

# Consolidated Financial Summary for the First Six Months Ended 30 September 2021

## [Japanese GAAP]

11 November 2021

Company name	: SUZUKI MOTOR CORPORATION	Listings	: The First Section of Tokyo Stock Exchange
Code No.	: 7269	URL	: <a href="https://www.globalsuzuki.com">https://www.globalsuzuki.com</a>
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Date of Filing Quarterly Securities Report	: 12 November 2021		
Start of Payment of Cash Dividends	: 30 November 2021		
Preparation of Supplementary Explanatory Materials	: Yes		
Holding of Presentation Meeting on Quarterly Financial Results	: Yes		

(Amounts less than one million yen are rounded down)

### 1. Consolidated Operating Results for FY2021 first six months (1 April – 30 September 2021)

#### (1) Consolidated Management Results

(Percentage indicates change from the same period of the previous fiscal year)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%
FY 2021 first six months	1,673,586	31.8	99,112	32.3	148,248	54.2	100,526	85.0
FY 2020 first six months	1,270,247	-27.6	74,901	-36.8	96,169	-31.1	54,326	-31.5

[Note] Comprehensive income  
 FY2021 first six months 87,740 Million Yen ( 0.2 %)  
 FY2020 first six months 87,575 Million Yen (102.5 %)

	Profit per share, Basic	Profit per share, Diluted
	Yen	Yen
FY 2021 first six months	207.02	207.00
FY 2020 first six months	111.94	111.92

[Note] "Accounting Standard for Revenue Recognition" (ASBJ Statement No.29, March 31, 2020), etc. have been applied from the beginning of FY2021 first quarter. Net sales and profit for FY2021 first six months are the figures after the application.

#### (2) Consolidated Financial Position

	Total assets	Net assets	Shareholders' equity ratio
	Millions of Yen	Millions of Yen	%
FY 2021 second quarter	3,957,094	2,084,124	44.1
FY 2020	4,036,360	2,031,964	41.8

[Reference] Shareholders' equity (Net assets excluding non-controlling interests and share acquisition rights):  
 FY2021 second quarter 1,745,322 Million Yen FY2020 1,687,478 Million Yen

[Note] "Accounting Standard for Revenue Recognition" (ASBJ Statement No.29, March 31, 2020), etc. have been applied from the beginning of FY2021 first quarter. The figures for FY 2021 first six months are the ones after the application.

### 2. Cash Dividends

	Cash dividends per share				
	First quarter	Second quarter	Third quarter	Year-end	Annual
	Yen	Yen	Yen	Yen	Yen
FY2020	-	37.00	-	53.00	90.00
FY2021	-	45.00	-	-	-
FY2021 (Forecast)	-	-	-	-	-

[Note] 1 Revision of the latest forecasts of cash dividends announced: None  
 2 The forecasts of cash dividends for FY2021 is undetermined at this moment.

### 3. Forecasts for Consolidated Operating Results of FY2021 (1 April 2021 – 31 March 2022)

(Percentage indicates change from the previous fiscal year)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Profit per share
	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Yen
Full Year	3,200,000	0.7	170,000	-12.6	220,000	-11.4	150,000	2.4	308.89

[Note] Revisions of the latest forecasts for consolidated operating results announced: Yes

## \* Notes

(1) Changes in significant subsidiaries during the period

(Changes in specified subsidiaries that accompany with a change in the scope of consolidation): None

New - (Name) Exclusion - (Name)

(2) Application of accounting treatment specific to preparation of quarterly consolidated financial statements: Yes

(3) Changes in Accounting Principles, Changes in Accounting Estimates, and Retrospective Restatements

1) Changes in accounting principles due to the revision of the accounting standards : Yes

2) Changes in accounting principles other than 1) : Yes

3) Changes in accounting estimates : None

4) Retrospective restatement : None

(4) Number of outstanding shares (common stock)

(Shares)

1) Number of outstanding shares at end of period  
(including treasury shares)

FY2021 Q2	491,122,300	FY2020	491,098,300
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2) Number of treasury shares at the end of period

FY2021 Q2	5,498,961	FY2020	5,540,488
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3) Average number of outstanding shares during period  
(First six months)

FY2021 Q2	485,588,619	FY2020 Q2	485,341,145
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\* **This quarterly financial report is not required to be audited by certified public accountants or audit firm.**

\* **Explanation regarding the appropriate use of forecasts for operating results, other information**

(Caution with respect to forward-looking statements)

The forward-looking statements are based on currently available information and assumptions, contain risks and uncertainty, and do not constitute guarantees of future achievement. Please note that the future results may greatly vary by the changes of various factors.

Those factors, which may influence the future results, include economic conditions and the trend of demand in major markets and the fluctuations of foreign exchange rates (mainly US dollar/Yen rate, Euro/Yen rate and Indian Rupee/Yen rate).

(Quarterly Results Supplementary Explanatory Materials)

Quarterly Results Supplementary Explanatory Materials will be available on our website

(<https://www.globalsuzuki.com>) on 11 November 2021.

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# 1. Summary of Management Results, etc.

## (1) Summary of Management Results and Financial Positions

### (Management results of FY2021 first six months)

With respect to the operating results for FY2021 first six months, consolidated net sales and profit increased year-on-year, mainly owing to a significant deterioration in business performance in the same period of the previous year due to the impact of the COVID-19. Net sales increased by ¥403.4 billion (31.8%) to ¥1,673.6 billion year-on-year, operating profit increased by ¥24.2 billion (32.3%) to ¥99.1 billion year-on-year, ordinary profit increased by ¥52.0 billion (54.2%) to ¥148.2 billion year-on-year, and profit attributable to owners of parent increased by ¥46.2 billion (85.0%) to ¥100.5 billion year-on-year.

The Group has applied the "Accounting Standard for Revenue Recognition", etc. from the beginning of FY2021 first quarter, therefore, net sales for FY2021 first six months decreased by ¥62.6 billion, operating profit, ordinary profit and profit before income taxes increased by ¥1.2 billion respectively. Please refer to "2. (4) Notes to Quarterly Consolidated Financial Statements - Changes in Accounting Principles" for details.

### (Management results of FY2021 last three months)

With respect to the operating results for FY2021 last three months (July-September period), consolidated net sales decreased by ¥16.7 billion (2.0%) to ¥828.2 billion year-on-year, mainly owing to production decrease due to parts shortage including semiconductors and the impact of the COVID-19. Operating profit decreased by ¥29.0 billion (39.3%) to ¥44.6 billion year-on-year, mainly owing to increase in raw material prices in addition to production decrease. Ordinary profit decreased by ¥44.3 billion (54.2%) to ¥37.4 billion, and profit attributable to owners of parent decreased by ¥36.8 billion (70.0%) to ¥15.7 billion, partly owing to impairment losses on domestic land of ¥9.5 billion.

### - Operating results by Segment

#### 1) Automobile Business

Net sales decreased by ¥26.6 billion (3.5%) to ¥739.8 billion year-on-year, and operating profit decreased by ¥33.2 billion (47.9%) to ¥36.0 billion year-on-year, mainly owing to production decrease and increase in raw material cost.

#### 2) Motorcycle Business

Net sales increased by ¥7.3 billion (13.6%) to ¥61.5 billion year-on-year, and operating profit became positive recording ¥2.5 billion, mainly owing to the impact of the new Hayabusa launch and continued improvement of motorcycle business structure.

#### 3) Marine Business

Net sales increased by ¥2.7 billion (12.6%) to ¥23.9 billion year-on-year, and operating profit increased by ¥1.2 billion (30.6%) to ¥5.4 billion year-on-year, owing to the continued strong sales of outboard motors in North America.

#### 4) Other Business

Net sales decreased by ¥0.1 billion (3.2%) to ¥3.0 billion year-on-year, and operating profit decreased by ¥0.1 billion (16.1%) to ¥0.7 billion year-on-year.

### - Operating results by Geographical Region

Operating profit decreased year-on-year in Japan, Europe and Asia, mainly owing to production decrease and increase in raw material cost.

### (Financial Positions of FY2021 second quarter)

#### - Assets, liabilities and net assets

With respect to the financial positions at the end of FY2021 second quarter, total assets were ¥3,957.1 billion (decreased by ¥79.3 billion from the end of the previous consolidated fiscal year). Total liabilities were ¥1,873.0 billion (decreased by ¥131.4 billion from the end of the previous consolidated fiscal year). Total net assets were ¥2,084.1 billion (increased by ¥52.1 billion from the end of the previous consolidated fiscal year).

The shareholders' equity ratio at the end of FY2021 second quarter was 44.1%. As for the borrowings of ¥400.0 billion in FY2020 first three months, the Company will intend to maintain the current borrowing level for the time being owing to the impact of parts shortage including semiconductors and the uncertain outlook of COVID-19. The Company will continue to work for improving the shareholders' equity ratio by improving profitability.

## - Cash flows

The balance of cash and cash equivalents at the end of FY2021 second quarter amounted to ¥958.7 billion (increased by ¥34.3 billion from the end of the previous consolidated fiscal year). Cash flows for FY2021 first six months are as follows.

### 1) Cash flows from operating activities

Net cash provided by (used in) operating activities for FY2021 first six months amounted to ¥147.8 billion of positive due to improvement of operating results, etc (¥163.4 billion of positive for the same period of previous year).

### 2) Cash flows from investing activities

Net cash provided by (used in) investing activities for FY2021 first six months amounted to ¥45.2 billion of negative, which was used for capital investment in Japan and India, etc (¥84.1 billion of negative for the same period of previous year).

As a result, free cash flow amounted to ¥102.6 billion of positive (¥79.3 billion of positive for the same period of previous year).

### 3) Cash flows from financing activities

Net cash provided by (used in) financing activities for FY2021 first six months amounted to ¥64.3 billion of negative (¥356.6 billion of positive for the same period of previous year) due to repayment of borrowings and payment of cash dividends, etc.

## (2) Forecasts for Consolidated Operating Results

The Company is placing efforts to minimize effect on production output arising from parts shortage including semiconductors and to deliver as many products as possible to our customers. Meanwhile, effect on production output is still unclear. Therefore, with respect to full-year forecasts for FY2021, we revised downward the sales volume and net sales figures. However, despite expected decrease in production, operating profit is kept unchanged from the previous forecasts, taking into account the depreciation of Yen and cost reduction efforts.

(Forecasts for the consolidated operating results-Full Year)

Net Sales	¥3,200.0 billion	(up 0.7% year-on-year, down ¥200.0 billion from the previous forecast)
Operating Profit	¥170.0 billion	(down 12.6% year-on-year, unchanged from the previous forecast)
Ordinary Profit	¥220.0 billion	(down 11.4% year-on-year, unchanged from the previous forecast)
Profit attributable to owners of parent	¥150.0 billion	(up 2.4% year-on-year, unchanged from the previous forecast)
(Foreign Exchange Rate)	¥110/US\$, ¥130/Euro, ¥1.49/Indian Rupee	

\*Forecasts for the consolidated operating results are based on currently available information and assumptions, contain risks and uncertainty and do not constitute guarantees of future achievement. Please note that the actual results may greatly vary by the changes of various factors. Those factors, which may influence the future results, include economic conditions and the trend of demand in major markets and the fluctuations of foreign exchange rates (mainly U.S. dollar/Yen rate, Euro/Yen rate, Indian Rupee/Yen rate).

## (3) Basic Dividend Policy and Dividends for Current Fiscal Year

The Company recognizes shareholder returns as one of our important management issues.

With regard to our dividend policy, we hold the basic policy to pay dividends continuously with a target payout ratio of 30% as announced in the "Medium-Term Management Plan (April 2021 to March 2026) ~ "Sho-Sho-Kei-Tan-Bi" ~", released on February 24, 2021.

The interim dividend for the fiscal year ended March 31, 2022 was decided as 45 yen per share, an increase of 8 yen from the previous fiscal year's interim dividend. With regard to the annual dividend, it remains undecided, due to uncertainty of the impact of the shortage of parts including semiconductors.

\*\*"Sho-Sho-Kei-Tan-Bi" is an abbreviation for Japanese meaning "Smaller" "Fewer" "Lighter" "Shorter" and "Neater".

## 2. Quarterly Consolidated Financial Statements and Significant Notes

### (1) Quarterly Consolidated Balance Sheet

(Amount: Millions of yen)

	FY2020 (As of 31 March 2021)	FY2021 second quarter (As of 30 September 2021)
<b>Assets</b>		
<b>Current assets</b>		
Cash and deposits	1,024,553	1,062,594
Notes and accounts receivable-trade	448,601	385,206
Securities	201,549	79,797
Merchandise and finished goods	246,567	179,688
Work in process	46,298	68,970
Raw materials and supplies	63,045	77,454
Other	132,315	166,681
Allowance for doubtful accounts	(4,138)	(3,769)
<b>Total current assets</b>	<b>2,158,793</b>	<b>2,016,625</b>
<b>Non-current assets</b>		
Property, plant and equipment	978,916	981,421
Intangible assets	2,351	2,121
<b>Investments and other assets</b>		
Investment securities	704,305	770,925
Other	192,555	186,556
Allowance for doubtful accounts	(329)	(323)
Allowance for investment loss	(232)	(231)
<b>Total investments and other assets</b>	<b>896,298</b>	<b>956,927</b>
<b>Total non-current assets</b>	<b>1,877,566</b>	<b>1,940,469</b>
<b>Total assets</b>	<b>4,036,360</b>	<b>3,957,094</b>
<b>Liabilities</b>		
<b>Current liabilities</b>		
Accounts payable-trade	330,522	243,218
Electronically recorded obligations-operating	78,663	59,828
Short-term borrowings	568,855	310,460
Income taxes payable	32,138	28,111
Provision for product warranties	254,076	227,919
Other	424,207	431,824
<b>Total current liabilities</b>	<b>1,688,462</b>	<b>1,301,363</b>
<b>Non-current liabilities</b>		
Bonds with share acquisition rights	8,560	8,560
Long-term borrowings	193,413	418,338
Other provisions	16,956	16,790
Retirement benefit liability	62,081	59,913
Other	34,922	68,004
<b>Total non-current liabilities</b>	<b>315,932</b>	<b>571,606</b>
<b>Total liabilities</b>	<b>2,004,395</b>	<b>1,872,970</b>

	FY2020 (As of 31 March 2021)	FY2021 second quarter (As of 30 September 2021)
<b>Net assets</b>		
Shareholders' equity		
Share capital	138,262	138,318
Capital surplus	143,400	143,366
Retained earnings	1,519,826	1,600,764
Treasury shares	(21,027)	(20,868)
Total shareholders' equity	1,780,462	1,861,580
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	121,133	104,955
Deferred gains or losses on hedges	(484)	(289)
Foreign currency translation adjustment	(193,295)	(201,675)
Remeasurements of defined benefit plans	(20,337)	(19,248)
Total accumulated other comprehensive income	(92,984)	(116,257)
Share acquisition rights	115	41
Non-controlling interests	344,371	338,760
Total net assets	2,031,964	2,084,124
Total liabilities and net assets	4,036,360	3,957,094

**(2) Quarterly Consolidated Statement of Income and  
Quarterly Consolidated Statement of Comprehensive Income  
(First six months ended 30 September 2021)  
【Quarterly Consolidated Statement of Income】**

(Amount: Millions of yen)

	FY2020 first six months (1 April – 30 September 2020)	FY2021 first six months (1 April – 30 September 2021)
Net sales	1,270,247	1,673,586
Cost of sales	898,129	1,261,812
Gross profit	372,117	411,773
Selling, general and administrative expenses	297,216	312,661
Operating profit	74,901	99,112
Non-operating income		
Interest income	18,625	58,066
Dividend income	2,216	2,179
Foreign exchange gains	496	-
Share of profit of entities accounted for using equity method	2,523	4,436
Other	4,682	6,773
Total non-operating income	28,544	71,455
Non-operating expenses		
Interest expenses	2,333	1,934
Foreign exchange losses	-	3,241
Expenses related to discontinuation of development	-	13,746
Other	4,943	3,396
Total non-operating expenses	7,276	22,318
Ordinary profit	96,169	148,248
Extraordinary income		
Gain on sale of non-current assets	335	18,684
Other	0	-
Total extraordinary income	335	18,684
Extraordinary losses		
Loss on sale of non-current assets	39	524
Impairment losses	897	9,514
Loss on COVID-19	※ 15,417	-
Total extraordinary losses	16,355	10,039
Profit before income taxes	80,150	156,894
Income taxes	23,732	30,759
Profit	56,417	126,134
Profit attributable to non-controlling interests	2,090	25,608
Profit attributable to owners of parent	54,326	100,526



## **【Quarterly Consolidated Statement of Comprehensive Income】**

(Amount: Millions of yen)

	FY2020 first six months (1 April – 30 September 2020)	FY2021 first six months (1 April – 30 September 2021)
Profit	56,417	126,134
Other comprehensive income		
Valuation difference on available-for-sale securities	24,051	(32,184)
Deferred gains or losses on hedges	(51)	194
Foreign currency translation adjustment	6,131	(7,883)
Remeasurements of defined benefit plans, net of tax	1,104	729
Share of other comprehensive income of entities accounted for using equity method	(78)	750
Total other comprehensive income	31,158	(38,393)
Comprehensive income	87,575	87,740
Comprehensive income attributable to:		
owners of parent	79,874	78,113
non-controlling interests	7,700	9,627

### (3) Quarterly Consolidated Statement of Cash Flows

(Amount: Millions of yen)

	FY2020 first six months (1 April – 30 September 2020)	FY2021 first six months (1 April-30 September 2021)
Cash flows from operating activities		
Profit before income taxes	80,150	156,894
Depreciation and amortization	60,701	65,877
Impairment losses	897	9,514
Increase (decrease) in allowance for doubtful accounts	(130)	(409)
Increase (decrease) in retirement benefit liability	(6,816)	(2,063)
Increase (decrease) in provision for product warranties	(38,511)	(18,119)
Interest and dividend income	(20,842)	(60,245)
Interest expenses	2,333	1,934
Foreign exchange losses (gains)	(512)	703
Share of loss (profit) of entities accounted for using equity method	(2,523)	(4,436)
Loss (gain) on sale of property, plant and equipment	(295)	(18,160)
Decrease (increase) in trade receivables	14,693	101,674
Decrease (increase) in inventories	32,118	29,263
Increase (decrease) in trade payables	23,978	(106,592)
Increase (decrease) in accrued expenses	(19,136)	(34,587)
Other, net	38,041	(2,825)
Subtotal	164,144	118,423
Interest and dividends received	19,048	58,911
Interest paid	(2,396)	(2,318)
Income taxes paid	(17,443)	(27,224)
Net cash provided by (used in) operating activities	163,353	147,791
Cash flows from investing activities		
Payments into time deposits	(36,710)	(63,363)
Proceeds from withdrawal of time deposits	44,176	58,974
Purchase of securities	(169,912)	(359,072)
Proceeds from sale and redemption of securities	173,946	429,828
Purchases of property, plant and equipment	(85,257)	(83,147)
Proceeds from sales of property, plant and equipment	2,999	24,183
Other, net	(13,307)	(52,616)
Net cash provided by (used in) investing activities	(84,065)	(45,214)
Cash flows from financing activities		
Net increase (decrease) in short-term borrowings	171,528	(141,556)
Proceeds from long-term borrowings	253,142	288,830
Repayments of long-term borrowings	(33,409)	(177,013)
Dividends paid	(23,295)	(25,731)
Dividends paid to non-controlling interests	(11,336)	(8,850)
Other, net	32	(2)
Net cash provided by (used in) financing activities	356,661	(64,323)
Effect of exchange rate changes on cash and cash equivalents	3,905	(3,979)
Net increase (decrease) in cash and cash equivalents	439,855	34,273
Cash and cash equivalents at the beginning of period	420,392	924,392
Cash and cash equivalents at the end of period	860,248	958,666

## (4) Notes to Quarterly Consolidated Financial Statements

(Assumption for Going Concern)

None

(Significant Changes in the Amount of Shareholders' Equity)

None

(Application of Accounting Treatment Specific to Preparation of Quarterly Consolidated Financial Statements)

[Calculation of income taxes]

With respect to income taxes, the effective tax rates were reasonably estimated after applying the tax effect accounting to the profit before income taxes of the consolidated fiscal year. And income taxes were calculated by multiplying the profit before income taxes by this estimated effective tax rate.

(Changes in Accounting Principles)

[Application of Accounting Standard for Revenue Recognition, etc.]

The Group has applied "Accounting Standard for Revenue Recognition"(ASBJ Statement No. 29, March 31, 2020. Hereinafter referred to as "Revenue Recognition Accounting Standard"), etc. from the beginning of FY2021 first quarter, and recognized revenue in the amount that it expects to receive in exchange for promised goods or services when controls of those goods or services are transferred to customers.

The changes in accounting methods by application of Revenue Recognition Accounting Standard, etc. are as follows:

1. Performance obligations satisfied over time

For royalties received in sales of vehicles, the Group used to recognize revenue when the amount was determined. However, the Group now recognize revenue by estimating the amount in line with vehicle sales.

For extended warranty services, the Group used to recognize revenue in a lump sum when the service was sold. However, if warranties provide customers with services except for the assurance that the products compile with agreed specifications, the Group now recognize revenue for the services over the warranty periods.

2. Performance obligations satisfied at a point in time

The Group used to recognize revenue from sales of new vehicles accessories at the same time as sales of vehicles, however, the Group now recognize at the time of delivery to customers.

3. Sales rebates

The Group used to record sales rebates as "Selling, general and administrative expenses", however, the Group now reduce them from the transaction price.

The application of the Revenue Recognition Accounting Standard, etc. is in accordance with the transitional treatment as provided in the proviso of Article 84 of the Revenue Recognition Accounting Standard. The cumulative effect by retroactively applying the standard prior to the beginning of FY2021 first quarter is added to or deducted from the retained earnings at the beginning of FY2021 first quarter, and the new accounting policy is applied from such beginning balance.

As a result, for FY2021 first six months, net sales decreased by ¥62,587 million, cost of sales decreased by ¥375 million, and operating profit, ordinary profit and profit before income taxes increased by ¥1,181 million each. The retained earnings at the beginning of FY2021 increased by ¥6,150 million.

In accordance with the transitional treatment as provided in Article 28-15 of "Accounting Standard for Quarterly Financial Reporting"(ASBJ Statement No. 12, March 31, 2020), the Group has not noted breakdown of revenue from contracts with customers for FY2020 first six months.

[Application of Accounting Standard for Fair Value Measurement]

The Group has applied "Accounting Standard for Fair Value Measurement" (ASBJ Statement No.30, July 4, 2019. Hereinafter referred to as "Fair Value Accounting Standard"), etc. from the beginning of FY2021 first quarter. In accordance with the transitional treatment as provided in Article 19 of Fair Value Accounting Standard and Article 44-2 of "Accounting Standard for Financial Instruments" (ASBJ Statement No.10, July 4, 2019), the Group has applied prospectively a new accounting policy prescribed by Fair Value Accounting Standards, etc. This has no effect on the quarterly consolidated financial statements.

[Change of principal methods for hedge accounting]

The Group used to apply deferred hedge accounting and exceptional hedge accounting to forward exchange contracts, however, from FY2021 first quarter, the Group changed its method to measure at fair market value at the end of the period and recognizes the valuation difference as profit and loss for the period. In addition, the Group used to apply special exceptional hedge accounting and integration method if interest rate swap contracts and cross currency interest rate swap contracts had met certain criteria. However, from FY2021 first quarter, the Group changed its method to apply deferred hedge accounting. These changes were owing to reflect the status of derivative contracts on consolidated financial statements more accurately.

This change in accounting policy is not retrospectively applied to past periods, as the effect of this change was immaterial. Moreover, the effect of this change on profit and loss for FY2021 first six months is immaterial.

(Notes to Quarterly Consolidated Statement of Income)

※:Loss on COVID-19

FY2020 first six months (1 April - 30 September 2020)

¥15,417 million equivalent to fixed expenses related to production suspension due to lockdown in countries including India and Hungary to prevent the spread of COVID-19 pandemic was recorded as extraordinary losses.

(Segment Information)

I . Net sales and Profit (Loss) of Each Reportable Segment

1. FY2020 first six months (1 April - 30 September 2020)

(Amount: Millions of yen)

	Reportable Segments				
	Automobile business	Motorcycle business	Marine business	Other business	Total
Net Sales	1,133,933	89,062	41,471	5,780	1,270,247
Segment profit (loss) *1	69,240	(3,634)	7,953	1,340	74,901

2. FY2021 first six months (1 April - 30 September 2021)

(Amount: Millions of yen)

	Reportable Segments				
	Automobile business	Motorcycle business	Marine business	Other business	Total
Net Sales	1,498,630	118,943	49,946	6,066	1,673,586
Segment profit (loss) *1	78,035	6,873	12,186	2,016	99,112

[Notes] \*1. Segment profit (loss) is an operating profit in the quarterly consolidated statement of income.

2. Main products and services of each segment are as follows:

Segment	Main products and services
Automobile business	Mini vehicles, Sub-compact vehicles, Standard-sized vehicles
Motorcycle business	Motorcycles, All terrain vehicles
Marine business	Outboard motors
Other business	Motorized wheelchairs, Solar power generation, Real estate

## II. The Change in Reportable Segments

The Group used to classify reportable segments into three, “Automobile business”, “Motorcycle business”, “Marine business, etc.”. To present the Group’s business operations more clearly, the Group classified Marine business and reportable segments have now been classified into four, “Automobile business”, “Motorcycle business”, “Marine business” and “Other business” from FY2021 first quarter.

The results for FY2020 first six months (1 April – 30 September 2020) have been reclassified to conform with the new reportable segments.

## III. Impairment Losses of Non-Current Assets or Goodwill, etc. of Each Reportable Segment

(Significant impairment losses of non-current assets)

### 1. FY2020 first six months (1 April – 30 September 2020)

This information is not provided due to its low materiality.

### 2. FY2021 first six months (1 April – 30 September 2021)

The Group has recorded impairment losses in the following group of assets.

(Amount: Millions of yen)

Usage	Location	Classification	Impairment losses	Reportable Segments			
				Automobile business	Motorcycle business	Marine business	Other business
Assets for rent	Japan	Land	9,382	9,285	97	-	-
Idle assets	Japan	Land	131	129	1	0	0
Total			9,514	9,415	98	0	0

With regard to assets for rent and idle assets, the Group has reduced the book value of the asset group whose market value has particularly fallen to the recoverable amount and recorded impairment losses as extraordinary losses.

(Reference)

As reference information, operating results by geographic region are as follows;

### [Operating Results by Geographic Region]

FY2020 first six months (1 April - 30 September 2020)

(Amount: Millions of yen)

	Japan	Europe	Asia	Other	Total	Eliminations	Consolidated
Net Sales							
1) Net sales to external customers	595,249	152,272	445,326	77,399	1,270,247	—	1,270,247
2) Internal net sales or transfer among geographic regions	224,230	50,379	32,428	202	307,240	(307,240)	—
Total	819,480	202,651	477,755	77,601	1,577,488	(307,240)	1,270,247
Operating profit	57,164	2,119	6,308	3,274	68,867	6,033	74,901

FY2021 first six months (1 April - 30 September 2021)

(Amount: Millions of yen)

	Japan	Europe	Asia	Other	Total	Eliminations	Consolidated
Net Sales							
1) Net sales to external customers	639,251	199,472	721,319	113,542	1,673,586	—	1,673,586
2) Internal net sales or transfer among geographic regions	289,449	71,955	63,256	141	424,802	(424,802)	—
Total	928,700	271,427	784,576	113,684	2,098,389	(424,802)	1,673,586
Operating profit	61,517	9,173	15,759	7,485	93,936	5,176	99,112

[Notes] 1. Classification of countries or regions is based on a geographical adjacency.

2. The major countries or regions belonging to classifications other than Japan:

(1) Europe..... Hungary, Germany, United Kingdom and France

(2) Asia..... India, Pakistan, Indonesia and Thailand

(3) Other..... United States, Australia, Mexico, Colombia and South Africa

3. Classification is counted based on the location of the Company and its consolidated subsidiaries.

(Revenue Recognition)

**[Breakdown of Revenue from Contracts with Customers]**

FY2021 first six months (1 April - 30 September 2021)

(Amount: Millions of yen)

	Reportable Segments				Total
	Automobile business	Motorcycle business	Marine business	Other business	
Japan	488,418	11,591	1,677	6,066	507,753
Europe	203,948	15,937	11,962	—	231,848
Asia	629,756	56,129	5,990	—	691,877
Other	160,971	34,549	30,314	—	225,835
Revenue from contracts with customers	1,483,095	118,206	49,945	6,066	1,657,313
Other revenue*2	15,535	736	1	—	16,272
Net sales to external customers	1,498,630	118,943	49,946	6,066	1,673,586

[Notes] \*1. Revenue is classified by region based on the location of the customers.

2. Other revenue include lease revenue of the lessor, etc.