

## CONSOLIDATED STATEMENTS OF INCOME

Accounts	Notes	Prior Fiscal Year [ From April 1, 2006 ] [ To March 31, 2007 ]		Current Fiscal Year [ From April 1, 2007 ] [ To March 31, 2008 ]			
		Amounts (Millions of yen)	Ratio (%)	Amounts (Millions of yen)	Ratio (%)		
I. Net sales			10,468,583	100.0		10,824,238	100.0
II. Cost of sales	*1		8,027,186	76.7		8,407,398	77.7
Gross profit			2,441,397	23.3		2,416,840	22.3
III. Selling, general and administrative expenses	*1						
1. Advertising expenses		274,833				275,857	
2. Service costs		76,481				73,236	
3. Provision for warranty costs		115,490				95,408	
4. Other selling expenses		415,269				395,095	
5. Salaries and wages		381,284				381,673	
6. Retirement benefit expenses		33,491				35,719	
7. Supplies		8,395				7,527	
8. Depreciation and amortization		73,045				75,742	
9. Provision for doubtful accounts		38,282				43,776	
10. Amortization of goodwill		6,337				7,565	
11. Other		241,551	1,664,458	15.9		234,412	15.0
Operating income			776,939	7.4		790,830	7.3
IV. Non-operating income							
1. Interest income		24,313				25,343	
2. Dividend income		1,233				2,862	
3. Equity in earnings of affiliates		20,187				37,217	
4. Exchange gain		5,796				—	
5. Miscellaneous income		14,385	65,914	0.7		16,405	0.8
V. Non-operating expenses							
1. Interest expense		30,664				36,118	
2. Amortization of net retirement benefit obligation at transition		10,928				11,009	
3. Loss on the net monetary position due to restatement		12,211				6,902	
4. Exchange loss		—				28,991	
5. Miscellaneous expenses		27,999	81,802	0.8		23,237	1.0
Ordinary income			761,051	7.3		766,400	7.1
VI. Special gains							
1. Gain on sales of fixed assets	*2	31,973				80,089	
2. Gain on sales of investment securities		15,714				3,715	
3. Prior period adjustments		5,193				—	
4. Gain on implementation of a defined contribution plans		19,285				1,076	
5. Other		1,522	73,687	0.7		3,258	0.8
VII. Special losses							
1. Loss on sales of fixed assets	*2	3,475				1,538	
2. Loss on disposal of fixed assets		25,402				21,754	
3. Impairment loss	*3	22,673				8,878	
4. Loss on sales of investment securities		6,234				240	
5. Write-down of investments and receivables		2,252				2,934	
6. Loss on dilution resulting from restructuring of domestic dealers		5,914				—	
7. Prior period adjustments		4,689				—	
8. Loss on business restructuring of consolidated subsidiaries		3,824				5,414	
9. Loss on implementation of a defined contribution plans		503				220	
10. Loss on relocation of the headquarters of a subsidiary in North America		10,827				1,895	
11. Special addition to retirement benefits		31,933				14,350	
12. Directors' retirement benefits payable due to discontinuance of the benefits system		—				6,533	
13. Other		19,580	137,306	1.3		22,824	0.8
Income before income taxes and minority interests			697,432	6.7		767,958	7.1
Corporate, inhabitants' and enterprise taxes		202,328				190,690	
Income taxes deferred		9,834	212,162	2.0		72,018	2.4
Income attributable to minority interests			24,474	0.3		22,989	0.2
Net income			460,796	4.4		482,261	4.5