




# 3 Details by Segment - Powersports & Engine -


## FY2023.Q2 (vs. FY2022.Q2)

**Revenue**  Increased due to an increase in motorcycles for Europe and four-wheelers for North America, in addition to the depreciation of the yen, despite a decrease in motorcycles for Southeast Asia  
+¥1.9 bil.

**Business profit**  Profit decreased due to increase in upfront investment such as expenses of sales promotion, R&D and marketing despite revenue increase  
-¥4.9 bil.

## FY2023 forecast (vs. Forecast in August)

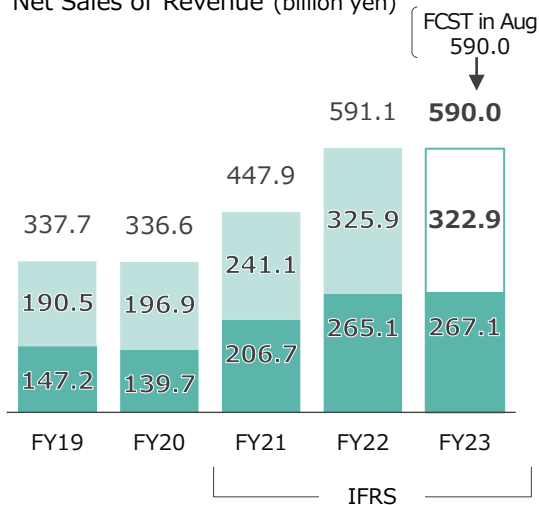
**Revenue**  Expected to remain at the same level due to decrease in motorcycles in emerging countries and decrease in general-purpose engines, despite increase in motorcycles and four-wheelers for North America and change in foreign exchange assumptions  
±¥0.0 bil.

**Business profit**  Expected to remain at the same level  
±¥0.0 bil.

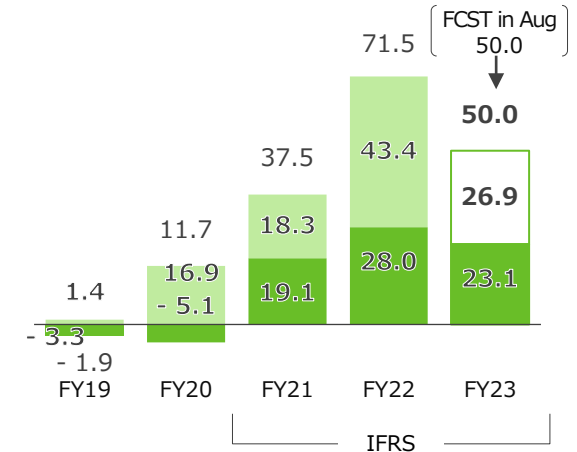
### Orders received (billion yen)

Qualitative information and graph are omitted because this segment is mainly engaged in estimated production, and orders received are the same as sales or net sales.

### Net Sales or Revenue (billion yen)



### Operating Profit or Business Profit (billion yen)



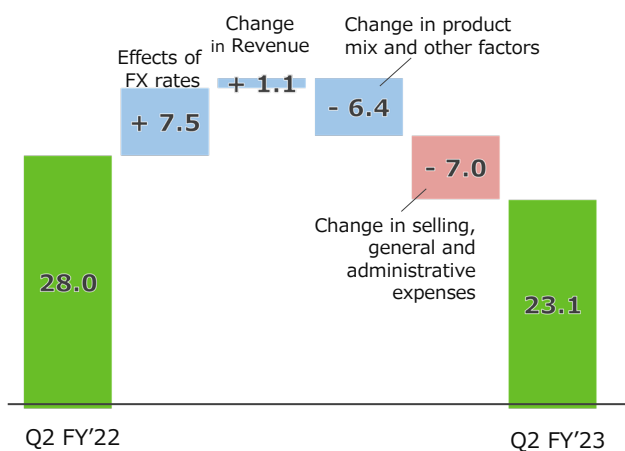
# Details by Segment - Powersports & Engine -

(Billion Yen)

	FY2022	FY2023		FY2022	FY2023 Forecast				
	Q2 Actual	Q2 Actual	Change	Actual	Old FCST	New FCST	Chg. Vs. FY22	Chg. Vs. Old FCST	Q3-4 FCST
Revenue	265.1	267.1	+ 1.9	591.1	590.0	<b>590.0</b>	- 1.1	-	<b>322.9</b>
Motorcycles for developed countries	90.0	93.4	+ 3.3	211.2	190.0	<b>210.0</b>	- 1.2	+ 20.0	<b>116.6</b>
Motorcycles for emerging market	55.4	42.8	- 12.5	115.8	125.0	<b>100.0</b>	- 15.8	- 25.0	<b>57.2</b>
Utility Vehicles, ATVs & PWC	72.4	86.5	+ 14.0	160.4	170.0	<b>185.0</b>	+ 24.6	+ 15.0	<b>98.5</b>
General-purpose gasoline engines	47.1	44.2	- 2.8	103.5	105.0	<b>95.0</b>	- 8.5	- 10.0	<b>50.8</b>
Business Profit	28.0	23.1	- 4.9	71.5	50.0	<b>50.0</b>	- 21.5	-	<b>26.9</b>
[Margin]	[10.6%]	[8.7%]	[- 1.9pt]	[12.1%]	[8.5%]	[8.5%]	[- 3.6pt]	[-]	[8.3%]

## Details of change in Business Profit

(billion yen)



## Appendix

### Wholesales of motorcycles by country (thousand units)

#### Developed countries

	Q2 FY'22	Q2 FY'23	Change
Japan	14	15	+0
U.S.	45	33	-11
Canada	6	4	-1
Europe	25	30	+4
Australia	5	3	-1
Total	96	87	-9

#### Wholesale plan of motorcycles for FY'23

Developed countries : 215 thousand units  
Emerging countries : 240 thousand units

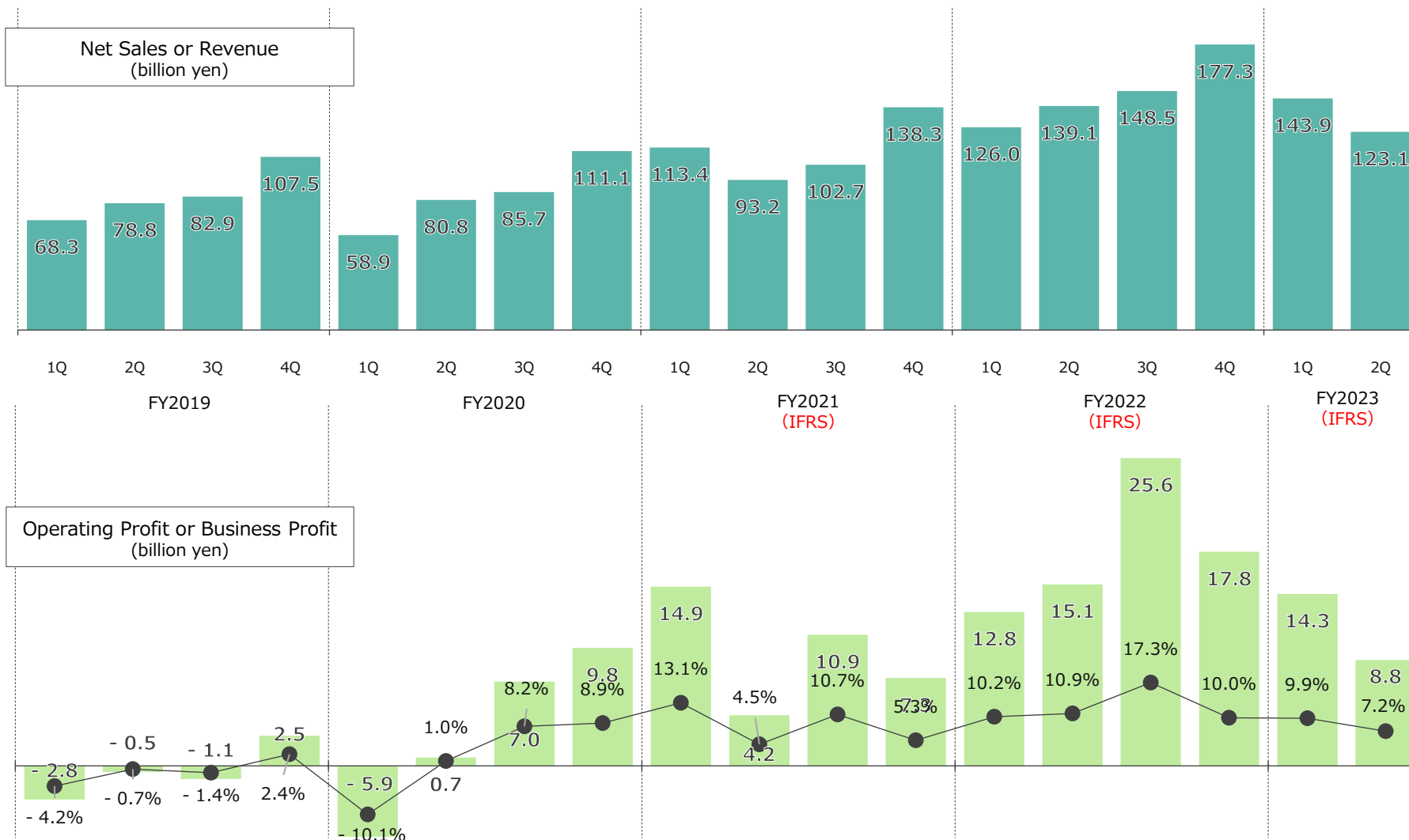
#### Emerging countries

	Q2 FY'22	Q2 FY'23	Change
Brazil	5	4	-0
Thailand	1	1	-0
Philippines	103	62	-40
Indonesia	23	11	-12
China	13	11	-2
Others	10	7	-2
Total	158	98	-60

#### Wholesales of four-wheeler and PWC

Q2 FY'22 : 39 thousand units  
Q2 FY'23 : 41 thousand units  
FY'23 : 95 thousand units (plan)

## Details by Segment - Powersports & Engine -



### Market Overview

- U.S.
  - Our company's share of the retail market is growing while the market remains strong
  - Dealer inventory is satisfied and each company is strengthening sales promotion.
- Europe
  - Retail market is recovering from COVID-19 pandemic
- Southeast Asia
  - Retail market is recovering, although it varies by country
  - However, the sports segment remained weak
- Supply Chain risks
  - Continued impact on production due to shortage of parts

### Specific Efforts

- ✓ **Supplying products as much as demanded**
  - Flexibly change production and sales plans according to sales conditions
  - Continuously introduce new models
  - Maintain appropriate inventory levels
- ✓ **Expansion of the four-wheeler business and electrification**
  - Investment in development to enhance product competitiveness
  - Preparation of the U.S. Plant and Mexico Plant to expand production capacity
  - Accelerating development of BEVs and HEVs
  - Accelerating the construction of basic technology for hydrogen engines through the activities of HySE (Hydrogen Small mobility & Engine technology)
- ✓ **Promoting business process re-engineering through DX**
  - Achieving agile management through digitalization
  - Shortened development time and reduced development costs through the use of digital technology
- ✓ **Securing Free Cash Flows**
  - Aiming to secure stable FCF for future investment



Kawasaki's First Electric Motorcycle Unveiled



MULE PRO-FXT 1000 popular in the U.S.