

CONSOLIDATED FINANCIAL SUMMARY 1  
FOR THE FISCAL SECOND QUARTER AND THE FISCAL FIRST HALF ENDED SEPTEMBER 30, 2020

**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, 2019	3 months ended Sep. 30, 2020	change	%	6 months ended Sep. 30, 2019	6 months ended Sep. 30, 2020	change	%
<b>Total</b>	<b>3,729,103</b>	<b>3,651,369</b>	<b>(77,734)</b>	<b>(2.1)</b>	<b>7,725,356</b>	<b>5,775,144</b>	<b>(1,950,212)</b>	<b>(25.2)</b>
Japan	538,510	448,435	(90,075)	(16.7)	1,054,657	854,712	(199,945)	(19.0)
North America	1,971,076	2,070,174	99,098	5.0	4,183,122	3,131,955	(1,051,167)	(25.1)
Europe	137,072	147,121	10,049	7.3	293,849	239,062	(54,787)	(18.6)
Asia	895,832	851,651	(44,181)	(4.9)	1,797,480	1,350,222	(447,258)	(24.9)
Other Regions	186,613	133,988	(52,625)	(28.2)	396,248	199,193	(197,055)	(49.7)
<b>Motorcycle Business</b>	<b>522,525</b>	<b>493,094</b>	<b>(29,431)</b>	<b>(5.6)</b>	<b>1,055,543</b>	<b>767,316</b>	<b>(288,227)</b>	<b>(27.3)</b>
Japan	22,848	24,619	1,771	7.8	41,338	43,972	2,634	6.4
North America	50,087	49,617	(470)	(0.9)	98,821	95,136	(3,685)	(3.7)
Europe	32,950	36,333	3,383	10.3	80,771	71,100	(9,671)	(12.0)
Asia	342,048	321,270	(20,778)	(6.1)	680,250	468,770	(211,480)	(31.1)
Other Regions	74,592	61,255	(13,337)	(17.9)	154,363	88,338	(66,025)	(42.8)
<b>Automobile Business</b>	<b>2,473,492</b>	<b>2,412,615</b>	<b>(60,877)</b>	<b>(2.5)</b>	<b>5,167,970</b>	<b>3,622,538</b>	<b>(1,545,432)</b>	<b>(29.9)</b>
Japan	408,893	317,479	(91,414)	(22.4)	802,689	601,563	(201,126)	(25.1)
North America	1,332,077	1,423,057	90,980	6.8	2,870,037	1,937,502	(932,535)	(32.5)
Europe	90,751	94,269	3,518	3.9	183,163	136,880	(46,283)	(25.3)
Asia	539,791	513,628	(26,163)	(4.8)	1,089,879	851,721	(238,158)	(21.9)
Other Regions	101,980	64,182	(37,798)	(37.1)	222,202	94,872	(127,330)	(57.3)
<b>Financial Services Business</b>	<b>657,233</b>	<b>663,258</b>	<b>6,025</b>	<b>0.9</b>	<b>1,345,634</b>	<b>1,239,092</b>	<b>(106,542)</b>	<b>(7.9)</b>
Japan	87,026	92,278	5,252	6.0	171,193	184,774	13,581	7.9
North America	557,692	560,103	2,411	0.4	1,149,213	1,032,971	(116,242)	(10.1)
Europe	2,739	2,745	6	0.2	5,806	5,380	(426)	(7.3)
Asia	3,509	3,930	421	12.0	6,802	7,212	410	6.0
Other Regions	6,267	4,202	(2,065)	(33.0)	12,620	8,755	(3,865)	(30.6)
<b>Life Creation and Other Businesses</b>	<b>75,853</b>	<b>82,402</b>	<b>6,549</b>	<b>8.6</b>	<b>156,209</b>	<b>146,198</b>	<b>(10,011)</b>	<b>(6.4)</b>
Japan	19,743	14,059	(5,684)	(28.8)	39,437	24,403	(15,034)	(38.1)
North America	31,220	37,397	6,177	19.8	65,051	66,346	1,295	2.0
Europe	10,632	13,774	3,142	29.6	24,109	25,702	1,593	6.6
Asia	10,484	12,823	2,339	22.3	20,549	22,519	1,970	9.6
Other Regions	3,774	4,349	575	15.2	7,063	7,228	165	2.3

Note:

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

CONSOLIDATED FINANCIAL SUMMARY 2  
FOR THE FISCAL FIRST HALF ENDED SEPTEMBER 30, 2020

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

	Yen (millions)	
	Mar. 31, 2020	Sep. 30, 2020
<b>Assets</b>		
<b>&lt; Non-financial Services Businesses &gt;</b>		
Current assets:	5,194,175	5,215,011
Cash and cash equivalents	2,462,679	2,626,595
Trade receivables	625,466	683,959
Inventories	1,542,173	1,501,701
Other current assets	563,857	402,756
Non-current assets:	5,503,629	5,549,826
Investments accounted for using the equity method	655,475	742,411
Property, plant and equipment	3,036,156	2,926,965
Intangible assets	751,266	780,874
Other non-current assets	1,060,732	1,099,576
<b>Total assets</b>	<b>10,697,804</b>	<b>10,764,837</b>
<b>&lt; Finance Subsidiaries &gt;</b>		
Cash and cash equivalents	209,674	338,739
Receivables from financial services, current	1,879,490	1,658,596
Receivables from financial services, non-current	3,282,829	3,335,679
Equipment on operating leases	4,626,063	4,617,641
Other assets	284,080	284,259
<b>Total assets</b>	<b>10,282,136</b>	<b>10,234,914</b>
Reconciling items	(518,475)	(502,578)
<b>Total assets</b>	<b>20,461,465</b>	<b>20,497,173</b>
<b>Liabilities and Equity</b>		
<b>&lt; Non-financial Services Businesses &gt;</b>		
Current liabilities:	2,652,583	2,830,894
Trade payables	945,271	973,442
Financing liabilities	380,116	634,388
Other current liabilities	1,327,196	1,223,064
Non-current liabilities:	1,595,698	1,535,617
Financing liabilities	151,897	148,294
Retirement benefit liabilities	570,378	593,522
Other non-current liabilities	873,423	793,801
<b>Total liabilities</b>	<b>4,248,281</b>	<b>4,366,511</b>
<b>&lt; Finance Subsidiaries &gt;</b>		
Financing liabilities, current	2,933,114	2,532,494
Financing liabilities, non-current	4,069,354	4,373,337
Other liabilities	1,178,926	1,172,246
<b>Total liabilities</b>	<b>8,181,394</b>	<b>8,078,077</b>
Reconciling items	(254,233)	(241,384)
<b>Total liabilities</b>	<b>12,175,442</b>	<b>12,203,204</b>
<b>Equity attributable to owners of the parent</b>	<b>8,012,259</b>	<b>8,042,449</b>
<b>Non-controlling interests</b>	<b>273,764</b>	<b>251,520</b>
<b>Total equity</b>	<b>8,286,023</b>	<b>8,293,969</b>
<b>Total liabilities and equity</b>	<b>20,461,465</b>	<b>20,497,173</b>

CONSOLIDATED FINANCIAL SUMMARY 3  
FOR THE FISCAL FIRST HALF ENDED SEPTEMBER 30, 2020

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

	Yen (millions)							
	For the six months ended Sep. 30, 2019				For the six months ended Sep. 30, 2020			
	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	482,051	132,925	(35,541)	579,435	115,491	171,923	(15,130)	272,284
Depreciation, amortization and impairment losses excluding equipment on operating leases	325,686	2,217	—	327,903	292,241	2,043	—	294,284
Share of profit of investments accounted for using the equity method	(108,179)	—	—	(108,179)	(102,296)	—	—	(102,296)
Decrease (increase) in trade receivables	72,972	5,615	(6,310)	72,277	(53,102)	(4,512)	9,771	(47,843)
Decrease (increase) in inventories	(109,463)	6,704	—	(102,759)	22,279	10,088	—	32,367
Increase (decrease) in trade payables	(82,537)	1,209	3,050	(78,278)	65,887	(4,157)	1,527	63,257
Decrease (increase) in receivables from financial services	—	47,427	(134)	47,293	—	83,468	(83)	83,385
Decrease (increase) in equipment on operating leases	—	(173,982)	—	(173,982)	—	(65,320)	—	(65,320)
Dividends received	121,160	2	(35,541)	85,621	130,571	3	(15,130)	115,444
Other, net	(237,994)	(40,192)	38,806	(239,380)	(124,275)	(23,476)	4,078	(143,673)
Net cash provided by (used in) operating activities	463,696	(18,075)	(35,670)	409,951	346,796	170,060	(14,967)	501,889
<b>Cash flows from investing activities:</b>								
Payments for additions to property, plant and equipment	(153,437)	83	—	(153,354)	(141,921)	52	—	(141,869)
Payments for additions to and internally developed intangible assets	(109,567)	(1,725)	—	(111,292)	(109,167)	(1,926)	—	(111,093)
* Decrease (increase) in other financial assets	(98,656)	(932)	(13,158)	(112,746)	(42,103)	4,706	(17,405)	(54,802)
Other, net	1,464	352	—	1,816	4,279	240	—	4,519
Net cash provided by (used in) investing activities	(360,196)	(2,222)	(13,158)	(375,576)	(288,912)	3,072	(17,405)	(303,245)
<b>Cash flows from financing activities:</b>								
* Proceeds from (repayment of) short-term financing liabilities	(4,005)	(154,939)	13,282	(145,662)	270,755	(243,310)	17,210	44,655
* Proceeds from long-term financing liabilities	12,091	955,744	—	967,835	740	1,110,848	—	1,111,588
* Repayments of long-term financing liabilities	(41,416)	(743,856)	5	(785,267)	(19,197)	(888,456)	32	(907,621)
Dividends paid to owners of the parent	(98,575)	—	—	(98,575)	(67,363)	—	—	(67,363)
Other, net	(71,946)	(36,152)	35,541	(72,557)	(56,435)	(15,819)	15,130	(57,124)
Net cash provided by (used in) financing activities	(203,851)	20,797	48,828	(134,226)	128,500	(36,737)	32,372	124,135
<b>Effect of exchange rate changes on cash and cash equivalents</b>	(55,060)	(4,243)	—	(59,303)	(22,468)	(7,330)	—	(29,798)
<b>Net change in cash and cash equivalents</b>	(155,411)	(3,743)	—	(159,154)	163,916	129,065	—	292,981
<b>Cash and cash equivalents at beginning of period</b>	2,381,470	112,651	—	2,494,121	2,462,679	209,674	—	2,672,353
<b>Cash and cash equivalents at end of period</b>	2,226,059	108,908	—	2,334,967	2,626,595	338,739	—	2,965,334

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 13,158 million decrease for the fiscal first half ended September 30, 2019, and a JPY 17,405 million decrease for the fiscal first half ended September 30, 2020, respectively.