

CONSOLIDATED FINANCIAL SUMMARY 1 FOR THE FISCAL FIRST QUARTER ENDED JUNE 30, 2018

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

Yen (millions)	First Quarter Results			
	3 months ended Jun. 30, 2017	3 months ended Jun. 30, 2018	change	%
Total	3,713,096	4,024,133	311,037	8.4
Japan	440,342	473,219	32,877	7.5
North America	2,007,860	2,175,811	167,951	8.4
Europe	169,488	175,619	6,131	3.6
Asia	869,975	969,297	99,322	11.4
Other Regions	225,431	230,187	4,756	2.1
Motorcycle Business	508,540	554,907	46,367	9.1
Japan	17,949	19,626	1,677	9.3
North America	48,764	44,553	- 4,211	- 8.6
Europe	45,655	51,731	6,076	13.3
Asia	319,077	360,516	41,439	13.0
Other Regions	77,095	78,481	1,386	1.8
Automobile Business	2,589,935	2,797,336	207,401	8.0
Japan	346,445	364,847	18,402	5.3
North America	1,462,948	1,592,501	129,553	8.9
Europe	105,772	104,736	- 1,036	- 1.0
Asia	537,686	594,194	56,508	10.5
Other Regions	137,084	141,058	3,974	2.9
Financial Services Business	536,957	589,895	52,938	9.9
Japan	59,697	71,151	11,454	19.2
North America	464,362	506,321	41,959	9.0
Europe	3,003	3,671	668	22.2
Asia	2,550	2,531	- 19	- 0.7
Other Regions	7,345	6,221	- 1,124	- 15.3
Power Product and Other Businesses	77,664	81,995	4,331	5.6
Japan	16,251	17,595	1,344	8.3
North America	31,786	32,436	650	2.0
Europe	15,058	15,481	423	2.8
Asia	10,662	12,056	1,394	13.1
Other Regions	3,907	4,427	520	13.3

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 First Quarter Financial Results.

CONSOLIDATED FINANCIAL SUMMARY 2 FOR THE FISCAL FIRST QUARTER ENDED JUNE 30, 2018

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

	Yen (millions)	
	Mar. 31, 2018	Jun. 30, 2018
Assets		
< Non-financial Services Businesses >		
Current assets:	5,057,683	4,962,432
Cash and cash equivalents	2,150,157	2,066,485
Trade receivables	806,610	736,363
Inventories	1,504,098	1,500,955
Other current assets	596,818	658,629
Non-current assets:	5,446,468	5,447,137
Investments accounted for using the equity method	679,517	714,085
Property, plant and equipment	3,056,015	3,032,586
Intangible assets	731,979	721,034
Other non-current assets	978,957	979,432
Total assets	10,504,151	10,409,569
< Finance Subsidiaries >		
Cash and cash equivalents	106,331	100,620
Receivables from financial services, current	1,841,869	1,882,411
Receivables from financial services, non-current	3,117,406	3,262,945
Equipment on operating leases	4,088,133	4,262,870
Other assets	255,504	274,400
Total assets	9,409,243	9,783,246
Reconciling items	(564,230)	(541,011)
Total assets	19,349,164	19,651,804
Liabilities and Equity		
< Non-financial Services Businesses >		
Current liabilities:	2,862,450	2,718,605
Trade payables	1,223,956	1,098,748
Financing liabilities	331,723	325,776
Other current liabilities	1,306,771	1,294,081
Non-current liabilities:	1,090,957	1,103,532
Financing liabilities	140,325	139,760
Retirement benefit liabilities	397,240	413,229
Other non-current liabilities	553,392	550,543
Total liabilities	3,953,407	3,822,137
< Finance Subsidiaries >		
Financing liabilities, current	2,719,074	2,795,293
Financing liabilities, non-current	3,741,466	3,874,138
Other liabilities	996,011	1,060,511
Total liabilities	7,456,551	7,729,942
Reconciling items	(294,889)	(267,274)
Total liabilities	11,115,069	11,284,805
Equity attributable to owners of the parent	7,933,538	8,097,631
Non-controlling interests	300,557	269,368
Total equity	8,234,095	8,366,999
Total liabilities and equity	19,349,164	19,651,804

CONSOLIDATED FINANCIAL SUMMARY 3 FOR THE FISCAL FIRST QUARTER ENDED JUNE 30, 2018

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

	Yen (millions)							
	For the three months ended Jun. 30, 2017				For the three months ended Jun. 30, 2018			
	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	279,426	55,599	—	335,025	298,132	60,150	—	358,282
Depreciation, amortization and impairment losses excluding equipment on operating leases	177,092	887	—	177,979	185,878	941	—	186,819
Share of profit of investments accounted for using the equity method	(52,948)	—	—	(52,948)	(54,302)	—	—	(54,302)
Decrease (increase) in trade receivables	43,493	4,932	(5,309)	43,116	31,048	(8,185)	2,393	25,256
Decrease (increase) in inventories	(81,456)	5,924	—	(75,532)	13,222	(712)	—	12,510
Increase (decrease) in trade payables	(54,489)	1,297	4,813	(48,379)	(56,166)	2,616	(1,639)	(55,189)
Decrease (increase) in receivables from financial services	—	(5,324)	(137)	(5,461)	—	(48,264)	85	(48,179)
Decrease (increase) in equipment on operating leases	—	(51,744)	—	(51,744)	—	(48,399)	—	(48,399)
Dividends received	20,726	—	—	20,726	23,344	—	—	23,344
Other, net	(147,288)	(19,338)	481	(166,145)	(167,967)	(16,942)	(791)	(185,700)
Net cash provided by (used in) operating activities	184,556	(7,767)	(152)	176,637	273,189	(58,795)	48	214,442
Cash flows from investing activities:								
Payments for additions to property, plant and equipment	(124,716)	23	—	(124,693)	(144,868)	(31)	—	(144,899)
Payments for additions to and internally developed intangible assets	(35,272)	(556)	—	(35,828)	(37,161)	(447)	—	(37,608)
* Decrease (increase) in other financial assets	(18,747)	(2,463)	143	(21,067)	(44,303)	(7,742)	(14,035)	(66,080)
Other, net	2,383	415	—	2,798	4,328	293	—	4,621
Net cash provided by (used in) investing activities	(176,352)	(2,581)	143	(178,790)	(222,004)	(7,927)	(14,035)	(243,966)
Cash flows from financing activities:								
* Proceeds from (repayment of) short-term financing liabilities	(6,454)	118,349	(13)	111,882	819	43,567	13,985	58,371
* Proceeds from long-term financing liabilities	3,348	209,485	—	212,833	5,745	261,713	—	267,458
* Repayments of long-term financing liabilities	(7,905)	(327,471)	22	(335,354)	(7,562)	(245,604)	2	(253,164)
Dividends paid to owners of the parent	(43,254)	—	—	(43,254)	(48,013)	—	—	(48,013)
Other, net	(34,655)	—	—	(34,655)	(85,008)	—	—	(85,008)
Net cash provided by (used in) financing activities	(88,920)	363	9	(88,548)	(134,019)	59,676	13,987	(60,356)
Effect of exchange rate changes on cash and cash equivalents	3,982	161	—	4,143	(838)	1,335	—	497
Net change in cash and cash equivalents	(76,734)	(9,824)	—	(86,558)	(83,672)	(5,711)	—	(89,383)
Cash and cash equivalents at beginning of period	2,002,502	103,474	—	2,105,976	2,150,157	106,331	—	2,256,488
Cash and cash equivalents at end of period	1,925,768	93,650	—	2,019,418	2,066,485	100,620	—	2,167,105

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 143 million increase for the three months ended June 30, 2017, and a JPY 14,035 million decrease for the three months ended June 30, 2018, respectively.