

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

(Units: 1,000 product units; ¥ Bil.)

	Results for the First Half of the Fiscal Year Ending December 31, 2018	Results for the First Half of the Fiscal Year Ending December 31, 2019	Forecast for the Fiscal Year Ending December 31, 2019 (Announced August 8, 2019)			
	January 2018-June 2018	January 2019-June 2019	January 2019-December 2019			
Net Sales	851.3 (+2.8%)	855.9 (+0.5%)	1,670.0 (-0.2%)			
Domestic Sales	85.2 (-1.6%)	82.8 (-2.8%)	180.0 (+7.8%)			
Overseas Sales	766.1 (+3.3%)	773.1 (+0.9%)	1,490.0 (-1.1%)			
Operating Income	82.2 (+0.1%)	69.0 (-16.1%)	125.0 (-11.2%)			
<Operating Income Ratio>	<9.7%>	<8.1%>	<7.5%>			
Ordinary Income	79.3 (-5.0%)	70.2 (-11.5%)	125.0 (-9.4%)			
<Ordinary Income Ratio>	<9.3%>	<8.2%>	<7.5%>			
Net Income	57.0 (-6.3%)	52.2 (-8.4%)	80.0 (-14.3%)			
<Net Income Ratio>	<6.7%>	<6.1%>	<4.8%>			
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	4.5	Marine Business	3.3	Land Mobility Business	11.1
	Profitability Improvements	4.3			Marine Business	2.9
	(Factors Related to Income Decrease)	(Factors Related to Income Decrease)	(Factors Related to Income Decrease)	(Factors Related to Income Decrease)		
	Development Cost Increases including Growth Strategy Expenses	-2.7	Land Mobility Business	-0.1	Robotics Business	-9.1
	Increase in SG&A Expenses etc.	-2.3	Robotics Business	-3.9	Financial Services Business	-2.6
	Raw Material Price Fluctuations	-2.2	Financial Services Business	-3.1	Other	-0.8
	Foreign Exchange Effects	-1.5	Other	-1.6	Growth Strategy Expense Increases	-4.7
			Growth Strategy Expense Increases	-2.7	Foreign Exchange Effects	-12.5
			Foreign Exchange Effects	-5.2		
Currency Rate (US\$)	109 yen	110 yen	(Annual) 108 (Second Half) 105			
(Exchange Rate) (Euro)	132 yen	124 yen	(Annual) 122 (Second Half) 120			
Capital Expenditure (inspection basis)	14.9	19.7	66.0			
Depreciation and Amortization Expenses	22.5	25.3	45.3			
Development Cost including Growth Strategy Expenses	55.6	55.1	119.4			
Interest-bearing Debt Balance	347.5	344.1	400.0			
Evaluation of Business Performance (Operating income basis)	Sales increases over two years consecutively Income increases over two years consecutively	Sales increases over three years consecutively First income decrease in three years	First sales decrease in three years Income decreases over two years consecutively			
Total Motorcycle Unit Sales	2,608	2,516	5,323			
Japan	49	46	89			
Overseas	2,559	2,471	5,235			
North America	35	32	63			
Europe	105	109	182			
Asia	2,187	2,115	4,527			
Other	232	214	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 Attributed to Owners of Parents."