

CONSOLIDATED FINANCIAL SUMMARY 1
FOR THE FISCAL FOURTH QUARTER AND THE FISCAL YEAR ENDED MARCH 31, 2020

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, 2019	3 months ended Mar. 31, 2020	change	%	Year ended Mar. 31, 2019	Year ended Mar. 31, 2020	change	%
Total	4,049,117	3,458,060	(591,057)	(14.6)	15,888,617	14,931,009	(957,608)	(6.0)
Japan	553,560	518,186	(35,374)	(6.4)	2,042,891	1,985,945	(56,946)	(2.8)
North America	2,204,268	1,908,842	(295,426)	(13.4)	8,519,048	8,164,377	(354,671)	(4.2)
Europe	191,895	137,416	(54,479)	(28.4)	660,945	568,715	(92,230)	(14.0)
Asia	874,781	724,462	(150,319)	(17.2)	3,793,728	3,449,876	(343,852)	(9.1)
Other Regions	224,613	169,154	(55,459)	(24.7)	872,005	762,096	(109,909)	(12.6)
Motorcycle Business	489,415	473,565	(15,850)	(3.2)	2,100,155	2,059,335	(40,820)	(1.9)
Japan	18,433	19,244	811	4.4	79,298	77,241	(2,057)	(2.6)
North America	49,044	56,469	7,425	15.1	188,200	203,885	15,685	8.3
Europe	44,291	32,832	(11,459)	(25.9)	159,644	144,393	(15,251)	(9.6)
Asia	304,165	303,036	(1,129)	(0.4)	1,375,256	1,338,719	(36,537)	(2.7)
Other Regions	73,482	61,984	(11,498)	(15.6)	297,757	295,097	(2,660)	(0.9)
Automobile Business	2,843,998	2,267,961	(576,037)	(20.3)	11,072,117	9,959,080	(1,113,037)	(10.1)
Japan	442,397	386,283	(56,114)	(12.7)	1,590,234	1,473,730	(116,504)	(7.3)
North America	1,585,409	1,300,886	(284,523)	(17.9)	6,165,575	5,650,697	(514,878)	(8.4)
Europe	122,346	82,225	(40,121)	(32.8)	427,365	359,216	(68,149)	(15.9)
Asia	555,536	402,428	(153,108)	(27.6)	2,360,640	2,049,493	(311,147)	(13.2)
Other Regions	138,310	96,139	(42,171)	(30.5)	528,303	425,944	(102,359)	(19.4)
Financial Services Business	619,070	625,013	5,943	1.0	2,365,355	2,586,965	221,610	9.4
Japan	74,321	97,352	23,031	31.0	285,855	358,806	72,951	25.5
North America	531,877	514,450	(17,427)	(3.3)	2,029,921	2,176,653	146,732	7.2
Europe	3,280	3,082	(198)	(6.0)	12,943	11,873	(1,070)	(8.3)
Asia	3,198	4,082	884	27.6	11,430	14,778	3,348	29.3
Other Regions	6,394	6,047	(347)	(5.4)	25,206	24,855	(351)	(1.4)
Life Creation and Other Businesses	96,634	91,521	(5,113)	(5.3)	350,990	325,629	(25,361)	(7.2)
Japan	18,409	15,307	(3,102)	(16.9)	87,504	76,168	(11,336)	(13.0)
North America	37,938	37,037	(901)	(2.4)	135,352	133,142	(2,210)	(1.6)
Europe	21,978	19,277	(2,701)	(12.3)	60,993	53,233	(7,760)	(12.7)
Asia	11,882	14,916	3,034	25.5	46,402	46,886	484	1.0
Other Regions	6,427	4,984	(1,443)	(22.5)	20,739	16,200	(4,539)	(21.9)

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 Year Financial Results.
- Power product business has been renamed Life creation business from April 1, 2019.
Honda expands the concept of our Power product business and continues pursuing it under a new concept of "Life Creation Business". This renaming of the business represents our intention to evolve our business as a function to create new value for "mobility" and "daily lives", which includes our existing Power product business as well as new businesses for the future, including energy business.

CONSOLIDATED FINANCIAL SUMMARY 2
FOR THE FISCAL YEAR ENDED MARCH 31, 2020

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

	Yen (millions)	
	Mar. 31, 2019	Mar. 31, 2020
Assets		
< Non-financial Services Businesses >		
Current assets:	5,275,087	5,194,175
Cash and cash equivalents	2,381,470	2,462,679
Trade receivables	789,792	625,466
Inventories	1,564,123	1,542,173
Other current assets	539,702	563,857
Non-current assets:	5,442,233	5,503,629
Investments accounted for using the equity method	713,039	655,475
Property, plant and equipment	2,975,751	3,036,156
Intangible assets	735,408	751,266
Other non-current assets	1,018,035	1,060,732
Total assets	10,717,320	10,697,804
< Finance Subsidiaries >		
Cash and cash equivalents	112,651	209,674
Receivables from financial services, current	1,952,627	1,879,490
Receivables from financial services, non-current	3,453,649	3,282,829
Equipment on operating leases	4,448,849	4,626,063
Other assets	268,290	284,080
Total assets	10,236,066	10,282,136
Reconciling items	(534,264)	(518,475)
Total assets	20,419,122	20,461,465
Liabilities and Equity		
< Non-financial Services Businesses >		
Current liabilities:	2,916,318	2,652,583
Trade payables	1,175,324	945,271
Financing liabilities	361,432	380,116
Other current liabilities	1,379,562	1,327,196
Non-current liabilities:	1,073,746	1,595,698
Financing liabilities	76,493	151,897
Retirement benefit liabilities	390,901	570,378
Other non-current liabilities	606,352	873,423
Total liabilities	3,990,064	4,248,281
< Finance Subsidiaries >		
Financing liabilities, current	2,929,802	2,933,114
Financing liabilities, non-current	4,065,877	4,069,354
Other liabilities	1,124,875	1,178,926
Total liabilities	8,120,554	8,181,394
Reconciling items	(257,286)	(254,233)
Total liabilities	11,853,332	12,175,442
Equity attributable to owners of the parent	8,267,720	8,012,259
Non-controlling interests	298,070	273,764
Total equity	8,565,790	8,286,023
Total liabilities and equity	20,419,122	20,461,465

CONSOLIDATED FINANCIAL SUMMARY 3 FOR THE FISCAL YEAR ENDED MARCH 31, 2020

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

	Yen (millions)							
	For the fiscal year ended Mar. 31, 2019				For the fiscal year ended Mar. 31, 2020			
	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	797,183	243,119	(60,927)	979,375	646,088	213,509	(69,679)	789,918
Depreciation, amortization and impairment losses excluding equipment on operating leases	718,094	3,601	—	721,695	695,584	4,293	—	699,877
Share of profit of investments accounted for using the equity method	(228,827)	—	—	(228,827)	(164,203)	—	—	(164,203)
Decrease (increase) in trade receivables	16,326	(5,557)	(1,425)	9,344	143,907	7,264	(18,469)	132,702
Decrease (increase) in inventories	(58,451)	(2,455)	—	(60,906)	(63,718)	3,787	—	(59,931)
Increase (decrease) in trade payables	(19,380)	9,057	(1,493)	(11,816)	(150,382)	6,091	3,132	(141,159)
Decrease (increase) in receivables from financial services	—	(260,570)	(134)	(260,704)	—	103,425	189	103,614
Decrease (increase) in equipment on operating leases	—	(230,311)	—	(230,311)	—	(270,677)	—	(270,677)
Dividends received	236,169	2	(60,927)	175,244	255,419	2	(69,679)	185,742
Other, net	(322,768)	(58,091)	63,753	(317,106)	(307,672)	(73,831)	85,035	(296,468)
Net cash provided by (used in) operating activities	1,138,346	(301,205)	(61,153)	775,988	1,055,023	(6,137)	(69,471)	979,415
Cash flows from investing activities:								
Payments for additions to property, plant and equipment	(420,446)	(322)	—	(420,768)	(370,268)	73	—	(370,195)
Payments for additions to and internally developed intangible assets	(184,430)	(2,609)	—	(187,039)	(227,539)	(3,524)	—	(231,063)
* Decrease (increase) in other financial assets	59,412	(17,782)	(32,391)	9,239	15,429	325	(32,580)	(16,826)
Other, net	20,639	374	—	21,013	(1,973)	576	—	(1,397)
Net cash provided by (used in) investing activities	(524,825)	(20,339)	(32,391)	(577,555)	(584,351)	(2,550)	(32,580)	(619,481)
Cash flows from financing activities:								
* Proceeds from (repayment of) short-term financing liabilities	16,176	172,768	32,607	221,551	85,912	(120,267)	32,362	(1,993)
* Proceeds from long-term financing liabilities	19,123	1,881,134	—	1,900,257	114,420	1,906,753	—	2,021,173
* Repayments of long-term financing liabilities	(60,019)	(1,666,088)	10	(1,726,097)	(74,127)	(1,602,387)	10	(1,676,504)
Dividends paid to owners of the parent	(194,271)	—	—	(194,271)	(196,795)	—	—	(196,795)
Other, net	(178,516)	(60,927)	60,927	(178,516)	(231,967)	(71,004)	69,679	(233,292)
Net cash provided by (used in) financing activities	(397,507)	326,887	93,544	22,924	(302,557)	113,095	102,051	(87,411)
Effect of exchange rate changes on cash and cash equivalents	15,299	977	—	16,276	(86,906)	(7,385)	—	(94,291)
Net change in cash and cash equivalents	231,313	6,320	—	237,633	81,209	97,023	—	178,232
Cash and cash equivalents at beginning of period	2,150,157	106,331	—	2,256,488	2,381,470	112,651	—	2,494,121
Cash and cash equivalents at end of period	2,381,470	112,651	—	2,494,121	2,462,679	209,674	—	2,672,353

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 32,391 million decrease for the fiscal year ended March 31, 2019, and a JPY 32,580 million decrease for the fiscal year ended March 31, 2020, respectively.