

## Summary of FY2023 Third-Quarter Results <Consolidated>

(Billion yen, 000 units)

	FY2022 3rd Quarter Result (Apr.2022-Dec.2022) (A)	FY2023 3rd Quarter Result (Apr.2023-Dec.2023) (B)	FY2023 Full Year Forecast (Oct. 30) (Apr.2023-Mar.2024) (C)	FY2022 Full Year Results (Apr.2022-Mar.2023) (D)
Net Sales	1,805.3	2,063.9	2,850.0	2,458.1
Operating Profit <Margin>	153.7 < 8.5% >	160.1 < 7.8% >	200.0 < 7.0% >	190.5 < 7.7% >
Ordinary Profit <Margin>	154.7 < 8.6% >	166.0 < 8.0% >	210.0 < 7.4% >	182.0 < 7.4% >
Net Income* <Margin>	130.8 < 7.2% >	102.8 < 5.0% >	140.0 < 4.9% >	168.7 < 6.9% >
Foreign Exchange	137 Yen/USD 141 Yen/EUR	143 Yen/USD 155 Yen/EUR	139 Yen/USD 152 Yen/EUR	136 Yen/USD 142 Yen/EUR
Capital Expenditure (Accrual basis)	28.7	57.0	105.0	78.6
Depreciation	45.1	49.7	67.0	60.1
R&D Expenses	75.9	81.6	118.0	107.2
Balance of Interest Bearing Debt	431.3	478.3		428.3
Automotive	193.0	222.7		193.7
Financial	238.3	255.6		234.6
Total Assets	2,056.5	2,343.6		2,201.5
Wholesale Volume	745	767	1,077	1,009
Domestic	173	188	264	246
Overseas	572	579	813	763
Production Volume (JAMA Base)	743	748		1,019

\*Net income attributable to owners of the Parent

Analysis of Operating Profit (YoY)	FY2023 3rd Quarter Result (Apr.2023-Dec.2023)
Volume/Mix change	+64.7
Sales expenses	-22.1
Procurement cost/ Shipping cost	-29.0
Research & Development	-5.7
Others	-17.8
FX movement	+16.3
(Total Change of YoY)	+6.4