

# Consolidated Financial Summary for the First Nine Months Ended December 31, 2012

## [Japanese GAAP]

February 7, 2013

Company name : SUZUKI MOTOR CORPORATION  
 Code No. : 7269 Listings : The First Section of Tokyo Stock Exchange  
 Representative : Osamu Suzuki, Chairman & CEO URL : http://www.globalsuzuki.com  
 Contact person : Seiji Kobayashi, General Manager, Investor Relations, Corporate Planning Office TEL: (053) 440-2030  
 Date of Filing Quarterly Securities Report : February 13, 2013  
 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 FY2012 first nine months (April 1 – December 31, 2012)

#### (1) Consolidated management results

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

	Net sales		Operating income		Ordinary income		Net income	
	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%
FY 2012 first nine months	1,822,758	1.4	92,879	5.9	101,343	5.2	48,426	19.2
FY 2011 first nine months	1,797,989	(6.7)	87,705	(5.1)	96,364	(9.5)	40,617	(4.7)

[Note] Comprehensive Income  
 FY2012 first nine months 76,415 Million Yen(—%)  
 FY2011 first nine months (46,402) Million Yen(—%)

	Net income per share, Basic	Net income per share, Diluted
	Yen	Yen
FY 2012 first nine months	86.33	79.33
FY 2011 first nine months	72.41	66.54

#### (2) Consolidated financial position

	Total assets	Net assets	Shareholders' equity ratio
	Millions of Yen	Millions of Yen	%
FY 2012 third quarter	2,347,576	1,177,413	44.7
FY 2011	2,302,439	1,111,757	42.9

[Reference] Shareholders' equity:  
 (Net assets excluding minority interests and subscription rights to shares)  
 FY2012 third quarter 1,050,147 million yen  
 FY2011 987,748 million yen

### 2. Cash dividends

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

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

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

(Percentage indicates change from the previous fiscal year)

	Net sales		Operating income		Ordinary income		Net income		Net income per share
	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Yen
Full year	2,600,000	3.5	130,000	9.0	145,000	11.1	70,000	29.9	124.79

[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 - , Exclusion -

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

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

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

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

3) Changes in accounting estimates : Yes

4) Retrospective restatement : None

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

(4) Number of outstanding shares (common stock)

(Shares)

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

FY2012 Q3	561,047,304	FY2011	561,047,304
FY2012 Q3	85,218	FY2011	83,273
FY2012 Q3	560,963,672	FY2011 Q3	560,964,979

2) Number of treasury stock at end of period

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

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

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

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

(Caution with respect to forward-looking statement)

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

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

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

(Quarterly Results Supplementary Explanatory Materials)

Quarterly Results Supplementary Explanatory Materials will be available on our website (<http://www.globalsuzuki.com>) on February 7, 2013.

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

## (1) Qualitative Information on Consolidated Management Results

### - Management results for FY2012 first nine months

The management environment of the Group for this first nine months continues to be in an unpredictable situation with financial turmoil in Europe and fiscal concern in the United States. On the other hand, in the domestic economy, there is a growing expectation for economic recovery against a background of easing of extreme yen appreciation and effect of economic stimulus measures.

Under these circumstances, the Japanese domestic net sales of this first nine months increased by ¥65.4 billion (9.5%) to ¥749.7 billion compared to the corresponding period of the previous fiscal year. As for the overseas, the net sales decreased by ¥40.6 billion (3.6%) to ¥1,073.1 billion year-on-year mainly because of the impact of the exchange conversion due to the yen appreciation, and the economic stagnation in Europe. As a result, the overall consolidated net sales increased by ¥24.8 billion (1.4%) to ¥1,822.8 billion year-on-year.

In terms of the consolidated income, the operating income increased by ¥5.2 billion (5.9%) to ¥92.9 billion year-on-year, and the ordinary income increased by ¥4.9 billion (5.2%) to ¥101.3 billion year-on-year. The Group was able to increase the operating income by covering the factors of income decrease such as the impact of the exchange rate and the decrease of sales in Europe, with the factors of income increase such as the increase of Japanese domestic automobile sales and cost reduction. Net income increased by ¥7.8 billion (19.2%) to ¥48.4 billion year-on-year, although there was allocation of ¥15.5 billion for provision for loss on liquidation of subsidiaries and affiliates as an extraordinary loss.

### <The operating results by segmentation>

#### (Motorcycle)

The net sales decreased by ¥25.5 billion (13.5%) to ¥163.3 billion year-on-year mainly due to the decrease of sales in Europe and Asia. As for the operating income, the operating loss of ¥2.8 billion in the corresponding period of the previous fiscal year became an operating loss of ¥10.0 billion.

#### (Automobile)

The Japanese domestic net sales increased year-on-year, as a result of expanding its sales and strengthening the products such as by the launch of the new WagonR. The overseas net sales decreased year-on-year mainly because of the impact of the exchange conversion due to the yen appreciation, and the decrease of sales in Europe. As a result, the overall net sales of the automobile business increased by ¥52.3 billion (3.3%) to ¥1,626.5 billion year-on-year. The operating income increased by ¥13.0 billion (15.2%) to ¥98.8 billion year-on-year mainly due to the increase of income in India, Indonesia, and the Japanese domestic automobile business.

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

The net sales decreased by ¥2.0 billion (5.8%) to ¥33.0 billion year-on-year mainly due to the decrease of exports to Europe. The operating income decreased by ¥0.6 billion (13.3%) to ¥4.1 billion year-on-year.

## <The operating results by geographical areas>

### (Japan)

Despite decrease of export to Europe and other areas, the net sales increased by ¥3.1 billion (0.3%) to ¥1,131.5 billion year-on-year due to increased sales of automobiles in Japanese domestic market. The operating income also increased by ¥11.9 billion (20.7%) to ¥69.6 billion year-on-year. The Group was able to increase the operating income by covering the factors of income decrease of exports such as impact of the exchange rate with the factors of income increase such as the increased income in the Japanese domestic automobile business.

### (Europe)

Due to the economic stagnation in Europe, the net sales decreased by ¥54.2 billion (23.1%) to ¥180.1 billion year-on-year. Operating income of ¥0.9 billion in the previous corresponding period became an operating loss of ¥3.3 billion.

### (Asia)

The net sales increased by ¥63.2 billion (10.3%) to ¥673.7 billion year-on-year mainly due to increased sales of automobiles in India, Indonesia and Thailand. The operating income increased by ¥0.6 billion (3.1%) to ¥20.6 billion year-on-year.

### (Other areas)

The net sales decreased by ¥6.0 billion (4.7%) to ¥120.9 billion year-on-year due to the decreased sales of automobiles. The operating income decreased by ¥0.7 billion (28.6%) to ¥1.8 billion year-on-year. "Other areas" includes "North America" from this third quarter.

## (2) Qualitative Information on 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 ¥2,347.6 billion (increased by ¥45.1 billion from the end of previous consolidated fiscal year), total liabilities were ¥1,170.2 billion (decreased by ¥20.5 billion from the end of previous consolidated fiscal year) and total net assets were ¥1,177.4 billion (increased by ¥65.7 billion from the end of previous consolidated fiscal year).

### 2) Cash flows

Cash flow provided by operating activities for this first nine months amounted to ¥86.2 billion (¥156.3 billion was provided in the same period of the previous fiscal year), and ¥116.7 billion was used mainly for the acquisition of property, plant and equipment, etc. in the investing activities (¥18.0 billion was used in the same period of the previous fiscal year). As a result, free cash flow amounted to ¥30.5 billion of negative (¥138.3 billion of positive in the same period of the previous fiscal year). In financing activities, ¥11.9 billion was used mainly for repayment of loan payable (¥36.1 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 third quarter was ¥669.1 billion, which decreased by ¥41.4 billion from the end of the previous consolidated fiscal year.

### **(3) Qualitative Information on Forecasts for Consolidated Operating Results**

As for the forecasts for the consolidated operating results, as a result of reviewing figures such as the foreign exchange rate, the Group has made an upward revision for the full year forecasts of the operating and the ordinary income. There is no change to the target of the net income from the previous forecast because there was allocation of ¥15.5 billion for provision for loss on liquidation of subsidiaries and affiliates as an extraordinary loss in the third quarter.

The Group will work as one to reform in every field to accomplish more than the below forecasts for the consolidated operation by pursuing the business activity.

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

Net Sales	¥2,600.0 billion	(up 3.5% year-on-year)
Operating Income	¥130.0 billion	(up 9.0% year-on-year, up ¥10.0 billion from the previous forecast)
Ordinary Income	¥145.0 billion	(up 11.1 % year-on-year, up ¥10.0 billion from the previous forecast)
Net Income	¥70.0 billion	(up 29.9% year-on-year)
Foreign Exchange Rates	¥81 /US\$	(Jan.-Mar. ¥85 /US\$)
	¥105/Euro	(Jan.-Mar. ¥115 /Euro)

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

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

### **(1) Changes in Significant Subsidiaries during the period**

None

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

[Calculation of income taxes]

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

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

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

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

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

### 3. Quarterly Consolidated Financial Statements

#### (1) Quarterly Consolidated Balance Sheets

(Amount: Millions of yen)

	FY2011 (As of March 31, 2012)	FY2012 third quarter (As of December 31, 2012)
<b>Assets</b>		
<b>Current assets</b>		
Cash and deposits	291,670	235,933
Notes and accounts receivables-trade	254,066	207,632
Short-term investment securities	542,668	552,294
Merchandise and finished goods	169,303	202,404
Work in process	20,574	25,492
Raw materials and supplies	49,803	52,620
Other	187,093	205,955
Allowance for doubtful accounts	(5,611)	(5,804)
<b>Total current assets</b>	<b>1,509,568</b>	<b>1,476,529</b>
<b>Noncurrent assets</b>		
Property, plant and equipment	506,862	562,256
Intangible assets	6,592	4,048
<b>Investments and other assets</b>		
Investment securities	166,921	194,714
Other	113,304	110,796
Allowance for doubtful accounts	(779)	(762)
Allowance for investment loss	(30)	(8)
<b>Total investments and other assets</b>	<b>279,416</b>	<b>304,741</b>
<b>Total noncurrent assets</b>	<b>792,870</b>	<b>871,046</b>
<b>Total assets</b>	<b>2,302,439</b>	<b>2,347,576</b>
<b>Liabilities</b>		
<b>Current liabilities</b>		
Accounts payable-trade	354,899	326,685
Short-term loans payable	222,432	219,157
Current portion of bonds with subscription rights to shares	149,975	149,975
Income taxes payable	21,170	30,824
Provision for product warranties	60,869	54,198
Provision for loss on liquidation of subsidiaries and affiliates	—	12,710
Other	227,681	219,872
<b>Total current liabilities</b>	<b>1,037,028</b>	<b>1,013,423</b>
<b>Noncurrent liabilities</b>		
Long-term loans payable	67,359	70,741
Provision for retirement benefits	36,647	36,848
Provision for disaster	18,065	17,322
Other provision	7,693	8,316
Other	23,888	23,510
<b>Total noncurrent liabilities</b>	<b>153,653</b>	<b>156,739</b>
<b>Total liabilities</b>	<b>1,190,681</b>	<b>1,170,162</b>

(Amount: Millions of yen)

	FY2011 (As of March 31, 2012)	FY2012 third quarter (As of December 31, 2012)
<b>Net assets</b>		
Shareholders' equity		
Capital stock	138,014	138,014
Capital surplus	144,364	144,364
Retained earnings	834,296	873,746
Treasury stock	(81)	(85)
Total shareholders' equity	1,116,594	1,156,040
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	29,865	50,862
Deferred gains or losses on hedges	(1,119)	(1,598)
Foreign currency translation adjustment	(157,591)	(155,156)
Total accumulated other comprehensive income	(128,845)	(105,893)
Subscription rights to shares	—	56
Minority interests	124,009	127,209
Total net assets	1,111,757	1,177,413
Total liabilities and net assets	2,302,439	2,347,576



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

(Amount: Millions of yen)

	FY2011 first nine months (April 1 – December 31, 2011)	FY2012 first nine months (April 1 – December 31, 2012)
Net sales	1,797,989	1,822,758
Cost of sales	1,357,537	1,366,603
Gross profit	440,452	456,154
Selling, general and administrative expenses	352,746	363,275
Operating income	87,705	92,879
Non-operating income		
Interest income	8,430	6,716
Dividends income	2,859	3,069
Equity in earnings of affiliates	956	114
Other	9,998	9,942
Total non-operating income	22,244	19,842
Non-operating expenses		
Interest expenses	3,441	4,163
Loss on valuation of securities	4,883	3,502
Other	5,259	3,713
Total non-operating expenses	13,585	11,379
Ordinary income	96,364	101,343
Extraordinary income		
Gain on sales of noncurrent assets	806	734
Gain on sales of investment securities	9,537	—
Total extraordinary income	10,343	734
Extraordinary loss		
Loss on sales of noncurrent assets	384	503
Impairment loss	50	—
Provision for disaster	17,532	—
Provision for loss on liquidation of subsidiaries and affiliates	—	15,531
Total extraordinary loss	17,967	16,034
Income before income taxes	88,740	86,043
Income taxes	39,760	31,696
Income before minority interests	48,979	54,347
Minority interests in income	8,362	5,920
Net income	40,617	48,426

## 【Quarterly Consolidated Statements of Comprehensive Income】

(Amount: Millions of yen)

	FY2011 first nine months (April 1 – December 31, 2011)	FY2012 first nine months (April 1 – December 31, 2012)
Income before minority interests	48,979	54,347
Other comprehensive income		
Valuation difference on available-for-sale securities	(11,206)	22,538
Deferred gains or losses on hedges	360	(1,235)
Foreign currency translation adjustment	(84,874)	746
Share of other comprehensive income of associates accounted for using equity method	337	18
Total other comprehensive income	(95,382)	22,068
Comprehensive income	(46,402)	76,415
Comprehensive income attributable to:		
Comprehensive income attributable to owners of the parent	(23,646)	71,624
Comprehensive income attributable to minority interests	(22,756)	4,790

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

(Amount: Millions of yen)

	FY2011 first nine months (April 1 – December 31, 2011)	FY2012 first nine months (April 1 – December 31, 2012)
Net cash provided by (used in) operating activities		
Income before income taxes	88,740	86,043
Depreciation and amortization	70,271	70,459
Increase (decrease) in provision for disaster	17,532	(742)
Increase (decrease) in provision for loss on liquidation of subsidiaries and affiliates	—	12,710
Interest and dividends income	(11,289)	(9,785)
Interest expenses	3,441	4,163
Equity in (earnings) losses of affiliates	(956)	(114)
Loss (gain) on valuation of securities	4,883	3,502
Loss (gain) on sales of investment securities	(9,537)	—
Decrease (increase) in notes and accounts receivable-trade	(4,051)	51,360
Decrease (increase) in inventories	(38,813)	(37,277)
Increase (decrease) in notes and accounts payable-trade	70,702	(33,497)
Increase (decrease) in accrued expenses	(11,249)	(18,290)
Other, net	(10,760)	(23,556)
Subtotal	168,914	104,974
Interest and dividends income received	11,687	8,829
Interest expenses paid	(2,940)	(4,069)
Income taxes paid	(21,363)	(23,536)
Net cash provided by (used in) operating activities	156,297	86,198
Net cash provided by (used in) investing activities		
Payments into time deposits	(1,946)	(6,141)
Proceeds from withdrawal of time deposits	12,860	7,432
Purchase of short-term investment securities	(29,184)	(14,081)
Proceeds from sales of short-term investment securities	29,239	15,388
Purchases of property, plant and equipment	(83,806)	(116,848)
Proceeds from sales of property, plant and equipment	2,898	3,172
Purchase of intangible assets	(222)	(447)
Purchases of investment securities	(290)	(1,000)
Proceeds from sales and redemption of investment securities	24,542	466
Other, net	27,930	(4,680)
Net cash provided by (used in) investing activities	(17,979)	(116,739)
Net cash provided by (used in) financing activities		
Net increase (decrease) in short-term loans payable	190	8,696
Proceeds from long-term loans payable	22,648	31,385
Repayment of long-term loans payable	(49,070)	(41,272)
Cash dividends paid	(7,855)	(8,978)
Cash dividends paid to minority shareholders	(1,982)	(1,743)
Other, net	(75)	(23)
Net cash provided by (used in) financing activities	(36,143)	(11,936)
Effect of exchange rate changes on cash and cash equivalents	(10,285)	1,068
Net increase (decrease) in cash and cash equivalents	91,889	(41,409)
Cash and cash equivalents at beginning of period	631,923	710,530
Cash and cash equivalents at end of period	723,812	669,121

#### (4) Assumption for Going Concern

None

#### (5) Segment Information

##### Net sales and Profit (Loss) of Each Reportable Segment

FY2011 first nine months (April 1 – December 31, 2011)

(Amount: Millions of yen)

	Reportable Segments			
	Motorcycle	Automobile	Marine & Power products, etc.	Total
Net Sales	188,804	1,574,185	35,000	1,797,989
Segment profit (loss) *1	(2,808)	85,819	4,694	87,705

FY2012 first nine months (April 1 – December 31, 2012)

(Amount: Millions of yen)

	Reportable Segments			
	Motorcycle	Automobile	Marine & Power products, etc.	Total
Net Sales	163,349	1,626,445	32,963	1,822,758
Segment profit (loss) *1	(10,028)	98,837	4,069	92,879

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

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

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

(Reference)

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

American Suzuki Motor Corporation, a subsidiary of Suzuki Motor Corporation which distributes automobiles, motorcycles, ATVs, marine products and related parts/accessories in the United States (excluding Hawaii), discontinued distribution of automobiles in this third quarter. As a result, the Group reviewed classification of geographical areas and change it from previous five areas, namely "Japan", "Europe", "North America", "Asia" and "Other areas" to four areas, namely "Japan", "Europe", "Asia" and "Other areas".

Operating results by geographical areas in the same period of previous fiscal year were prepared by using new classification.

### **[Operating Results by Geographical Areas]**

FY2011 first nine months (April 1 – December 31, 2011)

(Amount: Millions of yen)

	Japan	Europe	Asia	Other areas	Total	Eliminations	Consolidated
Net Sales							
1) Net sales to external customers	844,426	233,073	593,910	126,579	1,797,989	—	1,797,989
2) Internal net sales or transfer among geographical areas	283,927	1,229	16,591	350	302,098	(302,098)	—
Total	1,128,353	234,303	610,501	126,929	2,100,088	(302,098)	1,797,989
Operating income	57,654	940	19,997	2,477	81,069	6,636	87,705

FY2012 first nine months (April 1 – December 31, 2012)

(Amount: Millions of yen)

	Japan	Europe	Asia	Other areas	Total	Eliminations	Consolidated
Net Sales							
1) Net sales to external customers	868,951	177,430	655,867	120,508	1,822,758	—	1,822,758
2) Internal net sales or transfer among geographical areas	262,523	2,676	17,820	441	283,461	(283,461)	—
Total	1,131,475	180,106	673,687	120,949	2,106,219	(283,461)	1,822,758
Operating income (loss)	69,602	(3,276)	20,615	1,769	88,710	4,168	92,879

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

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

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

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

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

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

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

None

## 4. Supplementary Information

### [Breakdown of Consolidated Net Sales]

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

		FY2011 first nine months (April 1 – December 31, 2011)		FY2012 first nine months (April 1 – December 31, 2012)		Change	
		Unit	Amount	Unit	Amount	Unit	Amount
Motorcycle	Japan	54	17,064	52	16,530	(2)	(533)
	Overseas	977	171,739	963	146,818	(14)	(24,921)
	Europe	43	31,557	29	20,921	(13)	(10,635)
	North America	34	24,506	32	23,857	(2)	(649)
	Asia	831	81,233	825	74,536	(5)	(6,697)
	Other areas	68	34,441	75	27,503	6	(6,938)
	Total	1,032	188,804	1,015	163,349	(16)	(25,454)
Automobile	Japan	522	656,344	589	721,866	66	65,521
	Overseas	1,221	917,840	1,270	904,578	49	(13,262)
	Europe	187	234,486	151	170,689	(36)	(63,796)
	North America	21	40,439	19	36,024	(2)	(4,415)
	Asia	925	541,335	1,014	604,399	88	63,063
	Other areas	86	101,578	85	93,465	(0)	(8,113)
	Total	1,743	1,574,185	1,859	1,626,445	116	52,259
Marine & Power products, etc.	Japan	-	10,920	-	11,258	-	338
	Overseas	-	24,079	-	21,704	-	(2,374)
	Europe	-	6,897	-	6,237	-	(660)
	North America	-	9,785	-	9,354	-	(430)
	Asia	-	2,901	-	2,059	-	(842)
	Other areas	-	4,495	-	4,053	-	(441)
	Total	-	35,000	-	32,963	-	(2,036)
Total	Japan		684,329		749,656		65,326
	Overseas		1,113,660		1,073,101		(40,558)
	Europe		272,941		197,848		(75,092)
	North America		74,731		69,235		(5,495)
	Asia		625,471		680,994		55,523
	Other areas		140,515		125,022		(15,493)
	Total		1,797,989		1,822,758		24,768

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