

## Summary of FY2023 Results <Consolidated>

(Billion yen, 000 units)

|  | FY2022<br>Result<br>(Apr.2022-Mar.2023)<br>(A) | FY2023<br>Result<br>(Apr.2023-Mar.2024)<br>(B) | FY2024<br>Forecast<br>(Apr.2024-Mar.2025)<br>(C) |
|--|--|--|--|
| Net Sales                              | 2,458.1  | 2,789.6  | 2,880.0  |
| Operating Profit                       | 190.5  | 191.0  | 190.0  |
| <Margin>                               | < 7.7% >                                       | < 6.8% >                                       | < 6.6% >   |
| Ordinary Profit                        | 182.0  | 209.0  | 190.0  |
| <Margin>                               | < 7.4% >                                       | < 7.5% >                                       | < 6.6% >   |
| Net Income*                            | 168.7  | 154.7  | 144.0  |
| <Margin>                               | < 6.9% >                                       | < 5.5% >                                       | < 5.0% >   |
| Foreign Exchange                       | 136 Yen/USD<br>142 Yen/EUR                     | 144 Yen/USD<br>156 Yen/EUR                     | 142 Yen/USD<br>159 Yen/EUR                       |
| Capital Expenditure<br>(Accrual basis) | 78.6   | 93.6   | 100.0  |
| Depreciation                           | 60.1   | 67.7   | 73.0   |
| R&D Expenses                           | 107.2  | 114.6  | 125.0  |
| Balance of<br>Interest Bearing Debt    | 428.3  | 492.4  |  |
| Automotive                             | 193.7  | 227.9  |  |
| Financial                              | 234.6  | 264.5  |  |
| Total Assets                           | 2,201.5  | 2,454.5  |  |
| Wholesale Volume                       | 1,009  | 1,029  | 1,001  |
| Domestic                               | 246  | 265  | 252  |
| Overseas                               | 763  | 764  | 749  |
| Production Volume<br>(JAMA Base)       | 1,019  | 1,010  |  |

\*Net income attributable to owners of the Parent

| Analysis of Operating Profit<br>(YoY) | FY2023<br>Result<br>(Apr.2023-Mar.2024) |
|---------------------------------------|---|
| Volume/Mix change                     | +76.1                                   |
| Sales expenses                        | -34.6                                   |
| Procurement cost/<br>Shipping cost    | -40.1                                   |
| Research & Development                | -7.4                                    |
| Others                                | -31.3                                   |
| FX movement                           | +37.8                                   |
| (Total Change of YoY)                 | +0.5                                    |