

連結ベース



## 1. 地域別売上高 Net sales by geographic area

上段:百万円、下段:増減率

Upper: Millions of yen, Lower: Sales growth

	2010/12(1-3Q) 9months	2011/3 (FY) 通期	2011/6(1Q) 第1四半期	2011/9(2Q) 第2四半期	2011/12(3Q) 第3四半期	2011/9(1H) 上期	2011/12(1-3Q) 9months	2012/3(FY) 通期予想 Forecast
国内市場 Japan	33,423 8.3%	46,065 7.9%	11,708 14.8%	13,555 13.1%	13,288 18.2%	25,263 13.9%	38,551 15.3%	52,000 12.9%
欧州市場 Europe	86,479 7.8%	115,977 6.3%	32,665 18.3%	31,939 8.6%	29,062 △ 1.3%	64,604 13.3%	93,666 8.3%	118,000 1.7%
北米市場 North America	28,773 7.3%	37,111 7.5%	9,816 6.4%	10,006 8.2%	8,367 △ 18.8%	19,822 7.3%	28,189 △ 2.0%	36,300 △ 2.2%
アジア市場 Asia	17,753 37.7%	23,073 25.6%	7,249 36.4%	6,887 13.4%	5,677 △ 10.8%	14,136 24.1%	19,813 11.6%	25,200 9.2%
その他 Other regions	38,141 23.1%	50,404 22.5%	14,640 17.5%	14,571 18.7%	14,243 6.3%	29,211 18.1%	43,454 13.9%	55,500 10.1%
中南米 Central and South America	15,171 28.3%	20,295 33.3%	6,073 38.9%	6,545 24.6%	5,499 △ 0.9%	12,618 31.1%	18,117 19.4%	22,900 12.8%
オセアニア Oceania	11,969 19.1%	15,383 17.3%	4,734 21.5%	4,852 21.6%	4,453 9.1%	9,586 21.5%	14,039 17.3%	17,500 13.8%
中近東・アフリカ The Middle East/Africa	11,001 20.6%	14,726 15.1%	3,833 △ 8.5%	3,174 4.5%	4,291 13.7%	7,007 △ 3.0%	11,298 2.7%	15,100 2.5%
合計 Total	204,569 12.5%	272,630 10.9%	76,078 17.4%	76,958 11.6%	70,637 △ 0.2%	153,036 14.4%	223,673 9.3%	287,000 5.3%

## 2. 生産台数 Production

上段:万台、下段:構成比

Upper: 10 thousand of units, Lower: Composition

	2010/9(2Q) 第2四半期	2010/12(3Q) 第3四半期	2011/3(4Q) 第4四半期	2011/3 (FY) 通期	2011/6(1Q) 第1四半期	2011/9(2Q) 第2四半期	2011/12(3Q) 第3四半期	2012/3(FY) 通期予想 Forecast
国内 Japan	83 14.6%	88 14.7%	88 13.0%	336 14.5%	93 12.9%	86 12.3%	81 12.4%	330 12.3%
欧州 Europe	66 11.6%	72 12.0%	111 16.4%	305 13.2%	106 14.5%	101 14.4%	97 14.8%	398 14.9%
北米 North America	32 5.7%	33 5.5%	31 4.6%	120 5.2%	35 4.8%	35 5.0%	30 4.5%	134 5.0%
中国 China	370 65.3%	389 65.1%	429 63.6%	1,495 64.5%	475 65.3%	457 65.4%	423 64.3%	1,730 64.5%
中南米 Central and South America	16 2.8%	16 2.7%	16 2.4%	61 2.6%	18 2.5%	20 2.9%	26 4.0%	88 3.3%
海外工場計 Overseas	484 85.4%	510 85.3%	587 87.0%	1,981 85.5%	634 87.1%	613 87.7%	576 87.6%	2,350 87.7%
合計 Total	567 100.0%	598 100.0%	675 100.0%	2,317 100.0%	727 100.0%	699 100.0%	657 100.0%	2,680 100.0%



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## 3. 現地通貨四半期ベース売上動向 Sales growth in local currency basis (quarterly; major countries)

前年同期比増減率 y/y

	FY11 3Q (10.10-12)	FY11 9months (10.4-12)	FY11 4Q (11.1-3)	FY11 (10.4-11.3)	FY12 1Q (11.4-6)	FY12 2Q (11.7-9)	FY12 3Q (11.10-12)	FY12 9months (11.4-12)
日本 Japan	11.9%	8.3%	6.9%	7.9%	14.8%	13.1%	18.2%	<b>15.3%</b>
ドイツ Germany	30.0%	21.4%	25.6%	22.3%	16.4%	11.0%	7.9%	<b>11.5%</b>
英国 U.K.	20.7%	25.1%	△ 3.2%	15.7%	24.0%	5.1%	△ 4.3%	<b>7.2%</b>
フランス France	8.4%	12.9%	15.1%	13.5%	3.7%	0.8%	0.7%	<b>1.7%</b>
東欧・ロシア Eastern Europe and Russia	30.3%	39.1%	13.0%	32.0%	29.8%	16.9%	13.2%	<b>19.7%</b>
ロシア Russia	38.4%	56.8%	45.9%	54.3%	47.0%	26.7%	11.7%	<b>27.8%</b>
東欧 Eastern Europe	24.8%	26.4%	△ 2.2%	17.7%	16.4%	6.3%	9.6%	<b>10.6%</b>
米国 U.S.A.	23.7%	11.8%	18.7%	13.4%	26.4%	26.4%	△ 12.9%	<b>11.8%</b>
カナダ Canada	18.3%	20.9%	0.5%	16.2%	4.2%	△ 1.3%	△ 10.7%	<b>△ 3.1%</b>
アジア Asia	53.4%	41.7%	△ 0.3%	29.2%	42.1%	16.5%	△ 7.0%	<b>15.7%</b>
中南米 Central and South America	31.7%	30.2%	56.4%	36.0%	43.2%	29.5%	12.4%	<b>27.2%</b>
オセアニア Oceania	16.6%	16.1%	11.1%	15.0%	14.3%	15.2%	13.5%	<b>14.3%</b>
中近東・アフリカ The Middle East/Africa	23.2%	28.3%	9.6%	22.9%	△ 0.7%	11.2%	20.3%	<b>9.8%</b>