

(Reference Materials) Consolidated Financial Results for the Fiscal Year Ending December 31, 2018

(Units: 1,000 product units; ¥ Bil.)

	Results for Previous Fiscal Year		Results for Current Fiscal Year		Forecast for the next fiscal year:	
	Year ending December, 2017		Year ending December, 2018		Year ending December, 2019	
Sales	1,670	(+11.1%)	1,673	(+0.2%)	1,700	(+1.6%)
Domestic Sales	170	(+3.4%)	167	(-1.7%)	180	(+7.8%)
Overseas Sales	1,500	(+12.1%)	1,506	(+0.4%)	1,520	(+0.9%)
Operating Income	150	(+37.9%)	141	(-6.0%)	133	(-5.5%)
<Operating Income Ratio>	<9.0%>		<8.4%>		<7.8%>	
Ordinary Income	155	(+51.7%)	138	(-10.9%)	135	(-2.2%)
<Ordinary Income Ratio>	<9.3%>		<8.2%>		<7.9%>	
Net Income	102	(+60.9%)	93	(-8.1%)	85	(-9.0%)
<Net Income Ratio>	<6.1%>		<5.6%>		<5.0%>	
Factors Impacting Operating Income (Compared to Previous Year)	(Factors Related to Income Increase)		(Factors Related to Income Increase)		(Factors Related to Income Increase)	
	Effect of Sales Increase	30.8	Effect of Sales Increase	9	Effect of Sales Increase	26.4
	Cost Reductions	11.9	Improvement in Profitability	13.8	Improvement in Profitability	13.9
	Effects of Foreign Exchange	15.4				
	(Factors Related to Income Decrease)		(Factors Related to Income Decrease)		(Factors Related to Income Decrease)	
	Raw Material Price Fluctuations	-6.5	Raw Material Price Fluctuation	-7	Raw Material Price Fluctuations	-4.6
	Development Cost Increases including Growth Strategy Expenses	-4.3	Increase in SG&A Expenses	-10.4	Increase in SG&A Expenses	-22.6
	Increase in Depreciation Expenses	-3	Development Cost Increases including Growth Strategy Expenses	-6	Development Cost Increases including Growth Strategy Expenses	-5.3
	Increase in SG&A Expenses	-3	Effects of Foreign Exchange	-8.3	Effects of Foreign Exchange	-15.7
Currency Ra (US\$)	112 yen		110 yen		105 yen	
(Exchange (EUR))	127 yen		130 yen		120 yen	
Capital Expenditure (inspection basis)	57		55		66	
Depreciation Expenses	46		46		46.5	
Research and Development Expenses	99		103		100	
Interest-bearing Debt Balance	354		357		400	
Evaluation of Business Performance (Operating income basis)	Sales increase after an interval of two years Income increase after an interval of two years		Sales increases over two years consecutively Income decrease after an interval of two years		Sales increases over three years consecutively Income decreases over two years consecutively	
Total Motorcycle Unit Sales	5,390		5,374		5,494	
Japan	103		93		89	
Overseas	5,288		5,282		5,406	
North America	70		67		63	
Europe	199		176		182	
Asia	4,558		4,576		4,698	
Other	461		463		463	

\* < > Percentage change compared with the same period the previous fiscal year (rounded off to one decimal place)

\* The above forecast consolidated business results are based on the Company's assumptions and beliefs in light of the information currently available, and may vary significantly from actual results due to factors such as changes in the business environment, trends in market demand, and foreign exchange fluctuations.

\* "Net Income" above refers to "Net Income for this Period Attributable to Parent Company Shareholders."