

Summary of FY2023 First Quarter Results <Consolidated>

(Billion yen, 000 units)

	FY2022 1st Quarter Result (Apr.2022-Jun.2022)	FY2023 1st Quarter Result (Apr.2023-Jun.2023)	FY2023 Forecast(July 24) (Apr.2023-Mar.2024)	FY2023 Previous Forecast(May 9) (Apr.2023-Mar.2024)	FY2022 Full Year Results (Apr.2022-Mar.2023)
	(A)	(B)	(C)	(D)	(E)
Net Sales	528.7	635.8	2,780.0	2,700.0	2,458.1
Operating Profit	30.8	45.2	170.0	150.0	190.5
<Margin>	< 5.8% >	< 7.1% >	< 6.1% >	< 5.6% >	< 7.7% >
Ordinary Profit	49.5	61.8	170.0	150.0	182.0
<Margin>	< 9.4% >	< 9.7% >	< 6.1% >	< 5.6% >	< 7.4% >
Net Income*	38.6	47.9	110.0	100.0	168.7
<Margin>	< 7.3% >	< 7.5% >	< 4.0% >	< 3.7% >	< 6.9% >
Foreign Exchange	127 Yen/USD 137 Yen/EUR	136 Yen/USD 148 Yen/EUR	131 Yen/USD 148 Yen/EUR	129 Yen/USD 140 Yen/EUR	136 Yen/USD 142 Yen/EUR
Capital Expenditure (Accrual basis)	6.3	14.6	105.0	105.0	78.6
Depreciation	14.4	15.5	67.0	67.0	60.1
R&D Expenses	25.5	25.1	118.0	118.0	107.2
Balance of Interest Bearing Debt	433.4	467.8			428.3
Automotive	188.5	225.8			193.7
Financial	244.9	242.0			234.6
Total Assets	1,914.8	2,236.1			2,201.5
Wholesale Volume	221	232	1,121	1,121	1,009
Domestic	47	51	266	266	246
Overseas	174	181	855	855	763
Production Volume (JAMA Base)	201	227			1,019

*Net income attributable to owners of the Parent

Operating Profit Variance (YoY)	FY2023 1st Quarter Result (Apr.2023-Jun.2023)
Volume, Mix, Selling Price	+30.5
Sales expenses	-4.6
Procurement cost/ Shipping cost	-15.2
Research & Development	+0.4
Others	+0.6
FX movement	+2.7
(Total Change of YoY)	+14.4