

(Reference Materials) Consolidated Financial Results for the Fiscal Year Ending December 31, 2019

(Units: 1,000 product units; ¥ Bil.)

	Results for Previous Fiscal Year		Results for Current Fiscal Year		Forecast for Next Fiscal Year	
	Year ending December 2018		Year ending December 2019		Year ending December 2020	
Net Sales	1,673.1	(+0.2%)	1,664.8	(-0.5%)	1,760.0	(+5.7%)
Domestic Sales	166.9	(-1.7%)	169.8	(+7.1%)	180.0	(+6.0%)
Overseas Sales	1,506.2	(+0.4%)	1,495.0	(-1.3%)	1,580.0	(+5.7%)
Operating Income	140.8	(-6.0%)	115.4	(-18.1%)	123.0	(+6.6%)
<Operating Income Ratio>	<8.4%>		<6.9%>		<7.0%>	
Ordinary Income	138.0	(-10.9%)	119.5	(-13.4%)	128.0	(+7.1%)
<Ordinary Income Ratio>	<8.2%>		<7.2%>		<7.3%>	
Net Income	93.4	(-8.1%)	75.7	(-18.9%)	80.0	(+5.6%)
<Net Income Ratio>	<5.6%>		<4.5%>		<4.5%>	
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	9.0	Land Mobility Business	10.8	Land Mobility Business	9.4
	Profitability Improvements	13.8	Marine Business	3.3	Robotics Business	3.6
					Financial Services Business	4.3
	(Factors Related to Income Decrease)		(Factors Related to Income Decrease)		(Factors Related to Income Decrease)	
	Raw Material Price Fluctuations	-7.0	Robotics Business	-8.3	Marine Business	-1.4
	Increase in SG&A Expenses	-10.4	Financial Services Business	-3.8	Other Business Segments	-0.1
	Development Cost Increases including Growth Strategy	-6.0	Other Business Segments	-1.8	Growth Strategy Expense Increases	-2.7
	Foreign Exchange Effects	-8.3	Growth Strategy Expense Increases	-8.7	Foreign Exchange Effects	-5.6
			Foreign Exchange Effects	-16.9		
Currency Rate (US\$)	110 yen		109 yen		108 yen	
(Exchange Rate) (Euro)	130 yen		122 yen		120 yen	
Capital Expenditure (inspection basis)	48.3		58.1		74.0	
Depreciation and Amortization Expenses	46.4		49.7		46.5	
Research and Development Expenses including Growth Strategy Costs	114.7		122.6		127.3	
Interest-bearing Debt Balance	356.7		365.0		410.0	
Evaluation of Business Performance (Operating income basis)	Sales increase over two years consecutively		Sales decrease after an interval of three years		Sales increase after an interval of two years	
	Income decrease after an interval of two years		Income decrease over two years consecutively		Income increase after an interval of three years	
Total Motorcycle Unit Sales	5,374		5,056		5,259	
Japan	93		88		84	
Overseas	5,282		4,968		5,175	
North America	67		63		60	
Europe	176		186		203	
Asia	4,576		4,261		4,408	
Other	463		458		505	

* < > 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 Attributed to Owners of Parents."