

(Reference Materials) Consolidated Business Results for the First Quarter of the Fiscal Year Ending December 31, 2019

(Units: 1,000 product units; ¥ Bil.)

	Results for the First Quarter of the Fiscal Year Ending December 31, 2018		Results for the First Quarter of the Fiscal Year Ending December 31, 2019		Forecast for the Fiscal Year Ending December 31, 2019 (announced February 12)	
	January 2018-March 2018		January 2019-March 2019		January 2019-December 2019	
Net Sales	406	(+5.1%)	429	(+5.9%)	1,700	(+1.6%)
Domestic Sales	40	(+5.4%)	39	(-3.1%)	180	(+7.8%)
Overseas Sales	365	(+5.0%)	390	(+6.9%)	1,520	(+0.9%)
Operating Income	41	(+10.5%)	36	(-12.8%)	133	(-5.5%)
<Operating Income Ratio>	<10.2%>		<8.4%>		<7.8%>	
Ordinary Income	40	(-1.7%)	38	(-6.5%)	135	(-2.2%)
<Ordinary Income Ratio>	<9.9%>		<8.7%>		<7.9%>	
Net Income	32	(+2.0%)	28	(-12.5%)	85	(-9.0%)
<Net Income Margin>	<8.0%>		<6.6%>		<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	6.2	Effect of Sales Increase	2.6	Effect of Sales Increase	26.4
	Cost Reductions	1.7	Improvement in Profitability	1.2	Improvement in Profitability	13.9
			Raw Material Price Fluctuations	0.2		
	(Factors Related to Income Decrease)		(Factors Related to Income Decrease)		(Factors Related to Income Decrease)	
	Effects of Foreign Exchange	-0.9	Increase in SG&A Expenses	-3.9	Raw Material Price Fluctuations	-4.6
	Raw Material Price Fluctuations	-0.8	Increase in Depreciation Expenses	-1.1	Increase in SG&A Expenses	-22.6
	Development Cost		Development Cost		Development Cost	
	Increases including Growth Strategy Expenses	-1.2	Increases including Growth Strategy Expenses	-1.1	Increases including Growth Strategy Expenses	-5.3
	Increase in Depreciation Expenses	-0.3	Effects of Foreign Exchange	-3.1	Effects of Foreign Exchange	-15.7
Increase in SG&A Expenses	-0.7					
Currency Rate (US\$)	108 yen		110 yen		105 yen	
(Exchange Rate) (EUR)	133 yen		125 yen		120 yen	
Capital Expenditure (inspection basis)	6		8		66	
Depreciation Expenses	11		12		47	
Development Cost including Growth Strategy Expenses	26		27		117	
Interest-bearing Debt Balance	366		401		400	
Total Motorcycle Unit Sales	1,237		1,247		5,494	
Japan	24		21		89	
Overseas	1,213		1,226		5,406	
North America	17		18		63	
Europe	41		51		182	
Asia	1,039		1,056		4,698	
Other	116		101		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 Attributable to Parent Company Shareholders."