

## CONSOLIDATED FINANCIAL SUMMARY 1 FOR THE FISCAL SECOND QUARTER AND THE FISCAL FIRST HALF ENDED SEPTEMBER 30, 2018

### Sales revenue Breakdown by geographical markets based on the location of the external customers

Yen (millions)	Second Quarter Results				First Half Results			
	3 months ended Sep. 30, 2017	3 months ended Sep. 30, 2018	change	%	6 months ended Sep. 30, 2017	6 months ended Sep. 30, 2018	change	%
<b>Total</b>	<b>3,776,199</b>	<b>3,841,712</b>	<b>65,513</b>	<b>1.7</b>	<b>7,489,295</b>	<b>7,865,845</b>	<b>376,550</b>	<b>5.0</b>
Japan	465,693	493,590	27,897	6.0	906,035	966,809	60,774	6.7
North America	1,936,463	2,013,991	77,528	4.0	3,944,323	4,189,802	245,479	6.2
Europe	159,943	148,348	- 11,595	- 7.2	329,431	323,967	- 5,464	- 1.7
Asia	995,832	989,162	- 6,670	- 0.7	1,865,807	1,958,459	92,652	5.0
Other Regions	218,268	196,621	- 21,647	- 9.9	443,699	426,808	- 16,891	- 3.8
<b>Motorcycle Business</b>	<b>510,109</b>	<b>539,319</b>	<b>29,210</b>	<b>5.7</b>	<b>1,018,649</b>	<b>1,094,226</b>	<b>75,577</b>	<b>7.4</b>
Japan	18,861	20,750	1,889	10.0	36,810	40,376	3,566	9.7
North America	48,731	53,182	4,451	9.1	97,495	97,735	240	0.2
Europe	30,809	37,676	6,867	22.3	76,464	89,407	12,943	16.9
Asia	341,886	359,176	17,290	5.1	660,963	719,692	58,729	8.9
Other Regions	69,822	68,535	- 1,287	- 1.8	146,917	147,016	99	0.1
<b>Automobile Business</b>	<b>2,647,865</b>	<b>2,624,635</b>	<b>- 23,230</b>	<b>- 0.9</b>	<b>5,237,800</b>	<b>5,421,971</b>	<b>184,171</b>	<b>3.5</b>
Japan	365,083	381,366	16,283	4.5	711,528	746,213	34,685	4.9
North America	1,390,754	1,414,513	23,759	1.7	2,853,702	3,007,014	153,312	5.4
Europe	115,165	95,817	- 19,348	- 16.8	220,937	200,553	- 20,384	- 9.2
Asia	640,611	614,989	- 25,622	- 4.0	1,178,297	1,209,183	30,886	2.6
Other Regions	136,252	117,950	- 18,302	- 13.4	273,336	259,008	- 14,328	- 5.2
<b>Financial Services Business</b>	<b>535,235</b>	<b>596,085</b>	<b>60,850</b>	<b>11.4</b>	<b>1,072,192</b>	<b>1,185,980</b>	<b>113,788</b>	<b>10.6</b>
Japan	60,455	68,800	8,345	13.8	120,152	139,951	19,799	16.5
North America	461,641	515,798	54,157	11.7	926,003	1,022,119	96,116	10.4
Europe	3,160	2,767	- 393	- 12.4	6,163	6,438	275	4.5
Asia	2,591	2,749	158	6.1	5,141	5,280	139	2.7
Other Regions	7,388	5,971	- 1,417	- 19.2	14,733	12,192	- 2,541	- 17.2
<b>Power Product and Other Businesses</b>	<b>82,990</b>	<b>81,673</b>	<b>- 1,317</b>	<b>- 1.6</b>	<b>160,654</b>	<b>163,668</b>	<b>3,014</b>	<b>1.9</b>
Japan	21,294	22,674	1,380	6.5	37,545	40,269	2,724	7.3
North America	35,337	30,498	- 4,839	- 13.7	67,123	62,934	- 4,189	- 6.2
Europe	10,809	12,088	1,279	11.8	25,867	27,569	1,702	6.6
Asia	10,744	12,248	1,504	14.0	21,406	24,304	2,898	13.5
Other Regions	4,806	4,165	- 641	- 13.3	8,713	8,592	- 121	- 1.4

Note:

For detailed information of principal products and services, and functions of each segment, please refer to [6] Notes to Consolidated Financial Statements, [B] Segment Information in Fiscal Second Quarter Financial Results.

## CONSOLIDATED FINANCIAL SUMMARY 2 FOR THE FISCAL FIRST HALF ENDED SEPTEMBER 30, 2018

### Unaudited Consolidated Statements of Financial Position Divided into Non-financial Services Businesses and Finance Subsidiaries

	Yen (millions)	
	Mar. 31, 2018	Sep. 30, 2018
<b>Assets</b>		
<b>&lt; Non-financial Services Businesses &gt;</b>		
Current assets:	5,057,683	5,090,785
Cash and cash equivalents	2,150,157	2,142,228
Trade receivables	806,610	745,396
Inventories	1,504,098	1,591,097
Other current assets	596,818	612,064
Non-current assets:	5,446,468	5,564,900
Investments accounted for using the equity method	679,517	774,314
Property, plant and equipment	3,056,015	3,035,615
Intangible assets	731,979	738,809
Other non-current assets	978,957	1,016,162
<b>Total assets</b>	10,504,151	10,655,685
<b>&lt; Finance Subsidiaries &gt;</b>		
Cash and cash equivalents	106,331	108,651
Receivables from financial services, current	1,841,869	1,896,125
Receivables from financial services, non-current	3,117,406	3,463,036
Equipment on operating leases	4,088,133	4,418,596
Other assets	255,504	267,424
<b>Total assets</b>	9,409,243	10,153,832
Reconciling items	( 564,230)	( 541,776)
<b>Total assets</b>	19,349,164	20,267,741
<b>Liabilities and Equity</b>		
<b>&lt; Non-financial Services Businesses &gt;</b>		
Current liabilities:	2,862,450	2,747,065
Trade payables	1,223,956	1,097,990
Financing liabilities	331,723	344,122
Other current liabilities	1,306,771	1,304,953
Non-current liabilities:	1,090,957	1,096,989
Financing liabilities	140,325	114,334
Retirement benefit liabilities	397,240	436,390
Other non-current liabilities	553,392	546,265
<b>Total liabilities</b>	3,953,407	3,844,054
<b>&lt; Finance Subsidiaries &gt;</b>		
Financing liabilities, current	2,719,074	2,929,407
Financing liabilities, non-current	3,741,466	4,004,193
Other liabilities	996,011	1,101,516
<b>Total liabilities</b>	7,456,551	8,035,116
Reconciling items	( 294,889)	( 260,093)
<b>Total liabilities</b>	11,115,069	11,619,077
<b>Equity attributable to owners of the parent</b>	7,933,538	8,363,047
<b>Non-controlling interests</b>	300,557	285,617
<b>Total equity</b>	8,234,095	8,648,664
<b>Total liabilities and equity</b>	19,349,164	20,267,741

## CONSOLIDATED FINANCIAL SUMMARY 3 FOR THE FISCAL FIRST HALF ENDED SEPTEMBER 30, 2018

### Unaudited Consolidated Statements of Cash Flows Divided into Non-financial Services Businesses and Finance Subsidiaries

	Yen (millions)							
	For the six months ended Sep. 30, 2017				For the six months ended Sep. 30, 2018			
	Non-financial Services Businesses	Finance Subsidiaries	Reconciling Items	Consolidated	Non-financial Services Businesses	Finance Subsidiaries	Reconciling Items	Consolidated
<b>Cash flows from operating activities:</b>								
Profit before income taxes	469,143	108,485	—	577,628	519,507	121,817	—	641,324
Depreciation, amortization and impairment losses excluding equipment on operating leases	349,965	1,850	—	351,815	350,371	1,898	—	352,269
Share of profit of investments accounted for using the equity method	(135,211)	—	—	(135,211)	(118,228)	—	—	(118,228)
Decrease (increase) in trade receivables	22,141	5,053	(7,378)	19,816	38,302	(7,234)	(293)	30,775
Decrease (increase) in inventories	(45,180)	7,153	—	(38,027)	(52,800)	7,543	—	(45,257)
Increase (decrease) in trade payables	(71,067)	743	6,842	(63,482)	(62,494)	3,179	1,069	(58,246)
Decrease (increase) in receivables from financial services	—	(11,954)	334	(11,620)	—	(107,186)	509	(106,677)
Decrease (increase) in equipment on operating leases	—	(108,962)	—	(108,962)	—	(94,718)	—	(94,718)
Dividends received	62,088	2	—	62,090	84,020	2	—	84,022
Other, net	(126,976)	(36,135)	168	(162,943)	(220,402)	(66,307)	(1,360)	(288,069)
Net cash provided by (used in) operating activities	524,903	(33,765)	(34)	491,104	538,276	(141,006)	(75)	397,195
<b>Cash flows from investing activities:</b>								
Payments for additions to property, plant and equipment	(236,053)	(10)	—	(236,063)	(224,724)	(51)	—	(224,775)
Payments for additions to and internally developed intangible assets	(71,717)	(993)	—	(72,710)	(88,522)	(1,160)	—	(89,682)
* Decrease (increase) in other financial assets	8,802	805	(18,055)	(8,448)	(30,949)	(9,967)	(32,994)	(73,910)
Other, net	8,085	477	—	8,562	11,335	146	—	11,481
Net cash provided by (used in) investing activities	(290,883)	279	(18,055)	(308,659)	(332,860)	(11,032)	(32,994)	(376,886)
<b>Cash flows from financing activities:</b>								
* Proceeds from (repayment of) short-term financing liabilities	(18,584)	116,741	18,065	116,222	6,794	(15,377)	33,064	24,481
* Proceeds from long-term financing liabilities	35,991	659,558	—	695,549	17,346	834,277	—	851,623
* Repayments of long-term financing liabilities	(41,863)	(743,009)	24	(784,848)	(38,817)	(668,158)	5	(706,970)
Dividends paid to owners of the parent	(86,509)	—	—	(86,509)	(95,696)	—	—	(95,696)
Other, net	(54,813)	—	—	(54,813)	(137,354)	—	—	(137,354)
Net cash provided by (used in) financing activities	(165,778)	33,290	18,089	(114,399)	(247,727)	150,742	33,069	(63,916)
<b>Effect of exchange rate changes on cash and cash equivalents</b>	32,170	1,633	—	33,803	34,382	3,616	—	37,998
<b>Net change in cash and cash equivalents</b>	100,412	1,437	—	101,849	(7,929)	2,320	—	(5,609)
<b>Cash and cash equivalents at beginning of period</b>	2,002,502	103,474	—	2,105,976	2,150,157	106,331	—	2,256,488
<b>Cash and cash equivalents at end of period</b>	2,102,914	104,911	—	2,207,825	2,142,228	108,651	—	2,250,879

Note:

Non-financial services businesses provide loans to finance subsidiaries. These cash flows are included in the decrease (increase) in other financial assets, proceeds from (repayment of) short-term financing liabilities, proceeds from and repayments of long-term financing liabilities (marked by \*). The amount of the loans to finance subsidiaries is a JPY 18,055 million decrease for the fiscal first half ended September 30, 2017, and a JPY 32,994 million decrease for the fiscal first half ended September 30, 2018, respectively.