

HARLEY-DAVIDSON, INC.
CONDENSED CONSOLIDATED STATEMENTS OF INCOME

Unaudited

(IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>TOTAL</u>
Motorcycles and related products revenue	\$ 1,328,711	\$ 1,577,135	\$ 962,136		\$ 3,867,982
Gross profit	477,485	575,623	276,975		1,330,083
Selling, administrative and engineering expense	238,643	255,976	257,327		751,946
Restructuring expense	-	-			-
Operating income from motorcycles & related products	238,842	319,647	19,648	-	578,137
Financial services revenue	173,221	188,034	189,059		550,314
Financial services expense	120,585	106,099	111,999		338,683
Operating income from financial services	52,636	81,935	77,060	-	211,631
Operating income	291,478	401,582	96,708		789,768
Investment income	879	577	1,083		2,539
Interest expense	7,673	7,726	7,896		23,295
Income (loss) before income taxes	284,684	394,433	89,895	-	769,012
Provision (benefit) for income taxes	98,315	135,566	21,686		255,567
Income (loss) from continuing operations	186,369	258,867	68,209	-	513,445
Income (loss) from discontinued operations, net of tax	-	-	-		-
Net income (loss)	\$ 186,369	\$ 258,867	\$ 68,209	\$ -	\$ 513,445
Earnings (loss) per common share from continuing operations:					
Basic	\$ 1.06	\$ 1.48	\$ 0.40		
Diluted	\$ 1.05	\$ 1.48	\$ 0.40		
Weighted-average common shares:					
Basic	176,001	174,409	169,850		
Diluted	177,070	175,324	170,688		
Cash dividends per common share	\$ 0.365	\$ 0.365	\$ 0.365		