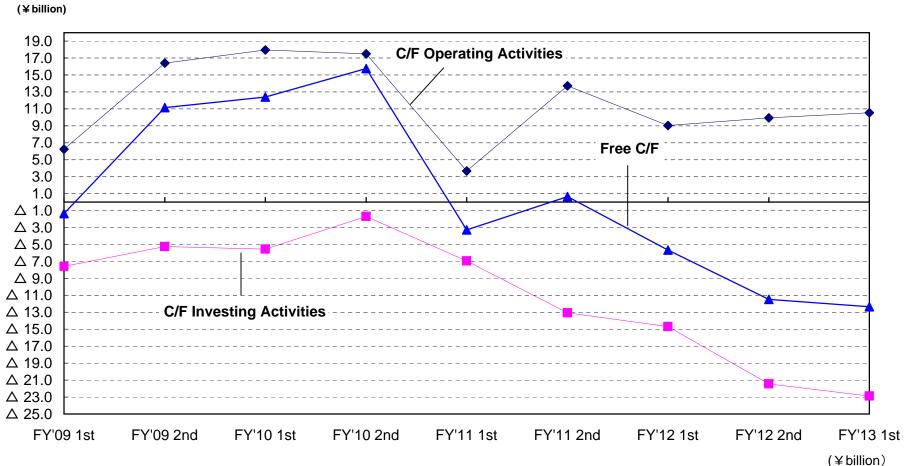
### **FINANCIAL RESULTS (Consolidated)**



										(=0::)
	FY2	009	FY2	010	FY2	011	FY2	012	FY2013	
	1st Half	2nd Half	1st Half	2nd Half	1st Half	2nd Half	1st Half	2nd Half	1st Half	2nd Half
(¥billion)	110.14	141.88	155.93	164.15	164.73	172.43	154.35	151.41	170.62	174.78
(¥billion)	Δ 2.94	6.84	12.61	11.54	12.49	9.05	7.06	3.41	10.00	8.70
(¥billion)	Δ 2.34	7.87	11.76	12.21	12.00	10.76	6.46	7.10	10.59	9.31
(¥billion)	Δ 1.90	2.56	8.06	8.96	7.15	6.75	3.93	3.86	6.57	5.63
are (¥)	Δ 8.68	11.71	36.89	40.65	32.33	30.54	17.78	17.46	29.72	25.48
(%)	Δ 5.31	7.07	21.30	21.69	15.94	14.06	7.89	7.27	11.13	9.00
sets (%)	Δ 1.44	1.94	5.93	6.40	5.09	4.67	2.60	2.45	3.98	3.34
y ratio (%)	27.64	27.31	28.33	30.64	33.20	33.23	32.73	34.52	37.03	37.26
(¥ billion)	19.92	20.25	22.31	23.00	22.73	24.66	23.76	22.69	24.54	25.71
	(¥billion) (¥billion) (¥billion) are (¥) (%) sets (%)	1st Half         (¥billion)       110.14         (¥billion)       △ 2.94         (¥billion)       △ 1.90         are       (¥)       △ 8.68         (%)       △ 5.31         sets       (%)       △ 1.44         sy ratio       (%)       27.64	(¥billion)       110.14       141.88         (¥billion) $\triangle$ 2.94       6.84         (¥billion) $\triangle$ 2.34       7.87         (¥billion) $\triangle$ 1.90       2.56         are       (¥) $\triangle$ 8.68       11.71         (%) $\triangle$ 5.31       7.07         sets       (%) $\triangle$ 1.44       1.94         sy ratio       (%)       27.64       27.31	1st Half     2nd Half     1st Half       (¥ billion)     110.14     141.88     155.93       (¥ billion)     Δ 2.94     6.84     12.61       (¥ billion)     Δ 2.34     7.87     11.76       (¥ billion)     Δ 1.90     2.56     8.06       are     (¥)     Δ 8.68     11.71     36.89       (%)     Δ 5.31     7.07     21.30       sets     (%)     Δ 1.44     1.94     5.93       sy ratio     (%)     27.64     27.31     28.33	1st Half         2nd Half         1st Half         2nd Half           (¥ billion)         110.14         141.88         155.93         164.15           (¥ billion)         Δ 2.94         6.84         12.61         11.54           (¥ billion)         Δ 2.34         7.87         11.76         12.21           (¥ billion)         Δ 1.90         2.56         8.06         8.96           are         (¥)         Δ 8.68         11.71         36.89         40.65           (%)         Δ 5.31         7.07         21.30         21.69           sets         (%)         Δ 1.44         1.94         5.93         6.40           sy ratio         (%)         27.64         27.31         28.33         30.64	1st Half         2nd Half         1st Half         2nd Half         1st Half         2nd Half         1st Half           (¥billion)         110.14         141.88         155.93         164.15         164.73           (¥billion) $\triangle$ 2.94         6.84         12.61         11.54         12.49           (¥billion) $\triangle$ 2.34         7.87         11.76         12.21         12.00           (¥billion) $\triangle$ 1.90         2.56         8.06         8.96         7.15           are         (¥) $\triangle$ 8.68         11.71         36.89         40.65         32.33           (%) $\triangle$ 5.31         7.07         21.30         21.69         15.94           sets         (%) $\triangle$ 1.44         1.94         5.93         6.40         5.09           sy ratio         (%)         27.64         27.31         28.33         30.64         33.20	1st Half         2nd Half         1st Half         2nd Half         1st Half         2nd Half         1st Half         2nd Half	1st Half2nd Half1st Half2nd Half1st Half2nd Half1st Half(¥ billion)110.14141.88155.93164.15164.73172.43154.35(¥ billion) $\triangle$ 2.946.8412.6111.5412.499.057.06(¥ billion) $\triangle$ 2.347.8711.7612.2112.0010.766.46(¥ billion) $\triangle$ 1.902.568.068.967.156.753.93are(¥) $\triangle$ 8.6811.7136.8940.6532.3330.5417.78(%) $\triangle$ 5.317.0721.3021.6915.9414.067.89sets(%) $\triangle$ 1.441.945.936.405.094.672.60sy ratio(%)27.6427.3128.3330.6433.2033.2332.73	1st Half         2nd Half         2nd Half         1st Half         2nd Half         1st Half         2nd Half         2nd Half         1st Half         2nd Half         2nd Half	1st Half         2nd Half         2nd Half         1st Half         2nd Half         1st Half         2nd Half         2nd Half         2nd Half         2nd Half

## **CASH-FLOWS (Consolidated)**





	FY2	009	FY2	010	FY2011		FY2012		FY2013
	1st Half	2nd Half	1st Half						
C/F Operating Activities	6.25	16.40	17.94	17.49	3.68	13.72	9.03	9.96	10.56
C/F Investing Activities	△ 7.59	△ 5.24	△ 5.53	△ 1.70	△ 6.95	△ 13.05	△ 14.70	△ 21.43	△ 22.89
C/F Financing Activities	△ 2.47	△ 4.18	△ 7.58	△ 9.39	△ 14.22	10.77	7.50	1.03	△ 0.06
Cash and cash equivalents	△ 3.74	7.14	3.85	6.61	△ 17.61	11.38	1.26	△ 8.05	△ 12.04
Free C/F	△ 1.34	11.17	12.42	15.79	△ 3.27	0.67	△ 5.67	△ 11.48	△ 12.33

### **SUBSIDIARIES**



1. Consolidated Subsidiaries (36 companies)

Company Name	Location	Principal Business	Established Date	Paid-in Capital	% of share
Kayaba System Machinery Co., Ltd. (KSM)	Tokyo, Japan	Manufacture of control systems for structual Applications	Jul-04	¥ 700 million	100.0
KYB Engineering and Service Co., Ltd. (ES)	Saitama, Japan	Sales and service of hydraulic products	Mar-56	¥ 230 million	100.0
KYB Trondule Co., Ltd.	Niigata, Japan	Manufacture of data communication devices	Jun-04	¥ 350 million	100.0
KYB Kanayama Co., Ltd.	Gifu, Japan	Manufacture of hydraulic equipment for automobiles	Jul-70	¥ 20 million	100.0
KYB - CADAC Co.,Ltd.	Nagano, Japan	Manufacture of mold products and casting	Mar-96	¥ 490 million	100.0
KYB - YS Co.,Ltd. (YS)	Nagano, Japan	Manufacture of hydraulic equipment	Apr-53	¥ 265 million	100.0
Takako Industries, Inc.	Kyoto, Japan	Manufacture of hydraulic equipment	Apr-73	¥ 487 million	100.0
KYB LOGISTICS,LTD.	Gifu, Japan	Packing and distribution of hydraulic products	Jul-87	¥ 30 million	100.
KYB Americas Corporation (KAC) (*1)	Indiana, USA	Manufacture of shock absorbers for automobiles	Oct-11	US\$ 60 million	100.
TSW Products Co., Inc (TSW) (*2)	Kansas, USA	Manufacture of hydraulic equipment	Mar-90	US\$ 1 million	100.0
KYB Latinoamerica S.A de C.V.(KLA) (*3)	Mexico D.F.,Mexico	Sales of shock absorber for automobiles	Dec-04	MXN 11 million	100.
KYB Mexico S.A. de C.V. (KMEX) ( * 4)	Guanajuato, Mexico	Manufacture of pumps for CVT	Oct-12	MXN 307 million	100.
KYB Panama S.A. (*5)	Panama City, Panama	Sales of shock absorber for automobiles	Sep-10	US\$ 0.1 million	100.
KYB Europe Headquarters Gmbh (KEH) ( * 6)	Krefeld, Germany	Supervising European business	Sep-09	EUR 1.0million	100.
KYB Europe Headquarters B.V. (KEH)	Limburg, Netherlands	Supervising European business	Apr-12	EUR 1.0million	100.
KYB Europe GmbH (KGE) (*6)	Krefeld, Germany	Import and sales of shock absorber for automobiles	Jun-89	EUR 0.7million	100
KYB Steering Spain, S.A. (KSS) (*6)	Navarra, Spain	Manufacture of power-steering pumps	Jun-96	EUR 12 million	100
KYB Suspensions Europe, S.A. (KYBSE) ( * 6)	Navarra, Spain	Manufacture of shock absorbers for automobiles	Jul-75	EUR 27 million	100.
KYB Advanced Manufacturing Spain, S.A. (KAMS) ( * 6)	Navarra, Spain	Manufacture of shock absorbers for automobiles	Oct-08	EUR 10 million	66.
KYB Manufacturing Czech s.r.o. (KMCZ) (*7)	Pardubice, Czech Republic	Manufacture of shock absorbers	Aug-03	CZK 880 million	100
KYB CHITA Manufacturing Europe s.r.o. (KCME) (*8)	Chrudim, Czech Republic	Manufacture of springs for shock absorbers	Jan-13	CZK 200 million	70
LLC KYB Eurasia.(KER) (*9)	Moscow, Russia	Import and sales of shock absorber for automobiles	Jul-12	RUB 60 million	100
KYB Industrial Machinery (Zhenjiang) Ltd. (KIMZ) (*10)	Jiangsu. China	Manufacture of shock absorbers	Dec-02	US\$ 38 million	100
KYB Hydraulics Industry (Zhenjiang) Ltd. (KHIZ) (*10)	Jiangsu. China	Manufacture of hydraulic equipment	Feb-04	US\$ 57 million	100.
Wuxi KYB Top Absorber Co., Ltd. (KWT)	Jiangsu. China	Manufacture of shock absorbers for motorcycles	Aug-08	US\$ 33 million	100
KYB Trading (Shanghai) Co.,Ltd. (KTS)	Shanghai. China	Sales of shock absorber ,Procurement, export sales of matrials	Nov-04	US\$ 1 million	100.
KYB (China) Investment Co., Ltd. (KCI)	Jiangsu. China	Supervising Chinese business	Nov-10	US\$ 78 million	100
KYB Manufacturing Taiwan Co., Ltd. (KMT)	Tao Yuan, Taiwan	Manufacture of shock absorbers	Jun-63	NT\$ 85 million	55
KYB Steering(Thailand)Co.,Ltd. (KST)	Chonburi, Thailand	Manufacture of power-steering pumps	Oct-96	BHT 150 million	100
KYB (Thailand)Co.,Ltd. (KYBT)	Chonburi, Thailand	Manufacture of shock absorbers	Jan-96	BHT 200 million	67
KYB Asia Co., Ltd.(KYBA)	SamutPrakan,Thailand	Sales of shock absorber for automobiles	Jan-05	BHT 21 million	100
KYB Motorcycle Suspension India Pvt.Ltd. (KMSI)	Chennai, India	Manufacture of shock absorbers for motorcycles	Dec-12	INR 60 million	100
KYB-Conmat Private Limited (KCPL) ( * 11)	Gujatat, India	Manufacture of construction machinery	Feb-13	INR 56 million	51
KYB Manufacturing Vietnam Co., Ltd. (KMV)	Hanoi. Vietnam	Manufacture of shock absorbers for motorcycles	Oct-02	US\$ 9 million	100
TAKAKO Vietnam Co., Ltd (TVC) ( * 2)	Binh Duong. Vietnam	Manufacture of concrete mixire trucks	Feb-03	US\$ 7 million	100
KYB Middle East FZE (KMF) ( * 12)	Dubai, U.A.E.	Sales of shock absorber for automobiles	May-05	AED 2 million	100

- (\*1) Established by merging KYB America, LLC with KYB Manufacturing North America, Inc.
- ( \* 2) 100% shared by Takako Industries, Inc.
- ( \* 3) 99% shared by KYB Americas Corporation, 1% shared by KYB Corporation.
- ( \* 4) 99.9% shared by KYB Corporation, 0.1% shared by KYB Lationameriva S.A. de C.V.
- ( \* 5) 99.9% shared by KYB Americas Corporation, 0.1% shared by KYB Corporation.
- ( \* 6) 100% shared by KYB Europe Headquarters B.V.

- ( \* 7) 99% shared by KYB Europe Headquarters B.V., 1% shared by KYB Corporation.
- ( \* 8) 70% shared by KYB Europe Headquarters B.V., 30% shared by CHITA KOGYO CO.,LTD.
- (\*9) 99% shared by KYB Europe GmbH., 1% shared by KYB Corporation.
- ( \* 10) 100% shared by KYB (China) Investment Co., Ltd.
- (\*11) 50% shared by KYB Corporation, 50% shared by Mr. Premrai Keshyep.

But KYB Coporation holds mandatory convertible shares. Practically, 51% shared by KYB Coporation, 49% shared by Mr. Premrai Keshyep.

### **OTHER FINANCIAL DATA (Consolidated)**



#### **Capital Expenditure, Depreciation**

(¥ billion)

	FY'10 1st Half	FY'10 2nd Half	FY'11 1st Half	FY'11 2nd Half	FY'12 1st Half	FY'12 2nd Half	FY'13 1st Half	FY'13 2nd Half
Capital Expenditure	3.24	5.63	11.45	15.48	17.85	21.20	11.55	17.45
Depreciation Exp.	6.43	6.80	6.11	7.23	6.57	7.75	7.78	8.70

<sup>&</sup>quot;Capital expenditure" and "Depreciation exp." = invested and depreciated in property, plant and equipment

(Est.)

#### Interest-bearing Debt & Financial Balance

(¥ billion)

	FY'10 1st Half	FY'10 2nd Half	FY'11 1st Half	FY'11 2nd Half	FY'12 1st Half	FY'12 2nd Half	FY'13 1st Half
Interest-bearing Debt	87.73	79.58	65.69	78.39	86.46	92.95	95.40
Net Financial Income & Expense	△ 0.61	△ 0.63	△ 0.39	△ 0.55	△ 0.58	△ 0.67	△ 0.26

### **R&D Expenses**

(¥ billion)

	FY'10 1st Half	FY'10 2nd Half	FY'11 1st Half	FY'11 2nd Half	FY'12 1st Half	FY'12 2nd Half	FY'13 1st Half
R&D Expenses	1.48	1.74	2.14	1.90	2.48	2.98	3.13

#### **Number of Employees**

	FY'10 1st Half	FY'10 2nd Half	FY'11 1st Half	FY'11 2nd Half	FY'12 1st Half	FY'12 2nd Half	FY'13 1st Half
Number of Employees	11,407	11,440	11,703	11,975	12,354	12,306	12,901

#### **Foreign Exchange Rate**

	FY'10 1st Half	FY'10 2nd Half	FY'11 1st Half	FY'11 2nd Half	FY'12 1st Half	FY'12 2nd Half	FY'13 1st Half	FY'13 2nd Half
Average FOREX Rate - JPY/USD	89.98	82.92	80.63	77.42	79.41	84.03	98.85	95.00
Average FOREX Rate - JPY/EUR	116.02	111.65	115.19	103.68	100.63	109.90	130.01	120.00
	•	•						/E-()

(Est.)



### **FORECAST of FY2013**

#### **SALES & PROFITS (Consolidated)**

(¥ billion)

Net sales
Operating income
Ordinery income
Net income
Net income per share (¥)

				(
FY'12		FY'13 Forecas	t	% of Change
Total	1st Half	2nd Half	Total	from FY'12
305.75	170.62	174.78	345.40	13.0%
10.47	10.00	8.70	18.70	78.5%
13.56	10.59	9.31	19.90	46.7%
7.79	6.57	5.63	12.20	56.6%
35.2	29.7	25.5	55.2	56.6%

#### **SALES BY PRODUCTS (Consolidated)**

(¥ billion)

		FY'12	ı	FY'13 Fore	cast	Change fi	rom FY'12
		Total	1st Half	2nd Half	Total	Amount	%
	for Automobiles (SA)	121.42	71.70	69.68	141.38	19.96	16.4%
	for Motorcycles (SA)	24.60	11.88	12.12	24.00	△ 0.60	△2.4%
	for Automobiles (HE)	32.49	19.11	19.90	39.01	6.52	20.0%
	Others	6.29	3.55	2.04	5.59	△ 0.70	△11.1%
Auto	omotive Components Total	184.80	106.24	103.74	209.98	25.18	13.6%
	for Industrial use (HE)	93.71	51.24	53.73	104.97	11.26	12.0%
	for Aircraft (HE)	5.85	3.38	3.51	6.89	1.04	17.8%
	Others	5.51	2.51	2.87	5.38	△ 0.13	△2.3%
Hyd	raulic Components Total	105.07	57.13	60.11	117.24	12.17	11.6%
	Special-purpose Vehicles	4.10	3.01	3.66	6.67	2.57	62.6%
	Others	11.78	4.24	7.27	11.51	△ 0.27	Δ2.3%
Oth	ers Total	15.88	7.25	10.93	18.18	2.30	14.5%
Gra	nd Total	305.75	170.62	174.78	345.40	39.65	13.0%

<sup>\*</sup> SA stands for Shock Absorbers and HE stands for Hydraulic Equipment