

**Business Results for the First Nine Months  
of the Fiscal Year Ending December 31, 2013**  
(January 1, 2013 through September 30, 2013)  
**(Japan GAAP)**

November 7, 2013

This document has been translated from the Japanese original, *Kessan Tanshin* (Flash Report), for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.

Company name:

Yamaha Motor Co., Ltd.

Stock listing:

Tokyo Stock Exchange the First Section

Code number:

7272

URL:

<http://global.yamaha-motor.com/ir/>

Representative:

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Filing of quarterly securities report (scheduled):

November 8, 2013

Beginning of payment of dividends (scheduled):

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Supplementary explanatory documents related to the quarterly consolidated financial results:

Yes

Briefing on the quarterly consolidated financial results:

Yes (for institutional investors and securities analysts)

# 1. Consolidated Financial Results for the Nine Months Ended September 30, 2013

(January 1, 2013 through September 30, 2013)

## (1) Consolidated operating results (cumulative)

\* % represents growth results. ( ) represents negative figures.

	Net sales		Operating income		Ordinary income		Net income	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
<b>Nine months ended September 30, 2013</b>	<b>1,047,882</b>	<b>15.2</b>	<b>42,168</b>	<b>84.9</b>	<b>42,845</b>	<b>52.8</b>	<b>26,340</b>	<b>84.2</b>
Nine months ended September 30, 2012	909,473	(7.7)	22,804	(62.4)	28,046	(58.7)	14,302	(64.2)

Note: Comprehensive income

Nine months ended September 30, 2013: ¥54,357 million (229.4%)

Nine months ended September 30, 2012: ¥16,500 million (minus 27.5 %)

	Net income per share — basic	Net income per share — diluted
	Yen	Yen
<b>Nine months ended September 30, 2013</b>	<b>75.45</b>	<b>75.45</b>
Nine months ended September 30, 2012	40.97	—

## (2) Consolidated financial position

	Total assets	Net assets	Shareholders' equity ratio
	Millions of yen	Millions of yen	%
<b>As of September 30, 2013</b>	<b>1,059,230</b>	<b>386,515</b>	<b>33.1</b>
As of December 31, 2012	962,329	341,561	32.0

Reference: Shareholders' equity

As of September 30, 2013: ¥350,301 million

As of December 31, 2012: ¥307,857 million

## 2. Dividends

Record date	Annual dividends per share				
	End of first quarter	End of second quarter	End of third quarter	End of fiscal year	Total
	Yen	Yen	Yen	Yen	Yen
Fiscal year ended December 31, 2012	—	5.00	—	5.00	10.00
Fiscal year ending December 31, 2013	—	10.00	—		
Fiscal year ending December 31, 2013 (forecast)				10.00	20.00

Note: No revision to the most recently announced dividend forecast for the year ending December 31, 2013 was made.

The year-end dividend for the fiscal year ending December 31, 2013 is calculated with a payout ratio of 20% based on the forecast of consolidated financial results for the fiscal year ending December 31, 2013, as stated below.

### 3. Forecast of Consolidated Financial Results for the Fiscal Year Ending December 31, 2013

(January 1, 2013 through December 31, 2013)

\* % represents year-on-year rate.

	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
Fiscal year ending December 31, 2013	<b>1,450,000</b>	<b>20.1</b>	<b>55,000</b>	<b>195.7</b>	<b>59,000</b>	<b>116.4</b>	<b>34,000</b>	<b>354.0</b>	<b>97.39</b>

Note: No revision to the most recently announced consolidated financial figures forecast for the year ending December 31, 2013 was made.

(\*Notes)

(1) Changes in significant subsidiaries during the period (Changes in specified subsidiaries resulting from changes in scope of consolidation): None

(2) Application of special accounting principles to the quarterly consolidated financial statements: None

(3) Changes in accounting policies, changes in accounting estimates and restatement for correction of errors

1) Changes in accounting policies arising from revision of accounting standards: None

2) Changes in accounting policies arising from other factors: Yes

3) Changes in accounting estimates: Yes

4) Restatement for correction of errors: None

Note: Beginning in the first quarter of the fiscal year ending December 31, 2013, Yamaha Motor Co., Ltd. (the "Company") and its domestic subsidiaries have changed the principal depreciation method for property, plant and equipment from the previously used declining-balance method to the straight-line method. Since this falls under Article 10, Paragraph 5 of the Ordinance on Terminology, Forms, and Preparation Methods of Quarterly Consolidated Financial Statements, "Changes in accounting policies arising from other factors" and "Changes in accounting estimates" are "Yes." For details, refer to "Changes in Accounting Policies, Changes in Accounting Estimates and Corrections of Errors" in "2. Matters Regarding Summary Information (Notes)" on page 10 of the Attachment.

(4) Number of shares outstanding (Common stock)

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

Third quarter ended September 30, 2013	349,784,784 shares	Fiscal year ended December 31, 2012	349,757,784 shares
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2) Number of shares of treasury stock at the end of the period

Third quarter ended September 30, 2013	667,854 shares	Fiscal year ended December 31, 2012	665,301 shares
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3) Average number of shares during the period

Nine months ended September 30, 2013	349,104,850 shares	Nine months ended September 30, 2012	349,094,356 shares
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(\*Notice regarding review procedure for the quarterly consolidated financial statements)

The quarterly consolidated financial results presented herein are not subject to the quarterly review procedure specified by the Financial Instruments and Exchange Act. The review procedure for quarterly consolidated financial statements specified by the Financial Instruments and Exchange Act has not been completed at the time of the disclosure of these financial results.

(\*Notice regarding results forecast)

- (1) Results forecast presented in this document is based on the assumptions and beliefs of the Company in light of the information currently available and is not guarantee of future performance. Actual results may differ significantly from the Company's forecast, due to various risks, uncertainties and other factors, including changes in business conditions surrounding the Yamaha Motor Group (the "Group"), changing consumer preferences, and currency exchange rate fluctuations.

For details on potential risks, uncertainties and other factors affecting the Group's operations, please see the 78<sup>th</sup> Securities Report (filed on March 27, 2013). For results forecast, please refer to "1. Qualitative Information on Consolidated Results During the Period, (4) Qualitative Information on Consolidated Results Forecast" on page 9 of the Attachment.

- (2) Briefing on the quarterly consolidated financial results will be held as follows. Supplementary explanatory documents related to the consolidated financial results and so on to be handed at the briefing will be posted on the Company website immediately after the briefing.

Thursday, November 7, 2013:      Briefing on the consolidated financial results for institutional investors and securities analysts

- (3) With regard to amounts stated in ¥100 million units in this document, amounts less than ¥100 million are rounded off.

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## (Net Sales by Segment)

	Amount: millions of yen			Volume: thousand units		
	Nine months ended September 30, 2012 (January 1—September 30, 2012)			Nine months ended September 30, 2013 (January 1—September 30, 2013)		
	Volume	Amount	%	Volume	Amount	%
<b>Net sales:</b>						
<b>Japan</b>	—	117,587	12.9	—	108,916	10.4
<b>Overseas:</b>						
North America	—	141,636	15.6	—	177,963	17.0
Europe	—	103,974	11.4	—	119,143	11.4
Asia	—	419,296	46.1	—	489,460	46.7
Others	—	126,978	14.0	—	152,398	14.5
Subtotal	—	791,885	87.1	—	938,965	89.6
<b>Total</b>	—	<b>909,473</b>	<b>100.0</b>	—	<b>1,047,882</b>	<b>100.0</b>
<b>Motorcycles:</b>						
<b>Japan</b>	73	27,844	4.7	82	27,247	3.9
<b>Overseas:</b>						
North America	51	30,733	5.1	54	35,286	5.1
Europe	135	63,966	10.7	130	69,428	10.0
Asia	3,864	393,475	65.8	3,784	462,223	66.5
Others	398	81,761	13.7	423	101,394	14.5
Subtotal	4,448	569,936	95.3	4,391	668,332	96.1
<b>Total</b>	<b>4,521</b>	<b>597,781</b>	<b>65.7</b>	<b>4,473</b>	<b>695,579</b>	<b>66.4</b>
<b>Marine products:</b>						
<b>Japan</b>	—	20,304	13.2	—	19,739	10.7
<b>Overseas:</b>						
North America	—	72,179	46.9	—	95,148	51.4
Europe	—	26,843	17.4	—	31,568	17.0
Asia	—	8,654	5.6	—	8,843	4.8
Others	—	26,002	16.9	—	29,941	16.1
Subtotal	—	133,679	86.8	—	165,502	89.3
<b>Total</b>	—	<b>153,983</b>	<b>16.9</b>	—	<b>185,242</b>	<b>17.7</b>
<b>Power products:</b>						
<b>Japan</b>	—	11,436	15.7	—	11,332	13.5
<b>Overseas:</b>						
North America	—	37,862	52.0	—	46,181	54.9
Europe	—	11,042	15.2	—	14,435	17.2
Asia	—	4,669	6.4	—	5,123	6.1
Others	—	7,754	10.7	—	7,075	8.3
Subtotal	—	61,328	84.3	—	72,816	86.5
<b>Total</b>	—	<b>72,765</b>	<b>8.0</b>	—	<b>84,148</b>	<b>8.0</b>
<b>Industrial machinery and robots:</b>						
<b>Japan</b>	—	12,139	49.0	—	9,175	38.7
<b>Overseas:</b>						
North America	—	858	3.5	—	1,346	5.7
Europe	—	1,607	6.5	—	2,450	10.3
Asia	—	10,028	40.4	—	10,613	44.7
Others	—	161	0.6	—	136	0.6
Subtotal	—	12,656	51.0	—	14,547	61.3
<b>Total</b>	—	<b>24,795</b>	<b>2.7</b>	—	<b>23,723</b>	<b>2.3</b>
<b>Others:</b>						
<b>Japan</b>	—	45,862	76.3	—	41,421	70.0
<b>Overseas:</b>						
North America	—	2	0.0	—	0	0.0
Europe	—	515	0.9	—	1,260	2.1
Asia	—	2,468	4.1	—	2,655	4.5
Others	—	11,298	18.7	—	13,850	23.4
Subtotal	—	14,284	23.7	—	17,766	30.0
<b>Total</b>	—	<b>60,147</b>	<b>6.7</b>	—	<b>59,188</b>	<b>5.6</b>

# 1. Qualitative Information on Consolidated Results During the Period

## (1) Qualitative Information on Consolidated Operating Results

Net sales in the first nine months of the fiscal year ending December 31, 2013 rose 15.2% from the same period of the previous year to ¥1,047.9 billion.

Unit sales of all businesses in the first nine months recovered to the prior year's level, as third-quarter (July to September) unit sales rose from the same period of the previous year, following a second-quarter (April to June) increase. Net sales increased due to factors including higher sales in the motorcycle, marine products, and power products businesses.

Overall operating income rose 84.9% to ¥42.2 billion as a result of higher income from developed countries on strong sales of marine products in the U.S. coupled with the impact of yen depreciation and higher income from emerging markets due to a sales increase in Indonesia, cost reductions, and other factors. Ordinary income rose 52.8% to ¥42.8 billion, and net income rose 84.2% to ¥26.3 billion.

Exchange rates for the first nine months were ¥97 to the U.S. dollar (a depreciation of ¥18 from the same period of the previous year) and ¥127 to the euro (a depreciation of ¥25).

### Operating performance by segment

#### [Motorcycles]

Overall net sales of the motorcycle business rose 16.4% from the same period of the previous year to ¥695.6 billion, and operating income rose 122.6% to ¥6.1 billion.

Unit sales in developed countries increased overall as higher sales in North America and Japan resulting from new product introductions compensated for sales decline in Europe following a demand decrease. Regarding unit sales in emerging markets, while sales increased in India due to strong scooter sales and sales in Indonesia increased on a recovery trend, sales in Thailand and Vietnam fell amid an economic slowdown. As a result, worldwide unit sales of motorcycles remained on par with the prior year's results, and net sales rose due to the impact of yen depreciation, among other factors.

In developed countries, development costs and sales promotion expenses, coupled with structural reform expenses in Europe, more than offset the increase in operating income. In emerging markets, income rose as a result of the sales increase in Indonesia, cost reductions, and other factors. As a result, operating income increased overall.

#### [Marine products]

Overall net sales of the marine products business rose 20.3% from the same period of the previous year to ¥185.2 billion, and operating income rose 129.2% to ¥24.5 billion.

Both sales and income rose due to factors including strong outboard motor sales in the U.S., fueled by new product introductions and higher sales of large models, and the impact of yen depreciation.

#### [Power products]

Overall net sales of the power products business rose 15.6% from the same period of the previous year to ¥84.1 billion, and operating income rose 57.4% to ¥4.2 billion.

Both sales and income rose as a result of higher sales of golf cars and snowmobiles, the impact of the introduction of recreational off-highway vehicles (ROVs) and the impact of yen depreciation.

#### [Industrial machinery and robots]

Overall net sales in the industrial machinery and robots businesses fell 4.3% from the same period of the previous year to ¥23.7 billion, and operating income fell 31.7% to ¥2.6 billion.

Although unit sales of surface mounters decreased, mainly reflecting a worldwide decline in capital investment demand, they exceeded the prior-year level in the third quarter (July to September).

[Others]

Overall net sales of other products were decreased 1.6% from the same period of the previous year to ¥59.2 billion, and operating income rose 63.3% to ¥4.7 billion.

Unit sales of electrically power assisted bicycles rose due to the introduction of new products and other factors, and unit sales of automobile engines declined.

Major products in each business segment are as follows.

Segment	Main Products
Motorcycles	Motorcycles, the intermediate parts for products and knockdown parts for overseas production
Marine products	Outboard motors, personal watercraft, boats, FRP pools, fishing boats and utility boats
Power products	All-terrain vehicles, recreational off-highway vehicles, golf cars, snowmobiles, generators, small-sized snow throwers and multi-purpose engines
Industrial machinery and robots	Surface mounters, industrial robots and electrically powered wheelchairs
Others	Automobile engines, automobile components, electrically power assisted bicycles and industrial-use unmanned helicopters

(Reference Information)

Geographical segment information (Net sales includes intersegment sales among areas.)

[Japan]

Net sales in Japan rose 7.8% from the same period of the previous year to ¥435.5 billion, and operating income was ¥21.7 billion, compared to operating loss of ¥2.6 billion in the same period of the previous year.

Unit sales of outboard motors for the U.S. market and electrically power assisted bicycles increased from the same period of the previous year, while unit sales of surface mounters and automobile engines declined. Net sales increased due to the impact of yen depreciation.

[North America]

Net sales in North America increased 25.7% from the same period of the previous year to ¥194.8 billion, while operating income fell 67.7% to ¥2.7 billion.

Net sales increased on higher unit sales of motorcycles, outboard motors, and golf cars and the impact of yen depreciation.

[Europe]

Net sales in Europe increased 16.0% from the same period of the previous year to ¥121.8 billion, and operating loss increased to ¥8.1 billion from ¥2.1 billion in the same period of the previous year.

Net sales increased due to the impact of yen depreciation, even though unit sales of motorcycles and other products declined amid continuing economic stagnation.

[Asia]

Net sales in Asia (excluding Japan) increased 20.1% from the same period of the previous year to ¥530.4 billion, and operating income rose 60.1% to ¥25.4 billion.

Net sales increased on higher unit sales of motorcycles in India, Indonesia and Taiwan, the impact of yen depreciation, and other factors, despite lower unit sales in Thailand, Vietnam, and other countries.

[Others]

Net sales in other areas increased 20.8% from the same period of the previous year to ¥121.1 billion, and operating income rose 32.5% to ¥5.1 billion.

Net sales increased on higher unit sales of motorcycles in Argentina, Colombia, Mexico, and other markets and the impact of yen depreciation.

## **(2) Qualitative Information on Consolidated Financial Position**

Total assets at the end of the first nine months of the fiscal year ending December 31, 2013 increased ¥96.9 billion from the end of the previous fiscal year to ¥1,059.2 billion, partly attributable to the impact of foreign currency translation adjustment arising from yen depreciation. Current assets increased ¥62.4 billion, and noncurrent assets increased ¥34.5 billion.

Total liabilities rose ¥51.9 billion to ¥672.7 billion, reflecting factors including an increase in notes and accounts payable-trade or short-term loans.

Total net assets increased ¥45.0 billion to ¥386.5 billion as a result of factors including ¥26.3 billion in net income and a ¥13.8 billion change in foreign currency translation adjustment arising from yen depreciation. As a result, the shareholders' equity ratio as of September 30, 2013 was 33.1%, compared with 32.0% at the end of the previous fiscal year. The net debt-equity ratio was 0.7 times, unchanged from the end of the previous fiscal year.

## **(3) Qualitative Information on Consolidated Cash Flows**

[Cash flows provided by (used in) operating activities]

Net cash provided by operating activities during the first nine months (January 1 through September 30, 2013) was ¥53.3 billion (¥2.2 billion in cash provided during the same period of the previous year), attributable to income before income taxes of ¥41.6 billion (¥26.4 billion in the same period of the previous year) and a decrease in working capital, among other factors.

[Cash flows provided by (used in) investing activities]

Net cash used in investing activities during the first nine months (January 1 through September 30, 2013) was ¥39.9 billion (¥36.4 billion in cash used during the same period of the previous year), as a result of capital investments for new model production and other purposes of ¥36.4 billion (¥33.3 billion in the same period of the previous year).

[Cash flows provided by (used in) financing activities]

Net cash used in financing activities during the first nine months (January 1 through September 30, 2013) was ¥10.4 billion (¥16.4 billion in cash provided during the same period of the previous year), attributable to factors including payment of cash dividends.

As a result of the activities discussed above, free cash flow for the first nine months (January 1 through September 30, 2013) was ¥13.4 billion (negative ¥34.1 billion during the same period of the previous year), and cash and cash equivalents totaled ¥112.7 billion (an increase of ¥6.1 billion from the end of the previous fiscal year). Interest-bearing debt at the end of the third quarter under review was ¥351.0 billion (an increase of ¥24.0 billion from the end of the previous fiscal year), including ¥138.6 billion in borrowings for sales finance (an increase of ¥5.2 billion from the end of the previous fiscal year).

## **(4) Qualitative Information on Consolidated Results Forecast**

The company has not changed the forecast for full-year consolidated operating results as of the announcement of the operating results for the first six months of the fiscal year ending December 31, 2013, on August 6, 2013.

Full-year assumptions are ¥95 to the U.S. dollar (a depreciation of ¥15 from the previous year) and ¥125 to the euro (a depreciation of ¥22 from the previous year).

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

### **Changes in Accounting Policies, Changes in Accounting Estimates and Restatement for Correction of Errors**

(Change in depreciation methods for property, plant and equipment)

Effective from the first quarter of the fiscal year ending December 31, 2013, the Company and its domestic subsidiaries have changed the principal depreciation method for property, plant and equipment from the previously used declining-balance method to the straight-line method.

Under the previous medium-term management plan (for the period from 2010 to 2012), the Group reorganized the domestic production structure in line with demand in developed countries as part of profit structure reform. In the fiscal year ended December 31, 2012, the final year of the previous medium-term management plan, a certain degree of progress was made with the initially planned reorganization. Under the current medium-term management plan (for the period from 2013 to 2015) the Group's policy is to invest in its domestic production facilities for the purpose of maintaining and further developing its core operations.

For this reason, domestic production facilities are expected to operate stably over their useful lives, and the Company has determined that the straight-line method, which more appropriately matches cost to profit, is a rational approach.

As a result of this change, operating income, ordinary income, and income before income taxes for the nine months ended September 30, 2013 increased by ¥2,479 million, respectively. The impact on segment information is described in "3. Consolidated Financial Statements, (6) Segment Information" on page 17.

### 3. Consolidated Financial Statements

#### (1) Consolidated Balance Sheets

As of December 31, 2012 and September 30, 2013

( ) represents negative figures.

	Millions of yen	
	As of December 31, 2012	As of September 30, 2013
<b>ASSETS</b>		
<b>Current assets:</b>		
Cash and deposits	106,462	112,244
Notes and accounts receivable-trade	192,143	211,919
Merchandise and finished goods	153,109	171,108
Work in process	40,438	46,602
Raw materials and supplies	39,880	46,309
Other	61,838	69,898
Allowance for doubtful accounts	(7,074)	(8,856)
Total current assets	586,797	649,226
<b>Noncurrent assets:</b>		
Property, plant and equipment	272,942	285,453
Intangible assets	3,940	4,585
Investments and other assets:		
Investments and other assets	100,102	121,466
Allowance for doubtful accounts	(1,454)	(1,501)
Total investments and other assets	98,648	119,965
Total noncurrent assets	375,531	410,004
<b>Total assets</b>	962,329	1,059,230
<b>LIABILITIES</b>		
<b>Current liabilities:</b>		
Notes and accounts payable-trade	114,344	136,750
Short-term loans payable	102,476	121,376
Current portion of long-term loans payable	58,158	81,018
Provision for bonuses	9,230	16,302
Provision for product warranties	19,952	18,851
Other provision	1,102	1,448
Other	85,887	82,930
Total current liabilities	391,153	458,679
<b>Noncurrent liabilities:</b>		
Long-term loans payable	166,340	148,587
Provision for retirement benefits	44,098	44,784
Other provisions	3,854	1,381
Other	15,320	19,282
Total noncurrent liabilities	229,614	214,035
<b>Total liabilities</b>	620,767	672,715

( ) represents negative figures.

	Millions of yen	
	As of December 31, 2012	As of September 30, 2013
<b>NET ASSETS</b>		
<b>Shareholders' equity:</b>		
Capital stock	85,666	<b>85,688</b>
Capital surplus	74,582	<b>74,603</b>
Retained earnings	249,724	<b>270,831</b>
Treasury stock	(686)	<b>(689)</b>
Total shareholders' equity	409,287	<b>430,433</b>
<b>Other accumulated comprehensive income:</b>		
Valuation difference on available-for-sale securities	1,843	<b>9,379</b>
Revaluation reserve for land	10,982	<b>10,978</b>
Foreign currency translation adjustment	(114,255)	<b>(100,490)</b>
Total other accumulated comprehensive income	(101,429)	<b>(80,132)</b>
<b>Subscription rights to shares</b>	109	<b>98</b>
<b>Minority interests</b>	33,595	<b>36,114</b>
<b>Total net assets</b>	341,561	<b>386,515</b>
<b>Total liabilities and net assets</b>	962,329	<b>1,059,230</b>

**(2) Consolidated Statements of Income and  
Consolidated Statements of Comprehensive Income**  
*Nine months ended September 30, 2012 and 2013*  
**(Consolidated Statements of Income)**

( ) represents negative figures.

	Millions of yen	
	Nine months ended September 30, 2012 (January 1— September 30, 2012)	Nine months ended September 30, 2013 (January 1— September 30, 2013)
<b>Net sales</b>	909,473	1,047,882
<b>Cost of sales</b>	729,037	813,360
<b>Gross profit</b>	180,436	234,522
<b>Selling, general and administrative expenses</b>	157,631	192,353
<b>Operating income</b>	22,804	42,168
<b>Non-operating income:</b>		
Interest income	4,271	4,803
Other	10,888	13,652
Total non-operating income	15,159	18,455
<b>Non-operating expenses:</b>		
Interest expenses	5,089	5,035
Foreign exchange losses	2,115	7,683
Other	2,713	5,060
Total non-operating expenses	9,918	17,778
<b>Ordinary income</b>	28,046	42,845
<b>Extraordinary income:</b>		
Gain on sales of noncurrent assets	155	198
Other	—	8
Total extraordinary income	155	207
<b>Extraordinary loss:</b>		
Loss on disposal of noncurrent assets	568	757
Impairment loss	1,056	601
Other	130	51
Total extraordinary losses	1,755	1,410
<b>Income before income taxes</b>	26,445	41,642
<b>Income taxes — current</b>	12,672	15,037
<b>Income taxes — deferred</b>	(3,170)	(4,441)
<b>Total income taxes</b>	9,502	10,595
<b>Income before minority interests</b>	16,943	31,047
<b>Minority interests in income</b>	2,641	4,706
<b>Net income</b>	14,302	26,340

## (Consolidated Statements of Comprehensive Income)

( ) represents negative figures.

	Millions of yen	
	Nine months ended September 30, 2012 (January 1— September 30, 2012)	Nine months ended September 30, 2013 (January 1— September 30, 2013)
<b>Income before minority interests</b>	16,943	31,047
<b>Other comprehensive income</b>		
Valuation difference on available-for-sale securities	(122)	7,525
Revaluation reserve for land	—	(0)
Foreign currency translation adjustment	(366)	13,312
Share of other comprehensive income of associates accounted for using equity method	46	2,472
Total other comprehensive income	(442)	23,310
<b>Comprehensive income</b>	16,500	54,357
Comprehensive income attributable to		
Comprehensive income attributable to owners of the parent	13,298	47,641
Comprehensive income attributable to minority interests	3,202	6,715

### (3) Consolidated Statements of Cash Flows

Nine months ended September 30, 2012 and 2013

( ) represents negative figures.

	Millions of yen	
	Nine months ended September 30, 2012 (January 1— September 30, 2012)	Nine months ended September 30, 2013 (January 1— September 30, 2013)
<b>Net cash provided by (used in) operating activities:</b>		
Income before income taxes	26,445	41,642
Depreciation and amortization	24,913	26,612
Impairment loss	1,056	601
Increase (decrease) in provision for retirement benefits	2,325	717
Interest and dividends income	(4,578)	(5,159)
Interest expenses	5,089	5,035
Loss (gain) on sales of property, plant and equipment and intangible assets	(33)	(147)
Loss (gain) on disposal of property, plant and equipment and intangible assets	568	757
Decrease (increase) in notes and accounts receivable-trade	(6,527)	(1,623)
Decrease (increase) in inventories	(12,171)	(13,730)
Increase (decrease) in notes and accounts payable-trade	(3,363)	18,433
Other	(12,948)	(6,049)
Subtotal	20,775	67,090
Interest and dividends income received	5,773	6,160
Interest expenses paid	(5,256)	(5,240)
Income taxes paid	(19,081)	(14,732)
Net cash provided by (used in) operating activities	2,212	53,278

( ) represents negative figures.

	Millions of yen	
	Nine months ended September 30, 2012 (January 1— September 30, 2012)	Nine months ended September 30, 2013 (January 1— September 30, 2013)
<b>Net cash provided by (used in) investing activities:</b>		
Payments into time deposits	(298)	(298)
Proceeds from withdrawal of time deposits	313	394
Purchase of property, plant and equipment and intangible assets	(33,344)	(36,437)
Proceeds from sales of property, plant and equipment and intangible assets	1,134	1,574
Payments for sales of investments in subsidiaries resulting in change in scope of consolidation	(3,029)	—
Other	(1,125)	(5,111)
Net cash provided by (used in) investing activities	(36,350)	(39,878)
<b>Net cash provided by (used in) financing activities:</b>		
Increase (decrease) in short-term loans payable	34,804	7,259
Proceeds from long-term loans payable	74,248	27,765
Repayment of long-term loans payable	(78,718)	(36,015)
Decrease (increase) in treasury stock	(1)	(3)
Cash dividends paid	(7,157)	(5,237)
Cash dividends paid to minority shareholders	(6,506)	(4,035)
Proceeds from exercise of stock option	—	32
Other	(289)	(183)
Net cash provided by (used in) financing activities	16,379	(10,416)
<b>Effect of exchange rate change on cash and cash equivalents</b>	<b>2,756</b>	<b>3,134</b>
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>(15,001)</b>	<b>6,119</b>
<b>Cash and cash equivalents at beginning of period</b>	<b>133,593</b>	<b>106,532</b>
<b>Increase in cash and cash equivalents from newly consolidated subsidiary</b>	<b>548</b>	<b>—</b>
<b>Cash and cash equivalents at end of period</b>	<b>119,139</b>	<b>112,651</b>

#### (4) Notes Regarding Going-concern Assumptions

None

#### (5) Notes in the Event of Material Changes in the Amount of Shareholders' Equity

None

#### (6) Segment Information

##### Segment information

Nine months ended September 30, 2012 (January 1, 2012 through September 30, 2012)  
**Information concerning net sales and income or loss by reporting segment**

	Millions of yen								
	Reporting segment					Others (Note 1)	Total	Adjustments	Amounts on consolidated statements of income
	Motorcycles	Marine products	Power products	Industrial machinery and robots	Total				
Net sales:									
Outside customers	597,781	153,983	72,765	24,795	849,325	60,147	909,473	—	909,473
Intersegment	—	—	—	—	—	19,575	19,575	(19,575)	—
Total	597,781	153,983	72,765	24,795	849,325	79,723	929,049	(19,575)	909,473
Segment income (Note 2)	2,752	10,712	2,672	3,792	19,929	2,875	22,804	0	22,804

Notes:

1. "Others" is a business segment not included in the reporting segments. It includes businesses involving the business of automobile engines, automobile components, electrically power assisted bicycles and industrial-use unmanned helicopters.
2. Total of segment income corresponds to operating income in the consolidated statements of income.

Nine months ended September 30, 2013 (January 1, 2013 through September 30, 2013)

## 1. Information concerning net sales and income or loss by reporting segment

	Millions of yen								
	Reporting segment					Others (Note 1)	Total	Adjustments	Amounts on consolidated statements of income
	Motorcycles	Marine products	Power products	Industrial machinery and robots	Total				
Net sales:									
Outside customers	695,579	185,242	84,148	23,723	988,694	59,188	1,047,882	—	1,047,882
Intersegment	—	—	—	—	—	20,621	20,621	(20,621)	—
Total	695,579	185,242	84,148	23,723	988,694	79,809	1,068,504	(20,621)	1,047,882
Segment income (Note 2)	6,126	24,548	4,206	2,590	37,472	4,696	42,168	0	42,168

Notes:

1. "Others" is a business segment not included in the reporting segments. It includes businesses involving the business of automobile engines, automobile components, electrically power assisted bicycles and industrial-use unmanned helicopters.
2. Total of segment income corresponds to operating income in the consolidated statements of income.

## 2. Items concerning changes to reporting segments

(Change in depreciation methods for property, plant and equipment)

As described in "2. Matters Regarding Summary Information (Notes), Changes in Accounting Policies, Changes in Accounting Estimates and Restatement for Correction of Errors", effective from the first quarter of the fiscal year ending December 31, 2013, the Company and its domestic consolidated subsidiaries have changed the principal depreciation method for property, plant and equipment from the previously used declining-balance method to the straight-line method.

As a result of this change, segment income for the nine months ended September 30, 2013 increased by ¥1,127 million for the motorcycles business, ¥706 million for the marine products business, ¥274 million for the power products business, ¥94 million for the industrial machinery and robots business, and ¥276 million for other businesses.

(Reference Information)  
Geographical segment information

Nine months ended September 30, 2012 (January 1, 2012 through September 30, 2012)

	Millions of yen							
	Japan	North America	Europe	Asia	Others	Total	Eliminations	Consolidated
Net sales:								
Outside customers	169,711	141,776	102,034	396,218	99,732	909,473	—	909,473
Intersegment	234,355	13,228	2,933	45,573	524	296,616	(296,616)	—
Total	404,066	155,005	104,968	441,791	100,257	1,206,090	(296,616)	909,473
Operating income (loss)	(2,600)	8,239	(2,093)	15,874	3,863	23,283	(478)	22,804

Notes:

1. Geographical segments are groupings of nations and regions, primarily based on geographical proximity.
2. Nations and regions included in segments outside Japan:
  - (1) North America: U.S.A. and Canada
  - (2) Europe: The Netherlands, France, Italy, Spain and Russia
  - (3) Asia: Indonesia, Vietnam, China, Taiwan, Thailand, Singapore and India
  - (4) Others: Brazil, Australia, Colombia and Mexico

Nine months ended September 30, 2013 (January 1, 2013 through September 30, 2013)

	Millions of yen							
	Japan	North America	Europe	Asia	Others	Total	Eliminations	Consolidated
Net sales:								
Outside customers	162,936	177,930	117,520	469,275	120,219	1,047,882	—	1,047,882
Intersegment	272,550	16,879	4,292	61,149	886	355,758	(355,758)	—
Total	435,487	194,810	121,813	530,424	121,106	1,403,641	(355,758)	1,047,882
Operating income (loss)	21,690	2,659	(8,091)	25,419	5,118	46,794	(4,626)	42,168

Notes:

1. Geographical segments are groupings of nations and regions, primarily based on geographical proximity.
2. Nations and regions included in segments outside Japan:
  - (1) North America: U.S.A. and Canada
  - (2) Europe: The Netherlands, France, Italy, Russia and Sweden
  - (3) Asia: Indonesia, Vietnam, Taiwan, Thailand, China, Singapore and India
  - (4) Others: Brazil, Australia, Colombia and Argentina