

FY2005, Summary of business results for first 3 quarters (consolidated)

(in millions of Yen, 000 units)

	FY2004 1-3Q Apr - Dec 2004	FY2005 1-3Q Apr - Dec 2005
Sales	16,179	15,296
Operating Income	-997	-182
<i>Operating Margin</i>	<i>-6.20%</i>	<i>-1.20%</i>
Analysis of improvement in operating income		Lower warranty costs 224 change in unit vol./prod. mix 189 FY04 sales-finance losses ¹ 129 FY04 impairment charges ² 104 Forex 59 Lower selling exp. 53 Other cost reductions 57 Total increase 815
1: Non-reoccurrence of losses stemming from the sale of sales-finance receivables in the US financial services unit in fiscal 2004		
2: Lower depreciation exp. due to asset impairment charges taken in the US and Australia in fiscal 2004		
Ordinary Income	-1441	-338
<i>Ordinary Margin</i>	<i>-8.90%</i>	<i>-2.20%</i>
Net Income	-2282	-681
<i>Net Margin</i>	<i>-14.10%</i>	<i>-4.50%</i>
Capex	922	824
Depreciation Exp.	668	443
Interest Bearing Debt	5,510	4,431
Total Assets	16,121	15,573
Unit Sales (wholesale)	1,002	947
Japan	148	165
Overseas	854	782