

## CONSOLIDATED FINANCIAL SUMMARY 1 FOR THE FISCAL FOURTH QUARTER AND THE FISCAL YEAR ENDED MARCH 31, 2018

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

Yen (millions)	Fourth Quarter Results				Fiscal Year Results			
	3 months ended Mar. 31, 2017	3 months ended Mar. 31, 2018	change	%	Year ended Mar. 31, 2017	Year ended Mar. 31, 2018	change	%
<b>Total</b>	<b>3,763,434</b>	<b>3,914,728</b>	<b>151,294</b>	<b>4.0</b>	<b>13,999,200</b>	<b>15,361,146</b>	<b>1,361,946</b>	<b>9.7</b>
Japan	494,758	534,116	39,358	8.0	1,799,772	1,919,130	119,358	6.6
North America	1,984,143	2,004,803	20,660	1.0	7,618,025	8,062,284	444,259	5.8
Europe	194,797	211,220	16,423	8.4	639,248	690,876	51,628	8.1
Asia	848,380	914,993	66,613	7.9	3,085,699	3,771,655	685,956	22.2
Other Regions	241,356	249,596	8,240	3.4	856,456	917,201	60,745	7.1
<b>Motorcycle Business</b>	<b>453,755</b>	<b>520,946</b>	<b>67,191</b>	<b>14.8</b>	<b>1,716,165</b>	<b>2,038,712</b>	<b>322,547</b>	<b>18.8</b>
Japan	17,002	16,751	- 251	- 1.5	62,769	70,999	8,230	13.1
North America	47,106	53,664	6,558	13.9	168,015	190,669	22,654	13.5
Europe	40,589	42,273	1,684	4.1	118,295	141,465	23,170	19.6
Asia	277,555	325,728	48,173	17.4	1,088,138	1,327,752	239,614	22.0
Other Regions	71,503	82,530	11,027	15.4	278,948	307,827	28,879	10.4
<b>Automobile Business</b>	<b>2,691,069</b>	<b>2,765,043</b>	<b>73,974</b>	<b>2.7</b>	<b>10,086,816</b>	<b>10,852,171</b>	<b>765,355</b>	<b>7.6</b>
Japan	407,659	435,424	27,765	6.8	1,453,460	1,521,885	68,425	4.7
North America	1,442,059	1,462,930	20,871	1.4	5,704,213	5,910,028	205,815	3.6
Europe	127,200	139,584	12,384	9.7	450,757	473,422	22,665	5.0
Asia	557,744	574,247	16,503	3.0	1,948,102	2,389,082	440,980	22.6
Other Regions	156,407	152,858	- 3,549	- 2.3	530,284	557,754	27,470	5.2
<b>Financial Services Business</b>	<b>517,716</b>	<b>527,444</b>	<b>9,728</b>	<b>1.9</b>	<b>1,878,094</b>	<b>2,123,194</b>	<b>245,100</b>	<b>13.1</b>
Japan	52,326	66,138	13,812	26.4	210,914	248,527	37,613	17.8
North America	451,894	448,575	- 3,319	- 0.7	1,616,234	1,822,831	206,597	12.8
Europe	3,165	3,157	- 8	- 0.3	12,100	12,539	439	3.6
Asia	2,736	2,688	- 48	- 1.8	10,556	10,442	- 114	- 1.1
Other Regions	7,595	6,886	- 709	- 9.3	28,290	28,855	565	2.0
<b>Power Product and Other Businesses</b>	<b>100,894</b>	<b>101,295</b>	<b>401</b>	<b>0.4</b>	<b>318,125</b>	<b>347,069</b>	<b>28,944</b>	<b>9.1</b>
Japan	17,771	15,803	- 1,968	- 11.1	72,629	77,719	5,090	7.0
North America	43,084	39,634	- 3,450	- 8.0	129,563	138,756	9,193	7.1
Europe	23,843	26,206	2,363	9.9	58,096	63,450	5,354	9.2
Asia	10,345	12,330	1,985	19.2	38,903	44,379	5,476	14.1
Other Regions	5,851	7,322	1,471	25.1	18,934	22,765	3,831	20.2

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 Year Financial Results.

## CONSOLIDATED FINANCIAL SUMMARY 2 FOR THE FISCAL YEAR ENDED MARCH 31, 2018

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

	Yen (millions)	
	Mar. 31, 2017	Mar. 31, 2018
<b>Assets</b>		
<b>&lt; Non-financial Services Businesses &gt;</b>		
Current assets:	4,632,413	5,057,683
Cash and cash equivalents	2,002,502	2,150,157
Trade receivables	766,453	806,610
Inventories	1,341,104	1,504,098
Other current assets	522,354	596,818
Non-current assets:	5,529,523	5,446,468
Investments accounted for using the equity method	597,262	679,517
Property, plant and equipment	3,193,486	3,056,015
Intangible assets	766,959	731,979
Other non-current assets	971,816	978,957
<b>Total assets</b>	10,161,936	10,504,151
<b>&lt; Finance Subsidiaries &gt;</b>		
Cash and cash equivalents	103,474	106,331
Receivables from financial services, current	1,880,103	1,841,869
Receivables from financial services, non-current	3,070,676	3,117,406
Equipment on operating leases	4,104,663	4,088,133
Other assets	278,128	255,504
<b>Total assets</b>	9,437,044	9,409,243
Reconciling items	( 640,857)	( 564,230)
<b>Total assets</b>	18,958,123	19,349,164
<b>Liabilities and Equity</b>		
<b>&lt; Non-financial Services Businesses &gt;</b>		
Current liabilities:	2,831,878	2,862,450
Trade payables	1,190,106	1,223,956
Financing liabilities	349,130	331,723
Other current liabilities	1,292,642	1,306,771
Non-current liabilities:	1,095,366	1,090,957
Financing liabilities	128,508	140,325
Retirement benefit liabilities	487,080	397,240
Other non-current liabilities	479,778	553,392
<b>Total liabilities</b>	3,927,244	3,953,407
<b>&lt; Finance Subsidiaries &gt;</b>		
Financing liabilities, current	2,590,843	2,719,074
Financing liabilities, non-current	3,893,743	3,741,466
Other liabilities	1,338,816	996,011
<b>Total liabilities</b>	7,823,402	7,456,551
Reconciling items	( 362,149)	( 294,889)
<b>Total liabilities</b>	11,388,497	11,115,069
<b>Equity attributable to owners of the parent</b>	7,295,296	7,933,538
<b>Non-controlling interests</b>	274,330	300,557
<b>Total equity</b>	7,569,626	8,234,095
<b>Total liabilities and equity</b>	18,958,123	19,349,164

## CONSOLIDATED FINANCIAL SUMMARY 3 FOR THE FISCAL YEAR ENDED MARCH 31, 2018

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

	Yen (millions)							
	For the fiscal year ended Mar. 31, 2017				For the fiscal year ended Mar. 31, 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	828,955	178,031	—	1,006,986	898,436	216,537	—	1,114,973
Depreciation, amortization and impairment losses excluding equipment on operating leases	671,470	2,859	—	674,329	709,307	3,786	—	713,093
Share of profit of investments accounted for using the equity method	(164,793)	—	—	(164,793)	(247,643)	—	—	(247,643)
Decrease (increase) in trade receivables	52,030	(12,291)	9,478	49,217	(43,930)	6,509	(4,357)	(41,778)
Decrease (increase) in inventories	(68,699)	(3,445)	—	(72,144)	(205,409)	2,493	—	(202,916)
Increase (decrease) in trade payables	11,468	(393)	1,924	12,999	61,344	2,815	5,270	69,429
Decrease (increase) in receivables from financial services	—	40,646	(121)	40,525	—	(174,333)	(105)	(174,438)
Decrease (increase) in equipment on operating leases	—	(435,503)	—	(435,503)	—	(158,337)	—	(158,337)
Dividends received	121,768	2	—	121,770	161,104	2	—	161,106
Other, net	(372,859)	37,245	(12,699)	(348,313)	(183,751)	(61,240)	(827)	(245,818)
Net cash provided by (used in) operating activities	1,079,340	(192,849)	(1,418)	885,073	1,149,458	(161,768)	(19)	987,671
<b>Cash flows from investing activities:</b>								
Payments for additions to property, plant and equipment	(493,710)	(422)	—	(494,132)	(415,380)	(183)	—	(415,563)
Payments for additions to and internally developed intangible assets	(139,933)	(3,387)	—	(143,320)	(154,866)	(2,061)	—	(156,927)
* Decrease (increase) in other financial assets	91,622	(5,752)	(130,572)	(44,702)	(31,684)	(5,311)	(18,939)	(55,934)
Other, net	30,610	926	—	31,536	12,586	725	—	13,311
Net cash provided by (used in) investing activities	(511,411)	(8,635)	(130,572)	(650,618)	(589,344)	(6,830)	(18,939)	(615,113)
<b>Cash flows from financing activities:</b>								
* Proceeds from (repayment of) short-term financing liabilities	25,148	(63,243)	116,330	78,235	(821)	83,777	18,929	101,885
* Proceeds from long-term financing liabilities	42,182	1,860,266	—	1,902,448	72,051	1,617,545	—	1,689,596
* Repayments of long-term financing liabilities	(55,892)	(1,582,371)	15,660	(1,622,603)	(84,063)	(1,525,520)	29	(1,609,554)
Dividends paid to owners of the parent	(162,205)	—	—	(162,205)	(174,221)	—	—	(174,221)
Other, net	(80,452)	—	—	(80,452)	(182,040)	—	—	(182,040)
Net cash provided by (used in) financing activities	(231,219)	214,652	131,990	115,423	(369,094)	175,802	18,958	(174,334)
<b>Effect of exchange rate changes on cash and cash equivalents</b>	(1,107)	(251)	—	(1,358)	(43,365)	(4,347)	—	(47,712)
<b>Net change in cash and cash equivalents</b>	335,603	12,917	—	348,520	147,655	2,857	—	150,512
<b>Cash and cash equivalents at beginning of period</b>	1,666,899	90,557	—	1,757,456	2,002,502	103,474	—	2,105,976
<b>Cash and cash equivalents at end of period</b>	2,002,502	103,474	—	2,105,976	2,150,157	106,331	—	2,256,488

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 130,572 million decrease for the fiscal year ended March 31, 2017, and a JPY 18,939 million decrease for the fiscal year ended March 31, 2018, respectively.