

Harley-Davidson, Inc.

Unaudited Historical Data

As of Q3 2009

HARLEY-DAVIDSON, INC.
ANNUAL INCOME STATEMENT

Unaudited
(IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

	2008	2007	2006	2005	2004	2003	2002	2001	2000	1999	1998	1997	1996	1995	1994	1993	1992	1991	1990	1989	1988	1987	1986
REVENUE - MOTORCYCLE & RELATED PRODUCTS																							
H-D® Motorcycle	\$4,278,241	\$4,446,637	\$4,553,561	\$4,183,515	\$3,928,232	\$3,621,488	\$3,161,046	\$2,671,314	\$ 2,280,929	\$1,890,932	\$1,595,415	\$1,382,809	\$1,199,163	\$1,038,335	\$890,578	\$729,183	\$662,489	\$548,145	\$485,255	\$409,847	\$327,124	\$268,812	\$216,392
Parts & Accessories	858,748	868,297	862,251	815,678	781,621	712,829	629,202	509,624	450,301	362,598	297,140	241,940	210,229	192,093	161,928	127,803	103,586	94,319	80,215	63,222	51,446	42,196	35,056
General Merchandise	313,835	305,435	277,490	247,861	223,712	211,388	231,503	163,909	151,438	132,705	114,484	95,055	90,713	100,248	94,383	71,215	52,146	36,023	29,849	22,979	19,204	13,616	9,385
Buell® Motorcycle	123,086	100,534	102,227	93,069	79,029	76,064	66,949	61,672	58,053	63,474	53,527	40,305	24,380	14,154	5,791	-	-	-	-	-	-	-	-
Defense and Other	20,397	5,945	5,157	2,091	2,596	2,505	2,270	267	2,626	3,230	3,390	2,460	6,742	5,636	6,207	5,061	4,708	23,482	28,708	20,958	7,617	17,765	34,489
	5,594,307	5,726,848	5,800,686	5,342,214	5,015,190	4,624,274	4,090,970	3,406,786	2,943,346	2,452,939	2,063,956	1,762,569	1,531,227	1,350,466	1,158,887	933,262	822,929	701,969	624,027	517,006	405,391	342,389	295,322
Domestic	3,853,242	4,206,427	4,629,895	4,347,087	4,105,986	3,814,651	3,422,204	2,818,492	2,361,829	1,919,489	1,566,559	1,304,748	1,110,527	949,415	827,671	670,420	583,446	496,863	448,524	401,749	326,250	286,632	254,323
International	1,741,065	1,520,421	1,170,791	995,127	909,204	809,623	668,766	588,294	581,517	533,450	497,397	457,821	420,700	401,051	331,216	262,842	239,483	205,106	175,503	115,257	79,141	55,757	40,999
	5,594,307	5,726,848	5,800,686	5,342,214	5,015,190	4,624,274	4,090,970	3,406,786	2,943,346	2,452,939	2,063,956	1,762,569	1,531,227	1,350,466	1,158,887	933,262	822,929	701,969	624,027	517,006	405,391	342,389	295,322
GROSS PROFIT	1,930,819	2,114,100	2,232,847	2,040,499	1,899,535	1,665,566	1,417,841	1,152,971	963,774	835,686	690,670	586,217	490,094	411,399	358,339	292,014	250,002	201,254	189,502	144,222	118,177	98,756	76,155
HDMC OPERATING EXP	964,429	883,457	818,490	740,634	710,016	668,677	626,720	539,660	476,289	438,085	366,222	320,731	262,001	226,923	194,829	155,797	147,702	112,299	99,803	82,195	68,640	68,258	55,601
CORPORATE OPERATING EXP	20,131	17,251	22,561	21,474	16,628	15,498	12,646	12,083	9,691	9,427	11,043	7,838	7,448	7,300	9,948	6,878	7,240	6,883	7,149	8,397	5,702	3,504	4,458
HDFS OPERATING INCOME	82,765	212,169	210,724	191,620	188,600	167,873	104,227	61,273	37,178	27,685	20,211	12,355	7,801	3,620	-	-	-	-	-	-	-	-	-
H-D, INC. OPERATING INCOME	1,425,561	1,425,561	1,602,520	1,470,011	1,361,491	1,149,264	882,702	662,501	514,972	415,859	333,616	270,003	228,446	180,796	153,562	129,339	95,060	82,072	82,550	53,630	43,835	26,994	16,096
INVESTMENT INCOME	9,495	22,258	27,087	22,797	23,101	23,088	16,541	17,478	17,583	8,014	3,828	7,871	3,309	96	1,682	994	(2,259)	(3,381)	(4,908)	(4,656)	(5,754)	(8,705)	(8,373)
INTEREST EXP	4,542	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
PRETAX INCOME	1,033,977	1,447,819	1,624,240	1,487,759	1,379,486	1,166,035	885,827	673,455	548,556	420,792	336,229	276,302	227,622	175,989	156,440	127,084	91,190	77,336	66,920	49,773	38,319	16,252	7,335
NET INCOME FROM CONTINUING OPS	654,718	993,843	1,043,153	959,604	889,766	760,928	580,217	437,746	347,713	267,200	213,500	174,070	143,409	111,050	96,221	76,319	56,660	48,291	41,594	30,143	23,280	11,063	4,307
EXTRAORDINARY ITEMS	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(30,300)	(388)	-	(478)	(3,105)	(3,244)	3,542	564
NET INCOME BEFORE DISC OPS	654,718	993,843	1,043,153	959,604	889,766	760,928	580,217	437,746	347,713	267,200	213,500	174,070	143,409	111,050	96,221	46,019	56,272	48,291	41,116	27,038	20,036	14,605	4,871
NET INCOME (LOSS) FROM DISC OPS	-	-	-	-	-	-	-	-	-	-	-	-	22,619	1,430	8,051	(57,904)	(2,487)	(11,319)	(3,286)	5,904	3,876	6,610	-
NET INCOME	\$654,718	\$993,843	\$1,043,153	\$959,604	\$889,766	\$760,928	\$580,217	\$437,746	\$347,713	\$267,200	\$213,500	\$174,070	\$166,028	\$112,480	\$104,272	(\$11,885)	\$53,785	\$36,972	\$37,830	\$32,942	\$23,912	\$21,215	\$4,871
BASIC/PRIMARY EARNINGS PER COMMON SHARE:																							
Income from continuing operations	\$2.80	\$3.75	\$3.94	\$3.42	\$3.02	\$2.52	\$1.92	\$1.45	\$1.15	\$0.88	\$0.70	\$0.57	\$0.48	\$0.37	\$0.32	\$0.26	\$0.20	\$0.17	\$0.15	\$0.11	\$0.09	\$0.05	\$0.03
Extraordinary items	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(0.10)	(0.00)	-	(0.00)	(0.01)	(0.01)	0.02	0.00
Income from discontinued operations	-	-	-	-	-	-	-	-	-	-	-	-	0.08	0.00	0.03	(0.19)	(0.01)	(0.04)	(0.01)	0.02	0.02	0.03	-
Net income	\$2.80	\$3.75	\$3.94	\$3.42	\$3.02	\$2.52	\$1.92	\$1.45	\$1.15	\$0.88	\$0.70	\$0.57	\$0.55	\$0.38	\$0.35	(\$0.04)	\$0.19	\$0.13	\$0.13	\$0.12	\$0.09	\$0.10	\$0.03
DILUTED EARNINGS PER COMMON SHARE:																							
Income from continuing operations	\$2.79	\$3.74	\$3.93	\$3.41	\$3.00	\$2.50	\$1.90	\$1.43	\$1.13	\$0.86	\$0.69	\$0.57	\$0.47	\$0.37	\$0.31	\$0.25	-	-	-	-	-	-	-
Extraordinary items	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(0.10)	-	-	-	-	-	-	-
Income from discontinued operations	-	-	-	-	-	-	-	-	-	-	-	-	0.07	0.00	0.03	(0.19)	-	-	-	-	-	-	-
Net income	\$2.79	\$3.74	\$3.93	\$3.41	\$3.00	\$2.50	\$1.90	\$1.43	\$1.13	\$0.86	\$0.69	\$0.57	\$0.54	\$0.37	\$0.34	(\$0.04)	-	-	-	-	-	-	-
WEIGHTED AVE SHARES:																							
Primary																							
Basic	234,225	249,205	264,453	280,303	295,045	302,271	302,297	302,506	302,691	304,748	304,454	303,300	301,366	299,944	300,880	298,096	-	-	-	-	-	-	-
Diluted	234,477	249,882	265,273	281,035	296,890	304,470	305,158	306,248	307,470	309,714	309,406	307,896	305,850	303,800	306,730	304,008	-	-	-	-	-	-	-
DIVIDENDS PAID	\$1.290	\$1.060	\$0.810	\$0.625	\$0.405	\$0.195	\$0.135	\$0.115	\$0.098	\$0.088	\$0.078	\$0.068	\$0.055	\$0.045	\$0.035	\$0.015	-	-	-	-	-	-	-

NOTES:

2-for-1 stock splits: 6/90, 6/92, 9/94, 9/97 and 4/00

1993 includes a \$57.0 million charge related primarily to the write-off of goodwill at the Transportation Vehicles segment (Holiday Rambler).

During 1993, the Company adopted accounting standards related to post-retirement health care benefits and income taxes.

EPS have been restated to reflect both Basic and Diluted shares for 1993-1996.

RESTATEMENT FOR HOLIDAY RAMBLER AS DISCONTINUED OPERATIONS

Eaglemark became Harley-Davidson Financial Services (HDFS) in 1999

Per FASB's Emerging Issues Task Force on "Accounting for Shipping and Handling Fees and Costs" and "Accounting for Certain Sales Incentives", certain 2000 & 2001 year balances have been reclassified.

HARLEY-DAVIDSON, INC.

QUARTERLY INCOME STATEMENT

Unaudited

YEAR ENDED DECEMBER 31, 2009

(IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>TOTAL</u>
REVENUE - MOTORCYCLE & RELATED PRODUCTS					
H-D® motorcycles	\$ 1,010,809	\$ 808,709	\$ 803,256		\$ 2,622,774
Buell® & MV Agusta® motorcycles	31,265	39,934	21,800		92,999
Parts & Accessories	169,756	231,470	221,832		623,058
General Merchandise	75,191	69,601	70,671		215,463
Other	3,627	3,931	3,716		11,274
	1,290,648	1,153,645	1,121,275	-	3,565,568
GROSS PROFIT	476,783	386,278	371,086		1,234,147
HDMC OPERATING EXP	213,310	203,581	194,973		611,864
RESTRUCTURING EXP	34,862	15,131	50,745		100,738
GOODWILL IMPAIRMENT	-	-	18,888		18,888
HDMC OPERATING INCOME	228,611	167,566	106,480		502,657
HDFS INCOME	104,667	123,967	136,993		365,627
HDFS EXP	93,462	186,086	167,333		446,881
HDFS RESTRUCTURING EXP	-	-	1,204		1,204
HDFS GOODWILL IMPAIRMENT	-	28,387	-		28,387
HDFS OPERATING INCOME	11,205	(90,506)	(31,544)		(110,845)
CORPORATE OPERATING EXP	7,770	6,312	5,288		19,370
TOTAL OPERATING INCOME	232,046	70,748	69,648		372,442
INVESTMENT INCOME	1,953	317	947		3,217
INTEREST EXPENSE (1)	10,260	1,538	1,312		13,110
INCOME BEFORE PROVISION FOR TAXES	223,739	69,527	69,283		362,549
PROVISION FOR INCOME TAXES	106,392	49,777	42,800		198,969
NET INCOME FROM CONTINUING OPS	117,347	19,750	26,483		163,580
NET INCOME (LOSS) FROM DISC OPS	-	-	-		0
EXTRAORDINARY ITEMS	-	-	-		0
NET INCOME	\$ 117,347	\$ 19,750	\$ 26,483	\$ -	\$ 163,580
BASIC EARNINGS PER COMMON SHARE:	\$0.51	\$0.08	\$0.11		\$0.70
DILUTED EARNINGS PER COMMON SHARE:	\$0.50	\$0.08	\$0.11		\$0.70
WEIGHTED AVE SHARES:					
Basic	232,263	232,616	232,677		232,527
Diluted	232,650	233,520	233,875		233,357
DIVIDENDS PAID	\$0.10	\$0.10	\$0.10		\$0.30
Domestic Revenue	\$ 916,392	\$ 749,979	\$ 681,094		\$ 2,347,465
International Revenue	374,256	403,666	440,181		1,218,103
Total	\$ 1,290,648	\$ 1,153,645	\$ 1,121,275	\$ -	\$ 3,565,568
Per above	\$ 1,290,648	\$ 1,153,645	\$ 1,121,275	\$ -	\$ 3,565,568

(1) Interest expense for the nine months ended September 27, 2009 includes \$8.0 million related to the Company's \$600.0 million senior unsecured notes (Notes) issued in February 2009. This interest expense represents a portion of the total interest incurred on the Notes during the first quarter and corresponds to the initial temporary investment of proceeds at corporate. Prior to the end of the first quarter, the full proceeds were transferred to HDFS and, as a result, the balance of interest expense on the Notes for the period has been included in financial services expense.

11/12/09

HARLEY-DAVIDSON, INC.

QUARTERLY INCOME STATEMENT

Unaudited

YEAR ENDED DECEMBER 31, 2008
(IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>TOTAL</u>
REVENUE - MOTORCYCLE & RELATED PRODUCTS					
H-D® motorcycles	\$ 1,017,218	\$ 1,187,146	\$ 1,050,969	\$ 1,022,908	\$ 4,278,241
Parts & Accessories (incl Buell)	181,942	265,665	259,033	152,108	858,748
General Merchandise	84,006	76,790	84,034	69,005	313,835
Buell® motorcycles	22,075	41,518	26,111	33,382	123,086
Defense and Other	1,072	1,450	2,687	15,188	20,397
	<u>1,306,313</u>	<u>1,572,569</u>	<u>1,422,834</u>	<u>1,292,591</u>	<u>5,594,307</u>
GROSS PROFIT	476,137	561,924	484,072	408,686	1,930,819
HDMC OPERATING EXP	214,533	245,841	250,046	254,009	964,429
HDMC OPERATING INCOME	261,604	316,083	234,026	154,677	966,390
HDFS OPERATING INCOME	34,907	37,147	35,633	(24,922)	82,765
CORPORATE OPERATING EXP	5,458	7,367	1,657	5,649	20,131
TOTAL OPERATING INCOME	291,053	345,863	268,002	124,106	1,029,024
INVESTMENT INCOME, NET	2,042	2,240	2,751	2,462	9,495
INTEREST EXPENSE	-	-	1,226	3,316	4,542
INCOME BEFORE PROVISION FOR TAXES	293,095	348,103	269,527	123,252	1,033,977
PROVISION FOR INCOME TAXES	105,514	125,316	102,986	45,443	379,259
NET INCOME FROM CONTINUING OPS	187,581	222,787	166,541	77,809	654,718
NET INCOME (LOSS) FROM DISC OPS	-	-	-	-	0
EXTRAORDINARY ITEMS	-	-	-	-	0
NET INCOME	\$ 187,581	\$ 222,787	\$ 166,541	\$ 77,809	\$ 654,718
BASIC EARNINGS PER COMMON SHARE:	\$0.79	\$0.95	\$0.71	\$0.34	\$2.80
DILUTED EARNINGS PER COMMON SHARE:	\$0.79	\$0.95	\$0.71	\$0.34	\$2.79
WEIGHTED AVE SHARES:					
Basic	237,078	235,067	233,081	231,786	234,225
Diluted	237,250	235,314	233,420	232,037	234,477
DIVIDENDS PAID	\$0.30	\$0.33	\$0.33	\$0.33	\$1.29
Domestic Revenue	\$ 864,586	\$ 1,023,108	\$ 997,258	\$ 968,290	\$ 3,853,242
International Revenue	441,727	549,461	425,576	324,301	1,741,065
Total	<u>\$ 1,306,313</u>	<u>\$ 1,572,569</u>	<u>\$ 1,422,834</u>	<u>\$ 1,292,591</u>	<u>\$ 5,594,307</u>
Per above	<u>\$ 1,306,313</u>	<u>\$ 1,572,569</u>	<u>\$ 1,422,834</u>	<u>\$ 1,292,591</u>	<u>\$ 5,594,307</u>

11/12/09

HARLEY-DAVIDSON, INC.

QUARTERLY INCOME STATEMENT

Unaudited

YEAR ENDED DECEMBER 31, 2007

(IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>TOTAL</u>
REVENUE - MOTORCYCLE & RELATED PRODUCTS					
H-D® motorcycles	\$ 891,518	\$ 1,254,163	\$ 1,182,628	\$ 1,118,328	\$ 4,446,637
Parts & Accessories (incl Buell)	188,235	263,373	251,499	165,190	868,297
General Merchandise	76,112	72,714	83,185	73,424	305,435
Buell® motorcycles	21,655	28,613	22,527	27,739	100,534
Defense and Other	1,355	1,355	1,562	1,673	5,945
	<u>1,178,875</u>	<u>1,620,218</u>	<u>1,541,401</u>	<u>1,386,354</u>	<u>5,726,848</u>
GROSS PROFIT	423,046	605,167	591,353	494,534	2,114,100
HDMC OPERATING EXP	187,632	218,812	233,068	243,945	883,457
HDMC OPERATING INCOME	235,414	386,355	358,285	250,589	1,230,643
HDFS OPERATING INCOME	58,937	65,209	49,469	38,554	212,169
CORPORATE OPERATING EXP	4,939	6,532	2,292	3,488	17,251
TOTAL OPERATING INCOME	289,412	445,032	405,462	285,655	1,425,561
INVESTMENT INCOME & OTHER, NET	8,744	5,335	5,353	2,826	22,258
INCOME BEFORE PROVISION FOR TAXES	298,156	450,367	410,815	288,481	1,447,819
PROVISION FOR INCOME TAXES	105,846	159,877	145,849	102,404	513,976
NET INCOME FROM CONTINUING OPS	192,310	290,490	264,966	186,077	933,843
NET INCOME (LOSS) FROM DISC OPS	-	-	-	-	0
EXTRAORDINARY ITEMS	-	-	-	-	0
NET INCOME	\$ 192,310	\$ 290,490	\$ 264,966	\$ 186,077	\$ 933,843
BASIC EARNINGS PER COMMON SHARE:	\$0.75	\$1.15	\$1.07	\$0.78	\$3.75
DILUTED EARNINGS PER COMMON SHARE:	\$0.74	\$1.14	\$1.07	\$0.78	\$3.74
WEIGHTED AVE SHARES:					
Basic	257,326	253,155	247,057	239,390	249,205
Diluted	258,158	254,017	247,614	239,845	249,882
DIVIDENDS PAID	\$0.21	\$0.25	\$0.30	\$0.30	\$1.06
Domestic Revenue	\$ 874,195	\$ 1,181,614	\$ 1,156,189	\$ 994,429	\$ 4,206,427
International Revenue	304,680	438,604	385,212	391,925	1,520,421
Total	<u>\$ 1,178,875</u>	<u>\$ 1,620,218</u>	<u>\$ 1,541,401</u>	<u>\$ 1,386,354</u>	<u>\$ 5,726,848</u>
Per above	<u>\$ 1,178,875</u>	<u>\$ 1,620,218</u>	<u>\$ 1,541,401</u>	<u>\$ 1,386,354</u>	<u>\$ 5,726,848</u>

HARLEY-DAVIDSON, INC.

QUARTERLY INCOME STATEMENT

Unaudited

YEAR ENDED DECEMBER 31, 2006

(IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>TOTAL</u>
REVENUE - MOTORCYCLE & RELATED PRODUCTS					
H-D® motorcycles	\$ 1,008,542	\$ 1,027,800	\$ 1,293,358	\$ 1,223,861	\$ 4,553,561
Parts & Accessories (incl Buell)	182,949	251,703	248,448	179,151	862,251
General Merchandise	68,551	67,071	71,251	70,617	277,490
Buell® motorcycles	24,056	29,347	21,423	27,401	102,227
Defense and Other	992	1,126	1,436	1,603	5,157
	<u>1,285,090</u>	<u>1,377,047</u>	<u>1,635,916</u>	<u>1,502,633</u>	<u>5,800,686</u>
GROSS PROFIT	493,214	516,326	652,255	571,052	2,232,847
HDMC OPERATING EXP	180,902	191,358	218,243	227,987	818,490
HDMC OPERATING INCOME	312,312	324,968	434,012	343,065	1,414,357
HDFS OPERATING INCOME	51,631	56,257	55,190	47,646	210,724
CORPORATE OPERATING EXP	4,757	6,751	5,215	5,838	22,561
TOTAL OPERATING INCOME	359,186	374,474	483,987	384,873	1,602,520
INVESTMENT INCOME & OTHER, NET	7,317	5,885	4,659	3,859	21,720
INCOME BEFORE PROVISION FOR TAXES	366,503	380,359	488,646	388,732	1,624,240
PROVISION FOR INCOME TAXES	131,940	136,929	175,912	136,306	581,087
NET INCOME FROM CONTINUING OPS	234,563	243,430	312,734	252,426	1,043,153
NET INCOME (LOSS) FROM DISC OPS	-	-	-	-	0
EXTRAORDINARY ITEMS	-	-	-	-	0
NET INCOME	\$ 234,563	\$ 243,430	\$ 312,734	\$ 252,426	\$ 1,043,153
BASIC EARNINGS PER COMMON SHARE:	\$0.86	\$0.91	\$1.20	\$0.98	\$3.94
DILUTED EARNINGS PER COMMON SHARE:	\$0.86	\$0.91	\$1.20	\$0.97	\$3.93
WEIGHTED AVE SHARES:					
Basic	272,966	267,487	260,270	258,138	264,453
Diluted	273,623	268,130	261,229	259,158	265,273
DIVIDENDS PAID	\$0.18	\$0.21	\$0.21	\$0.21	\$0.810
Domestic Revenue	\$ 1,007,009	\$ 1,051,503	\$ 1,366,753	\$ 1,204,630	\$ 4,629,895
International Revenue	278,081	325,544	269,163	298,003	1,170,791
Total	<u>\$ 1,285,090</u>	<u>\$ 1,377,047</u>	<u>\$ 1,635,916</u>	<u>\$ 1,502,633</u>	<u>\$ 5,800,686</u>
Per above	<u>\$ 1,285,090</u>	<u>\$ 1,377,047</u>	<u>\$ 1,635,916</u>	<u>\$ 1,502,633</u>	<u>\$ 5,800,686</u>

HARLEY-DAVIDSON, INC.

QUARTERLY INCOME STATEMENT

Unaudited

YEAR ENDED DECEMBER 31, 2005

(IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>TOTAL</u>
REVENUE - MOTORCYCLE & RELATED PRODUCTS					
H-D® motorcycles	\$ 978,951	\$ 1,006,105	\$ 1,110,173	\$ 1,088,286	\$ 4,183,515
Parts & Accessories (incl Buell)	176,904	237,754	231,161	169,859	815,678
General Merchandise	59,463	63,406	64,506	60,486	247,861
Buell® motorcycles	20,049	25,925	25,267	21,828	93,069
Defense and Other	97	74	44	1,876	2,091
	<u>1,235,464</u>	<u>1,333,264</u>	<u>1,431,151</u>	<u>1,342,335</u>	<u>5,342,214</u>
GROSS PROFIT	464,283	500,434	561,272	514,510	2,040,499
HDMC OPERATING EXP	165,426	181,084	194,270	199,854	740,634
HDMC OPERATING INCOME	298,857	319,350	367,002	314,656	1,299,865
HDFS OPERATING INCOME	53,559	51,021	47,575	39,465	191,620
CORPORATE OPERATING EXP	7,274	7,012	3,715	3,473	21,474
TOTAL OPERATING INCOME	345,142	363,359	410,862	350,648	1,470,011
INVESTMENT INCOME & OTHER, NET	7,129	4,689	(79)	6,009	17,748
INCOME BEFORE PROVISION FOR TAXES	352,271	368,048	410,783	356,657	1,487,759
PROVISION FOR INCOME TAXES	125,056	130,657	145,829	126,613	528,155
NET INCOME FROM CONTINUING OPS	227,215	237,391	264,954	230,044	959,604
NET INCOME (LOSS) FROM DISC OPS	-	-	-	-	0
EXTRAORDINARY ITEMS	-	-	-	-	0
NET INCOME	\$ 227,215	\$ 237,391	\$ 264,954	\$ 230,044	\$ 959,604
BASIC EARNINGS PER COMMON SHARE:	\$0.78	\$0.85	\$0.97	\$0.84	\$3.42
DILUTED EARNINGS PER COMMON SHARE:	\$0.77	\$0.84	\$0.96	\$0.84	\$3.41
WEIGHTED AVE SHARES:					
Basic	293,148	280,577	274,415	274,182	280,303
Diluted	294,161	281,181	275,824	274,837	281,035
DIVIDENDS PAID	\$0.125	\$0.16	\$0.16	\$0.18	\$0.625
Domestic Revenue	\$ 984,892	\$ 1,040,786	\$ 1,183,748	\$ 1,137,661	\$ 4,347,087
International Revenue	250,572	292,478	247,403	204,674	995,127
Total	<u>\$ 1,235,464</u>	<u>\$ 1,333,264</u>	<u>\$ 1,431,151</u>	<u>\$ 1,342,335</u>	<u>\$ 5,342,214</u>
Per above	\$ 1,235,464	\$ 1,333,264	\$ 1,431,151	\$ 1,342,335	\$ 5,342,214

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HARLEY-DAVIDSON, INC.

QUARTERLY INCOME STATEMENT

Unaudited

YEAR ENDED DECEMBER 31, 2004

(IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>TOTAL</u>
REVENUE - MOTORCYCLE & RELATED PRODUCTS					
H-D® motorcycles	\$ 918,806	\$ 1,020,263	\$ 996,552	\$ 992,611	\$ 3,928,232
Parts & Accessories (incl Buell)	169,188	230,146	224,381	157,906	781,621
General Merchandise	54,408	53,068	61,352	54,884	223,712
Buell® motorcycles	22,083	23,109	18,318	15,519	79,029
Defense and Other	1,216	1,222	81	77	2,596
	<u>1,165,701</u>	<u>1,327,808</u>	<u>1,300,684</u>	<u>1,220,997</u>	<u>5,015,190</u>
GROSS PROFIT	440,129	503,416	494,568	461,422	1,899,535
HDMC OPERATING EXP	173,031	168,333	187,980	180,672	710,016
HDMC OPERATING INCOME	267,098	335,083	306,588	280,750	1,189,519
HDFS OPERATING INCOME	50,313	49,007	50,074	39,206	188,600
CORPORATE OPERATING EXP	4,489	5,034	3,348	3,757	16,628
TOTAL OPERATING INCOME	312,922	379,056	353,314	316,199	1,361,491
INVESTMENT INCOME & OTHER, NET	4,257	4,264	1,699	7,775	17,995
INCOME BEFORE PROVISION FOR TAXES	317,179	383,320	355,013	323,974	1,379,486
PROVISION FOR INCOME TAXES	112,599	136,079	126,030	115,012	489,720
NET INCOME FROM CONTINUING OPS	204,580	247,241	228,983	208,962	889,766
NET INCOME (LOSS) FROM DISC OPS	-	-	-	-	0
EXTRAORDINARY ITEMS	-	-	-	-	0
NET INCOME	\$ 204,580	\$ 247,241	\$ 228,983	\$ 208,962	\$ 889,766
BASIC EARNINGS PER COMMON SHARE:	\$0.69	\$0.84	\$0.78	\$0.71	\$3.02
DILUTED EARNINGS PER COMMON SHARE:	\$0.68	\$0.83	\$0.77	\$0.71	\$3.00
WEIGHTED AVE SHARES:					
Basic	297,832	294,304	294,031	294,014	295,045
Diluted	299,932	296,396	295,824	295,406	296,890
DIVIDENDS PAID	\$0.08	\$0.10	\$0.10	\$0.125	\$0.405
Domestic Revenue	\$ 935,671	\$ 1,062,884	\$ 1,080,913	\$ 1,018,414	\$ 4,097,882
International Revenue	230,030	264,924	219,771	202,583	917,308
Total	<u>\$ 1,165,701</u>	<u>\$ 1,327,808</u>	<u>\$ 1,300,684</u>	<u>\$ 1,220,997</u>	<u>\$ 5,015,190</u>
Per above	<u>\$ 1,165,701</u>	<u>\$ 1,327,808</u>	<u>\$ 1,300,684</u>	<u>\$ 1,220,997</u>	<u>\$ 5,015,190</u>

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HARLEY-DAVIDSON, INC.

QUARTERLY INCOME STATEMENT

Unaudited

YEAR ENDED DECEMBER 31, 2003

(IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>TOTAL</u>
REVENUE - MOTORCYCLE & RELATED PRODUCTS					
H-D® motorcycles	\$ 876,507	\$ 955,425	\$ 844,264	\$ 945,292	\$ 3,621,488
Parts & Accessories (incl Buell)	159,844	204,199	207,766	141,020	712,829
General Merchandise	56,475	43,663	60,520	50,730	211,388
Buell® motorcycles	20,498	15,016	20,471	20,079	76,064
Defense and Other	367	569	620	949	2,505
	<u>1,113,691</u>	<u>1,218,872</u>	<u>1,133,641</u>	<u>1,158,070</u>	<u>4,624,274</u>
GROSS PROFIT	403,032	443,218	403,290	416,026	1,665,566
HDMC OPERATING EXP	163,407	176,465	161,317	167,488	668,677
CORPORATE OPERATING EXP	4,473	4,183	3,367	3,475	15,498
HDFS OPERATING INCOME	43,357	44,466	46,213	33,837	167,873
H-D, INC. OPERATING INCOME	278,509	307,036	284,819	278,900	1,149,264
OTHER	(216)	(4,659)	(275)	(1,167)	(6,317)
EBIT	278,293	302,377	284,544	277,733	1,142,947
INTEREST	5,957	6,388	5,640	5,103	23,088
PRETAX INCOME	284,250	308,765	290,184	282,836	1,166,035
NET INCOME FROM CONTINUING OPS	186,184	202,242	190,072	182,430	760,928
NET INCOME (LOSS) FROM DISC OPS	-	-	-	-	0
EXTRAORDINARY ITEMS	-	-	-	-	0
NET INCOME	\$ 186,184	\$ 202,242	\$ 190,072	\$ 182,430	\$ 760,928
BASIC EARNINGS PER COMMON SHARE:	\$0.62	\$0.67	\$0.63	\$0.60	\$2.52
DILUTED EARNINGS PER COMMON SHARE:	\$0.61	\$0.66	\$0.62	\$0.60	\$2.50
WEIGHTED AVE SHARES:					
Basic	302,364	302,164	302,313	302,244	302,271
Diluted	304,560	304,339	304,580	304,404	304,470
DIVIDENDS PAID	\$0.035	\$0.040	\$0.040	\$0.080	\$0.195
Domestic Revenue	\$ 915,433	\$ 1,004,097	\$ 932,668	\$ 962,453	\$ 3,814,651
International Revenue	198,258	214,775	200,973	195,617	809,623
Total	<u>\$ 1,113,691</u>	<u>\$ 1,218,872</u>	<u>\$ 1,133,641</u>	<u>\$ 1,158,070</u>	<u>\$ 4,624,274</u>
Per above	<u>\$ 1,113,691</u>	<u>\$ 1,218,872</u>	<u>\$ 1,133,641</u>	<u>\$ 1,158,070</u>	<u>\$ 4,624,274</u>

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HARLEY-DAVIDSON, INC.

QUARTERLY INCOME STATEMENT

Unaudited

YEAR ENDED DECEMBER 31, 2002

(IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>TOTAL</u>
REVENUE - MOTORCYCLE & RELATED PRODUCTS					
H-D® motorcycles	\$ 747,743	\$ 760,107	\$ 832,726	\$ 820,287	\$ 3,160,863
Parts & Accessories (incl Buell)	131,143	168,846	199,284	129,929	629,202
General Merchandise	42,269	51,309	83,137	54,788	231,503
Buell® motorcycles	6,492	19,966	19,151	21,523	67,132
Defense and Other	198	866	1,201	5	2,270
	927,845	1,001,094	1,135,499	1,026,532	4,090,970
GROSS PROFIT	315,277	335,088	396,850	370,626	1,417,841
HDMC OPERATING EXP	142,150	152,167	174,635	157,768	626,720
CORPORATE OPERATING EXP	3,555	3,644	2,420	3,027	12,646
HDFS OPERATING INCOME	12,151	37,040	29,679	25,357	104,227
H-D, INC. OPERATING INCOME	181,723	216,317	249,474	235,188	882,702
OTHER	(765)	(366)	(2,433)	(9,852)	(13,416)
EBIT	180,958	215,951	247,041	225,336	869,286
INTEREST	2,246	4,415	4,894	4,986	16,541
PRETAX INCOME	183,204	220,366	251,935	230,322	885,827
NET INCOME FROM CONTINUING OPS	119,998	144,341	165,017	150,861	580,217
NET INCOME (LOSS) FROM DISC OPS	-	-	-	-	0
EXTRAORDINARY ITEMS	-	-	-	-	0
NET INCOME	\$ 119,998	\$ 144,341	\$ 165,017	\$ 150,861	\$ 580,217
BASIC EARNINGS PER COMMON SHARE:	\$0.40	\$0.48	\$0.55	\$0.50	\$1.93
DILUTED EARNINGS PER COMMON SHARE:	\$0.39	\$0.47	\$0.54	\$0.49	\$1.89
WEIGHTED AVE SHARES:					
Basic	302,475	302,209	302,109	302,395	302,297
Diluted	305,618	305,194	304,783	305,037	305,158
DIVIDENDS PAID	\$0.030	\$0.035	\$0.035	\$0.035	\$0.135
Domestic Revenue	\$ 772,200	\$ 833,250	\$ 955,008	\$ 861,745	\$ 3,422,203
International Revenue	155,645	167,844	180,491	164,787	668,767
Total	\$ 927,845	\$ 1,001,094	\$ 1,135,499	\$ 1,026,532	\$ 4,090,970
Per above	\$ 927,845	\$ 1,001,094	\$ 1,135,499	\$ 1,026,532	\$ 4,090,970

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HARLEY-DAVIDSON, INC.
QUARTERLY INCOME STATEMENT

Unaudited

YEAR ENDED DECEMBER 31, 2001

(IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>TOTAL</u>
REVENUE - MOTORCYCLE & RELATED PRODUCTS					
H-D® motorcycles	\$ 613,795	\$ 674,699	\$ 648,637	\$ 734,183	\$ 2,671,314
Parts & Accessories (incl Buell)	108,881	138,647	150,641	111,454	509,623
General Merchandise	39,171	33,162	44,102	47,474	163,909
Buell® motorcycles	15,007	15,736	18,256	12,674	61,673
Defense and Other	87	65	13	102	267
	<hr/> 776,941	<hr/> 862,309	<hr/> 861,649	<hr/> 905,887	<hr/> 3,406,786
GROSS PROFIT	253,897	288,695	297,496	312,883	1,152,971
HDMC OPERATING EXP	118,342	134,698	142,165	144,455	539,660
CORPORATE OPERATING EXP	2,802	3,974	2,363	2,944	12,083
HDFS OPERATING INCOME	4,979	23,086	16,238	16,970	61,273
H-D, INC. OPERATING INCOME	137,732	173,109	169,206	182,454	662,501
OTHER	(920)	(17)	(1,825)	(3,762)	(6,524)
EBIT	136,812	173,092	167,381	178,692	655,977
INTEREST	4,799	4,794	4,499	3,386	17,478
PRETAX INCOME	141,611	177,886	171,880	182,078	673,455
NET INCOME FROM CONTINUING OPS	92,048	115,627	111,721	118,350	437,746
NET INCOME (LOSS) FROM DISC OPS	-	-	-	-	-
EXTRAORDINARY ITEMS	-	-	-	-	-
NET INCOME	\$ 92,048	\$ 115,627	\$ 111,721	\$ 118,350	\$ 437,746
BASIC EARNINGS PER COMMON SHARE:	\$0.30	\$0.38	\$0.37	\$0.39	\$1.45
DILUTED EARNINGS PER COMMON SHARE:	\$0.30	\$0.38	\$0.36	\$0.39	\$1.43
WEIGHTED AVE SHARES:					
Basic	301,922	302,621	303,108	302,343	302,506
Diluted	306,063	306,569	306,818	305,512	306,248
DIVIDENDS PAID	\$0.025	\$0.030	\$0.030	\$0.030	\$0.115
Domestic Revenue	\$ 601,538	\$ 699,342	\$ 700,923	\$ 770,317	\$ 2,772,120
International Revenue	165,739	151,602	149,869	124,084	588,294
Total	<hr/> \$ 767,277	<hr/> \$ 850,944	<hr/> \$ 850,792	<hr/> \$ 894,401	<hr/> \$ 3,360,414
Per above	<hr/> \$ 776,941	<hr/> \$ 862,309	<hr/> \$ 861,649	<hr/> \$ 905,887	<hr/> \$ 3,406,786

Notes:

Per FASB's Emerging Issues Task Force on "Accounting for Shipping and Handling Fees and Costs" and "Accounting for Certain Sales Incentives", certain 2000 & 2001 year balances have been reclassified.

Eaglemark became Harley-Davidson Financial Services (HDFS) in 1999

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HARLEY-DAVIDSON, INC.

QUARTERLY INCOME STATEMENT

Unaudited

YEAR ENDED DECEMBER 31, 2000

(IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>TOTAL</u>
REVENUE - MOTORCYCLE & RELATED PRODUCTS					
H-D® motorcycles	\$ 543,271	\$ 585,802	\$ 536,065	\$ 615,791	\$ 2,280,929
Parts & Accessories (incl Buell)	95,026	121,857	133,994	99,424	450,301
General Merchandise	33,492	36,071	41,214	40,660	151,437
Buell® motorcycles	16,762	20,188	10,442	10,661	58,053
Defense and Other	740	668	927	291	2,626
	689,291	764,586	722,642	766,827	2,943,346
GROSS PROFIT	223,966	251,086	232,560	256,162	963,774
HDMC OPERATING EXP	111,326	123,857	116,122	124,984	476,289
CORPORATE OPERATING EXP	3,005	2,259	2,018	2,409	9,691
HDFS OPERATING INCOME	3,332	11,282	9,609	12,955	37,178
H-D, INC. OPERATING INCOME	112,967	136,252	124,029	141,724	514,972
OTHER	18,590	189	(612)	(2,166)	16,001
EBIT	131,557	136,440	123,417	139,559	530,973
INTEREST	2,872	3,424	5,323	5,964	17,583
PRETAX INCOME	134,429	139,864	128,740	145,523	548,556
NET INCOME FROM CONTINUING OPS	80,227	90,587	83,038	93,861	347,713
NET INCOME (LOSS) FROM DISC OPS	-	-	-	-	-
EXTRAORDINARY ITEMS	-	-	-	-	-
NET INCOME	\$ 80,227	\$ 90,587	\$ 83,038	\$ 93,861	\$ 347,713
BASIC EARNINGS PER COMMON SHARE:	\$0.26	\$0.30	\$0.27	\$0.31	\$1.15
DILUTED EARNINGS PER COMMON SHARE:	\$0.26	\$0.29	\$0.27	\$0.31	\$1.13
WEIGHTED AVE SHARES:					
Basic	302,898	303,337	302,674	302,560	302,691
Diluted	307,712	308,104	307,612	307,158	307,470
DIVIDENDS PAID	\$0.023	\$0.025	\$0.025	\$0.025	\$0.098
Domestic Revenue	\$ 520,435	\$ 611,265	\$ 568,991	626,119	\$ 2,326,810
International Revenue	160,678	143,708	145,128	130,041	579,555
Total	\$ 681,113	\$ 754,973	\$ 714,119	756,160	\$ 2,906,365
Per above	\$ 689,291	\$ 764,586	\$ 722,642	766,827	\$ 2,943,346

Notes:

Per FASB's Emerging Issues Task Force on "Accounting for Shipping and Handling Fees and Costs" and "Accounting for Certain Sales Incentives", certain 2000 & 2001 year balances have been reclassified.

Eaglemark became Harley-Davidson Financial Services (HDFS) in 1999

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HARLEY-DAVIDSON, INC.

QUARTERLY INCOME STATEMENT

Unaudited

YEAR ENDED DECEMBER 31, 1999

(IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>TOTAL</u>
REVENUE - MOTORCYCLE & RELATED PRODUCTS					
H-D® motorcycles	\$ 436,524	\$ 468,559	\$ 455,650	\$ 530,199	\$ 1,890,932
Parts & Accessories (incl Buell)	75,035	99,714	109,604	78,245	362,598
General Merchandise	29,451	27,255	40,919	35,080	132,705
Buell® motorcycles	16,047	12,518	16,749	18,160	63,474
Defense and Other	1,510	670	271	779	3,230
	<u>558,567</u>	<u>608,716</u>	<u>623,193</u>	<u>662,463</u>	<u>2,452,939</u>
GROSS PROFIT	189,134	212,994	204,658	228,900	835,686
HDMC OPERATING EXP	97,657	112,854	108,751	118,823	438,085
CORPORATE OPERATING EXP	2,802	2,624	2,024	1,977	9,427
EAGLEMARK/HDFS OPERATING INCOME	2,642	9,118	7,514	8,411	27,685
H-D, INC. OPERATING INCOME	91,317	106,634	101,397	116,511	415,859
OTHER	178	(641)	(556)	(2,062)	(3,081)
EBIT	91,495	105,993	100,841	114,449	412,778
INTEREST	1,489	1,992	2,090	2,443	8,014
PRETAX INCOME	92,984	107,985	102,931	116,892	420,792
NET INCOME FROM CONTINUING OPS	59,044	68,570	65,362	74,224	267,200
EXTRAORDINARY ITEMS	-	-	-	-	-
NET INCOME BEFORE DISC OPS	59,044	68,570	65,362	74,224	267,200
NET INCOME (LOSS) FROM DISC OPS	-	-	-	-	-
NET INCOME	\$ 59,044	\$ 68,570	\$ 65,362	\$ 74,224	\$ 267,200
BASIC EARNINGS PER COMMON SHARE:	\$0.19	\$0.22	\$0.21	\$0.25	\$0.88
DILUTED EARNINGS PER COMMON SHARE:	\$0.19	\$0.22	\$0.21	\$0.24	\$0.86
WEIGHTED AVE SHARES:					
Basic	306,092	306,162	304,392	302,528	304,748
Diluted	311,372	311,212	309,208	307,244	309,714
DIVIDENDS PAID	\$0.040	\$0.045	\$0.045	\$0.045	\$0.175
Domestic Revenue	\$ 423,673	\$ 490,657	\$ 483,956	\$ 521,203	\$ 1,919,489
International Revenue	134,894	118,059	139,237	141,260	533,450
Total	<u>\$ 558,567</u>	<u>\$ 608,716</u>	<u>\$ 623,193</u>	<u>\$ 662,463</u>	<u>\$ 2,452,939</u>
Per above	<u>\$ 558,567</u>	<u>\$ 608,716</u>	<u>\$ 623,193</u>	<u>\$ 662,463</u>	<u>\$ 2,452,939</u>

Note: Eaglemark became Harley-Davidson Financial Services (HDFS) in 1999

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HARLEY-DAVIDSON, INC.
QUARTERLY INCOME STATEMENT

Unaudited

YEAR ENDED DECEMBER 31, 1998
(IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>TOTAL</u>
REVENUE - MOTORCYCLE & RELATED PRODUCTS					
H-D® motorcycles	\$ 361,328	\$ 400,890	\$ 383,336	\$ 449,861	\$ 1,595,415
Parts & Accessories (incl Buell)	63,283	79,321	90,222	64,314	297,140
General Merchandise	29,206	22,485	33,473	29,320	114,484
Buell® motorcycles	12,279	13,380	9,234	18,634	53,527
Defense and Other	431	1,088	933	938	3,390
	<u>466,527</u>	<u>517,164</u>	<u>517,198</u>	<u>563,067</u>	<u>2,063,956</u>
GROSS PROFIT	149,875	177,528	171,139	192,128	690,670
HDMC OPERATING EXP	78,824	94,282	91,269	101,847	366,222
CORPORATE OPERATING EXP	2,829	2,362	3,330	2,522	11,043
EAGLEMARK/HDFS OPERATING INCOME	2,585	6,355	3,599	7,672	4,867
H-D, INC. OPERATING INCOME	70,807	87,239	80,139	95,431	333,616
OTHER	(1,189)	(607)	1,287	(706)	(1,215)
EBIT	69,618	86,632	81,426	94,725	332,401
INTEREST	774	612	1,056	1,386	3,828
PRETAX INCOME	70,392	87,244	82,482	96,111	336,229
NET INCOME FROM CONTINUING OPS	44,698	55,401	52,372	61,028	213,500
EXTRAORDINARY ITEMS	-	-	-	-	-
NET INCOME BEFORE DISC OPS	44,698	55,401	52,372	61,028	213,500
NET INCOME (LOSS) FROM DISC OPS	-	-	-	-	-
NET INCOME	\$ 44,698	\$ 55,401	\$ 52,372	\$ 61,028	\$ 213,500
BASIC EARNINGS PER COMMON SHARE:	\$0.15	\$0.18	\$0.17	\$0.20	\$0.70
DILUTED EARNINGS PER COMMON SHARE:	\$0.14	\$0.18	\$0.17	\$0.20	\$0.69
WEIGHTED AVE SHARES:					
Basic	303,668	303,860	304,868	305,350	304,454
Diluted	308,402	309,090	309,806	310,102	309,406
DIVIDENDS PAID	\$0.035	\$0.040	\$0.040	\$0.040	\$0.155
Domestic Revenue	\$ 336,382	\$ 402,760	\$ 404,598	\$ 422,819	\$ 1,566,559
International Revenue	130,145	114,404	112,600	140,248	497,397
Total	<u>\$ 466,527</u>	<u>\$ 517,164</u>	<u>\$ 517,198</u>	<u>\$ 563,067</u>	<u>\$ 2,063,956</u>
Per above	<u>\$ 466,527</u>	<u>\$ 517,164</u>	<u>\$ 517,198</u>	<u>\$ 563,067</u>	<u>\$ 2,063,956</u>

Note: *Eaglemark became Harley-Davidson Financial Services (HDFS) in 1999*

11/12/09

HARLEY-DAVIDSON, INC.

QUARTERLY INCOME STATEMENT

Unaudited

YEAR ENDED DECEMBER 31, 1997

(IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>TOTAL</u>
REVENUE - MOTORCYCLE & RELATED PRODUCTS					
H-D® motorcycles	\$ 337,489	\$ 351,328	\$ 331,945	\$ 362,047	\$ 1,382,809
Parts & Accessories	54,438	63,013	74,143	50,346	241,940
General Merchandise	24,447	19,359	28,708	22,541	95,055
Buell® motorcycles	9,594	9,551	9,333	11,827	40,305
Defense and Other	1,127	834	93	405	2,460
	427,095	444,085	444,222	447,166	1,762,569
GROSS PROFIT	138,214	150,319	145,178	152,506	586,217
HDMC OPERATING EXP	75,198	77,854	82,428	85,252	320,731
CORPORATE OPERATING EXP	2,587	2,021	1,497	1,733	7,838
EAGLEMARK/HDFS OPERATING INCOME	2,219	3,346	3,002	3,788	12,355
H-D, INC. OPERATING INCOME	62,648	73,790	64,255	69,309	270,003
OTHER	(185)	2,188	(1,404)	(2,171)	(1,572)
EBIT	62,463	75,978	62,851	67,138	268,431
INTEREST	1,574	2,092	2,386	1,819	7,871
PRETAX INCOME	64,037	78,070	65,237	68,957	276,302
NET INCOME FROM CONTINUING OPS	40,342	49,184	41,099	43,444	174,070
EXTRAORDINARY ITEMS	-	-	-	-	-
NET INCOME BEFORE DISC OPS	40,342	49,184	41,099	43,444	174,070
NET INCOME (LOSS) FROM DISC OPS	-	-	-	-	-
NET INCOME	\$ 40,342	\$ 49,184	\$ 41,099	\$ 43,444	\$ 174,070
BASIC EARNINGS PER COMMON SHARE:	\$0.13	\$0.16	\$0.14	\$0.14	\$0.57
DILUTED EARNINGS PER COMMON SHARE:	\$0.13	\$0.16	\$0.13	\$0.14	\$0.57
WEIGHTED AVE SHARES:					
Basic	302,514	302,812	303,584	304,300	303,300
Diluted	306,660	307,206	308,356	308,962	307,896
DIVIDENDS PAID	\$0.03	\$0.035	\$0.035	\$0.035	\$0.135

Note: Eaglemark became Harley-Davidson Financial Services (HDFS) in 1999

11/12/09

HARLEY-DAVIDSON, INC.

QUARTERLY INCOME STATEMENT

RESTATED FOR HOLIDAY RAMBLER AS DISCONTINUED OPERATIONS

Unaudited

YEAR ENDED DECEMBER 31, 1996

(IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>TOTAL</u>
REVENUE - MOTORCYCLE & RELATED PRODUCTS					
H-D® motorcycles	\$ 297,013	\$ 305,127	\$ 285,865	\$ 311,158	\$ 1,199,163
Parts & Accessories	47,153	59,326	61,916	41,834	210,229
General Merchandise	20,909	18,519	28,613	22,672	90,713
Buell® motorcycles	4,595	8,080	7,367	4,338	24,380
Defense and Other	1,381	1,752	2,082	1,527	6,742
	371,051	392,804	385,843	381,529	1,531,227
GROSS PROFIT	115,777	124,861	120,468	128,988	490,094
HDMC OPERATING EXP	61,007	61,717	69,615	69,662	262,001
CORPORATE OPERATING EXP	2,477	2,025	1,675	1,271	7,448
EAGLEMARK/HDFS OPERATING INCOME	1,732	1,990	1,277	2,802	7,801
H-D, INC. OPERATING INCOME	54,025	63,109	50,455	60,857	228,446
OTHER	(1,249)	(532)	980	(3,332)	(4,133)
EBIT	52,776	62,577	51,435	57,525	224,313
INTEREST	(405)	835	1,251	1,628	3,309
PRETAX INCOME	52,371	63,412	52,686	59,153	227,622
NET INCOME FROM CONTINUING OPS	32,994	39,948	33,204	37,263	143,409
EXTRAORDINARY ITEMS	-	-	-	-	-
NET INCOME BEFORE DISC OPS	32,994	39,948	33,204	37,263	143,409
NET INCOME (LOSS) FROM DISC OPS	-	-	-	22,619	22,619
NET INCOME	\$ 32,994	\$ 39,948	\$ 33,204	\$ 59,882	\$ 166,028
 BASIC EARNINGS PER COMMON SHARE:					
Income from continuing operations	\$0.11	\$0.13	\$0.11	\$0.12	\$0.48
Income from discontinued operations	0.00	0.00	0.00	0.07	0.08
Net income	\$0.11	\$0.13	\$0.11	\$0.20	\$0.55
 DILUTED EARNINGS PER COMMON SHARE:					
Income from continuing operations	\$0.11	\$0.13	\$0.11	\$0.12	\$0.47
Income from discontinued operations	0.00	0.00	0.00	0.07	0.07
Net income	\$0.11	\$0.13	\$0.11	\$0.20	\$0.54
 WEIGHTED AVE SHARES:					
Basic	300,048	301,496	301,820	302,092	301,366
Diluted	304,534	306,442	306,398	306,736	305,850
 DIVIDENDS PAID	\$0.025	\$0.025	\$0.03	\$0.03	\$0.11

Note: Eaglemark became Harley-Davidson Financial Services (HDFS) in 1999

11/12/09

HARLEY-DAVIDSON, INC.

QUARTERLY INCOME STATEMENT

RESTATED FOR HOLIDAY RAMBLER AS DISCONTINUED OPERATIONS

Unaudited

YEAR ENDED DECEMBER 31, 1995

(IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>TOTAL</u>
REVENUE - MOTORCYCLE & RELATED PRODUCTS					
H-D® motorcycles	\$ 224,862	\$ 274,837	\$ 247,348	\$ 291,288	\$ 1,038,335
Parts & Accessories	38,285	55,526	51,437	46,845	192,093
General Merchandise	27,181	19,584	24,440	29,043	100,248
Buell® motorcycles	3,634	4,061	2,543	3,916	14,154
Defense and Other	924	1,623	1,328	1,761	5,636
	294,886	355,631	327,096	372,853	1,350,466
GROSS PROFIT	90,391	109,741	96,779	114,488	411,399
HDMC OPERATING EXP	49,918	56,008	58,357	62,640	226,923
CORPORATE OPERATING EXP	1,867	1,331	2,211	1,891	7,300
EAGLEMARK/HDFS OPERATING INCOME	651	1,001	771	1,197	3,620
H-D, INC. OPERATING INCOME	39,257	53,403	36,982	51,154	180,796
OTHER	(1,963)	(868)	19	(2,091)	(4,903)
EBIT	37,294	52,535	37,001	49,063	175,893
INTEREST	339	(281)	858	(820)	96
PRETAX INCOME	37,633	52,254	37,859	48,243	175,989
NET INCOME FROM CONTINUING OPS	23,815	33,193	23,443	30,599	111,050
EXTRAORDINARY ITEMS	-	-	-	-	-
NET INCOME BEFORE DISC OPS	23,815	33,193	23,443	30,599	111,050
NET INCOME (LOSS) FROM DISC OPS	(184)	188	247	1,179	1,430
NET INCOME	\$ 23,631	\$ 33,381	\$ 23,690	\$ 31,778	\$ 112,480
BASIC EARNINGS PER COMMON SHARE:	\$0.08	\$0.11	\$0.08	\$0.10	\$0.37
DILUTED EARNINGS PER COMMON SHARE:	\$0.08	\$0.11	\$0.08	\$0.10	\$0.37
WEIGHTED AVE SHARES:					
Basic	303,636	298,596	298,696	298,968	299,944
Diluted	307,556	302,090	302,688	302,712	303,800
DIVIDENDS PAID	\$0.02	\$0.02	\$0.025	\$0.025	\$0.09

Note: Eaglemark became Harley-Davidson Financial Services (HDFS) in 1999

11/12/09

HARLEY-DAVIDSON, INC.

QUARTERLY INCOME STATEMENT

RESTATED FOR HOLIDAY RAMBLER AS DISCONTINUED OPERATIONS

Unaudited

YEAR ENDED DECEMBER 31, 1994

(IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>TOTAL</u>
REVENUE - MOTORCYCLE & RELATED PRODUCTS					
H-D® motorcycles	\$ 207,228	\$ 231,128	\$ 209,816	\$ 242,406	\$ 890,578
Parts & Accessories	29,740	47,370	48,302	36,516	161,928
General Merchandise	19,813	16,979	30,052	27,539	94,383
Buell® motorcycles	0	380	1,832	3,579	5,791
Defense and Other	1,826	985	1,926	1,470	6,207
	258,607	296,842	291,928	311,510	1,158,887
GROSS PROFIT	76,773	93,611	90,332	97,623	358,339
HDMC OPERATING EXP	41,789	46,477	52,500	54,063	194,829
CORPORATE OPERATING EXP	2,086	3,217	2,128	2,517	9,948
EAGLEMARK/HDFS OPERATING INCOME	-	-	-	-	-
H-D, INC. OPERATING INCOME	32,898	43,917	35,704	41,043	153,562
OTHER	1,286	636	(215)	(511)	1,196
EBIT	34,184	44,553	35,489	40,532	154,758
INTEREST	22	490	625	545	1,682
PRETAX INCOME	34,206	45,043	36,114	41,077	156,440
NET INCOME FROM CONTINUING OPS	21,037	27,501	22,411	25,272	96,221
EXTRAORDINARY ITEMS	-	-	-	-	-
NET INCOME BEFORE DISC OPS	21,037	27,501	22,411	25,272	96,221
NET INCOME (LOSS) FROM DISC OPS	(33)	7,145	1,134	(195)	8,051
NET INCOME	\$ 21,004	\$ 34,646	\$ 23,545	\$ 25,077	\$ 104,272
 BASIC EARNINGS PER COMMON SHARE:					
Income from continuing operations	\$0.07	\$0.09	\$0.07	\$0.08	\$0.32
Income from discontinued operations	(0.00)	0.02	0.00	(0.00)	0.03
Net income	\$0.07	\$0.12	\$0.08	\$0.08	\$0.35
 DILUTED EARNINGS PER COMMON SHARE:					
Income from continuing operations	\$0.07	\$0.09	\$0.07	\$0.08	\$0.31
Income from discontinued operations	(0.00)	0.02	0.00	(0.00)	0.03
Net income	\$0.07	\$0.11	\$0.08	\$0.08	\$0.34
 WEIGHTED AVE SHARES:					
Basic	300,392	300,784	301,084	301,216	300,880
Diluted	306,364	306,786	307,174	307,242	306,730
 DIVIDENDS PAID	\$0.015	\$0.015	\$0.02	\$0.02	\$0.07

Notes:

2nd quarter results for discontinued ops includes a one-time benefit of \$4.6 million related to reorganization

Eaglemark became Harley-Davidson Financial Services (HDFS) in 1999

HARLEY-DAVIDSON, INC.
Comparative Consolidated Balance sheets

Unaudited
December 31,
(In Thousands)

ASSETS	2008	2007	2006	2005	2004	2003	2002	2001	2000	1999	1998	1997	1996	1995	1994	1993	1992	1991	1990	1989	1988	1987	1986
Current assets:																							
Cash and cash equivalents	\$593,558	\$402,854	\$238,397	\$140,975	\$275,159	\$329,329	\$192,458	\$287,363	\$419,736	\$183,415	\$165,170	\$147,462	\$142,479	\$31,462	\$57,884	\$74,139	\$40,478	\$28,295	\$13,072	\$36,403	\$51,305	\$63,383	\$27,854
Marketable securities	-	2,475	653,133	905,197	1,336,909	993,331	603,270	348,086	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Accounts receivable, net	296,258	181,217	143,049	122,087	121,333	112,406	108,694	118,843	98,311	101,708	113,417	102,797	141,315	128,955	116,261	74,540	79,322	62,740	43,601	34,124	24,247	15,626	36,462
Finance receivables, net (1986-2003)	-	-	-	-	-	1,001,990	855,771	656,421	530,859	440,951	360,341	293,329	183,808	-	-	-	-	-	-	-	-	-	-
Finance receivables held for sale (2004-2008)	2,443,965	781,280	547,106	299,373	456,516	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Finance receivables held for investment, net (2004-2008)	1,378,461	1,575,283	1,554,260	1,342,393	1,167,522	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Inventories	400,908	349,697	287,798	221,418	226,893	207,726	218,156	181,115	191,931	168,616	155,616	117,475	101,386	84,427	89,880	76,743	46,644	43,712	59,936	46,019	40,699	26,987	78,548
Deferred income taxes	123,327	103,278	73,389	61,285	60,517	51,156	41,430	38,993	28,280	29,434	29,076	24,941	25,999	19,805	14,347	13,484	19,770	14,940	12,346	8,388	7,304	7,112	-
Prepaid expenses	141,404	71,230	48,501	52,509	38,337	33,189	46,807	34,443	28,147	24,870	21,343	18,017	18,142	10,786	8,499	8,980	9,063	7,983	5,787	5,151	4,035	2,449	5,812
Net assets from discontinued op's	-	-	-	-	-	-	-	-	-	-	-	-	-	56,548	57,256	35,267	28,340	41,511	31,692	14,494	17,486	14,784	-
Total current assets	5,377,881	3,467,314	3,550,633	3,145,237	3,683,186	2,729,127	2,066,586	1,665,264	1,297,264	948,994	844,963	704,021	613,129	331,983	344,127	283,153	223,617	199,181	166,434	144,579	145,076	130,341	148,676
Finance receivables, net	817,102	845,044	725,957	600,831	488,262	735,859	589,809	379,335	234,091	354,888	319,427	249,346	154,264	213,444	-	-	-	-	-	-	-	-	-
Property, plant and equip, net	1,094,487	1,060,590	1,024,469	1,011,612	1,024,665	1,046,310	1,032,596	891,820	754,115	681,741	627,759	528,869	409,434	284,775	214,038	158,804	134,440	115,449	85,992	63,067	53,102	45,659	96,815
Deferred income taxes	288,240	54,376	42,986	-	-	-	-	-	-	-	3,001	4,691	22,415	19,054	11,676	-	-	-	-	-	-	-	-
Goodwill	138,579	61,401	58,800	56,563	59,456	53,678	49,930	49,711	54,331	55,408	51,197	38,707	40,900	43,256	-	-	-	-	-	-	-	-	77,562
Other assets (incl. Prepaid pension costs)	112,336	167,881	129,305	440,966	227,724	358,114	122,296	132,365	96,603	71,046	76,863	74,957	77,567	49,789	45,814	30,220	15,768	11,788	9,235	6,304	4,830	4,115	5,446
Net assets from discontinued op's	-	-	-	-	-	-	-	-	-	-	-	-	-	55,008	53,630	44,105	101,201	96,912	102,158	88,541	51,984	26,826	-
	<u>\$7,828,625</u>	<u>\$5,656,606</u>	<u>\$5,532,150</u>	<u>\$5,255,209</u>	<u>\$5,483,293</u>	<u>\$4,923,088</u>	<u>\$3,861,217</u>	<u>\$3,118,495</u>	<u>\$2,436,404</u>	<u>\$2,112,077</u>	<u>\$1,920,209</u>	<u>\$1,598,901</u>	<u>\$1,299,985</u>	<u>\$1,000,670</u>	<u>\$676,663</u>	<u>\$527,958</u>	<u>\$475,026</u>	<u>\$423,330</u>	<u>\$363,819</u>	<u>\$302,491</u>	<u>\$254,992</u>	<u>\$206,941</u>	<u>\$328,499</u>
LIABILITIES AND SHAREHOLDERS' EQUITY																							
Current liabilities:																							
Notes payable	-	-	-	-	-	-	-	-	-	-	-	-	-	\$2,691	\$1,431	\$4,190	\$912	\$29,062	\$14,534	\$6,790	\$1,998	\$1,615	\$18,090
Accounts payable	323,736	300,188	283,477	270,614	244,202	223,902	226,977	194,683	169,844	137,660	122,722	106,112	100,699	102,563	48,828	45,756	51,244	44,333	41,857	34,324	26,601	22,650	29,587
Accrued & other liabilities	541,372	484,936	479,709	397,525	433,053	407,566	380,496	304,376	238,390	199,331	199,051	164,938	142,334	127,956	104,510	90,211	75,229	61,574	59,891	52,152	41,573	41,854	62,447
Current portion of finance debt	1,738,649	1,119,955	832,491	204,973	495,441	324,305	382,579	217,051	89,509	181,163	146,742	90,638	8,065	-	-	-	-	-	-	-	-	-	-
Total current liabilities	2,603,757	1,905,079	1,595,677	873,112	1,172,696	955,773	990,052	716,110	497,743	518,154	468,515	361,688	251,098	233,210	154,769	140,157	127,385	134,969	116,282	93,266	70,172	66,119	110,124
Finance debt	2,176,238	980,000	870,000	1,000,000	800,000	670,000	380,000	380,000	355,000	280,000	280,000	280,000	250,000	164,330	-	-	-	-	-	-	-	-	-
Other long-term liabilities	658,619	203,505	108,610	237,517	142,278	212,179	152,831	176,190	97,340	77,124	69,700	62,131	70,366	44,991	28,379	7,890	12,261	50,361	48,762	52,978	63,172	77,909	192,216
Post-retirement health care benefits	274,408	192,531	201,126	60,975	149,848	127,444	105,419	89,912	80,666	75,719	72,083	68,414	65,801	63,570	60,283	54,999	-	-	-	-	-	-	-
Shareholders' equity:																							
Common stock	3,357	3,352	3,343	3,310	3,300	3,266	3,254	3,242	3,210	1,592	1,584	1,572	1,562	773	772	385	385	183	183	92	92	74	62
Additional paid in capital	846,796	812,224	766,382	596,239	533,068	419,455	386,284	359,165	285,390	236,540	211,960	187,180	174,371	154,533	150,728	137,150	131,053	87,730	87,115	79,681	76,902	41,741	26,657
Retained earnings	6,458,778	6,117,567	5,460,629	4,630,390	3,844,571	3,074,037	2,372,095	1,833,335	1,431,017	1,113,376	873,171	683,824	530,782	381,897	283,010	189,410	205,850	152,065	115,093	77,352	44,410	20,498	(717)
Accumulated other comprehensive income/(loss)	(522,526)	(137,258)	(206,662)	58,653	(12,096)	47,174	(46,266)	(13,728)	308	(2,067)	1,128	(2,835)	(566)	593	1,174	186	757	1,566	995	508	374	730	287
Treasury stock	(4,670,802)	(4,420,394)	(3,266,955)	(2,204,987)	(1,150,372)	(586,240)	(482,360)	(425,546)	(313,994)	(187,992)	(57,133)	(41,959)	(41,933)	(41,903)	(1,581)	(1,583)	(1,028)	(984)	(771)	(112)	(130)	(130)	(130)
Unearned compensation	-	-	-	-	-	-	(92)	(185)	(276)	(369)	(799)	(1,114)	(1,496)	(1,324)	(871)	(636)	(1,637)	(2,560)	(3,840)	(1,274)	-	-	-
Total shareholders' equity	2,115,603	2,375,491	2,756,737	3,083,605	3,218,471	2,957,692	2,232,915	1,756,283	1,405,655	1,161,080	1,029,911	826,668	662,720	494,569	433,232	324,912	335,380	238,000	198,775	156,247	121,648	62,913	26,159
Total liabilities and shareholders' equity	<u>\$7,828,625</u>	<u>\$5,656,606</u>	<u>\$5,532,150</u>	<u>\$5,255,209</u>	<u>\$5,483,293</u>	<u>\$4,923,088</u>	<u>\$3,861,217</u>	<u>\$3,118,495</u>	<u>\$2,436,404</u>	<u>\$2,112,077</u>	<u>\$1,920,209</u>	<u>\$1,598,901</u>	<u>\$1,299,985</u>	<u>\$1,000,670</u>	<u>\$676,663</u>	<u>\$527,958</u>	<u>\$475,026</u>	<u>\$423,330</u>	<u>\$363,819</u>	<u>\$302,491</u>	<u>\$254,992</u>	<u>\$206,941</u>	<u>\$328,499</u>

Harley-Davidson, Inc.
Condensed Consolidated Balance Sheets
Unaudited
(In thousands)

ASSETS	March 29, 2009	June 28, 2009	Sep. 27, 2009	Dec., 2009
Current assets:				
Cash and cash equivalents	\$899,298	\$1,031,194	1,524,382	-
Marketable securities	-	-	-	-
Accounts receivable, net	317,390	287,494	339,163	-
Finance receivables held for sale	2,086,920	-	-	-
Finance receivables held for investment, net	1,677,355	1,651,700	1,525,164	-
Inventories	447,379	435,043	432,691	-
Prepaid expenses & other current assets	254,856	358,663	423,684	-
Total current assets	<u>5,683,198</u>	<u>3,764,094</u>	<u>4,245,084</u>	<u>0</u>
Finance receivables held for sale	580,736	-	-	-
Finance receivables held for investment, net	796,732	3,472,325	3,662,987	-
Property, plant and equip, net	1,053,958	1,027,191	987,393	-
Prepaid pension costs	-	-	-	-
Goodwill	137,522	114,308	99,200	-
Other long-term assets	367,448	386,768	368,404	-
Total assets	<u>\$8,619,594</u>	<u>\$8,764,686</u>	<u>\$9,363,068</u>	<u>\$0</u>
 LIABILITIES AND STOCKHOLDERS' EQUITY				
Current liabilities:				
Accounts payable	\$385,676	\$293,908	298,485	-
Accrued liabilities	604,024	558,635	654,627	-
Short-term debt	1,724,375	1,690,910	1,325,303	-
Current portion of long-term debt	-	-	668,205	-
Total current liabilities	<u>2,714,075</u>	<u>2,543,453</u>	<u>2,946,620</u>	<u>0</u>
Debt	2,757,185	3,038,387	3,176,648	-
Pension Liability	484,006	491,021	498,959	-
Postretirement health care benefits	260,453	263,712	269,515	-
Other long-term liabilities	171,062	175,330	171,354	-
Total shareholders' equity	<u>2,232,813</u>	<u>2,252,783</u>	<u>2,289,972</u>	<u>-</u>
Total liabilities and shareholders' equity	<u>\$8,619,594</u>	<u>\$8,764,686</u>	<u>\$9,353,068</u>	<u>\$0</u>

The quarterly B/S are reflected as they appear in their respective 10Q's. Any restatement of the annual numbers for the following year are not reflected here. Therefore, this does not tie to the BS.YEARS worksheet.

Harley-Davidson, Inc.
Condensed Consolidated Balance Sheets
Unaudited
(In thousands)

ASSETS	March 30, 2008	June 29, 2008	Sep. 28, 2008	Dec. 31, 2008
Current assets:				
Cash and cash equivalents	\$332,639	\$803,400	\$504,385	\$593,558
Marketable securities	524	524	524	-
Accounts receivable, net	330,147	290,139	331,388	296,258
Finance receivables held for sale	729,814	1,617,817	2,245,015	2,443,965
Finance receivables held for investment, net	1,565,022	1,246,325	1,115,035	1,378,461
Inventories	441,205	341,396	401,277	400,908
Prepaid expenses & other current assets	187,436	206,624	222,890	264,731
Total current assets	<u>3,586,787</u>	<u>4,506,225</u>	<u>4,820,514</u>	<u>5,377,881</u>
Finance receivables held for investment, net	937,495	934,534	906,244	817,102
Property, plant and equip, net	1,056,076	1,059,897	1,088,179	1,094,487
Prepaid pension costs	82,500	77,809	75,054	0
Goodwill	63,204	63,103	144,678	138,579
Other long-term assets	138,337	142,185	165,068	400,576
Total assets	<u>\$5,864,399</u>	<u>\$6,783,753</u>	<u>\$7,199,737</u>	<u>\$7,828,625</u>
 LIABILITIES AND STOCKHOLDERS' EQUITY				
Current liabilities:				
Accounts payable	\$345,807	\$322,449	\$435,291	\$323,736
Accrued & other liabilities	579,207	518,814	635,479	541,372
Current portion of debt	1,111,036	927,934	1,138,982	1,738,649
Total current liabilities	<u>2,036,050</u>	<u>1,769,197</u>	<u>2,209,752</u>	<u>2,603,757</u>
Debt	980,000	2,050,000	2,033,000	2,176,238
Pension Liability	59,852	64,080	68,149	484,003
Postretirement health care benefits	199,978	205,848	207,810	274,408
Other long-term liabilities	157,094	161,791	180,667	174,616
Total shareholders' equity	<u>2,431,425</u>	<u>2,532,837</u>	<u>2,500,359</u>	<u>2,115,603</u>
Total liabilities and shareholders' equity	<u>\$5,864,399</u>	<u>\$6,783,753</u>	<u>\$7,199,737</u>	<u>\$7,828,625</u>

Note: On January 1, 2008 the Company recorded a reduction to shareholders' equity of \$18.1 million (\$11.2 million, net of tax) to adopt provisions of Statement of Financial Accounting Standard No. 158, "Employers' Accounting for Defined Benefit Pension and Other Postretirement Plans, an amendment of FASB Statements No. 87, 88, 106 and 132(R)" that require sponsors of defined benefit pension and postretirement plans to measure the funded status of those plans as of the date of the year-end statement of financial position.

The quarterly B/S are reflected as they appear in their respective 10Q's. Any restatement of the annual numbers for the following year are not reflected here. Therefore, this does not tie to the BS.YEARS worksheet.

Harley-Davidson, Inc.
Condensed Consolidated Balance Sheets
Unaudited
(In thousands)

ASSETS	April 1, 2007	July 1, 2007	Sep. 30, 2007	Dec. 31, 2007
Current assets:				
Cash and cash equivalents	\$310,010	\$416,084	\$401,385	\$402,854
Marketable securities	618,502	307,347	55,355	2,475
Accounts receivable, net	147,732	163,369	185,208	181,217
Finance receivables held for sale	297,885	381,927	431,843	781,280
Finance receivables held for investment, net	1,550,001	1,318,025	1,275,590	1,575,283
Inventories	369,418	344,969	376,950	349,697
Other current assets	122,627	122,342	130,126	174,508
Total current assets	<u>3,416,175</u>	<u>3,054,063</u>	<u>2,856,457</u>	<u>3,467,314</u>
Finance receivables held for investment, net	767,529	817,027	861,138	845,044
Property, plant and equip, net	1,013,104	1,004,863	1,009,075	1,060,590
Prepaid pension costs	51,532	47,714	44,024	89,881
Goodwill	59,035	59,372	60,519	61,401
Other assets	139,123	138,555	139,747	132,376
Total assets	<u>\$5,446,498</u>	<u>\$5,121,594</u>	<u>\$4,970,960</u>	<u>\$5,656,606</u>
LIABILITIES AND STOCKHOLDERS' EQUITY				
Current liabilities:				
Accounts payable	\$373,368	\$414,031	\$383,719	\$300,188
Accrued & other liabilities	481,096	458,252	578,531	484,936
Current portion of finance debt	463,530	204,817	250,168	1,119,955
Total current liabilities	<u>1,317,994</u>	<u>1,077,100</u>	<u>1,212,418</u>	<u>1,905,079</u>
Finance debt	890,000	975,000	980,000	980,000
Pension Liability	52,122	55,032	59,569	51,551
Postretirement health care benefits	203,514	205,767	207,957	192,531
Other long-term liabilities	147,381	150,851	148,013	151,954
Total shareholders' equity	<u>2,835,487</u>	<u>2,657,844</u>	<u>2,363,003</u>	<u>2,375,491</u>
Total liabilities and shareholders' equity	<u>\$5,446,498</u>	<u>\$5,121,594</u>	<u>\$4,970,960</u>	<u>\$5,656,606</u>

The quarterly B/S are reflected as they appear in their respective 10Q's. Any restatement of the annual numbers for the following year are not reflected here. Therefore, this does not tie to the BS.YEARS worksheet.

Harley-Davidson, Inc.
Condensed Consolidated Balance Sheets
Unaudited
(In thousands)

ASSETS	March 26, 2006	June 25, 2006	Sep. 24, 2006	Dec. 31, 2006
Current assets:				
Cash and cash equivalents	\$196,464	\$391,967	\$506,139	\$238,397
Marketable securities	915,434	612,508	446,543	658,133
Accounts receivable, net	148,561	150,526	149,951	143,049
Finance receivables held for sale	131,389	233,167	100,109	547,106
Finance receivables held for investment, net	1,546,417	1,101,587	1,273,841	1,554,260
Inventories	256,788	292,757	281,536	287,798
Other current assets	103,953	114,613	124,837	121,890
Total current assets	<u>3,299,006</u>	<u>2,897,125</u>	<u>2,882,956</u>	<u>3,550,633</u>
Finance receivables held for investment, net	625,664	678,938	706,695	725,957
Property, plant and equip, net	992,328	992,271	982,204	1,024,469
Prepaid pension costs	356,791	345,418	334,044	55,351
Goodwill	56,892	57,687	58,151	58,800
Other assets	69,166	71,890	69,012	116,940
Total assets	<u>\$5,399,847</u>	<u>\$5,043,329</u>	<u>\$5,033,062</u>	<u>\$5,532,150</u>
 LIABILITIES AND STOCKHOLDERS' EQUITY				
Current liabilities:				
Accounts payable	\$334,840	\$305,740	\$348,605	\$283,477
Accrued & other liabilities	506,836	433,770	531,689	479,709
Current portion of finance debt	93,610	34,605	96,374	832,491
Total current liabilities	<u>935,286</u>	<u>774,115</u>	<u>976,668</u>	<u>1,595,677</u>
Finance debt	1,000,000	1,000,000	900,000	870,000
Postretirement health care benefits	64,573	67,801	70,571	201,126
Other long-term liabilities	235,400	233,580	239,452	108,610
Total shareholders' equity	<u>3,164,588</u>	<u>2,967,833</u>	<u>2,846,371</u>	<u>2,756,737</u>
Total liabilities and shareholders' equity	<u>\$5,399,847</u>	<u>\$5,043,329</u>	<u>\$5,033,062</u>	<u>\$5,532,150</u>

The quarterly B/S are reflected as they appear in their respective 10Q's. Any restatement of the annual numbers for the following year are not reflected here. Therefore, this does not tie to the BS.YEARS worksheet.

Harley-Davidson, Inc.
Condensed Consolidated Balance Sheets
Unaudited
(In thousands)

ASSETS	March 27, 2005	June 26, 2005	Sep. 25, 2005	Dec. 31, 2005
Current assets:				
Cash and cash equivalents	\$200,379	\$319,720	\$437,007	\$140,975
Marketable securities	1,184,148	416,202	580,826	905,197
Accounts receivable, net	146,199	138,413	139,759	122,087
Finance receivables, net	1,412,923	1,046,489	1,161,289	1,641,766
Inventories	246,875	225,778	232,240	221,418
Other current assets	93,216	102,578	114,568	113,794
Total current assets	<u>3,283,740</u>	<u>2,249,180</u>	<u>2,665,689</u>	<u>3,145,237</u>
Finance receivables, net	727,794	752,363	784,785	600,831
Property, plant and equip, net	1,008,591	990,453	981,848	1,011,612
Goodwill	58,437	57,005	56,909	56,563
Other assets	227,211	217,057	205,237	440,966
Total assets	<u>\$5,305,773</u>	<u>\$4,266,058</u>	<u>\$4,694,468</u>	<u>5,255,209</u>
 LIABILITIES AND STOCKHOLDERS' EQUITY				
Current liabilities:				
Accounts payable	\$292,033	\$269,848	\$322,700	\$270,614
Accrued & other liabilities	509,492	358,847	540,510	397,525
Current portion of finance debt	264,360	7,994	-	204,973
Total current liabilities	<u>1,065,885</u>	<u>636,689</u>	<u>863,210</u>	<u>873,112</u>
Finance debt	800,000	800,000	776,626	1,000,000
Other long-term liabilities	117,754	140,433	134,786	237,517
Postretirement health care benefits	51,297	54,652	57,732	60,975
Total shareholders' equity	<u>3,270,837</u>	<u>2,634,284</u>	<u>2,862,114</u>	<u>3,083,605</u>
Total liabilities and shareholders' equity	<u>\$5,305,773</u>	<u>\$4,266,058</u>	<u>\$4,694,468</u>	<u>\$5,255,209</u>

The quarterly B/S are reflected as they appear in their respective 10Q's. Any restatement of the annual numbers for the following year are not reflected here. Therefore, this does not tie to the BS.YEARS worksheet.

Harley-Davidson, Inc.
Condensed Consolidated Balance Sheets
Unaudited
(In thousands)

ASSETS	March 28, 2004	June 27, 2004	Sep. 26, 2004	Dec. 31, 2004
Current assets:				
Cash and cash equivalents	\$590,643	\$798,542	\$1,009,528	\$1,089,249
Marketable securities	512,044	514,462	518,808	522,819
Accounts receivable, net	132,270	130,606	139,022	121,333
Finance receivables, net	1,172,532	954,918	998,114	1,207,124
Inventories	222,811	217,711	234,728	226,893
Other current assets	76,975	81,814	84,155	98,854
Total current assets	<u>2,707,275</u>	<u>2,698,053</u>	<u>2,984,355</u>	<u>3,266,272</u>
Finance receivables, net	558,737	633,450	581,296	905,176
Property, plant and equip, net	1,015,940	994,064	978,292	1,024,665
Goodwill	52,925	57,091	57,267	59,456
Other assets	355,093	342,082	329,164	227,724
Total assets	<u>\$4,689,970</u>	<u>\$4,724,740</u>	<u>\$4,930,374</u>	<u>\$5,483,293</u>
 LIABILITIES AND STOCKHOLDERS' EQUITY				
Current liabilities:				
Accounts payable	\$299,543	\$272,198	\$285,725	\$244,202
Accrued & other liabilities	400,415	382,279	407,348	433,053
Current portion of finance debt	195,703	96,977	109,179	495,441
Total current liabilities	<u>895,661</u>	<u>751,454</u>	<u>802,252</u>	<u>1,172,696</u>
Finance debt	670,000	670,000	670,000	800,000
Other long-term liabilities	223,018	219,261	220,461	142,278
Postretirement health care benefits	134,091	139,909	144,917	149,848
Total shareholders' equity	<u>2,767,200</u>	<u>2,944,116</u>	<u>3,092,744</u>	<u>3,218,471</u>
Total liabilities and shareholders' equity	<u>\$4,689,970</u>	<u>\$4,724,740</u>	<u>\$4,930,374</u>	<u>\$5,483,293</u>

The quarterly B/S are reflected as they appear in their respective 10Q's. Any restatement of the annual numbers for the following year are not reflected here. Therefore, this does not tie to the BS.YEARS worksheet.

Harley-Davidson, Inc.
Condensed Consolidated Balance Sheets
Unaudited
(In thousands)

ASSETS	March 30, 2003	June 29, 2003	Sep. 28, 2003	Dec. 31, 2003
Current assets:				
Cash and cash equivalents	\$395,943	\$691,459	\$942,021	\$812,449
Marketable securities	494,742	500,669	448,816	510,211
Accounts receivable, net	117,907	113,025	119,178	112,406
Finance receivables, net	1,050,330	910,963	814,837	1,001,990
Inventories	214,419	206,574	210,925	207,726
Other current assets	75,851	73,169	80,309	84,345
Total current assets	<u>2,349,192</u>	<u>2,495,859</u>	<u>2,616,086</u>	<u>2,729,127</u>
Finance receivables, net	451,973	606,619	704,430	735,859
Property, plant and equip, net	1,028,281	1,014,063	1,002,649	1,046,310
Goodwill	50,461	51,609	51,763	53,678
Other assets	119,867	128,964	125,666	358,114
Total assets	<u>\$3,999,774</u>	<u>\$4,297,114</u>	<u>\$4,500,594</u>	<u>\$4,923,088</u>
 LIABILITIES AND STOCKHOLDERS' EQUITY				
Current liabilities:				
Accounts payable	\$252,575	\$243,976	\$242,673	\$223,902
Accrued & other liabilities	401,768	452,777	455,583	407,566
Current portion of finance debt	300,060	343,331	337,657	324,305
Total current liabilities	<u>954,403</u>	<u>1,040,084</u>	<u>1,035,913</u>	<u>955,773</u>
Finance debt	380,000	380,000	380,000	670,000
Other long-term liabilities	157,194	219,789	225,509	212,179
Postretirement health care benefits	110,761	116,487	121,886	127,444
Total shareholders' equity	<u>2,397,416</u>	<u>2,540,754</u>	<u>2,737,286</u>	<u>2,957,692</u>
Total liabilities and shareholders' equity	<u>\$3,999,774</u>	<u>\$4,297,114</u>	<u>\$4,500,594</u>	<u>\$4,923,088</u>

The quarterly B/S are reflected as they appear in their respective 10Q's. Any restatement of the annual numbers for the following year are not reflected here. Therefore, this does not tie to the BS.YEARS worksheet.

Harley-Davidson, Inc.
Condensed Consolidated Balance Sheets
Unaudited
(In thousands)

ASSETS	March 25, 2002	June 24, 2002	Sep. 24, 2002	Dec. 31, 2002
Current assets:				
Cash and cash equivalents	\$378,535	\$524,049	\$642,099	\$280,928
Marketable securities	201,193	203,246	205,255	514,800
Accounts receivable, net	152,083	150,728	112,040	108,694
Finance receivables, net	738,396	609,730	813,596	855,771
Inventories	183,632	203,255	212,870	218,156
Other current assets	78,475	88,371	88,009	88,237
Total current assets	<u>1,732,314</u>	<u>1,779,379</u>	<u>2,073,869</u>	<u>2,066,586</u>
Finance receivables, net	582,366	519,935	508,269	589,809
Property, plant and equip, net	902,208	924,337	938,238	1,032,596
Goodwill	49,380	51,382	51,010	49,930
Other assets	133,036	130,823	162,228	122,296
Total assets	<u>\$3,399,304</u>	<u>\$3,405,856</u>	<u>\$3,733,614</u>	<u>\$3,861,217</u>
 LIABILITIES AND STOCKHOLDERS' EQUITY				
Current liabilities:				
Accounts payable	\$218,229	\$233,725	\$255,997	\$226,977
Accrued & other liabilities	313,954	401,206	458,858	380,496
Current portion of finance debt	366,286	147,837	223,141	382,579
Total current liabilities	<u>898,469</u>	<u>782,768</u>	<u>937,996</u>	<u>990,052</u>
Finance debt	380,000	380,000	380,000	380,000
Other long-term liabilities	179,068	177,239	186,910	152,831
Postretirement health care benefits	94,744	97,414	100,552	105,419
Total shareholders' equity	<u>1,847,023</u>	<u>1,968,435</u>	<u>2,128,156</u>	<u>2,232,915</u>
Total liabilities and shareholders' equity	<u>\$3,399,304</u>	<u>\$3,405,856</u>	<u>\$3,733,614</u>	<u>\$3,861,217</u>

The quarterly B/S are reflected as they appear in their respective 10Q's. Any restatement of the annual numbers for the following year are not reflected here. Therefore, this does not tie to the BS.YEARS worksheet.

Harley-Davidson, Inc.
Condensed Consolidated Balance Sheets
Unaudited
(In thousands)

ASSETS	March 25, 2001	June 24, 2001	Sep. 24, 2001	Dec. 31, 2001
Current assets:				
Cash and cash equivalents	\$399,339	\$546,656	\$561,775	\$439,438
Marketable securities	-	-	-	196,011
Accounts receivable, net	162,618	136,781	149,962	118,843
Finance receivables, net	613,607	545,883	565,203	656,421
Inventories	187,982	177,678	185,663	181,115
Other current assets	56,888	63,025	58,591	73,436
Total current assets	<u>1,420,434</u>	<u>1,470,023</u>	<u>1,521,194</u>	<u>1,665,264</u>
Finance receivables, net	451,873	452,247	442,388	379,335
Property, plant and equip, net	746,959	774,749	808,288	891,820
Goodwill	52,280	51,084	50,948	49,711
Other assets	96,206	94,198	96,231	132,365
Total assets	<u>\$2,767,752</u>	<u>\$2,842,301</u>	<u>\$2,919,049</u>	<u>\$3,118,495</u>
LIABILITIES AND STOCKHOLDERS' EQUITY				
Current liabilities:				
Accounts payable	\$189,911	\$186,611	\$232,330	\$194,683
Accrued & other liabilities	252,971	290,893	339,036	304,376
Current portion of finance debt	293,553	192,044	148,855	217,051
Total current liabilities	<u>736,435</u>	<u>669,548</u>	<u>720,221</u>	<u>716,110</u>
Finance debt	355,000	355,000	355,000	380,000
Other long-term liabilities	99,564	101,911	106,464	176,190
Postretirement health care benefits	83,122	85,148	87,586	89,912
Total shareholders' equity	<u>1,493,631</u>	<u>1,630,694</u>	<u>1,649,778</u>	<u>1,756,283</u>
Total liabilities and shareholders' equity	<u>\$2,767,752</u>	<u>\$2,842,301</u>	<u>\$2,919,049</u>	<u>\$3,118,495</u>

The quarterly B/S are reflected as they appear in their respective 10Q's. Any restatement of the annual numbers for the following year are not reflected here. Therefore, this does not tie to the BS.YEARS worksheet.

Harley-Davidson, Inc.
Condensed Consolidated Balance Sheets
Unaudited
(In thousands)

ASSETS	March 26, 2000	June 25, 2000	Sep. 24, 2000	Dec. 31, 2000
Current assets:				
Cash and cash equivalents	\$208,996	\$297,917	\$410,785	\$419,736
Accounts receivable, net	151,544	115,743	125,965	98,311
Finance receivables, net	471,780	451,983	467,896	530,859
Inventories	168,560	157,415	178,920	191,931
Other current assets	49,703	50,760	56,414	56,427
Total current assets	<u>1,050,583</u>	<u>1,073,818</u>	<u>1,239,980</u>	<u>1,297,264</u>
Finance receivables, net	371,386	329,082	287,363	234,091
Property, plant and equip, net	672,980	677,785	688,597	754,115
Goodwill	39,501	38,834	38,167	54,331
Other assets	67,867	65,707	62,017	96,603
Total assets	<u>\$2,202,317</u>	<u>\$2,185,226</u>	<u>\$2,316,124</u>	<u>\$2,436,404</u>
 LIABILITIES AND STOCKHOLDERS' EQUITY				
Current liabilities:				
Accounts payable	\$171,702	\$185,637	\$179,269	\$169,844
Accrued & other liabilities	226,774	236,429	240,026	238,390
Current portion of finance debt	123,815	48,163	104,451	89,509
Total current liabilities	<u>522,291</u>	<u>470,229</u>	<u>523,746</u>	<u>497,743</u>
Finance debt	280,000	280,000	280,000	355,000
Other long-term liabilities	80,740	81,749	81,002	97,340
Postretirement health care benefits	76,900	78,222	79,410	80,666
Total shareholders' equity	<u>1,242,386</u>	<u>1,275,026</u>	<u>1,351,966</u>	<u>1,405,655</u>
Total liabilities and shareholders' equity	<u>\$2,202,317</u>	<u>\$2,185,226</u>	<u>\$2,316,124</u>	<u>\$2,436,404</u>

The quarterly B/S are reflected as they appear in their respective 10Q's. Any restatement of the annual numbers for the following year are not reflected here. Therefore, this does not tie to the BS.YEARS worksheet.

Harley-Davidson, Inc.
Condensed Consolidated Balance Sheets
Unaudited
(In thousands)

ASSETS	March 28, 1999	June 27, 1999	Sept 26, 1999	Dec 31, 1999
Current assets:				
Cash and cash equivalents	\$145,238	\$209,984	\$163,834	\$183,415
Accounts receivable, net	139,633	100,813	125,554	101,708
Finance receivables, net	401,746	369,218	419,955	440,951
Inventories	154,127	149,060	166,812	168,616
Other current assets	46,909	49,745	53,369	54,304
Total current assets	<u>887,653</u>	<u>878,820</u>	<u>929,524</u>	<u>948,994</u>
Finance receivables, net	427,076	426,000	389,263	354,888
Property, plant and equip, net	627,499	629,941	640,841	681,741
Goodwill	50,406	51,182	50,368	55,408
Other assets	75,486	76,247	75,782	71,046
Total assets	<u>\$2,068,120</u>	<u>\$2,062,190</u>	<u>\$2,085,778</u>	<u>\$2,112,077</u>
 LIABILITIES AND STOCKHOLDERS' EQUITY				
Current liabilities:				
Accounts payable	\$130,759	\$112,521	\$180,939	\$137,660
Accrued & other liabilities	193,792	211,752	207,488	199,331
Current portion of finance debt	238,288	217,655	173,974	181,163
Total current liabilities	<u>562,839</u>	<u>541,928</u>	<u>562,401</u>	<u>518,154</u>
Finance debt	280,000	280,000	280,000	280,000
Other long-term liabilities	59,351	62,895	66,652	77,124
Postretirement health care benefits	73,152	73,934	74,183	75,719
Total shareholders' equity	<u>1,092,778</u>	<u>1,103,433</u>	<u>1,102,542</u>	<u>1,161,080</u>
Total liabilities and shareholders' equity	<u>\$2,068,120</u>	<u>\$2,062,190</u>	<u>\$2,085,778</u>	<u>\$2,112,077</u>

The quarterly B/S are reflected as they appear in their respective 10Q's. Any restatement of the annual numbers for the following year are not reflected here. Therefore, this does not tie to the BS.YEARS worksheet.

Harley-Davidson, Inc.
Condensed Consolidated Balance Sheets
Unaudited
(In thousands)

ASSETS	March 29, 1998	June 28, 1998	Sept 27, 1998	Dec 31, 1998
Current assets:				
Cash and cash equivalents	\$95,236	\$154,475	\$122,146	\$165,170
Accounts receivable, net	124,974	91,336	112,305	113,417
Finance receivable, net	320,107	302,247	337,924	360,341
Inventories	128,869	131,525	145,019	155,616
Other current assets	41,219	44,565	52,105	50,419
Total current assets	<u>710,405</u>	<u>724,148</u>	<u>769,499</u>	<u>844,963</u>
Finance receivables, net	334,916	346,097	352,866	319,427
Property, plant and equip, net	535,566	561,966	580,757	627,759
Goodwill	46,039	45,323	44,852	51,197
Other assets	67,428	68,467	69,883	76,863
Total assets	<u>\$1,694,354</u>	<u>\$1,746,001</u>	<u>\$1,817,857</u>	<u>\$1,920,209</u>
 LIABILITIES AND STOCKHOLDERS' EQUITY				
Current liabilities:				
Accounts payable	\$116,743	\$118,395	\$132,988	\$122,722
Accrued & other liabilities	155,496	176,059	169,189	199,051
Current portion of finance debt	152,586	125,951	132,413	146,742
Total current liabilities	<u>424,825</u>	<u>420,405</u>	<u>434,590</u>	<u>468,515</u>
Finance debt	280,000	280,000	280,000	280,000
Other long-term liabilities	62,595	63,308	63,510	69,700
Postretirement health care benefits	69,264	70,164	70,605	72,083
Total shareholders' equity	<u>857,670</u>	<u>912,124</u>	<u>969,152</u>	<u>1,029,911</u>
Total liabilities and shareholders' equity	<u>\$1,694,354</u>	<u>\$1,746,001</u>	<u>\$1,817,857</u>	<u>\$1,920,209</u>

The quarterly B/S are reflected as they appear in their respective 10Q's. Any restatement of the annual numbers for the following year are not reflected here. Therefore, this does not tie to the BS.YEARS worksheet.

Harley-Davidson, Inc.
Condensed Consolidated Balance Sheets
Unaudited
(In thousands)

ASSETS	March 30, 1997	June 29, 1997	Sept 28, 1997	Dec 31, 1997
Current assets:				
Cash and cash equivalents	\$113,548	\$144,474	\$105,365	\$147,462
Accounts receivable	215,032	198,707	99,601	102,797
Finance receivables, net	-	-	274,259	293,329
Inventories	93,440	101,437	112,144	117,475
Notes receivable	-	-	-	24,941
Other current assets	40,631	40,898	42,030	18,017
Total current assets	<u>462,651</u>	<u>485,516</u>	<u>633,399</u>	<u>704,021</u>
Finance receivables, net	418,119	396,290	242,810	249,346
Property, plant and equip, net	418,175	454,058	473,699	528,869
Deferred income taxes	-	-	-	3,001
Goodwill	40,349	39,801	39,254	38,707
Other assets	100,676	97,708	97,280	74,957
Total assets	<u>\$1,439,970</u>	<u>\$1,473,373</u>	<u>\$1,486,442</u>	<u>\$1,598,901</u>
 LIABILITIES AND STOCKHOLDERS' EQUITY				
Current liabilities:				
Accounts payable	\$110,874	\$117,405	\$109,793	\$106,112
Accrued expenses & other	163,707	170,716	173,000	164,938
Current portion of finance debt	-	-	-	90,638
Total current liabilities	<u>274,581</u>	<u>288,121</u>	<u>282,793</u>	<u>361,688</u>
Finance debt	335,740	306,325	280,919	280,000
Other long-term liabilities	67,327	70,021	66,764	62,131
Postretirement health care benefits	66,635	67,167	67,819	68,414
Total shareholders' equity	<u>695,687</u>	<u>741,739</u>	<u>788,147</u>	<u>826,668</u>
Total liabilities and shareholders' equity	<u>\$1,439,970</u>	<u>\$1,473,373</u>	<u>\$1,486,442</u>	<u>\$1,598,901</u>

The quarterly B/S are reflected as they appear in their respective 10Q's. Any restatement of the annual numbers for the following year are not reflected here. Therefore, this does not tie to the BS.YEARS worksheet.

Harley-Davidson, Inc.
Condensed Consolidated Balance Sheets
Unaudited
(In thousands)

ASSETS	March 31, 1996	June 30, 1996	Sept. 29, 1996	Dec. 31, 1996
Current assets:				
Cash and cash equivalents	\$39,577	\$96,273	\$114,046	\$142,479
Accounts receivable	157,786	159,256	176,622	141,315
Inventories	85,758	80,316	91,480	101,386
Notes receivable	12,000	10,689	-	-
Other current assets	29,128	29,715	32,230	44,141
Net assets from discontinued op's	22,833	15,752	11,830	-
Total current assets	<u>347,082</u>	<u>392,001</u>	<u>426,208</u>	<u>429,321</u>
Finance receivables, net	270,762	251,542	312,329	338,072
Property, plant and equip, net	293,270	308,186	330,567	409,434
Goodwill	42,643	42,029	41,454	40,900
Other assets	82,177	84,512	85,573	102,258
Net assets from discontinued op's	26,981	26,105	25,400	-
Total assets	<u>\$1,062,915</u>	<u>\$1,104,375</u>	<u>\$1,221,531</u>	<u>\$1,319,985</u>
 LIABILITIES AND STOCKHOLDERS' EQUITY				
Current liabilities:				
Notes payable	\$1,298	\$1,197	\$946	\$2,580
Accounts payable	97,790	96,565	107,455	100,699
Accrued expenses & other	118,877	137,988	150,286	160,315
Total current liabilities	<u>217,965</u>	<u>235,750</u>	<u>258,687</u>	<u>263,594</u>
Finance debt	196,657	180,089	243,648	258,065
Postretirement health care benefits	63,980	64,514	64,957	65,801
Other long-term liabilities	50,746	51,006	50,637	69,805
Total shareholders' equity	<u>533,567</u>	<u>573,016</u>	<u>603,602</u>	<u>662,720</u>
Total liabilities and shareholders' equity	<u>\$1,062,915</u>	<u>\$1,104,375</u>	<u>\$1,221,531</u>	<u>\$1,319,985</u>

The quarterly B/S are reflected as they appear in their respective 10Q's. Any restatement of the annual numbers for the following year are not reflected here. Therefore, this does not tie to the BS.YEARS worksheet.

Harley-Davidson, Inc.
Condensed Consolidated Balance Sheets
Unaudited
(In thousands)

ASSETS	March 26, 1995	June 25, 1995	Sept. 24, 1995	Dec. 31, 1995
Current assets:				
Cash and cash equivalents	\$37,707	\$64,595	\$47,796	\$31,462
Accounts receivable	144,296	161,390	164,826	128,955
Inventories	101,957	83,485	98,973	84,427
Other current assets	22,536	24,393	25,350	30,591
Net assets from discontinued op's	56,848	36,481	43,424	56,548
Total current assets	<u>363,344</u>	<u>370,344</u>	<u>380,369</u>	<u>331,983</u>
Finance receivables, net	-	-	-	213,444
Property, plant and equip, net	219,188	229,325	251,578	284,775
Goodwill	-	-	-	43,256
Other assets	64,844	68,865	74,805	72,204
Net assets from discontinued op's	54,873	56,044	57,746	55,008
Total assets	<u>\$702,249</u>	<u>\$724,578</u>	<u>\$764,498</u>	<u>\$1,000,670</u>
 LIABILITIES AND STOCKHOLDERS' EQUITY				
Current liabilities:				
Notes payable	\$23,979	\$8,117	\$4,031	\$2,691
Accounts payable	67,062	63,247	87,313	102,563
Accrued expenses & other	103,693	110,187	103,330	127,956
Total current liabilities	194,734	181,551	194,674	233,210
Finance debt	-	-	-	164,330
Post-retirement health care benefits	61,273	61,960	62,768	63,570
Other long-term liabilities	29,939	33,670	40,780	44,991
Total shareholders' equity	<u>416,303</u>	<u>447,397</u>	<u>466,276</u>	<u>494,569</u>
Total liabilities and shareholders' equity	<u>\$702,249</u>	<u>\$724,578</u>	<u>\$764,498</u>	<u>\$1,000,670</u>

The quarterly B/S are reflected as they appear in their respective 10Q's. Any restatement of the annual numbers for the following year are not reflected here. Therefore, this does not tie to the BS.YEARS worksheet.

Harley-Davidson, Inc.
Motorcycle Shipments
(Units)

HARLEY-DAVIDSON®	<u>2008</u>	<u>2007</u>	<u>2006</u>	<u>2005</u>	<u>2004</u>	<u>2003</u>	<u>2002</u>	<u>2001</u>	<u>2000</u>	<u>1999</u>	<u>1998</u>	<u>1997</u>	<u>1996</u>	<u>1995</u>	<u>1994</u>	<u>1993</u>	<u>1992</u>	<u>1991</u>	<u>1990</u>	<u>1989</u>	<u>1988</u>	<u>1987</u>	<u>1986</u>
Sportster®	60,684	72,036	64,557	70,215	69,821	57,165	51,171	50,814	46,213	41,870	33,892	31,453	31,173	29,625	26,466	22,247	17,623	18,735	16,119	17,838	17,491	14,249	11,959
Custom	140,908	144,507	161,195	148,609	154,163	151,405	141,769	118,303	100,875	87,806	77,434	70,724	63,198	54,456	52,046	49,004	48,177	39,550	34,579	27,461	23,232	20,865	18,398
Touring	<u>101,887</u>	<u>114,076</u>	<u>123,444</u>	<u>110,193</u>	<u>93,305</u>	<u>82,577</u>	<u>70,713</u>	<u>65,344</u>	<u>57,504</u>	<u>47,511</u>	<u>39,492</u>	<u>30,108</u>	<u>24,400</u>	<u>21,023</u>	<u>17,299</u>	<u>10,445</u>	<u>10,695</u>	<u>10,341</u>	<u>11,760</u>	<u>13,626</u>	<u>9,794</u>	<u>8,201</u>	<u>6,378</u>
	303,479	330,619	349,196	329,017	317,289	291,147	263,653	234,461	204,592	177,187	150,818	132,285	118,771	105,104	95,811	81,696	76,495	68,626	62,458	58,925	50,517	43,315	36,735
Domestic	206,309	241,539	273,212	266,507	260,607	237,656	212,833	186,915	158,817	135,614	110,902	96,216	84,114	73,028	66,498	57,183	53,242	46,993	43,138	43,637	38,941	34,729	29,910
International	<u>97,170</u>	<u>89,080</u>	<u>75,984</u>	<u>62,510</u>	<u>56,682</u>	<u>53,491</u>	<u>50,820</u>	<u>47,546</u>	<u>45,775</u>	<u>41,573</u>	<u>39,916</u>	<u>36,069</u>	<u>34,657</u>	<u>32,076</u>	<u>29,313</u>	<u>24,513</u>	<u>23,253</u>	<u>21,633</u>	<u>19,320</u>	<u>15,288</u>	<u>11,576</u>	<u>8,586</u>	<u>6,825</u>
	303,479	330,619	349,196	329,017	317,289	291,147	263,653	234,461	204,592	177,187	150,818	132,285	118,771	105,104	95,811	81,696	76,495	68,626	62,458	58,925	50,517	43,315	36,735
BUELL®	13,119	11,513	12,460	11,166	9,857	9,974	10,943	9,925	10,189	7,767	6,334	4,415	2,762	1,407	576								

Harley-Davidson, Inc.
Motorcycle Shipments
(UNITS)

HARLEY-DAVIDSON®	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>2009</u>
Sportster®	16,776	14,945	10,907	-	42,628
Custom	31,919	22,245	20,969	-	75,133
Touring	25,975	20,989	22,360	-	69,324
	74,670	58,179	54,236	0	187,085
Domestic	52,710	35,194	36,524	-	124,428
International	21,960	22,985	17,712	-	62,657
	74,670	58,179	54,236	0	187,085
BUELL® & MV AGUSTA® UNITS	3,126	3,774	1,853	-	8,753

Harley-Davidson, Inc.
Motorcycle Shipments
(UNITS)

HARLEY-DAVIDSON®	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>2008</u>
All 651+cc					
Sportster®	16,361	13,156	16,374	14,793	60,684
Custom	29,072	41,922	34,322	35,592	140,908
Touring	26,435	25,248	24,008	26,196	101,887
	71,868	80,326	74,704	76,581	303,479
Domestic	47,826	51,449	49,953	57,081	206,309
International	24,042	28,877	24,751	19,500	97,170
	71,868	80,326	74,704	76,581	303,479
BUELL® UNITS					
Buell 651+cc	2,018	3,787	2,663	3,474	11,942
Buell Total	2,392	4,072	2,760	3,895	13,119

HARLEY-DAVIDSON®	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>2007</u>
All 651+cc					
Sportster®	15,191	21,126	18,586	17,133	72,036
Custom	30,768	39,320	39,488	34,931	144,507
Touring	21,802	34,671	28,461	29,142	114,076
	67,761	95,117	86,535	81,206	330,619
Domestic	48,740	67,951	65,756	59,092	241,539
International	19,021	27,166	20,779	22,114	89,080
	67,761	95,117	86,535	81,206	330,619
BUELL® UNITS					
Buell 651+cc	2,173	2,864	2,314	2,755	10,106
Buell Total	2,558	3,179	2,639	3,137	11,513

HARLEY-DAVIDSON®	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>2006</u>
All 651+cc					
Sportster®	16,175	15,746	16,909	15,727	64,557
Custom	35,794	36,714	44,096	44,591	161,195
Touring	27,537	27,336	36,041	32,530	123,444
	79,506	79,796	97,046	92,848	349,196
Domestic	60,270	58,052	80,398	74,492	273,212
International	19,236	21,744	16,648	18,356	75,984
	79,506	79,796	97,046	92,848	349,196
BUELL® UNITS					
Buell 651+cc	2,578	3,148	2,131	3,001	10,858
Buell Total	3,037	3,539	2,529	3,355	12,460

Harley-Davidson, Inc.
Motorcycle Shipments
(UNITS)

HARLEY-DAVIDSON®	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>2005</u>
All 651+cc					
Sportster®	17,359	15,238	17,363	20,265	70,225
Custom	34,286	35,371	40,730	38,233	148,620
Touring	25,071	26,519	29,492	29,090	110,172
	76,716	77,128	87,585	87,588	329,017
Domestic	60,878	58,997	72,249	74,383	266,507
International	15,838	18,131	15,336	13,205	62,510
	76,716	77,128	87,585	87,588	329,017
BUELL® UNITS					
Buell 651+cc	2,042	2,738	2,616	2,380	9,776
Buell Total	2,469	3,067	2,914	2,716	11,166

HARLEY-DAVIDSON®	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>2004</u>
All 651+cc					
Sportster®	15,822	17,596	18,903	17,500	69,821
Custom	36,864	39,407	39,857	38,035	154,163
Touring	21,404	25,031	21,818	25,052	93,305
	74,090	82,034	80,578	80,587	317,289
Domestic	59,744	65,102	66,859	68,902	260,607
International	14,346	16,932	13,719	11,685	56,682
	74,090	82,034	80,578	80,587	317,289
BUELL® UNITS					
Buell 651+cc	2,200	2,341	2,028	1,681	8,250
Buell Total	2,603	2,718	2,472	2,064	9,857

HARLEY-DAVIDSON®	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>2003</u>
All 651+cc					
Sportster®	13,148	13,837	13,376	16,804	57,165
Custom	38,972	41,276	33,011	38,146	151,405
Touring	18,488	20,912	21,071	22,106	82,577
	70,608	76,025	67,458	77,056	291,147
Domestic	56,952	61,931	54,829	63,944	237,656
International	13,656	14,094	12,629	13,112	53,491
	70,608	76,025	67,458	77,056	291,147
BUELL® UNITS					
Buell 651+cc	2,356	1,804	2,393	2,231	8,784
Buell Total	2,941	1,942	2,481	2,610	9,974

Harley-Davidson, Inc.
Motorcycle Shipments
(UNITS)

HARLEY-DAVIDSON®	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>2002</u>
Actual Shipping Days	64	64	59	58	245
Sportster®	12,328	13,323	12,974	12,546	51,171
Custom	35,023	35,115	36,118	35,513	141,769
Touring	17,318	17,102	18,382	17,911	70,713
	64,669	65,540	67,474	65,970	263,653
Domestic	51,363	52,514	54,721	54,235	212,833
International	13,306	13,026	12,753	11,735	50,820
	64,669	65,540	67,474	65,970	263,653
BUELL® UNITS					
Buell 651+cc	429	2,006	1,933	2,519	6,887
Buell Total	1,330	3,309	3,173	3,131	10,943

HARLEY-DAVIDSON®	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>2001</u>
Actual Shipping Days	60	64	59	62	245
Sportster®	11,455	12,849	12,819	13,691	50,814
Custom	28,149	30,202	27,632	34,023	116,600
Touring	14,550	17,110	16,160	15,821	63,641
	54,154	60,161	56,611	63,535	234,461
Domestic	40,267	48,072	45,113	53,616	187,068
International	13,887	12,089	11,498	9,919	47,393
	54,154	60,161	56,611	63,535	234,461
BUELL® UNITS					
Buell 651+cc	1,593	1,757	1,878	1,208	6,436
Buell Total	2,447	2,468	2,839	2,171	9,925

HARLEY-DAVIDSON®	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>2000</u>
Shipping Days	60	63	59	61	243
Sportster®	10,563	11,482	11,607	12,561	46,213
Custom	24,965	26,368	22,510	26,552	100,395
Touring	13,529	15,479	13,960	15,016	57,984
	49,057	53,329	48,077	54,129	204,592
Domestic	36,324	42,252	36,206	44,035	158,817
International	12,733	11,077	11,871	10,094	45,775
	49,057	53,329	48,077	54,129	204,592
BUELL® UNITS					
Buell 651+cc	1,847	1,955	227	1,014	5,043
Buell Total	2,338	3,280	2,631	1,940	10,189

Harley-Davidson, Inc.
Motorcycle Shipments
(UNITS)

HARLEY-DAVIDSON®	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>1999</u>
Shipping Days	60	63	59	59	241
				plus 3 add'l equiv.	
Sportster®	9,405	10,321	10,621	11,523	41,870
Custom	20,733	22,328	20,167	24,578	87,806
Touring	11,043	12,122	11,827	12,519	47,511
	41,181	44,771	42,615	48,620	177,187
Domestic	30,135	35,641	31,764	38,074	135,614
International	11,046	9,130	10,851	10,546	41,573
	41,181	44,771	42,615	48,620	177,187
BUELL® UNITS	2,013	1,512	1,984	2,258	7,767

HARLEY-DAVIDSON®	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>1998</u>
Shipping Days	60	63	59	59	241
Sportster®	8,188	7,711	8,676	9,317	33,892
Custom	17,901	20,791	18,170	20,572	77,434
Touring	8,393	9,251	9,582	12,266	39,492
	34,482	37,753	36,428	42,155	150,818
Domestic	23,882	28,768	27,126	31,126	110,902
International	10,600	8,985	9,302	11,029	39,916
	34,482	37,753	36,428	42,155	150,818
BUELL® UNITS	1,350	1,497	1,069	2,418	6,334

HARLEY-DAVIDSON®	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>1997</u>
Shipping Days	61	64	59	58	242
Sportster®	8,070	8,232	7,257	7,894	31,453
Custom	18,079	18,496	16,302	17,847	70,724
Touring	6,711	7,237	7,944	8,216	30,108
	32,860	33,965	31,503	33,957	132,285
Domestic	22,582	25,629	23,023	24,982	96,216
International	10,278	8,336	8,480	8,975	36,069
	32,860	33,965	31,503	33,957	132,285
BUELL® UNITS	1,087	1,020	1,014	1,294	4,415

Harley-Davidson, Inc.
Motorcycle Shipments
(UNITS)

HARLEY-DAVIDSON®	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>1996</u>
Shipping Days	64	63	59	56	242
Sportster®	8,136	8,161	7,373	7,503	31,173
Custom	15,929	16,501	14,759	16,009	63,198
Touring	6,006	6,190	5,881	6,323	24,400
	30,071	30,852	28,013	29,835	118,771
Domestic	21,043	21,431	20,351	21,289	84,114
International	9,028	9,421	7,662	8,546	34,657
	30,071	30,852	28,013	29,835	118,771
BUELL® UNITS	522	899	846	495	2,762

HARLEY-DAVIDSON®	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>1995</u>
Shipping Days	59	63	59	60	241
Sportster®	6,755	7,959	6,941	7,970	29,625
Custom	12,221	14,434	13,071	14,730	54,456
Touring	4,675	5,774	5,000	5,574	21,023
	23,651	28,167	25,012	28,274	105,104
Domestic	16,860	19,085	17,678	19,405	73,028
International	6,791	9,082	7,334	8,869	32,076
	23,651	28,167	25,012	28,274	105,104
BUELL® UNITS	393	409	222	383	1,407

HARLEY-DAVIDSON®	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>1994</u>
Shipping Days	60	63	54	60	237
Sportster®	6,437	6,607	6,330	7,092	26,466
Custom	13,289	13,692	11,891	13,174	52,046
Touring	3,330	4,706	4,283	4,980	17,299
	23,056	25,005	22,504	25,246	95,811
Domestic	15,944	17,019	16,359	17,176	66,498
International	7,112	7,986	6,145	8,070	29,313
	23,056	25,005	22,504	25,246	95,811
BUELL® UNITS	0	39	178	359	576

2010 Harley-Davidson® Suggested Retail Price Guide

United States

Sportster® Family	XR 1200	Sportster® XR1200™	\$10,799
	XL 1200C	Sportster® 1200 Custom	9,999
	XL 1200N	Sportster® 1200 Nightster®	9,999
	XL 1200L	Sportster® 1200 Low	9,899
	XL 883N	Sportster® Iron 883™	7,999
	XL 883L	Sportster® 883 Low	6,999
Dyna® Family	FXDF	Dyna® Fat Bob®	14,999
	FXDWG	Dyna® Wide Glide®	14,499
	FXDB	Dyna® Street Bob®	12,999
	FXDC	Dyna® Super Glide® Custom	12,999
	FXD	Dyna® Super Glide®	11,999
Softail® Family	FXCWC	Softail® Rocker™ C	19,499
	FLSTC	Heritage Softail® Classic	16,999
	FLSTN	Softail® Deluxe	16,799
	FXSTC	Softail® Custom	16,999
	FLSTSB	Softail® Cross Bones™	16,999
	FLSTFB	Fat Boy® Lo	16,299
	FLSTF	Fat Boy®	15,999
Touring Family	FLHTCUTG	Tri Glide™ Ultra Classic®	29,999
	FLHXXX	Street Glide® Trike	26,999
	FLHTK	Electra Glide® Ultra Limited	24,699
	FLHTCU	Ultra Classic® Electra Glide®	20,999
	FLHTC	Electra Glide® Classic	18,999
	FLHX	Street Glide®	18,999
	FLTRX	Road Glide® Custom	18,999
	FLHRC	Road King® Classic	17,999
	FLHR	Road King®	16,999
VRSC™ Family	VRSCF	V-Rod Muscle®	17,199
	VRSCDX	Night Rod® Special	16,699
	VRSCAW	V-Rod®	14,999

Prices are the Manufacturer's Suggested Retail Prices for models with solid color paint, cast wheels. Laced wheel, color, security system, anti-lock braking system and chrome engine cover options are available at additional cost.

2010 BUELL® Suggested Retail Price Guide

United States

XB12XT™	Ulysses®	\$12,999
Buell®	1125R®	12,499
Buell®	1125CR™	11,999
XB12X™	Ulysses®	11,499
XB12Ss/XB12Scg	Lightning®	10,299
XB12R	Firebolt®	10,299
XB9SX	Lightning® CityX	8,999

2009 Harley-Davidson® Suggested Retail Price Guide

United States

Sportster® Family	XR 1200	Sportster® XR1200™	\$10,799
	XL 1200C	Sportster® 1200 Custom	9,999
	XL 1200N	Sportster® 1200 Nightster™	9,899
	XL 1200L	Sportster® 1200 Low	9,799
	XL 883C	Sportster® 883 Custom	7,999
	XL 883N	Sportster® Iron 883™	7,899
	XL 883L	Sportster® 883 Low	6,999
Dyna™ Family	FXDL	Dyna® Low Rider®	15,099
	FXDF	Dyna® Fat Bob™	14,999
	FXDB	Dyna® Street Bob®	12,999
	FXDC	Dyna® Super Glide® Custom	12,999
	FXD	Dyna® Super Glide®	11,999
Softail® Family	FXCWC	Softail® Rocker™ C	19,499
	FLSTC	Heritage Softail® Classic	17,999
	FLSTN	Softail® Deluxe	17,449
	FXCW	Softail® Rocker™	17,399
	FXSTC	Softail® Custom	16,999
	FLSTSB	Softail® Cross Bones™	16,999
	FLSTF	Fat Boy®	15,999
	FXSTB	Night Train®	15,899
Touring Family		Tri Glide™ Ultra Classic®	29,999
	FLHTCU	Ultra Classic® Electra Glide®	20,999
	FLHTC	Electra Glide® Classic	18,999
	FLHX	Street Glide™	18,999
	FLTR	Road Glide®	18,599
	FLHRC	Road King® Classic	17,999
	FLHR	Road King®	16,999
	FLHT	Electra Glide® Standard	16,999
VRSC™ Family	VRSCF	V-Rod Muscle™	17,199
	VRSCDX	Night Rod® Special	16,699
	VRSCAW	V-Rod®	14,999

Prices are the Manufacturer's Suggested Retail Prices for models with solid color paint, cast wheels. Laced wheel, color, security system, anti-lock braking system and chrome engine cover options are available at additional cost.

2009 BUELL® Suggested Retail Price Guide

United States

	XB12XT™	Ulysses®	\$12,995
	Buell®	1125R™	11,995
	Buell®	1125CR™	11,695
	XB12X™	Ulysses®	11,495
	XB12Ss/XB12Scg	Lightning®	10,495
	XB12R	Firebolt®	9,995
	XB9SX	Lightning® CityX	8,995
11/12/09	Buell®	Blast®	4,695

2008 Harley-Davidson® Suggested Retail Price Guide

United States

Sportster® Family	XL 1200C	Sportster® 1200 Custom	\$9,895
	XL 1200N	Sportster® 1200 Nightster™	9,695
	XL 1200L	Sportster® 1200 Low	9,695
	XL 1200R	Sportster® 1200 Roadster	8,895
	XL 883C	Sportster® 883 Custom	7,945
	XL 883L	Sportster® 883 Low	7,145
	XL 883	Sportster® 883	6,695
Dyna™ Family	FXDWG	Dyna® Wide Glide® 105th Anniversary Edition	17,620
	FXDL	Dyna® Low Rider®	14,995
	FXDF	Dyna® Fat Bob™	14,795
	FXDB	Dyna® Street Bob®	13,795
	FXDC	Dyna® Super Glide® Custom	12,995
	FXD	Dyna® Super Glide®	11,995
Softail® Family	FXCWC	Softail® Rocker™ C	19,840
	FLSTC	Heritage Softail® Classic	17,945
	FLSTN	Softail® Deluxe	17,445
	FXCW	Softail® Rocker™	17,295
	FLSTF	Fat Boy®	17,195
	FXSTC	Softail® Custom	16,895
	FLSTSB	Softail® Cross Bones™	16,795
	FXSTB	Night Train®	15,895
Touring Family	FLHTCU	Ultra Classic® Electra Glide®	20,695
	FLHTC	Electra Glide® Classic	18,695
	FLHX	Street Glide™	18,675
	FLTR	Road Glide®	18,145
	FLHRC	Road King® Classic	17,945
	FLHR	Road King®	17,595
	FLHT	Electra Glide® Standard	16,545
VRSC™ Family	VRSCAW	V-Rod®	16,695
	VRSCDX	Night Rod® Special	16,695
	VRSCD	Night Rod®	14,995

Prices are the Manufacturer's Suggested Retail Prices for models with solid color paint, cast wheels. Laced wheel, color, security system, anti-lock braking system and chrome engine cover options are available at additional cost.

2008 BUELL® Suggested Retail Price Guide

United States

XB12XT	Ulysses®	\$12,995
Buell®	1125R	11,995
XB12X	Ulysses®	11,495
XB12S/XB12Scg	Lightning®	10,495
XB12Ss	Lightning® Long	10,495
XB12STT	Lightning® XB12STT	10,295
XB12R	Firebolt®	9,995
XB9SX	Lightning® CityX	8,895
	Blast®	4,695

2007 Harley-Davidson® Suggested Retail Price Guide

United States

Sportster® Family (mid-year release)	XL50	50th Anniversary Sportster®	\$9,795
	XL 1200C	Sportster® 1200 Custom	9,695
	XL 1200N	Sportster® 1200 Nightster™	9,595
	XL 1200L	Sportster® 1200 Low	9,495
	XL 1200R	Sportster® 1200 Roadster	8,695
	XL 883C	Sportster® 883 Custom	7,795
	XL 883R	Sportster® 883 R	7,795
	XL 883L	Sportster® 883 Low	6,995
	XL 883	Sportster® 883	6,595
Dyna™ Family	FXDWG	Dyna™ Wide Glide®	16,795
	FXDL	Dyna™ Low Rider®	15,795
	FXDC	Dyna™ Super Glide® Custom	14,645
	FXDB	Dyna™ Street Bob™	13,595
	FXD	Dyna™ Super Glide®	12,395
Softail® Family	FLSTC	Heritage Softail® Classic	17,820
	FLSTSC	Softail® Springer® Classic	17,545
	FLSTN	Softail® Deluxe	17,345
	FXSTD	Softail® Deuce™	17,345
	FLSTF	Fat Boy®	17,095
	FXSTC	Softail® Custom	16,895
	FXSTB	Night Train®	15,895
	FXST	Softail® Standard	14,995
Touring Family	FLHTCU	Ultra Classic® Electra Glide®	20,195
	FLHX	Street Glide™	18,295
	FLHTC	Electra Glide® Classic	18,095
	FLTR	Road Glide®	17,695
	FLHRC	Road King® Classic	17,695
	FLHRS	Road King® Custom	17,525
	FLHR	Road King®	17,345
	FLHT	Electra Glide® Standard	16,095
VRSC™ Family	VRSCX	VRSCX	19,995
	VRSCAW	V-Rod®	16,495
	VRSCDX	Night Rod™ Special	16,495
	VRSCR	Street Rod™	15,495
	VRSCD	Night Rod™	14,995

Prices are the Manufacturer's Suggested Retail Prices for models with solid color paint, cast wheels. Laced wheel, color, security system and chrome engine cover options are available at additional cost.

2007 BUELL® Suggested Retail Price Guide

United States

	XB12X	Ulysses™	\$11,495
	XB12R	Firebolt®	10,495
	XB12S/XB12Scg	Lightning®	10,495
	XB12Ss	Lightning® Long	10,495
	XB12STT	Lightning® XB12STT	10,295
	XB9R	Firebolt®	8,895
	XB9SX	Lightning® CityX	8,895
		Blast®	4,695

2006 Harley-Davidson® Suggested Retail Price Guide

United States

Sportster® Family (mid-year release)	XL 1200C	Sportster® 1200 Custom	\$9,595
	XL 1200L	Sportster® 1200 Low	9,395
	XL 1200R	Sportster® 1200 Roadster	8,595
	XL 883C	Sportster® 883 Custom	7,695
	XL 883R	Sportster® 883 R	7,695
	XL 883L	Sportster® 883 Low	6,995
	XL 883	Sportster® 883	6,595
Dyna™ Family	FXDI	Dyna™ 35th Anniversary Super Glide®	16,795
	FXDWGI	Dyna™ Wide Glide®	16,620
	FXDLI	Dyna™ Low Rider®	15,620
	FXDCI	Dyna™ Super Glide® Custom	14,195
	FXDBI	Dyna™ Street Bob™	13,195
	FXDI	Dyna™ Super Glide®	12,195
Softail® Family	FLSTC/FLSTCI	Heritage Softail® Classic	17,395
	FLSTSC/FLSTSCI	Softail® Springer® Classic	17,195
	FXSTS/FXSTSI	Springer® Softail®	17,145
	FXSTD/FXSTDI	Softail® Deuce™	16,995
	FLSTN/FLSTNI	Softail® Deluxe	16,995
	FLSTF/FLSTFI	Fat Boy®	16,645
	FLST/FLSTI	Heritage Softail®	15,495
	FXSTB/FXSTBI	Night Train®	15,445
FXST/FXSTI	Softail® Standard	14,495	
Touring Family	FLHTCUI	Ultra Classic® Electra Glide®	19,795
	FLHTCI	Electra Glide® Classic	17,795
	FLHX/FLHXI	Street Glide®	17,795
	FLTRI	Road Glide®	17,495
	FLHRCI	Road King® Classic	17,495
	FLHRS/FLHRSI	Road King® Custom	17,195
	FLHR/FLHRI	Road King®	16,995
	FLHT/FLHTI	Electra Glide® Standard	15,395
VRSC™ Family	VRSCA	V-Rod®	15,995
	VRSCR	Street Rod™	15,495
	VRSCD	Night Rod™	14,995

Prices are the Manufacturer's Suggested Retail Prices for models with solid color paint, cast wheels, carburetor. Laced wheel, color and fuel system options are available at additional cost.

2006 BUELL® Suggested Retail Price Guide

United States

	XB12X	Ulysses™	\$11,495
	XB12R	Firebolt®	10,495
	XB12S/XB12Scg	Lightning®	10,495
	XB12Ss	Lightning® Long	10,495
	XB9R	Firebolt®	8,895
	XB9SX	Lightning® CityX	8,895
		Blast®	4,695

2005 Harley-Davidson® Suggested Retail Price Guide

United States

Sportster® Family (mid-year release)	XL 1200C	Sportster® 1200 Custom	\$9,495
	XL 1200R	Sportster® 1200 Roadster	8,495
	XL 883C	Sportster® 883 Custom	7,595
	XL 883R	Sportster® 883 R	7,595
	XL 883L	Sportster® 883 Low	6,895
	XL 883	Sportster® 883	6,495
	Dyna™ Family	FXDWG/FXDWGI	Dyna™ Wide Glide®
FXDL/FXDLI		Dyna™ Low Rider®	15,220
FXDX/FXDXI		Dyna™ Super Glide® Sport	14,195
FXDC/FXDCI		Dyna™ Super Glide® Custom	13,695
FXD/FXDI		Dyna™ Super Glide®	11,995
(mid-year release)	FLSTFI (2005 1/2)	15th Anniversary Ed. Fat Boy®	18,495
Softail® Family	FLSTC/FLSTCI	Heritage Softail® Classic	17,195
	FLSTSC/FLSTSCI	Softail® Springer® Classic	16,995
	FXSTD/FXSTDI	Softail® Deuce™	16,995
	FLSTN/FLSTNI	Softail® Deluxe	16,795
	FXSTS/FXSTSI	Springer® Softail®	16,695
	FLSTF/FLSTFI	Fat Boy®	16,445
	FXSTB/FXSTBI	Night Train®	14,995
	FXST/FXSTI	Softail® Standard	13,920
Touring Family	FLHTCUI	Ultra Classic® Electra Glide®	19,595
	FLTRI	Road Glide®	17,345
	FLHRCI	Road King® Classic	17,345
	FLHTC/FLHTCI	Electra Glide® Classic	17,245
	FLHRS/FLHRSI	Road King® Custom	17,195
	FLHR/FLHRI	Road King®	16,595
	FLHT/FLHTI	Electra Glide® Standard	14,995
VRSC™ Family	VRSCA	V-Rod®	17,695
	VRSCB	V-Rod®	16,495

Prices are the Manufacturer's Suggested Retail Prices for models with solid color paint, cast wheels carburetor. Laced wheel, color and fuel system options are available at additional cost.

2005 BUELL® Suggested Retail Price Guide

United States

	XB12R	Firebolt®	\$10,495
	XB12S/XB12Scg	Lightning®	10,495
	XB9R	Firebolt®	8,695
	XB9SX	Lightning® CityX	8,695
		Blast®	4,595

2004 Harley-Davidson® Suggested Retail Price Guide

United States

Sportster® Family	XL 1200C	Sportster® 1200 Custom	\$9,425
	XL 1200R	Sportster® 1200 Roadster	8,495
	XL 883C	Sportster® 883 Custom	7,595
	XL 883	Sportster® 883	6,495
Dyna™ Family	FXDWG/FXDWGI	Dyna™ Wide Glide®	15,995
	FXDL/FXDLI	Dyna™ Low Rider®	14,995
	FXDX/FXDXI	Dyna™ Super Glide® Sport	13,995
	FXD/FXDI	Dyna™ Super Glide®	11,995
Softail® Family	FLSTC/FLSTCI	Heritage Softail® Classic	16,995
	FXSTD/FXSTDI	Softail® Deuce™	16,795
	FXSTS/FXSTSI	Springer® Softail®	16,495
	FLSTF/FLSTFI	Fat Boy®	16,245
	FXSTB/FXSTBI	Night Train®	14,995
	FXST/FXSTI	Softail® Standard	13,695
Touring Family	FLHTCUI	Ultra Classic® Electra Glide®	19,595
	FLHTC/FLHTCI	Electra Glide® Classic	16,995
	FLTRI	Road Glide®	17,295
	FLHRCI	Road King® Classic	17,295
	FLHRS/FLHRSI	Road King® Custom	16,995
	FLHR/FLHRI	Road King®	16,395
	FLHT/FLHTI	Electra Glide® Standard	14,695
VRSC™ Family	VRSCA	V-Rod®	17,695
	VRSCB	V-Rod®	16,895

Prices are the Manufacturer's Suggested Retail Prices for models with solid color paint, cast wheels carburetor. Laced wheel, color and fuel system options are available at additional cost.

2004 BUELL® Suggested Retail Price Guide

United States

XB12R	Firebolt®	\$10,995
XB12S	Lightning®	10,995
XB9R	Firebolt®	9,195
XB9S	Lightning®	9,195
	Blast®	4,595

2003 Harley-Davidson® Suggested Retail Price Guide

United States

Sportster® Family	XL 1200C	Sportster® 1200 Custom	\$9,425
	XL 1200S	Sportster® 1200 Sport	8,960
	XLH 1200	Sportster® 1200	8,255
	XLH 883C	Sportster® 883 Custom	7,075
	XL 883R	Sportster® 883R	6,795
	XLH 883	Sportster® 883 Hugger®	6,435
	XLH 883	Sportster® 883	5,975
Dyna™ Family	FXDWG	Dyna™ Wide Glide®	16,310
	FXDXT	Dyna™ Super Glide® T-Sport®	15,520
	FXDL	Dyna™ Low Rider®	15,185
	FXDX	Dyna™ Super Glide® Sport	14,275
	FXD	Dyna™ Super Glide®	12,255
Softail® Family	FLSTS/FLSTDI	Heritage Springer®	17,795
	FLSTC/FLSTCI	Heritage Softail® Classic	16,965
	FXSTD/FXSTDI	Softail® Deuce™	16,965
	FXSTS/FXSTSI	Springer® Softail®	16,395
	FLSTF/FLSTFI	Fat Boy®	16,195
	FXSTB/FXSTBI	Night Train®	15,425
	FXST/FXSTI	Softail® Standard	13,635
Touring Family	FLHTCUI	Ultra Classic® Electra Glide®	19,760
	FLHRCI	Road King® Classic	17,405
	FLHTC/FLHTCI	Electra Glide® Classic	16,765
	FLTR/FLTRI	Road Glide®	17,450
	FLHR/FLHRI	Road King®	16,215
	FLHT	Electra Glide® Standard	14,710
VRSC™ Family	VRSCA	V-Rod®	17,995

Prices are the Manufacturer's Suggested Retail Prices for models with solid color paint, cast wheels carburetor. Laced wheel, color and fuel system options are available at additional cost.

2003 BUELL® Suggested Retail Price Guide

United States

XB9R	Firebolt®	\$9,995
XB9S	Lightning®	9,995
	Blast®	4,595

2002 Harley-Davidson® Suggested Retail Price Guide

United States

Sportster® Family	XL 1200C	Sportster® 1200 Custom	\$9,155
	XL 1200S	Sportster® 1200 Sport	8,695
	XLH 1200	Sportster® 1200	7,995
	XLH 883C	Sportster® 883 Custom	6,795
	XL 883R	Sportster® 883R	6,695
	XLH 883	Sportster® 883 Hugger®	6,155
	XLH 883	Sportster® 883	5,695
Dyna™ Family	FXDWG	Dyna™ Wide Glide®	15,950
	FXDXT	Dyna™ Super Glide® T-Sport™	14,895
	FXDL	Dyna™ Low Rider®	14,795
	FXDX	Dyna™ Super Glide® Sport	13,895
	FXD	Dyna™ Super Glide®	11,895
Softail® Family	FLSTS/FLSTDI	Heritage Springer®	17,295
	FLSTC/FLSTCI	Heritage Softail® Classic	16,555
	FXSTD/FXSTDI	Softail® Deuce™	16,555
	FXSTS/FXSTSI	Springer® Softail®	15,995
	FLSTF/FLSTFI	Fat Boy®	15,795
	FXSTB/FXSTBI	Night Train™	14,950
	FXST/FXSTI	Softail® Standard	12,995
Touring Family	FLHTCUI	Ultra Classic® Electra Glide®	19,185
	FLHRCI	Road King® Classic	16,995
	FLHTC/FLHTCI	Electra Glide® Classic	16,220
	FLTR/FLTRI	Road Glide®	16,060
	FLHR/FLHRI	Road King®	15,790
	FLHT	Electra Glide® Standard	13,995
VRSC™ Family	VRSCA	V-Rod®	16,995

Prices are the Manufacturer's Suggested Retail Prices for models with solid color paint, cast wheels and carburetor. Laced wheel, color and fuel system options are available at additional cost.

2002 BUELL® Suggested Retail Price Guide

United States

S3	Thunderbolt with tour package	\$12,495
S3	Thunderbolt®	11,995
X1	Lightning®	10,995
XB9R	Firebolt®	9,995
M2	Cyclone®	8,995
	Blast®	4,395

2001 Harley-Davidson® Suggested Retail Price Guide

United States

Sportster® Family	XL 1200C	Sportster® 1200 Custom	\$8,995
	XL 1200S	Sportster® 1200 Sport	8,595
	XLH 1200	Sportster® 1200	7,895
	XLH 883C	Sportster® 883 Custom	6,695
	XLH 883	Sportster® 883 Hugger®	6,055
	XLH 883	Sportster® 883	5,595
Dyna™ Family	FXDWG	Dyna™ Wide Glide®	15,695
	FXDL	Dyna™ Low Rider®	14,595
	FXDXT	Dyna™ Supter Glide® T-Sport™	14,720
	FXDX	Dyna™ Super Glide® Sport	13,720
	FXD	Dyna™ Super Glide®	11,470
Softail® Family	FLSTS/FLSTDI	Heritage Springer®	17,545
	FLSTC/FLSTCI	Heritage Softail® Classic	16,235
	FXSTD/FXSTDI	Softail® Deuce™	16,235
	FXSTS/FXSTSI	Springer® Softail®	15,690
	FLSTF/FLSTFI	Fat Boy®	15,495
	FXSTB/FXSTBI	Night Train™	14,635
	FXST/FXSTI	Softail® Standard	12,535
Touring Family	FLHTCUI	Ultra Classic® Electra Glide®	18,980
	FLHRCI	Road King® Classic	16,695
	FLHTC/FLHTCI	Electra Glide® Classic	15,940
	FLTR/FLTRI	Road Glide®	15,780
	FLHR/FLHRI	Road King®	15,520
	FLHT	Electra Glide® Standard	13,595

Prices are the Manufacturer's Suggested Retail Prices for models with solid color paint, cast wheels and carburetor. Laced wheel, color and fuel system options are available at additional cost.

2001 BUELL® Suggested Retail Price Guide

United States

S3	Thunderbolt with tour package	\$12,795
S3	Thunderbolt®	n/a
X1	Lightning®	10,695
M2	Cyclone®	8,795
	Blast®	4,395

2000 Harley-Davidson® Suggested Retail Price Guide

United States

Sportster® Family	XL 1200C	Sportster® 1200 Custom	\$8,795
	XL 1200S	Sportster® 1200 Sport	8,495
	XLH 1200	Sportster® 1200	7,695
	XLH 883C	Sportster® 883 Custom	6,595
	XLH 883	Sportster® 883 Hugger®	5,995
	XLH 883	Sportster® 883	5,345
Dyna™ Family	FXDWG	Dyna™ Wide Glide®	15,395
	FXDS-CONV	Dyna™ Convertable	14,700
	FXDL	Dyna™ Low Rider®	14,330
	FXDX	Dyna™ Super Glide® Sport	13,450
	FXD	Dyna™ Super Glide®	11,245
Softail® Family	FLSTS	Heritage Springer®	17,370
	FLSTC	Heritage Softail® Classic	15,995
	FXSTD	Softail® Deuce™	15,995
	FXSTS	Springer® Softail®	15,460
	FLSTF	Fat Boy®	15,280
	FXSTB	Night Train™	14,415
	FXST	Softail® Standard	12,355
Touring Family	FLHTCUI	Ultra Classic® Electra Glide®	18,630
	FLHRCI	Road King® Classic	16,490
	FLHTC	Electra Glide® Classic	15,445
	FLTR	Road Glide®	15,270
	FLHR	Road King®	15,220
	FLHT	Electra Glide® Standard	13,130

Prices are the Manufacturer's Suggested Retail Prices for models with solid color paint, cast wheels and carburetor. Laced wheel, color and fuel system options are available at additional cost.

2000 BUELL® Suggested Retail Price Guide

United States

S3	Thunderbolt with tour package	\$12,799
S3	Thunderbolt®	11,999
X1	Lightning®	10,599
M2	Cyclone®	8,599

Retail Sales of Harley-Davidson Motorcycles

	Twelve months ended	
	December 31, 2008	December 31, 2007
<u>North America Region</u>		
United States	218,939	251,772
Canada	16,502	14,779
Total North America Region	235,441	266,551
<u>Europe Region (Includes Middle East and Africa)</u>		
Europe*	40,725	38,866
Other	4,317	3,436
Total Europe Region	45,042	42,302
<u>Asia Pacific Region</u>		
Japan	14,654	13,765
Other	10,595	9,689
Total Asia Pacific Region	25,249	23,454
<u>Latin America Region</u>		
	8,037	5,467
Total Worldwide Retail Sales	313,769	337,774

Data Source (subject to update)

Data source for all 2007 and 2008 retail sales figures shown above is sales warranty and registration information provided by Harley-Davidson dealers and compiled by the Company. The Company must rely on information that its dealers supply concerning retail sales, and this information is subject to revision.

Only Harley-Davidson® motorcycles are included in the Harley-Davidson Motorcycle Sales data.

* Data for Europe include Austria, Belgium, Denmark, Finland, France, Germany, Greece, Italy, Netherlands, Norway, Portugal, Spain, Sweden, Switzerland, and the United Kingdom.

Heavyweight Market Data

	Twelve months ended	
	December 31, 2008	December 31, 2007
United States ¹	479,776	516,083
	Eleven months ended	
	November 30, 2008	November 30, 2007
Europe ²	383,526	372,117

1 - United States industry data includes 651+cc models, derived from submission of motorcycle retail sales by each major manufacturer to an independent third party.

2 - Europe data includes Austria, Belgium, Denmark, Finland, France, Germany, Greece, Italy, Netherlands, Norway, Portugal, Spain, Sweden, Switzerland, and the United Kingdom. Industry retail motorcycle registration data includes 651+cc models, derived from information provided by Giral S.A., an independent agency. Europe market data is reported on a one-month lag.

Harley-Davidson Motorcycle Retail Sales (a)
Heavyweight (651+cc)
(units in thousands)

	2007	2006	% change
United States	251.8	268.4	(6.2)%
Europe (b)	38.9	33.8	15.0%
Japan	13.8	13.3	3.6%
Canada	14.8	13.5	9.4%
All other markets	18.5	15.0	23.7%
Total Harley-Davidson retail sales	337.8	344.0	(1.8)%

- (a) Data source for retail sales figures shown above is sales warranty and registration information provided by Harley-Davidson dealers and compiled by the Company. The Company must rely on information that its dealers supply concerning retail sales and this information is subject to revision. Only Harley-Davidson motorcycles are included in the Harley-Davidson Motorcycle Retail Sales data.
- (b) Europe data includes Austria, Belgium, Denmark, Finland, France, Germany, Greece, Italy, Netherlands, Norway, Portugal, Spain, Sweden, Switzerland and the United Kingdom.

The following table includes industry retail motorcycle registration data (units in thousands):

Motorcycle Industry Retail Sales
Heavyweight (651+cc)

	2007	2006	% change
United States (a)	516.1	543.0	(5.0)%
Europe (b)	403.0	376.8	7.0%

- (a) U.S. industry data includes 651+cc models derived from submission of motorcycle retail sales by each major manufacturer to an independent third party.
- (b) Europe data includes Austria, Belgium, Denmark, Finland, France, Germany, Greece, Italy, Netherlands, Norway, Portugal, Spain, Sweden, Switzerland and the United Kingdom. Industry retail motorcycle registration data includes 651+cc models derived from information provided by Giral S.A., an independent agency.

Industry retail registration data for the remaining international markets has not been presented because the Company does not believe definitive and reliable registration data is available to the Company at this time.

Harley-Davidson Motorcycle Retail Sales (a)
Heavyweight (651+cc)
(units in thousands)

	2006	2005	% change
United States	268.4	253.4	5.9%
Europe (b)	33.8	29.5	14.6%
Japan	13.3	11.4	16.3%
Canada	13.5	11.7	15.9%
All other markets	15.0	11.2	34.3%
Total Harley-Davidson retail sales	344.0	317.2	8.5%

- (a) Data source for retail sales figures shown above is sales and warranty registration information provided by Harley-Davidson dealers and compiled by the Company. The Company must rely on information that its dealers supply concerning retail sales and this information is subject to revision.
- (b) Europe retail sales includes sales in Austria, Belgium, Denmark, Finland, France, Germany, Greece, Italy, the Netherlands, Norway, Portugal, Spain, Sweden, Switzerland and the United Kingdom.

The following table includes industry retail motorcycle registration data (units in thousands):

Motorcycle Industry Retail Sales
Heavyweight (651+cc)

	2006	2005	% change
United States (a)	543.0	517.6	4.9%
Europe (b)	376.8	350.7	7.4%

- (a) U.S. data provided by the Motorcycle Industry Council.
- (b) Europe data includes Austria, Belgium, Denmark, Finland, France, Germany, Greece, Italy, Netherlands, Norway, Portugal, Spain, Sweden, Switzerland and the United Kingdom. Industry retail motorcycle registration data is derived from information provided by Giral S.A., an independent agency. Data for 2005 has been adjusted to include competitor motorcycles that had previously not been included by the Company. The previously reported amount for 2005 was 332.8.

Industry retail registration data for the remaining international markets has not been presented because the Company does not believe definitive and reliable registration data is available to the Company at this time.

Harley-Davidson Motorcycle Retail Sales (a)
Heavyweight (651+cc)
(units in thousands)

	2005	2004	% change
United States	253.4	243.2	4.2%
Europe (b)	29.5	24.6	19.9%
Japan	11.4	10.3	11.1%
Canada	11.7	11.2	4.1%
All other markets	11.2	9.3	19.4%
Total Harley-Davidson retail sales	317.2	298.6	6.2%

- (a) Data source for all 2005 retail sales figures shown above is sales and warranty registrations provided by Harley-Davidson dealers and compiled by the Company. The Company must rely on information that its dealers supply concerning retail sales and this information is subject to revision. 2004 retail sales figures shown above conform to sales and warranty registration information as of December 31, 2004 and vary from previously published Motorcycle Industry Council, Giral S.A. and Japan Industry source data.
- (b) Europe retail sales includes sales in Austria, Belgium, Denmark, Finland, France, Germany, Greece, Italy, the Netherlands, Norway, Portugal, Spain, Sweden, Switzerland and the United Kingdom.

The following table includes industry retail motorcycle registration data (units in thousands):

Motorcycle Industry Retail Sales
Heavyweight (651+cc)

	2005	2004	% change
United States (a)	517.6	494.0	4.8%
Europe (b)	350.7	337.1	4.0%

- (a) U.S. data provided by the Motorcycle Industry Council.
- (b) Europe data includes retail sales in Austria, Belgium, Denmark, Finland, France, Germany, Greece, Italy, Netherlands, Norway, Portugal, Spain, Sweden, Switzerland and the United Kingdom. Industry retail motorcycle registration data is derived from information provided by Giral S.A., an independent agency. Data for 2005 and 2004 has been adjusted to include competitor motorcycles that were incorrectly excluded by the Company. The previously reported amounts for 2005 and 2004 were 332.8 and 336.2, respectively.

Industry retail registration data for the remaining international markets has not been presented because the Company does not believe definitive and reliable registration data is available to the Company at this time.

HARLEY-DAVIDSON, INC.
Motorcycle Industry Registration Statistics
(Units)

U.S. and Canada	2003	2002	2001	2000	1999	1998	1997	1996	1995	1994	1993	1992	1991
651+cc Volume	495,436	474,955	422,787	366,247	297,849	246,214	205,407	178,521	163,060	150,419	132,820	111,861	100,705
H-D Volume	238,243	220,143	185,571	163,984	142,042	116,110	99,298	85,063	77,017	69,529	63,372	55,998	48,260
Buell Volume	3,719	3,023	2,695	4,306	4,022	3,333	1,912	1,740	771	194	n/a	n/a	n/a
HDI Total Volume	241,962	223,166	188,266	168,290	146,064	119,443	101,210	86,803	77,788	69,723	63,372	55,998	48,260
% Change 651+cc Volume	4.3%	12.3%	15.4%	23.0%	21.0%	19.9%	15.1%	9.5%	8.4%	13.3%	18.7%	11.1%	
% Change HDI Total Volume	8.4%	18.5%	11.9%	15.2%	22.3%	18.0%	16.6%	11.6%	11.6%	10.0%	13.2%	16.0%	
HDI Market Share	48.8%	47.0%	44.5%	45.9%	49.0%	48.5%	49.3%	48.6%	47.7%	46.4%	47.7%	50.1%	47.9%
Europe	2003	2002	2001	2000	1999	1998	1997	1996	1995	1994	1993	1992	1991
651+cc Volume	323,083	331,790	319,863	338,921	348,046	307,954	282,378	251,043	232,682	201,904	218,619	212,100	194,700
H-D Volume	26,299	23,530	22,763	23,230	20,471	18,083	17,190	16,840	16,669	14,393	13,229	12,135	10,996
Buell Volume	3,106	1,930	2,312	2,045	2,200	1,681	785	n/a	n/a	n/a	n/a	n/a	n/a
HDI Total Volume	29,405	25,460	25,075	25,275	22,671	19,764	17,975	16,840	16,669	14,393	13,229	12,135	10,996
% Change 651+cc Volume	-2.6%	3.7%	-5.6%	-2.6%	13.0%	9.1%	12.5%	7.9%	15.2%	-7.6%	3.1%	8.9%	
% Change HDI Total Volume	15.5%	1.5%	-0.8%	11.5%	14.7%	10.0%	6.7%	1.0%	15.8%	8.8%	9.0%	10.4%	
HDI Market Share	9.1%	7.7%	7.8%	7.5%	6.5%	6.4%	6.4%	6.7%	7.2%	7.1%	6.1%	5.7%	5.6%
NOTE: Europe 1991-1994 is comprised of Austria, Belgium, France, Germany, Italy, Netherlands, Spain, Switzerland, and the United Kingdom. Europe 1995-2004 is comprised of Austria, Belgium, Denmark, Finland, France, Germany, Greece, Italy, Netherlands, Norway, Portugal, Spain, Sweden, Switzerland, and the United Kingdom.													
Japan and Australia	2003	2002	2001	2000	1999	1998	1997	1996	1995	1994	1993	1992	1991
651+cc Volume	58,941	63,857	62,069	62,667	63,097	69,222	58,880	37,417	39,361	39,077	35,708	37,490	26,995
H-D Volume	15,195	13,602	12,662	12,213	11,642	10,273	9,686	8,190	7,923	7,588	6,669	6,049	5,261
Buell Volume	989	739	651	658	701	532	426	182	n/a	n/a	n/a	n/a	n/a
HDI Total Volume	16,184	14,341	13,313	12,871	12,343	10,805	10,112	8,372	7,923	7,588	6,669	6,049	5,261
% Change 651+cc Volume	-7.7%	2.9%	-1.0%	-0.7%	-8.8%	17.6%	57.4%	-4.9%	0.7%	9.4%	-4.8%	38.9%	
% Change HDI Total Volume	12.9%	7.7%	3.4%	4.3%	14.2%	6.9%	20.8%	5.7%	4.4%	13.8%	10.2%	15.0%	
HDI Market Share	27.5%	22.5%	21.4%	20.5%	19.6%	15.6%	17.2%	22.4%	20.1%	19.4%	18.7%	16.1%	19.5%
Total for markets listed above	2003	2002	2001	2000	1999	1998	1997	1996	1995	1994	1993	1992	1991
651+cc Volume	877,460	870,602	804,719	767,835	708,992	623,390	546,665	466,981	435,103	391,400	387,147	361,451	322,400
H-D Volume	279,737	257,275	220,996	199,427	174,155	144,466	126,174	110,093	101,609	91,510	83,270	74,182	64,517
Buell Volume	7,814	5,692	5,658	7,009	6,923	5,546	3,123	1,922	771	194	n/a	n/a	n/a
HDI Total Volume	287,551	262,967	226,654	206,436	181,078	150,012	129,297	112,015	102,380	91,704	83,270	74,182	64,517
% Change 651+cc Volume	0.8%	8.2%	4.8%	8.3%	13.7%	14.0%	17.1%	7.3%	11.2%	1.1%	7.1%	12.1%	
% Change HDI Total Volume	9.3%	16.0%	9.8%	14.0%	20.7%	16.0%	15.4%	9.4%	11.6%	10.1%	12.3%	15.0%	
HDI Market Share	32.8%	30.2%	28.2%	26.9%	25.5%	24.1%	23.7%	24.0%	23.5%	23.4%	21.5%	20.5%	20.0%

Note: These are actual registrations of motorcycles. The Harley-Davidson, Inc. registrations are typically lower than actual sales due to the timing differences.

Data provided by R.L. Polk (1992-95), Motorcycle Industry Council (1996-2001), Giral S.A., Australian Bureau of Statistics, and H-D Japan.

**Harley-Davidson® Motorcycle Purchaser Demographic Profile
United States**

	<u>1987</u>	<u>1988</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>1992</u>	<u>1993</u>	<u>1994</u>	<u>1995</u>	<u>1996</u>	<u>1997</u>	<u>1998</u>	<u>1999*</u>	<u>2000*</u>	<u>2001*</u>	<u>2002*</u>	<u>2003*</u>	<u>2004*</u>	<u>2005*</u>	<u>2006*</u>	<u>2007*</u>	<u>2008*</u>	
GENDER																							
Male	98%	96%	96%	96%	95%	95%	93%	93%	91%	91%	93%	93%	91%	90%	90%	90%	89%	89%	88%	88%	88%	89%	
Female	2%	4%	4%	4%	5%	5%	7%	7%	9%	9%	7%	7%	9%	10%	10%	10%	11%	11%	12%	12%	12%	11%	
MEDIAN AGE																							
Years	34.7	34.6	34.6	36.7	38.5	38.4	41.6	42.1	42.5	43.6	44.6	44.4	43.4	44.2	44.3	44.8	45.2	46.1	46.5	47.1	47.8	48.0	
MEDIAN INCOME (\$000's)																							
Household	38.4	40.0	44.7	47.3	50.5	53.7	61.9	65.2	66.4	68.5	74.1	73.6	72.8	76.1	77.2	81.2	83.3	80.8	81.6	82.1	84.7	86.9	

* 1999-2008 Gender, Median Age and Median Income data provided by CSI (Customer Satisfaction Index). Earlier data provided by Harley-Davidson Purchaser Study.

	<u>1999</u>	<u>2000</u>	<u>2001</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>
Owned a Harley-Davidson® motorcycle previously at any point during lifetime	52%	53%	48%	49%	48%	48%	50%	49%	52%	53%
Owned a competitive motorcycle previously	36%	35%	40%	38%	37%	37%	35%	37%	33%	31%
First motorcycle purchased	12%	12%	12%	13%	15%	15%	15%	14%	15%	16%

Harley Owners Group® (H.O.G.)

Worldwide Membership

<u>Year</u>	<u>Membership</u>
1983	33,000
1984	45,000
1985	60,000
1986	75,000
1987	87,000
1988	95,000
1989	107,000
1990	132,500
1991	151,600
1992	192,000
1993	233,500
1994	270,000
1995	293,000
1996	318,000
1997	380,000
1998	430,000
1999	504,500
2000	582,400
2001	660,000
2002	750,000
2003	840,000
2004	900,000
2005	993,000
2006	1,000,000
2007	1,090,000
2008	1,100,000

Figures represent H.O.G. membership at year end.

Harley-Davidson, Inc. vs. Standard and Poor's 500 Composite Index

<u>Year</u>	<u>HOG</u>	<u>S&P500</u>
1986	\$100	\$100
1987	\$124	\$105
1988	\$242	\$123
1989	\$374	\$161
1990	\$367	\$156
1991	\$852	\$204
1992	\$1,433	\$220
1993	\$1,686	\$242
1994	\$2,152	\$245
1995	\$2,224	\$337
1996	\$3,650	\$414
1997	\$4,257	\$553
1998	\$7,434	\$710
1999	\$10,084	\$860
2000	\$12,544	\$782
2001	\$17,169	\$689
2002	\$14,645	\$537
2003	\$15,133	\$690
2004	\$19,476	\$766
2005	\$16,709	\$803
2006	\$23,191	\$930
2007	\$15,687	\$981
2008	\$5,956	\$618

Year-end market value of \$100 invested Dec 31, 1986
Includes dividends reinvested.

Major Manufacturing Locations

<u>Location</u>	<u>Product</u>
York, PA	Touring Motorcycle and Softail® vehicle manufacturing and assembly; Motorcycle component manufacturing
Capitol Drive Milwaukee, WI	Sportster® powertrain and Buell® powertrain manufacturing; Parts and Accessories manufacturing; Engine Remanufacturing Program
Pilgrim Road Milwaukee, WI	All Twin Cam powertrain manufacturing
Tomahawk, WI	Fiberglass parts, windshield and saddlebag production and painting
Kansas City, MO	Dyna Glide, VRSC™ (V-Rod®) and Sportster® vehicle manufacturing and assembly; V-Rod® powertrain assembly
East Troy, WI	Buell® motorcycle vehicle manufacturing and assembly

Full-Line Dealers/Dealer Outlets by Year and by Location

Harley-Davidson®

	2008	2007	2006	2005	2004
USA	686	684	679	667	659
Canada	71	74	75	75	75
Europe	379	370	354	359	389
Japan, Australia, Asia, Latin America	227	240	209	210	201
Totals	1363	1368	1317	1311	1324

Buell®

	2008	2007	2006	2005	2004
USA	306	307	309	318	411
Canada	46	45	44	43	43
Europe	327	327	317	299	299
Japan, Australia, Asia, Latin America	107	92	89	83	137
Totals	786	771	759	743	890

Alternative Retail Outlets

	2008	2007	2006	2005	2004
USA	77	68	69	65	64
Canada	3	8	2	3	3
Europe	9	20	21	23	31
Japan, Australia, Asia, Latin America	15	0	0	0	0
Totals	104	96	92	91	98

Secondary Retail Locations

	2008	2007	2006	2005	2004
USA	101	104	97	90	87
Canada	3	2	2	0	0
Europe	2	0	0	0	0
Japan, Australia, Asia, Latin America	18	3	0	0	0
Totals	124	109	99	90	87

Alternative Retail Outlets (AROs) are located primarily in high traffic areas such as malls, airports or popular vacation destinations and focus on selling the Company's Motorclothes apparel and collectibles and Licensed Products. AROs are not authorized to sell new motorcycles.

Secondary Retail Locations (SRLs), also known as Harley Shops, are satellites of the main dealership and are developed to meet the service needs of the Company's riding customers. Harley Shops also provide replacement parts and accessories, Motorclothes apparel and collectibles, and are authorized to sell new motorcycles.