

Consolidated Financial Summary for the First Six Months Ended September 30, 2012

[Japanese GAAP]

November 9, 2012

Company name : SUZUKI MOTOR CORPORATION
 Code No. : 7269 Listings : The First Section of Tokyo Stock Exchange
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 Date of Filing Quarterly Securities Report : November 13, 2012
 Start of Payment of Cash Dividends : November 30, 2012
 Preparation of Supplementary Explanatory Materials : Yes
 Holding of Presentation Meeting on Quarterly Financial Results : Yes

(Amounts less than one million yen are rounded down)

1. Consolidated Operating Results for FY2012 first six months (April 1 – September 30, 2012)

(1) Consolidated management results

(Percentage indicates change from the same period of the previous year)

	Net sales		Operating income		Ordinary income		Net income	
	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%
FY 2012 first six months	1,226,825	0.1	66,142	2.2	70,002	3.6	41,901	30.9
FY 2011 first six months	1,226,169	(7.0)	64,731	(5.9)	67,555	(9.8)	32,009	5.3

[Note] Comprehensive Income
 FY2012 first six months 8,277 Million Yen(- %)
 FY2011 first six months (42,086) Million Yen(- %)

	Net income per share, Basic	Net income per share, Diluted
	Yen	Yen
FY 2012 first six months	74.70	68.64
FY 2011 first six months	57.06	52.44

(2) Consolidated financial position

	Total assets	Net assets	Shareholders' equity ratio
	Millions of Yen	Millions of Yen	%
FY 2012 second quarter	2,262,317	1,113,841	44.2
FY 2011	2,302,439	1,111,757	42.9

[Reference] Net assets excluding minority interests and subscription rights to shares:
 FY2012 second quarter 999,590 million yen
 FY2011 987,748 million yen

2. Cash dividends

	Cash dividends per share				
	First quarter	Second quarter	Third quarter	Year-end	Annual
	Yen	Yen	Yen	Yen	Yen
FY2011	-	7.00	-	8.00	15.00
FY2012	-	8.00	-	-	-
FY2012 (Forecast)	-	-	-	8.00	16.00

[Note] Revision of the latest forecasts of cash dividends announced: Yes

3. Forecasts for Consolidated Operating Results of FY 2012 (April 1, 2012 – March 31, 2013)

(Percentage indicates change from the previous fiscal year)

	Net sales		Operating income		Ordinary income		Net income		Net income per share
	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Yen
Full year	2,600,000	3.5	120,000	0.6	135,000	3.4	70,000	29.9	124.79

[Note] Revisions of the latest forecasts for consolidated operating results announced: None

* Notes

(1) Changes in significant subsidiaries during the period

(Changes in specified subsidiaries that accompany with a change in the scope of consolidation) : None

New - , Exclusion -

(2) Application of accounting treatment specific to preparation of quarterly consolidated financial statements: Yes

(3) Changes in Accounting Principles, Changes in Accounting Estimates, and Retrospective Restatements

1) Changes in accounting principles due to the revision of the accounting standards : Yes

2) Changes in accounting principles other than 1) : None

3) Changes in accounting estimates : Yes

4) Retrospective restatement : None

Please refer to the “2. (3) Changes in Accounting Principles, Changes in Accounting Estimates, and Retrospective Restatements” on page 4 of the [Attachment] for details

(4) Number of outstanding shares (common stock)

(Shares)

1) Number of outstanding shares at end of period
(including treasury stock)

FY2012 Q2	561,047,304	FY2011	561,047,304
FY2012 Q2	83,539	FY2011	83,273
FY2012 Q2	560,963,908	FY2011 Q2	560,965,158

2) Number of treasury stock at end of period

3) Average number of outstanding shares during period
(consolidated cumulative quarters)

* Indication regarding the status of the implementation of quarterly review procedure

This quarterly financial report is exempt from the quarterly review procedure under the Financial Instruments and Exchange Act of Japan. At the time of disclosure of this report, the quarterly review procedure is in progress.

* Explanation regarding the appropriate use of forecasts for operating results, other information

(Caution with respect to forward-looking statement)

The forward-looking statements are based on currently available information and assumptions, contain risks and uncertainty, and do not constitute guarantees of future achievement. Please note that the future results may greatly vary by the changes of various factors.

Those factors, which may influence the future results, include economic conditions and the trend of demand in major markets and the fluctuations of foreign exchange rates (mainly US dollar/Yen rate, Euro/Yen rate).

Please refer to the “1. (3) Qualitative Information on Forecasts for Consolidated Operating Results” on page 4 of the [Attachment] for detail such as precondition of the above-mentioned forecast.

(Quarterly Results Supplementary Explanatory Materials)

Quarterly Results Supplementary Explanatory Materials will be available on our website (<http://www.globalsuzuki.com>) on November 9, 2012.

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1. Qualitative Information on Consolidated Results for the Quarterly Period

(1) Qualitative Information on Consolidated Management Results

- Management results for FY2012 first six months

The management environment of the Group for this first six months continues to be in an unpredictable situation with bad influence of financial turmoil in Europe on global economy. In the domestic economy, there is a concern for the economic fall on account of such situations as the decelerated overseas economies and the prolonged yen appreciation.

Under these circumstances, the Japanese domestic net sales of this first six months increased to ¥515.1 billion by ¥66.4 billion (14.8%) compared to the corresponding period of the previous fiscal year, when the production dropped due to the impact of the Great East Japan Earthquake. As for the overseas, the net sales decreased by ¥65.8 billion (8.5%) to ¥711.7 billion year-on-year mainly due to the impact of the exchange conversion due to the yen appreciation, and the economic stagnation in Europe. As a result, the overall consolidated net sales was at the same level as the corresponding period of the previous fiscal year at ¥1,226.8 billion.

In terms of the consolidated income, the operating income increased by ¥1.4 billion (2.2%) to ¥66.1 billion year-on-year, the ordinary income increased by ¥2.4 billion (3.6%) to ¥70.0 billion year-on-year, and the net income increased by ¥9.9 billion (30.9%) to ¥41.9 billion year-on-year. The Group was able to increase the operating income by covering the factors of income decrease such as the impact of the exchange rate and decrease of overseas sales with the factors of income increase such as increase of Japanese domestic automobile sales and cost reduction.

<The operating results by segmentation>

(Motorcycle)

The net sales decreased by ¥25.0 billion (18.1%) to ¥112.7 billion year-on-year due to the sales decrease in Europe, North America, and Asia. The operating income of ¥0.7 billion in the corresponding period of the previous fiscal year became an operating loss of ¥5.9 billion.

(Automobile)

The Japanese domestic net sales increased from the corresponding period of the previous fiscal year, when the production dropped due to the impact of the Great East Japan Earthquake. This is a result of expanding its sales and strengthening the products such as by the launch of the new WagonR. The overseas net sales decreased year-on-year mainly due to the exchange conversion due to the impact of the yen appreciation, and decrease of sales in Europe. As a result, the overall net sales of the automobile business increased by ¥27.1 billion (2.5%) to ¥1,089.1 billion year-on-year. The operating income increased by ¥8.9 billion (14.9%) to ¥69.2 billion.

(Marine and Power products, etc.)

The net sales decreased by ¥1.5 billion (5.5%) to ¥25.0 billion mainly due to the decrease of exports to Europe. The operating income decreased by ¥0.9 billion (25.1%) to ¥2.8 billion.

<The operating results by geographical areas>

(Japan)

The net sales increased by ¥23.9 billion (3.2%) to ¥768.2 billion compared to the corresponding period of the previous fiscal year, when the production dropped due to the impact of the Great East Japan Earthquake. The operating income also increased by ¥15.6 billion (40.3%) to ¥54.4 billion year-on-year. The Group was able to increase the operating income by covering the factors of income decrease of exports such as impact of the exchange rate with the factors of income increase such as the increased income in the Japanese domestic automobile business.

(Europe)

Due to the economic stagnation in Europe, the net sales decreased by ¥34.9 billion (21.4%) to ¥128.3 billion year-on-year. Operating income of ¥1.2 billion in the previous corresponding period became an operating loss of ¥2.3 billion.

(North America)

Although the net sales decreased by ¥1.9 billion (3.8%) to ¥47.7 billion year-on-year due to the decreased wholesales of motorcycles, the operating loss of ¥0.3 billion in the previous corresponding period became an operating income of ¥0.7 billion.

(Asia)

The net sales decreased by ¥2.0 billion (0.4%) to ¥425.6 billion year-on-year mainly due to the effect of exchange conversion due to the yen appreciation. The operating income decreased by ¥7.2 billion (38.7%) to ¥11.4 billion year-on-year mainly due to the foreign exchange losses of ¥12.3 billion.

(Other areas)

The net sales decreased by ¥2.0 billion (5.0%) to ¥37.0 billion year-on-year due to the decreased sales of automobiles. The operating income decreased by ¥0.9 billion (81.4%) to ¥0.2 billion year-on-year.

(2) Qualitative Information on Consolidated Financial Positions

1) Assets, liabilities and net assets

As for the financial positions at the end of this consolidated second quarter, total assets were ¥2,262.3 billion (decreased by ¥40.1 billion from the end of previous consolidated fiscal year), total liabilities were ¥1,148.5 billion (decreased by ¥42.2 billion from the end of previous consolidated fiscal year) and total net assets were ¥1,113.8 billion (increased by ¥2.1 billion from the end of previous consolidated fiscal year).

2) Cash flows

Cash flow provided by operating activities for this first six months amounted to ¥85.0 billion (¥131.4 billion was provided in the same period of the previous fiscal year), and ¥65.9 billion was used mainly for the acquisition of property, plant and equipment, etc. in the investing activities (¥2.3 billion was provided in the same period of the previous fiscal year). As a result, free cash flow amounted to ¥19.1 billion (¥133.7 billion in the same period of the previous fiscal year). In financing activities, ¥8.9 billion was used mainly for repayment of loan payable (¥49.7 billion was used in the same period of the previous fiscal year).

As a result, the balance of cash and cash equivalents at the end of this consolidated second quarter was ¥716.7 billion, which increased by ¥6.2 billion from the end of the previous consolidated fiscal year.

(3) Qualitative Information on Forecasts for Consolidated Operating Results

As for the forecasts for the consolidated operating results, although the Group has reviewed figures such as the foreign exchange rate and the sales units, there are no changes to the targets of the net sales and the income. The Group will work as one to reform in every field to accomplish more than the below forecasts for the consolidated operation by pursuing the business activity.

(Forecasts for Consolidated Operating Results - Full Year)

Net Sales	¥2,600.0 billion	(up 3.5% year-on-year)
Operating Income	¥120.0 billion	(up 0.6% year-on-year)
Ordinary Income	¥135.0 billion	(up 3.4% year-on-year)
Net Income	¥70.0 billion	(up 29.9% year-on-year)
Foreign Exchange Rates	¥77 /US\$	¥99/Euro

* The forecasts for consolidated operating results mentioned above are based on currently available information and assumptions, contain risks and uncertainty, and do not constitute guarantees of future achievement. Please note that the actual results may greatly vary by the changes of various factors. Those factors, which may influence the actual results, include economic conditions and the trend of demand in major markets and the fluctuation of foreign exchange rate (mainly US dollar/Yen rate, Euro/Yen rate).

2. Summary Information (Notes)

(1) Changes in Significant Subsidiaries during the period

None

(2) Application of Accounting Treatment Specific to Preparation of Quarterly Consolidated Financial Statements

[Calculation of income taxes]

As for income taxes, the effective tax rates were reasonably estimated after applying the tax effect accounting to the income before income taxes of the consolidated fiscal year and the income before income taxes were multiplied by this estimated effective tax rate.

(3) Changes in Accounting Principles, Changes in Accounting Estimates, and Retrospective Restatements

[Changes in Accounting Principles which is difficult to be distinguished from Changes in Accounting Estimates]

In accordance with revisions of the Corporation Tax Act, the Company and its domestic consolidated subsidiaries have revised the method of depreciation which is based on the revised Corporation Tax Act for property, plant and equipment acquired on or after April 1, 2012 from the three months ended June 30, 2012.

The impact of this change on operating income, ordinary income and Income before income taxes was immaterial.

3. Quarterly Consolidated Financial Statements

(1) Quarterly Consolidated Balance Sheets

(Amount: Millions of yen)

	FY2011 (As of March 31, 2012)	FY2012 second quarter (As of September 30, 2012)
Assets		
Current assets		
Cash and deposits	291,670	275,145
Notes and accounts receivables-trade	254,066	213,370
Short-term investment securities	542,668	556,817
Merchandise and finished goods	169,303	168,543
Work in process	20,574	22,816
Raw materials and supplies	49,803	56,767
Other	187,093	174,214
Allowance for doubtful accounts	(5,611)	(5,329)
Total current assets	1,509,568	1,462,346
Noncurrent assets		
Property, plant and equipment	506,862	529,930
Intangible assets	6,592	2,794
Investments and other assets		
Investment securities	166,921	151,422
Other	113,304	116,591
Allowance for doubtful accounts	(779)	(761)
Allowance for investment loss	(30)	(6)
Total investments and other assets	279,416	267,246
Total noncurrent assets	792,870	799,971
Total assets	2,302,439	2,262,317
Liabilities		
Current liabilities		
Accounts payable-trade	354,899	328,772
Short-term loans payable	222,432	211,264
Current portion of bonds with subscription rights to shares	149,975	149,975
Income taxes payable	21,170	25,930
Provision for product warranties	60,869	52,615
Other	227,681	222,797
Total current liabilities	1,037,028	991,355
Noncurrent liabilities		
Long-term loans payable	67,359	72,123
Provision for retirement benefits	36,647	36,863
Provision for disaster	18,065	18,065
Other provision	7,693	7,352
Other	23,888	22,717
Total noncurrent liabilities	153,653	157,120
Total liabilities	1,190,681	1,148,476

(Amount: Millions of yen)

	FY2011 (As of March 31, 2012)	FY2012 second quarter (As of September 30, 2012)
Net assets		
Shareholders' equity		
Capital stock	138,014	138,014
Capital surplus	144,364	144,364
Retained earnings	834,296	871,709
Treasury stock	(81)	(81)
Total shareholders' equity	<u>1,116,594</u>	<u>1,154,007</u>
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	29,865	23,541
Deferred gains or losses on hedges	(1,119)	760
Foreign currency translation adjustment	(157,591)	(178,718)
Total accumulated other comprehensive income	<u>(128,845)</u>	<u>(154,417)</u>
Subscription rights to shares	-	28
Minority interests	<u>124,009</u>	<u>114,222</u>
Total net assets	<u>1,111,757</u>	<u>1,113,841</u>
Total liabilities and net assets	<u>2,302,439</u>	<u>2,262,317</u>

**(2) Quarterly Consolidated Statements of Income and
Quarterly Consolidated Statements of Comprehensive Income
【Quarterly Consolidated Statements of Income】
(First Six months ended September 30)**

(Amount: Millions of yen)

	FY2011 first six months (April 1 – September 30, 2011)	FY2012 first six months (April 1 – September 30, 2012)
Net sales	1,226,169	1,226,825
Cost of sales	928,907	917,268
Gross profit	297,261	309,557
Selling, general and administrative expenses	232,529	243,414
Operating income	64,731	66,142
Non-operating income		
Interest income	5,022	3,992
Dividends income	2,194	2,450
Equity in earnings of affiliates	485	251
Other	6,010	6,314
Total non-operating income	13,713	13,009
Non-operating expenses		
Interest expenses	2,297	2,705
Loss on valuation of securities	4,883	3,502
Other	3,707	2,941
Total non-operating expenses	10,889	9,149
Ordinary income	67,555	70,002
Extraordinary income		
Gain on sales of noncurrent assets	649	410
Gain on sales of investment securities	8,306	-
Total extraordinary income	8,955	410
Extraordinary loss		
Loss on sales of noncurrent assets	327	257
Provision for disaster	17,532	-
Total extraordinary loss	17,859	257
Income before income taxes	58,651	70,155
Income taxes	20,543	25,504
Income before minority interests	38,108	44,650
Minority interests in income	6,098	2,748
Net income	32,009	41,901

【Quarterly Consolidated Statements of Comprehensive Income】

(Amount: Millions of yen)

	FY2011 first six months (April 1 – September 30, 2011)	FY2012 first six months (April 1 –September 30, 2012)
Income before minority interests	38,108	44,650
Other comprehensive income		
Valuation difference on available-for-sale securities	(14,518)	(5,050)
Deferred gains or losses on hedges	688	1,641
Foreign currency translation adjustment	(66,630)	(32,998)
Share of other comprehensive income of associates accounted for using equity method	265	34
Total other comprehensive income	(80,194)	(36,373)
Comprehensive income	(42,086)	8,277
Comprehensive income attributable to:		
Comprehensive income attributable to owners of the parent	(23,553)	16,330
Comprehensive income attributable to minority interests	(18,533)	(8,053)

(3) Quarterly Consolidated Statements of Cash Flows

(Amount: Millions of yen)

	FY2011 first six months (April 1 – September 30, 2011)	FY2012 first six months (April 1 – September 30, 2012)
Net cash provided by (used in) operating activities		
Income before income taxes	58,651	70,155
Depreciation and amortization	47,614	45,817
Increase (decrease) in provision for disaster	17,532	-
Interest and dividends income	(7,217)	(6,443)
Interest expenses	2,297	2,705
Equity in (earnings) losses of affiliates	(485)	(251)
Loss (gain) on valuation of securities	4,883	3,502
Loss (gain) on sales of investment securities	(8,306)	-
Decrease (increase) in notes and accounts receivable-trade	(23,901)	34,504
Decrease (increase) in inventories	(3,994)	(18,420)
Increase (decrease) in notes and accounts payable-trade	56,361	(18,025)
Increase (decrease) in accrued expenses	6,765	2,327
Other, net	(7,029)	(18,094)
Subtotal	143,172	97,776
Interest and dividends income received	7,543	5,598
Interest expenses paid	(1,994)	(2,622)
Income taxes paid	(17,275)	(15,765)
Net cash provided by (used in) operating activities	131,445	84,987
Net cash provided by (used in) investing activities		
Payments into time deposits	(969)	(6,044)
Proceeds from withdrawal of time deposits	9	5,959
Purchase of short-term investment securities	(13,682)	(3,926)
Proceeds from sales of short-term investment securities	20,502	2,037
Purchases of property, plant and equipment	(51,407)	(65,334)
Proceeds from sales of property, plant and equipment	2,067	2,248
Purchase of intangible assets	(63)	(257)
Purchases of investment securities	(240)	(1,000)
Proceeds from sales and redemption of investment securities	18,301	461
Other, net	27,824	(42)
Net cash provided by (used in) investing activities	2,342	(65,898)
Net cash provided by (used in) financing activities		
Net increase (decrease) in short-term loans payable	(22,432)	5,061
Proceeds from long-term loans payable	14,650	23,369
Repayment of long-term loans payable	(35,823)	(31,119)
Cash dividends paid	(3,926)	(4,488)
Cash dividends paid to minority shareholders	(2,117)	(1,732)
Other, net	(64)	(9)
Net cash provided by (used in) financing activities	(49,715)	(8,919)
Effect of exchange rate changes on cash and cash equivalents	(5,111)	(4,009)
Net increase (decrease) in cash and cash equivalents	78,961	6,160
Cash and cash equivalents at beginning of period	631,923	710,530
Cash and cash equivalents at end of period	710,884	716,690

(4) Assumption for Going Concern

None

(5) Segment Information

Net sales and Profit (Loss) of Each Reportable Segment

FY2011 first six months (April 1 – September 30, 2011)

(Amount: Millions of yen)

	Reportable Segments			
	Motorcycle	Automobile	Marine & Power products, etc.	Total
Net Sales	137,665	1,062,045	26,458	1,226,169
Segment profit ^{*1}	741	60,269	3,721	64,731

FY2012 first six months (April 1 – September 30, 2012)

(Amount: Millions of yen)

	Reportable Segments			
	Motorcycle	Automobile	Marine & Power products, etc.	Total
Net Sales	112,741	1,089,071	25,012	1,226,825
Segment profit (loss) ^{*1}	(5,864)	69,221	2,785	66,142

[Notes] *1. Segment profit (loss) is an operating income in the quarterly consolidated statements of income.

2. Main products and services of each segment are as follows.

Segment	Main products and services
Motorcycle	Motorcycles, All terrain vehicles
Automobile	Mini vehicles, Sub-compact vehicles, Standard-sized vehicles
Marine and Power products, etc.	Outboard motors, Engines for snowmobiles, etc., Electro senior vehicles, Houses

(Reference)

As reference information, operating results by geographical areas are as follows:

[Operating Results by Geographical Areas]

FY2011 first six months (April 1 – September 30, 2011)

(Amount: Millions of yen)

	Japan	Europe	North America	Asia	Other areas	Total	Eliminations	Consolidated
Net Sales								
1) Net sales to external customers	557,788	162,383	48,605	418,423	38,968	1,226,169	-	1,226,169
2) Internal net sales or transfer among geographical areas	186,484	860	974	9,129	0	197,448	(197,448)	-
Total	744,272	163,243	49,579	427,553	38,968	1,423,617	(197,448)	1,226,169
Operating income (loss)	38,806	1,224	(303)	18,570	1,129	59,428	5,303	64,731

FY2012 first six months (April 1 – September 30, 2012)

(Amount: Millions of yen)

	Japan	Europe	North America	Asia	Other areas	Total	Eliminations	Consolidated
Net Sales								
1) Net sales to external customers	599,360	126,770	46,679	417,012	37,001	1,226,825	-	1,226,825
2) Internal net sales or transfer among geographical areas	168,872	1,541	1,027	8,618	0	180,060	(180,060)	-
Total	768,233	128,312	47,707	425,630	37,002	1,406,886	(180,060)	1,226,825
Operating income (loss)	54,432	(2,307)	722	11,377	210	64,434	1,707	66,142

[Notes] 1. Classification of countries or areas is based on a geographical adjacency.

2. The major countries or areas belonging to classifications other than Japan:

(1) Europe..... Hungary, United Kingdom and Germany

(2) North America..... USA and Canada

(3) Asia..... India, Indonesia and Pakistan

(4) Other Areas..... Australia and Colombia

3. Classification is based on the location of the Company and its consolidated subsidiaries.

(6) Significant Changes in the Amount of Shareholders' Equity

None

4. Supplementary Information

[Breakdown of Consolidated Net Sales]

(Unit: Thousand)
(Amount: Millions of yen)

		FY2011 first six months (April 1 – September 30, 2011)		FY2012 first six months (April 1 – September 30, 2012)		Change	
		Unit	Amount	Unit	Amount	Unit	Amount
Motorcycle	Japan	39	12,031	36	11,454	(2)	(576)
	Overseas	699	125,634	654	101,287	(45)	(24,346)
	Europe	33	24,763	21	15,386	(11)	(9,376)
	North America	28	20,311	22	16,676	(5)	(3,635)
	Asia	594	58,606	559	49,905	(35)	(8,700)
	Other areas	44	21,952	50	19,318	6	(2,634)
	Total	739	137,665	690	112,741	(48)	(24,923)
Automobile	Japan	332	427,971	412	494,618	80	66,646
	Overseas	828	634,073	836	594,452	7	(39,620)
	Europe	126	161,262	110	120,907	(15)	(40,354)
	North America	13	25,190	14	26,490	1	1,299
	Asia	632	378,922	653	383,452	20	4,530
	Other areas	57	68,698	58	63,602	1	(5,095)
	Total	1,161	1,062,045	1,249	1,089,071	87	27,025
Marine & Power products, etc.	Japan	-	8,737	-	9,025	-	287
	Overseas	-	17,721	-	15,987	-	(1,733)
	Europe	-	5,363	-	4,201	-	(1,162)
	North America	-	7,610	-	7,733	-	122
	Asia	-	1,886	-	1,351	-	(535)
	Other areas	-	2,859	-	2,701	-	(158)
	Total	-	26,458	-	25,012	-	(1,445)
Total	Japan		448,740		515,097		66,357
	Overseas		777,429		711,728		(65,700)
	Europe		191,389		140,496		(50,893)
	North America		53,113		50,899		(2,213)
	Asia		439,415		434,709		(4,705)
	Other areas		93,510		85,622		(7,888)
	Total		1,226,169		1,226,825		656

[Notes] Classification is based on the location of external customers.