

## CONSOLIDATED FINANCIAL SUMMARY 1 FOR THE FISCAL SECOND QUARTER AND THE FISCAL FIRST HALF ENDED SEPTEMBER 30, 2016

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

Yen (millions)	Second Quarter Results				First Half Results			
	3 months ended Sep. 30, 2015	3 months ended Sep. 30, 2016	change	%	6 months ended Sep. 30, 2015	6 months ended Sep. 30, 2016	change	%
<b>Total</b>	<b>3,621,277</b>	<b>3,262,968</b>	<b>- 358,309</b>	<b>- 9.9</b>	<b>7,326,039</b>	<b>6,734,698</b>	<b>- 591,341</b>	<b>- 8.1</b>
Japan	452,296	440,996	- 11,300	- 2.5	852,620	841,388	- 11,232	- 1.3
North America	2,003,642	1,737,019	- 266,623	- 13.3	4,100,094	3,705,834	- 394,260	- 9.6
Europe	166,111	139,052	- 27,059	- 16.3	319,215	312,354	- 6,861	- 2.1
Asia	764,833	746,299	- 18,534	- 2.4	1,548,324	1,474,523	- 73,801	- 4.8
Other Regions	234,395	199,602	- 34,793	- 14.8	505,786	400,599	- 105,187	- 20.8
<b>Motorcycle Business</b>	<b>453,291</b>	<b>409,376</b>	<b>- 43,915</b>	<b>- 9.7</b>	<b>925,994</b>	<b>841,780</b>	<b>- 84,214</b>	<b>- 9.1</b>
Japan	17,527	14,650	- 2,877	- 16.4	34,525	27,527	- 6,998	- 20.3
North America	41,142	37,176	- 3,966	- 9.6	86,056	83,592	- 2,464	- 2.9
Europe	28,941	21,291	- 7,650	- 26.4	65,012	59,044	- 5,968	- 9.2
Asia	282,751	269,224	- 13,527	- 4.8	553,902	533,412	- 20,490	- 3.7
Other Regions	82,930	67,035	- 15,895	- 19.2	186,499	138,205	- 48,294	- 25.9
<b>Automobile Business</b>	<b>2,621,653</b>	<b>2,341,660</b>	<b>- 279,993</b>	<b>- 10.7</b>	<b>5,297,540</b>	<b>4,840,645</b>	<b>- 456,895</b>	<b>- 8.6</b>
Japan	365,947	353,385	- 12,562	- 3.4	696,277	678,168	- 18,109	- 2.6
North America	1,527,606	1,296,762	- 230,844	- 15.1	3,123,500	2,782,888	- 340,612	- 10.9
Europe	121,021	104,980	- 16,041	- 13.3	218,581	222,716	4,135	1.9
Asia	468,353	465,075	- 3,278	- 0.7	966,017	916,280	- 49,737	- 5.1
Other Regions	138,726	121,458	- 17,268	- 12.4	293,165	240,593	- 52,572	- 17.9
<b>Financial Service Business</b>	<b>462,006</b>	<b>443,201</b>	<b>- 18,805</b>	<b>- 4.1</b>	<b>935,678</b>	<b>907,875</b>	<b>- 27,803</b>	<b>- 3.0</b>
Japan	39,842	53,825	13,983	35.1	76,787	102,102	25,315	33.0
North America	408,228	377,123	- 31,105	- 7.6	829,552	780,934	- 48,618	- 5.9
Europe	4,160	2,784	- 1,376	- 33.1	8,155	5,956	- 2,199	- 27.0
Asia	3,094	2,631	- 463	- 15.0	6,572	5,308	- 1,264	- 19.2
Other Regions	6,682	6,838	156	2.3	14,612	13,575	- 1,037	- 7.1
<b>Power Product and Other Businesses</b>	<b>84,327</b>	<b>68,731</b>	<b>- 15,596</b>	<b>- 18.5</b>	<b>166,827</b>	<b>144,398</b>	<b>- 22,429</b>	<b>- 13.4</b>
Japan	28,980	19,136	- 9,844	- 34.0	45,031	33,591	- 11,440	- 25.4
North America	26,666	25,958	- 708	- 2.7	60,986	58,420	- 2,566	- 4.2
Europe	11,989	9,997	- 1,992	- 16.6	27,467	24,638	- 2,829	- 10.3
Asia	10,635	9,369	- 1,266	- 11.9	21,833	19,523	- 2,310	- 10.6
Other Regions	6,057	4,271	- 1,786	- 29.5	11,510	8,226	- 3,284	- 28.5

Note: For detailed information of principal products and services, and functions of each segment, please refer to Fiscal Second Quarter Financial Results "[6] Segment Information."

## CONSOLIDATED FINANCIAL SUMMARY 2 FOR THE FISCAL FIRST HALF ENDED SEPTEMBER 30, 2016

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

	Yen (millions)	
	Mar. 31, 2016	Sep. 30, 2016
<b>Assets</b>		
<b>&lt; Non-financial Services Businesses &gt;</b>		
Current assets:	4,382,596	4,003,028
Cash and cash equivalents	1,666,899	1,596,484
Trade receivables	835,291	697,307
Inventories	1,294,608	1,212,481
Other current assets	585,798	496,756
Non-current assets:	5,570,825	5,191,930
Investments accounted for using the equity method	593,002	585,680
Property, plant and equipment	3,131,624	2,899,578
Intangible assets	814,522	790,058
Other non-current assets	1,031,677	916,614
<b>Total assets</b>	<b>9,953,421</b>	<b>9,194,958</b>
<b>&lt; Finance Subsidiaries &gt;</b>		
Cash and cash equivalents	90,557	83,225
Receivables from financial services, current	1,927,378	1,685,369
Receivables from financial services, non-current	3,083,478	2,797,412
Equipment on operating leases	3,678,111	3,619,530
Other assets	292,350	254,851
<b>Total assets</b>	<b>9,071,874</b>	<b>8,440,387</b>
Reconciling items	( 796,001)	( 646,899)
<b>Total assets</b>	<b>18,229,294</b>	<b>16,988,446</b>
<b>Liabilities and Equity</b>		
<b>&lt; Non-financial Services Businesses &gt;</b>		
Current liabilities:	2,842,994	2,496,516
Trade payables	1,138,349	1,000,264
Financing liabilities	313,515	274,565
Other current liabilities	1,391,130	1,221,687
Non-current liabilities:	1,325,514	1,070,495
Financing liabilities	181,830	141,967
Retirement benefit liabilities	653,575	516,107
Other non-current liabilities	490,109	412,421
<b>Total liabilities</b>	<b>4,168,508</b>	<b>3,567,011</b>
<b>&lt; Finance Subsidiaries &gt;</b>		
Financing liabilities, current	2,769,802	2,504,779
Financing liabilities, non-current	3,556,228	3,350,449
Other liabilities	1,217,764	1,155,216
<b>Total liabilities</b>	<b>7,543,794</b>	<b>7,010,444</b>
Reconciling items	( 514,796)	( 393,238)
<b>Total liabilities</b>	<b>11,197,506</b>	<b>10,184,217</b>
<b>Equity attributable to owners of the parent</b>	<b>6,761,433</b>	<b>6,564,536</b>
<b>Non-controlling interests</b>	<b>270,355</b>	<b>239,693</b>
<b>Total equity</b>	<b>7,031,788</b>	<b>6,804,229</b>
<b>Total liabilities and equity</b>	<b>18,229,294</b>	<b>16,988,446</b>

## CONSOLIDATED FINANCIAL SUMMARY 3 FOR THE FISCAL FIRST HALF ENDED SEPTEMBER 30, 2016

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

	Yen (millions)							
	For the six months ended Sep. 30, 2015				For the six months ended Sep. 30, 2016			
	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	385,253	108,013	—	493,266	461,940	97,118	—	559,058
Depreciation, amortization and impairment losses excluding equipment on operating leases	324,664	1,428	—	326,092	326,740	1,347	—	328,087
Share of profit of investments accounted for using the equity method	(72,514)	—	—	(72,514)	(67,083)	—	—	(67,083)
Decrease (increase) in trade receivables	44,846	(10,291)	2,102	36,657	82,423	(7,967)	5,680	80,136
Decrease (increase) in inventories	76,680	1,361	—	78,041	(40,826)	(13,500)	—	(54,326)
Increase (decrease) in trade payables	(28,851)	(117)	(6,573)	(35,541)	(35,681)	1,682	(5,653)	(39,652)
Decrease (increase) in receivables from financial services	—	200,519	280	200,799	—	63,800	(309)	63,491
Decrease (increase) in equipment on operating leases	—	(320,178)	—	(320,178)	—	(281,527)	—	(281,527)
Dividends received	53,089	2	—	53,091	52,351	2	—	52,353
Other, net	(15,051)	(43,419)	4,271	(54,199)	(276,693)	29,100	(799)	(248,392)
Net cash provided by (used in) operating activities	768,116	(62,682)	80	705,514	503,171	(109,945)	(1,081)	392,145
<b>Cash flows from investing activities:</b>								
Payments for additions to property, plant and equipment	(314,518)	(369)	—	(314,887)	(220,160)	(118)	—	(220,278)
Payments for additions to and internally developed intangible assets	(113,463)	(1,999)	—	(115,462)	(77,412)	(1,729)	—	(79,141)
* Decrease (increase) in other financial assets	60,269	(232)	(70,961)	(10,924)	13,080	(2,615)	(58,883)	(48,418)
Other, net	11,106	1,644	—	12,750	6,773	415	—	7,188
Net cash provided by (used in) investing activities	(356,606)	(956)	(70,961)	(428,523)	(277,719)	(4,047)	(58,883)	(340,649)
<b>Cash flows from financing activities:</b>								
* Proceeds from (repayment of) short-term financing liabilities	(61,263)	(308,657)	67,315	(302,605)	(16,929)	1,140	47,942	32,153
* Proceeds from long-term financing liabilities	73,796	982,733	—	1,056,529	28,777	816,416	—	845,193
* Repayments of long-term financing liabilities	(65,321)	(600,833)	3,566	(662,588)	(33,461)	(702,025)	12,022	(723,464)
Dividends paid to owners of the parent	(79,300)	—	—	(79,300)	(79,300)	—	—	(79,300)
Other, net	(55,406)	—	—	(55,406)	(53,650)	—	—	(53,650)
Net cash provided by (used in) financing activities	(187,494)	73,243	70,881	(43,370)	(154,563)	115,531	59,964	20,932
<b>Effect of exchange rate changes on cash and cash equivalents</b>	(60,093)	(1,631)	—	(61,724)	(141,304)	(8,871)	—	(150,175)
<b>Net change in cash and cash equivalents</b>	163,923	7,974	—	171,897	(70,415)	(7,332)	—	(77,747)
<b>Cash and cash equivalents at beginning of period</b>	1,378,534	93,196	—	1,471,730	1,666,899	90,557	—	1,757,456
<b>Cash and cash equivalents at end of period</b>	1,542,457	101,170	—	1,643,627	1,596,484	83,225	—	1,679,709

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 70,961 million decrease for the fiscal first half ended September 30, 2015, and a JPY 58,883 million decrease for the fiscal first half ended September 30, 2016, respectively.