

Domestic Sales and Market Share

(Units, %)

For the years ended		1999		2000		2001	
		March 31, 2000		March 31, 2001		March 31, 2002	
		Units	Percent Change	Units	Percent Change	Units	Percent Change
Domestic Sales	Passenger Cars	538,957	81.0	495,061	91.9	486,343	98.2
	Commercial Vehicle	221,182	112.9	237,521	107.4	227,178	95.6
	Total	760,139	88.2	732,582	96.4	713,521	97.4
Market Share (Excluding Mini Vehicles)		19.1		17.8		17.9	
Total Demand (Excluding Mini Vehicles)		3,981,601		4,120,432		3,979,828	
Total Demand (Including Mini Vehicles)		5,890,269		5,981,313		5,823,709	

Note: Domestic sales include models from overseas production bases.
Retail sales basis

Export from Japan

(Units, %)

For the years ended		1999		2000		2001	
		March 31, 2000		March 31, 2001		March 31, 2002	
		Units	Percent Change	Units	Percent Change	Units	Percent Change
Exports	Passenger Cars	520,174	88.7	516,268	99.2	469,505	90.9
	Commercial Vehicle	91,816	73.8	88,598	96.5	107,614	121.5
	Total	611,990	86.1	604,866	98.8	577,119	95.4
Ratio to total production		45.8		46.0		45.3	

Export from Japan by Region

(Units, %)

For the years ended		1999		2000		2001	
		March 31, 2000		March 31, 2001		March 31, 2002	
Region		Units	% of Total	Units	% of Total	Units	% of Total
North America		293,884	48.0	284,342	47.0	259,427	45.0
Europe		117,450	19.2	86,313	14.3	58,938	10.2
Asia		60,946	10.0	83,820	13.9	59,517	10.3
Latin America and Caribbean		26,924	4.4	23,441	3.9	24,905	4.3
Middle East		55,123	9.0	67,583	11.2	114,781	19.9
Oceania		48,966	8.0	51,822	8.6	43,325	7.5
Africa		7,769	1.3	7,020	1.2	15,483	2.7
Others		928	0.1	525	0.1	743	0.1
Total		611,990	100.0	604,866	100.0	577,119	100.0

Cumulative Production, Export, and Domestic Sales Totals

As of March 31, 2002

Total (Units)	
Global Total Production	87,130,541
Domestic Production	70,966,364
Overseas Production	16,164,177
Export from Japan	31,666,977
Domestic Sales	39,006,791

Note: Domestic sales include models from overseas production bases.
Retail sales basis