

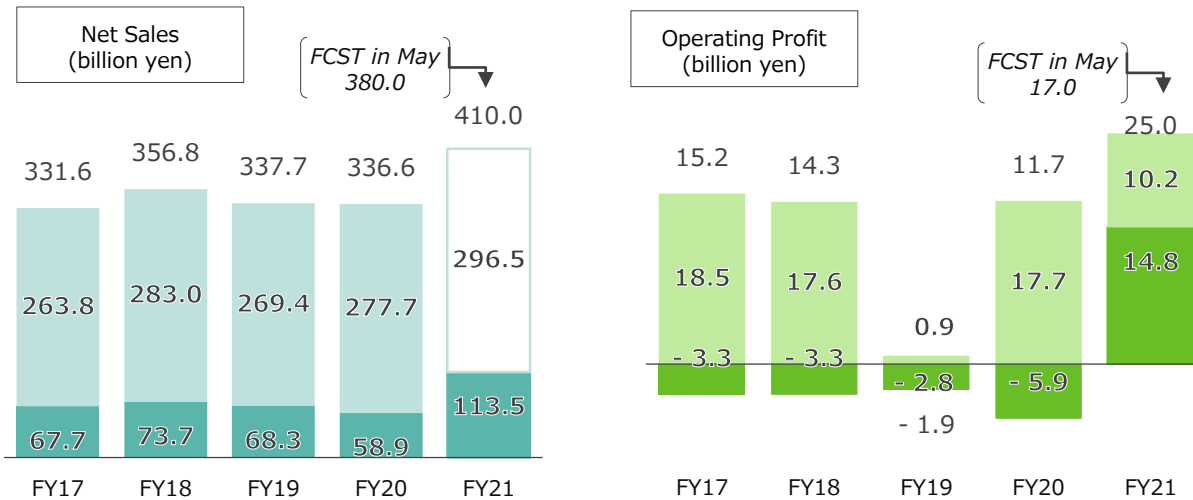
3 Details by Segment - Motorcycle & Engine -

FY2021.Q1 (vs. FY2020.Q1)

- Net Sales** ↑ Increased due to an increase in off-road motorcycles and four-wheelers for North America and a increase in motorcycles for Europe and Southeast Asia,
- Operating profit** ↑ Increased due to an increase in revenue, depreciation of yen compare to 1Q FY2020, and reductions of sales promotion costs and other factors

FY2021 forecast (vs. Forecast in May)

- Net Sales** ↑ Revised up due to strong demand in developed countries
- Operating profit** ↑ Revised up due to an increase in revenue and changes in foreign exchange assumptions, despite higher logistics costs and raw material prices



※The dark portion of the graph represents Q1 results and the light portion represents Q2-4 forecasts.

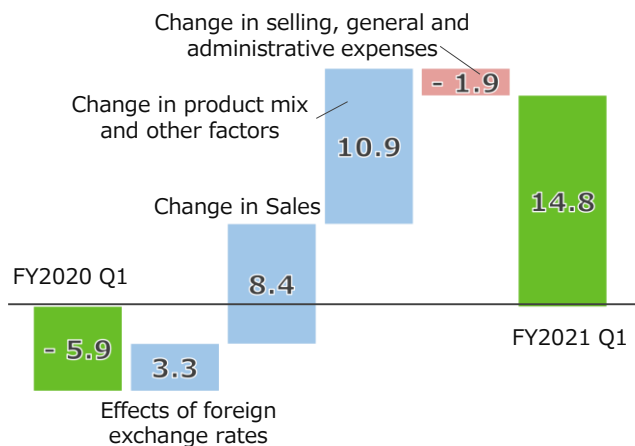
3 Details by Segment - Motorcycle & Engine -

(Billion Yen)

	FY2020	FY2021		FY2020	FY2021 Forecast				
	Q1 Actual	Q1 Actual	Change	Actual	Old FCST	New FCST	Chg. Vs. FY20	Chg. Vs. Old FCST	Q2-4 FCST
Net Sales	58.9	113.5	+ 54.5	336.6	380.0	410.0	+ 73.4	+ 30.0	296.5
Motorcycles for developed countries	24.7	46.6	+ 21.9	114.2	137.0	148.0	+ 33.8	+ 11.0	101.4
Motorcycles for emerging market	9.1	21.9	+ 12.8	67.4	82.0	88.0	+ 20.6	+ 6.0	66.1
Utility Vehicles, ATVs & PWC	16.6	26.0	+ 9.4	101.4	108.0	117.0	+ 15.6	+ 9.0	91.0
General-purpose gasoline engines	8.5	18.8	+ 10.2	53.5	53.0	57.0	+ 3.5	+ 4.0	38.2
Operating Profit	- 5.9	14.8	+ 20.7	11.7	17.0	25.0	+ 13.3	+ 8.0	10.2
[Margin]	[- 10.0%]	[13.0%]	[+ 23.1pt]	[3.4%]	[4.4%]	[6.0%]	[+ 2.5pt]	[+ 1.5pt]	[3.4%]

Details of change in Operating Profit(Loss)

(billion yen)



Appendix

Wholesales of motorcycles by country

Developed countries (Thousand units)

	FY'20 Q1	FY'21 Q1	Change
Japan	2	6	+ 3
U.S.	6	20	+ 14
Canada	1	2	+ 1
Europe	16	21	+ 5
Australia	2	3	+ 0
Total	29	55	+ 25

Emerging countries (Thousand units)

	FY'20 Q1	FY'21 Q1	Change
Brazil	1	2	+ 0
Thailand	1	2	+ 0
Philippines	14	31	+ 17
Indonesia	1	11	+ 10
China	3	9	+ 5
Others	2	4	+ 1
Total	25	61	+ 35

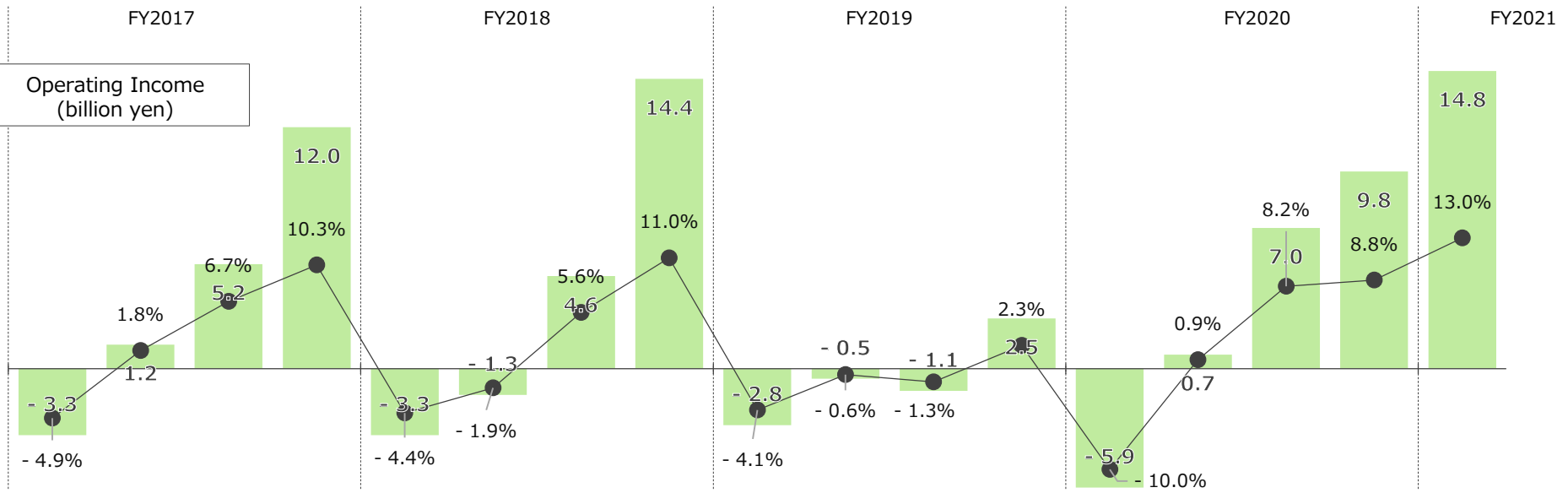
Wholesales of four-wheeler and PWC :
FY20' Q1 13 thousand units
FY21' Q1 20 thousand units

Details by Segment - Motorcycle & Engine -

Net Sales
(billion yen)



Operating Income
(billion yen)



3 Details by Segment - Motorcycle & Engine -

Market Overview

- U.S.
 - Demand for off-road motorcycles and four-wheelers remained strong
 - Strong demand is expected to continue
- Europe
 - Retail markets recovered from the impact of COVID-19
- Southeast Asia
 - The outlook remains uncertain
- Supply Chain risks
 - Shortage of parts such as semiconductor related parts and logistics disruption affect our product supply



SxS TERYX KRX 1000
that is popular in the
U.S.



EV Project (EICMA2019)

Specific Efforts

- ✓ **Supplying products as much as demanded**
 - All efforts to achieve production plans
 - Changing production and sales plans promptly according to the available parts, if production cannot be carried out as planned due to logistics disruption or insufficient parts supply
- ✓ **Expansion of the four wheeler business and electrification**
 - Focus on development investment to increase four wheeler production and reduce carbon emissions
 - Specific study to increase production capacity
 - Accelerating feasibility study toward mass production of electric and hybrid models
- ✓ **Strict control of fixed cost to slimming down**
 - Maintaining the level of fixed cost ratio reduced in FY 2020 while considering additional reductions
 - R&D, however, is promoted
- ✓ **Securing Free Cash Flows**
 - Aiming to secure stable FCF for future investment