

CONSOLIDATED FINANCIAL SUMMARY 1 FOR THE FISCAL FOURTH QUARTER AND THE FISCAL YEAR ENDED MARCH 31, 2017

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, 2016	3 months ended Mar. 31, 2017	change	%	Year ended Mar. 31, 2016	Year ended Mar. 31, 2017	change	%
Total	3,657,889	3,763,434	105,545	2.9	14,601,151	13,999,200	- 601,951	- 4.1
Japan	489,460	494,758	5,298	1.1	1,754,167	1,799,772	45,605	2.6
North America	1,988,749	1,984,143	- 4,606	- 0.2	8,114,110	7,618,025	- 496,085	- 6.1
Europe	213,820	194,797	- 19,023	- 8.9	693,598	639,248	- 54,350	- 7.8
Asia	776,522	848,380	71,858	9.3	3,124,067	3,085,699	- 38,368	- 1.2
Other Regions	189,338	241,356	52,018	27.5	915,209	856,456	- 58,753	- 6.4
Motorcycle Business	437,253	453,755	16,502	3.8	1,805,429	1,716,165	- 89,264	- 4.9
Japan	16,776	17,002	226	1.3	66,877	62,769	- 4,108	- 6.1
North America	57,094	47,106	- 9,988	- 17.5	186,065	168,015	- 18,050	- 9.7
Europe	39,896	40,589	693	1.7	125,021	118,295	- 6,726	- 5.4
Asia	265,073	277,555	12,482	4.7	1,107,669	1,088,138	- 19,531	- 1.8
Other Regions	58,414	71,503	13,089	22.4	319,797	278,948	- 40,849	- 12.8
Automobile Business	2,675,374	2,691,069	15,695	0.6	10,625,405	10,086,816	- 538,589	- 5.1
Japan	410,419	407,659	- 2,760	- 0.7	1,439,959	1,453,460	13,501	0.9
North America	1,497,437	1,442,059	- 55,378	- 3.7	6,186,765	5,704,213	- 482,552	- 7.8
Europe	149,025	127,200	- 21,825	- 14.6	491,204	450,757	- 40,447	- 8.2
Asia	499,297	557,744	58,447	11.7	1,962,501	1,948,102	- 14,399	- 0.7
Other Regions	119,196	156,407	37,211	31.2	544,976	530,284	- 14,692	- 2.7
Financial Service Business	455,337	517,716	62,379	13.7	1,835,605	1,878,094	42,489	2.3
Japan	44,021	52,326	8,305	18.9	162,056	210,914	48,858	30.1
North America	399,916	451,894	51,978	13.0	1,619,201	1,616,234	- 2,967	- 0.2
Europe	2,322	3,165	843	36.3	14,490	12,100	- 2,390	- 16.5
Asia	2,945	2,736	- 209	- 7.1	12,615	10,556	- 2,059	- 16.3
Other Regions	6,133	7,595	1,462	23.8	27,243	28,290	1,047	3.8
Power Product and Other Businesses	89,925	100,894	10,969	12.2	334,712	318,125	- 16,587	- 5.0
Japan	18,244	17,771	- 473	- 2.6	85,275	72,629	- 12,646	- 14.8
North America	34,302	43,084	8,782	25.6	122,079	129,563	7,484	6.1
Europe	22,577	23,843	1,266	5.6	62,883	58,096	- 4,787	- 7.6
Asia	9,207	10,345	1,138	12.4	41,282	38,903	- 2,379	- 5.8
Other Regions	5,595	5,851	256	4.6	23,193	18,934	- 4,259	- 18.4

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

CONSOLIDATED FINANCIAL SUMMARY 2 FOR THE FISCAL YEAR ENDED MARCH 31, 2017

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

	Yen (millions)	
	Mar. 31, 2016	Mar. 31, 2017
Assets		
< Non-financial Services Businesses >		
Current assets:	4,382,596	4,632,413
Cash and cash equivalents	1,666,899	2,002,502
Trade receivables	835,291	766,453
Inventories	1,294,608	1,341,104
Other current assets	585,798	522,354
Non-current assets:	5,570,825	5,529,523
Investments accounted for using the equity method	593,002	597,262
Property, plant and equipment	3,131,624	3,193,486
Intangible assets	814,522	766,959
Other non-current assets	1,031,677	971,816
Total assets	9,953,421	10,161,936
< Finance Subsidiaries >		
Cash and cash equivalents	90,557	103,474
Receivables from financial services, current	1,927,378	1,880,103
Receivables from financial services, non-current	3,083,478	3,070,676
Equipment on operating leases	3,678,111	4,104,663
Other assets	292,350	278,128
Total assets	9,071,874	9,437,044
Reconciling items	(796,001)	(640,857)
Total assets	18,229,294	18,958,123
Liabilities and Equity		
< Non-financial Services Businesses >		
Current liabilities:	2,842,994	2,831,878
Trade payables	1,138,349	1,190,106
Financing liabilities	313,515	349,130
Other current liabilities	1,391,130	1,292,642
Non-current liabilities:	1,325,514	1,095,366
Financing liabilities	181,830	128,508
Retirement benefit liabilities	653,575	487,080
Other non-current liabilities	490,109	479,778
Total liabilities	4,168,508	3,927,244
< Finance Subsidiaries >		
Financing liabilities, current	2,769,802	2,590,843
Financing liabilities, non-current	3,556,228	3,893,743
Other liabilities	1,217,764	1,338,816
Total liabilities	7,543,794	7,823,402
Reconciling items	(514,796)	(362,149)
Total liabilities	11,197,506	11,388,497
Equity attributable to owners of the parent	6,761,433	7,295,296
Non-controlling interests	270,355	274,330
Total equity	7,031,788	7,569,626
Total liabilities and equity	18,229,294	18,958,123

CONSOLIDATED FINANCIAL SUMMARY 3 FOR THE FISCAL YEAR ENDED MARCH 31, 2017

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

	Yen (millions)							
	For the fiscal year ended Mar. 31, 2016				For the fiscal year ended Mar. 31, 2017			
	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	419,309	216,141	—	635,450	828,955	178,031	—	1,006,986
Depreciation, amortization and impairment losses excluding equipment on operating leases	657,856	2,858	—	660,714	671,470	2,859	—	674,329
Share of profit of investments accounted for using the equity method	(126,001)	—	—	(126,001)	(164,793)	—	—	(164,793)
Decrease (increase) in trade receivables	(83,670)	(3,601)	(902)	(88,173)	52,030	(12,291)	9,478	49,217
Decrease (increase) in inventories	73,943	(7,538)	—	66,405	(68,699)	(3,445)	—	(72,144)
Increase (decrease) in trade payables	103,276	4,608	(2,695)	105,189	11,468	(393)	1,924	12,999
Decrease (increase) in receivables from financial services	—	354,147	206	354,353	—	40,646	(121)	40,525
Decrease (increase) in equipment on operating leases	—	(558,826)	—	(558,826)	—	(435,503)	—	(435,503)
Dividends received	105,475	2	—	105,477	121,768	2	—	121,770
Other, net	280,338	(47,443)	3,512	236,407	(372,859)	37,245	(12,699)	(348,313)
Net cash provided by (used in) operating activities	1,430,526	(39,652)	121	1,390,995	1,079,340	(192,849)	(1,418)	885,073
Cash flows from investing activities:								
Payments for additions to property, plant and equipment	(634,457)	(719)	—	(635,176)	(493,710)	(422)	—	(494,132)
Payments for additions to and internally developed intangible assets	(232,393)	(4,390)	—	(236,783)	(139,933)	(3,387)	—	(143,320)
* Decrease (increase) in other financial assets	135,263	(1,918)	(161,692)	(28,347)	91,622	(5,752)	(130,572)	(44,702)
Other, net	22,499	2,730	—	25,229	30,610	926	—	31,536
Net cash provided by (used in) investing activities	(709,088)	(4,297)	(161,692)	(875,077)	(511,411)	(8,635)	(130,572)	(650,618)
Cash flows from financing activities:								
* Proceeds from (repayment of) short-term financing liabilities	(64,922)	(488,127)	146,960	(406,089)	25,148	(63,243)	116,330	78,235
* Proceeds from long-term financing liabilities	120,484	1,706,507	—	1,826,991	42,182	1,860,266	—	1,902,448
* Repayments of long-term financing liabilities	(113,463)	(1,168,438)	14,611	(1,267,290)	(55,892)	(1,582,371)	15,660	(1,622,603)
Dividends paid to owners of the parent	(158,601)	—	—	(158,601)	(162,205)	—	—	(162,205)
Other, net	(90,310)	—	—	(90,310)	(80,452)	—	—	(80,452)
Net cash provided by (used in) financing activities	(306,812)	49,942	161,571	(95,299)	(231,219)	214,652	131,990	115,423
Effect of exchange rate changes on cash and cash equivalents	(126,261)	(8,632)	—	(134,893)	(1,107)	(251)	—	(1,358)
Net change in cash and cash equivalents	288,365	(2,639)	—	285,726	335,603	12,917	—	348,520
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	1,666,899	90,557	—	1,757,456	2,002,502	103,474	—	2,105,976

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 161,692 million decrease for the fiscal year ended March 31, 2016, and a JPY 130,572 million decrease for the fiscal year ended March 31, 2017, respectively.