

# Consolidated Financial Summary for the First Three Months Ended 30 June 2014

## [Japanese GAAP]

1 August 2014

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Date of Filing Quarterly Securities Report : 7 August 2014

Start of Payment of Cash Dividends : -

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 FY2014 first three months (1 April – 30 June 2014)

#### (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 2014 first three months	710,402	5.1	50,919	15.5	59,309	25.7	37,525	38.8
FY 2013 first three months	675,800	4.8	44,092	23.7	47,184	17.3	27,032	10.5

[Note] Comprehensive Income FY2014 first three months 32,475 Million Yen (-41.1%)  
 FY2013 first three months 55,100 Million Yen (-%)

	Net income per share, Basic	Net income per share, Diluted
	Yen	Yen
FY 2014 first three months	66.89	66.88
FY 2013 first three months	48.19	48.18

#### (2) Consolidated financial position

	Total assets	Net assets	Shareholders' equity ratio
	Millions of Yen	Millions of Yen	%
FY 2014 first quarter	2,817,514	1,509,506	47.6
FY 2013	2,874,074	1,494,357	46.2

[Reference] Shareholders' equity: FY2014 first quarter 1,339,849 million yen  
 (Net assets excluding minority interests and subscription rights to shares) FY2013 1,326,723 million yen

### 2. Cash dividends

	Cash dividends per share				
	First quarter	Second quarter	Third quarter	Year-end	Annual
	Yen	Yen	Yen	Yen	Yen
FY2013	-	10.00	-	14.00	24.00
FY2014	-				
FY2014 (Forecast)		10.00	-	14.00	24.00

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

### 3. Forecasts for Consolidated Operating Results of FY 2014 (1 April 2014 – 31 March 2015)

(Percentage indicates change from same period of 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
First Half	1,400,000	2.2	91,000	0.8	93,000	0.6	55,000	6.5	98.04
Full year	3,000,000	2.1	188,000	0.1	198,000	0.1	115,000	7.0	205.00

[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 - (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)

FY2014 Q1	561,047,304	FY2013	561,047,304
FY2014 Q1	70,458	FY2013	71,248
FY2014 Q1	560,976,666	FY2013 Q1	560,965,577

2) Number of treasury stock at end of period

3) Average number of outstanding shares during period  
(First three 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 1 August 2014.

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

## (1) Explanation of Consolidated Management Results

### - Management results for FY2014 first three months

As for the management environment of the Group for this first three months, although influence by tapering of monetary easing in the US and unpredictable economic outlook for emerging countries, overseas economy is showing a moderate recovery trend. Particularly in India, consumer sentiment is improving steadily because of their expectation for reformation by newly elected government. Japanese economy also continues to be on recovery trend. On the other hand, there is a bad influence to the recovery by the impact of recoil reduction involved in the hike in the rate of consumption tax.

Under these circumstances, the consolidated net sales of the first quarter (April 2014 to June 2014) increased by ¥34.6 billion (5.1%) to ¥710.4 billion compared to the corresponding period of the previous fiscal year. The Japanese domestic net sales increased by ¥15.8 billion (6.6%) to ¥256.0 billion year-on-year mainly owing to accumulated back orders from last-minute demand ahead of the hike in the rate of consumption tax. The overseas net sales increased by ¥18.8 billion (4.3%) to ¥454.4 billion year-on-year. Although it decreased in Asia and North America, increase in Europe contributed to the overall increase.

In terms of the consolidated income, the operating income increased by ¥6.8 billion (15.5%) to ¥50.9 billion year-on-year. Although it decreased in Asia such as in Indonesia and Thailand, increase in markets such as Japan and Europe contributed to the overall increase. The ordinary income increased by ¥12.1 billion (25.7%) to ¥59.3 billion year-on-year. The net income increased by ¥10.5 billion (38.8%) to ¥37.5 billion year-on-year partly owing to the reduction in the rate of corporate tax in Japan.

### <The operating results by segmentation>

#### (Motorcycle)

The net sales decreased by ¥4.9 billion (6.9%) to ¥65.6 billion year-on-year mainly owing to decrease in sales in Asia. The operating loss of ¥2.7 billion in the corresponding period of the previous fiscal year turned into the black with an operating income of ¥1.0 billion, partly owing to the sales of large-displacement models which were exported in the previous fiscal year and were stocked overseas.

#### (Automobile)

The Japanese domestic net sales increased year-on-year owing to accumulated back orders of models such as the Hustler from the end of the previous fiscal year. The overseas net sales increased year-on-year owing to the increase in Europe. Consequently, the net sales of the automobile business increased by ¥38.2 billion (6.5%) to ¥629.0 billion year-on-year. The operating income increased by ¥2.5 billion (5.8%) to ¥47.3 billion year-on-year. Although it decreased in Asia such as by the increase in facility investment and the impact of the local currency depreciation in India and Indonesia, and large decrease in automobile sales in Thailand, increase in markets such as Japan and Europe contributed to the overall increase in the operating income.

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

The net sales increased by ¥1.3 billion (8.4%) to ¥15.8 billion year-on-year mainly owing to the increase in sales of outboard motors in Europe. The operating income increased by ¥0.6 billion (31.8%) to ¥2.6 billion year-on-year.

## <The operating results by geographical areas>

### (Japan)

The net sales increased by ¥34.1 billion (8.7%) to ¥425.2 billion year-on-year due to increase of automobile sales and other causes. The operating income increased by ¥3.0 billion (9.9%) to ¥33.8 billion year-on-year because of increase of sales and impact of exchange fluctuation and other causes.

### (Europe)

The net sales increased by ¥42.9 billion (60.4%) to ¥113.8 billion year-on-year due to increased sales of C-segment crossover model SX4 S-CROSS which was launched in September 2013 and other causes. As for the operating income, the operating loss of ¥2.6 billion in the corresponding period of the previous fiscal year became an operating income of ¥0.5 billion, turning into the black.

### (Asia)

The net sales was roughly flat on the year at ¥294.0 billion year-on-year due to decrease of sales in Indonesia and Thailand and other causes though increase of sales of automobile in India and Pakistan. The operating income decreased by ¥4.8 billion (24.3%) to ¥15.1 billion year-on-year due to decrease of income in Indonesia, Thailand and others.

### (Other areas)

The net sales decreased by ¥0.9 billion (2.2%) to ¥39.6 billion year-on-year due to winding down of automobile marketing business in North America and other causes. The operating loss of ¥0.5 billion in the corresponding period of the previous fiscal year turned into the black with an operating income of ¥0.7 billion.

## (2) Explanation of Consolidated Financial Positions

### 1) Assets, liabilities and net assets

As for the financial positions at the end of this consolidated first quarter, total assets were ¥2,817.5 billion (decreased by ¥56.6 billion from the end of previous consolidated fiscal year), total liabilities were ¥1,308.0 billion (decreased by ¥71.7 billion from the end of previous consolidated fiscal year) and total net assets were ¥1,509.5 billion (increased by ¥15.1 billion from the end of previous consolidated fiscal year).

### 2) Cash flows

Cash flow provided by operating activities for this first three months amounted to ¥29.4 billion (¥65.9 billion was provided in the same period of the previous fiscal year), and ¥12.8 billion was used for the acquisition of property, plant and equipment, etc. and other purposes in the investing activities (¥21.4 billion was used in the same period of the previous fiscal year). As a result, free cash flow amounted to ¥16.6 billion of positive (¥44.5 billion of positive in the same period of the previous fiscal year). In financing activities, ¥1.7 billion was used for payment of dividends and other purposes (¥1.7 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 first quarter was ¥721.5 billion, which increased by ¥10.9 billion from the end of the previous consolidated fiscal year.

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

As for forecasts for the consolidated operating results, although the consolidated operating results of the first quarter increased year-on-year, the Group has decided to keep its previous forecasts unchanged due to the impact of recoil reduction of last-minute demand ahead of the hike in the rate of consumption tax in Japan, and grim overseas automobile sales and financial outlook such as in Indonesia and Thailand.

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 – First Half)**

Net Sales	¥1,400.0 billion (up 2.2% year-on-year)
Operating Income	¥91.0 billion (up 0.8% year-on-year)
Ordinary Income	¥93.0 billion (up 0.6% year-on-year)
Net Income	¥55.0 billion (up 6.5% year-on-year)

#### **(Forecasts for Consolidated Operating Results – Full Year)**

Net Sales	¥3,000.0 billion (up 2.1% year-on-year)
Operating Income	¥188.0 billion (up 0.1% year-on-year)
Ordinary Income	¥198.0 billion (up 0.1 % year-on-year)
Net Income	¥115.0 billion (up 7.0% year-on-year)
Foreign Exchange Rates	¥100/US\$ ¥135/Euro ¥1.65/Indian Rupee ¥0.85/100 Indonesian Rupiah ¥3.10/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 retirement benefits]

Body text stipulated in article 35 of the Accounting Standard for Retirement Benefits (Accounting Standards Board of Japan (ASBJ) Statement No.26 of 17 May 2012) and article 67 of the Guidance on Accounting Standard for Retirement Benefits (ASBJ Guidance No.25 of 17 May 2012) have been applied since the first three months of this fiscal year.

The revision of the calculation method for retirement benefit obligations and service costs, with the changing method of attributing benefits to accounting periods from the straight-line basis method to the benefit formula basis, and the changing method of determination of the discount rate from the method of determination the bonds period by using the approximate number of years of the average remaining service period of employees which is based on determination of the discount rate to a single weighted average discount rate reflecting the estimated timing and amount of benefit payment, have been applied from the first three months of this consolidated fiscal year.

In accordance with transitional accounting as stipulated in article 37 of the Accounting Standard for Retirement Benefits, the effect of the changes in accounting policies arising from initial application is recognized in retained earnings.

As a result, assets for retirement benefits included in other of investments and other assets decreased by ¥10,357 million, liabilities for retirement benefits increased by ¥1,885 million and retained earnings decreased by ¥8,118 million from the beginning of the fiscal year. Influences by the above-mentioned on operating income, ordinary income and income before income taxes for this first three months of consolidated fiscal year are insignificant.

### **(3) Additional information**

[Changing of fiscal year and others of consolidated subsidiaries]

Consolidated subsidiaries that settled the account in 31 December without provisional account settlement as of consolidated account settlement date were consolidated with the financial statements based on their financial statements as of 31 December and made necessary adjustments for consolidation regarding important transactions that occurred between 31 December and consolidated account settlement date. From this first three months of the fiscal year, Suzuki Motor Iberica,S.A.U. and other 2 subsidiaries have changed the settlement date from 31 December to 31 March and Suzuki Australia Pty.Ltd. and other 19 subsidiaries have been consolidated based on the financial statements of provisional account as of consolidated account settlement date.

With regard to these changing mentioned above, the net income (loss) of three months from 1 January to 31 March 2014 has been recognized in retained earnings.

As a result, retained earnings decreased by ¥1,384 million from the beginning of the fiscal year.

### 3. Quarterly Consolidated Financial Statements

#### (1) Quarterly Consolidated Balance Sheets

(Amount: Millions of yen)

	FY2013 (As of 31 March 2014)	FY2014 first quarter (As of 30 June 2014)
<b>Assets</b>		
Current assets		
Cash and deposits	358,851	252,645
Notes and accounts receivables-trade	310,694	266,801
Short-term investment securities	612,489	698,241
Merchandise and finished goods	200,045	204,479
Work in process	29,952	29,443
Raw materials and supplies	46,287	46,744
Other	238,018	238,972
Allowance for doubtful accounts	(5,506)	(5,976)
Total current assets	1,790,832	1,731,351
Noncurrent assets		
Property, plant and equipment	694,420	698,572
Intangible assets	7,243	6,575
Investments and other assets		
Investment securities	287,920	301,140
Other	94,415	80,622
Allowance for doubtful accounts	(757)	(727)
Allowance for investment loss	-	(19)
Total investments and other assets	381,578	381,015
Total noncurrent assets	1,083,242	1,086,163
Total assets	2,874,074	2,817,514
<b>Liabilities</b>		
Current liabilities		
Accounts payable-trade	433,819	416,727
Short-term loans payable	236,161	233,630
Income taxes payable	46,628	18,733
Provision for product warranties	61,447	60,302
Other	278,876	253,759
Total current liabilities	1,056,933	983,154
Noncurrent liabilities		
Long-term loans payable	209,166	209,656
Provision for disaster	16,596	16,596
Other provision	8,585	8,789
Liabilities for retirement benefits	36,918	36,917
Other	51,517	52,893
Total noncurrent liabilities	322,783	324,852
Total liabilities	1,379,717	1,308,007



(Amount: Millions of yen)

	FY2013 (As of 31 March 2014)	FY2014 first quarter (As of 30 June 2014)
Net assets		
Shareholders' equity		
Capital stock	138,014	138,014
Capital surplus	144,364	144,364
Retained earnings	1,008,555	1,028,714
Treasury stock	(57)	(57)
Total shareholders' equity	1,290,877	1,311,036
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	104,745	110,664
Deferred gains or losses on hedges	131	(52)
Foreign currency translation adjustment	(72,898)	(85,625)
Accumulated adjustment for retirement benefits	3,867	3,827
Total accumulated other comprehensive income	35,846	28,813
Subscription rights to shares	168	176
Minority interests	167,464	169,480
Total net assets	1,494,357	1,509,506
Total liabilities and net assets	2,874,074	2,817,514

**(2) Quarterly Consolidated Statements of Income and  
Quarterly Consolidated Statements of Comprehensive Income  
(First Three months ended 30 June 2014)  
【Quarterly Consolidated Statements of Income】**

(Amount: Millions of yen)

	FY2013 first three months (1 April – 30 June 2013)	FY2014 first three months (1 April – 30 June 2014)
Net sales	675,800	710,402
Cost of sales	495,859	517,640
Gross profit	179,940	192,762
Selling, general and administrative expenses	135,847	141,842
Operating income	44,092	50,919
Non-operating income		
Interest income	3,162	5,625
Dividends income	2,895	3,860
Equity in earnings of affiliates	94	1,338
Other	3,942	3,596
Total non-operating income	10,094	14,419
Non-operating expenses		
Interest expenses	1,547	1,682
Foreign exchange loss	4,449	1,671
Other	1,005	2,675
Total non-operating expenses	7,002	6,029
Ordinary income	47,184	59,309
Extraordinary income		
Gain on sales of noncurrent assets	427	153
Gain on sales of investment securities	9	-
Total extraordinary income	436	153
Extraordinary loss		
Loss on sales of noncurrent assets	203	176
Impairment loss	-	2
Total extraordinary loss	203	179
Income before income taxes	47,417	59,284
Income taxes	15,725	15,839
Income before minority interests	31,692	43,445
Minority interests in income	4,659	5,919
Net income	27,032	37,525

## 【Quarterly Consolidated Statements of Comprehensive Income】

(Amount: Millions of yen)

	FY2013 first three months (1 April – 30 June 2013)	FY2014 first three months (1 April – 30 June 2014)
Income before minority interests	31,692	43,445
Other comprehensive income		
Valuation difference on available-for-sale securities	18,733	6,188
Deferred gains or losses on hedges	2,844	(138)
Foreign currency translation adjustment	(1,097)	(14,897)
Adjustment for retirement benefits	-	(44)
Share of other comprehensive income of associates accounted for using equity method	2,927	(2,078)
Total other comprehensive income	23,408	(10,970)
Comprehensive income	55,100	32,475
Comprehensive income attributable to:		
Comprehensive income attributable to owners of the parent	59,469	30,455
Comprehensive income attributable to minority interests	(4,369)	2,019

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

(Amount: Millions of yen)

	FY2013 first three months (1 April – 30 June 2013)	FY2014 first three months (1 April – 30 June 2014)
Net cash provided by (used in) operating activities		
Income before income taxes	47,417	59,284
Depreciation and amortization	23,824	30,929
Increase (decrease) in allowance for doubtful accounts	129	502
Interest and dividends income	(6,057)	(9,485)
Interest expenses	1,547	1,682
Foreign exchange losses (gains)	2,878	3,121
Equity in (earnings) losses of affiliates	(94)	(1,338)
Loss (gain) on sales of property, plant and equipment	(223)	22
Impairment loss	-	2
Decrease (increase) in notes and accounts receivable-trade	12,575	35,758
Decrease (increase) in inventories	5,248	(15,067)
Increase (decrease) in notes and accounts payable-trade	(4,564)	(10,969)
Increase (decrease) in accrued expenses	(5,661)	(12,861)
Other, net	1,741	(15,249)
Subtotal	78,762	66,332
Interest and dividends income received	6,751	8,935
Interest expenses paid	(1,413)	(1,505)
Income taxes paid	(18,152)	(44,389)
Net cash provided by (used in) operating activities	65,947	29,374
Net cash provided by (used in) investing activities		
Payments into time deposits	(1,455)	(42,429)
Proceeds from withdrawal of time deposits	8,924	62,837
Purchase of short-term investment securities	(30,014)	(46,805)
Proceeds from sales of short-term investment securities	38,976	54,994
Purchases of property, plant and equipment	(38,846)	(42,538)
Proceeds from sales of property, plant and equipment	1,157	1,425
Purchases of investment securities	(0)	(157)
Other, net	(128)	(171)
Net cash provided by (used in) investing activities	(21,385)	(12,844)
Net cash provided by (used in) financing activities		
Net increase (decrease) in short-term loans payable	3,478	4,291
Proceeds from long-term loans payable	9,500	12,000
Repayment of long-term loans payable	(9,010)	(10,039)
Purchase of treasury stock	(1)	(25)
Cash dividends paid	(5,612)	(7,856)
Cash dividends paid to minority shareholders	(54)	(90)
Other, net	(1)	(21)
Net cash provided by (used in) financing activities	(1,701)	(1,741)
Effect of exchange rate changes on cash and cash equivalents	4,098	(1,812)
Net increase (decrease) in cash and cash equivalents	46,959	12,976
Cash and cash equivalents at beginning of period	661,102	710,611
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	708,061	721,547

#### (4) Notes to Quarterly Consolidated Financial Statements

(Assumption for Going Concern)

None

(Significant Changes in the Amount of Shareholders' Equity)

None

(Segment Information)

Net sales and Profit (Loss) of Each Reportable Segment

FY2013 first three months (1 April - 30 June 2013)

(Amount: Millions of yen)

	Reportable Segments			
	Motorcycle	Automobile	Marine & Power products, etc.	Total
Net Sales	70,507	590,766	14,525	675,800
Segment profit (loss) *1	(2,634)	44,774	1,952	44,092

FY2014 first three months (1 April - 30 June 2014)

(Amount: Millions of yen)

	Reportable Segments			
	Motorcycle	Automobile	Marine & Power products, etc.	Total
Net Sales	65,624	629,028	15,749	710,402
Segment profit*1	984	47,361	2,573	50,919

[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]**

FY2013 first three months (1 April - 30 June 2013)

(Amount: Millions of yen)

	Japan	Europe	Asia	Other areas	Total	Eliminations	Consolidated
Net Sales							
1) Net sales to external customers	282,573	70,576	282,399	40,250	675,800	—	675,800
2) Internal net sales or transfer among geographical areas	108,568	339	11,482	207	120,597	(120,597)	—
Total	391,141	70,915	293,881	40,458	796,397	(120,597)	675,800
Operating income (loss)	30,802	(2,558)	19,904	(519)	47,630	(3,537)	44,092

FY2014 first three months (1 April - 30 June 2014)

(Amount: Millions of yen)

	Japan	Europe	Asia	Other areas	Total	Eliminations	Consolidated
Net Sales							
1) Net sales to external customers	306,744	84,468	279,903	39,285	710,402	—	710,402
2) Internal net sales or transfer among geographical areas	118,467	29,309	14,054	298	162,129	(162,129)	—
Total	425,211	113,778	293,958	39,583	872,532	(162,129)	710,402
Operating income	33,849	529	15,060	745	50,184	735	50,919

[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, Germany 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. Supplementary Information

### [Breakdown of Consolidated Net Sales]

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

		FY2013 first three months (1 April – 30 June 2013)		FY2014 first three months (1 April – 30 June 2014)		Change	
		Unit	Amount	Unit	Amount	Unit	Amount
Motorcycle	Japan	17	5,844	15	5,557	(1)	(287)
	Overseas	320	64,663	285	60,067	(34)	(4,595)
	Europe	15	12,629	11	11,941	(3)	(688)
	North America	13	13,059	11	11,879	(2)	(1,179)
	Asia	266	29,703	235	25,622	(30)	(4,081)
	Other areas	24	9,270	26	10,624	2	1,354
	Total	337	70,507	301	65,624	(36)	(4,883)
Automobile	Japan	181	229,962	210	246,140	29	16,177
	Overseas	411	360,803	439	382,888	28	22,084
	Europe	46	64,565	47	82,942	1	18,376
	North America	0	2,825	0	1,317	(0)	(1,508)
	Asia	326	252,784	347	250,734	20	(2,050)
	Other areas	37	40,628	44	47,894	7	7,266
	Total	592	590,766	650	629,028	58	38,261
Marine & Power products, etc.	Japan	-	4,429	-	4,286	-	(143)
	Overseas	-	10,095	-	11,462	-	1,367
	Europe	-	2,998	-	4,515	-	1,516
	North America	-	5,040	-	4,826	-	(213)
	Asia	-	724	-	562	-	(161)
	Other areas	-	1,332	-	1,558	-	225
	Total	-	14,525	-	15,749	-	1,223
Total	Japan		240,237		255,983		15,746
	Overseas		435,562		454,418		18,856
	Europe		80,193		99,398		19,204
	North America		20,924		18,023		(2,901)
	Asia		283,213		276,919		(6,293)
	Other areas		51,231		60,077		8,845
	Total		675,800		710,402		34,602

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