

Reference for the First Nine Months of FYE 2022 Consolidated Financial Results
CORRECTIONS (February 6, 2023)

The following corrections have been made to figures in the Consolidated Vehicle Sales table of the FYE 2022 Nine Month Results. The corrected figures are underlined.

Vehicle sales (Japan)

- Total figure percent change: Original -5.1% / Corrected -5.9%
- Passenger car figure percent change: Original -1.5% / Corrected -2.6%

Vehicle sales (Overseas)

- Other regions figure percent change: Original 32.9% / Corrected 32.8%
- Total figure change: Original -83 / Corrected -84
- Total figure percent change: Original -13.1% / Corrected -13.2%

(Yen in 100 millions, Units in thousands)

	FYE 2021 Nine Months [2020. 4-12] RESULTS	FYE 2022 Nine Months [2021. 4-12] RESULTS		FYE 2021 Full Year ['20.4-'21.3] RESULTS	FYE 2022 Full Year [2021.4 - 2022.3] FORECASTS		FYE 2022 Full Year ['21.4-'22.3] PREVIOUS FORECASTS		
		Change	%		Change	%			
Revenue	20,748	20,075	(673)	(3.2)	28,302	27,000	(1,302)	(4.6)	29,000
Japan	3,426	3,457	31	0.9	4,983	—	—	—	—
Overseas	17,323	16,618	(705)	(4.1)	23,319	—	—	—	—
Operating profit	983	772	(211)	(21.4)	1,025	1,000	(25)	(2.4)	1,500
Profit margin (%)	4.7	3.8			3.6	3.7			5.2
Profit before tax	1,057	913	(144)	(13.7)	1,140	1,100	(40)	(3.5)	1,550
Profit margin (%)	5.1	4.5			4.0	4.1			5.3
Profit for the period attributable to owners of parent	742	629	(113)	(15.3)	765	750	(15)	(2.0)	1,100
Profit margin (%)	3.6	3.1			2.7	2.8			3.8
Factors contributing to change in operating profit									
			Effects of foreign exchange rates	196			Effects of foreign exchange rates	452	
			Sales volume, mix, etc.	75			Decrease in SG&A exp., etc.	216	
			Decrease in SG&A exp., etc.	46			Sales volume, mix, etc.	162	
			Cost reduction efforts, etc.	(486)			Cost reduction efforts, etc.	(786)	
			Increase in SG&A exp., etc.	(3)			Increase in SG&A exp., etc.	(2)	
			Other	(39)			Other	(67)	
Exchange rates	JPY/US\$ 106/US\$ JPY/EUR 122/EUR	111/US\$ 131/EUR		106/US\$ 123/EUR	112/US\$ 130/EUR		110/US\$ 130/EUR		
Capital expenditures	525	506		862	900		900		
Depreciation	710	699		950	1,000		1,000		
R&D expenditures *	747	869		1,016	1,200		1,200		
Interest bearing debts	3,343	3,449		3,339	—		—		
Performance description			- 2nd consecutive year of decrease in revenue - 6th consecutive year of decrease in profit at each stage - 2nd consecutive yr. of decrease in consolidated unit sales				- 2nd consecutive year of decrease in revenue - 2nd consecutive year of decrease in profit at each stage - 2nd consecutive yr. of decrease in consolidated unit sales		
Vehicle sales (Japan)	70	66	(4)	(5.9)	102	85	(17)	(16.6)	97
Passenger Cars	55	54	(1)	(2.6)	82	68	(14)	(17.5)	78
Minicars	15	12	(3)	(18.4)	20	17	(3)	(13.0)	19
Vehicle sales (Overseas)	561	482	(79)	(14.2)	758	655	(103)	(13.6)	733
North America	495	411	(84)	(17.0)	661	562	(100)	(15.1)	625
Europe	12	15	3	25.1	18	—	—	—	—
China	20	11	(9)	(45.7)	24	14	(10)	(42.4)	16
Other	34	45	11	32.8	54	—	—	—	—
Consolidated vehicle sales total	631	548	(84)	(13.2)	860	740	(120)	(14.0)	830
Global production total	614	549	(65)	(10.6)	810				860
Japan	400	350	(50)	(12.4)	525				540
U.S.	215	199	(16)	(7.2)	285				320
Revenue by business segment									
Automobile	20,016	19,573	(442)	(2.2)	27,375				
Aerospace	695	466	(229)	(32.9)	877				
Other	38	36	(2)	(5.6)	50				
Operating profit by business segment									
Automobile	1,005	750	(255)	(25.4)	1,091				
Aerospace	(59)	(25)	34	57.8	(98)				
Other	35	46	11	30.6	31				
Elimination & Corporate	1	1	(0)	(4.6)	1				

* "R&D expenditures" indicate R&D activity related costs incurred during the reporting period. Under IFRS, a part of these costs that meets capitalization criteria is recognized as an intangible asset and amortized over its estimated useful life; thus, the amount of "R&D expenditures" stated here does not match that of "R&D expenses" stated on the Consolidated Statement of Income.

< Forward-looking statements in this document are based on the information available at the time of the announcement and are subject to various risks and uncertainties that could cause actual results to vary materially. >