

## 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	%
<b>Total</b>	<b>3,617,223</b>	<b>3,501,068</b>	<b>- 116,155</b>	<b>- 3.2</b>	<b>10,943,262</b>	<b>10,235,766</b>	<b>- 707,496</b>	<b>- 6.5</b>
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
<b>Motorcycle Business</b>	<b>442,182</b>	<b>420,630</b>	<b>- 21,552</b>	<b>- 4.9</b>	<b>1,368,176</b>	<b>1,262,410</b>	<b>- 105,766</b>	<b>- 7.7</b>
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
<b>Automobile Business</b>	<b>2,652,491</b>	<b>2,555,102</b>	<b>- 97,389</b>	<b>- 3.7</b>	<b>7,950,031</b>	<b>7,395,747</b>	<b>- 554,284</b>	<b>- 7.0</b>
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
<b>Financial Service Business</b>	<b>444,590</b>	<b>452,503</b>	<b>7,913</b>	<b>1.8</b>	<b>1,380,268</b>	<b>1,360,378</b>	<b>- 19,890</b>	<b>- 1.4</b>
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
<b>Power Product and Other Businesses</b>	<b>77,960</b>	<b>72,833</b>	<b>- 5,127</b>	<b>- 6.6</b>	<b>244,787</b>	<b>217,231</b>	<b>- 27,556</b>	<b>- 11.3</b>
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
<b>Assets</b>		
<b>&lt; Non-financial Services Businesses &gt;</b>		
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
<b>Total assets</b>	<b>9,953,421</b>	<b>9,963,015</b>
<b>&lt; Finance Subsidiaries &gt;</b>		
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
<b>Total assets</b>	<b>9,071,874</b>	<b>9,643,394</b>
Reconciling items	( 796,001)	( 734,592)
<b>Total assets</b>	<b>18,229,294</b>	<b>18,871,817</b>
<b>Liabilities and Equity</b>		
<b>&lt; Non-financial Services Businesses &gt;</b>		
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
<b>Total liabilities</b>	<b>4,168,508</b>	<b>3,741,049</b>
<b>&lt; Finance Subsidiaries &gt;</b>		
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
<b>Total liabilities</b>	<b>7,543,794</b>	<b>7,997,339</b>
Reconciling items	( 514,796)	( 448,005)
<b>Total liabilities</b>	<b>11,197,506</b>	<b>11,290,383</b>
<b>Equity attributable to owners of the parent</b>	<b>6,761,433</b>	<b>7,303,735</b>
<b>Non-controlling interests</b>	<b>270,355</b>	<b>277,699</b>
<b>Total equity</b>	<b>7,031,788</b>	<b>7,581,434</b>
<b>Total liabilities and equity</b>	<b>18,229,294</b>	<b>18,871,817</b>

## 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
<b>Cash flows from operating activities:</b>								
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
<b>Cash flows from investing activities:</b>								
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)
<b>Cash flows from financing activities:</b>								
* 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
<b>Effect of exchange rate changes on cash and cash equivalents</b>	(63,304)	(1,968)	—	(65,272)	24,139	3,005	—	27,144
<b>Net change in cash and cash equivalents</b>	156,804	4,919	—	161,723	30,029	12,526	—	42,555
<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>	1,535,338	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.