

Japanese bicycle production, import and export (Three-Month Year to Date 2018)

1. Preface

The purpose of this report is to show the Japanese bicycle market trend through comprehensive investigation of the Japanese bicycle production, import and export. First, the production of the domestic bicycle manufacturers will be clarified using Ministry of Economy, Trade and Industry (METI) Current Production Statistics, and total production activities including shipment, inventories and time series trend will be explained. Second, due to the current big share of import bicycles in the Japanese bicycle market, bicycle import will be investigated by categories and by time series using Ministry of Finance Japan (MOF) Trade Statistics, and general bicycle market trend will be grasped. Then, comprehensive Japanese bicycle market trend including bicycle production becomes clear. Finally, Japanese bicycle export which is now mostly used bicycle export will be briefly referenced.

During three-month Year to Date 2018, total production units and total production value increase when compared to the same period of the previous year. As to import, both total unit and value decrease when compared to the same period of 2017. Increase of production unit is smaller than the decrease of import unit. As a result, the three-month YTD 2018 domestic unit volume which consists of production units and import units is the lowest in the last fifteen years.

This report starts to show the time series analysis of production 15-year history, same as import and export. Also, METI Current Production Statistics has adopted JPY thousand indication instead of JPY million in value from January 2017. Accordingly, this report shows JPY thousand indication in value. Moreover, new HS classification has been created under the motorcycle import category which is “8711.60000 Motorcycles with electric motor for propulsion” since the beginning of 2017. Imported electric power assist bicycles now considered to be categorized in this new category. With this change, the analysis subject has been altered from “Other Motorcycles” into this new category.

2. Japanese bicycle production

2 – 1 Outline of three-month year to date 2018 bicycle production

According to Ministry of Economy, Trade and Industry (METI) Current Production Statistics Survey, Japanese complete bicycle production in three-month year to date 2018 is 257,430 units, and JPY 16,023,095thousand. Table 1 shows that total unit production increases 3.8%, and total production value increases 12.1%, compared to the same period of the previous year. Average production unit value in three-month year to date 2018 is up 8.0% from JPY 57,619 in 2017 to JPY 62,243 in 2018.

Table 1 Three-Month Year to Date 2018 Japanese bicycle production

| | Total Units | Total Production Value (JPY thousand) | Average Unit Value(JPY) |
|------------------|-------------|---------------------------------------|-------------------------|
| 3-month YTD 2018 | 257,430 | 16,023,095 | 62,243 |
| 3-month YTD 2017 | 248,119 | 14,296,354 | 57,619 |
| Variance | 9,311 | 1,726,741 | 4,624 |
| Variance% | 3.8% | 12.1% | 8.0% |

Source : Ministry of Economy, Trade and Industry (METI) Current Production Statistics Survey (2017 figure is revised) Japan Bicycle Promotion Institute Processing and Analysis

Table 2 shows the detail by product category of Japanese bicycle production during the three-month year to date 2018 compared to the same period of 2017. “Light bicycles” shows decrease in unit and increase in value, “Electric power assist” shows both unit and value increase, and “Miscellaneous” shows both unit and value decrease.

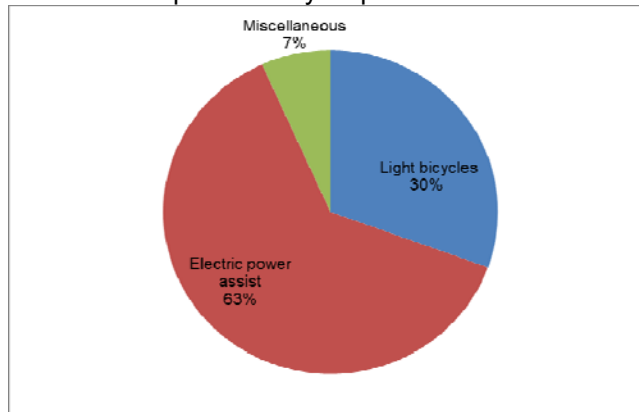
Table 2 Production by category:
Three-Month Year to Date 2018 compared to Three-Month Year to Date 2017

| 3-month YTD | 2018 | | 2017 | | Variance | | | |
|-----------------------|----------------|----------------------|----------------|----------------------|--------------|------------|----------------------|-------------|
| | units | Value (JPY thousand) | units | Value (JPY thousand) | units | % | Value (JPY thousand) | % |
| Light bicycles | 78,651 | 2,522,821 | 84,530 | 2,470,813 | -5,879 | -7.0 | 52,008 | 2.1 |
| Electric power assist | 161,463 | 13,110,852 | 143,269 | 11,261,350 | 18,194 | 12.7 | 1,849,502 | 16.4 |
| Miscellaneous | 17,316 | 389,422 | 20,320 | 564,191 | -3,004 | -14.8 | -174,769 | -31.0 |
| Total | 257,430 | 16,023,095 | 248,119 | 14,296,354 | 9,311 | 3.8 | 1,726,741 | 12.1 |

Source : Ministry of Economy, Trade and Industry (METI) Current Production Statistics Survey (2017 figure is revised) Japan Bicycle Promotion Institute Processing and Analysis
Due to round off, Total may not match.

Chart A shows a graphic presentation of three-month year to date 2018 Japanese bicycle unit production share by category based on Table 2. “Electric power assist” captures 63% share, and “Light bicycles” follows capturing 30% share.

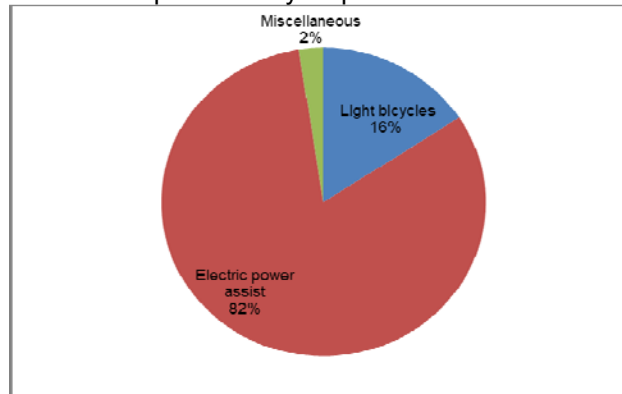
Chart A
Three-Month YTD2018 Japanese bicycle production: % unit share by category



Source : Ministry of Economy, Trade and Industry (METI) Current Production Statistics Survey, Japan Bicycle Promotion Institute Processing and Analysis

Chart B shows a graphic presentation of three-month year to date 2018 Japanese bicycle production value share by category also based on Table 2. “Electric power assist” captures 82% share.

Chart B
Three-Month YTD2018 Japanese bicycle production: % value share by category



Source : Ministry of Economy, Trade and Industry (METI) Current Production Statistics Survey, Japan Bicycle Promotion Institute Processing and Analysis

Table 3 shows average production unit value by product category in three-month year to date 2018 compared to the same period of 2017. “Light bicycles” and “Electric power assist” show increase, on the other hand, “Miscellaneous” shows decrease.

Table 3 Average Unit Value by product category:
Three-Month Year to Date 2018 compared to Three-Month Year to Date 2017

| Category | Average Unit Value(JPY) 3-month YTD 2018 | Average Unit Value(JPY) 3-month YTD 2017 | Variance (JPY) | Variance (%) |
|-----------------------|--|--|----------------|--------------|
| Light bicycles | 32,076 | 29,230 | 2,846 | 9.7 |
| Electric power assist | 81,200 | 78,603 | 2,598 | 3.3 |
| Miscellaneous | 22,489 | 27,765 | -5,276 | -19.0 |
| Total | 62,243 | 57,619 | 4,624 | 8.0 |

Source : Ministry of Economy, Trade and Industry (METI) Current Production Statistics Survey (2017 figure is revised) Japan Bicycle Promotion Institute Processing and Analysis
Due to round off, Total may not match.

Table 4 shows production units, total value and average unit value of “Electric power assist bicycles” by month.

Table 4
Production of “Electric power assist bicycles” by month: 2018 compared to 2017

| | 2018 | | | 2017 | | | Variance of unit production | Variance of production value (JPY thousand) | Variance of average unit value(JPY) |
|----------|-----------------|---------------------------------|-------------------------|-----------------|---------------------------------|-------------------------|-----------------------------|---|-------------------------------------|
| | Unit production | Production value (JPY thousand) | Average unit value(JPY) | Unit production | Production value (JPY thousand) | Average unit value(JPY) | | | |
| January | 46,507 | 3,774,633 | 81,163 | 42,881 | 3,353,599 | 78,207 | 3,626 | 421,034 | 2,956 |
| February | 54,734 | 4,613,710 | 84,293 | 45,846 | 3,598,906 | 78,500 | 8,888 | 1,014,804 | 5,793 |
| March | 60,222 | 4,722,509 | 78,418 | 54,542 | 4,308,845 | 79,000 | 5,680 | 413,664 | -582 |
| YTD | 161,463 | 13,110,852 | 81,200 | 143,269 | 11,261,350 | 78,603 | 18,194 | 1,849,502 | 2,598 |

Source : Ministry of Economy, Trade and Industry (METI) Current Production Statistics Survey (2017 figure is revised) Japan Bicycle Promotion Institute Processing and Analysis
Due to round off, Total may not match.

2 – 2 Comprehensive production, shipments and inventory status of the Japanese bicycle manufacturers

Table 5 shows comprehensive manufacturing and sales condition including production, receipts, shipments (sales and others) and month end inventory in three-month year to date 2018 compared to the same period of 2017.

Table 5 Production, shipments and inventory of the Japanese bicycle manufacturers: Three-Month Year to Date 2018 compared to Three-Month Year to Date 2017

| Category | Production | | Receipts (Units) | Shipments | | | March end Inventory (Units) |
|---|------------|----------------------------|---------------------|-----------|-------------------------|-------------------|-----------------------------------|
| | Units | Value (JPY thousand) | | Sales | | Others (Units) | |
| | | | | Units | Value (JPY thousand) | | |
| 3-month YTD 2018 Light bicycles | 78,651 | 2,522,821 | 173,457 | 187,395 | 3,705,996 | 83,042 | 44,670 |
| 3-month YTD 2017 Light bicycles | 84,530 | 2,470,813 | 226,190 | 222,011 | 4,225,003 | 111,094 | 62,528 |
| Variance % | -7.0 | 2.1 | -23.3 | -15.6 | -12.3 | -25.3 | -28.6 |
| 3-month YTD 2018 Electric power assist | 161,463 | 13,110,852 | 131,172 | 190,985 | 15,557,685 | 102,326 | 47,792 |
| 3-month YTD 2017 Electric power assist | 143,269 | 11,261,350 | 129,158 | 170,563 | 13,056,947 | 116,588 | 23,989 |
| Variance % | 12.7 | 16.4 | 1.6 | 12.0 | 19.2 | -12.2 | 99.2 |
| 3-month YTD 2018 Miscellaneous | 17,316 | 389,422 | 71,041 | 74,988 | 1,814,191 | 4,195 | 47,530 |
| 3-month YTD 2017 Miscellaneous | 20,320 | 564,191 | 110,774 | 89,790 | 2,077,089 | 28,084 | 46,444 |
| Variance % | -14.8 | -31.0 | -35.9 | -16.5 | -12.7 | -85.1 | 2.3 |
| 3-month YTD 2018 Total | 257,430 | 16,023,095 | 375,670 | 453,368 | 21,077,872 | 189,563 | 139,992 |
| 3-month YTD 2017 Total | 248,119 | 14,296,354 | 466,122 | 482,364 | 19,359,039 | 255,766 | 132,961 |
| Variance % | 3.8 | 12.1 | -19.4 | -6.0 | 8.9 | -25.9 | 5.3 |

Source : Ministry of Economy, Trade and Industry (METI) Current Production Statistics Survey (2017 figure is revised) Japan Bicycle Promotion Institute Processing and Analysis
Due to round off, Total may not match.

Total receipts units in three-month year to date 2018 decrease 19.4% compared to three-month year to date 2017. “Light bicycles” and “Miscellaneous” greatly decrease; however, increase of “Electric power assist” is slight.

Total units of shipments sales in three-month year to date 2018 decrease 6.0% compared to that of three-month year to date 2017. Again, “Light bicycles” and “Miscellaneous” show great decrease.

Total value of shipments sales increases by 8.9% in three-month year to date 2018 compared to the same period of 2017. “Electric power assist” greatly increases, but “Light bicycles” and “Miscellaneous” decrease.

Total units of shipments others in three-month year to date 2018 decreases by 25.9% compared to the same period of 2017. All three categories show decrease. Shipments others are principally the commissioned products shipped to the consigners.

Total month end inventory in March 2018 is 139,992 units, 5.3% increase compared to March 2017.

2 – 3 Fifteen-year history of three-month year to date bicycle production

Table 6 shows a fifteen-year history of three-month year to date Japanese bicycle production, shipments and inventory from 2004 to 2018.

Table 6 Fifteen-year history of bicycle production and shipments:
Three-Month Year to Date March end inventory by Japanese bicycle manufactures

| 3-month YTD | Production | | | Shipments | | | March end Inventory (Units) |
|-------------|------------|------------|-------------------------|-----------|------------|-------------------------|-----------------------------|
| | Units | Value* | Average Unit Value(JPY) | Units | Value* | Average Unit Value(JPY) | |
| 2018 | 257,430 | 16,023,095 | 62,243 | 453,368 | 21,077,872 | 46,492 | 139,992 |
| 2017 | 248,119 | 14,296,354 | 57,619 | 482,364 | 19,359,039 | 40,134 | 132,961 |
| 2016 | 265,325 | 14,805 | 55,799 | 478,691 | 17,673 | 36,919 | 136,945 |
| 2015 | 249,855 | 12,157 | 48,656 | 462,299 | 15,813 | 34,205 | 135,542 |
| 2014 | 278,336 | 13,390 | 48,107 | 580,585 | 17,708 | 30,500 | 128,442 |
| 2013 | 264,751 | 11,572 | 43,709 | 565,284 | 15,672 | 27,724 | 204,761 |
| 2012 | 308,426 | 12,688 | 41,138 | 812,892 | 18,481 | 22,735 | 213,991 |
| 2011 | 283,461 | 11,345 | 40,023 | 890,844 | 19,097 | 21,437 | 143,353 |
| 2010 | 299,871 | 10,345 | 34,498 | 857,346 | 17,167 | 20,023 | 197,543 |
| 2009 | 302,897 | 9,138 | 30,169 | 887,807 | 16,529 | 18,618 | 201,479 |
| 2008 | 324,543 | 7,698 | 23,720 | 1,016,304 | 15,574 | 15,324 | 215,025 |
| 2007 | 338,671 | 7,117 | 21,014 | 1,069,225 | 14,114 | 13,200 | 214,321 |
| 2006 | 435,978 | 8,134 | 18,657 | 1,188,506 | 14,653 | 12,329 | 238,679 |
| 2005 | 633,812 | 10,486 | 16,544 | 1,483,615 | 17,298 | 11,659 | 348,746 |
| 2004 | 740,423 | 11,422 | 15,426 | 1,508,583 | 17,206 | 11,405 | 312,633 |

Source : Ministry of Economy, Trade and Industry (METI) Current Production Statistics Survey
(Before 2017 figure is revised)

Japan Bicycle Promotion Institute Processing and Analysis

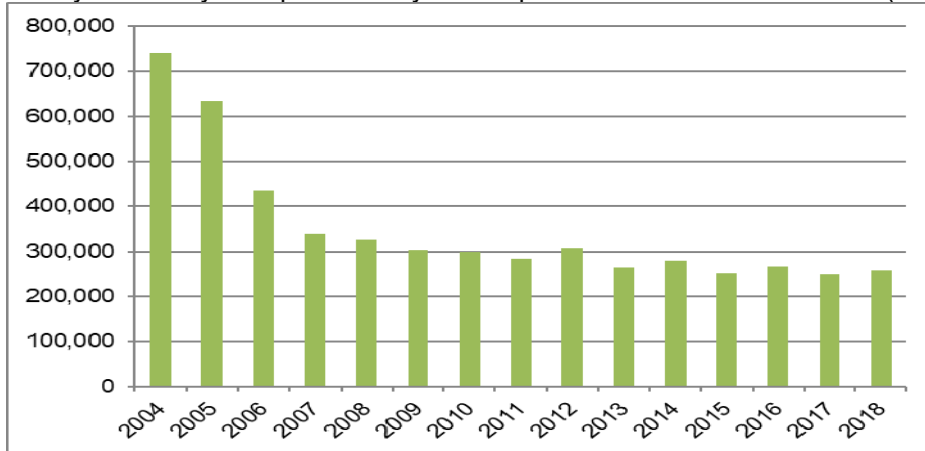
*Before 2016 JPY million, after 2017 JPY thousand

Production units in three-month year to date 2018 are the thirteenth in the last fifteen years. However, production value in this period is the highest. With these facts, the average production unit value is the highest in fifteen years. Also, shipments units in three-month year to date 2018 are the lowest in fifteen years, and shipments value in three-month year to date 2018 is the highest, make the average shipments unit value in three-month year to date 2018 the highest. When compared average production unit value to average shipments unit value, average production unit value has been higher than average shipments unit value for fifteen consecutive years. Month end inventory of March 2018 is 139,992 units, eleventh in the last fifteen years.

Chart C shows a graphic presentation of this fifteen-year history of Japanese bicycle unit production during the three-month year to date from 2004 to 2018 based on Table 6. Unit production shows decrease in trend.

Chart C

Fifteen-year history of Japanese bicycle unit production: Three-Month YTD (units)

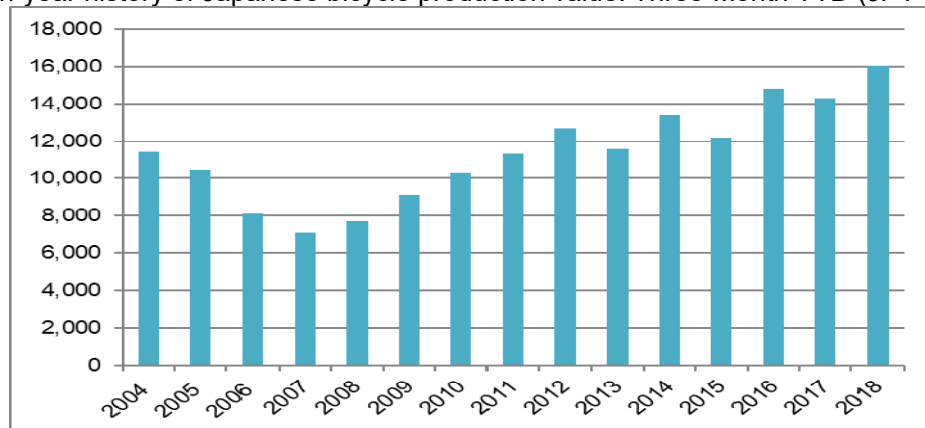


Source : Ministry of Economy, Trade and Industry (METI) Current Production Statistics Survey, Japan Bicycle Promotion Institute Processing and Analysis

Chart D shows a graphic presentation of the fifteen-year history of Japanese bicycle production value during the three-month year to date from 2004 to 2018 also based on Table 6.

Chart D

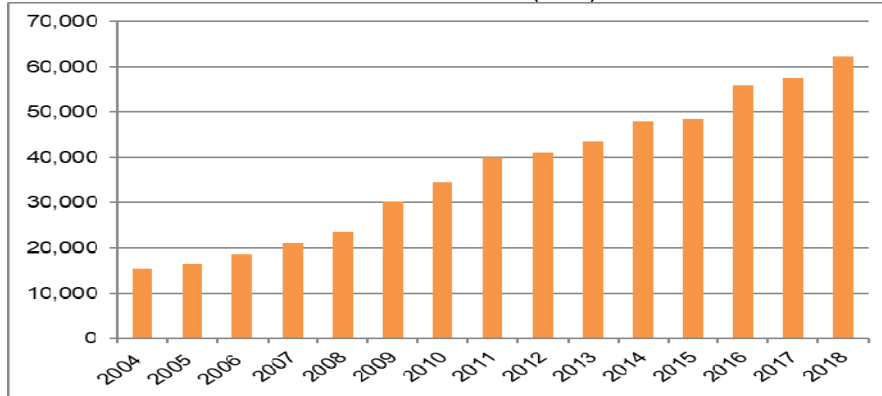
Fifteen-year history of Japanese bicycle production value: Three-Month YTD (JPY million)



Source : Ministry of Economy, Trade and Industry (METI) Current Production Statistics Survey, Japan Bicycle Promotion Institute Processing and Analysis

Chart E shows a graphic presentation of the fifteen-year history of Japanese bicycle production average unit value during the three-month year to date from 2004 to 2018 also based on Table 6. Production average unit value shows increase in trend.

Chart E
Fifteen-year history of Japanese bicycle production average unit value:
Three-Month YTD (JPY)



Source : Ministry of Economy, Trade and Industry (METI) Current Production Statistics Survey,
Japan Bicycle Promotion Institute Processing and Analysis

Table 7 shows the fifteen-year history of the total unit production by month.

Table 7 Fifteen-year history of total production units by month (units)

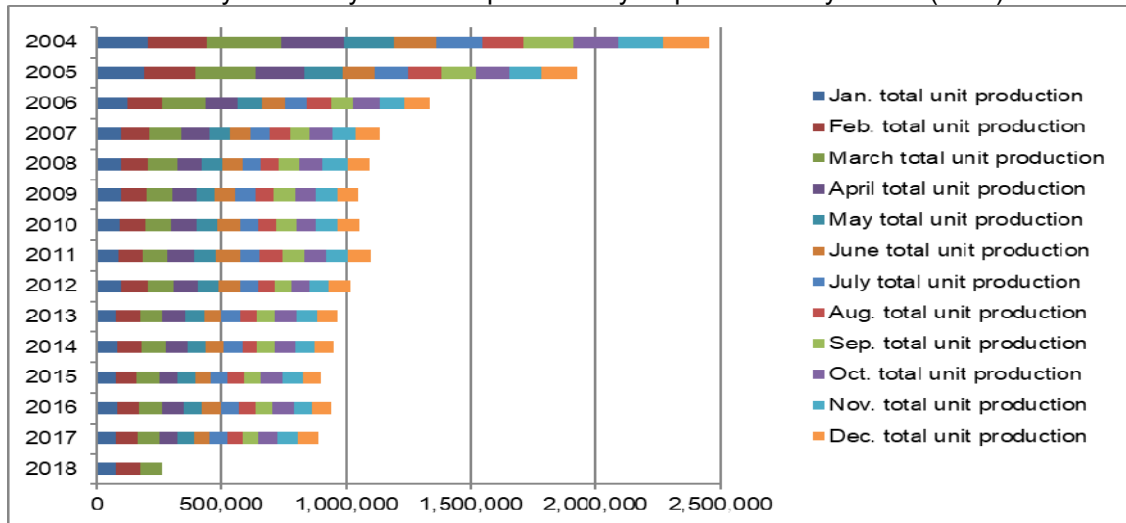
| | Jan. total unit production | Feb. total unit production | March total unit production | April total unit production | May total unit production | June total unit production |
|------|----------------------------|----------------------------|-----------------------------|-----------------------------|---------------------------|----------------------------|
| 2018 | 78,463 | 93,312 | 85,655 | | | |
| 2017 | 79,215 | 86,276 | 82,628 | 74,710 | 63,706 | 68,896 |
| 2016 | 82,586 | 88,069 | 94,670 | 81,062 | 72,186 | 78,781 |
| 2015 | 78,891 | 81,242 | 89,722 | 75,857 | 66,218 | 68,133 |
| 2014 | 84,512 | 93,408 | 100,416 | 83,216 | 72,121 | 74,255 |
| 2013 | 79,022 | 92,667 | 93,062 | 88,877 | 75,906 | 71,711 |
| 2012 | 96,874 | 105,350 | 106,202 | 95,001 | 85,528 | 83,915 |
| 2011 | 86,445 | 98,081 | 98,935 | 107,181 | 90,542 | 92,009 |
| 2010 | 93,923 | 99,424 | 106,524 | 98,097 | 87,516 | 86,269 |
| 2009 | 96,944 | 99,314 | 106,639 | 94,506 | 76,287 | 80,900 |
| 2008 | 97,728 | 104,912 | 121,903 | 96,456 | 82,921 | 78,520 |
| 2007 | 99,537 | 108,413 | 130,721 | 108,017 | 86,039 | 81,714 |
| 2006 | 124,909 | 133,470 | 177,599 | 128,017 | 97,944 | 93,522 |
| 2005 | 186,677 | 207,574 | 239,561 | 197,996 | 151,547 | 129,232 |
| 2004 | 204,286 | 233,162 | 302,975 | 250,436 | 197,546 | 170,012 |

| | July total unit production | Aug. total unit production | Sep. total unit production | Oct. total unit production | Nov. total unit production | Dec. total unit production | Total unit production |
|------|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|-----------------------|
| 2018 | | | | | | | 257,430 |
| 2017 | 66,260 | 60,279 | 67,975 | 74,071 | 81,506 | 85,328 | 890,850 |
| 2016 | 71,533 | 64,278 | 71,472 | 82,749 | 76,539 | 75,100 | 939,025 |
| 2015 | 64,647 | 62,481 | 74,354 | 82,311 | 79,144 | 75,095 | 898,095 |
| 2014 | 74,981 | 62,167 | 68,705 | 81,603 | 78,727 | 77,437 | 951,548 |
| 2013 | 72,325 | 66,889 | 74,392 | 82,781 | 84,937 | 83,385 | 965,954 |
| 2012 | 74,820 | 65,045 | 68,721 | 73,476 | 73,695 | 83,687 | 1,012,314 |
| 2011 | 83,200 | 86,553 | 88,460 | 86,528 | 87,020 | 96,712 | 1,101,666 |
| 2010 | 75,897 | 72,056 | 77,555 | 82,694 | 86,498 | 90,498 | 1,056,951 |
| 2009 | 80,068 | 76,206 | 81,360 | 88,312 | 85,103 | 83,830 | 1,049,469 |
| 2008 | 76,552 | 70,488 | 80,661 | 95,816 | 98,763 | 90,212 | 1,094,932 |
| 2007 | 79,147 | 79,509 | 81,679 | 91,745 | 93,341 | 95,744 | 1,135,606 |
| 2006 | 87,738 | 94,248 | 94,359 | 105,347 | 99,636 | 97,723 | 1,334,512 |
| 2005 | 138,579 | 130,081 | 138,979 | 135,527 | 132,069 | 138,614 | 1,926,436 |
| 2004 | 185,261 | 167,839 | 199,459 | 181,744 | 180,862 | 181,059 | 2,454,641 |

Source : Ministry of Economy, Trade and Industry (METI) Current Production Statistics Survey, Japan Bicycle Promotion Institute Processing and Analysis (Before 2016 figure is revised)

Chart F shows a graphic presentation of the fifteen-year history of total production units by month based on Table 7. This chart shows that the bicycle production is carried out relatively equally every month.

Chart F
Fifteen-year history of total Japanese bicycle production by month (units)



Source : Ministry of Economy, Trade and Industry (METI) Current Production Statistics Survey, Japan Bicycle Promotion Institute Processing and Analysis

Table 8 shows a fifteen-year history of three-month year to date Japanese bicycle unit production by category.

Table 8 Fifteen-year history of Three-Month Year to Date Japanese bicycle unit production by categories (unit)

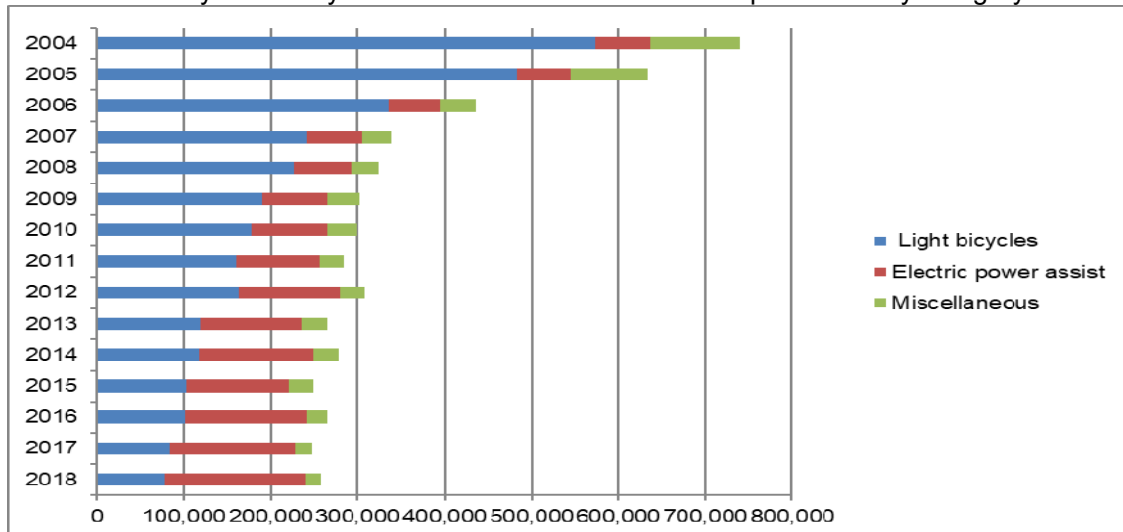
| | Light bicycles | Electric power assist | Miscellaneous | Total |
|------|----------------|-----------------------|---------------|---------|
| 2018 | 78,651 | 161,463 | 17,316 | 257,430 |
| 2017 | 84,530 | 143,269 | 20,320 | 248,119 |
| 2016 | 101,751 | 140,426 | 23,148 | 265,325 |
| 2015 | 102,324 | 118,751 | 28,780 | 249,855 |
| 2014 | 116,929 | 132,842 | 28,565 | 278,336 |
| 2013 | 118,317 | 116,175 | 30,259 | 264,751 |
| 2012 | 163,515 | 116,341 | 28,570 | 308,426 |
| 2011 | 160,600 | 95,370 | 27,491 | 283,461 |
| 2010 | 178,147 | 87,177 | 34,547 | 299,871 |
| 2009 | 189,774 | 74,861 | 38,262 | 302,897 |
| 2008 | 226,210 | 66,077 | 32,256 | 324,543 |
| 2007 | 242,133 | 62,966 | 33,572 | 338,671 |
| 2006 | 335,501 | 59,170 | 41,307 | 435,978 |
| 2005 | 483,339 | 61,346 | 89,127 | 633,812 |
| 2004 | 574,320 | 63,277 | 102,826 | 740,423 |

From 2011, "Children & Infant bicycles", "Mini-cycles", "Mountain bikes" and "Special bicycles" have been combined into "Miscellaneous". "Miscellaneous" between 2004 and 2010 include these four categories.

Source : Ministry of Economy, Trade and Industry (METI) Current Production Statistics Survey, Japan Bicycle Promotion Institute Processing and Analysis

Chart G shows a graphic presentation of the fifteen-year history of three-month year to date unit production by category based on Table 8. This chart shows that "Light bicycles" are decreasing, and "Electric power assist" is increasing.

Chart G
Fifteen-year history of Three-Month Year to Date unit production by category



Source : Ministry of Economy, Trade and Industry (METI) Current Production Statistics Survey, Japan Bicycle Promotion Institute Processing and Analysis

3. Japanese bicycle import

Bicycle import by category is mentioned below. To begin with, import categories and HS numbers in Japan are classified as follows. "Electric power assist bicycles" is not classified

as a single category and considered to be included in the category of “Motorcycles with electric motor for propulsion” in Trade Statistics. Please note that “Motorcycles with electric motor for propulsion” includes all electric motorcycles.

Table 9 Import categories and HS numbers

| HS number and product category | Bicycle type |
|---|---|
| 8712.00100 Mountain bikes | <ul style="list-style-type: none"> • MTB(includes V brake or disk brake equipped) • Cross bikes |
| 8712.00211 Mini-cycles | <ul style="list-style-type: none"> • Mini-cycles • Small wheel foldable bicycles • BMX |
| 8712.00218 Infant bicycles | <ul style="list-style-type: none"> • Infant bicycles(12 – 16 inch) • Toy bicycles(12 inch two wheel) • Unicycles(12 – 16 inch) |
| 8712.00219 Children bicycles | <ul style="list-style-type: none"> • Children bicycles(18 – 24 inch) • Junior MTB(18 – 24 inch) • Unicycles(18 – 24 inch) |
| 8712.00291 Light bicycles | <ul style="list-style-type: none"> • Light bicycles(excludes outer derailleur equipped) • Single speed, sports use bicycles equipped with inner derailleur. |
| 8712.00299 Miscellaneous | <ul style="list-style-type: none"> • Sports use bicycles • Light bicycles equipped with outer derailleur • Junior MTB(26 inch) |
| 8711.60000 Motorcycles with electric motor for propulsion | <ul style="list-style-type: none"> • Electric motor cycles and electric power assist bicycles considered to be included. |

Source : Japan Bicycle Promotion Institute

3 – 1 Outline of three-month year to date 2018 bicycle import

Table 10 shows Japanese bicycle import of all product categories excluding “Motorcycles with electric motor for propulsion” in three-month year to date 2018 compared to the same period of 2017. Total units is 1,941,518, 9.8% decrease compared to the same period of 2017. On the other hand, total CIF value is JPY23,354,208 thousands, decreases by 1.2% compared to the same period of 2017, resulted in average CIF unit value of JPY12,029, 9.6% increase.

The currency exchange rate is investigated. The average dollar-yen exchange rate during three-month year to date 2017 was US\$1=JPY115.86; however, it gets US\$1=JPY109.44 in three-month year to date 2018(Refer chief custom inspector published rate). Japanese Yen gets stronger during this period.

Table 10 Japanese bicycle import:
Three-Month Year to Date 2018 compared to Three-Month Year to Date 2017
 (“Motorcycles with electric motor for propulsion” is not included)

| | Total units | Total CIF Value (JPY thousand) | Average CIF unit value(JPY) |
|------------------|-------------|-----------------------------------|--------------------------------|
| 3-month YTD 2018 | 1,941,518 | 23,354,208 | 12,029 |
| 3-month YTD 2017 | 2,152,214 | 23,631,080 | 10,980 |
| Variance | -210,696 | -276,872 | 1,049 |
| Variance % | -9.8 | -1.2 | 9.6 |

Source : Ministry of Finance Japan (MOF) Trade Statistics of Japan,
Japan Bicycle Promotion Institute Processing and Analysis

Table 10 Annex shows three-month year to date 2018 import of “Motorcycles with electric motor for propulsion” compared to the same period of 2017 for reference.

Table 10 Annex (Reference) Japanese import of “Motorcycles with electric motor for propulsion”:

| Three-Month Year to Date 2018 compared to Three-Month Year to Date 2017 | | | |
|---|-------------|--------------------------------|-----------------------------|
| | Total units | Total CIF Value (JPY thousand) | Average CIF unit value(JPY) |
| 3-month YTD 2018 | 68,868 | 2,644,791 | 38,404 |
| 3-month YTD 2017 | 41,350 | 1,711,420 | 41,389 |
| Variance | 27,518 | 933,371 | -2,985 |
| Variance % | 66.5 | 54.5 | -7.2 |

Source : Ministry of Finance Japan (MOF) Trade Statistics of Japan, Japan Bicycle Promotion Institute Processing and Analysis

3 – 2 Three-month year to date 2018 bicycle import by category

Table 11 shows three-month year to date 2018 Japanese bicycle import by category.

Table 11
Japanese bicycle import in Three-Month Year to Date 2018 by category

| HS number and category | Total units | Total CIF Value (JPY thousand) | Average CIF unit value(JPY) |
|------------------------------|-------------|--------------------------------|-----------------------------|
| 8712.00100 Mountain bikes | 42,334 | 797,485 | 18,838 |
| 8712.00211 Mini-cycles | 69,422 | 792,437 | 11,415 |
| 8712.00218 Infant bicycles | 103,764 | 855,643 | 8,246 |
| 8712.00219 Children bicycles | 362,414 | 3,451,333 | 9,523 |
| 8712.00291 Light bicycles | 611,071 | 6,269,696 | 10,260 |
| 8712.00299 Miscellaneous | 752,513 | 11,187,614 | 14,867 |
| Total | 1,941,518 | 23,354,208 | 12,029 |

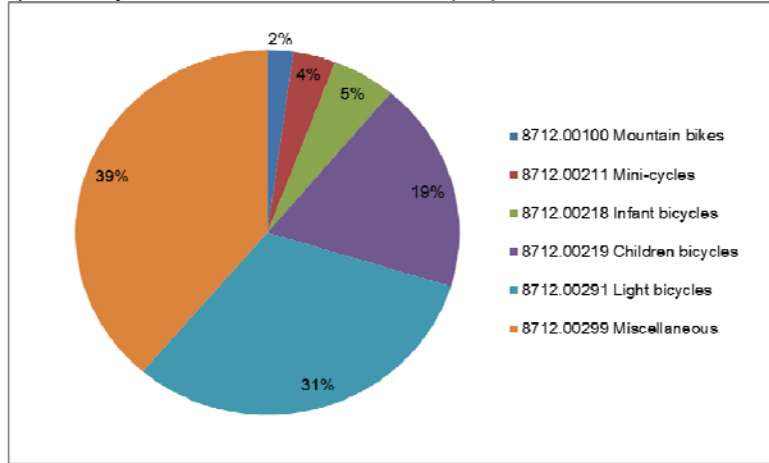
| | | | |
|---|--------|-----------|--------|
| 8711.60000 Motorcycles with electric motor for propulsion | 68,868 | 2,644,791 | 38,404 |
|---|--------|-----------|--------|

Source : Ministry of Finance Japan (MOF) Trade Statistics of Japan, Japan Bicycle Promotion Institute Processing and Analysis

The average CIF unit value of HS8712.00100 “Mountain bikes” is JPY 18,838, the highest among the categories except for “Motorcycles with electric motor for propulsion”. The average CIF unit value of HS8712.00291 “Light bicycles” is JPY10,260, and its unit volume is the second biggest, following HS8712.00299 “Miscellaneous” which includes sports use bicycles and light bicycles equipped with outer derailleur. The unit volume and total CIF value of HS8712.00299 “Miscellaneous” are the highest among the categories. Its average CIF unit value is JPY 14,867.

Chart H shows a graphic presentation of three-month year to date 2018 Japanese bicycle import unit share by category based on Table 11. “Miscellaneous” captures 39% share and “Light bicycles” captures 31% share as well.

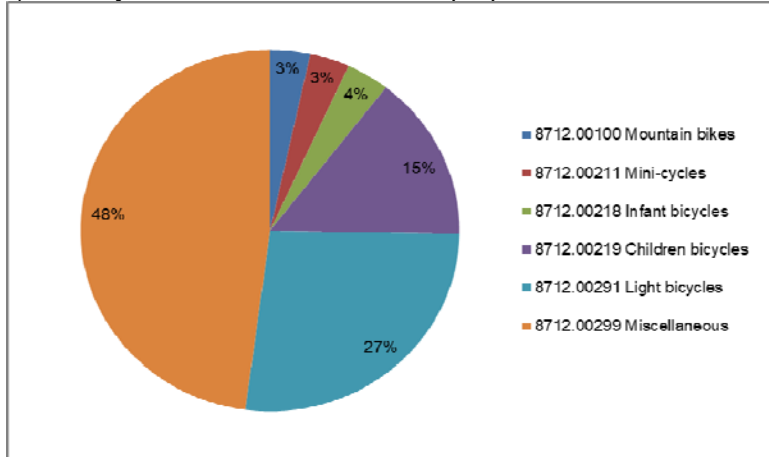
Chart H
 Three-Month YTD2018 Japanese bicycle import: Unit share by category
 (“Motorcycles with electric motor for propulsion” is not included)



Source : Ministry of Finance Japan (MOF) Trade Statistics of Japan,
 Japan Bicycle Promotion Institute Processing and Analysis

Chart I shows a graphic presentation of three-month year to date 2018 Japanese bicycle import value share by category also based on Table 11. “Miscellaneous” captures 48% and “Light bicycles” captures 27% share.

Chart I
 Three-Month YTD2018 Japanese bicycle import: Value share by category
 (“Motorcycles with electric motor for propulsion” is not included)



Source : Ministry of Finance Japan (MOF) Trade Statistics of Japan,
 Japan Bicycle Promotion Institute Processing and Analysis

Table 12 shows a three-month year to date 2018 Japanese bicycle import by category compared to the same period of the previous year. “Infant bicycles”, “Children bicycles” and “Light bicycles” show decrease in both unit and value. However, “Mini-cycles” show increase both in unit and value. Bicycle import for bike share may be reflected in this category.

Table 12 Three-Month Year to Date 2018 Japanese bicycle import by category compared to Three-Month Year to Date 2017

| 3-month YTD | 2018 | | 2017 | | Variance % | |
|---------------------------------|-----------|--------------------------------|-----------|--------------------------------|------------|-----------|
| | units | Total CIF value (JPY thousand) | units | Total CIF value (JPY thousand) | Units | CIF value |
| 8712.00100 Mountain bikes | 42,334 | 797,485 | 41,043 | 808,714 | 3.1% | -1.4% |
| 8712.00211 Mini-cycles | 69,422 | 792,437 | 48,250 | 665,505 | 43.9% | 19.1% |
| 8712.00218 Infant bicycles | 103,764 | 855,643 | 123,580 | 927,740 | -16.0% | -7.8% |
| 8712.00219 Children bicycles | 362,414 | 3,451,333 | 471,346 | 4,309,465 | -23.1% | -19.9% |
| 8712.00291 Light bicycles | 611,071 | 6,269,696 | 709,321 | 6,989,251 | -13.9% | -10.3% |
| 8712.00299 Miscellaneous | 752,513 | 11,187,614 | 758,674 | 9,930,405 | -0.8% | 12.7% |
| Total | 1,941,518 | 23,354,208 | 2,152,214 | 23,631,080 | -9.8% | -1.2% |
| Average unit value (JPY) | | 12,029 | | 10,980 | | 9.6% |

| | | | | | | |
|--|--------|-----------|--------|-----------|-------|-------|
| 8711.60000 Motorcycles with electric motor for propulsion | 68,868 | 2,644,791 | 41,350 | 1,711,420 | 66.5% | 54.5% |
| Average unit value (JPY) | | 38,404 | | 41,389 | | -7.2% |

Source : Ministry of Finance Japan (MOF) Trade Statistics of Japan, Japan Bicycle Promotion Institute Processing and Analysis

3 – 3 Fifteen year history of three-month year to date bicycle import

Table 13 shows a fifteen-year history of three-month year to date Japanese bicycle import.

Table 13 Fifteen-year history of Three-Month Year to Date Japanese bicycle import: All categories (“Motorcycles with electric motor for propulsion” is not included)

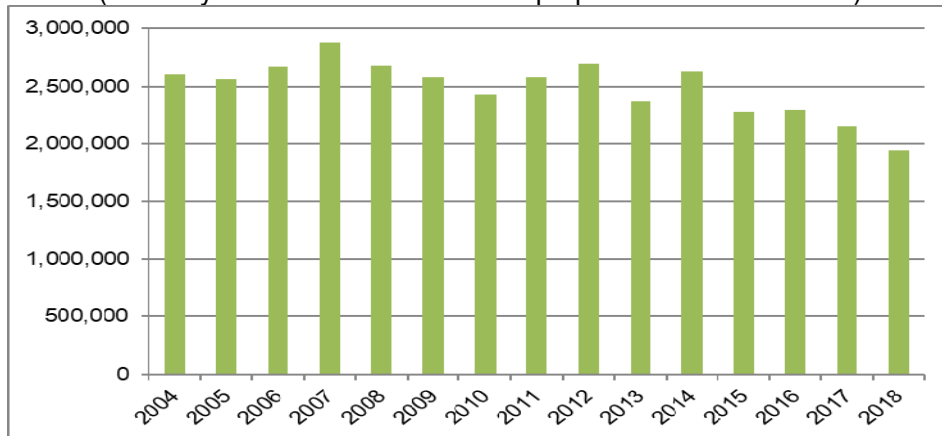
| 3-month YTD | Total import units | Total CIF value (JPY thousand) | Average CIF unit value(JPY) |
|-------------|--------------------|--------------------------------|-----------------------------|
| 2018 | 1,941,518 | 23,354,208 | 12,029 |
| 2017 | 2,152,214 | 23,631,080 | 10,980 |
| 2016 | 2,299,150 | 27,404,625 | 11,919 |
| 2015 | 2,277,256 | 30,021,500 | 13,183 |
| 2014 | 2,626,492 | 28,479,177 | 10,843 |
| 2013 | 2,373,370 | 23,483,404 | 9,895 |
| 2012 | 2,695,555 | 22,695,025 | 8,419 |
| 2011 | 2,580,156 | 20,269,931 | 7,856 |
| 2010 | 2,428,569 | 19,462,552 | 8,014 |
| 2009 | 2,576,224 | 22,705,053 | 8,813 |
| 2008 | 2,684,045 | 22,666,563 | 8,445 |
| 2007 | 2,877,065 | 23,273,025 | 8,089 |
| 2006 | 2,670,732 | 19,943,370 | 7,467 |
| 2005 | 2,563,991 | 16,336,547 | 6,372 |
| 2004 | 2,603,967 | 15,845,606 | 6,085 |

Source : Ministry of Finance Japan (MOF) Trade Statistics of Japan, Japan Bicycle Promotion Institute Processing and Analysis

Total unit import in three-month year to date 2018 is the lowest in the last fifteen years. On the other hand, total CIF value in three-month year to date 2018 is the sixth in this history; make the average CIF unit value JPY 12,029, the second highest in this period.

Chart J shows the fifteen-year history of three-month year to date total import units based on Table 13.

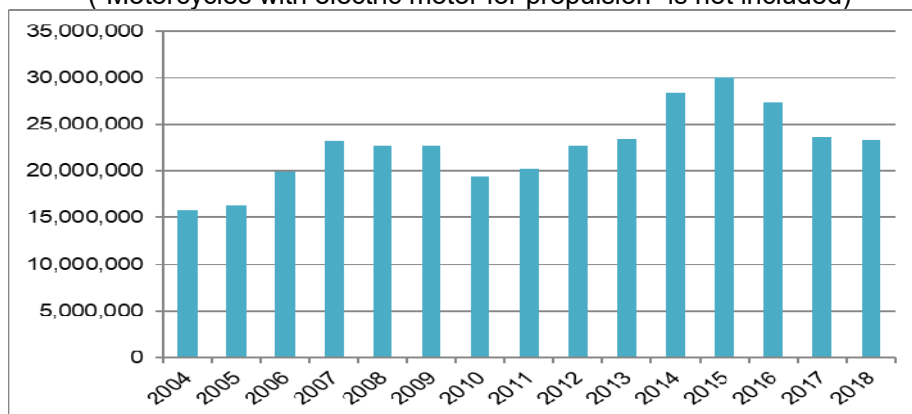
Chart J
Fifteen-year history of Three-Month YTD total Japanese bicycle unit import (units)
("Motorcycles with electric motor for propulsion" is not included)



Source : Ministry of Finance Japan (MOF) Trade Statistics of Japan,
Japan Bicycle Promotion Institute Processing and Analysis

Chart K shows the fifteen-year history of three-month year to date total import CIF value also based on Table 13.

Chart K Fifteen year history of Three-Month YTD total Japanese bicycle import CIF value
(JPY thousand)
("Motorcycles with electric motor for propulsion" is not included)

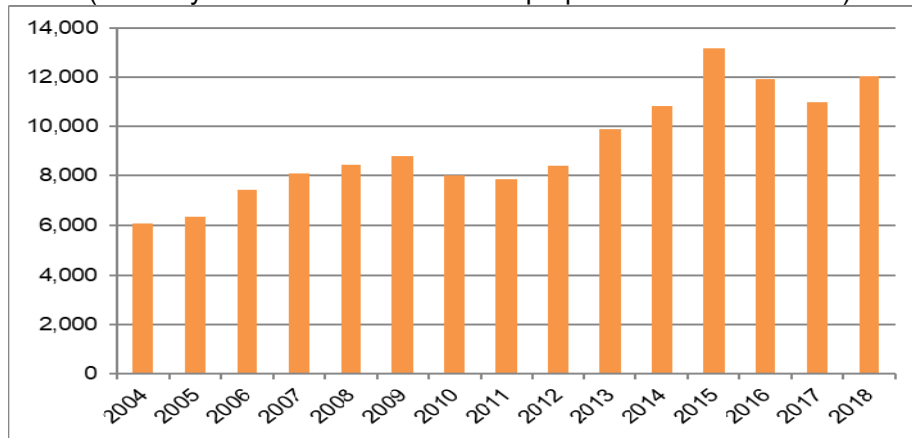


Source : Ministry of Finance Japan (MOF) Trade Statistics of Japan,
Japan Bicycle Promotion Institute Processing and Analysis

Chart L shows the fifteen-year history of three-month year to date average CIF unit import value also based on Table 13.

Chart L Fifteen year history of Three-Month YTD Japanese bicycle average CIFunit import value (JPY)

("Motorcycles with electric motor for propulsion" is not included)



Source : Ministry of Finance Japan (MOF) Trade Statistics of Japan, Japan Bicycle Promotion Institute Processing and Analysis

Table 14 shows the total unit import by month.

Table 14 Fifteen year history of total import units by month:
("Motorcycles with electric motor for propulsion" is not included)

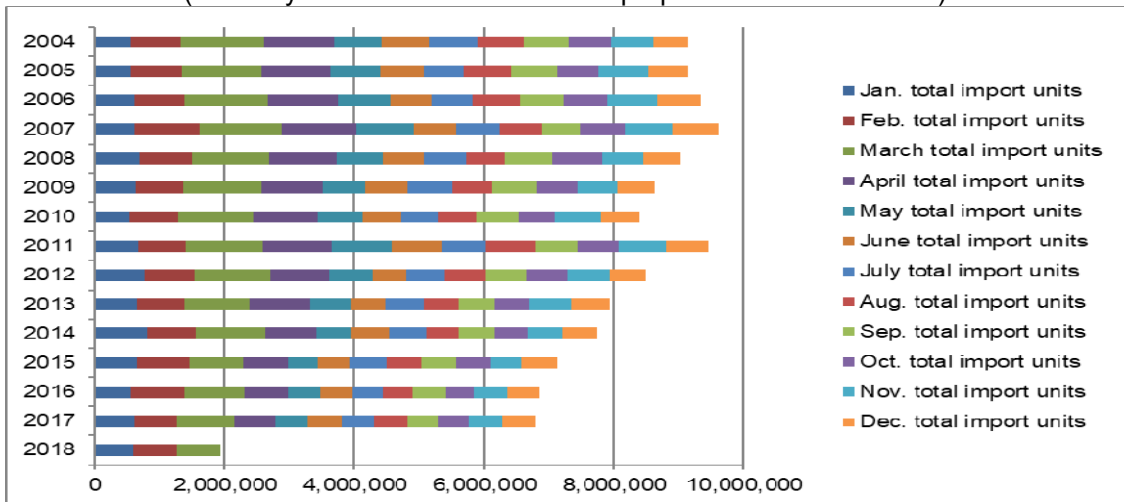
| | January total import units | February total import units | March total import units | April total import units | May total import units | June total import units |
|------|----------------------------|-----------------------------|--------------------------|--------------------------|------------------------|-------------------------|
| 2018 | 584582 | 672121 | 684815 | | | |
| 2017 | 608,232 | 654,624 | 889,358 | 634,082 | 499,298 | 505,257 |
| 2016 | 559,379 | 823,009 | 916,762 | 673,000 | 493,419 | 507,531 |
| 2015 | 639,107 | 809,453 | 828,696 | 690,064 | 462,606 | 510,639 |
| 2014 | 800,012 | 758,904 | 1,067,576 | 783,049 | 546,090 | 581,432 |
| 2013 | 646,439 | 729,345 | 997,586 | 949,665 | 634,542 | 514,285 |
| 2012 | 759,838 | 779,645 | 1,156,072 | 904,565 | 672,252 | 525,908 |
| 2011 | 661,234 | 725,936 | 1,192,986 | 1,067,890 | 915,243 | 768,659 |
| 2010 | 529,116 | 759,113 | 1,140,340 | 1,002,806 | 691,515 | 600,223 |
| 2009 | 631,533 | 717,828 | 1,226,863 | 932,220 | 660,802 | 652,693 |
| 2008 | 679,048 | 809,921 | 1,195,076 | 1,041,042 | 718,439 | 623,626 |
| 2007 | 613,892 | 988,006 | 1,275,167 | 1,152,734 | 890,124 | 644,144 |
| 2006 | 602,545 | 765,063 | 1,303,124 | 1,075,231 | 796,610 | 633,795 |
| 2005 | 541,343 | 796,348 | 1,226,300 | 1,056,187 | 777,336 | 669,039 |
| 2004 | 556,120 | 767,570 | 1,280,277 | 1,081,557 | 727,411 | 723,301 |

| | July total import units | Aug. total import units | Sep. total import units | Oct. total import units | Nov. total import units | Dec. total import units | YTD total import units |
|------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|------------------------|
| 2018 | | | | | | | 1,941,518 |
| 2017 | 511,094 | 522,474 | 454,877 | 480,920 | 514,237 | 503,346 | 6,777,799 |
| 2016 | 460,740 | 464,093 | 509,475 | 438,628 | 518,622 | 484,729 | 6,849,387 |
| 2015 | 556,279 | 542,763 | 524,133 | 519,919 | 484,170 | 554,615 | 7,122,444 |
| 2014 | 572,129 | 504,218 | 543,409 | 502,832 | 540,165 | 534,548 | 7,734,364 |
| 2013 | 595,336 | 535,046 | 561,806 | 528,767 | 640,332 | 599,246 | 7,932,395 |
| 2012 | 586,024 | 629,284 | 631,719 | 642,217 | 649,625 | 562,295 | 8,499,444 |
| 2011 | 675,783 | 776,045 | 655,654 | 629,958 | 722,052 | 659,152 | 9,450,592 |
| 2010 | 562,581 | 582,646 | 663,734 | 546,459 | 719,973 | 603,440 | 8,401,946 |
| 2009 | 685,910 | 619,872 | 677,716 | 623,646 | 620,796 | 571,838 | 8,621,717 |
| 2008 | 646,395 | 612,531 | 729,659 | 770,349 | 625,626 | 582,061 | 9,033,773 |
| 2007 | 672,070 | 649,954 | 586,098 | 688,807 | 741,855 | 700,463 | 9,603,314 |
| 2006 | 643,767 | 724,797 | 673,445 | 684,487 | 767,415 | 668,893 | 9,339,172 |
| 2005 | 626,723 | 720,123 | 708,659 | 631,378 | 780,371 | 610,012 | 9,143,819 |
| 2004 | 755,089 | 715,190 | 699,179 | 653,057 | 648,234 | 531,426 | 9,138,411 |

Source : Ministry of Finance Japan (MOF) Trade Statistics of Japan,
Japan Bicycle Promotion Institute Processing and Analysis

Chart M shows a graphic presentation of the fifteen-year history of total import units by month based on Table 14.

Chart M Fifteen year history of total Japanese bicycle import by month (units)
("Motorcycles with electric motor for propulsion" is not included)



Source : Ministry of Finance Japan (MOF) Trade Statistics of Japan,
Japan Bicycle Promotion Institute Processing and Analysis

Table 15 shows a fifteen-year history of three-month year to date Japanese bicycle unit import by category.

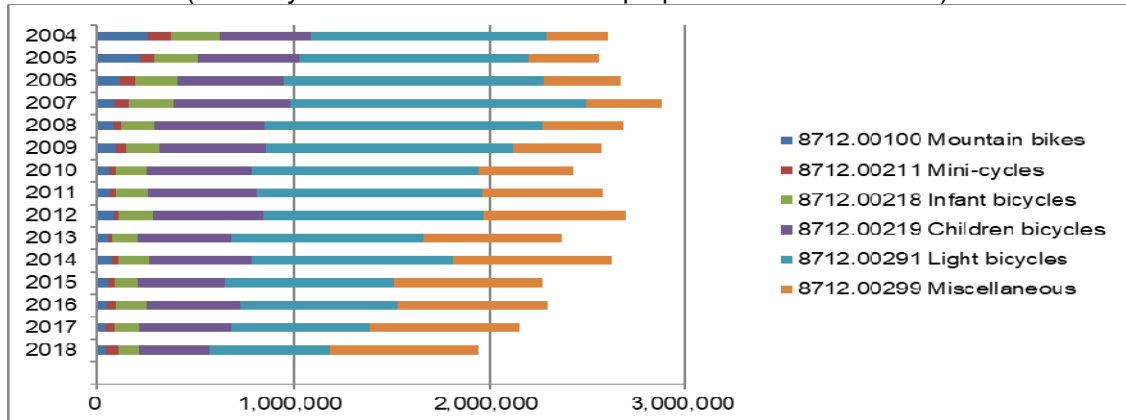
Table 15
Fifteen-year history of Three-Month Year to Date Japanese bicycle unit import
by categories (“Motorcycles with electric motor for propulsion” is not included)

| | 8712.00100 Mountain bikes | 8712.00211 Mini-cycles | 8712.00218 Infant bicycles | 8712.00219 Children bicycles | 8712.00291 Light bicycles | 8712.00299 Miscellaneous | Total |
|------|---------------------------------|---------------------------|----------------------------------|------------------------------------|---------------------------------|-----------------------------|-----------|
| 2018 | 42,334 | 69,422 | 103,764 | 362,414 | 611,071 | 752,513 | 1,941,518 |
| 2017 | 41,043 | 48,250 | 123,580 | 471,346 | 709,321 | 758,674 | 2,152,214 |
| 2016 | 46,036 | 53,357 | 152,269 | 479,142 | 799,569 | 768,777 | 2,299,150 |
| 2015 | 57,459 | 36,331 | 115,495 | 441,698 | 857,838 | 768,435 | 2,277,256 |
| 2014 | 73,179 | 40,807 | 152,613 | 522,810 | 1,029,951 | 807,132 | 2,626,492 |
| 2013 | 57,955 | 18,262 | 131,559 | 474,305 | 982,149 | 709,140 | 2,373,370 |
| 2012 | 87,062 | 24,657 | 171,652 | 565,515 | 1,119,749 | 726,920 | 2,695,555 |
| 2011 | 63,603 | 33,548 | 164,291 | 551,849 | 1,150,866 | 615,999 | 2,580,156 |
| 2010 | 59,489 | 38,452 | 156,636 | 530,318 | 1,160,841 | 482,833 | 2,428,569 |
| 2009 | 97,986 | 50,097 | 165,108 | 551,110 | 1,258,515 | 453,408 | 2,576,224 |
| 2008 | 78,379 | 47,352 | 167,448 | 563,993 | 1,416,437 | 410,436 | 2,684,045 |
| 2007 | 88,125 | 75,520 | 231,083 | 591,808 | 1,503,365 | 387,164 | 2,877,065 |
| 2006 | 121,249 | 75,377 | 215,316 | 537,198 | 1,334,396 | 387,196 | 2,670,732 |
| 2005 | 219,677 | 72,011 | 219,366 | 518,450 | 1,166,989 | 367,498 | 2,563,991 |
| 2004 | 257,211 | 120,358 | 247,804 | 464,691 | 1,202,050 | 311,853 | 2,603,967 |

Source : Ministry of Finance Japan (MOF) Trade Statistics of Japan,
Japan Bicycle Promotion Institute Processing and Analysis

Chart N shows these import histories.

Chart N
Fifteen-year history of Three-Month YTD Japanese bicycle unit import by category (units)
 (“Motorcycles with electric motor for propulsion” is not included)



Source : Ministry of Finance Japan (MOF) Trade Statistics of Japan,
Japan Bicycle Promotion Institute Processing and Analysis

3 – 4 Main source country/area of Japanese bicycle import

Table 16 shows source countries and areas of three-month year to date 2018 Japanese bicycle import.

Table 16 Main source countries and areas of Japanese bicycle import in Three-Month Year to Date 2018
 (“Motorcycles with electric motor for propulsion” is not included)

| Source country/area | Total units | % share of total units | Total CIF Value (JPY thousand) | % share of total value | Average CIF unit value(JPY) |
|---------------------|-------------|------------------------|--------------------------------|------------------------|-----------------------------|
| China | 1,889,720 | 97.3 | 20,080,894 | 86.0 | 10,626 |
| Taiwan | 44,911 | 2.3 | 2,733,100 | 11.7 | 60,856 |
| Others | 6,887 | 0.4 | 540,214 | 2.3 | 78,440 |
| Total | 1,941,518 | 100.0 | 23,354,208 | 100.0 | 12,029 |

Source : Ministry of Finance Japan (MOF) Trade Statistics of Japan,
 Japan Bicycle Promotion Institute Processing and Analysis Due to round off, Total may not match.

“China” continues to be the biggest source country. It captures 97.3% of total units, and 86.0% of total CIF value. The average CIF unit value is JPY 10,626. “Taiwan” follows “China”, capturing 2.3% of total units, and 11.7% of total CIF value. The average CIF unit value is JPY 60,856. These two-combined captures 99.6% of total units and 97.7% of total CIF value.

Table 17 shows Japanese bicycle import from “China” by category.

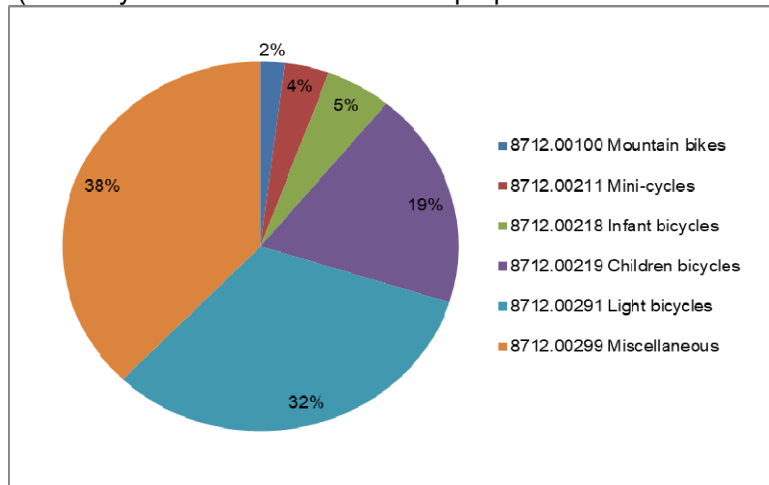
Table 17 Japanese bicycle import from “China” in Three-Month Year to Date 2018
 by category (“Motorcycles with electric motor for propulsion” is not included)

| HS number and category | Total units | Total CIF Value (JPY thousand) | Average CIF unit value(JPY) |
|------------------------------|-------------|--------------------------------|-----------------------------|
| 8712.00100 Mountain bikes | 36,722 | 581,654 | 15,839 |
| 8712.00211 Mini-cycles | 69,090 | 780,089 | 11,291 |
| 8712.00218 Infant bicycles | 101,201 | 724,712 | 7,161 |
| 8712.00219 Children bicycles | 358,245 | 3,376,894 | 9,426 |
| 8712.00291 Light bicycles | 610,598 | 6,254,894 | 10,244 |
| 8712.00299 Miscellaneous | 713,864 | 8,362,651 | 11,715 |
| Total | 1,889,720 | 20,080,894 | 10,626 |

Source : Ministry of Finance Japan (MOF) Trade Statistics of Japan,
 Japan Bicycle Promotion Institute Processing and Analysis

Chart O shows a graphic presentation of three-month year to date 2018 Japanese bicycle import unit share from “China” by category based on Table 17. “Miscellaneous” captures 38% share and “Light bicycles” follows to capture 32% share. Unit import volume from “China” is so huge; therefore, this chart looks like Chart H which shows Japanese total unit import share by category.

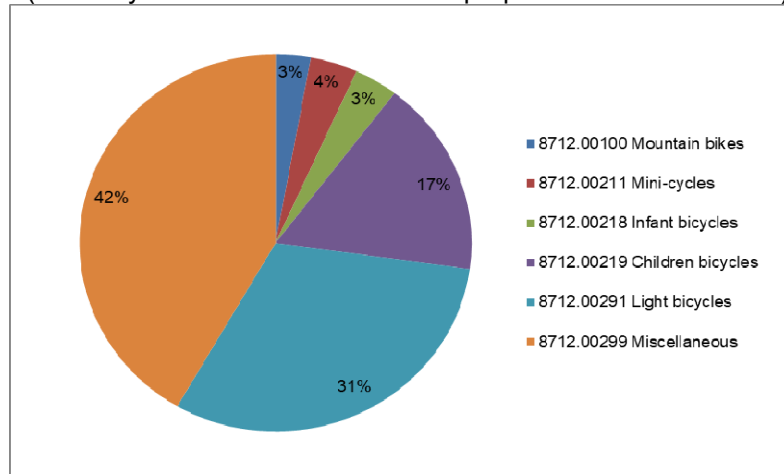
Chart O Three-Month YTD2018 Japanese bicycle import from “China”:
Unit share by category
 (“Motorcycles with electric motor for propulsion” is not included)



Source : Ministry of Finance Japan (MOF) Trade Statistics of Japan,
Japan Bicycle Promotion Institute Processing and Analysis

Chart P shows a graphic presentation of three-month year to date 2018 Japanese bicycle import value share from “China” by category also based on Table 17. “Miscellaneous” captures 42% share and “Light bicycles” follows capturing 31% share.

Chart P Three-Month YTD2018 Japanese bicycle import from “China”:
Value share by category
 (“Motorcycles with electric motor for propulsion” is not included)



Source : Ministry of Finance Japan (MOF) Trade Statistics of Japan,
Japan Bicycle Promotion Institute Processing and Analysis

Then, Table 18 follows to show Japanese bicycle import from “Taiwan” by category.

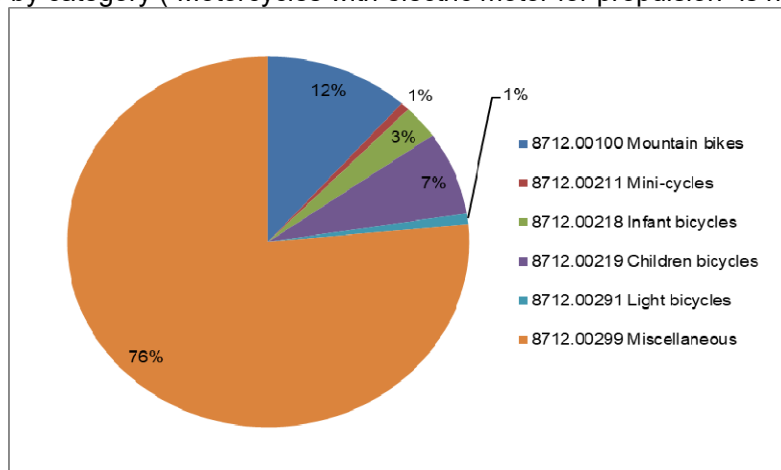
Table 18 Japanese bicycle import from “Taiwan” in Three-Month Year to Date 2018 by category (“Motorcycles with electric motor for propulsion” is not included)

| HS number and category | Total units | Total CIF Value (JPY thousand) | Average CIF unit value(JPY) |
|------------------------------|-------------|--------------------------------|-----------------------------|
| 8712.00100 Mountain bikes | 5,195 | 197,001 | 37,921 |
| 8712.00211 Mini-cycles | 327 | 11,219 | 34,309 |
| 8712.00218 Infant bicycles | 1,329 | 9,266 | 6,972 |
| 8712.00219 Children bicycles | 3,270 | 54,221 | 16,581 |
| 8712.00291 Light bicycles | 422 | 10,256 | 24,303 |
| 8712.00299 Miscellaneous | 34,368 | 2,451,137 | 71,320 |
| Total | 44,911 | 2,733,100 | 60,856 |

Source : Ministry of Finance Japan (MOF) Trade Statistics of Japan, Japan Bicycle Promotion Institute Processing and Analysis

Chart Q shows a graphic presentation of three-month year to date 2018 Japanese bicycle import unit share from “Taiwan” by category based on Table 18. This chart looks totally different from Chart H which shows total import or Chart O which shows import from “China”. “Miscellaneous” captures 76% big share and “Mountain Bikes” follows to capture 12% share. On the other hand, “Light bicycles” only captures 1% share.

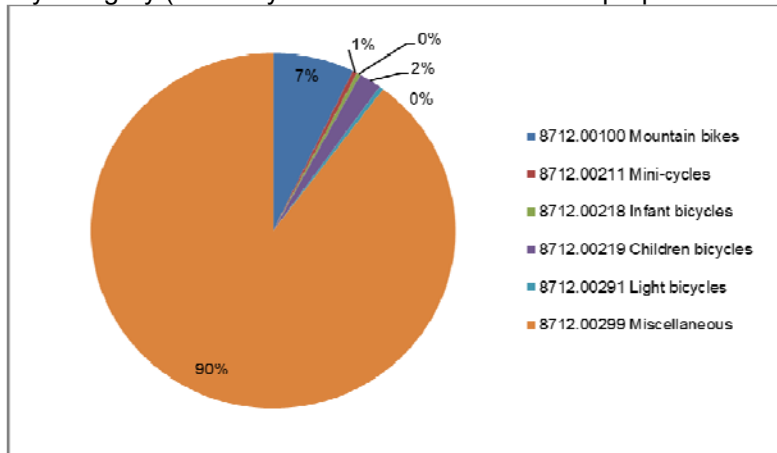
Chart Q Three-Month YTD2018 Japanese bicycle import from “Taiwan”: Unit share by category (“Motorcycles with electric motor for propulsion” is not included)



Source : Ministry of Finance Japan (MOF) Trade Statistics of Japan, Japan Bicycle Promotion Institute Processing and Analysis

Moreover, Chart R shows a graphic presentation of three-month year to date 2018 Japanese bicycle import value share from “Taiwan” by category also based on Table 18. The characteristics appear more remarkably than the unit import share. “Miscellaneous” captures 90% share and “Mountain Bikes” follows capturing 7% share. The share of “Light bicycles” is very slight.

Chart R Three-Month YTD2018 Japanese bicycle import from “Taiwan”:
Value share by category (“Motorcycles with electric motor for propulsion” is not included)



Source : Ministry of Finance Japan (MOF) Trade Statistics of Japan,
Japan Bicycle Promotion Institute Processing and Analysis

Then, Table 19 shows source countries and areas of three-month year to date 2018 Japanese “Motorcycles with electric motor for propulsion” import for reference.

Table 19 (Reference) Main source countries and areas of Japanese
“Motorcycles with electric motor for propulsion” import
in Three-Month Year to Date 2018 compared to 2017

| Source country/area | Total units | % share of total units | Total CIF Value (JPY thousand) | % share of total value | Average CIF unit value (JPY) |
|-------------------------|-------------|------------------------|--------------------------------|------------------------|------------------------------|
| 3-month YTD 2018 China | 68,542 | 99.5 | 2,571,848 | 97.2 | 37,522 |
| 3-month YTD 2017 China | 41,216 | 99.7 | 1,658,016 | 96.9 | 40,227 |
| Variance % | 27,326 | -0.1 | 913,832 | 0.4 | -2,705 |
| 3-month YTD 2018 Taiwan | 238 | 0.3 | 41,521 | 1.6 | 174,458 |
| 3-month YTD 2017 Taiwan | 95 | 0.2 | 4,047 | 0.2 | 42,600 |
| Variance % | 143 | 0.1 | 37,474 | 1.3 | 131,858 |
| 3-month YTD 2018 Others | 88 | 0.1 | 31,422 | 1.2 | 357,068 |
| 3-month YTD 2017 Others | 39 | 0.1 | 49,357 | 2.9 | 1,265,564 |
| Variance % | 49 | 0.0 | -17,935 | -1.7 | -908,496 |
| 3-month YTD 2018 Total | 68,868 | 100.0 | 2,644,791 | 100.0 | 38,404 |
| 3-month YTD 2017 Total | 41,350 | 100.0 | 1,711,420 | 100.0 | 41,389 |
| Variance % | 27,518 | 0.0 | 933,371 | 0.0 | -2,985 |

Source : Ministry of Finance Japan (MOF) Trade Statistics of Japan,
Japan Bicycle Promotion Institute Processing and Analysis Due to round off, Total may not match.

4. Domestic unit volume

Almost all the Japanese bicycle export is used bicycle export to developing countries. Therefore, production units plus import units can be defined as domestic unit volume. Table 20 shows a fifteen-year history of three-month year to date domestic unit volume. Three-Month Year to Date 2018 domestic unit volume is 2,198,948, the lowest in the last fifteen years. And its domestic production ratio is 11.7%.

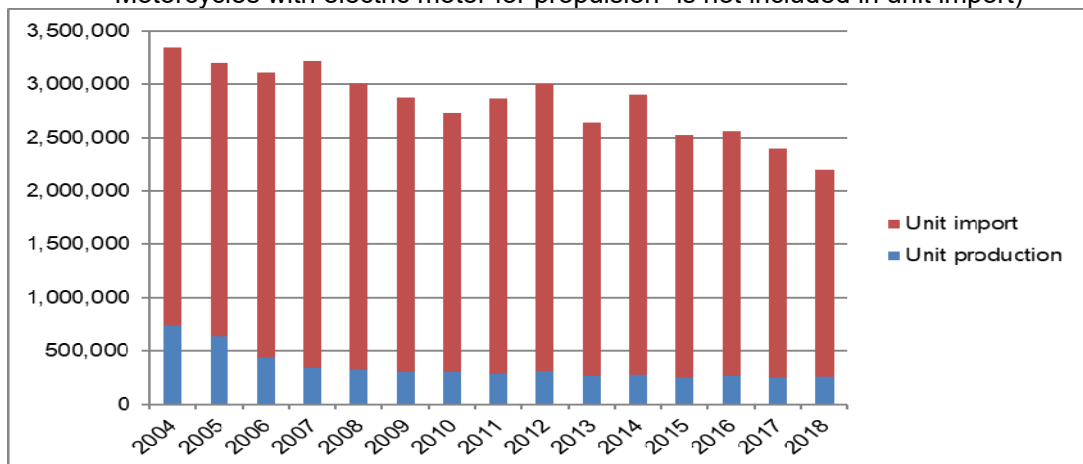
Table 20 Fifteen-year history of Three-Month Year to Date
Japanese bicycle domestic unit volume
("Electric power assist bicycles" is included in unit production;
"Motorcycles with electric motor for propulsion" is not included in unit import)

| 3-month YTD | Unit production | Unit import | Domestic unit volume | Domestic production ratio % |
|-------------|-----------------|-------------|----------------------|-----------------------------|
| 2018 | 257,430 | 1,941,518 | 2,198,948 | 11.7 |
| 2017 | 248,119 | 2,152,214 | 2,400,333 | 10.3 |
| 2016 | 265,325 | 2,299,150 | 2,564,475 | 10.3 |
| 2015 | 249,855 | 2,277,256 | 2,527,111 | 9.9 |
| 2014 | 278,336 | 2,626,492 | 2,904,828 | 9.6 |
| 2013 | 264,751 | 2,373,370 | 2,638,121 | 10.0 |
| 2012 | 308,426 | 2,695,555 | 3,003,981 | 10.3 |
| 2011 | 283,461 | 2,580,156 | 2,863,617 | 9.9 |
| 2010 | 299,871 | 2,428,569 | 2,728,440 | 11.0 |
| 2009 | 302,897 | 2,576,224 | 2,879,121 | 10.5 |
| 2008 | 324,543 | 2,684,045 | 3,008,588 | 10.8 |
| 2007 | 338,671 | 2,877,065 | 3,215,736 | 10.5 |
| 2006 | 435,978 | 2,670,732 | 3,106,710 | 14.0 |
| 2005 | 633,812 | 2,563,991 | 3,197,803 | 19.8 |
| 2004 | 740,423 | 2,603,967 | 3,344,390 | 22.1 |

Source : Ministry of Economy, Trade and Industry (METI) Current Production Statistics Survey
(Before 2017 figure is revised)
Ministry of Finance Japan (MOF) Trade Statistics of Japan,
Japan Bicycle Promotion Institute Processing and Analysis

Chart S is the graphic presentation of this history.

Chart S Fifteen-year history of Three-Month YTD domestic bicycle unit volume (units)
("Electric power assist bicycles" is included in unit production;
"Motorcycles with electric motor for propulsion" is not included in unit import)



Source : Ministry of Economy, Trade and Industry (METI) Current Production Statistics Survey
(Before 2017 figure is revised)
Ministry of Finance Japan (MOF) Trade Statistics of Japan,
Japan Bicycle Promotion Institute Processing and Analysis

5. Japanese bicycle export

Almost all the Japanese bicycle export is used bicycle export to developing countries. Table 21 shows main destination countries and areas of Japanese bicycle export in March 2018.

Average FOB unit value clearly proves that the bicycle export is used bicycle export. In this part of the report, “Motorcycles with electric motor for propulsion” is excluded.

Table 21 March 2018 Japanese bicycle export by destination countries and areas

| Destination country/area | Total units | Total FOB value (JPY thousand) | Average FOB unit value(JPY) |
|--------------------------|-------------|--------------------------------|-----------------------------|
| Iraq | 48,582 | 86,366 | 1,778 |
| Ghana | 46,163 | 66,804 | 1,447 |
| Myanmar | 44,205 | 55,049 | 1,245 |
| Afghanistan | 33,059 | 51,565 | 1,560 |
| Cambodia | 32,651 | 63,912 | 1,957 |
| Tanzania | 22,852 | 43,285 | 1,894 |
| UAE | 11,445 | 18,015 | 1,574 |
| Philippines | 10,499 | 17,846 | 1,700 |
| Nigeria | 8,274 | 15,539 | 1,878 |
| Iran | 6,888 | 9,813 | 1,425 |
| Others | 23,212 | 53,844 | 2,320 |
| Total | 287,830 | 482,038 | 1,675 |

Source : Ministry of Finance Japan (MOF) Trade Statistics of Japan, Japan Bicycle Promotion Institute Processing and Analysis

Table 22 shows a fifteen-year history of three-month year to date Japanese bicycle export from 2004 to 2018. Total units are the sixth largest and total value is the fourth highest in the last fifteen years. The average unit value in three-month year to date 2018 is JPY 1,664, the third highest in the last fifteen years.

Table 22 Fifteen-year history of Three-Month Year to Date Japanese bicycle export: All categories

| 3-month YTD | Total units | Total FOB value (JPY thousand) | Average FOB unit value (JPY) |
|-------------|-------------|--------------------------------|------------------------------|
| 2018 | 709,484 | 1,180,597 | 1,664 |
| 2017 | 757,756 | 1,214,091 | 1,602 |
| 2016 | 777,827 | 1,460,745 | 1,878 |
| 2015 | 803,736 | 1,436,202 | 1,787 |
| 2014 | 729,651 | 1,075,151 | 1,474 |
| 2013 | 722,752 | 939,012 | 1,299 |
| 2012 | 699,859 | 901,501 | 1,288 |
| 2011 | 557,747 | 743,842 | 1,334 |
| 2010 | 555,117 | 745,569 | 1,343 |
| 2009 | 492,380 | 673,801 | 1,368 |
| 2008 | 554,131 | 928,910 | 1,676 |
| 2007 | 386,012 | 467,747 | 1,212 |
| 2006 | 304,033 | 323,202 | 1,063 |
| 2005 | 224,636 | 256,521 | 1,142 |
| 2004 | 236,936 | 281,915 | 1,190 |

Source : Ministry of Finance Japan (MOF) Trade Statistics of Japan, Japan Bicycle Promotion Institute Processing and Analysis