

CONSOLIDATED FINANCIAL SUMMARY 1

FOR THE FISCAL THIRD QUARTER AND THE FISCAL NINE MONTHS ENDED DECEMBER 31, 2017

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

Yen (millions)	Third Quarter Results				Nine Months Results			
	3 months ended Dec. 31, 2016	3 months ended Dec. 31, 2017	change	%	9 months ended Dec. 31, 2016	9 months ended Dec. 31, 2017	change	%
Total	3,501,068	3,957,123	456,055	13.0	10,235,766	11,446,418	1,210,652	11.8
Japan	463,626	478,979	15,353	3.3	1,305,014	1,385,014	80,000	6.1
North America	1,928,048	2,113,158	185,110	9.6	5,633,882	6,057,481	423,599	7.5
Europe	132,097	150,225	18,128	13.7	444,451	479,656	35,205	7.9
Asia	762,796	990,855	228,059	29.9	2,237,319	2,856,662	619,343	27.7
Other Regions	214,501	223,906	9,405	4.4	615,100	667,605	52,505	8.5
Motorcycle Business	420,630	499,117	78,487	18.7	1,262,410	1,517,766	255,356	20.2
Japan	18,240	17,438	- 802	- 4.4	45,767	54,248	8,481	18.5
North America	37,317	39,510	2,193	5.9	120,909	137,005	16,096	13.3
Europe	18,662	22,728	4,066	21.8	77,706	99,192	21,486	27.7
Asia	277,171	341,061	63,890	23.1	810,583	1,002,024	191,441	23.6
Other Regions	69,240	78,380	9,140	13.2	207,445	225,297	17,852	8.6
Automobile Business	2,555,102	2,849,328	294,226	11.5	7,395,747	8,087,128	691,381	9.3
Japan	367,633	374,933	7,300	2.0	1,045,801	1,086,461	40,660	3.9
North America	1,479,266	1,593,396	114,130	7.7	4,262,154	4,447,098	184,944	4.3
Europe	100,841	112,901	12,060	12.0	323,557	333,838	10,281	3.2
Asia	474,078	636,538	162,460	34.3	1,390,358	1,814,835	424,477	30.5
Other Regions	133,284	131,560	- 1,724	- 1.3	373,877	404,896	31,019	8.3
Financial Services Business	452,503	523,558	71,055	15.7	1,360,378	1,595,750	235,372	17.3
Japan	56,486	62,237	5,751	10.2	158,588	182,389	23,801	15.0
North America	383,406	448,253	64,847	16.9	1,164,340	1,374,256	209,916	18.0
Europe	2,979	3,219	240	8.1	8,935	9,382	447	5.0
Asia	2,512	2,613	101	4.0	7,820	7,754	- 66	- 0.8
Other Regions	7,120	7,236	116	1.6	20,695	21,969	1,274	6.2
Power Product and Other Businesses	72,833	85,120	12,287	16.9	217,231	245,774	28,543	13.1
Japan	21,267	24,371	3,104	14.6	54,858	61,916	7,058	12.9
North America	28,059	31,999	3,940	14.0	86,479	99,122	12,643	14.6
Europe	9,615	11,377	1,762	18.3	34,253	37,244	2,991	8.7
Asia	9,035	10,643	1,608	17.8	28,558	32,049	3,491	12.2
Other Regions	4,857	6,730	1,873	38.6	13,083	15,443	2,360	18.0

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 Third Quarter Financial Results.

CONSOLIDATED FINANCIAL SUMMARY 2 FOR THE FISCAL NINE MONTHS ENDED DECEMBER 31, 2017

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

	Yen (millions)	
	Mar. 31, 2017	Dec. 31, 2017
Assets		
< Non-financial Services Businesses >		
Current assets:	4,632,413	4,940,738
Cash and cash equivalents	2,002,502	2,103,769
Trade receivables	766,453	723,243
Inventories	1,341,104	1,475,176
Other current assets	522,354	638,550
Non-current assets:	5,529,523	5,555,067
Investments accounted for using the equity method	597,262	649,563
Property, plant and equipment	3,193,486	3,141,024
Intangible assets	766,959	739,550
Other non-current assets	971,816	1,024,930
Total assets	10,161,936	10,495,805
< Finance Subsidiaries >		
Cash and cash equivalents	103,474	106,716
Receivables from financial services, current	1,880,103	1,882,172
Receivables from financial services, non-current	3,070,676	3,299,451
Equipment on operating leases	4,104,663	4,298,630
Other assets	278,128	280,178
Total assets	9,437,044	9,867,147
Reconciling items	(640,857)	(601,487)
Total assets	18,958,123	19,761,465
Liabilities and Equity		
< Non-financial Services Businesses >		
Current liabilities:	2,831,878	2,660,956
Trade payables	1,190,106	1,085,079
Financing liabilities	349,130	355,541
Other current liabilities	1,292,642	1,220,336
Non-current liabilities:	1,095,366	1,164,684
Financing liabilities	128,508	147,582
Retirement benefit liabilities	487,080	451,498
Other non-current liabilities	479,778	565,604
Total liabilities	3,927,244	3,825,640
< Finance Subsidiaries >		
Financing liabilities, current	2,590,843	2,818,327
Financing liabilities, non-current	3,893,743	3,957,773
Other liabilities	1,338,816	1,025,590
Total liabilities	7,823,402	7,801,690
Reconciling items	(362,149)	(315,965)
Total liabilities	11,388,497	11,311,365
Equity attributable to owners of the parent	7,295,296	8,151,092
Non-controlling interests	274,330	299,008
Total equity	7,569,626	8,450,100
Total liabilities and equity	18,958,123	19,761,465

CONSOLIDATED FINANCIAL SUMMARY 3 FOR THE FISCAL NINE MONTHS ENDED DECEMBER 31, 2017

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

	Yen (millions)							
	For the nine months ended Dec. 31, 2016				For the nine months ended Dec. 31, 2017			
	Non-financial Services Businesses	Finance Subsidiaries	Reconciling Items	Consolidated	Non-financial Services Businesses	Finance Subsidiaries	Reconciling Items	Consolidated
Cash flows from operating activities:								
Profit before income taxes	689,033	130,960	—	819,993	760,781	163,744	—	924,525
Depreciation, amortization and impairment losses excluding equipment on operating leases	489,917	2,077	—	491,994	528,412	2,818	—	531,230
Share of profit of investments accounted for using the equity method	(116,212)	—	—	(116,212)	(189,723)	—	—	(189,723)
Decrease (increase) in trade receivables	120,563	(13,613)	1,945	108,895	63,139	8,715	(14,624)	57,230
Decrease (increase) in inventories	(38,097)	(19,755)	—	(57,852)	(107,245)	2,492	—	(104,753)
Increase (decrease) in trade payables	(144,606)	3,574	4,754	(136,278)	(77,252)	(1,135)	5,808	(72,579)
Decrease (increase) in receivables from financial services	—	47,221	(1,262)	45,959	—	(121,636)	(68)	(121,704)
Decrease (increase) in equipment on operating leases	—	(358,848)	—	(358,848)	—	(136,548)	—	(136,548)
Dividends received	66,156	2	—	66,158	79,540	2	—	79,542
Other, net	(430,485)	31,616	(6,664)	(405,533)	(298,330)	(55,148)	8,910	(344,568)
Net cash provided by (used in) operating activities	636,269	(176,766)	(1,227)	458,276	759,322	(136,696)	26	622,652
Cash flows from investing activities:								
Payments for additions to property, plant and equipment	(383,822)	(249)	—	(384,071)	(318,266)	(191)	—	(318,457)
Payments for additions to and internally developed intangible assets	(112,638)	(2,490)	—	(115,128)	(111,116)	(1,590)	—	(112,706)
* Decrease (increase) in other financial assets	14,309	(7,393)	(58,487)	(51,571)	6,187	(1,695)	(17,999)	(13,507)
Other, net	18,244	537	—	18,781	12,570	788	—	13,358
Net cash provided by (used in) investing activities	(463,907)	(9,595)	(58,487)	(531,989)	(410,625)	(2,688)	(17,999)	(431,312)
Cash flows from financing activities:								
* Proceeds from (repayment of) short-term financing liabilities	25,872	198,123	44,370	268,365	9,425	158,149	17,946	185,520
* Proceeds from long-term financing liabilities	36,955	1,210,047	—	1,247,002	62,634	1,140,622	—	1,203,256
* Repayments of long-term financing liabilities	(43,248)	(1,212,288)	15,344	(1,240,192)	(70,481)	(1,157,821)	27	(1,228,275)
Dividends paid to owners of the parent	(118,950)	—	—	(118,950)	(129,764)	—	—	(129,764)
Other, net	(67,101)	—	—	(67,101)	(161,102)	—	—	(161,102)
Net cash provided by (used in) financing activities	(166,472)	195,882	59,714	89,124	(289,288)	140,950	17,973	(130,365)
Effect of exchange rate changes on cash and cash equivalents	24,139	3,005	—	27,144	41,858	1,676	—	43,534
Net change in cash and cash equivalents	30,029	12,526	—	42,555	101,267	3,242	—	104,509
Cash and cash equivalents at beginning of period	1,666,899	90,557	—	1,757,456	2,002,502	103,474	—	2,105,976
Cash and cash equivalents at end of period	1,696,928	103,083	—	1,800,011	2,103,769	106,716	—	2,210,485

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 58,487 million decrease for the fiscal nine months ended December 31, 2016, and a JPY 17,999 million decrease for the fiscal nine months ended December 31, 2017, respectively.