

## Summary of FY2022 Results <Consolidated>

(Billion yen, 000 units)

	FY2021 Result (Apr. 2021-Mar. 2022) (A)	FY2022 Result (Apr. 2022-Mar. 2023) (B)	FY2023 Forecast (Apr. 2023-Mar. 2024) (C)
Net Sales	2,038.9	2,458.1	2,700.0
Operating Profit	87.3	190.5	150.0
<Margin>	< 4.3% >	< 7.7% >	< 5.6% >
Ordinary Profit	101.0	182.0	150.0
<Margin>	< 5.0% >	< 7.4% >	< 5.6% >
Net Income*	74.0	168.7	100.0
<Margin>	< 3.6% >	< 6.9% >	< 3.7% >
Foreign Exchange	112 Yen/USD 130 Yen/EUR	136 Yen/USD 142 Yen/EUR	129 Yen/USD 140 Yen/EUR
Capital Expenditure (Accrual basis)	62.7	78.6	105.0
Depreciation	53.6	60.1	67.0
R&D Expenses	90.7	107.2	118.0
Balance of Interest Bearing Debt	480.5	428.3	
Automotive	264.2	193.7	
Financial	216.3	234.6	
Total Assets	1,928.4	2,201.5	
Wholesale Volume	1,016	1,009	1,121
Domestic	192	246	266
Overseas	824	763	855
Production Volume (JAMA Base)	1,025	1,019	

\*Net income attributable to owners of the Parent

Analysis of Operating Profit (YoY)	FY2022 Result (Apr. 2022-Mar. 2023)
Volume/Mix change	+59.2
Sales expenses	+21.4
Procurement cost/ Shipping cost	-75.1
Research & Development	-16.5
Others	+14.3
FX movement	+99.9
(Total Change of YoY)	+103.2