

Consolidated Financial Summary for the First Three Months Ended 30 June 2016

[Japanese GAAP]

3 August 2016

Company name : SUZUKI MOTOR CORPORATION

Code No. : 7269

Listings : The First Section of Tokyo Stock Exchange

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Date of Filing Quarterly Securities Report : 10 August 2016

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 three months (1 April – 30 June 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 three months	754,031	-2.4	59,159	7.2	61,278	-1.7	37,956	19.7
FY 2015 first three months	772,853	8.8	55,161	8.3	62,346	5.1	31,700	-15.5

[Note] Comprehensive Income FY2016 first three months -46,495 Million Yen (- %)
FY2015 first three months 52,167 Million Yen (60.6%)

	Net income per share, Basic	Net income per share, Diluted
	Yen	Yen
FY 2016 first three months	86.03	86.01
FY 2015 first three months	56.51	56.50

(2) Consolidated financial position

	Total assets	Net assets	Shareholders' equity ratio
	Millions of Yen	Millions of Yen	%
FY 2016 first quarter	2,711,855	1,133,153	33.8
FY 2015	2,702,008	1,187,703	35.4

[Reference] Shareholders' equity : FY2016 first quarter 917,775 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	-				
FY2016 (Forecast)		15.00	-	17.00	32.00

[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 same period of 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
First Half	1,500,000	-3.6	90,000	-11.0	92,500	-17.5	46,500	-41.2
Full Year	3,100,000	-2.5	180,000	-7.8	185,000	-11.5	93,000	-20.3
								210.79

[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 Q1	491,000,000	FY2015	491,000,000
FY2016 Q1	49,812,979	FY2015	49,812,829
FY2016 Q1	441,187,121	FY2015 Q1	560,975,399

2) Number of treasury stock at end of period

3) Average number of outstanding shares during period
(First three 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 3 August 2016.

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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 three months

The consolidated net sales of this first quarter (April 2016 to June 2016) decreased by ¥18.9 billion (2.4%) to ¥754.0 billion compared to the corresponding period of the previous fiscal year. The Japanese domestic net sales increased by ¥2.7 billion (1.1%) to ¥250.0 billion year-on-year mainly owing to the increase in sub-compact and standard-sized vehicles (registered vehicles), despite decrease in minivehicles and OEM sales. The overseas net sales decreased by ¥21.6 billion (4.1%) to ¥504.0 billion year-on-year mainly owing to the 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, although there were impact of the exchange rate, the operating income increased by ¥4.0 billion (7.2%) to ¥59.2 billion year-on-year mainly owing to the increase in automobile sales in India and Europe. However, the ordinary income decreased by ¥1.0 billion (1.7%) to ¥61.3 billion year-on-year mainly owing to the decrease in financial revenue. The net income attributable to owners of the parent increased by ¥6.3 billion (19.7%) to ¥38.0 billion year-on-year mainly owing to the decrease in income taxes and the decrease in adjustment of net income attributable to non-controlling interests.

<The operating results by business segmentation>

(Automobile)

In the Japanese automobile business, although minivehicle and OEM sales decreased, the Japanese domestic automobile net sales increased year-on-year owing to the increase in sales of registered vehicles launched in the previous fiscal year including the SOLIO, ESCUDO, IGNIS, and BALENO compact cars in Japan. The overseas automobile net sales decreased year-on-year mainly owing to the 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 ¥7.5 billion (1.1%) to ¥684.4 billion year-on-year. With respect to the operating income, although there were impact of the exchange rate, it increased by ¥2.2 billion (4.0%) to ¥55.8 billion year-on-year mainly owing to the increase in sales in India and Europe.

(Motorcycle)

The net sales decreased by ¥10.2 billion (16.7%) to ¥50.7 billion year-on-year mainly owing to the decrease in sales in Europe, North America, and Asia, and the impact of the exchange rate. The operating loss of ¥2.6 billion in the previous fiscal year became an operating loss of ¥0.6 billion.

(Marine and Power products, etc.)

The net sales decreased by ¥1.2 billion (5.7%) to ¥18.9 billion year-on-year mainly owing to the impact of the exchange rate, despite increase in the sales of the outboard motors in the US. The operating income decreased by ¥0.2 billion (6.1%) to ¥4.0 billion year-on-year.

<The operating results by geographical areas>

(Japan)

The net sales increased by ¥7.7 billion (1.7%) to ¥454.1 billion year-on-year owing to expansion of triangle trade via Japan, and other causes. The operating income decreased by ¥0.5 billion (1.8%) to ¥26.7 billion year-on-year partly owing to the impact of the exchange rate, despite the decrease in research and development expenses.

(Europe)

The net sales increased by ¥15.9 billion (11.8%) to ¥150.6 billion year-on-year mainly owing to the great sales of the VITARA compact SUV. The operating income increased by ¥1.2 billion (136.5%) to ¥2.1 billion year-on-year.

(Asia)

The net sales decreased by ¥29.9 billion (8.2%) to ¥337.8 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 decreased by ¥5.5 billion (18.9%) to ¥23.6 billion year-on-year mainly owing to the impact of the exchange rate.

(Other areas)

The net sales decreased by ¥4.2 billion (10.9%) to ¥34.3 billion year-on-year owing to decrease in the motorcycle sales in North America and other causes. The operating income increased by ¥0.4 billion (75.1%) to ¥0.9 billion year-on-year owing to the improvement of income in 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 first quarter, total assets were ¥2,711.9 billion (increased by ¥9.8 billion from the end of previous consolidated fiscal year), total liabilities were ¥1,578.7 billion (increased by ¥64.4 billion from the end of previous consolidated fiscal year) 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, and other causes. Consequently, total net assets were ¥1,133.2 billion (decreased by ¥54.5 billion from the end of previous consolidated fiscal year).

2) Cash flows

Cash flow provided by operating activities for this first three months of the consolidated fiscal year amounted to ¥112.7 billion (¥82.5 billion was provided in the same period of the previous fiscal year). In investing activities, ¥96.6 billion was used for the acquisition of short-term investment securities, property, plant and equipment, etc. (¥128.8 billion was used in the same period of the previous fiscal year). As a result, free cash flow amounted to ¥16.1 billion of positive (¥46.3 billion of negative in the same period of the previous fiscal year). In financing activities, ¥98.5 billion increased owing to issuance of ¥200.0 billion of convertible bond, despite repayment of loans payable to bank (¥94.6 billion was used 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 first quarter was ¥552.4 billion, which increased by ¥102.3 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, they remain unchanged from the previous forecasts on 10 May 2016. 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-First Half)

Net Sales	¥1,500.0 billion (down 3.6% year-on-year)
Operating income	¥90.0 billion (down 11.0% year-on-year)
Ordinary income	¥92.5 billion (down 17.5% year-on-year)
Net income attributable to owners of the parent	¥46.5 billion (down 41.2% year-on-year)

(Forecast for the consolidated operating results-Full Year)

Net Sales	¥3,100.0 billion (down 2.5% year-on-year)
Operating income	¥180.0 billion (down 7.8% year-on-year)
Ordinary income	¥185.0 billion (down 11.5% year-on-year)
Net income attributable to owners of the parent	¥93.0 billion (down 20.3% year-on-year)
Foreign exchange rates	105 yen/US\$, 120 yen/Euro, 1.60 yen/Indian Rupee 0.80 yen/100 Indonesian Rupiah, 3.00 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 first quarter (As of 30 June 2016)
Assets		
Current assets		
Cash and deposits	497,187	595,983
Notes and accounts receivables-trade	335,343	311,517
Short-term investment securities	279,571	326,141
Merchandise and finished goods	190,068	174,714
Work in process	34,311	34,056
Raw materials and supplies	61,921	51,042
Other	240,415	224,513
Allowance for doubtful accounts	(6,188)	(5,466)
Total current assets	1,632,630	1,712,503
Noncurrent assets		
Property, plant and equipment	757,076	722,467
Intangible assets	4,368	2,776
Investments and other assets		
Investment securities	244,573	211,522
Other	64,138	63,445
Allowance for doubtful accounts	(500)	(579)
Allowance for investment loss	(280)	(280)
Total investments and other assets	307,932	274,107
Total noncurrent assets	1,069,377	999,352
Total assets	2,702,008	2,711,855
Liabilities		
Current liabilities		
Accounts payable-trade	402,624	390,929
Electronically recorded obligations	64,055	68,874
Short-term loans payable	266,490	145,988
Income taxes payable	29,486	19,745
Provision for product warranties	66,032	63,013
Other	317,266	301,203
Total current liabilities	1,145,956	989,754
Noncurrent liabilities		
Bonds with subscription rights to shares	-	200,475
Long-term loans payable	262,797	285,526
Provision for disaster	3,056	2,819
Other provision	9,529	9,529
Liabilities for retirement benefits	56,346	60,347
Other	36,618	30,249
Total noncurrent liabilities	368,348	588,947
Total liabilities	1,514,305	1,578,701

(Amount: Millions of yen)

	FY2015 (As of 31 March 2016)	FY2016 first quarter (As of 30 June 2016)
Net assets		
Shareholders' equity		
Capital stock	138,014	138,014
Capital surplus	144,166	144,166
Retained earnings	913,656	944,112
Treasury stock	(191,169)	(191,169)
Total shareholders' equity	1,004,668	1,035,123
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	77,624	73,188
Deferred gains or losses on hedges	536	455
Foreign currency translation adjustment	(115,551)	(181,094)
Accumulated adjustment for retirement benefits	(9,580)	(9,896)
Total accumulated other comprehensive income	(46,970)	(117,347)
Subscription rights to shares	188	188
Non-controlling interests	229,816	215,189
Total net assets	1,187,703	1,133,153
Total liabilities and net assets	2,702,008	2,711,855

**(2) Quarterly Consolidated Statements of Income and
Quarterly Consolidated Statements of Comprehensive Income
(First Three months ended 30 June 2016)
【Quarterly Consolidated Statements of Income】**

(Amount: Millions of yen)

	FY2015 first three months (1 April – 30 June 2015)	FY2016 first three months (1 April – 30 June 2016)
Net sales	772,853	754,031
Cost of sales	561,750	539,621
Gross profit	211,103	214,410
Selling, general and administrative expenses	155,942	155,250
Operating income	55,161	59,159
Non-operating income		
Interest income	4,385	2,567
Dividends income	4,602	2,135
Equity in earnings of affiliates	1,178	597
Other	3,772	3,095
Total non-operating income	13,938	8,395
Non-operating expenses		
Interest expenses	1,829	1,114
Loss on valuation of securities	-	0
Foreign exchange loss	420	3,398
Other	4,503	1,763
Total non-operating expenses	6,753	6,276
Ordinary income	62,346	61,278
Extraordinary income		
Gain on sales of noncurrent assets	97	365
Gain on sales of investment securities	68	-
Total extraordinary income	166	365
Extraordinary loss		
Loss on sales of noncurrent assets	306	41
Impairment loss	-	84
Total extraordinary loss	306	125
Income before income taxes	62,205	61,518
Income taxes	19,115	14,879
Net income	43,090	46,638
Net income attributable to non-controlling interests	11,390	8,681
Net income attributable to owners of the parent	31,700	37,956

【Quarterly Consolidated Statements of Comprehensive Income】

(Amount: Millions of yen)

	FY2015 first three months (1 April – 30 June 2015)	FY2016 first three months (1 April – 30 June 2016)
Net income	43,090	46,638
Other comprehensive income		
Valuation difference on available-for-sale securities	2,905	(5,721)
Deferred gains or losses on hedges	(387)	(205)
Foreign currency translation adjustment	6,304	(85,094)
Adjustment for retirement benefits	32	72
Share of other comprehensive income of associates accounted for using equity method	221	(2,184)
Total other comprehensive income	9,076	(93,133)
Comprehensive income	52,167	(46,495)
Comprehensive income attributable to:		
Comprehensive income attributable to owners of the parent	40,236	(32,334)
Comprehensive income attributable to non-controlling interests	11,930	(14,161)

(3) Quarterly Consolidated Statements of Cash Flows

(Amount: Millions of yen)

	FY2015 first three months (1 April – 30 June 2015)	FY2016 first three months (1 April – 30 June 2016)
Net cash provided by (used in) operating activities		
Income before income taxes	62,205	61,518
Depreciation and amortization	37,588	37,237
Impairment loss	-	84
Increase (decrease) in allowance for doubtful accounts	(668)	(344)
Interest and dividends income	(8,988)	(4,703)
Interest expenses	1,829	1,114
Foreign exchange losses (gains)	2,041	5,195
Equity in (earnings) losses of affiliates	(1,178)	(597)
Loss (gain) on sales of property, plant and equipment	208	(323)
Loss (gain) on sales of investment securities	(68)	-
Decrease (increase) in notes and accounts receivable-trade	32,827	11,618
Decrease (increase) in inventories	(14,135)	6,991
Increase (decrease) in notes and accounts payable-trade	(14,886)	7,817
Increase (decrease) in accrued expenses	(2,634)	2,949
Other, net	690	5,224
Subtotal	94,831	133,781
Interest and dividends income received	8,640	4,332
Interest expenses paid	(2,349)	(699)
Income taxes paid	(18,599)	(24,720)
Net cash provided by (used in) operating activities	82,522	112,694
Net cash provided by (used in) investing activities		
Purchase of short-term investment securities	(124,836)	(97,270)
Proceeds from sales and redemption of short-term investment securities	20,919	40,097
Purchases of property, plant and equipment	(34,476)	(40,118)
Other, net	9,547	711
Net cash provided by (used in) investing activities	(128,845)	(96,580)
Net cash provided by (used in) financing activities		
Net increase (decrease) in short-term loans payable	(87,410)	(126,775)
Proceeds from long-term loans payable	13,400	48,401
Repayment of long-term loans payable	(10,914)	(15,782)
Proceeds from issuance of bonds with subscription rights to shares	-	200,500
Purchase of treasury stock	(1)	(0)
Cash dividends paid	(9,539)	(7,502)
Cash dividends paid to non-controlling interests	(130)	(327)
Other, net	(16)	(9)
Net cash provided by (used in) financing activities	(94,612)	98,503
Effect of exchange rate changes on cash and cash equivalents	2,071	(12,271)
Net increase (decrease) in cash and cash equivalents	(138,864)	102,346
Cash and cash equivalents at beginning of period	932,261	450,088
Cash and cash equivalents at end of period	793,397	552,435

(4) Notes to Quarterly Consolidated Financial Statements

(Assumption for Going Concern)

None

(Significant Changes in the Amount of Shareholders' Equity)

None

(Segment Information)

Net sales and Profit (Loss) of Each Reportable Segment

FY2015 first three months (1 April - 30 June 2015)

(Amount: Millions of yen)

	Reportable Segments			
	Automobile	Motorcycle	Marine & Power products, etc.	Total
Net Sales	691,930	60,880	20,043	772,853
Segment profit (loss) *1	53,595	(2,649)	4,214	55,161

FY2016 first three months (1 April - 30 June 2016)

(Amount: Millions of yen)

	Reportable Segments			
	Automobile	Motorcycle	Marine & Power products, etc.	Total
Net Sales	684,448	50,684	18,897	754,031
Segment profit (loss) *1	55,762	(561)	3,958	59,159

[Notes] *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., Electro senior vehicles, Houses

(Reference)

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

[Operating Results by Geographical Areas]

FY2015 first three months (1 April - 30 June 2015)

(Amount: Millions of yen)

	Japan	Europe	Asia	Other areas	Total	Eliminations	Consolidated
Net Sales							
1) Net sales to external customers	306,958	82,859	344,635	38,400	772,853	—	772,853
2) Internal net sales or transfer among geographical areas	139,434	51,797	23,107	99	214,438	(214,438)	—
Total	446,392	134,656	367,742	38,499	987,292	(214,438)	772,853
Operating income	27,169	869	29,095	505	57,640	(2,478)	55,161

FY2016 first three months (1 April - 30 June 2016)

(Amount: Millions of yen)

	Japan	Europe	Asia	Other areas	Total	Eliminations	Consolidated
Net Sales							
1) Net sales to external customers	314,708	95,379	309,726	34,217	754,031	—	754,031
2) Internal net sales or transfer among geographical areas	139,414	55,214	28,044	103	222,776	(222,776)	—
Total	454,122	150,593	337,770	34,321	976,808	(222,776)	754,031
Operating income	26,670	2,056	23,587	885	53,199	5,959	59,159

[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 three months (1 April – 30 June 2015)		FY2016 first three months (1 April – 30 June 2016)		Change	
		Unit	Amount	Unit	Amount	Unit	Amount
Automobile	Japan	168	237,889	168	241,369	(0)	3,479
	Overseas	491	454,040	503	443,078	12	(10,961)
	Europe	45	82,585	59	97,886	14	15,301
	North America	-	1,217	-	638	-	(579)
	Asia	395	312,510	398	291,601	3	(20,908)
	[Of which India]	[305]	[225,855]	[322]	[216,381]	[16]	[(9,474)]
	Other areas	50	57,726	45	52,951	(4)	(4,774)
Total		659	691,930	671	684,448	11	(7,481)
Motorcycle	Japan	13	4,997	14	4,929	0	(67)
	Overseas	240	55,882	228	45,755	(12)	(10,127)
	Europe	16	14,146	14	12,338	(1)	(1,808)
	North America	8	8,682	6	5,864	(2)	(2,817)
	Asia	169	23,143	169	19,631	(0)	(3,512)
	Other areas	45	9,909	37	7,920	(8)	(1,989)
	Total	254	60,880	242	50,684	(11)	(10,195)
Marine & Power products, etc.	Japan	-	4,345	-	3,721	-	(624)
	Overseas	-	15,697	-	15,176	-	(521)
	Europe	-	4,731	-	4,500	-	(231)
	North America	-	7,698	-	7,398	-	(300)
	Asia	-	1,044	-	1,176	-	131
	Other areas	-	2,222	-	2,101	-	(121)
	Total	-	20,043	-	18,897	-	(1,145)
Total	Japan		247,233		250,020		2,787
	Overseas		525,620		504,010		(21,610)
	Europe		101,464		114,725		13,261
	North America		17,598		13,901		(3,696)
	Asia		336,698		312,409		(24,289)
	Other areas		69,859		62,973		(6,885)
	Total		772,853		754,031		(18,822)

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