

Summary of FY2022 Third-Quarter Results <Consolidated>

(Billion yen, 000 units)

	FY2021 3rd Quarter Result (Apr. 2021-Dec. 2021)	FY2022 3rd Quarter Result (Apr. 2022-Dec. 2022)	FY2022 Revised Forecast (Feb. 2) (Apr. 2022-Mar. 2023)	FY2022 Previous Forecast (Nov. 2) (Apr. 2022-Mar. 2023)	FY2021 Full Year Results (Apr. 2021-Mar. 2022)
	(A)	(B)	(C)	(D)	(E)
Net Sales	1,416.1	1,805.3	2,480.0	2,530.0	2,038.9
Operating Profit	55.9	153.7	170.0	170.0	87.3
<Margin>	< 3.9% >	< 8.5% >	< 6.9% >	< 6.7% >	< 4.3% >
Ordinary Profit	61.1	154.7	180.0	180.0	101.0
<Margin>	< 4.3% >	< 8.6% >	< 7.3% >	< 7.1% >	< 5.0% >
Net Income*	44.7	130.8	140.0	140.0	74.0
<Margin>	< 3.2% >	< 7.2% >	< 5.6% >	< 5.5% >	< 3.6% >
Foreign Exchange	111 Yen/USD 130 Yen/EUR	137 Yen/USD 141 Yen/EUR	135 Yen/USD 140 Yen/EUR (Q4:129 Yen/USD) (Q4:139 Yen/EUR)	134 Yen/USD 137 Yen/EUR (2H:135 Yen/USD) (2H:135 Yen/EUR)	112 Yen/USD 130 Yen/EUR
Capital Expenditure (Accrual basis)	39.7	28.7	90.0	90.0	62.7
Depreciation	39.6	45.1	59.0	59.0	53.6
R&D Expenses	64.2	75.9	102.0	102.0	90.7
Balance of Interest Bearing Debt	504.3	431.3			480.5
Automotive	265.6	193.0			264.2
Financial	238.7	238.3			216.3
Total Assets	1,862.3	2,056.5			1,928.4
Wholesale Volume	727	745	1,030	1,071	1,016
Domestic	129	173	254	256	192
Overseas	598	572	776	815	824
Production Volume (JAMA Base)	756	743			1,025

*Net income attributable to owners of the Parent

Analysis of Operating Profit (YoY)	FY2022 3rd Quarter Result (Apr. 2022-Dec. 2022)
Volume/Mix change	+53.4
Sales expenses	+17.2
Procurement cost/ Shipping cost	-54.5
Research & Development	-11.7
Others	+13.2
FX movement	+80.2
(Total Change of YoY)	+97.8