

Summary of FY2024 Third-Quarter Results <Consolidated>

(Billion yen, 000 units)

	FY2023 3rd Quarter Result (Apr. 2023-Dec. 2023)	FY2024 3rd Quarter Result (Apr. 2024-Dec. 2024)	FY2024 Full Year Forecast (Apr. 2024-Mar. 2025)	Previous FY2024 Forecast (May. 8) (Apr. 2024-Mar. 2025)	FY2023 Full Year Results (Apr. 2023-Mar. 2024)
	(A)	(B)	(C)	(D)	(E)
Net Sales	2,063.9	1,989.3	2,760.0	2,880.0	2,789.6
Operating Profit	160.1	104.6	125.0	190.0	191.0
<Margin>	< 7.8% >	< 5.3% >	< 4.5% >	< 6.6% >	< 6.8% >
Ordinary Profit	166.0	78.5	90.0	190.0	209.0
<Margin>	< 8.0% >	< 3.9% >	< 3.3% >	< 6.6% >	< 7.5% >
Net Income*	102.8	33.2	35.0	144.0	154.7
<Margin>	< 5.0% >	< 1.7% >	< 1.3% >	< 5.0% >	< 5.5% >
Foreign Exchange	143 Yen/USD 155 Yen/EUR	153 Yen/USD 165 Yen/EUR	151 Yen/USD 164 Yen/EUR	142 Yen/USD 159 Yen/EUR	144 Yen/USD 156 Yen/EUR
Capital Expenditure (Accrual basis)	57.0	56.9	100.0	100.0	93.6
Depreciation	49.7	55.0	73.0	73.0	67.7
R&D Expenses	81.6	92.6	125.0	125.0	114.6
Balance of Interest Bearing Debt	478.3	347.6			492.4
Automotive	222.7	68.7			227.9
Financial	255.6	278.9			264.5
Total Assets	2,343.6	2,289.7			2,454.5
Wholesale Volume	767	694	959	1,001	1,029
Domestic	188	186	260	252	265
Overseas	579	508	699	749	764
Production Volume (JAMA Base)	748	682			1,010

*Net income attributable to owners of the Parent

Analysis of Operating Profit (YoY)	FY2024 3rd Quarter Result (Apr. 2024-Dec. 2024)
Volume/Mix change	-15.0
Sales expenses	-38.2
Procurement cost/ Shipping cost	+4.6
Research & Development	-11.0
Others	-13.2
FX movement	+17.3
(Total Change of YoY)	-55.5