

CONSOLIDATED FINANCIAL SUMMARY 1
FOR THE FISCAL THIRD QUARTER AND THE FISCAL NINE MONTHS ENDED DECEMBER 31, 2021

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, 2020	3 months ended Dec. 31, 2021	change	%	9 months ended Dec. 31, 2020	9 months ended Dec. 31, 2021	change	%
Total	3,771,569	3,688,785	(82,784)	(2.2)	9,546,713	10,677,013	1,130,300	11.8
Japan	466,019	494,287	28,268	6.1	1,320,731	1,406,188	85,457	6.5
North America	2,070,305	1,851,274	(219,031)	(10.6)	5,202,260	5,686,209	483,949	9.3
Europe	115,677	123,408	7,731	6.7	354,739	447,663	92,924	26.2
Asia	973,646	1,041,785	68,139	7.0	2,323,868	2,641,289	317,421	13.7
Other Regions	145,922	178,031	32,109	22.0	345,115	495,664	150,549	43.6
Motorcycle Business	490,857	578,366	87,509	17.8	1,258,173	1,602,096	343,923	27.3
Japan	19,699	24,898	5,199	26.4	63,671	78,717	15,046	23.6
North America	48,630	62,516	13,886	28.6	143,766	176,861	33,095	23.0
Europe	22,542	36,689	14,147	62.8	93,642	149,675	56,033	59.8
Asia	335,460	364,985	29,525	8.8	804,230	944,365	140,135	17.4
Other Regions	64,526	89,278	24,752	38.4	152,864	252,478	99,614	65.2
Automobile Business	2,585,190	2,333,388	(251,802)	(9.7)	6,207,728	6,668,657	460,929	7.4
Japan	334,629	342,608	7,979	2.4	936,192	965,525	29,333	3.1
North America	1,479,178	1,193,484	(285,694)	(19.3)	3,416,680	3,615,296	198,616	5.8
Europe	76,339	66,697	(9,642)	(12.6)	213,219	238,059	24,840	11.6
Asia	622,770	653,152	30,382	4.9	1,474,491	1,637,670	163,179	11.1
Other Regions	72,274	77,447	5,173	7.2	167,146	212,107	44,961	26.9
Financial Services Business	614,549	671,777	57,228	9.3	1,853,641	2,114,335	260,694	14.1
Japan	94,181	104,265	10,084	10.7	278,955	305,001	26,046	9.3
North America	510,333	556,664	46,331	9.1	1,543,304	1,776,370	233,066	15.1
Europe	2,774	2,477	(297)	(10.7)	8,154	7,941	(213)	(2.6)
Asia	2,990	3,837	847	28.3	10,202	11,751	1,549	15.2
Other Regions	4,271	4,534	263	6.2	13,026	13,272	246	1.9
Life Creation and Other Businesses	80,973	105,254	24,281	30.0	227,171	291,925	64,754	28.5
Japan	17,510	22,516	5,006	28.6	41,913	56,945	15,032	35.9
North America	32,164	38,610	6,446	20.0	98,510	117,682	19,172	19.5
Europe	14,022	17,545	3,523	25.1	39,724	51,988	12,264	30.9
Asia	12,426	19,811	7,385	59.4	34,945	47,503	12,558	35.9
Other Regions	4,851	6,772	1,921	39.6	12,079	17,807	5,728	47.4

Note:

For detailed information of principal products and services, and functions of each segment, please refer to [6] Notes to Consolidated Financial Statements, [A] Segment Information in Fiscal Third Quarter Financial Results.

CONSOLIDATED FINANCIAL SUMMARY 2
FOR THE FISCAL NINE MONTHS ENDED DECEMBER 31, 2021

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

	Yen (millions)	
	Mar. 31, 2021	Dec. 31, 2021
Assets		
< Non-financial Services Businesses >		
Current assets:	5,506,377	5,656,653
Cash and cash equivalents	2,528,369	2,416,898
Trade receivables	804,496	724,307
Inventories	1,539,248	1,796,349
Other current assets	634,264	719,099
Non-current assets:	6,023,053	6,119,452
Investments accounted for using the equity method	891,002	902,008
Property, plant and equipment	3,007,119	2,958,166
Intangible assets	807,847	812,326
Other non-current assets	1,317,085	1,446,952
Total assets	11,529,430	11,776,105
< Finance Subsidiaries >		
Cash and cash equivalents	229,651	273,553
Receivables from financial services, current	1,795,708	1,613,798
Receivables from financial services, non-current	3,619,896	3,674,233
Equipment on operating leases	4,919,916	5,075,682
Other assets	267,474	277,674
Total assets	10,832,645	10,914,940
Reconciling items	(441,045)	(441,266)
Total assets	21,921,030	22,249,779
Liabilities and Equity		
< Non-financial Services Businesses >		
Current liabilities:	2,780,197	2,529,686
Trade payables	1,075,477	1,011,691
Financing liabilities	329,342	356,007
Other current liabilities	1,375,378	1,161,988
Non-current liabilities:	1,450,048	1,491,901
Financing liabilities	150,665	148,951
Retirement benefit liabilities	349,994	353,429
Other non-current liabilities	949,389	989,521
Total liabilities	4,230,245	4,021,587
< Finance Subsidiaries >		
Financing liabilities, current	2,683,526	2,753,031
Financing liabilities, non-current	4,564,696	4,337,309
Other liabilities	1,233,621	1,257,631
Total liabilities	8,481,843	8,347,971
Reconciling items	(163,897)	(156,096)
Total liabilities	12,548,191	12,213,462
Equity attributable to owners of the parent	9,082,306	9,770,862
Non-controlling interests	290,533	265,455
Total equity	9,372,839	10,036,317
Total liabilities and equity	21,921,030	22,249,779

CONSOLIDATED FINANCIAL SUMMARY 3
FOR THE FISCAL NINE MONTHS ENDED DECEMBER 31, 2021

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

	Yen (millions)							
	For the nine months ended Dec. 31, 2020				For the nine months ended Dec. 31, 2021			
	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	412,739	261,094	(15,126)	658,707	631,160	272,723	(58,645)	845,238
Depreciation, amortization and impairment losses excluding equipment on operating leases	441,505	3,040	—	444,545	454,563	3,426	—	457,989
Share of profit of investments accounted for using the equity method	(204,570)	—	—	(204,570)	(157,034)	—	—	(157,034)
Decrease (increase) in trade receivables	(1,233)	(1,590)	9,750	6,927	97,882	18,767	(15,945)	100,704
Decrease (increase) in inventories	82,326	5,741	—	88,067	(204,148)	3,344	—	(200,804)
Increase (decrease) in trade payables	80,026	(892)	(206)	78,928	(65,178)	4,749	1,549	(58,880)
Decrease (increase) in receivables from financial services	—	(11,186)	(367)	(11,553)	—	321,799	(466)	321,333
Decrease (increase) in equipment on operating leases	—	(118,989)	—	(118,989)	—	620	—	620
Dividends received	134,761	7	(15,126)	119,642	168,691	3	(58,645)	110,049
Other, net	(184,023)	(57,296)	5,807	(235,512)	(362,847)	(181,641)	73,077	(471,411)
Net cash provided by (used in) operating activities	761,531	79,929	(15,268)	826,192	563,089	443,790	(59,075)	947,804
Cash flows from investing activities:								
Payments for additions to property, plant and equipment	(227,204)	53	—	(227,151)	(198,372)	(390)	—	(198,762)
Payments for additions to and internally developed intangible assets	(162,736)	(3,094)	—	(165,830)	(125,026)	(1,549)	—	(126,575)
* Decrease (increase) in other financial assets	(173,813)	13,976	(17,397)	(177,234)	(77,340)	6,185	(1,344)	(72,499)
Other, net	(93,765)	304	—	(93,461)	15,984	73	—	16,057
Net cash provided by (used in) investing activities	(657,518)	11,239	(17,397)	(663,676)	(384,754)	4,319	(1,344)	(381,779)
Cash flows from financing activities:								
* Proceeds from (repayments of) short-term financing liabilities	193,208	787	17,507	211,502	17,430	(261,856)	1,774	(242,652)
* Proceeds from long-term financing liabilities	2,805	1,353,814	—	1,356,619	678	1,229,126	—	1,229,804
* Repayments of long-term financing liabilities	(30,228)	(1,274,080)	32	(1,304,276)	(4,696)	(1,323,750)	—	(1,328,446)
Dividends paid to owners of the parent	(100,181)	—	—	(100,181)	(188,402)	—	—	(188,402)
Other, net	(80,794)	(16,485)	15,126	(82,153)	(161,776)	(59,311)	58,645	(162,442)
Net cash provided by (used in) financing activities	(15,190)	64,036	32,665	81,511	(336,766)	(415,791)	60,419	(692,138)
Effect of exchange rate changes on cash and cash equivalents	(30,267)	(12,824)	—	(43,091)	46,960	11,584	—	58,544
Net change in cash and cash equivalents	58,556	142,380	—	200,936	(111,471)	43,902	—	(67,569)
Cash and cash equivalents at beginning of period	2,462,679	209,674	—	2,672,353	2,528,369	229,651	—	2,758,020
Cash and cash equivalents at end of period	2,521,235	352,054	—	2,873,289	2,416,898	273,553	—	2,690,451

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 (repayments 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 17,397 million decrease for the fiscal nine months ended December 31, 2020, and a JPY 1,344 million decrease for the fiscal nine months ended December 31, 2021.