

# Consolidated Financial Summary for the First Six Months Ended 30 September 2015

## [Japanese GAAP]

4 November 2015

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Date of Filing Quarterly Securities Report : 13 November 2015  
 Start of Payment of Cash Dividends : 30 November 2015  
 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 FY2015 first six months (1 April – 30 September 2015)

#### (1) Consolidated management results

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

	Net sales		Operating income		Ordinary income		Net income attributable to owners of the parent	
	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%
FY 2015 first six months	1,555,522	8.7	101,093	11.7	112,095	15.3	79,051	46.5
FY 2014 first six months	1,430,689	4.4	90,528	0.3	97,248	5.2	53,945	4.4

[Note] Comprehensive Income  
 FY2015 first six months (19,968) Million Yen (–%)  
 FY2014 first six months 91,916 Million Yen (9.0%)

	Net income per share, Basic	Net income per share, Diluted
	Yen	Yen
FY 2015 first six months	145.35	145.32
FY 2014 first six months	96.16	96.14

#### (2) Consolidated financial position

	Total assets	Net assets	Shareholders' equity ratio
	Millions of Yen	Millions of Yen	%
FY 2015 second quarter	2,582,527	1,203,615	38.1
FY 2014	3,252,800	1,701,390	45.6

[Reference] Shareholders' equity :  
 (Net assets excluding minority interests and subscription rights to shares)  
 FY2015 second quarter 982,930 million yen  
 FY2014 1,482,091 million yen

### 2. Cash dividends

	Cash dividends per share				
	First quarter	Second quarter	Third quarter	Year-end	Annual
	Yen	Yen	Yen	Yen	Yen
FY2014	–	10.00	–	17.00	27.00
FY2015	–	15.00			
FY2015 (Forecast)			–	17.00	32.00

[Note] Revision of the latest forecasts of cash dividends announced: None

### 3. Forecasts for Consolidated Operating Results of FY 2015 (1 April 2015 –31 March 2016)

(Percentage indicates change from the previous fiscal year)

	Net sales		Operating income		Ordinary income		Net income attributable to owners of the parent		Net income per share
	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Yen
Full year	3,100,000	2.8	195,000	8.7	205,000	5.5	125,000	29.0	251.78

[Note] Revisions of the latest forecasts for consolidated operating results announced: Yes

## \* 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 - (Name) Exclusion - (Name)

(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 : None

4) Retrospective restatement : None

(4) Number of outstanding shares (common stock)

(Shares)

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

FY2015 Q2	561,047,304	FY2014	561,047,304
FY2015 Q2	119,859,326	FY2014	71,756
FY2015 Q2	543,862,827	FY2014 Q2	560,976,631

2) Number of treasury stock at end of period

3) Average number of outstanding shares during period  
(First six months)

## \* 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 and Indian Rupee/Yen rate).

Please refer to the "1. (3) Explanation of Information on Forecasts for Future Including Those 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 4 November 2015.

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## 1. Qualitative Information on Consolidated Results for the Quarterly Period

### (1) Explanation of Consolidated Management Results

#### - Management results for FY2015 first six months

As for the management environment of the Group for this first six months, overseas economy has gradually recovered such as economic recoveries of the US and India, but on the other hand, the trend of normalization of monetary policy in the US, economic outlook for China and emerging countries in Asia, downfall in crude oil price and others are concerned. The Japanese economy has gradually recovered by various measures of the government, but the economic outlook is uncertain with the influences of the increased consumption tax rate.

Under these circumstances, the consolidated net sales of this second quarter (April 2015 to September 2015) increased by ¥124.8 billion (8.7%) to ¥1,555.5 billion compared to the corresponding period of the previous fiscal year. The Japanese domestic net sales decreased by ¥20.7 billion (4.0%) to ¥500.0 billion year-on-year owing to the impact of the hike in the rate of the light motor vehicle tax and decrease in the OEM sales. The overseas net sales increased by ¥145.5 billion (16.0%) to ¥1,055.5 billion year-on-year mainly owing to the increase in the automobile sales in India.

In terms of the consolidated income, the operating income increased by ¥10.6 billion (11.7%) to ¥101.1 billion year-on-year mainly owing to the increase in the income in India. The ordinary income increased by ¥14.9 billion (15.3%) to ¥112.1 billion year-on-year. The net income attributable to owners of the parent increased by ¥25.2 billion (46.5%) to ¥79.1 billion year-on-year mainly owing to the gain on sales of investment securities.

#### <The operating results by segmentation> (Motorcycle)

The net sales were flat year-on-year at ¥123.3 billion, mainly owing to the decrease in the sales in Indonesia, despite increase in Europe and India. The operating loss of ¥0.2 billion in the corresponding period of the previous fiscal year became an operating loss of ¥1.2 billion.

#### (Automobile)

The Company made efforts to expand its sales by strengthening its products such as by improving fuel efficiencies of models including WagonR and Spacia (mini passenger vehicles), and Carry (mini commercial vehicle), and by launching full model change of Solio and Solio Bandit (compact passenger vehicles). However, owing to the hike in the rate of the light motor vehicle tax and decrease in the OEM sales, the Japanese domestic net sales decreased year-on-year. The overseas net sales increased year-on-year mainly owing to the increase in India and Pakistan. Consequently, the net sales of the automobile business increased by ¥119.7 billion (9.4%) to ¥1,395.9 billion year-on-year. The operating income increased by ¥8.7 billion (10.1%) to ¥94.5 billion year-on-year mainly owing to the increase in the income in India.

#### (Marine and Power products, etc.)

The net sales increased by ¥5.3 billion (17.3%) to ¥36.3 billion year-on-year mainly owing to the increase in the sales of the outboard motors in the US. The operating income increased by ¥2.9 billion (58.5%) to ¥7.8 billion year-on-year.

## <The operating results by geographical areas>

### (Japan)

The net sales increased by ¥37.5 billion (4.5%) to ¥866.3 billion year-on-year due to expansion of triangle trade via Japan and other causes. The operating income decreased by ¥16.8 billion (27.9%) to ¥43.3 billion year-on-year mainly owing to the increase in research and development expenses and depreciation.

### (Europe)

The net sales increased by ¥49.0 billion (22.7%) to ¥264.6 billion year-on-year owing to sales contribution of all-new big motorcycle GSX-S1000 and all-new compact SUV Vitarā, expansion of triangle trade via Japan, and other causes. The operating income increased by ¥2.0 billion (496.7%) to ¥2.4 billion year-on-year.

### (Asia)

The net sales increased by ¥139.7 billion (23.2%) to ¥741.7 billion year-on-year mainly owing to the increase in the automobile sales in India and Pakistan though decrease of sales in Indonesia. The operating income increased by ¥27.7 billion (101.1%) to ¥55.0 billion year-on-year owing to increase of income in India and Pakistan and other causes.

### (Other areas)

The net sales increased by ¥1.2 billion (1.6%) to ¥77.2 billion year-on-year mainly owing to increase of sales of outboard motors in the US. The operating income decreased by ¥0.9 billion (45.6%) to ¥1.1 billion year-on-year owing to decrease of income in Latin America and other countries.

## (2) Explanation of 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 ¥2,582.5 billion (decreased by ¥670.3 billion from the end of previous consolidated fiscal year mainly owing to ¥460.3 billion of purchase of treasury stock carried out on 17 September 2015). Total liabilities were ¥1,378.9 billion (decreased by ¥172.5 billion from the end of previous consolidated fiscal year mainly owing to repayment of loans payable). As a result, total net assets were ¥1,203.6 billion (decreased by ¥497.8 billion from the end of previous consolidated fiscal year).

### 2) Cash flows

Cash flow provided by operating activities for this first six months of the consolidated fiscal year amounted to ¥81.7 billion (¥94.6 billion was provided in the same period of the previous fiscal year), and ¥124.9 billion was used for the acquisition of investment securities, purchases of property, plant and equipment and other purposes in the investing activities (¥5.5 billion was used in the same period of the previous fiscal year). As a result, free cash flow amounted to ¥43.2 billion of negative (¥89.1 billion of positive in the same period of the previous fiscal year). In financing activities, ¥606.4 billion was used for purchase of treasury stock and other purposes (¥0.7 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 ¥277.1 billion, which decreased by ¥655.2 billion from the end of the previous consolidated fiscal year.

### **(3) Explanation of Information on Forecasts for Future including Those for Consolidated Operating Results**

The below revision has been made to the forecasts for the consolidated operating results, as a result of reflecting the financial results of this second quarter and reviewing the figures such as sales units.

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.

#### **(Forecast for the consolidated operating results-Full Year)**

Net Sales	¥3,100.0 billion	(up 2.8% year-on-year)
Operating income	¥195.0 billion	(up 8.7% year-on-year)
Ordinary income	¥205.0 billion	(up 5.5% year-on-year)
Net income attributable to owners of the parent	¥125.0 billion	(up 29.0% year-on-year)
Foreign exchange rates	118 yen/US\$, 130 yen/Euro, 1.88 yen/Indian Rupee 0.90 yen/100 Indonesian Rupiah, 3.53 yen/Thai Baht	

\* 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 and Indian Rupee/Yen rate).

## **2. Summary Information (Notes)**

### **(1) 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 income tax was calculated by multiplying the income before income taxes by this estimated effective tax rate.

### **(2) Changes in Accounting Principles, Changes in Accounting Estimates, and Retrospective Restatements**

Changes in Accounting Principles

[Application of accounting standard for business combinations]

The “Accounting Standard for Business Combinations” (Accounting Standards Board of Japan (ASBJ) Statement No. 21, 13 September 2013, hereinafter the “Business Combinations Standard”), the “Accounting Standard for Consolidated Financial Statements” (ASBJ Statement No. 22, 13 September 2013, hereinafter the “Consolidated Financial Statements Standard”), the “Accounting Standard for Business Divestitures” (ASBJ Statement No. 7, 13 September 2013, hereinafter the “Business Divestitures Standard”) and others have been applied since the first three months of this consolidated fiscal year. Accordingly, the Company’s accounting policies have been changed; the difference arising from a change in ownership interest in a subsidiary when the Company continues to have control is recorded as capital surplus, acquisition-related costs are recognized as expenses in the consolidated fiscal year when they are incurred. Also, regarding business combinations to be performed at and after the beginning of the first three months of this consolidated fiscal year, a method was changed with regard to the retrospective adjustment of the purchase price allocation based on provisional accounting applicable to the quarterly consolidated financial statements of the fiscal period in which the business combination occurred. In addition, the Company has changed expression of net income, etc. and changed minority interests to non-controlling interests. To reflect these changes in presentation, the quarterly consolidated financial statements and consolidated financial statements in the previous fiscal year have been reclassified.

In accordance with transitional treatments stipulated in Paragraph 58-2 (4) of the Business Combinations Standard, Paragraph 44-5 (4) of the Consolidated Financial Statements Standard, and Paragraph 57-4 (4) of the Business Divestitures Standard, the Business Combinations Standard and others have been applied from the beginning of this consolidated fiscal year.

The effect in the quarterly consolidated financial statements as a result of the adoption of these accounting standards is insignificant in this first six months of consolidated fiscal year.

### 3. Quarterly Consolidated Financial Statements

#### (1) Quarterly Consolidated Balance Sheets

(Amount: Millions of yen)

	FY2014 (As of 31 March 2015)	FY2015 second quarter (As of 30 September 2015)
<b>Assets</b>		
<b>Current assets</b>		
Cash and deposits	457,513	162,404
Notes and accounts receivables-trade	316,826	291,625
Short-term investment securities	685,647	373,684
Merchandise and finished goods	227,170	257,721
Work in process	31,094	36,802
Raw materials and supplies	56,126	56,080
Other	238,946	306,171
Allowance for doubtful accounts	(4,596)	(3,466)
<b>Total current assets</b>	<b>2,008,729</b>	<b>1,481,024</b>
<b>Noncurrent assets</b>		
Property, plant and equipment	795,892	768,800
Intangible assets	6,065	4,675
<b>Investments and other assets</b>		
Investment securities	364,268	254,802
Other	78,775	74,227
Allowance for doubtful accounts	(714)	(588)
Allowance for investment loss	(217)	(414)
<b>Total investments and other assets</b>	<b>442,113</b>	<b>328,027</b>
<b>Total noncurrent assets</b>	<b>1,244,071</b>	<b>1,101,502</b>
<b>Total assets</b>	<b>3,252,800</b>	<b>2,582,527</b>
<b>Liabilities</b>		
<b>Current liabilities</b>		
Accounts payable-trade	479,950	377,040
Electronically recorded obligations	-	69,952
Short-term loans payable	281,950	147,512
Income taxes payable	21,797	34,799
Provision for product warranties	60,305	62,073
Other	308,596	318,279
<b>Total current liabilities</b>	<b>1,152,601</b>	<b>1,009,658</b>
<b>Noncurrent liabilities</b>		
Long-term loans payable	272,717	273,254
Provision for disaster	8,923	8,681
Other provision	9,744	10,245
Liabilities for retirement benefits	40,791	41,154
Other	66,631	35,917
<b>Total noncurrent liabilities</b>	<b>398,808</b>	<b>369,253</b>
<b>Total liabilities</b>	<b>1,551,409</b>	<b>1,378,911</b>

(Amount: Millions of yen)

	FY2014 (As of 31 March 2015)	FY2015 second quarter (As of 30 September 2015)
<b>Net assets</b>		
Shareholders' equity		
Capital stock	138,014	138,014
Capital surplus	144,364	144,166
Retained earnings	1,082,440	1,151,859
Treasury stock	(62)	(460,358)
Total shareholders' equity	<u>1,364,757</u>	<u>973,681</u>
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	158,788	81,284
Deferred gains or losses on hedges	679	1,801
Foreign currency translation adjustment	(42,997)	(74,790)
Accumulated adjustment for retirement benefits	864	953
Total accumulated other comprehensive income	<u>117,333</u>	<u>9,248</u>
Subscription rights to shares	250	188
Non-controlling interests	219,048	220,496
Total net assets	<u>1,701,390</u>	<u>1,203,615</u>
Total liabilities and net assets	<u>3,252,800</u>	<u>2,582,527</u>

**(2) Quarterly Consolidated Statements of Income and  
Quarterly Consolidated Statements of Comprehensive Income  
(First six months ended 30 September 2015)  
【Quarterly Consolidated Statements of Income】**

(Amount: Millions of yen)

	FY2014 first six months (1 April – 30 September 2014)	FY2015 first six months (1 April – 30 September 2015)
Net sales	1,430,689	1,555,522
Cost of sales	1,047,088	1,130,248
Gross profit	383,601	425,274
Selling, general and administrative expenses	293,073	324,181
Operating income	90,528	101,093
Non-operating income		
Interest income	9,822	7,876
Dividends income	4,107	4,955
Equity in earnings of affiliates	-	1,091
Other	5,872	7,262
Total non-operating income	19,802	21,185
Non-operating expenses		
Interest expenses	3,808	3,466
Foreign exchange losses	1,665	955
Equity in losses of affiliates	3,390	-
Other	4,218	5,761
Total non-operating expenses	13,083	10,183
Ordinary income	97,248	112,095
Extraordinary income		
Gain on sales of noncurrent assets	442	188
Gain on sales of investment securities	-	36,760
Total extraordinary income	442	36,949
Extraordinary loss		
Loss on sales of noncurrent assets	361	469
Impairment loss	672	61
Total extraordinary loss	1,034	530
Income before income taxes	96,656	148,513
Income taxes	30,986	49,244
Net income	65,669	99,269
Net income attributable to non-controlling interests	11,724	20,217
Net income attributable to owners of the parent	53,945	79,051

## 【Quarterly Consolidated Statements of Comprehensive Income】

(Amount: Millions of yen)

	FY2014 first six months (1 April – 30 September 2014)	FY2015 first six months (1 April – 30 September 2015)
Net income	65,669	99,269
Other comprehensive income		
Valuation difference on available-for-sale securities	9,981	(75,988)
Deferred gains or losses on hedges	42	1,055
Foreign currency translation adjustment	18,069	(44,387)
Adjustment for retirement benefits	(73)	64
Share of other comprehensive income of associates accounted for using equity method	(1,773)	20
Total other comprehensive income	26,246	(119,237)
Comprehensive income	91,916	(19,968)
Comprehensive income attributable to:		
Comprehensive income attributable to owners of the parent	71,964	(28,977)
Comprehensive income attributable to non-controlling interests	19,951	9,009

### (3) Quarterly Consolidated Statements of Cash Flows

(Amount: Millions of yen)

	FY2014 first six months (1 April – 30 September 2014)	FY2015 first six months (1 April-30 September 2015)
Net cash provided by (used in) operating activities		
Income before income taxes	96,656	148,513
Depreciation and amortization	64,366	76,827
Impairment loss	672	61
Increase (decrease) in allowance for doubtful accounts	(848)	(1,235)
Interest and dividends income	(13,930)	(12,831)
Interest expenses	3,808	3,466
Foreign exchange losses (gains)	589	3,204
Equity in (earnings) losses of affiliates	3,390	(1,091)
Loss (gain) on sales of property, plant and equipment	(81)	281
Loss (gain) on sales of investment securities	-	(36,760)
Decrease (increase) in notes and accounts receivable-trade	38,029	21,151
Decrease (increase) in inventories	(28,869)	(45,324)
Increase (decrease) in notes and accounts payable-trade	(21,035)	(27,707)
Increase (decrease) in accrued expenses	(3,288)	15,552
Other, net	(2,990)	(38,231)
Subtotal	136,470	105,875
Interest and dividends income received	13,428	12,939
Interest expenses paid	(3,146)	(4,446)
Income taxes paid	(52,201)	(32,652)
Net cash provided by (used in) operating activities	94,551	81,715
Net cash provided by (used in) investing activities		
Purchase of short-term investment securities	(72,386)	(181,411)
Proceeds from Sale of securities and stock redemption	101,034	133,850
Purchases of property, plant and equipment	(88,580)	(72,880)
Other, net	54,437	(4,439)
Net cash provided by (used in) investing activities	(5,494)	(124,881)
Net cash provided by (used in) financing activities		
Net increase (decrease) in short-term loans payable	(20,397)	(124,277)
Proceeds from long-term loans payable	52,000	22,400
Repayment of long-term loans payable	(21,041)	(26,699)
Purchase of treasury stock	(27)	(460,476)
Cash dividends paid	(7,854)	(9,536)
Cash dividends paid to non-controlling interests	(3,302)	(7,736)
Other, net	(35)	(26)
Net cash provided by (used in) financing activities	(659)	(606,354)
Effect of exchange rate changes on cash and cash equivalents	3,658	(5,617)
Net increase (decrease) in cash and cash equivalents	92,055	(655,137)
Cash and cash equivalents at beginning of period	710,611	932,261
Increase (decrease) in cash and cash equivalents resulting from change of fiscal year of subsidiaries	(2,039)	-
Cash and cash equivalents at end of period	800,627	277,124

## (4) Notes to Quarterly Consolidated Financial Statements

(Assumption for Going Concern)

None

(Significant Changes in the Amount of Shareholders' Equity)

The Company carried out the acquisition of 119,787,000 treasury stocks through the Tokyo Stock Exchange Trading Network System for Off-Auction Treasury Share Repurchase Trading (ToSTNeT-3) on 17 September 2015 for the purpose of repurchase of 111,610,000 ordinary Suzuki shares owned by Volkswagen AG, pursuant to the arbitration award from International Court of Arbitration of the International Chamber of Commerce on 29 August 2015.

And the Company also disposed of all of 4,397,000 ordinary Volkswagen AG shares owned by the Company, in line with the intention of Volkswagen AG on 25 September 2015.

(Details of Acquisition of Treasury Stock)

Type of shares acquired	Ordinary shares of Suzuki
Total number of shares acquired	119,787,000 shares
Total amount paid of the acquisition	460,281 million yen
Acquisition date	17 September 2015 (trade basis)

(Details of Sales of Volkswagen AG Share)

Type of shares sold	Ordinary shares of Volkswagen AG
Total number of shares sold	4,397,000 shares (All the shares owned by the Company)
Buyer	Porsche Automobil Holding SE
Gain on sales of investment securities	36,691 million yen
Execution of agreement	25 September 2015

(Segment Information)

Net sales and Profit (Loss) of Each Reportable Segment

FY2014 first six months (1 April - 30 September 2014)

(Amount: Millions of yen)

	Reportable Segments			
	Motorcycle	Automobile	Marine & Power products, etc.	Total
Net Sales	123,505	1,276,213	30,970	1,430,689
Segment profit (loss) *1	(205)	85,820	4,913	90,528

FY2015 first six months (1 April - 30 September 2015)

(Amount: Millions of yen)

	Reportable Segments			
	Motorcycle	Automobile	Marine & Power products, etc.	Total
Net Sales	123,334	1,395,852	36,336	1,555,522
Segment profit (loss) *1	(1,211)	94,519	7,785	101,093

[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	Minivehicles, 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]**

FY2014 first six months (1 April - 30 September 2014)

(Amount: Millions of yen)

	Japan	Europe	Asia	Other areas	Total	Eliminations	Consolidated
Net Sales							
1) Net sales to external customers	621,870	159,994	573,312	75,512	1,430,689	—	1,430,689
2) Internal net sales or transfer among geographical areas	206,932	55,649	28,726	498	291,808	(291,808)	—
Total	828,803	215,643	602,039	76,011	1,722,498	(291,808)	1,430,689
Operating income	60,053	397	27,346	1,993	89,790	737	90,528

FY2015 first six months (1 April - 30 September 2015)

(Amount: Millions of yen)

	Japan	Europe	Asia	Other areas	Total	Eliminations	Consolidated
Net Sales							
1) Net sales to external customers	621,558	161,737	695,168	77,058	1,555,522	—	1,555,522
2) Internal net sales or transfer among geographical areas	244,758	102,889	46,547	182	394,377	(394,377)	—
Total	866,317	264,626	741,715	77,240	1,949,900	(394,377)	1,555,522
Operating income	43,290	2,373	54,993	1,085	101,742	(648)	101,093

[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, Germany, United Kingdom and France

(2) Asia..... India, Indonesia, Thailand and Pakistan

(3) Other Areas..... United States, Australia, Mexico and Colombia

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

## 4. Others

### [Breakdown of Consolidated Net Sales]

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

		FY2014 first six months (1 April - 30 September 2014)		FY2015 first six months (1 April - 30 September 2015)		Change	
		Unit	Amount	Unit	Amount	Unit	Amount
Motorcycle	Japan	32	11,146	31	10,808	(1)	(337)
	Overseas	588	112,359	497	112,525	(90)	166
	Europe	21	20,767	27	24,687	6	3,919
	North America	20	19,535	17	18,637	(3)	(897)
	Asia	444	50,950	355	47,880	(89)	(3,069)
	Other areas	101	21,105	97	21,319	(3)	213
	Total	621	123,505	529	123,334	(92)	(171)
Automobile	Japan	412	500,353	340	480,910	(71)	(19,443)
	Overseas	907	775,860	997	914,942	89	139,081
	Europe	101	160,227	92	165,860	(8)	5,632
	North America	0	2,532	-	2,352	(0)	(179)
	Asia	707	513,471	810	637,402	102	123,930
	Other areas	98	99,628	93	109,326	(4)	9,697
	Total	1,319	1,276,213	1,337	1,395,852	18	119,638
Marine & Power products, etc.	Japan	-	9,218	-	8,330	-	(888)
	Overseas	-	21,751	-	28,005	-	6,253
	Europe	-	7,185	-	7,613	-	428
	North America	-	9,500	-	13,907	-	4,406
	Asia	-	1,603	-	2,108	-	504
	Other areas	-	3,461	-	4,376	-	914
	Total	-	30,970	-	36,336	-	5,365
Total	Japan		520,718		500,049		(20,668)
	Overseas		909,971		1,055,473		145,502
	Europe		188,181		198,161		9,980
	North America		31,568		34,897		3,328
	Asia		566,025		687,392		121,366
	Other areas		124,196		135,022		10,826
	Total		1,430,689		1,555,522		124,833

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