

(Reference Materials) Consolidated Business Results for the Fiscal Year Ending December 31, 2022

(Units: 1,000 product units; ¥ Bill.)

	Results for Previous Fiscal Year		Results for Current Fiscal Year		Forecast for the Next Fiscal Year:	
	January–December 2021		January–December 2022		January–December 2023	
Net sales	1,812.5	(+23.2%)	2,248.5	(+24.1%)	2,450.0	(+9.0%)
Domestic Sales	158.3	(+3.5%)	164.1	(+3.6%)	–	
Overseas Sales	1,654.1	(+25.5%)	2,084.4	(+26.0%)	–	
Operating Income	182.3	(+123.3%)	224.9	(+23.3%)	230.0	(+2.3%)
<Operating Income Ratio>	<10.1%>		<10.0%>		<9.4%>	
Ordinary Income	189.4	(+116.0%)	239.3	(+26.3%)	230.0	(△3.9%)
<Ordinary Income Ratio>	<10.5%>		<10.6%>		<9.4%>	
Net Income	155.6	(+193.1%)	174.4	(+12.1%)	160.0	(△8.3%)
<Net Income Ratio>	<8.6%>		<7.8%>		<6.5%>	
Factors Impacting Operating Income (Compared to Previous Year)	(Factors Related to Income Increase)		(Factors Related to Income Increase)		(Factors Related to Income Increase)	
	Land Mobility Business	45.0	Exchange Effects	80.3	Land Mobility Business	13.3
	Marine Products Business	18.5			Marine Products Business	23.0
	Robotics Business	14.1			Robotics Business	3.2
	Financial Services	11.1	(Factors Related to Income Decrease)		Other Business Segments	7.8
	Growth Strategy Cost Reductions	1.7	Land Mobility Business	△13.3		
	Exchange Effects	11.2	Marine Products Business	△8.6	(Factors Related to Income Decrease)	
	(Factors Related to Income Decrease)		Robotics Business	△5.9	Financial Services	△1.4
	Other Business Segments	△0.9	Financial Services	△4.2	Growth Strategy Expense Increases	△9.8
			Growth Strategy Expense Increases	△5.7	Exchange Effects	△30.9
Currency Rate (US\$)	110Yen		132Yen		125Yen	
(Exchange Rate) (EUR)	130Yen		138Yen		135Yen	
Capital Expenditure (inspection basis)	67.0		88.2		100.0	
Depreciation and Amortization Expenses	51.1		59.8		60.0	
Research and Development Expenses	95.3		105.2		121.0	
Interest-bearing Debt Balance	458.5		602.7		527.0	
Evaluation of Business Performance (Operating income basis)	Sales increase after an interval of three years Income increase after an interval of four years		Sales increase over two years consecutively Income increase over two years consecutively		Sales increase over three years consecutively Income increase over three years consecutively	
Total Motorcycle Unit Sales	4,531		4,774		5,233	
Japan	99		95		98	
Overseas Sales	4,432		4,679		5,135	
North America	67		68		74	
Europe	189		199		228	
Asia	3,619		3,826		4,111	
Other	558		586		723	

* < > Percentage change compared with the same period the previous fiscal year (rounded off to one decimal place)

* The above forecast consolidated business results are based on the Company's assumptions and beliefs in light of the information currently available, and may vary significantly from actual results due to factors such as changes in the business environment, trends in market demand, and foreign exchange fluctuations.

* "Net Income" above refers to "Net Income for this Period Attributable to Owners of Parent."