## GS Yuasa Corporation Consolidated Earnings Report for the Nine Months ended December 31, 2013 (Japanese GAAP)

Stock listing: Tokyo Stock Exchange Securities code: 6674

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Scheduled dates

Filing of statutory quarterly financial report (Shihanki February 5, 2014

hokokusho):

Dividend payout:

Supplementary materials to quarterly earnings report

available:

Quarterly earnings presentation held: No

(Amounts rounded down to the nearest million yen)

## 1. Consolidated Financial Results for the Nine Months ended December 31, 2013 (April 1 to December 31, 2013)

No

(1) Consolidated Operating Results (Percentages indicate year-on-year changes)

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	Net sales		Operating income		Ordinary income		Net income	
	million yen	%	million yen	%	million yen	%	million yen	%
Nine Months ended December 31, 2013	240,468	22.8	9,762	51.0	11,369	39.3	4,912	(11.0)
Nine Months ended December 31, 2012	195,878	(4.6)	6,463	(27.6)	8,159	(18.4)	5,519	(3.6)

Note: Comprehensive income: Nine Months ended December 31, 2013: ¥ 5,260 million, (51.6) % Nine Months ended December 31, 2012: ¥ 3,469 million, (-) %

	Net income per share	Diluted net income per share
	yen	yen
Nine Months ended	11.90	
December 31, 2013	11.90	1
Nine Months ended	13.37	
December 31, 2012	13.57	-

#### (2) Consolidated Financial Position

	Total assets	Net assets	Equity ratio	
	million yen	million yen	%	
December 31, 2013	323,370	148,276	41.2	
March 31, 2013	290,368	141,189	43.2	

Reference: Total equity: As of December 31, 2013: \$\frac{\pmathbf{\text{21}}}}}}} \text{\tin\text{\text{\text{\text{\text{\texitex{\text{\text{\texi}\tex{\text{\texi}\text{\text{\texi{\texi{\texi{\text{\texi{\texi{\texi{\texi{\texi{\texi{\texi{\texi{\texit{\texi{\texi{\texi{\texi{\

## 2. Dividends

	Dividend per share							
	End-Q1	End-Q2	End-Q3	Year-end	Total			
	yen	yen	yen	yen	yen			
Year ended March 31, 2013	-	0.00	-	6.00	6.00			
Year ending March 31, 2014	-	0.00	-					
Year ending March 31, 2014 (forecast)				8.00	8.00			

Note: No revision has been made to the latest dividends forecast.

## 3. Earnings Forecast for the Year ending March 31, 2014 (April 1, 2013 to March 31, 2014)

(Percentages indicate year-on-year changes)

					0 !!			-	Net income
	Net sales		Operating income		Ordinary income		Net income		per share
			million		million		million		
	million yen	%	yen	%	yen	%	yen	%	yen
Year ending March 31, 2014	350,000	27.5	16,000	63.7	17,000	38.7	10,000	73.4	24.22

Note: No revision has been made to the latest earnings forecast.

#### \*Notes

- (1) Changes affecting the status of material subsidiaries (scope of consolidation): None.
- (2) Use of accounting procedures specific to preparation of quarterly consolidated financial statements: Yes
- (3) Changes in accounting policy, changes in accounting estimates, and retrospective restatement
  - 1) Changes in accordance with revisions to accounting and other standards: None
  - 2) Changes other than 1) above: Yes
  - 3) Changes in accounting estimates: Yes
  - 4) Retrospective restatement: None

Note: This relates to Article 10-5 of the *Regulations on the Terminology, Format and Preparation of Quarterly Consolidated Financial Statements*. For details, see section 2. Other Information: (4) "Changes in accounting policy, changes in accounting estimates, and retrospective restatement" on page 6.

## (4) Number of shares issued (common stock)

,	December 31, 2013	March 31, 2013
Number of shares issued (including treasury stock)	413,574,714	413,574,714
2) Number of shares held in treasury	770,904	753,540
	Nine Months ended	Nine Months ended
	December 31, 2013	December 31, 2012
<ol> <li>Average number of shares outstanding during the period</li> </ol>	412,815,405	412,827,510

## \*Quarterly Review Status

This report is not subject to the quarterly review requirements of Japan's Financial Instruments and Exchange Act. As of the release date of this report, a review of the quarterly consolidated financial statements in accordance with the Act had been completed.

## \*Appropriate Use of Earnings Forecast and Other Important Information

The above forecasts are based on the assumptions of management in the light of information available as of the release date of this report. Actual results may differ from forecasts due to various factors such as changes in the business environment. For information related to the earnings forecast, see section "Note on Consolidated Earnings Forecast and Other Forward-Looking Statements" on page 5.

## 1. Qualitative Information on Quarterly Financial Results

- (1) Results of Operations
- 1). Overview

In the first nine months of the fiscal year ending March 31, 2014, the Japanese economy underwent a recovery supported by the continued weak yen and high stock prices as a result of the Japanese government's fiscal and financial stimulus measures, the recovery trend seen in imports, and improved domestic demand underpinned by factors such as personal consumption and public works spending.

In terms of the global economic outlook, while the U.S. economy continued to face financial issues, a gentle growth trend continued, supported by improvements in the employment environment as evidenced by factors such as the lower unemployment rate and strong personal consumption and housing investment. In China, where growth has slowed down, there have been signs of the economy bottoming out as evidenced by measures to prop up the economy. In Europe, where an economic downturn continues as a result of the impact of the debt crisis, there have been signs of recovery in some countries, such as Germany. Overall, although there is some uncertainty over the direction of the global economy, it has experienced a trend of gentle recovery.

In this environment, the GS Yuasa Group's net sales for the first nine months of the fiscal year ending March 31, 2014 totaled ¥240,468 million, an increase of ¥44,590 million, or 22.8%, compared with the same period of the previous fiscal year. The increase was primarily the result of higher sales of lithium-ion automotive batteries and power supply systems in Japan, the conversion of Thai equity-method affiliates into consolidated subsidiaries from the second quarter, and the effect of foreign exchange rates, etc.

In terms of profitability, operating income increased  $\pm 3,299$  million, or 51.0%, compared with the same period of the previous fiscal year, to  $\pm 9,762$  million. The increase was primarily the result of strong sales of power supply systems and improved profitability in both the overseas operations segment and the other segment. Ordinary income increased by  $\pm 3,210$  million year on year, or 39.3%, to  $\pm 11,369$  million as a result of the recording of equity in earnings of equity method affiliates and foreign exchange gains. Net income declined by  $\pm 607$  million year on year, or 11.0%, to  $\pm 4,912$  million, reflecting a loss on product recall recorded in relation to some lithium-ion automotive batteries, which were manufactured by a subsidiary and contained imperfections, a gain on sales of investment securities, income taxes and the recording of minority interests in net loss.

## 2). Business Segment Results

(Domestic Automotive Batteries)

Net sales in the domestic automotive batteries segment totaled ¥42,584 million for the first nine months of the fiscal year ending March 31, 2014, a decline of ¥121 million, or 0.3%, compared with the same period of the previous fiscal year. While sales of new vehicle lead-acid batteries increased, mainly batteries for idle-stop vehicles, automotive components sales decreased. Segment income declined ¥822 million, or 25.1%, to ¥2,459 million, mainly as a result of the lower sales and higher costs for lead, a key raw material.

## (Domestic Industrial Batteries and Power Supplies)

Net sales in the domestic industrial batteries and power supplies segment for the nine-month period totaled ¥53,606 million, an increase of ¥4,501 million, or 9.2% from the same period of the previous fiscal year. This was primarily the result of strong demand for power supplies for solar power generation equipment and lead-acid batteries for forklifts. Segment income totaled

¥6,025 million, a year-on-year increase of ¥944 million, or 18.6%, as a result of increased profits accompanying increased sales compensating for the higher costs for lead.

## (Overseas Operations)

Net sales in the overseas operations segment for the nine-month period totaled ¥119,015 million, an increase of ¥28,986 million, or 32.2%, from the same period of the previous fiscal year. The growth was mainly the result of converting Thai equity-method affiliates into consolidated subsidiaries and the impact of exchange rates. Segment income totaled ¥6,344 million, a year-on-year increase of ¥1,063 million, or 20.1%, as the benefits of higher sales outweighed the impact of higher costs for lead, a key raw material.

#### (Lithium-ion Batteries)

Net sales in the lithium-ion batteries segment for the nine-month period totaled ¥18,247 million, an increase of ¥11,589 million, or 174.1%, from the same period of the previous year, driven by higher sales of lithium-ion batteries for plug-in hybrid and hybrid passenger vehicles. Although segment loss totaled ¥6,826 million, this marks an improvement of ¥385 million from the same period of the previous fiscal year. This was mainly due to a decrease in depreciation and other fixed expenses and increased production in the third quarter.

#### (Other)

Net sales in the other segment for the nine-month period totaled ¥7,014 million, a year-on-year decrease of ¥365 million, or 4.9%. After adjustment for corporate expenses, segment income totaled ¥1,759 million, a year-on-year improvement of ¥1,727 million, mainly as a result of the improved profitability of specialty batteries, membranes, and lighting equipment and reduced expenses in the head office administrative divisions.

## (2) Financial Condition

Total assets increased by ¥33,001 million from the end of the previous fiscal year to ¥323,370 million at the end of the third quarter (December 31, 2013), as a result of an increase in trade accounts receivables accompanying increased sales of lithium-ion automotive batteries, an increase in inventories accumulated in anticipation of a period of high demand at the end of the year, and the conversion of Siam GS Battery Co., Ltd. and Siam GS Sales Co., Ltd. into consolidated subsidiaries.

Liabilities increased ¥25,914 million to ¥175,093 million as a result of an increase in trade accounts payables and borrowings accompanying increased production of lithium-ion automotive batteries.

The balance sheets of Siam GS Battery Co., Ltd. and Siam GS Sales Co., Ltd. were incorporated into the consolidated balance sheets at the end of the first quarter of the current fiscal year, while the profit and loss statements of the companies were incorporated from the second quarter.

Net assets at December 31, 2013 totaled ¥148,276 million, an increase of ¥7,086 million from the end of the previous fiscal year due to the booking of net income and an increase in foreign currency translation adjustments.

(3) Note on Consolidated Earnings Forecast and Other Forward-Looking Statements There is no change to the earnings forecast for the fiscal year ending March 31, 2014, announced on May 9, 2013.

#### 2. Other Information

- (1) Changes Affecting the Status of Material Subsidiaries Not applicable
- (2) Changes in the Scope of Consolidation or Equity Method Application
  As of June 30, 2013, Siam GS Battery Co., Ltd. and Siam GS Sales Co., Ltd. are included in the scope of consolidation because the Company underwrote third party allocation of newly issued shares of Siam GS Battery Co., Ltd.
- (3) Use of Accounting Procedures Specific to Preparation of Quarterly Consolidated Financial Statements

Regarding taxes, a reasonable estimate of the effective tax rate for the projected full-year pretax income for the current fiscal year, including the actual income figure for the nine months ended December 31, 2013, has been arrived at using the tax-effect accounting method. This estimated effective tax rate has been used to calculate taxes against income before taxes and minority interests for the nine months ended December 31, 2013.

(4) Changes in Accounting Policy, Changes in Accounting Estimates, and Retrospective Restatement

(Change in depreciation of property, plant, and equipment)

The Company and its consolidated subsidiaries in Japan previously applied the declining balance method for depreciation of property, plant, and equipment excluding buildings.

The Company, however, reviewed the relation between output and corresponding facility maintenance costs including depreciation and concluded that it is more appropriate to allocate depreciation expense equally over the estimated usable life of the assets. Furthermore, in light of an effort to unify accounting policies with those applied by overseas consolidated subsidiaries that are of increasing importance, effective the three months ended June 30, 2013, the depreciation method was switched to the straight-line method.

Due to this change, in the nine months ended December 31, 2013, operating income, ordinary income, and income before income taxes and minority interests were each 2,669 million yen higher compared with what they would have been under the previous accounting method.

## 3. Consolidated Financial Statements

## (1) Consolidated Balance Sheets

		(Millions of yen)
	As of	As of
	March 31, 2013	December 31, 2013
	Amount	Amount
Assets		
Current assets		
Cash and deposits	11,223	15,975
Notes and accounts receivable	62,239	68,171
Merchandise and finished goods	24,666	30,526
Work in process	10,110	14,197
Raw materials and supplies	8,172	12,578
Deferred tax assets	2,962	2,979
Other	9,651	8,893
Allowance for doubtful receivables	(324)	(328)
Total current assets	128,703	152,994
Fixed assets		
Property, plant, and equipment		
Buildings and structures, net	47,357	53,362
Machinery and equipment, net	29,682	38,685
Land	20,762	21,937
Lease assets, net	3,121	2,558
Construction in progress	11,671	5,622
Other, net	2,440	3,934
Total property, plant, and equipment	115,037	126,102
Intangible assets		
Lease assets	636	485
Other	1,711	1,739
Total intangible assets	2,347	2,225
Investments and other assets		
Investment securities	37,271	34,785
Other	7,564	7,831
Allowance for doubtful receivables	(571)	(571)
Total investments and other assets	44,265	42,045
Total fixed assets	161,650	170,372
Deferred assets	14	3
Total assets	290,368	323,370

As of As of March 31, 2013 December 31, 2013 **Amount** Amount Liabilities **Current liabilities** Notes and accounts payable 27,104 37,037 Short-term borrowings 37,684 42,259 Commercial paper 4,000 4,000 13,795 **Payables** 19,344 Income taxes payable 2,495 3,771 Notes payable-facilities 1,368 3,172 12,054 Other 12,665 Total current liabilities 98,504 122,252 Long-term liabilities Long-term debt 29,990 33,368 Lease obligations 2,987 2,255 Provision for retirement benefits 6,775 4,204 10,921 13,012 Other Total long-term liabilities 50,674 52,841 175,093 Total liabilities 149,179 **Net assets** Shareholders' equity Common stock 33,021 33,021 Capital surplus 54,880 54,880 34,974 37,409 Retained earnings Less treasury stock, at cost (315)(325)Total shareholders' equity 122,559 124,986 Accumulated other comprehensive income Net unrealized gain on available-for-sale 6,987 7,624 securities Deferred gain (loss) on derivatives under (62)55 hedge accounting Land revaluation surplus 1,427 1,427 Foreign currency translation adjustments (706)(5,559)Total accumulated other comprehensive income 2,792 8,401 15,836 14,888 **Minority interests** 148,276 Total net assets 141,189 Total liabilities and net assets 290,368 323,370

(Millions of yen)

# (2) Consolidated Statements of Income and Comprehensive Income Consolidated Statements of Income

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	NBs - Mantha and ad	(Millions of yen)		
	Nine Months ended	Nine Months ended		
	December 31, 2012	December 31, 2013		
	Amount	Amount		
Net sales	195,878	240,468		
Cost of sales	152,486	189,289		
Gross profit	43,391	51,178		
Selling, general and administrative expenses	36,928	41,416		
Operating income	6,463	9,762		
Non-operating income				
Interest income	67	121		
Dividend income	300	292		
Equity in earnings of equity method affiliates	2,301	1,309		
Foreign exchange gain	-	733		
Other	663	704		
Total non-operating income	3,333	3,162		
Non-operating expenses				
Interest expenses	1,067	875		
Foreign exchange loss	50	-		
Other	520	680		
Total non-operating expenses	1,637	1,555		
Ordinary income	8,159	11,369		
Extraordinary income				
Gain on sales of fixed assets	40	34		
Gain on sales of investment securities	-	1,498		
Gain on government subsidy	3,187	-		
Gain on contribution of securities to retirement benefit trust	-	1,442		
Other	27	292		
Total extraordinary income	3,255	3,267		
Extraordinary loss				
Loss on disposal of fixed assets	232	247		
Loss on sales of fixed assets	5	7		
Loss on reduction of fixed assets	3,187	-		
Loss on product recall	-	6,700		
Other	202	370		
Total extraordinary loss	3,627	7,324		
Income before income taxes and minority interests	7,787	7,312		
Income taxes	5,019	7,713		
Income (loss) before minority interests	2,767	(401)		
Minority interests in net earnings (loss)	(2,751)	(5,313)		
Net income	5,519	4,912		
	3,313			

## **Consolidated Statements of Comprehensive Income**

		(Millions of yen)
	Nine Months ended	Nine Months ended
	December 31, 2012	December 31, 2013
_	Amount	Amount
Income (loss) before minority interests	2,767	(401)
Other comprehensive income		
Net unrealized gain on available-for-sale securities	328	607
Deferred gain (loss) on derivatives under hedge accounting	(43)	118
Foreign currency translation adjustments	239	3,798
Share of other comprehensive income of equity method affiliates	176	1,136
Total other comprehensive income	701	5,661
Comprehensive income	3,469	5,260
Components:		
Comprehensive income attributable to owners of the parent	6,234	10,521
Comprehensive income attributable to minority interests	(2,765)	(5,261)

## (3) Notes on the Consolidated Financial Statements

(Note on the going-concern assumption)
Not applicable

(Note on significant change in shareholders' equity)
Not applicable

(Segment and other information)

## I. Nine months ended December 31, 2012 (April 1 to December 31, 2012)

1. Net Sales and income/loss by reportable segment

(Millions of yen)

_	Reportable segment						
		Domestic			_		
	Domestic	Industrial					
	Automotive	Batteries and	Overseas	Lithium-ion		Others	
	Batteries	Power Supplies	Operations	Batteries	Total	(note)	Total
Net sales							_
Sales to outside customers	41,637	47,399	88,963	6,538	184,537	11,340	195,878
Inter-segment sales and transfers	1,069	1,705	1,065	119	3,960	(3,960)	
Total	42,706	49,105	90,029	6,658	188,498	7,379	195,878
Segment income (loss)	3,282	5,080	5,280	(7,212)	6,431	31	6,463

Note: "Others" comprises a) businesses that are not included in any of the reportable segments such as lighting operation and b) segment income adjustment. Segment income adjustment was minus 1,636 million yen, which includes minus 921 million yen elimination of inter-segment transactions and minus 715 million yen of unallocated corporate expenses. The main component of these unallocated corporate expenses is SG&A expenses that are not attributable to reportable segments.

## II. Nine months ended December 31, 2013 (April 1 to December 31, 2013)

## 1. Net sales and income/loss by reportable segment

(Millions of yen)

	Reportable segment						
		Domestic					
	Domestic	Industrial					
	Automotive	Batteries and	Overseas	Lithium-ion		Others	
	Batteries	Power Supplies	Operations	Batteries	Total	(note)	Total
Net sales							
Sales to outside customers	41,527	51,810	117,956	18,074	229,367	11,100	240,468
Inter-segment sales and	1.057	1,796	1.059	173	4.086	(4,086)	_
transfers	.,	.,	.,000		.,,,,,	(1,000)	
Total	42,584	53,606	119,015	18,247	233,454	7,014	240,468
Segment income (loss)	2,459	6,025	6,344	(6,826)	8,003	1,759	9,762

Note: "Others" comprises a) businesses that are not included in any of the reportable segments such as lighting operation and b) segment income adjustment. Segment income adjustment was minus 1,640 million yen, which includes minus 964 million yen elimination of inter-segment transactions and minus 676 million yen of unallocated corporate expenses. The main component of these unallocated corporate expenses is SG&A expenses that are not attributable to reportable segments.

2. Change in Reportable Segments and Other Changes (Change in depreciation of property, plant, and equipment)

The Company and consolidated subsidiaries in Japan previously applied the declining balance method for depreciation of property, plant, and equipment excluding buildings. The Company, however, reviewed the relation between output and corresponding facility maintenance costs including depreciation and concluded that it is more appropriate to allocate depreciation expense equally over its estimated usable life of the assets. Furthermore, in light of an effort to unify accounting policies with those adopted by overseas consolidated subsidiaries that are of increasing importance, effective the three months ended June 30, 2013, the depreciation method was switched to the straight-line method.

Due to this change, in the nine months ended December 31, 2013, segment income was 193 million yen higher in the Domestic Automotive Batteries segment, and 232 million yen higher in the Domestic Industrial Batteries and Power Supplies segment compared with what it would have been under the previous accounting method, while the loss in the Lithium-ion Batteries segment was 1,796 million yen lower than what it would have been under the previous accounting method.

## 4. Supplementary Information

## (1) Quarterly income/loss

Fiscal year ending March 31, 2014 (April 1, 2013 to March 31, 2014)

(Millions of yen)

	Q1	Q2	Q3	Q4	Q2 YTD	Q3 YTD	Full year
	(Apr. – Jun.)	(Jul Sep.)	(Oct. – Dec.)	(Jan. – Mar.)	(Apr. – Sep.)	(Apr. – Dec.)	Full year
Net sales	65,632	82,278	92,557	-	147,911	240,468	-
Operating income	1,609	2,130	6,022	-	3,739	9,762	-
Ordinary income	2,658	2,421	6,290	-	5,079	11,369	-
Net income	127	2,917	1,866	ı	3,045	4,912	-

## Fiscal year ended March 31, 2013 (April 1, 2012 to March 31, 2013)

(Millions of yen)

	Q1	Q2	Q3	Q4	Q2 YTD	Q3 YTD	• ,
	(Apr. – Jun.)	(Jul Sep.) (			(Apr. – Sep.)	(Apr. – Dec.)	Full year
Net sales	62,900	64,581	68,396	78,631	127,481	195,878	274,509
Operating income	1,426	2,630	2,405	3,311	4,057	6,463	9,775
Ordinary income	1,927	3,025	3,207	4,099	4,952	8,159	12,258
Net income	1,062	2,085	2,371	248	3,147	5,519	5,767

## Fiscal year ended March 31, 2012 (April 1, 2011 to March 31, 2012)

(Millions of yen)

	Q1	Q2	Q3	Q4	Q2 YTD	Q3 YTD	Full year
	(Apr. – Jun.)	(Jul Sep.) (	Oct. – Dec.) (	lan. – Mar.)	(Apr Sep.)	(Apr. – Dec.)	Full year
Net sales	60,348	71,546	73,358	80,180	131,895	205,253	285,434
Operating income	812	3,985	4,129	7,103	4,797	8,927	16,030
Ordinary income	1,186	3,881	4,934	7,989	5,067	10,002	17,991
Net income	131	2,344	3,251	6,005	2,476	5,727	11,733

## Fiscal year ended March 31, 2011 (April 1, 2010 to March 31, 2011)

(Millions of yen)

	Q1	Q2	Q3	Q4	Q2 YTD	Q3 YTD	Full year
	(Apr. – Jun.)	(Jul Sep.)	(Oct. – Dec.)	(Jan. – Mar.)	(Apr Sep.)	(Apr. – Dec.)	ruii yeai
Net sales	59,229	68,793	69,417	75,073	128,022	197,440	272,514
Operating income	2,241	3,872	5,841	5,633	6,114	11,955	17,589
Ordinary income	2,079	3,750	6,365	5,318	5,829	12,195	17,513
Net income	815	1,798	5,427	3,681	2,613	8,041	11,722

## Fiscal year ended March 31, 2010 (April 1, 2009 to March 31, 2010)

(Millions of yen)

						•	• ,
	Q1	Q2	Q3	Q4	Q2 YTD	Q3 YTD	Full year
	(Apr. – Jun.)	(Jul Sep.) (C	Oct. – Dec.)	(Jan. – Mar.)	(Apr. – Sep.)	(Apr. – Dec.)	ruii yeai
Net sales	48,917	60,442	63,595	74,269	109,360	172,955	247,224
Operating income	(2,243)	2,156	4,235	7,373	(87)	4,148	11,521
Ordinary income	(2,293)	2,340	4,032	6,092	47	4,079	10,171
Net income	(2,412)	740	2,096	6,064	(1,672)	423	6,487