

Consolidated Financial Summary for the First nine months Ended 31 December 2015

[Japanese GAAP]

8 February 2016

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 Code No. : 7269 Listings : The First Section of Tokyo Stock Exchange
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Date of Filing Quarterly Securities Report : 10 February 2016
 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 nine months (1 April – 31 December 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 nine months	2,355,591	9.9	146,242	8.2	162,762	12.7	102,260	28.0
FY 2014 first nine months	2,142,994	3.2	135,216	0.4	144,379	3.5	79,896	-3.1

[Note] Comprehensive Income
 FY2015 first nine months 28,478 Million Yen (-85.5%)
 FY2014 first nine months 196,275 Million Yen (7.6%)

	Net income per share, Basic	Net income per share, Diluted
	Yen	Yen
FY 2015 first nine months	199.32	199.27
FY 2014 first nine months	142.42	142.39

(2) Consolidated financial position

	Total assets	Net assets	Shareholders' equity ratio
	Millions of Yen	Millions of Yen	%
FY 2015 third quarter	2,795,915	1,246,084	36.3
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 third quarter 1,014,761 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	120,000	23.9	241.70

[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 Q3	561,047,304	FY2014	561,047,304
FY2015 Q3	119,859,829	FY2014	71,756
FY2015 Q3	513,060,294	FY2014 Q3	560,976,465

2) Number of treasury stock at end of period

3) Average number of outstanding shares during period
(First nine 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 8 February 2016.

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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 nine months

The consolidated net sales of this third quarter (April 2015 to December 2015) increased by ¥212.6 billion (9.9%) to ¥2,355.6 billion compared to the corresponding period of the previous fiscal year. The Japanese domestic net sales decreased by ¥20.3 billion (2.6%) to ¥753.5 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 ¥232.9 billion (17.0%) to ¥1,602.1 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 ¥11.0 billion (8.2%) to ¥146.2 billion year-on-year mainly owing to the increase in the income in India. The ordinary income increased by ¥18.4 billion (12.7%) to ¥162.8 billion year-on-year. The net income attributable to owners of the parent increased by ¥22.4 billion (28.0%) to ¥102.3 billion year-on-year.

<The operating results by segmentation>

(Motorcycle)

The net sales decreased by ¥7.0 billion (3.9%) to ¥172.9 billion year-on-year mainly owing to the decrease in the sales in Indonesia, despite increase in Europe and India. The operating loss of ¥5.0 billion in the corresponding period of the previous fiscal year became an operating loss of ¥10.1 billion partly owing to the quality-related expenses.

(Automobile)

Alto and Alto Lapin minicars received high appraisal in Japan including the RJC Car of the Year award (the second consecutive win for the Company following the Hustler minicar in the previous year) and the 2015-2016 Car of the Year Japan Small Mobility Award. 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 213.7 billion (11.1%) to ¥2,130.7 billion year-on-year. The operating income increased by ¥12.7 billion (9.5%) to ¥146.4 billion year-on-year mainly owing to the increase in the income in India.

(Marine and Power products, etc.)

The net sales increased by ¥5.9 billion (12.9%) to ¥52.0 billion year-on-year mainly owing to the increase in the sales of the outboard motors in the US. The operating income increased by ¥3.4 billion (53.0%) to ¥9.9 billion year-on-year.

<The operating results by geographical areas >

(Japan)

The net sales increased by ¥67.8 billion (5.4%) to ¥1,326.4 billion year-on-year mainly owing to expansion of triangle trade via Japan. The operating income decreased by ¥34.7 billion (36.8%) to ¥59.8 billion year-on-year mainly owing to the increase in research and development expenses and depreciation.

(Europe)

The net sales increased by ¥102.9 billion (33.9%) to ¥406.3 billion year-on-year mainly owing to the sales contribution of all-new compact SUV Vitara and expansion of triangle trade via Japan. The operating income increased by ¥8.7 billion to ¥6.3 billion year-on-year, turning into the black.

(Asia)

The net sales increased by ¥198.7 billion (21.3%) to ¥1,131.0 billion year-on-year mainly owing to the increase in the sales of automobile in India and Pakistan despite the decrease of sales in Indonesia. The operating income increased by ¥39.9 billion (94.3%) to ¥82.3 billion year-on-year mainly owing to the increase of income in India and Pakistan.

(Other areas)

The net sales decreased by ¥1.0 billion (0.8%) to ¥112.3 billion year-on-year partly owing to adjusting the stock of motorcycle despite the increase in the sales of the outboard motors in the US. The operating income decreased by ¥0.9 billion (47.9%) to ¥1.1 billion year-on-year owing to the 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 third quarter, total assets were ¥2,795.9 billion (decreased by ¥456.9 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 ¥1,549.8 billion (decreased by ¥1.6 billion from the end of previous consolidated fiscal year) and total net assets were ¥1,246.1 billion (decreased by ¥455.3 billion from the end of previous consolidated fiscal year).

2) Cash flows

Cash flow provided by operating activities for this first nine months of the consolidated fiscal year amounted to ¥149.8 billion (¥112.7 billion was provided in the same period of the previous fiscal year), and ¥167.9 billion was used for the acquisition of securities, property, plant and equipment, and other purposes in the investing activities (¥72.2 billion was used in the same period of the previous fiscal year). As a result, free cash flow amounted to ¥18.1 billion of negative (¥40.5 billion of positive in the same period of the previous fiscal year). In financing activities, ¥440.4 billion was used for purchase of treasury stock and other purposes (¥13.9 billion was provided 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 third quarter was ¥467.1 billion, which decreased by ¥465.2 billion from the end of the previous consolidated fiscal year.

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

As for the forecasts for the consolidated operating results, the overall consolidated net sales, operating income, and ordinary income are kept unchanged from the previous forecasts, as a result of reviewing the figures such as the sales units and the exchange rates of each country based on the results of this third quarter. As for the net income attributable to owners of the parent, downward revision of ¥5.0 billion has been made from the previous forecasts, reflecting the reversal of deferred tax assets accompanied by the reduction of the income tax rates for the next fiscal year.

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 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	¥120.0 billion	(up 23.9% year-on-year, down ¥5.0 billion from the previous forecast)
Foreign exchange rates	121 yen/US\$, 133 yen/Euro, 1.86 yen/Indian Rupee 0.89 yen/100 Indonesian Rupiah, 3.44 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 nine 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 third quarter (As of 31 December 2015)
Assets		
Current assets		
Cash and deposits	457,513	230,249
Notes and accounts receivables-trade	316,826	289,232
Short-term investment securities	685,647	567,360
Merchandise and finished goods	227,170	230,292
Work in process	31,094	45,273
Raw materials and supplies	56,126	57,989
Other	238,946	254,393
Allowance for doubtful accounts	(4,596)	(3,594)
Total current assets	2,008,729	1,671,196
Noncurrent assets		
Property, plant and equipment	795,892	771,457
Intangible assets	6,065	4,221
Investments and other assets		
Investment securities	364,268	282,711
Other	78,775	67,259
Allowance for doubtful accounts	(714)	(517)
Allowance for investment loss	(217)	(414)
Total investments and other assets	442,113	349,039
Total noncurrent assets	1,244,071	1,124,718
Total assets	3,252,800	2,795,915
Liabilities		
Current liabilities		
Accounts payable-trade	479,950	387,468
Electronically recorded obligations	-	70,506
Short-term loans payable	281,950	315,398
Income taxes payable	21,797	23,864
Provision for product warranties	60,305	64,631
Other	308,596	311,334
Total current liabilities	1,152,601	1,173,203
Noncurrent liabilities		
Long-term loans payable	272,717	274,614
Provision for disaster	8,923	8,592
Other provision	9,744	10,717
Liabilities for retirement benefits	40,791	41,842
Other	66,631	40,861
Total noncurrent liabilities	398,808	376,628
Total liabilities	1,551,409	1,549,831

(Amount: Millions of yen)

	FY2014 (As of 31 March 2015)	FY2015 third quarter (As of 31 December 2015)
Net assets		
Shareholders' equity		
Capital stock	138,014	138,014
Capital surplus	144,364	144,166
Retained earnings	1,082,440	1,168,449
Treasury stock	(62)	(460,360)
Total shareholders' equity	<u>1,364,757</u>	<u>990,269</u>
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	158,788	96,844
Deferred gains or losses on hedges	679	1,597
Foreign currency translation adjustment	(42,997)	(74,923)
Accumulated adjustment for retirement benefits	864	973
Total accumulated other comprehensive income	<u>117,333</u>	<u>24,491</u>
Subscription rights to shares	250	188
Non-controlling interests	219,048	231,133
Total net assets	<u>1,701,390</u>	<u>1,246,084</u>
Total liabilities and net assets	<u>3,252,800</u>	<u>2,795,915</u>

**(2) Quarterly Consolidated Statements of Income and
Quarterly Consolidated Statements of Comprehensive Income
(First nine months ended 31 December 2015)
【Quarterly Consolidated Statements of Income】**

(Amount: Millions of yen)

	FY2014 first nine months (1 April – 31 December 2014)	FY2015 first nine months (1 April – 31 December 2015)
Net sales	2,142,994	2,355,591
Cost of sales	1,565,159	1,715,871
Gross profit	577,835	639,719
Selling, general and administrative expenses	442,618	493,476
Operating income	135,216	146,242
Non-operating income		
Interest income	12,335	9,565
Dividends income	5,377	6,944
Equity in earnings of affiliates	-	87
Other	9,094	12,518
Total non-operating income	26,807	29,116
Non-operating expenses		
Interest expenses	5,720	4,876
Foreign exchange losses	1,278	272
Equity in losses of affiliates	3,958	-
Other	6,686	7,447
Total non-operating expenses	17,643	12,596
Ordinary income	144,379	162,762
Extraordinary income		
Gain on sales of noncurrent assets	1,266	442
Gain on sales of investment securities	-	36,760
Total extraordinary income	1,266	37,202
Extraordinary loss		
Loss on sales of noncurrent assets	806	816
Impairment loss	678	61
Total extraordinary loss	1,484	877
Income before income taxes	144,161	199,087
Income taxes	45,462	66,736
Net income	98,699	132,351
Net income attributable to non-controlling interests	18,803	30,091
Net income attributable to owners of the parent	79,896	102,260

【Quarterly Consolidated Statements of Comprehensive Income】

(Amount: Millions of yen)

	FY2014 first nine months (1 April – 31 December 2014)	FY2015 first nine months (1 April – 31 December 2015)
Net income	98,699	132,351
Other comprehensive income		
Valuation difference on available-for-sale securities	33,389	(58,861)
Deferred gains or losses on hedges	(938)	855
Foreign currency translation adjustment	64,229	(44,770)
Adjustment for retirement benefits	(105)	79
Share of other comprehensive income of associates accounted for using equity method	1,000	(1,175)
Total other comprehensive income	97,575	(103,873)
Comprehensive income	196,275	28,478
Comprehensive income attributable to:		
Comprehensive income attributable to owners of the parent	156,630	9,275
Comprehensive income attributable to non-controlling interests	39,644	19,202

(3) Quarterly Consolidated Statements of Cash Flows

(Amount: Millions of yen)

	FY2014 first nine months (1 April – 31 December 2014)	FY2015 first nine months (1 April-31 December 2015)
Net cash provided by (used in) operating activities		
Income before income taxes	144,161	199,087
Depreciation and amortization	96,565	119,344
Impairment loss	678	61
Increase (decrease) in allowance for doubtful accounts	(1,955)	(1,163)
Interest and dividends income	(17,712)	(16,509)
Interest expenses	5,720	4,876
Foreign exchange losses (gains)	1,819	3,080
Equity in (earnings) losses of affiliates	3,958	(87)
Loss (gain) on sales of property, plant and equipment	(460)	374
Loss (gain) on sales of investment securities	-	(36,760)
Decrease (increase) in notes and accounts receivable-trade	62,267	23,990
Decrease (increase) in inventories	(42,838)	(27,586)
Increase (decrease) in notes and accounts payable-trade	(26,039)	(16,285)
Increase (decrease) in accrued expenses	(36,063)	(10,695)
Other, net	(13,493)	(45,086)
Subtotal	176,607	196,639
Interest and dividends income received	18,097	16,340
Interest expenses paid	(5,199)	(5,818)
Income taxes paid	(76,822)	(57,323)
Net cash provided by (used in) operating activities	112,682	149,837
Net cash provided by (used in) investing activities		
Purchase of short-term investment securities	(216,009)	(232,095)
Proceeds from Sale of securities and stock redemption	215,912	147,737
Purchases of property, plant and equipment	(130,927)	(112,230)
Other, net	58,785	28,700
Net cash provided by (used in) investing activities	(72,237)	(167,889)
Net cash provided by (used in) financing activities		
Net increase (decrease) in short-term loans payable	1,015	48,921
Proceeds from long-term loans payable	61,500	33,400
Repayment of long-term loans payable	(31,701)	(38,052)
Purchase of treasury stock	(28)	(460,478)
Cash dividends paid	(13,465)	(16,156)
Dividends paid to non-controlling interests	(3,379)	(7,695)
Other, net	(50)	(337)
Net cash provided by (used in) financing activities	13,889	(440,399)
Effect of exchange rate changes on cash and cash equivalents	7,981	(6,734)
Net increase (decrease) in cash and cash equivalents	62,315	(465,184)
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	770,887	467,076

(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 nine months (1 April - 31 December 2014)

(Amount: Millions of yen)

	Reportable Segments			
	Motorcycle	Automobile	Marine & Power products, etc.	Total
Net Sales	179,942	1,916,981	46,071	2,142,994
Segment profit (loss) *1	(5,016)	133,735	6,497	135,216

FY2015 first nine months (1 April - 31 December 2015)

(Amount: Millions of yen)

	Reportable Segments			
	Motorcycle	Automobile	Marine & Power products, etc.	Total
Net Sales	172,883	2,130,687	52,019	2,355,591
Segment profit (loss) *1	(10,074)	146,379	9,938	146,242

[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 nine months (1 April - 31 December 2014)

(Amount: Millions of yen)

	Japan	Europe	Asia	Other areas	Total	Eliminations	Consolidated
Net Sales							
1) Net sales to external customers	926,051	218,732	885,629	112,581	2,142,994	—	2,142,994
2) Internal net sales or transfer among geographical areas	332,542	84,661	46,650	688	464,543	(464,543)	—
Total	1,258,594	303,393	932,280	113,269	2,607,537	(464,543)	2,142,994
Operating income (loss)	94,540	(2,362)	42,363	2,047	136,588	(1,372)	135,216

FY2015 first nine months (1 April - 31 December 2015)

(Amount: Millions of yen)

	Japan	Europe	Asia	Other areas	Total	Eliminations	Consolidated
Net Sales							
1) Net sales to external customers	941,658	235,813	1,066,164	111,954	2,355,591	—	2,355,591
2) Internal net sales or transfer among geographical areas	384,712	170,481	64,824	361	620,379	(620,379)	—
Total	1,326,371	406,295	1,130,988	112,315	2,975,970	(620,379)	2,355,591
Operating income	59,786	6,281	82,318	1,066	149,452	(3,209)	146,242

[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 nine months (1 April – 31 December 2014)		FY2015 first nine months (1 April – 31 December 2015)		Change	
		Unit	Amount	Unit	Amount	Unit	Amount
Motorcycle	Japan	47	15,876	46	15,968	(1)	91
	Overseas	849	164,065	725	156,915	(123)	(7,150)
	Europe	29	28,820	34	31,192	5	2,371
	North America	30	28,449	23	24,469	(7)	(3,980)
	Asia	643	75,167	522	68,880	(120)	(6,286)
	Other areas	146	31,627	144	32,372	(1)	744
	Total	897	179,942	771	172,883	(125)	(7,058)
Automobile	Japan	614	743,194	509	725,538	(104)	(17,656)
	Overseas	1,361	1,173,786	1,530	1,405,149	169	231,363
	Europe	136	222,955	142	251,664	5	28,708
	North America	-	3,758	-	3,377	-	(381)
	Asia	1,074	792,898	1,244	982,610	170	189,711
	Other areas	150	154,173	143	167,497	(7)	13,324
	Total	1,975	1,916,981	2,040	2,130,687	64	213,706
Marine & Power products, etc.	Japan	-	14,690	-	12,025	-	(2,665)
	Overseas	-	31,380	-	39,994	-	8,614
	Europe	-	10,462	-	11,111	-	649
	North America	-	12,356	-	18,071	-	5,715
	Asia	-	2,890	-	3,410	-	520
	Other areas	-	5,671	-	7,401	-	1,729
	Total	-	46,071	-	52,019	-	5,948
Total	Japan		773,762		753,531		(20,230)
	Overseas		1,369,232		1,602,059		232,827
	Europe		262,238		293,968		31,729
	North America		44,564		45,917		1,353
	Asia		870,956		1,054,902		183,945
	Other areas		191,472		207,271		15,798
	Total		2,142,994		2,355,591		212,596

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