

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

(Units: 1,000 product units; ¥ Bill.)

	Results for the First Half of the Fiscal Year Ending December 31, 2021		Results for the First Half of the Fiscal Year Ending December 31, 2022		Forecast for the Fiscal Year Ending December 31, 2022 (announced August 5)	
	January-June 2021		January-June 2022		January-December 2022	
Net sales	920.1	(+34.2%)	1068.9	(+16.2%)	2200	(+21.4%)
Domestic Sales	78.5	(+7.2%)	81.5	(+3.8%)	-	
Overseas Sales	841.5	(+37.4%)	987.4	(+17.3%)	-	
Operating Income	109.2	(+471.9%)	102.4	(△6.2%)	200	(+9.7%)
<Operating Income Ratio>	<11.9%>		<9.6%>		<9.1%>	
Ordinary Income	115.1	(+454.8%)	115.4	(+0.3%)	210	(+10.9%)
<Ordinary Income Ratio>	<12.5%>		<10.8%>		<9.5%>	
Net Income	93.1	(-%)	83	(△10.8%)	145	(△6.8%)
<Net Income Ratio>	<10.1%>		<7.8%>		<6.6%>	
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	51	Exchange Effects	27.1	Robotics Business	1.4
	Marine Products Business	16.2			Exchange Effects	59.9
	Robotics Business	8.2				
	Financial Services	9.7	(Factors Related to Income Decrease)		(Factors Related to Income Decrease)	
	Other Business Segments	1.7	Land Mobility Business	△18.7	Land Mobility Business	△29.6
	Growth Strategy Cost Reductions	2.8	Marine Products Business	△9.0	Marine Products Business	△0.6
	Exchange Effects	0.5	Robotics Business	△1.1	Financial Services	△4.3
			Financial Services	△1.7	Other Business Segments	△0.1
			Other Business Segments	△1.1	Growth Strategy Expense Increases	△8.9
	(Factors Related to Income Decrease)		Growth Strategy Expense Increases	△2.3		
Currency Rate (US\$) (Exchange Rate)	108 yen		123 yen		127 yen	
(EUR)	130 yen		134 yen		134 yen	
Capital Expenditure (inspection basis)	26.1		30.5		97.0	
Depreciation and Amortization Expenses	25.2		28.7		54.0	
Research and Development Expenses	45.0		50.0		99.7	
Interest-bearing Debt Balance	484.6		589.2		540.6	
Evaluation of Business Performance (Operating income basis)	Sales increase after an interval of two years Income increase after an interval of three years		Sales increase over two years consecutively Income decreases after an interval of two years		Sales increase over two years consecutively Income increase over two years consecutively	
Total Motorcycle Unit Sales	2,312		2,306		4,718	
Japan	51		48		96	
Overseas Sales	2,260		2,258		4,621	
North America	34		36		73	
Europe	116		108		188	
Asia	1,845		1,826		3,737	
Other	265		288		623	

\* < > 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."