

## Domestic Sales and Market Share

(Units, %)

For the years ended		2001		2002		2003	
		March 31, 2002		March 31, 2003		March 31, 2004	
Item		Units	Percent Change	Units	Percent Change	Units	Percent Change
Domestic Registration	Passenger Cars	486,343	98.2	539,031	110.8	<b>545,656</b>	<b>101.2</b>
	Commercial Vehicle	227,178	95.6	229,205	100.9	<b>234,964</b>	<b>102.5</b>
	Total	713,521	97.4	768,236	107.7	<b>780,620</b>	<b>101.6</b>
Domestic Sales (Including Mini Vehicles)		—	—	815,593	114.3	<b>836,823</b>	<b>102.6</b>
Market Share (Excluding Mini Vehicles)		17.9		19.0		<b>19.4</b>	
Total Demand (Excluding Mini Vehicles)		3,979,828		4,044,345		<b>4,029,508</b>	
Market Share (Including Mini Vehicles)		12.2		13.9		<b>14.2</b>	
Total Demand (Including Mini Vehicles)		5,824,852		5,869,053		<b>5,890,262</b>	

## Export from Japan

(Units, %)

For the years ended		2001		2002		2003	
		March 31, 2002		March 31, 2003		March 31, 2004	
Item		Units	Percent Change	Units	Percent Change	Units	Percent Change
Exports	Passenger Cars	469,505	90.9	576,955	122.9	<b>590,704</b>	<b>102.4</b>
	Commercial Vehicle	107,614	121.5	116,788	108.5	<b>128,461</b>	<b>110.0</b>
	Total	577,119	95.4	693,743	120.2	<b>719,165</b>	<b>103.7</b>
Ratio to total production		45.3		48.0		<b>49.0</b>	

## Export from Japan by Region

(Units, %)

For the years ended		2001		2002		2003	
		March 31, 2002		March 31, 2003		March 31, 2004	
Region		Units	% of Total	Units	% of Total	Units	% of Total
North America		259,427	45.0	314,790	45.4	<b>256,714</b>	<b>35.7</b>
Europe		58,938	10.2	89,480	12.9	<b>116,293</b>	<b>16.2</b>
Asia		59,517	10.3	73,720	10.6	<b>112,480</b>	<b>15.6</b>
Latin America and Caribbean		24,905	4.3	42,654	6.1	<b>53,768</b>	<b>7.5</b>
Middle East		114,781	19.9	98,286	14.2	<b>91,228</b>	<b>12.7</b>
Oceania		43,325	7.5	55,662	8.0	<b>65,314</b>	<b>9.1</b>
Africa		15,483	2.7	18,564	2.7	<b>21,233</b>	<b>3.0</b>
Others		743	0.1	587	0.1	<b>1,965</b>	<b>0.3</b>
Total		577,119	100.0	693,743	100.0	<b>718,995</b>	<b>100.0</b>

## Cumulative Production, Export and Domestic Sales Totals

As of March 31, 2004

	Total (Units)
Global Total Production	92,978,622
Domestic Production	73,885,741
Overseas Production	19,092,881
Export from Japan	33,079,885
Domestic Sales (Including Mini Vehicles)	40,659,364