

CONSOLIDATED FINANCIAL SUMMARY 1 FOR THE FISCAL THIRD QUARTER AND THE FISCAL NINE MONTHS ENDED DECEMBER 31, 2016

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

Yen (millions)	Third Quarter Results				Nine Months Results			
	3 months ended Dec. 31, 2015	3 months ended Dec. 31, 2016	change	%	9 months ended Dec. 31, 2015	9 months ended Dec. 31, 2016	change	%
Total	3,617,223	3,501,068	- 116,155	- 3.2	10,943,262	10,235,766	- 707,496	- 6.5
Japan	412,087	463,626	51,539	12.5	1,264,707	1,305,014	40,307	3.2
North America	2,025,267	1,928,048	- 97,219	- 4.8	6,125,361	5,633,882	- 491,479	- 8.0
Europe	160,563	132,097	- 28,466	- 17.7	479,778	444,451	- 35,327	- 7.4
Asia	799,221	762,796	- 36,425	- 4.6	2,347,545	2,237,319	- 110,226	- 4.7
Other Regions	220,085	214,501	- 5,584	- 2.5	725,871	615,100	- 110,771	- 15.3
Motorcycle Business	442,182	420,630	- 21,552	- 4.9	1,368,176	1,262,410	- 105,766	- 7.7
Japan	15,576	18,240	2,664	17.1	50,101	45,767	- 4,334	- 8.7
North America	42,915	37,317	- 5,598	- 13.0	128,971	120,909	- 8,062	- 6.3
Europe	20,113	18,662	- 1,451	- 7.2	85,125	77,706	- 7,419	- 8.7
Asia	288,694	277,171	- 11,523	- 4.0	842,596	810,583	- 32,013	- 3.8
Other Regions	74,884	69,240	- 5,644	- 7.5	261,383	207,445	- 53,938	- 20.6
Automobile Business	2,652,491	2,555,102	- 97,389	- 3.7	7,950,031	7,395,747	- 554,284	- 7.0
Japan	333,263	367,633	34,370	10.3	1,029,540	1,045,801	16,261	1.6
North America	1,565,828	1,479,266	- 86,562	- 5.5	4,689,328	4,262,154	- 427,174	- 9.1
Europe	123,598	100,841	- 22,757	- 18.4	342,179	323,557	- 18,622	- 5.4
Asia	497,187	474,078	- 23,109	- 4.6	1,463,204	1,390,358	- 72,846	- 5.0
Other Regions	132,615	133,284	669	0.5	425,780	373,877	- 51,903	- 12.2
Financial Service Business	444,590	452,503	7,913	1.8	1,380,268	1,360,378	- 19,890	- 1.4
Japan	41,248	56,486	15,238	36.9	118,035	158,588	40,553	34.4
North America	389,733	383,406	- 6,327	- 1.6	1,219,285	1,164,340	- 54,945	- 4.5
Europe	4,013	2,979	- 1,034	- 25.8	12,168	8,935	- 3,233	- 26.6
Asia	3,098	2,512	- 586	- 18.9	9,670	7,820	- 1,850	- 19.1
Other Regions	6,498	7,120	622	9.6	21,110	20,695	- 415	- 2.0
Power Product and Other Businesses	77,960	72,833	- 5,127	- 6.6	244,787	217,231	- 27,556	- 11.3
Japan	22,000	21,267	- 733	- 3.3	67,031	54,858	- 12,173	- 18.2
North America	26,791	28,059	1,268	4.7	87,777	86,479	- 1,298	- 1.5
Europe	12,839	9,615	- 3,224	- 25.1	40,306	34,253	- 6,053	- 15.0
Asia	10,242	9,035	- 1,207	- 11.8	32,075	28,558	- 3,517	- 11.0
Other Regions	6,088	4,857	- 1,231	- 20.2	17,598	13,083	- 4,515	- 25.7

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

CONSOLIDATED FINANCIAL SUMMARY 2 FOR THE FISCAL NINE MONTHS ENDED DECEMBER 31, 2016

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

	Yen (millions)	
	Mar. 31, 2016	Dec. 31, 2016
Assets		
< Non-financial Services Businesses >		
Current assets:	4,382,596	4,406,644
Cash and cash equivalents	1,666,899	1,696,928
Trade receivables	835,291	710,820
Inventories	1,294,608	1,345,460
Other current assets	585,798	653,436
Non-current assets:	5,570,825	5,556,371
Investments accounted for using the equity method	593,002	564,571
Property, plant and equipment	3,131,624	3,198,221
Intangible assets	814,522	786,134
Other non-current assets	1,031,677	1,007,445
Total assets	9,953,421	9,963,015
< Finance Subsidiaries >		
Cash and cash equivalents	90,557	103,083
Receivables from financial services, current	1,927,378	1,923,358
Receivables from financial services, non-current	3,083,478	3,167,921
Equipment on operating leases	3,678,111	4,160,460
Other assets	292,350	288,572
Total assets	9,071,874	9,643,394
Reconciling items	(796,001)	(734,592)
Total assets	18,229,294	18,871,817
Liabilities and Equity		
< Non-financial Services Businesses >		
Current liabilities:	2,842,994	2,558,700
Trade payables	1,138,349	1,003,540
Financing liabilities	313,515	356,918
Other current liabilities	1,391,130	1,198,242
Non-current liabilities:	1,325,514	1,182,349
Financing liabilities	181,830	142,243
Retirement benefit liabilities	653,575	560,508
Other non-current liabilities	490,109	479,598
Total liabilities	4,168,508	3,741,049
< Finance Subsidiaries >		
Financing liabilities, current	2,769,802	2,906,662
Financing liabilities, non-current	3,556,228	3,751,000
Other liabilities	1,217,764	1,339,677
Total liabilities	7,543,794	7,997,339
Reconciling items	(514,796)	(448,005)
Total liabilities	11,197,506	11,290,383
Equity attributable to owners of the parent	6,761,433	7,303,735
Non-controlling interests	270,355	277,699
Total equity	7,031,788	7,581,434
Total liabilities and equity	18,229,294	18,871,817

CONSOLIDATED FINANCIAL SUMMARY 3 FOR THE FISCAL NINE MONTHS ENDED DECEMBER 31, 2016

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

	Yen (millions)							
	For the nine months ended Dec. 31, 2015				For the nine months ended Dec. 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	531,057	163,099	—	694,156	689,033	130,960	—	819,993
Depreciation, amortization and impairment losses excluding equipment on operating leases	491,693	2,143	—	493,836	489,917	2,077	—	491,994
Share of profit of investments accounted for using the equity method	(117,611)	—	—	(117,611)	(116,212)	—	—	(116,212)
Decrease (increase) in trade receivables	69,914	2,411	(12,230)	60,095	120,563	(13,613)	1,945	108,895
Decrease (increase) in inventories	52,940	(1,920)	—	51,020	(38,097)	(19,755)	—	(57,852)
Increase (decrease) in trade payables	(54,899)	1,605	2,247	(51,047)	(144,606)	3,574	4,754	(136,278)
Decrease (increase) in receivables from financial services	—	327,888	155	328,043	—	47,221	(1,262)	45,959
Decrease (increase) in equipment on operating leases	—	(424,387)	—	(424,387)	—	(358,848)	—	(358,848)
Dividends received	61,431	2	—	61,433	66,156	2	—	66,158
Other, net	(83,968)	(62,775)	9,860	(136,883)	(430,485)	31,616	(6,664)	(405,533)
Net cash provided by (used in) operating activities	950,557	8,066	32	958,655	636,269	(176,766)	(1,227)	458,276
Cash flows from investing activities:								
Payments for additions to property, plant and equipment	(484,764)	(547)	—	(485,311)	(383,822)	(249)	—	(384,071)
Payments for additions to and internally developed intangible assets	(174,198)	(3,156)	—	(177,354)	(112,638)	(2,490)	—	(115,128)
* Decrease (increase) in other financial assets	136,297	(1,946)	(172,558)	(38,207)	14,309	(7,393)	(58,487)	(51,571)
Other, net	15,832	2,175	—	18,007	18,244	537	—	18,781
Net cash provided by (used in) investing activities	(506,833)	(3,474)	(172,558)	(682,865)	(463,907)	(9,595)	(58,487)	(531,989)
Cash flows from financing activities:								
* Proceeds from (repayment of) short-term financing liabilities	(54,756)	(387,913)	168,913	(273,756)	25,872	198,123	44,370	268,365
* Proceeds from long-term financing liabilities	100,318	1,313,453	—	1,413,771	36,955	1,210,047	—	1,247,002
* Repayments of long-term financing liabilities	(82,006)	(923,244)	3,613	(1,001,637)	(43,248)	(1,212,288)	15,344	(1,240,192)
Dividends paid to owners of the parent	(118,950)	—	—	(118,950)	(118,950)	—	—	(118,950)
Other, net	(68,222)	(1)	—	(68,223)	(67,101)	—	—	(67,101)
Net cash provided by (used in) financing activities	(223,616)	2,295	172,526	(48,795)	(166,472)	195,882	59,714	89,124
Effect of exchange rate changes on cash and cash equivalents	(63,304)	(1,968)	—	(65,272)	24,139	3,005	—	27,144
Net change in cash and cash equivalents	156,804	4,919	—	161,723	30,029	12,526	—	42,555
Cash and cash equivalents at beginning of period	1,378,534	93,196	—	1,471,730	1,666,899	90,557	—	1,757,456
Cash and cash equivalents at end of period	1,535,338	98,115	—	1,633,453	1,696,928	103,083	—	1,800,011

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 172,558 million decrease for the fiscal nine months ended December 31, 2015, and a JPY 58,487 million decrease for the fiscal nine months ended December 31, 2016, respectively.