

Consolidated Financial Summary for the First Three Months Ended 30 June 2015

[Japanese GAAP]

3 August 2015

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 : 6 August 2015
 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 FY2015 first three months (1 April – 30 June 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 three months | 772,853 | 8.8 | 55,161 | 8.3 | 62,346 | 5.1 | 31,700 | -15.5 |
| FY 2014 first three months | 710,402 | 5.1 | 50,919 | 15.5 | 59,309 | 25.7 | 37,525 | 38.8 |

[Note] Comprehensive Income
 FY2015 first three months 52,167 Million Yen (60.6%)
 FY2014 first three months 32,475 Million Yen (-41.1%)

| | Net income per share, Basic | Net income per share, Diluted |
|----------------------------|-----------------------------|-------------------------------|
| | Yen | Yen |
| FY 2015 first three months | 56.51 | 56.50 |
| FY 2014 first three months | 66.89 | 66.88 |

(2) Consolidated financial position

| | Total assets | Net assets | Shareholders' equity ratio |
|-----------------------|-----------------|-----------------|----------------------------|
| | Millions of Yen | Millions of Yen | % |
| FY 2015 first quarter | 3,189,963 | 1,743,843 | 47.4 |
| FY 2014 | 3,252,800 | 1,701,390 | 45.6 |

[Reference] Shareholders' equity :
 (Net assets excluding non-controlling interests and subscription rights to shares)
 FY2015 first quarter 1,512,737 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 | - | - | - | - | - |
| FY2015 (Forecast) | - | 10.00 | - | 17.00 | 27.00 |

[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 same period of 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 |
| First Half | 1,500,000 | 4.8 | 91,000 | 0.5 | 98,000 | 0.8 | 55,000 | 2.0 | 98.04 |
| Full Year | 3,100,000 | 2.8 | 190,000 | 5.9 | 200,000 | 2.9 | 110,000 | 13.6 | 196.09 |

[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)

| | | | |
|-----------|-------------|-----------|-------------|
| FY2015 Q1 | 561,047,304 | FY2014 | 561,047,304 |
| FY2015 Q1 | 72,120 | FY2014 | 71,756 |
| FY2015 Q1 | 560,975,399 | FY2014 Q1 | 560,976,666 |

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 3 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 3 August 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 three months

The consolidated net sales of this first quarter (April 2015 to June 2015) increased by ¥62.5 billion (8.8%) to ¥772.9 billion compared to the corresponding period of the previous fiscal year. The Japanese domestic net sales decreased by ¥8.7 billion (3.4%) to ¥247.3 billion year-on-year owing to the decrease in the OEM sales. The overseas net sales increased by ¥71.2 billion (15.7%) to ¥525.6 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 ¥4.3 billion (8.3%) to ¥55.2 billion year-on-year mainly owing to the increase in the income in India. The ordinary income increased by ¥3.0 billion (5.1%) to ¥62.3 billion year-on-year. However, the net income attributable to owners of the parent decreased by ¥5.8 billion (15.5%) to ¥31.7 billion year-on-year mainly owing to the increase in the adjustment of profit attributable to non-controlling interests.

<The operating results by segmentation>

(Motorcycle)

The net sales decreased by ¥4.7 billion (7.2%) to ¥60.9 billion year-on-year mainly owing to the decrease in the sales in North America and Asia. The operating income of ¥1.0 billion in the corresponding period of the previous fiscal year became an operating loss of ¥2.6 billion.

(Automobile)

The Company made efforts to expand its sales by strengthening its products such as by launching the all-new Alto Lapin minicar and enhancing fuel efficiency of models including the Hustler and the Spacia minicars. However, owing to the 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 ¥62.9 billion (10.0%) to ¥691.9 billion year-on-year. The operating income increased by ¥6.3 billion (13.2%) to ¥53.6 billion year-on-year mainly owing to the increase in the income in India.

(Marine and Power products, etc.)

The net sales increased by ¥4.3 billion (27.3%) to ¥20.1 billion year-on-year mainly owing to the increase in the sales of the outboard motors in the US. The operating income increased by ¥1.6 billion (63.8%) to ¥4.2 billion year-on-year.

<The operating results by geographical areas>

(Japan)

The net sales increased by ¥21.2 billion (5.0%) to ¥446.4 billion year-on-year due to expansion of triangle trade via Japan and other causes. The operating income decreased by ¥6.6 billion (19.7%) to ¥27.2 billion year-on-year mainly owing to the increase in research and development expenses and depreciation.

(Europe)

The net sales increased by ¥20.9 billion (18.4%) to ¥134.7 billion year-on-year owing to sales contribution of all-new compact SUV Vitarā, expansion of triangle trade via Japan, and other causes. The operating income increased by ¥0.4 billion (64.3%) to ¥0.9 billion year-on-year.

(Asia)

The net sales increased by ¥73.7 billion (25.1%) to ¥367.7 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 ¥14.0 billion (93.2%) to ¥29.1 billion year-on-year owing to increase of income in India and other causes.

(Other areas)

The net sales decreased by ¥1.1 billion (2.7%) to ¥38.5 billion year-on-year owing to decrease in the motorcycle sales in North America and other causes. The operating income decreased by ¥0.2 billion (32.1%) to ¥0.5 billion year-on-year.

(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 ¥3,190.0 billion (decreased by ¥62.8 billion from the end of previous consolidated fiscal year), total liabilities were ¥1,446.1 billion (decreased by ¥105.3 billion from the end of previous consolidated fiscal year) and total net assets were ¥1,743.8 billion (increased by ¥4.5 billion from the end of previous consolidated fiscal year).

2) Cash flows

Cash flow provided by operating activities for this first three months of the consolidated fiscal year amounted to ¥82.5 billion (¥29.4 billion was provided in the same period of the previous fiscal year), and ¥128.8 billion was used for the acquisition of short-term investment securities and other purposes in the investing activities (¥12.8 billion was used in the same period of the previous fiscal year). As a result, free cash flow amounted to ¥46.3 billion of negative (¥16.6 billion of positive in the same period of the previous fiscal year). In financing activities, ¥94.6 billion was used for repayment of short-term loans payable 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 ¥793.4 billion, which decreased by ¥138.9 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 the forecasts for the consolidated operating results, they remain unchanged from the previous forecasts on 11 May 2015. The Group will work as one to reform in every field to accomplish the below forecasts for the consolidated operation by pursuing the business activity.

(Forecasts for the consolidated operating results-First Half)

| | | |
|---|------------------|------------------------|
| Net Sales | ¥1,500.0 billion | (up 4.8% year-on-year) |
| Operating income | ¥91.0 billion | (up 0.5% year-on-year) |
| Ordinary income | ¥98.0 billion | (up 0.8% year-on-year) |
| Net income attributable to owners of the parent | ¥55.0 billion | (up 2.0% year-on-year) |

(Forecast for the consolidated operating results-Full Year)

| | | |
|---|---|-------------------------|
| Net Sales | ¥3,100.0 billion | (up 2.8% year-on-year) |
| Operating income | ¥190.0 billion | (up 5.9% year-on-year) |
| Ordinary income | ¥200.0 billion | (up 2.9% year-on-year) |
| Net income attributable to owners of the parent | ¥110.0 billion | (up 13.6% year-on-year) |
| Foreign exchange rates | 115 yen/US\$, 125 yen/Euro, 1.85 yen/Indian Rupee 0.90 yen/100 Indonesian Rupiah, 3.50 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 none in this first three 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 first quarter (As of 30 June 2015) |
|---|---------------------------------|--|
| Assets | | |
| Current assets | | |
| Cash and deposits | 457,513 | 184,192 |
| Notes and accounts receivables-trade | 316,826 | 286,827 |
| Short-term investment securities | 685,647 | 879,936 |
| Merchandise and finished goods | 227,170 | 241,399 |
| Work in process | 31,094 | 33,734 |
| Raw materials and supplies | 56,126 | 57,847 |
| Other | 238,946 | 233,865 |
| Allowance for doubtful accounts | (4,596) | (4,214) |
| Total current assets | 2,008,729 | 1,913,588 |
| Noncurrent assets | | |
| Property, plant and equipment | 795,892 | 791,097 |
| Intangible assets | 6,065 | 5,479 |
| Investments and other assets | | |
| Investment securities | 364,268 | 406,908 |
| Other | 78,775 | 73,599 |
| Allowance for doubtful accounts | (714) | (492) |
| Allowance for investment loss | (217) | (217) |
| Total investments and other assets | 442,113 | 479,798 |
| Total noncurrent assets | 1,244,071 | 1,276,375 |
| Total assets | 3,252,800 | 3,189,963 |
| Liabilities | | |
| Current liabilities | | |
| Accounts payable-trade | 479,950 | 444,403 |
| Electronically recorded obligations | - | 23,051 |
| Short-term loans payable | 281,950 | 196,931 |
| Income taxes payable | 21,797 | 21,223 |
| Provision for product warranties | 60,305 | 60,456 |
| Other | 308,596 | 296,291 |
| Total current liabilities | 1,152,601 | 1,042,358 |
| Noncurrent liabilities | | |
| Long-term loans payable | 272,717 | 274,255 |
| Provision for disaster | 8,923 | 8,923 |
| Other provision | 9,744 | 10,117 |
| Liabilities for retirement benefits | 40,791 | 41,783 |
| Other | 66,631 | 68,680 |
| Total noncurrent liabilities | 398,808 | 403,760 |
| Total liabilities | 1,551,409 | 1,446,119 |

(Amount: Millions of yen)

| | FY2014 (As of 31 March 2015) | FY2015 first quarter (As of 30 June 2015) |
|---|---------------------------------|--|
| Net assets | | |
| Shareholders' equity | | |
| Capital stock | 138,014 | 138,014 |
| Capital surplus | 144,364 | 144,364 |
| Retained earnings | 1,082,440 | 1,104,603 |
| Treasury stock | (62) | (63) |
| Total shareholders' equity | <u>1,364,757</u> | <u>1,386,919</u> |
| Accumulated other comprehensive income | | |
| Valuation difference on available-for-sale securities | 158,788 | 161,438 |
| Deferred gains or losses on hedges | 679 | 197 |
| Foreign currency translation adjustment | (42,997) | (36,740) |
| Accumulated adjustment for retirement benefits | 864 | 921 |
| Total accumulated other comprehensive income | <u>117,333</u> | <u>125,818</u> |
| Subscription rights to shares | 250 | 273 |
| Non-controlling interests | 219,048 | 230,832 |
| Total net assets | <u>1,701,390</u> | <u>1,743,843</u> |
| Total liabilities and net assets | <u>3,252,800</u> | <u>3,189,963</u> |

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

(Amount: Millions of yen)

| | FY2014 first three months (1 April – 30 June 2014) | FY2015 first three months (1 April – 30 June 2015) |
|--|---|---|
| Net sales | 710,402 | 772,853 |
| Cost of sales | 517,640 | 561,750 |
| Gross profit | 192,762 | 211,103 |
| Selling, general and administrative expenses | 141,842 | 155,942 |
| Operating income | 50,919 | 55,161 |
| Non-operating income | | |
| Interest income | 5,625 | 4,385 |
| Dividends income | 3,860 | 4,602 |
| Equity in earnings of affiliates | 1,338 | 1,178 |
| Other | 3,596 | 3,772 |
| Total non-operating income | 14,419 | 13,938 |
| Non-operating expenses | | |
| Interest expenses | 1,682 | 1,829 |
| Foreign exchange loss | 1,671 | 420 |
| Other | 2,675 | 4,503 |
| Total non-operating expenses | 6,029 | 6,753 |
| Ordinary income | 59,309 | 62,346 |
| Extraordinary income | | |
| Gain on sales of noncurrent assets | 153 | 97 |
| Gain on sales of investment securities | - | 68 |
| Total extraordinary income | 153 | 166 |
| Extraordinary loss | | |
| Loss on sales of noncurrent assets | 176 | 306 |
| Impairment loss | 2 | - |
| Total extraordinary loss | 179 | 306 |
| Income before income taxes | 59,284 | 62,205 |
| Income taxes | 15,839 | 19,115 |
| Net income | 43,445 | 43,090 |
| Net income attributable to non-controlling interests | 5,919 | 11,390 |
| Net income attributable to owners of the parent | 37,525 | 31,700 |

【Quarterly Consolidated Statements of Comprehensive Income】

(Amount: Millions of yen)

| | FY2014 first three months (1 April – 30 June 2014) | FY2015 first three months (1 April – 30 June 2015) |
|---|---|---|
| Net income | 43,445 | 43,090 |
| Other comprehensive income | | |
| Valuation difference on available-for-sale securities | 6,188 | 2,905 |
| Deferred gains or losses on hedges | (138) | (387) |
| Foreign currency translation adjustment | (14,897) | 6,304 |
| Adjustment for retirement benefits | (44) | 32 |
| Share of other comprehensive income of associates accounted for using equity method | (2,078) | 221 |
| Total other comprehensive income | (10,970) | 9,076 |
| Comprehensive income | 32,475 | 52,167 |
| Comprehensive income attributable to: | | |
| Comprehensive income attributable to owners of the parent | 30,455 | 40,236 |
| Comprehensive income attributable to non-controlling interests | 2,019 | 11,930 |

(3) Quarterly Consolidated Statements of Cash Flows

(Amount: Millions of yen)

| | FY2014 first three months (1 April – 30 June 2014) | FY2015 first three months (1 April – 30 June 2015) |
|---|---|---|
| Net cash provided by (used in) operating activities | | |
| Income before income taxes | 59,284 | 62,205 |
| Depreciation and amortization | 30,929 | 37,588 |
| Impairment loss | 2 | - |
| Increase (decrease) in allowance for doubtful accounts | 502 | (668) |
| Interest and dividends income | (9,485) | (8,988) |
| Interest expenses | 1,682 | 1,829 |
| Foreign exchange losses (gains) | 3,121 | 2,041 |
| Equity in (earnings) losses of affiliates | (1,338) | (1,178) |
| Loss (gain) on sales of property, plant and equipment | 22 | 208 |
| Loss (gain) on sales of investment securities | - | (68) |
| Decrease (increase) in notes and accounts receivable-trade | 35,758 | 32,827 |
| Decrease (increase) in inventories | (15,067) | (14,135) |
| Increase (decrease) in notes and accounts payable-trade | (10,969) | (14,886) |
| Increase (decrease) in accrued expenses | (12,861) | (2,634) |
| Other, net | (15,249) | 690 |
| Subtotal | 66,332 | 94,831 |
| Interest and dividends income received | 8,935 | 8,640 |
| Interest expenses paid | (1,505) | (2,349) |
| Income taxes paid | (44,389) | (18,599) |
| Net cash provided by (used in) operating activities | 29,374 | 82,522 |
| Net cash provided by (used in) investing activities | | |
| Purchase of short-term investment securities | (46,805) | (124,836) |
| Proceeds from sales and redemption of short-term investment securities | 54,994 | 20,919 |
| Purchases of property, plant and equipment | (42,538) | (34,476) |
| Other, net | 21,505 | 9,547 |
| Net cash provided by (used in) investing activities | (12,844) | (128,845) |
| Net cash provided by (used in) financing activities | | |
| Net increase (decrease) in short-term loans payable | 4,291 | (87,410) |
| Proceeds from long-term loans payable | 12,000 | 13,400 |
| Repayment of long-term loans payable | (10,039) | (10,914) |
| Purchase of treasury stock | (25) | (1) |
| Cash dividends paid | (7,856) | (9,539) |
| Cash dividends paid to non-controlling interests | (90) | (130) |
| Other, net | (21) | (16) |
| Net cash provided by (used in) financing activities | (1,741) | (94,612) |
| Effect of exchange rate changes on cash and cash equivalents | (1,812) | 2,071 |
| Net increase (decrease) in cash and cash equivalents | 12,976 | (138,864) |
| 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 | 721,547 | 793,397 |

(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

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 |

FY2015 first three months (1 April - 30 June 2015)

(Amount: Millions of yen)

| | Reportable Segments | | | |
|--------------------------|---------------------|------------|-------------------------------|---------|
| | Motorcycle | Automobile | Marine & Power products, etc. | Total |
| Net Sales | 60,880 | 691,930 | 20,043 | 772,853 |
| Segment profit (loss) *1 | (2,649) | 53,595 | 4,214 | 55,161 |

[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 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 |

FY2015 first three months (1 April - 30 June 2015)

(Amount: Millions of yen)

| | Japan | Europe | Asia | Other areas | Total | Eliminations | Consolidated |
|--|---------|---------|---------|-------------|---------|--------------|--------------|
| Net Sales | | | | | | | |
| 1) Net sales to external customers | 306,958 | 82,859 | 344,635 | 38,400 | 772,853 | — | 772,853 |
| 2) Internal net sales or transfer among geographical areas | 139,434 | 51,797 | 23,107 | 99 | 214,438 | (214,438) | — |
| Total | 446,392 | 134,656 | 367,742 | 38,499 | 987,292 | (214,438) | 772,853 |
| Operating income | 27,169 | 869 | 29,095 | 505 | 57,640 | (2,478) | 55,161 |

[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 three months (1 April – 30 June 2014) | | FY2015 first three months (1 April – 30 June 2015) | | Change | |
|-------------------------------|---------------|---|---------|---|---------|--------|---------|
| | | Unit | Amount | Unit | Amount | Unit | Amount |
| Motorcycle | Japan | 15 | 5,557 | 13 | 4,997 | (1) | (559) |
| | Overseas | 308 | 60,067 | 240 | 55,882 | (67) | (4,184) |
| | Europe | 11 | 11,941 | 16 | 14,146 | 4 | 2,205 |
| | North America | 11 | 11,879 | 8 | 8,682 | (3) | (3,196) |
| | Asia | 236 | 25,622 | 169 | 23,143 | (66) | (2,478) |
| | Other areas | 48 | 10,624 | 45 | 9,909 | (2) | (715) |
| | Total | 324 | 65,624 | 254 | 60,880 | (69) | (4,744) |
| Automobile | Japan | 210 | 246,140 | 168 | 237,889 | (42) | (8,250) |
| | Overseas | 446 | 382,888 | 491 | 454,040 | 44 | 71,151 |
| | Europe | 52 | 82,942 | 45 | 82,585 | (7) | (356) |
| | North America | 0 | 1,317 | - | 1,217 | (0) | (99) |
| | Asia | 347 | 250,734 | 395 | 312,510 | 48 | 61,775 |
| | Other areas | 46 | 47,894 | 50 | 57,726 | 4 | 9,832 |
| | Total | 657 | 629,028 | 659 | 691,930 | 2 | 62,901 |
| Marine & Power products, etc. | Japan | - | 4,286 | - | 4,345 | - | 59 |
| | Overseas | - | 11,462 | - | 15,697 | - | 4,234 |
| | Europe | - | 4,515 | - | 4,731 | - | 216 |
| | North America | - | 4,826 | - | 7,698 | - | 2,871 |
| | Asia | - | 562 | - | 1,044 | - | 482 |
| | Other areas | - | 1,558 | - | 2,222 | - | 664 |
| | Total | - | 15,749 | - | 20,043 | - | 4,294 |
| Total | Japan | | 255,983 | | 247,233 | | (8,750) |
| | Overseas | | 454,418 | | 525,620 | | 71,201 |
| | Europe | | 99,398 | | 101,464 | | 2,065 |
| | North America | | 18,023 | | 17,598 | | (424) |
| | Asia | | 276,919 | | 336,698 | | 59,779 |
| | Other areas | | 60,077 | | 69,859 | | 9,781 |
| | Total | | 710,402 | | 772,853 | | 62,451 |

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