

Consolidated Financial Summary for the First nine months Ended 31 December 2016

[Japanese GAAP]

6 February 2017

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 Start of Payment of Cash Dividends : -
 Preparation of Supplementary Explanatory Materials : Yes
 Holding of Presentation Meeting on Quarterly Financial Results : Yes

(Amounts less than one million yen are rounded down)

1. Consolidated Operating Results for FY2016 first nine months (1 April – 31 December 2016)

(1) Consolidated management results

(Percentage indicates change from the same period of the previous year)

	Net sales		Operating income		Ordinary income		Net income attributable to owners of the parent	
	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%
FY 2016 first nine months	2,251,966	-4.4	167,357	14.4	180,220	10.7	133,355	30.4
FY 2015 first nine months	2,355,591	9.9	146,242	8.2	162,762	12.7	102,260	28.0

[Note] Comprehensive Income FY2016 first nine months 190,520 Million Yen (569.0%)
 FY2015 first nine months 28,478 Million Yen (-85.5%)

	Net income per share, Basic	Net income per share, Diluted
	Yen	Yen
FY 2016 first nine months	302.25	302.20
FY 2015 first nine months	199.32	199.27

(2) Consolidated financial position

	Total assets	Net assets	Shareholders' equity ratio
	Millions of Yen	Millions of Yen	%
FY 2016 third quarter	3,019,104	1,350,820	36.3
FY 2015	2,702,008	1,187,703	35.4

[Reference] Shareholders' equity: FY2016 third quarter 1,096,180 million yen
 (Net assets excluding non-controlling interests and subscription rights to shares) FY2015 957,697 million yen

2. Cash dividends

	Cash dividends per share				
	First quarter	Second quarter	Third quarter	Year-end	Annual
	Yen	Yen	Yen	Yen	Yen
FY2015	-	15.00	-	17.00	32.00
FY2016	-	17.00	-		
FY2016 (Forecast)				17.00	34.00

[Note] Revision of the latest forecasts of cash dividends announced: None

3. Forecasts for Consolidated Operating Results of FY 2016 (1 April 2016 –31 March 2017)

(Percentage indicates change from the previous fiscal year)

	Net sales		Operating income		Ordinary income		Net income attributable to owners of the parent	Net income per share
	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	Yen
Full year	3,100,000	-2.5	200,000	2.4	210,000	0.4	145,000	24.3
								328.64

[Note] Revisions of the latest forecasts for consolidated operating results announced: None

* Notes

(1) Changes in significant subsidiaries during the period

(Changes in specified subsidiaries that accompany with a change in the scope of consolidation) : None

New - (Name) Exclusion - (Name)

(2) Application of accounting treatment specific to preparation of quarterly consolidated financial statements: Yes

(3) Changes in Accounting Principles, Changes in Accounting Estimates, and Retrospective Restatements

1) Changes in accounting principles due to the revision of the accounting standards : None

2) Changes in accounting principles other than 1) : None

3) Changes in accounting estimates : None

4) Retrospective restatement : None

(4) Number of outstanding shares (common stock)

(Shares)

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

FY2016 Q3	491,000,000	FY2015	491,000,000
FY2016 Q3	49,781,820	FY2015	49,812,829
FY2016 Q3	441,205,920	FY2015 Q3	513,060,294

2) Number of treasury stock at end of period

3) Average number of outstanding shares during period
(First nine months)

* Indication regarding the status of the implementation of quarterly review procedure

This quarterly financial report is exempt from the quarterly review procedure under the Financial Instruments and Exchange Act of Japan. At the time of disclosure of this report, the quarterly review procedure is in progress.

* Explanation regarding the appropriate use of forecasts for operating results, other information

(Caution with respect to forward-looking statement)

The forward-looking statements are based on currently available information and assumptions, contain risks and uncertainty, and do not constitute guarantees of future achievement. Please note that the future results may greatly vary by the changes of various factors.

Those factors, which may influence the future results, include economic conditions and the trend of demand in major markets and the fluctuations of foreign exchange rates (mainly US dollar/Yen rate, Euro/Yen rate and Indian Rupee/Yen rate).

Please refer to the “1. (3) Explanation of Information on Forecasts for Future Including Those for Consolidated Operating Results” on page 3 of the [Attachment] for detail such as precondition of the above-mentioned forecast.

(Quarterly Results Supplementary Explanatory Materials)

Quarterly Results Supplementary Explanatory Materials will be available on our website

(<http://www.globalsuzuki.com>) on 6 February 2017.

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1. Qualitative Information on Consolidated Results for the Quarterly Period

(1) Explanation of Consolidated Management Results

- Management results for FY2016 first nine months

The consolidated net sales of this third quarter (April 2016 to December 2016) decreased by ¥103.6 billion (4.4%) to ¥2,252.0 billion compared to the corresponding period of the previous fiscal year. The Japanese domestic net sales decreased by ¥28.2 billion (3.8%) to ¥725.3 billion year-on-year mainly owing to decrease in minivehicle and OEM sales, despite increase in sub-compact and standard-sized vehicle sales. The overseas net sales decreased by ¥75.4 billion (4.7%) to ¥1,526.7 billion year-on-year mainly owing to decrease in automobile sales in Indonesia and Pakistan, and the impact of the exchange rate, despite increase in automobile sales in areas including India and Europe.

In terms of the consolidated income, the operating income increased by ¥21.2 billion (14.4%) to ¥167.4 billion year-on-year mainly owing to increase in automobile sales in India and Europe, despite the impact of the exchange rate. The ordinary income increased by ¥17.4 billion (10.7%) to ¥180.2 billion year-on-year. The net income attributable to owners of the parent increased by ¥31.1 billion (30.4%) to ¥133.4 billion year-on-year partly owing to increase in gain on sales of investment securities, in addition to increase in the ordinary income.

<The operating results by business segmentation> (Automobile)

The Japanese domestic automobile net sales decreased year-on-year mainly owing to decrease in minivehicle and OEM sales, despite making efforts to expand sales and strengthen products such as by adding variants installed with newly-developed hybrid system to the SOLIO and SOLIO Bandit sub-compact and standard-sized vehicle and introducing new model, the SPACIA Custom Z to the SPACIA minicar. The overseas automobile net sales decreased year-on-year mainly owing to decrease in sales in Indonesia and Pakistan, and the impact of the exchange rate, despite increase in sales in areas including India and Europe. Consequently, the net sales of the automobile business decreased by ¥71.6 billion (3.4%) to ¥2,059.1 billion year-on-year. The operating income increased by ¥15.7 billion (10.7%) to ¥162.1 billion year-on-year mainly owing to increase in sales in India and Europe, despite the impact of the exchange rate.

(Motorcycle)

The net sales decreased by ¥29.7 billion (17.2%) to ¥143.2 billion year-on-year mainly owing to decrease in sales in Europe, North America, and Asia, and the impact of the exchange rate. The operating loss of ¥10.1 billion in the corresponding period of the previous fiscal year became an operating loss of ¥3.6 billion.

(Marine and Power products, etc.)

The net sales decreased by ¥2.3 billion (4.5%) to ¥49.7 billion year-on-year mainly owing to the impact of the exchange rate, despite increase in the sales of the outboard motors in the North America. The operating income decreased by ¥1.0 billion (10.1%) to ¥8.9 billion year-on-year.

<The operating results by geographical areas > (Japan)

The net sales were flat year-on-year at ¥1,325.4 billion year-on-year mainly owing to expansion of triangle trade via Japan. The operating income increased by ¥1.5 billion (2.5%) to ¥61.3 billion year-on-year mainly owing to the effect of improving sales mix of sub-compact and standard-sized vehicle sales, despite the impact of the exchange rate.

(Europe)

The net sales increased by ¥2.0 billion (0.5%) to ¥408.3 billion year-on-year partly owing to great sales of the VITARA compact SUV and the sales contribution of the BALENO, and the IGNIS the all-new cars. The operating income increased by ¥4.2 billion (66.7%) to ¥10.5 billion year-on-year.

(Asia)

The net sales decreased by ¥47.1 billion (4.2%) to ¥1,083.9 billion year-on-year mainly owing to the decrease in sales in Indonesia and Pakistan, and the impact of the exchange rate, despite the increase in the automobile sales in India. The operating income increased by ¥9.2 billion (11.2%) to ¥91.5 billion year-on-year owing to increase in income in India and other areas, despite the impact of the exchange rate.

(Other areas)

The net sales decreased by ¥13.4 billion (12.0%) to ¥98.9 billion year-on-year mainly owing to decrease in the motorcycle sales in North America. The operating income increased by ¥1.4 billion (132.3%) to ¥2.5 billion year-on-year owing to the improvement of income in the US, Latin America, and other areas.

(2) Explanation of Consolidated Financial Positions

1) Assets, liabilities and net assets

With respect to the financial positions at the end of this consolidated third quarter, total assets were ¥3,019.1 billion (increased by ¥317.1 billion from the end of previous consolidated fiscal year), total liabilities were ¥1,668.3 billion (increased by ¥154.0 billion from the end of previous consolidated fiscal year) mainly owing to issuance of ¥200.0 billion of convertible bond for strategic investment to strengthen the Group's competitive position which is representing Gujarat project in India. Consequently, total net assets were ¥1,350.8 billion (increased by ¥163.1 billion from the end of previous consolidated fiscal year).

2) Cash flows

Cash flow provided by operating activities for this first nine months of the consolidated fiscal year amounted to ¥235.2 billion (¥149.8 billion was provided in the same period of the previous fiscal year). In investing activities, ¥223.8 billion was used for the acquisition of securities, property, plant and equipment, etc. (¥167.9 billion was used in the same period of the previous fiscal year). As a result, free cash flow amounted to ¥11.4 billion of positive (¥18.1 billion of negative in the same period of the previous fiscal year). In financing activities, ¥116.9 billion was provided by proceeds from issuance of ¥200.0 billion of convertible bond, despite repayment of loans payable to bank (¥440.4 billion was used for purchase of treasury stock and other purposes in the same period of the previous fiscal year).

As a result, the balance of cash and cash equivalents at the end of this consolidated third quarter was ¥576.6 billion, which increased by ¥126.5 billion from the end of the previous consolidated fiscal year.

(3) Explanation of Information on Forecasts for Future including Those for Consolidated Operating Results

With respect to the forecasts for the consolidated operating results, since the future outlook such as the exchange rate is unclear, they remain unchanged from the previous forecasts. The Group will work as one to reform in every field and pursue the business activity to accomplish more than the below forecasts for the consolidated operating results.

(Forecasts for The Consolidated Operating Results – Full Year)

Net Sales	¥3,100.0 billion (down 2.5% year-on-year)
Operating income	¥200.0 billion (up 2.4% year-on-year)
Ordinary income	¥210.0 billion (up 0.4% year-on-year)
Net income attributable to owners of the parent	¥145.0 billion (up 24.3% year-on-year)
Foreign exchange rates	106 yen/US\$, 117 yen/Euro, 1.59 yen/Indian Rupee 0.80 yen/100 Indonesian Rupiah, 3.02 yen/Thai Baht

* The forecasts for consolidated operating results mentioned above are based on currently available information and assumptions, contain risks and uncertainty, and do not constitute guarantees of future achievement. Please note that the actual results may greatly vary by the changes of various factors. Those factors, which may influence the actual results, include economic conditions and the trend of demand in major markets and the fluctuation of foreign exchange rate (mainly US dollar/Yen rate, Euro/Yen rate and Indian Rupee/Yen rate).

2. Summary Information (Notes)

(1) Application of Accounting Treatment Specific to Preparation of Quarterly Consolidated Financial Statements

[Calculation of income taxes]

With respect to income taxes, the effective tax rates were reasonably estimated after applying the tax effect accounting to the income before income taxes of the consolidated fiscal year. And income tax was calculated by multiplying the income before income taxes by this estimated effective tax rate.

(2) Additional Information

[Application of Implementation Guidance on Recoverability of Deferred Tax Assets]

The “Implementation Guidance on Recoverability of Deferred Tax Assets” (Accounting Standards Board of Japan (ASBJ) Statement No.26, 28 March 2016) has been applied from the first quarter of this consolidated fiscal year.

3. Quarterly Consolidated Financial Statements

(1) Quarterly Consolidated Balance Sheets

(Amount: Millions of yen)

	FY2015 (As of 31 March 2016)	FY2016 third quarter (As of 31 December 2016)
Assets		
Current assets		
Cash and deposits	497,187	659,052
Notes and accounts receivables-trade	335,343	310,808
Short-term investment securities	279,571	335,838
Merchandise and finished goods	190,068	216,909
Work in process	34,311	49,386
Raw materials and supplies	61,921	58,377
Other	240,415	242,924
Allowance for doubtful accounts	(6,188)	(5,144)
Total current assets	1,632,630	1,868,153
Noncurrent assets		
Property, plant and equipment	757,076	771,334
Intangible assets	4,368	3,159
Investments and other assets		
Investment securities	244,573	313,614
Other	64,138	63,654
Allowance for doubtful accounts	(500)	(434)
Allowance for investment loss	(280)	(377)
Total investments and other assets	307,932	376,456
Total noncurrent assets	1,069,377	1,150,950
Total assets	2,702,008	3,019,104
Liabilities		
Current liabilities		
Accounts payable-trade	402,624	421,320
Electronically recorded obligations	64,055	70,503
Short-term loans payable	266,490	183,027
Income taxes payable	29,486	24,971
Provision for product warranties	66,032	73,343
Other	317,266	306,461
Total current liabilities	1,145,956	1,079,628
Noncurrent liabilities		
Bonds with subscription rights to shares	-	200,425
Long-term loans payable	262,797	286,827
Provision for disaster	3,056	2,000
Other provision	9,529	10,591
Liabilities for retirement benefits	56,346	61,863
Other	36,618	26,946
Total noncurrent liabilities	368,348	588,655
Total liabilities	1,514,305	1,668,283

(Amount: Millions of yen)

	FY2015 (As of 31 March 2016)	FY2016 third quarter (As of 31 December 2016)
Net assets		
Shareholders' equity		
Capital stock	138,014	138,014
Capital surplus	144,166	144,035
Retained earnings	913,656	1,031,949
Treasury stock	(191,169)	(191,049)
Total shareholders' equity	1,004,668	1,122,949
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	77,624	95,233
Deferred gains or losses on hedges	536	558
Foreign currency translation adjustment	(115,551)	(113,641)
Accumulated adjustment for retirement benefits	(9,580)	(8,919)
Total accumulated other comprehensive income	(46,970)	(26,769)
Subscription rights to shares	188	126
Non-controlling interests	229,816	254,513
Total net assets	1,187,703	1,350,820
Total liabilities and net assets	2,702,008	3,019,104

**(2) Quarterly Consolidated Statements of Income and
Quarterly Consolidated Statements of Comprehensive Income
(First nine months ended 31 December 2016)
【Quarterly Consolidated Statements of Income】**

(Amount: Millions of yen)

	FY2015 first nine months (1 April – 31 December 2015)	FY2016 first nine months (1 April – 31 December 2016)
Net sales	2,355,591	2,251,966
Cost of sales	1,715,871	1,605,924
Gross profit	639,719	646,042
Selling, general and administrative expenses	493,476	478,684
Operating income	146,242	167,357
Non-operating income		
Interest income	9,565	7,596
Dividends income	6,944	3,487
Foreign exchange gains	-	671
Equity in earnings of affiliates	87	1,585
Other	12,518	6,820
Total non-operating income	29,116	20,161
Non-operating expenses		
Interest expenses	4,876	3,495
Foreign exchange losses	272	-
Other	7,447	3,803
Total non-operating expenses	12,596	7,298
Ordinary income	162,762	180,220
Extraordinary income		
Gain on sales of noncurrent assets	442	784
Gain on sales of investment securities	36,760	46,761
Total extraordinary income	37,202	47,545
Extraordinary loss		
Loss on sales of noncurrent assets	816	154
Impairment loss	61	6,819
Total extraordinary loss	877	6,973
Income before income taxes	199,087	220,792
Income taxes	66,736	58,935
Net income	132,351	161,856
Net income attributable to non-controlling interests	30,091	28,501
Net income attributable to owners of the parent	102,260	133,355

【Quarterly Consolidated Statements of Comprehensive Income】

(Amount: Millions of yen)

	FY2015 first nine months (1 April – 31 December 2015)	FY2016 first nine months (1 April – 31 December 2016)
Net income	132,351	161,856
Other comprehensive income		
Valuation difference on available-for-sale securities	(58,861)	22,511
Deferred gains or losses on hedges	855	607
Foreign currency translation adjustment	(44,770)	9,643
Adjustment for retirement benefits	79	113
Share of other comprehensive income of associates accounted for using equity method	(1,175)	(4,211)
Total other comprehensive income	(103,873)	28,664
Comprehensive income	28,478	190,520
Comprehensive income attributable to:		
Comprehensive income attributable to owners of the parent	9,275	153,615
Comprehensive income attributable to non-controlling interests	19,202	36,904

(3) Quarterly Consolidated Statements of Cash Flows

(Amount: Millions of yen)

	FY2015 first nine months (1 April – 31 December 2015)	FY2016 first nine months (1 April-31 December 2016)
Net cash provided by (used in) operating activities		
Income before income taxes	199,087	220,792
Depreciation and amortization	119,344	117,070
Impairment loss	61	6,819
Increase (decrease) in allowance for doubtful accounts	(1,163)	(1,005)
Interest and dividends income	(16,509)	(11,084)
Interest expenses	4,876	3,495
Foreign exchange losses (gains)	3,080	954
Equity in (earnings) losses of affiliates	(87)	(1,585)
Loss (gain) on sales of property, plant and equipment	374	(629)
Loss (gain) on sales of investment securities	(36,760)	(46,761)
Decrease (increase) in notes and accounts receivable-trade	23,990	23,398
Decrease (increase) in inventories	(27,586)	(39,905)
Increase (decrease) in notes and accounts payable-trade	(16,285)	25,499
Increase (decrease) in accrued expenses	(10,695)	(22,532)
Other, net	(45,086)	21,542
Subtotal	196,639	296,069
Interest and dividends income received	16,340	10,610
Interest expenses paid	(5,818)	(3,370)
Income taxes paid	(57,323)	(68,085)
Net cash provided by (used in) operating activities	149,837	235,224
Net cash provided by (used in) investing activities		
Purchase of short-term investment securities	(232,095)	(194,352)
Proceeds from Sale of securities and stock redemption	147,737	164,543
Purchases of property, plant and equipment	(112,230)	(133,865)
Other, net	28,700	(60,121)
Net cash provided by (used in) investing activities	(167,889)	(223,795)
Net cash provided by (used in) financing activities		
Net increase (decrease) in short-term loans payable	48,921	(84,893)
Proceeds from long-term loans payable	33,400	61,000
Repayment of long-term loans payable	(38,052)	(32,256)
Proceeds from issuance of bonds with subscription rights to shares	-	200,500
Purchase of treasury stock	(460,478)	(2)
Cash dividends paid	(16,156)	(15,004)
Dividends paid to non-controlling interests	(7,695)	(9,244)
Other, net	(337)	(3,150)
Net cash provided by (used in) financing activities	(440,399)	116,947
Effect of exchange rate changes on cash and cash equivalents	(6,734)	(1,837)
Net increase (decrease) in cash and cash equivalents	(465,184)	126,538
Cash and cash equivalents at beginning of period	932,261	450,088
Cash and cash equivalents at end of period	467,076	576,627

(4) Notes to Quarterly Consolidated Financial Statements

(Assumption for Going Concern)

None

(Significant Changes in the Amount of Shareholders' Equity)

None

(Segment Information)

1. Net sales and Profit (Loss) of Each Reportable Segment

FY2015 first nine months (1 April - 31 December 2015)

(Amount: Millions of yen)

	Reportable Segments			
	Automobile	Motorcycle	Marine & Power products, etc.	Total
Net Sales	2,130,687	172,883	52,019	2,355,591
Segment profit (loss) ^{*1}	146,379	(10,074)	9,938	146,242

FY2016 first nine months (1 April - 31 December 2016)

(Amount: Millions of yen)

	Reportable Segments			
	Automobile	Motorcycle	Marine & Power products, etc.	Total
Net Sales	2,059,098	143,174	49,693	2,251,966
Segment profit (loss) ^{*1}	162,072	(3,651)	8,935	167,357

[Notes] ^{*1}1. Segment profit (loss) is an operating income in the quarterly consolidated statements of income.

2. Main products and services of each segment are as follows.

Segment	Main products and services
Automobile	Minivehicles, Sub-compact vehicles, Standard-sized vehicles
Motorcycle	Motorcycles, All terrain vehicles
Marine and Power products, etc.	Outboard motors, Engines for snowmobiles, etc., Motorized wheelchairs, Electro senior vehicles, Houses

2. Impairment Losses on Noncurrent Assets or Goodwill of Each Segment

FY2016 first nine months (1 April - 31 December 2016)

(Significant Impairment Losses on Noncurrent Assets)

Impairment losses were recognized by ¥6,237 million in "Automobile" segment, by ¥224 million in "Motorcycle" segment, and by ¥357 million in "Marine and Power products, etc." segment respectively.

The amount of the relevant impairment losses recognized were ¥6,819 million in this first nine months of consolidated fiscal year.

(Reference)

As reference information, operating results by geographical areas are as follows;

[Operating Results by Geographical Areas]

FY2015 first nine months (1 April - 31 December 2015)

(Amount: Millions of yen)

	Japan	Europe	Asia	Other areas	Total	Eliminations	Consolidated
Net Sales							
1) Net sales to external customers	941,658	235,813	1,066,164	111,954	2,355,591	—	2,355,591
2) Internal net sales or transfer among geographical areas	384,712	170,481	64,824	361	620,379	(620,379)	—
Total	1,326,371	406,295	1,130,988	112,315	2,975,970	(620,379)	2,355,591
Operating income	59,786	6,281	82,318	1,066	149,452	(3,209)	146,242

FY2016 first nine months (1 April - 31 December 2016)

(Amount: Millions of yen)

	Japan	Europe	Asia	Other areas	Total	Eliminations	Consolidated
Net Sales							
1) Net sales to external customers	909,869	244,186	999,428	98,482	2,251,966	—	2,251,966
2) Internal net sales or transfer among geographical areas	415,487	164,141	84,425	384	664,439	(664,439)	—
Total	1,325,356	408,328	1,083,853	98,867	2,916,406	(664,439)	2,251,966
Operating income	61,259	10,472	91,498	2,477	165,707	1,649	167,357

[Notes] 1. Classification of countries or areas is based on a geographical adjacency.

2. The major countries or areas belonging to classifications other than Japan:

(1) Europe..... Hungary, Germany, United Kingdom and France

(2) Asia..... India, Indonesia, Thailand and Pakistan

(3) Other Areas..... United States, Australia, Mexico and Colombia

3. Classification is based on the location of the Company and its consolidated subsidiaries.

4. Others

[Breakdown of Consolidated Net Sales]

(Unit: Thousand)
(Amount: Millions of yen)

		FY2015 first nine months (1 April – 31 December 2015)		FY2016 first nine months (1 April – 31 December 2016)		Change	
		Unit	Amount	Unit	Amount	Unit	Amount
Automobile	Japan	509	725,538	493	698,980	(15)	(26,557)
	Overseas	1,530	1,405,149	1,589	1,360,118	59	(45,031)
	Europe	142	251,664	169	264,328	27	12,663
	North America	-	3,377	-	1,698	-	(1,678)
	Asia	1,244	982,610	1,279	936,544	34	(46,066)
	[Of which India]	[972]	[716,621]	[1,061]	[708,479]	[89]	[(8,142)]
	Other areas	143	167,497	140	157,547	(2)	(9,950)
Total		2,040	2,130,687	2,083	2,059,098	43	(71,589)
Motorcycle	Japan	46	15,968	45	14,603	(0)	(1,365)
	Overseas	725	156,915	713	128,571	(11)	(28,343)
	Europe	34	31,192	30	24,473	(3)	(6,718)
	North America	23	24,469	19	16,494	(4)	(7,975)
	Asia	522	68,880	537	61,724	15	(7,156)
	Other areas	144	32,372	126	25,878	(18)	(6,493)
	Total	771	172,883	759	143,174	(12)	(29,708)
Marine & Power products, etc.	Japan	-	12,025	-	11,664	-	(360)
	Overseas	-	39,994	-	38,028	-	(1,965)
	Europe	-	11,111	-	9,582	-	(1,528)
	North America	-	18,071	-	17,837	-	(233)
	Asia	-	3,410	-	3,710	-	299
	Other areas	-	7,401	-	6,898	-	(502)
	Total	-	52,019	-	49,693	-	(2,326)
Total	Japan		753,531		725,247		(28,283)
	Overseas		1,602,059		1,526,718		(75,340)
	Europe		293,968		298,384		4,416
	North America		45,917		36,030		(9,887)
	Asia		1,054,902		1,001,978		(52,923)
	Other areas		207,271		190,324		(16,946)
	Total		2,355,591		2,251,966		(103,624)

[Notes] Classification is based on the location of external customers.