

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

(Units: 1,000 product units; ¥ Bil.)

	Results for the First Quarter of the Year Ending December 31, 2021	Results for the First Quarter of the Year Ending December 31, 2022	Forecast for the Fiscal Year Ending December 31, 2022. (announced Feb. 10)	
	January-December 2021	January-December 2022	January-December 2022	
Net sales	444.1 (+12.2%)	481.7 (+8.5%)	2,000.0 (+10.3%)	
Domestic Sales	38.7 (△1.8%)	42.0 (+8.6%)	--	
Overseas Sales	405.4 (+13.7%)	439.7 (+8.5%)	--	
Operating Income	48.3 (+89.8%)	40.1 (△16.9%)	190.0 (+4.2%)	
<Operating Income Ratio>	<10.9%>	<8.3%>	<9.5%>	
Ordinary Income	52.9 (+96.9%)	45.7 (△13.5%)	190.0 (+0.3%)	
<Ordinary Income Ratio>	<11.9%>	<9.5%>	<9.5%>	
Net Income	41.8 (+334.8%)	32.6 (△21.9%)	130.0 (△16.4%)	
<Net Income Ratio>	<9.4%>	<6.8%>	<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	11.6	Robotics Business	0.6
	Marine Products Business	3.6	Exchange Effects	8.0
	Robotics Business	2.7		
	Financial Services	3.7	(Factors Related to Income Decrease)	
	Other Business Segments	1.1	Land Mobility Business	△10.9
	Growth Strategy	1.7	Marine Products Business	△2.6
	Cost		Financial Services	△0.7
	(Factors Related to Income Decrease)		Other Business Segments	△1.6
	Exchange Effects	△1.7	Growth Strategy Expense Increases	△0.9
Currency Rat (US\$)	106Yen	116Yen	113Yen	
(Exchange Rate (EUR))	128Yen	130Yen	128Yen	
Capital Expenditure(inspection ba	11.7	15.0	97.0	
Depreciation and Amortization Exper	12.9	13.5	54.0	
Research and Development Expense	21.1	25.3	101.0	
Interest-bearing Debt Balance	495.1	536.3	480.0	
Total Motorcycle Unit Sales	1,215	1,117	4,858	
Japan	23	23	98	
Overseas Sales	1,192	1,094	4,760	
North America	19	14	73	
Europe	46	51	210	
Asia	1,003	885	3,864	
Other	124	143	612	

\* < > 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,  
\* "Net Income" above refers to "Net Income for this Period Attributable to Owners of Parent."