

CONSOLIDATED FINANCIAL SUMMARY 1 FOR THE FISCAL FOURTH QUARTER AND THE FISCAL YEAR ENDED MARCH 31, 2016

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, 2015	3 months ended Mar. 31, 2016	change	%	Year ended Mar. 31, 2015	Year ended Mar. 31, 2016	change	%
Total	3,491,515	3,657,889	166,374	4.8	13,328,099	14,601,151	1,273,052	9.6
Japan	503,109	489,460	- 13,649	- 2.7	1,800,439	1,754,167	- 46,272	- 2.6
North America	1,755,701	1,988,749	233,048	13.3	6,837,624	8,114,110	1,276,486	18.7
Europe	167,688	213,820	46,132	27.5	655,345	693,598	38,253	5.8
Asia	785,379	776,522	- 8,857	- 1.1	2,899,070	3,124,067	224,997	7.8
Other Regions	279,638	189,338	- 90,300	- 32.3	1,135,621	915,209	- 220,412	- 19.4
Motorcycle Business	514,631	437,253	- 77,378	- 15.0	1,846,666	1,805,429	- 41,237	- 2.2
Japan	17,036	16,776	- 260	- 1.5	72,487	66,877	- 5,610	- 7.7
North America	48,962	57,094	8,132	16.6	154,714	186,065	31,351	20.3
Europe	32,378	39,896	7,518	23.2	116,998	125,021	8,023	6.9
Asia	308,026	265,073	- 42,953	- 13.9	1,050,490	1,107,669	57,179	5.4
Other Regions	108,229	58,414	- 49,815	- 46.0	451,977	319,797	- 132,180	- 29.2
Automobile Business	2,431,955	2,675,374	243,419	10.0	9,603,335	10,625,405	1,022,070	10.6
Japan	421,699	410,419	- 11,280	- 2.7	1,526,054	1,439,959	- 86,095	- 5.6
North America	1,282,885	1,497,437	214,552	16.7	5,199,008	6,186,765	987,757	19.0
Europe	107,014	149,025	42,011	39.3	456,562	491,204	34,642	7.6
Asia	463,244	499,297	36,053	7.8	1,795,791	1,962,501	166,710	9.3
Other Regions	157,113	119,196	- 37,917	- 24.1	625,920	544,976	- 80,944	- 12.9
Financial Service Business	450,992	455,337	4,345	1.0	1,555,550	1,835,605	280,055	18.0
Japan	46,826	44,021	- 2,805	- 6.0	119,722	162,056	42,334	35.4
North America	389,732	399,916	10,184	2.6	1,376,287	1,619,201	242,914	17.6
Europe	3,035	2,322	- 713	- 23.5	14,249	14,490	241	1.7
Asia	3,498	2,945	- 553	- 15.8	12,157	12,615	458	3.8
Other Regions	7,901	6,133	- 1,768	- 22.4	33,135	27,243	- 5,892	- 17.8
Power Product and Other Businesses	93,937	89,925	- 4,012	- 4.3	322,548	334,712	12,164	3.8
Japan	17,548	18,244	696	4.0	82,176	85,275	3,099	3.8
North America	34,122	34,302	180	0.5	107,615	122,079	14,464	13.4
Europe	25,261	22,577	- 2,684	- 10.6	67,536	62,883	- 4,653	- 6.9
Asia	10,611	9,207	- 1,404	- 13.2	40,632	41,282	650	1.6
Other Regions	6,395	5,595	- 800	- 12.5	24,589	23,193	- 1,396	- 5.7

Note: For detailed information of principal products and services, and functions of each segment, please refer to Fiscal Year Financial Results "[7] Segment Information."

CONSOLIDATED FINANCIAL SUMMARY 2 FOR THE FISCAL YEAR ENDED MARCH 31, 2016

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

	Yen (millions)	
	Mar. 31, 2015	Mar. 31, 2016
Assets		
< Non-financial Services Businesses >		
Current assets:	4,483,938	4,382,596
Cash and cash equivalents	1,378,534	1,666,899
Trade receivables	833,910	835,291
Inventories	1,486,140	1,294,608
Other current assets	785,354	585,798
Non-current assets:	5,624,166	5,570,825
Investments accounted for using the equity method	614,975	593,002
Property, plant and equipment	3,179,323	3,131,624
Intangible assets	750,893	814,522
Other non-current assets	1,078,975	1,031,677
Total assets	10,108,104	9,953,421
< Finance Subsidiaries >		
Cash and cash equivalents	93,196	90,557
Receivables from financial services, current	2,099,944	1,927,378
Receivables from financial services, non-current	3,586,272	3,083,478
Equipment on operating leases	3,335,367	3,678,111
Other assets	203,766	292,350
Total assets	9,318,545	9,071,874
Reconciling items	(1,000,812)	(796,001)
Total assets	18,425,837	18,229,294
Liabilities and Equity		
< Non-financial Services Businesses >		
Current liabilities:	2,745,267	2,842,994
Trade payables	1,165,664	1,138,349
Financing liabilities	443,216	313,515
Other current liabilities	1,136,387	1,391,130
Non-current liabilities:	1,168,262	1,325,514
Financing liabilities	149,404	181,830
Retirement benefit liabilities	585,757	653,575
Other non-current liabilities	433,101	490,109
Total liabilities	3,913,529	4,168,508
< Finance Subsidiaries >		
Financing liabilities, current	2,854,243	2,769,802
Financing liabilities, non-current	3,795,584	3,556,228
Other liabilities	1,176,496	1,217,764
Total liabilities	7,826,323	7,543,794
Reconciling items	(696,836)	(514,796)
Total liabilities	11,043,016	11,197,506
Equity attributable to owners of the parent	7,108,627	6,761,433
Non-controlling interests	274,194	270,355
Total equity	7,382,821	7,031,788
Total liabilities and equity	18,425,837	18,229,294

CONSOLIDATED FINANCIAL SUMMARY 3 FOR THE FISCAL YEAR ENDED MARCH 31, 2016

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

	Yen (millions)							
	For the fiscal year ended Mar. 31, 2015				For the fiscal year ended Mar. 31, 2016			
	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	592,086	214,151	—	806,237	419,309	216,141	—	635,450
Depreciation, amortization and impairment losses excluding equipment on operating leases	622,238	2,991	—	625,229	657,856	2,858	—	660,714
Share of profit of investments accounted for using the equity method	(96,097)	—	—	(96,097)	(126,001)	—	—	(126,001)
Decrease (increase) in trade receivables	(55,694)	1,383	8,472	(45,839)	(83,670)	(3,601)	(902)	(88,173)
Decrease (increase) in inventories	(55,882)	(403)	—	(56,285)	73,943	(7,538)	—	66,405
Increase (decrease) in trade payables	20,132	352	1,762	22,246	103,276	4,608	(2,695)	105,189
Decrease (increase) in receivables from financial services	—	317,033	(71)	316,962	—	354,147	206	354,353
Decrease (increase) in equipment on operating leases	—	(535,165)	—	(535,165)	—	(558,826)	—	(558,826)
Dividends received	114,499	2	—	114,501	105,475	2	—	105,477
Other, net	(72,899)	(48,238)	(10,248)	(131,385)	280,338	(47,443)	3,512	236,407
Net cash provided by (used in) operating activities	1,068,383	(47,894)	(85)	1,020,404	1,430,526	(39,652)	121	1,390,995
Cash flows from investing activities:								
Payments for additions to property, plant and equipment	(647,773)	(432)	—	(648,205)	(634,457)	(719)	—	(635,176)
Payments for additions to and internally developed intangible assets	(231,280)	(3,635)	—	(234,915)	(232,393)	(4,390)	—	(236,783)
* Decrease (increase) in other financial assets	145,452	(948)	(133,480)	11,024	135,263	(1,918)	(161,692)	(28,347)
Other, net	26,970	4,630	—	31,600	22,499	2,730	—	25,229
Net cash provided by (used in) investing activities	(706,631)	(385)	(133,480)	(840,496)	(709,088)	(4,297)	(161,692)	(875,077)
Cash flows from financing activities:								
* Proceeds from (repayment of) short-term financing liabilities	54,692	(58,331)	133,358	129,719	(64,922)	(488,127)	146,960	(406,089)
* Proceeds from long-term financing liabilities	53,375	1,452,391	(34)	1,505,732	120,484	1,706,507	—	1,826,991
* Repayments of long-term financing liabilities	(106,769)	(1,282,593)	241	(1,389,121)	(113,463)	(1,168,438)	14,611	(1,267,290)
Dividends paid to owners of the parent	(158,601)	—	—	(158,601)	(158,601)	—	—	(158,601)
Other, net	(75,241)	—	—	(75,241)	(90,310)	—	—	(90,310)
Net cash provided by (used in) financing activities	(232,544)	111,467	133,565	12,488	(306,812)	49,942	161,571	(95,299)
Effect of exchange rate changes on cash and cash equivalents	77,335	8,415	—	85,750	(126,261)	(8,632)	—	(134,893)
Net change in cash and cash equivalents	206,543	71,603	—	278,146	288,365	(2,639)	—	285,726
Cash and cash equivalents at beginning of period	1,171,991	21,593	—	1,193,584	1,378,534	93,196	—	1,471,730
Cash and cash equivalents at end of period	1,378,534	93,196	—	1,471,730	1,666,899	90,557	—	1,757,456

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 133,480 million decrease for the fiscal year ended March 31, 2015, and a JPY 161,692 million decrease for the fiscal year ended March 31, 2016, respectively.

UNCONSOLIDATED FINANCIAL SUMMARY
FOR THE FISCAL YEAR ENDED MARCH 31, 2016
 (Parent company only)

Unit Sales and Net Sales Breakdown

	Year ended Mar. 31, 2015		Year ended Mar. 31, 2016		change			
	Unit (thousands)	Yen (millions)	Unit (thousands)	Yen (millions)	Unit (thousands)	%	Yen (millions)	%
Total		3,331,187		3,303,606			- 27,581	- 0.8
Domestic (Japan)		1,415,888		1,313,680			-102,207	- 7.2
Export		1,915,299		1,989,925			74,626	3.9
Motorcycle Business	511	346,356	494	331,563	- 16	- 3.3	- 14,792	- 4.3
(Motorcycles only)	(505)		(490)		(-14)	(-2.9)		
Domestic (Japan)	200	56,221	180	51,756	- 19	- 9.8	- 4,465	- 7.9
(Motorcycles only)	(200)		(180)		(-19)	(-9.8)		
Export	311	290,134	314	279,807	2	0.9	- 10,327	- 3.6
(Motorcycles only)	(305)		(310)		(4)	(1.6)		
Automobile Business	971	2,881,309	951	2,873,197	- 20	- 2.1	- 8,112	- 0.3
Domestic (Japan)	801	1,331,829	702	1,237,365	- 98	- 12.3	- 94,464	- 7.1
(Mini vehicles only)	(393)		(318)		(-74)	(-18.9)		
Export	170	1,549,479	248	1,635,832	77	45.6	86,352	5.6
Power Product Business	1,173	103,521	1,141	98,845	- 32	- 2.7	- 4,676	- 4.5
Domestic (Japan)	337	27,836	361	24,558	23	7.1	- 3,277	- 11.8
Export	836	75,685	780	74,286	- 56	- 6.7	- 1,398	- 1.8