

Consolidated Business Results for the Third Quarter of the Fiscal Year Ending December 31, 2023

(Units: 1,000 product units; ¥ Bill.)

	Results for the Third Quarter of the Year Ending December 31, 2022		Results for the Third Quarter of the Year Ending December 31, 2023		Forecast for the Fiscal Year Ending December 31, 2023 (announced August 8)	
	January–September 2022		January–September 2023		January–December 2023	
Net sales	1,677.1	(+23.1%)	1,835.2	(+9.4%)	2,500.0	(+11.2%)
Domestic Sales	128.2	(+8.7%)	102.4	(Δ20.2%)	–	
Overseas Sales	1,548.9	(+24.4%)	1,732.8	(+11.9%)	–	
Operating Income	174.2	(+12.6%)	208.2	(+19.5%)	250.0	(+11.2%)
<Operating Income Ratio>	<10.4%>		<11.3%>		<10.0%>	
Ordinary Income	190.0	(+18.3%)	205.9	(+8.4%)	250.0	(+4.5%)
<Ordinary Income Ratio>	<11.3%>		<11.2%>		<10.0%>	
Net Income	133.1	(Δ2.9%)	149.3	(+12.2%)	180.0	(+3.2%)
<Net Income Ratio>	<7.9%>		<8.1%>		<7.2%>	
Factors Impacting Operating Income (Compared to Previous Year)	(Factors Related to Income Increase)		(Factors Related to Income Increase)		/	
	Exchange effects	56.7	Sales increases	38.7		
			Exchange effects	34.9		
	(Factors Related to Income Decrease)		(Factors Related to Income Decrease)			
	Land Mobility Business	Δ17.2	Cost reductions	Δ6.8		
	Marine Products Business	Δ8.0	Growth strategy expense increases	Δ4.9		
	Robotics Business	Δ3.2	Increase in SG&A expenses	Δ27.8		
	Financial Services Business	Δ3.5				
Other Products Business	Δ1.0					
Growth Strategy Expense Increases	Δ4.4					
Currency Rate (Exchange Rate)	(US\$) 128Yen		138Yen		135Yen	
	(EUR) 136Yen		150Yen		145Yen	
Capital Expenditure (inspection basis)	50.5		60.7		100.0	
Depreciation and Amortization Expenses	43.1		46.5		60.0	
Research and Development Expenses	76.2		85.5		121.0	
Interest-bearing Debt Balance	611.9		766.5		527.0	
Evaluation of Business Performance (Operating income basis)	Sales increase over two years consecutively		Sales increase over three years consecutively		Sales increase over three years consecutively	
	Income increase over two years consecutively		Income increase over three years consecutively		Income increase over three years consecutively	
Total Motorcycle Unit Sales	3,588		3,663			
Japan	71		55			
Overseas Sales	3,518		3,608			
North America	53		60			
Europe	154		187			
Asia	2,879		2,912			
Other	431		450			

\* < > 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."