

CONSOLIDATED FINANCIAL SUMMARY 1 FOR THE FISCAL THIRD QUARTER AND THE FISCAL NINE MONTHS ENDED DECEMBER 31, 2015

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, 2014 | 3 months ended Dec. 31, 2015 | change | % | 9 months ended Dec. 31, 2014 | 9 months ended Dec. 31, 2015 | change | % |
| Total | 3,497,906 | 3,617,223 | 119,317 | 3.4 | 9,836,584 | 10,943,262 | 1,106,678 | 11.3 |
| Japan | 401,592 | 412,087 | 10,495 | 2.6 | 1,297,330 | 1,264,707 | - 32,623 | - 2.5 |
| North America | 1,882,427 | 2,025,267 | 142,840 | 7.6 | 5,081,923 | 6,125,361 | 1,043,438 | 20.5 |
| Europe | 153,219 | 160,563 | 7,344 | 4.8 | 487,657 | 479,778 | - 7,879 | - 1.6 |
| Asia | 764,781 | 799,221 | 34,440 | 4.5 | 2,113,691 | 2,347,545 | 233,854 | 11.1 |
| Other Regions | 295,887 | 220,085 | - 75,802 | - 25.6 | 855,983 | 725,871 | - 130,112 | - 15.2 |
| Motorcycle Business | 472,783 | 442,182 | - 30,601 | - 6.5 | 1,332,035 | 1,368,176 | 36,141 | 2.7 |
| Japan | 18,237 | 15,576 | - 2,661 | - 14.6 | 55,451 | 50,101 | - 5,350 | - 9.6 |
| North America | 39,773 | 42,915 | 3,142 | 7.9 | 105,752 | 128,971 | 23,219 | 22.0 |
| Europe | 21,407 | 20,113 | - 1,294 | - 6.0 | 84,620 | 85,125 | 505 | 0.6 |
| Asia | 280,599 | 288,694 | 8,095 | 2.9 | 742,464 | 842,596 | 100,132 | 13.5 |
| Other Regions | 112,767 | 74,884 | - 37,883 | - 33.6 | 343,748 | 261,383 | - 82,365 | - 24.0 |
| Automobile Business | 2,566,652 | 2,652,491 | 85,839 | 3.3 | 7,171,380 | 7,950,031 | 778,651 | 10.9 |
| Japan | 331,756 | 333,263 | 1,507 | 0.5 | 1,104,355 | 1,029,540 | - 74,815 | - 6.8 |
| North America | 1,481,332 | 1,565,828 | 84,496 | 5.7 | 3,916,123 | 4,689,328 | 773,205 | 19.7 |
| Europe | 114,859 | 123,598 | 8,739 | 7.6 | 349,548 | 342,179 | - 7,369 | - 2.1 |
| Asia | 471,396 | 497,187 | 25,791 | 5.5 | 1,332,547 | 1,463,204 | 130,657 | 9.8 |
| Other Regions | 167,309 | 132,615 | - 34,694 | - 20.7 | 468,807 | 425,780 | - 43,027 | - 9.2 |
| Financial Service Business | 381,096 | 444,590 | 63,494 | 16.7 | 1,104,558 | 1,380,268 | 275,710 | 25.0 |
| Japan | 26,343 | 41,248 | 14,905 | 56.6 | 72,896 | 118,035 | 45,139 | 61.9 |
| North America | 338,864 | 389,733 | 50,869 | 15.0 | 986,555 | 1,219,285 | 232,730 | 23.6 |
| Europe | 3,932 | 4,013 | 81 | 2.1 | 11,214 | 12,168 | 954 | 8.5 |
| Asia | 3,424 | 3,098 | - 326 | - 9.5 | 8,659 | 9,670 | 1,011 | 11.7 |
| Other Regions | 8,533 | 6,498 | - 2,035 | - 23.8 | 25,234 | 21,110 | - 4,124 | - 16.3 |
| Power Product and Other Businesses | 77,375 | 77,960 | 585 | 0.8 | 228,611 | 244,787 | 16,176 | 7.1 |
| Japan | 25,256 | 22,000 | - 3,256 | - 12.9 | 64,628 | 67,031 | 2,403 | 3.7 |
| North America | 22,458 | 26,791 | 4,333 | 19.3 | 73,493 | 87,777 | 14,284 | 19.4 |
| Europe | 13,021 | 12,839 | - 182 | - 1.4 | 42,275 | 40,306 | - 1,969 | - 4.7 |
| Asia | 9,362 | 10,242 | 880 | 9.4 | 30,021 | 32,075 | 2,054 | 6.8 |
| Other Regions | 7,278 | 6,088 | - 1,190 | - 16.4 | 18,194 | 17,598 | - 596 | - 3.3 |

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, 2015

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

| | Yen (millions) | |
|--|----------------|---------------|
| | Mar. 31, 2015 | Dec. 31, 2015 |
| Assets | | |
| < Non-financial Services Businesses > | | |
| Current assets: | 4,483,938 | 4,291,533 |
| Cash and cash equivalents | 1,378,534 | 1,535,338 |
| Trade receivables | 833,910 | 704,346 |
| Inventories | 1,486,140 | 1,382,357 |
| Other current assets | 785,354 | 669,492 |
| Non-current assets: | 5,624,166 | 5,646,692 |
| Investments accounted for using the equity method | 614,975 | 621,277 |
| Property, plant and equipment | 3,179,323 | 3,176,956 |
| Intangible assets | 750,893 | 804,970 |
| Other non-current assets | 1,078,975 | 1,043,489 |
| Total assets | 10,108,104 | 9,938,225 |
| < Finance Subsidiaries > | | |
| Cash and cash equivalents | 93,196 | 98,115 |
| Receivables from financial services, current | 2,099,944 | 1,979,900 |
| Receivables from financial services, non-current | 3,586,272 | 3,328,566 |
| Equipment on operating leases | 3,335,367 | 3,741,841 |
| Other assets | 203,766 | 283,485 |
| Total assets | 9,318,545 | 9,431,907 |
| Reconciling items | (1,000,812) | (781,887) |
| Total assets | 18,425,837 | 18,588,245 |
| Liabilities and Equity | | |
| < Non-financial Services Businesses > | | |
| Current liabilities: | 2,745,267 | 2,482,861 |
| Trade payables | 1,165,664 | 996,980 |
| Financing liabilities | 443,216 | 339,942 |
| Other current liabilities | 1,136,387 | 1,145,939 |
| Non-current liabilities: | 1,168,262 | 1,250,628 |
| Financing liabilities | 149,404 | 200,620 |
| Retirement benefit liabilities | 585,757 | 583,937 |
| Other non-current liabilities | 433,101 | 466,071 |
| Total liabilities | 3,913,529 | 3,733,489 |
| < Finance Subsidiaries > | | |
| Financing liabilities, current | 2,854,243 | 2,890,640 |
| Financing liabilities, non-current | 3,795,584 | 3,710,260 |
| Other liabilities | 1,176,496 | 1,236,574 |
| Total liabilities | 7,826,323 | 7,837,474 |
| Reconciling items | (696,836) | (487,242) |
| Total liabilities | 11,043,016 | 11,083,721 |
| Equity attributable to owners of the parent | 7,108,627 | 7,237,298 |
| Non-controlling interests | 274,194 | 267,226 |
| Total equity | 7,382,821 | 7,504,524 |
| Total liabilities and equity | 18,425,837 | 18,588,245 |

CONSOLIDATED FINANCIAL SUMMARY 3 FOR THE FISCAL NINE MONTHS ENDED DECEMBER 31, 2015

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

| | Yen (millions) | | | | | | | |
|---|---|-------------------------|----------------------|--------------|---|-------------------------|----------------------|--------------|
| | For the nine months ended Dec. 31, 2014 | | | | For the nine months ended Dec. 31, 2015 | | | |
| | 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 | 536,808 | 161,770 | — | 698,578 | 531,057 | 163,099 | — | 694,156 |
| Depreciation, amortization and impairment losses excluding equipment on operating leases | 453,485 | 2,150 | — | 455,635 | 491,693 | 2,143 | — | 493,836 |
| Share of profit of investments accounted for using the equity method | (78,143) | — | — | (78,143) | (117,611) | — | — | (117,611) |
| Decrease (increase) in trade receivables | 63,388 | 1,928 | (5,391) | 59,925 | 69,914 | 2,411 | (12,230) | 60,095 |
| Decrease (increase) in inventories | (19,949) | (3,994) | — | (23,943) | 52,940 | (1,920) | — | 51,020 |
| Increase (decrease) in trade payables | (103,160) | (413) | 200 | (103,373) | (54,899) | 1,605 | 2,247 | (51,047) |
| Decrease (increase) in receivables from financial services | — | 160,983 | (62) | 160,921 | — | 327,888 | 155 | 328,043 |
| Decrease (increase) in equipment on operating leases | — | (401,199) | — | (401,199) | — | (424,387) | — | (424,387) |
| Dividends received | 76,887 | 2 | — | 76,889 | 61,431 | 2 | — | 61,433 |
| Other, net | (241,837) | (47,257) | 5,163 | (283,931) | (83,968) | (62,775) | 9,860 | (136,883) |
| Net cash provided by (used in) operating activities | 687,479 | (126,030) | (90) | 561,359 | 950,557 | 8,066 | 32 | 958,655 |
| Cash flows from investing activities: | | | | | | | | |
| Payments for additions to property, plant and equipment | (455,697) | (273) | — | (455,970) | (484,764) | (547) | — | (485,311) |
| Payments for additions to and internally developed intangible assets | (158,389) | (2,390) | — | (160,779) | (174,198) | (3,156) | — | (177,354) |
| * Decrease (increase) in other financial assets | 80,536 | 4,498 | (80,786) | 4,248 | 136,297 | (1,946) | (172,558) | (38,207) |
| Other, net | 22,607 | 3,382 | — | 25,989 | 15,832 | 2,175 | — | 18,007 |
| Net cash provided by (used in) investing activities | (510,943) | 5,217 | (80,786) | (586,512) | (506,833) | (3,474) | (172,558) | (682,865) |
| Cash flows from financing activities: | | | | | | | | |
| * Proceeds from (repayment of) short-term financing liabilities | 66,326 | 47,258 | 80,721 | 194,305 | (54,756) | (387,913) | 168,913 | (273,756) |
| * Proceeds from long-term financing liabilities | 44,419 | 1,028,579 | (34) | 1,072,964 | 100,318 | 1,313,453 | — | 1,413,771 |
| * Repayments of long-term financing liabilities | (96,784) | (894,204) | 189 | (990,799) | (82,006) | (923,244) | 3,613 | (1,001,637) |
| Dividends paid to owners of the parent | (118,951) | — | — | (118,951) | (118,950) | — | — | (118,950) |
| Other, net | (56,410) | — | — | (56,410) | (68,222) | (1) | — | (68,223) |
| Net cash provided by (used in) financing activities | (161,400) | 181,633 | 80,876 | 101,109 | (223,616) | 2,295 | 172,526 | (48,795) |
| Effect of exchange rate changes on cash and cash equivalents | 103,606 | 11,011 | — | 114,617 | (63,304) | (1,968) | — | (65,272) |
| Net change in cash and cash equivalents | 118,742 | 71,831 | — | 190,573 | 156,804 | 4,919 | — | 161,723 |
| Cash and cash equivalents at beginning of period | 1,171,990 | 21,594 | — | 1,193,584 | 1,378,534 | 93,196 | — | 1,471,730 |
| Cash and cash equivalents at end of period | 1,290,732 | 93,425 | — | 1,384,157 | 1,535,338 | 98,115 | — | 1,633,453 |

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 80,786 million decrease for the fiscal nine months ended December 31, 2014, and a JPY 172,558 million decrease for the fiscal nine months ended December 31, 2015, respectively.