

Consolidated Financial Summary for the First Nine Months Ended 31 December 2020

[Japanese GAAP]

5 February 2021

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 : 12 February 2021
 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 FY2020 first nine months (1 April – 31 December 2020)

(1) Consolidated management results

(Percentage indicates change from the same period of the previous fiscal 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 2020 first nine months | 2,175,532 | -17.2 | 138,777 | -18.6 | 174,887 | -10.2 | 113,249 | -2.8 |
| FY 2019 first nine months | 2,626,070 | -7.5 | 170,433 | -33.6 | 194,764 | -36.4 | 116,564 | -35.5 |

[Note] Comprehensive Income FY2020 first nine months 159,206 Million Yen (35.4%)
 FY2019 first nine months 117,599 Million Yen (-23.8%)

| | Net income per share, Basic | Net income per share, Diluted |
|---------------------------|-----------------------------|-------------------------------|
| | Yen | Yen |
| FY 2020 first nine months | 233.33 | 233.30 |
| FY 2019 first nine months | 251.36 | 251.33 |

(2) Consolidated financial position

| | Total assets | Net assets | Shareholders' equity ratio |
|-----------------------|-----------------|-----------------|----------------------------|
| | Millions of Yen | Millions of Yen | % |
| FY 2020 third quarter | 3,827,039 | 1,896,687 | 41.4 |
| FY 2019 | 3,339,783 | 1,793,657 | 44.5 |

[Reference] Shareholders' equity: FY2020 third quarter 1,584,834 Million Yen
 (Net assets excluding non-controlling interests FY2019 1,487,550 Million Yen
 and subscription rights to shares)

2. Cash dividends

| | Cash dividends per share | | | | |
|-------------------|--------------------------|----------------|---------------|----------|--------|
| | First quarter | Second quarter | Third quarter | Year-end | Annual |
| | Yen | Yen | Yen | Yen | Yen |
| FY2019 | - | 37.00 | - | 48.00 | 85.00 |
| FY2020 | - | 37.00 | - | | |
| FY2020 (Forecast) | | | | - | - |

[Note] 1 Revision of the latest forecasts of cash dividends announced: None
 2 With respect to the forecasts of cash dividends for FY2020, the company is still unable to provide.

3. Forecasts for Consolidated Operating Results of FY 2020 (1 April 2020 –31 March 2021)

(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 | 3,000,000 | -14.0 | 160,000 | -25.6 | 180,000 | -26.7 | 110,000 | -18.0 | 226.61 |

[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 the end of period
(including treasury stock)

| | | | |
|-----------|-------------|-----------|-------------|
| FY2020 Q3 | 491,098,300 | FY2019 | 491,067,800 |
| FY2020 Q3 | 5,540,320 | FY2019 | 5,735,335 |
| FY2020 Q3 | 485,367,150 | FY2019 Q3 | 463,730,379 |

2) Number of treasury stock at the end of period

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

* **This quarterly financial report is not required to be audited by certified public accountants or audit firm.**

* **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).

(Quarterly Results Supplementary Explanatory Materials)

Quarterly Results Supplementary Explanatory Materials will be available on our website

(<https://www.globalsuzuki.com>) on 5 February 2021.

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1. Summary of Management Results, etc.

(1) Summary of Management Results and Financial Positions

(Management results of FY2020 first nine months)

With respect to the management environment of the Group for FY2020 first nine months, the spread of new coronavirus infection has slowed the global economy and been affecting our group's operating results.

Particularly for April-June period, the implementation of restriction measures in each country restricted the attendance of employees and delayed the supply of parts in the supply chain, which resulted in the suspension of production, production cutbacks, and sales suspension.

On the other hand, for July-September period, the company gradually restarted production and sales activities according with the lift of lockdown orders in Japan and India, which are the important markets for our group.

For following October-December period, production and sales recovered owing to strong sales during India's festive season. However, the management environment of the Group remains extremely uncertain due to the spread of the new coronavirus variants, a shortage of semiconductors, and rising price of raw materials, etc.

Under such circumstances, with respect to the Group's operating results for FY2020 first nine months, consolidated net sales decreased by ¥450.6 billion (17.2%) to ¥2,175.5 billion, and operating income decreased by ¥31.6 billion (18.6%) to ¥138.8 billion year-on-year. The decreased net sales and income for April-June period could not be covered with recovery of sales in India and Japan, and efforts to decrease expenses from July.

Ordinary income decreased by ¥19.9 billion (10.2%) to ¥174.9 billion, despite improvement in financial revenue. With respect to net income attributable to owners of the parent, since there was recording of ¥11.9 billion as gain on sales of investment securities, it became ¥113.2 billion, a decrease of ¥3.4 billion (2.8%) year-on-year.

<The operating results by business segmentation>

(Automobile Business)

For FY2020 first nine months, net sales decreased by ¥415.3 billion (17.5%) to ¥1,961.8 billion, and operating income decreased by ¥30.0 billion (19.1%) to ¥126.6 billion year-on-year. The decreased net sales and income for April-June period could not be covered with recovery of sales in India and Japan, and efforts to decrease expenses from July.

(Motorcycle Business)

For FY2020 first nine months, net sales decreased by ¥36.8 billion (20.2%) to ¥145.4 billion year-on-year, and operating loss of ¥1.4 billion was recorded owing to decrease in sales during the sales season of large motorcycles in April-June period, and the impact of decrease in sales of small motorcycles in markets including India and ASEAN.

(Marine Business, etc.)

For FY2020 first nine months, net sales increased by ¥1.5 billion (2.3%) to ¥68.3 billion year-on-year, owing to strong sales of large outboard motors mainly in North America. Operating income decreased by ¥0.2 billion (1.5%) to ¥13.6 billion year-on-year.

With respect to the operating results of Marine business, net sales increased by ¥3.4 billion (6.0%) to ¥59.6 billion, and operating income increased by ¥0.4 billion (3.4%) to ¥11.6 billion year-on-year.

<The operating results by geographical region>

With respect to operating income by geographical region for FY2020 first nine months, Japan and other areas were flat on the year, while Europe and Asia decreased year-on-year.

(Financial Positions of FY2020 third quarter)

- Assets, liabilities and net assets

With respect to the financial positions at the end of FY2020 third quarter, total assets were ¥3,827.0 billion (increased by ¥487.3 billion from the end of the previous consolidated fiscal year). With respect to liabilities, the company borrowed ¥400.0 billion for securing sufficient cash on hand in April-June period as the outlook of the new coronavirus was uncertain. As a result, interest-bearing debt were ¥785.3 billion (increased by ¥381.1 billion from the end of the previous consolidated fiscal year) and total liabilities were ¥1,930.4 billion (increased by ¥384.2 billion from the end of the previous consolidated fiscal year). Total net assets were ¥1,896.7 billion (increased by ¥103.0

billion from the end of the previous consolidated fiscal year).

As for the shareholders' equity ratio, the company had been working to improve it to 45% till the previous consolidated fiscal year. However, it dropped to 41.4% at the end of FY2020 third quarter due to the borrowings in April-June period. The company will continue to work for improving the shareholders' equity ratio as an important management issue, in balance with securing funds.

- Cash flows

The balance of cash and cash equivalents at the end of FY2020 third quarter amounted to ¥879.2 billion (increased by ¥458.8 billion from the end of the previous consolidated fiscal year). Cash flows for FY2020 first nine months are as follows.

(Net cash provided by operating activities)

Net cash provided by operating activities for FY2020 first nine months amounted to ¥269.6 billion of positive due to recovery of performance (¥178.7 billion of positive year-on year).

(Net cash provided by investing activities)

Net cash provided by investing activities for FY2020 first nine months amounted to ¥140.9 billion of negative which was used for capital investment in Japan and India, etc (¥186.3 billion of negative year-on year).

As a result, free cash flow amounted to ¥128.7 billion of positive (¥7.6 billion of negative year-on year).

(Net cash provided by financing activities)

Net cash provided by financing activities for FY2020 first nine months amounted to ¥324.2 billion of positive (¥51.6 billion of positive year-on year).

This resulted from borrowing ¥400.0 billion in April-June period to secure sufficient cash on hand due to the uncertain outlook for the new coronavirus.

(2) Forecasts for Consolidated Operating Results

With respect to forecasts for consolidated operating results for FY2020, as the trends of the new coronavirus is still unclear and there are issues including the price of raw materials and supply of parts, we have kept the forecasts unchanged from the latest announcement.

(Forecasts for the consolidated operating results-Full Year)

| | | | |
|---|----------|---------|---------------------------|
| Net Sales | ¥3,000.0 | billion | (down 14.0% year-on-year) |
| Operating income | ¥160.0 | billion | (down 25.6% year-on-year) |
| Ordinary income | ¥180.0 | billion | (down 26.7% year-on-year) |
| Net Income attributable to owners of the parent | ¥110.0 | billion | (down 18.0% year-on-year) |

(Foreign Exchange Rate) ¥106/US\$, ¥120/Euro, ¥1.43/Indian Rupee, ¥0.73/100 Indonesian Rupiah, ¥3.38/Thai Baht

*Forecasts for the consolidated operating results 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 future results, include economic conditions and the trend of demand in major markets and the fluctuations of foreign exchange rates (mainly U.S. dollar/Yen rate, Euro/Yen rate, Indian Rupee/Yen rate).

2. Quarterly Consolidated Financial Statements and Significant Notes

(1) Quarterly Consolidated Balance Sheet

(Amount: Millions of yen)

| | FY2019 (As of 31 March 2020) | FY2020 third quarter (As of 31 December 2020) |
|---|---------------------------------|--|
| Assets | | |
| Current assets | | |
| Cash and deposits | 485,808 | 932,828 |
| Notes and accounts receivables-trade | 427,358 | 392,850 |
| Short-term investment securities | 118,584 | 100,471 |
| Merchandise and finished goods | 245,409 | 256,466 |
| Work in process | 47,420 | 47,086 |
| Raw materials and supplies | 62,662 | 59,099 |
| Other | 155,349 | 144,466 |
| Allowance for doubtful accounts | (2,871) | (3,179) |
| Total current assets | 1,539,722 | 1,930,089 |
| Non-current assets | | |
| Property, plant and equipment | 920,144 | 939,471 |
| Intangible assets | 1,604 | 1,474 |
| Investments and other assets | | |
| Investment securities | 662,194 | 742,420 |
| Other | 216,713 | 214,237 |
| Allowance for doubtful accounts | (445) | (395) |
| Allowance for investment loss | (150) | (258) |
| Total investments and other assets | 878,312 | 956,004 |
| Total non-current assets | 1,800,060 | 1,896,950 |
| Total assets | 3,339,783 | 3,827,039 |
| Liabilities | | |
| Current liabilities | | |
| Accounts payable-trade | 257,996 | 300,580 |
| Electronically recorded obligations | 71,869 | 80,978 |
| Short-term loans payable | 195,598 | 506,417 |
| Current portion of bonds with subscription rights to shares | 2,972 | - |
| Income taxes payable | 22,310 | 38,526 |
| Provision for product warranties | 243,920 | 181,092 |
| Other | 430,838 | 430,813 |
| Total current liabilities | 1,225,506 | 1,538,409 |
| Non-current liabilities | | |
| Bonds with subscription rights to shares | 8,560 | 8,560 |
| Long-term loans payable | 197,064 | 270,326 |
| Other provision | 15,898 | 16,252 |
| Liabilities for retirement benefits | 67,206 | 60,862 |
| Other | 31,889 | 35,940 |
| Total non-current liabilities | 320,619 | 391,942 |
| Total liabilities | 1,546,126 | 1,930,351 |

(Amount: Millions of yen)

| | FY2019 (As of 31 March 2020) | FY2020 third quarter (As of 31 December 2020) |
|---|---------------------------------|--|
| Net assets | | |
| Shareholders' equity | | |
| Capital stock | 138,202 | 138,262 |
| Capital surplus | 146,490 | 143,410 |
| Retained earnings | 1,414,665 | 1,486,653 |
| Treasury stock | (21,775) | (21,026) |
| Total shareholders' equity | 1,677,583 | 1,747,300 |
| Accumulated other comprehensive income | | |
| Valuation difference on available-for-sale securities | 87,455 | 108,722 |
| Deferred gains or losses on hedges | (269) | (319) |
| Foreign currency translation adjustment | (255,266) | (250,171) |
| Accumulated adjustment for retirement benefits | (21,951) | (20,698) |
| Total accumulated other comprehensive income | (190,032) | (162,465) |
| Subscription rights to shares | 115 | 115 |
| Non-controlling interests | 305,990 | 311,738 |
| Total net assets | 1,793,657 | 1,896,687 |
| Total liabilities and net assets | 3,339,783 | 3,827,039 |

**(2) Quarterly Consolidated Statement of Income and
Quarterly Consolidated Statement of Comprehensive Income
(First nine months ended 31 December 2020)
【Quarterly Consolidated Statement of Income】**

(Amount: Millions of yen)

| | FY2019 first nine months (1 April – 31 December 2019) | FY2020 first nine months (1 April – 31 December 2020) |
|--|--|--|
| Net sales | 2,626,070 | 2,175,532 |
| Cost of sales | 1,890,593 | 1,569,687 |
| Gross profit | 735,476 | 605,845 |
| Selling, general and administrative expenses | 565,043 | 467,067 |
| Operating income | 170,433 | 138,777 |
| Non-operating income | | |
| Interest income | 22,822 | 30,748 |
| Dividends income | 3,178 | 5,143 |
| Equity in earnings of affiliates | 4,378 | 4,912 |
| Other | 6,414 | 7,561 |
| Total non-operating income | 36,794 | 48,365 |
| Non-operating expenses | | |
| Interest expenses | 3,705 | 3,408 |
| Foreign exchange losses | 3,303 | 952 |
| Other | 5,454 | 7,895 |
| Total non-operating expenses | 12,464 | 12,256 |
| Ordinary income | 194,764 | 174,887 |
| Extraordinary income | | |
| Gain on sales of non-current assets | 752 | 496 |
| Gain on sales of investment securities | 10 | 11,915 |
| Total extraordinary income | 763 | 12,411 |
| Extraordinary loss | | |
| Loss on COVID-19 | - | ※ 15,428 |
| Loss on sales of non-current assets | 162 | 961 |
| Impairment loss | 565 | 1,079 |
| Total extraordinary loss | 727 | 17,469 |
| Income before income taxes | 194,799 | 169,828 |
| Income taxes | 54,917 | 43,666 |
| Net income | 139,881 | 126,161 |
| Net income attributable to non-controlling interests | 23,317 | 12,912 |
| Net income attributable to owners of the parent | 116,564 | 113,249 |

【Quarterly Consolidated Statement of Comprehensive Income】

(Amount: Millions of yen)

| | FY2019 first nine months (1 April – 31 December 2019) | FY2020 first nine months (1 April – 31 December 2020) |
|---|--|--|
| Net income | 139,881 | 126,161 |
| Other comprehensive income | | |
| Valuation difference on available-for-sale securities | 19,992 | 33,843 |
| Deferred gains or losses on hedges | (938) | 74 |
| Foreign currency translation adjustment | (41,456) | (2,488) |
| Adjustment for retirement benefits | 1,056 | 1,598 |
| Share of other comprehensive income of affiliates accounted for using equity method | (935) | 17 |
| Total other comprehensive income | (22,282) | 33,045 |
| Comprehensive income | 117,599 | 159,206 |
| Comprehensive income attributable to: | | |
| owners of the parent | 103,035 | 140,815 |
| non-controlling interests | 14,564 | 18,391 |

(3) Quarterly Consolidated Statement of Cash Flows

(Amount: Millions of yen)

| | FY2019 first nine months (1 April-31 December 2019) | FY2020 first nine months (1 April-31 December 2020) |
|--|--|--|
| Net cash provided by (used in) operating activities | | |
| Income before income taxes | 194,799 | 169,828 |
| Depreciation and amortization | 118,819 | 96,782 |
| Impairment loss | 565 | 1,079 |
| Increase (decrease) in allowance for doubtful accounts | (2,288) | 83 |
| Increase (decrease) in liabilities for retirement benefits | (12,788) | (6,664) |
| Increase (decrease) in provision for product warranties | 3,627 | (63,443) |
| Interest and dividends income | (26,001) | (35,891) |
| Interest expenses | 3,705 | 3,408 |
| Foreign exchange losses (gains) | 302 | 952 |
| Equity in losses (earnings) of affiliates | (4,378) | (4,912) |
| Loss (gain) on sales of property, plant and equipment | (589) | 465 |
| Loss (gain) on sales of investment securities | (10) | (11,915) |
| Decrease (increase) in notes and accounts receivable-trade | 46,178 | 42,309 |
| Decrease (increase) in inventories | (10,710) | 2,500 |
| Decrease (increase) in accounts receivable-other | (7,620) | 21,126 |
| Increase (decrease) in notes and accounts payable-trade | (48,269) | 48,534 |
| Increase (decrease) in accrued expenses | (42,388) | (21,705) |
| Other, net | (5,183) | 25,142 |
| Subtotal | 207,768 | 267,679 |
| Interest and dividends income received | 25,798 | 36,196 |
| Interest expenses paid | (3,472) | (3,231) |
| Income taxes paid | (51,346) | (31,029) |
| Net cash provided by (used in) operating activities | 178,747 | 269,615 |
| Net cash provided by (used in) investing activities | | |
| Payments into time deposits | (72,321) | (64,228) |
| Proceeds from withdrawal of time deposits | 63,982 | 74,733 |
| Purchase of short-term investment securities | (563,148) | (232,016) |
| Proceeds from sales and redemption of short-term investment securities | 599,263 | 227,703 |
| Purchases of property, plant and equipment | (190,899) | (126,805) |
| Other, net | (23,225) | (20,308) |
| Net cash provided by (used in) investing activities | (186,348) | (140,922) |
| Net cash provided by (used in) financing activities | | |
| Net increase (decrease) in short-term loans payable | (417) | 165,267 |
| Proceeds from long-term loans payable | 55,451 | 266,567 |
| Repayment of long-term loans payable | (45,297) | (52,052) |
| Purchase of convertible bonds with subscription rights to shares | - | (2,970) |
| Disposal of treasury stock | 96,096 | - |
| Cash dividends paid | (34,144) | (41,259) |
| Cash dividends paid to non-controlling interests | (20,102) | (11,409) |
| Other, net | (14) | 25 |
| Net cash provided by (used in) financing activities | 51,571 | 324,168 |
| Effect of exchange rate changes on cash and cash equivalents | 1,811 | 5,977 |
| Net increase (decrease) in cash and cash equivalents | 45,781 | 458,838 |
| Cash and cash equivalents at the beginning of period | 473,097 | 420,392 |
| Cash and cash equivalents at the end of period | 518,878 | 879,231 |

(4) Notes to Quarterly Consolidated Financial Statements

(Assumption for Going Concern)

None

(Significant Changes in the Amount of Shareholders' Equity)

None

(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.

(Notes to Quarterly Consolidated Statement of Income)

※Loss on COVID-19

FY2020 first nine months (1 April - 31 December 2020)

¥15,428 million equivalent to fixed expenses related to production suspension due to lockdown in countries including India and Hungary to prevent the spread of the new coronavirus pandemic was recorded as extraordinary loss.

(Segment Information)

1. FY2019 first nine months (1 April - 31 December 2019)

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

(Amount: Millions of yen)

| | Reportable Segments | | | |
|-------------------------------------|---------------------|---------------------|-----------------------|-----------|
| | Automobile business | Motorcycle business | Marine business, etc. | Total |
| Net Sales | 2,377,133 | 182,125 | 66,811 | 2,626,070 |
| Segment profit (loss) ^{*1} | 156,576 | 27 | 13,829 | 170,433 |

2. Impairment Losses on Non-current Assets or Goodwill of Each Segment

(Significant Impairment Losses on Non-current Assets)

This information is not provided due to its low materiality.

2. FY2020 first nine months (1 April - 31 December 2020)

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

(Amount: Millions of yen)

| | Reportable Segments | | | |
|-------------------------------------|---------------------|---------------------|-----------------------|-----------|
| | Automobile business | Motorcycle business | Marine business, etc. | Total |
| Net Sales | 1,961,805 | 145,399 | 68,327 | 2,175,532 |
| Segment profit (loss) ^{*1} | 126,602 | (1,447) | 13,622 | 138,777 |

2. Impairment Losses on Non-current Assets or Goodwill of Each Segment

(Significant Impairment Losses on Non-current Assets)

This information is not provided due to its low materiality.

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

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

| Segment | Main products and services |
|-----------------------|--|
| Automobile business | Mini vehicles, Sub-compact vehicles, Standard-sized vehicles |
| Motorcycle business | Motorcycles, All-terrain vehicles |
| Marine business, etc. | Outboard motors, Motorized wheelchairs, Houses |

(Reference)

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

[Operating Results by Geographic Region]

FY2019 first nine months (1 April - 31 December 2019)

(Amount: Millions of yen)

| | Japan | Europe | Asia | Other | Total | Eliminations | Consolidated |
|--|-----------|---------|-----------|---------|-----------|--------------|--------------|
| Net Sales | | | | | | | |
| 1) Net sales to external customers | 1,001,604 | 301,075 | 1,185,128 | 138,262 | 2,626,070 | — | 2,626,070 |
| 2) Internal net sales or transfer among geographical regions | 469,698 | 129,394 | 81,754 | 89 | 680,936 | (680,936) | — |
| Total | 1,471,302 | 430,469 | 1,266,882 | 138,352 | 3,307,007 | (680,936) | 2,626,070 |
| Operating income | 91,941 | 15,107 | 54,075 | 5,653 | 166,778 | 3,655 | 170,433 |

FY2020 first nine months (1 April - 31 December 2020)

(Amount: Millions of yen)

| | Japan | Europe | Asia | Other | Total | Eliminations | Consolidated |
|--|-----------|---------|---------|---------|-----------|--------------|--------------|
| Net Sales | | | | | | | |
| 1) Net sales to external customers | 926,837 | 251,505 | 874,213 | 122,976 | 2,175,532 | — | 2,175,532 |
| 2) Internal net sales or transfer among geographical regions | 395,201 | 90,086 | 54,314 | 456 | 540,058 | (540,058) | — |
| Total | 1,322,038 | 341,592 | 928,527 | 123,432 | 2,715,591 | (540,058) | 2,175,532 |
| Operating income | 93,376 | 4,211 | 32,966 | 5,865 | 136,420 | 2,356 | 138,777 |

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

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

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

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

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

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