

**YANMAR**

News Release

July 10, 2023

Yanmar Holdings Co., Ltd.

## Yanmar Announces FY2022 Financial Results

July 10, 2023 Osaka, Japan - Yanmar Holdings Co., Ltd. has announced its financial results for the period ending March 31st, 2023.

### Consolidated Group Results for FY2022

Consolidated results for the 2022 fiscal year saw a 17.3% increase in revenue to 1 trillion 22.2 billion JPY with ordinary income growing 26.2% on the previous year to 61.8 billion JPY.

Yanmar continued to achieve record highs in both net sales and ordinary income, as in the previous fiscal year, with net sales exceeding 1 trillion yen for the first time since the company's establishment. Furthermore, driven by strong demand in international markets, the ratio of overseas sales has increased by 5.2 percentage points compared to the previous year, reaching 60.7%. With this result, Yanmar has achieved its target of attaining a 60% overseas sales ratio ahead of schedule. This objective, originally set for the fiscal year 2025, was outlined in the medium-term strategy announced in June 2022.

### Fiscal 2022 consolidated results (April 1st, 2022, to March 31st, 2023)

(Units: million JPY, vs previous year)

	Revenue		Operating income		Ordinary income		Income attributable to new company holdings	
		vs previous year		vs previous year		vs previous year		vs previous year
FY2022	1,022,283	17.3%	48,110	32.8%	61,830	26.2%	41,992	14.2%
FY2021	871,453	11.4%	36,217	67.3%	48,991	54.2%	36,778	100.7%

### Consolidated business outlook for FY2023

Based on its medium-term strategy, the company will accelerate its efforts toward achieving a sustainable society through initiatives such as the development of marine hydrogen fuel cell systems, hydrogen engines, and battery-powered industrial machinery under the YANMAR GREEN CHALLENGE 2050. Additionally, the company will further

promote digital transformation (DX) to establish a next-generation business foundation and enhance its IT infrastructure.

Regarding the consolidated performance outlook for the next fiscal year (ending March 31, 2024), the company anticipates resilient Japanese demand and robust demand in markets outside Japan, particularly in agricultural machinery, industrial engines, and construction machinery. Net sales are expected to reach 1 trillion 80 billion yen (a 5.6% increase compared to the previous year). However, considering the assumption of a stronger yen exchange rate compared to the previous year, the company foresees a forecasted operating income of 50 billion yen (a 19.1% decrease compared to the previous year).

### Consolidated business outlook for FY2023 (April 1st, 2023 to March 31st, 2024)

(Percentages indicate change on the previous fiscal year)

	Revenue		Operating Income		Ordinary Income		Income attributable to new company holdings	
	million yen	%	million yen	%	million yen	%	million yen	%
FY2023 (estimate)	1,080,000	5.6	46,700	-2.9	50,000	-19.1	34,000	-19.0

Forecasts are based on exchange rates of 125 JPY to the U.S. dollar and 135 JPY to the euro.

The above forecasts are based on information available as of the date of publication of this document, and actual results may differ significantly from the forecasts due to various factors in the future.

### About Yanmar

With beginnings in Osaka, Japan, in 1912, Yanmar was the first ever to succeed in making a compact diesel engine of a practical size in 1933. A pioneer in diesel engine technology, Yanmar is a global innovator in a wide range of industrial equipment, from small and large engines, agricultural machinery and facilities, construction equipment, energy systems, marine, to machine tools, and components — Yanmar’s global business operations span seven domains. On land, at sea, and in the city, Yanmar provides advanced solutions to the challenges customers face, towards realizing A Sustainable Future.

For more details, please visit the official website of Yanmar Holdings Co., Ltd.

<https://www.yanmar.com/global/about/>

Note: Information contained in the news release is valid at the time of publication and may differ from the most recently available information.

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