

CONSOLIDATED FINANCIAL SUMMARY 1
FOR THE FISCAL FOURTH QUARTER AND THE FISCAL YEAR ENDED MARCH 31, 2024

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, 2023	3 months ended Mar. 31, 2024	change	%	Year ended Mar. 31, 2023	Year ended Mar. 31, 2024	change	%
Total	4,384,235	5,429,310	1,045,075	23.8	16,907,725	20,428,802	3,521,077	20.8
Japan	555,423	631,020	75,597	13.6	2,013,095	2,242,213	229,118	11.4
North America	2,365,187	3,078,948	713,761	30.2	8,945,932	11,713,668	2,767,736	30.9
Europe	213,366	308,968	95,602	44.8	690,663	961,185	270,522	39.2
Asia	1,027,440	1,081,338	53,898	5.2	4,335,765	4,313,810	(21,955)	(0.5)
Other Regions	222,819	329,036	106,217	47.7	922,270	1,197,926	275,656	29.9
Motorcycle Business	706,628	862,131	155,503	22.0	2,908,983	3,220,168	311,185	10.7
Japan	29,474	26,642	(2,832)	(9.6)	109,393	113,746	4,353	4.0
North America	86,195	87,454	1,259	1.5	306,725	335,558	28,833	9.4
Europe	94,977	99,937	4,960	5.2	250,088	351,851	101,763	40.7
Asia	377,538	465,486	87,948	23.3	1,739,764	1,793,327	53,563	3.1
Other Regions	118,444	182,612	64,168	54.2	503,013	625,686	122,673	24.4
Automobile Business	2,869,923	3,595,127	725,204	25.3	10,593,519	13,567,565	2,974,046	28.1
Japan	391,825	466,016	74,191	18.9	1,385,830	1,600,619	214,789	15.5
North America	1,672,876	2,231,783	558,907	33.4	5,990,544	8,510,242	2,519,698	42.1
Europe	83,401	173,505	90,104	108.0	332,983	506,755	173,772	52.2
Asia	633,312	598,032	(35,280)	(5.6)	2,523,862	2,449,802	(74,060)	(2.9)
Other Regions	88,509	125,791	37,282	42.1	360,300	500,147	139,847	38.8
Financial Services Business	693,049	862,658	169,609	24.5	2,954,098	3,248,808	294,710	10.0
Japan	114,795	120,527	5,732	5.0	428,228	440,775	12,547	2.9
North America	561,916	720,643	158,727	28.2	2,466,537	2,729,108	262,571	10.6
Europe	4,178	5,006	828	19.8	13,264	18,120	4,856	36.6
Asia	3,987	3,496	(491)	(12.3)	16,576	14,713	(1,863)	(11.2)
Other Regions	8,173	12,986	4,813	58.9	29,493	46,092	16,599	56.3
Power Products and Other Businesses	114,635	109,394	(5,241)	(4.6)	451,125	392,261	(58,864)	(13.0)
Japan	19,329	17,835	(1,494)	(7.7)	89,644	87,073	(2,571)	(2.9)
North America	44,200	39,068	(5,132)	(11.6)	182,126	138,760	(43,366)	(23.8)
Europe	30,810	30,520	(290)	(0.9)	94,328	84,459	(9,869)	(10.5)
Asia	12,603	14,324	1,721	13.7	55,563	55,968	405	0.7
Other Regions	7,693	7,647	(46)	(0.6)	29,464	26,001	(3,463)	(11.8)

Notes: 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 Year Financial Results.

CONSOLIDATED FINANCIAL SUMMARY 2
FOR THE FISCAL YEAR ENDED MARCH 31, 2024

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

	Yen (millions)	
	Mar. 31, 2023	Mar. 31, 2024
Assets		
< Non-financial Services Businesses >		
Current assets:	7,341,142	8,864,747
Cash and cash equivalents	3,553,602	4,624,669
Trade receivables	1,063,779	1,247,059
Inventories	2,164,887	2,433,670
Other current assets	558,874	559,349
Non-current assets:	6,562,822	7,391,416
Investments accounted for using the equity method	915,946	1,206,968
Property, plant and equipment	3,153,148	3,219,583
Intangible assets	861,537	989,898
Other non-current assets	1,632,191	1,974,967
Total assets	13,903,964	16,256,163
< Finance Subsidiaries >		
Cash and cash equivalents	249,412	329,896
Receivables from financial services, current	1,900,221	2,559,972
Receivables from financial services, non-current	3,995,259	5,616,676
Equipment on operating leases	4,726,292	5,202,768
Other assets	325,833	409,059
Total assets	11,197,017	14,118,371
Reconciling items	(430,914)	(600,384)
Total assets	24,670,067	29,774,150
Liabilities and Equity		
< Non-financial Services Businesses >		
Current liabilities:	3,175,680	4,166,406
Trade payables	1,379,339	1,541,036
Financing liabilities	326,736	525,426
Other current liabilities	1,469,605	2,099,944
Non-current liabilities:	1,730,033	1,872,621
Financing liabilities	476,034	337,582
Retirement benefit liabilities	245,481	272,576
Other non-current liabilities	1,008,518	1,262,463
Total liabilities	4,905,713	6,039,027
< Finance Subsidiaries >		
Financing liabilities, current	2,969,518	3,588,132
Financing liabilities, non-current	3,897,939	5,720,385
Other liabilities	1,502,915	1,658,846
Total liabilities	8,370,372	10,967,363
Reconciling items	(108,309)	(238,112)
Total liabilities	13,167,776	16,768,278
Equity attributable to owners of the parent	11,184,250	12,696,995
Non-controlling interests	318,041	308,877
Total equity	11,502,291	13,005,872
Total liabilities and equity	24,670,067	29,774,150

CONSOLIDATED FINANCIAL SUMMARY 3
FOR THE FISCAL YEAR ENDED MARCH 31, 2024

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

	Yen (millions)							
	For the fiscal year ended Mar. 31, 2023				For the fiscal year ended Mar. 31, 2024			
	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	862,785	230,251	(213,471)	879,565	1,614,794	252,608	(225,018)	1,642,384
Depreciation, amortization and impairment losses excluding equipment on operating leases	717,464	4,166	—	721,630	789,986	4,380	—	794,366
Share of profit of investments accounted for using the equity method	(117,445)	—	—	(117,445)	(110,817)	—	—	(110,817)
Decrease (increase) in trade receivables	(157,327)	(3,256)	4,659	(155,924)	(142,858)	(13,380)	17,915	(138,323)
Decrease (increase) in inventories	(172,822)	1,355	—	(171,467)	(61,258)	(6,575)	—	(67,833)
Increase (decrease) in trade payables	94,107	12,246	(1,081)	105,272	22,709	15,873	(2,066)	36,516
Decrease (increase) in receivables from financial services	—	(41,556)	76	(41,480)	—	(1,454,896)	539	(1,454,357)
Decrease (increase) in equipment on operating leases	—	768,070	—	768,070	—	12,661	—	12,661
Dividends received	458,175	3	(213,276)	244,902	383,107	3	(225,018)	158,092
Other, net	(332,141)	19,905	208,135	(104,101)	(207,534)	(128,785)	210,908	(125,411)
Net cash provided by (used in) operating activities	1,352,796	991,184	(214,958)	2,129,022	2,288,129	(1,318,111)	(222,740)	747,278
Cash flows from investing activities:								
Payments for additions to property, plant and equipment	(475,097)	49	—	(475,048)	(354,196)	5,516	—	(348,680)
Payments for additions to and internally developed intangible assets	(154,421)	(3,019)	—	(157,440)	(257,085)	(2,900)	—	(259,985)
Decrease (increase) in other financial assets	(31,431)	(7,859)	598	(38,692)	(37,840)	(44,277)	1,408	(80,709)
Other, net	(5,980)	(900)	—	(6,880)	(178,035)	142	—	(177,893)
Net cash provided by (used in) investing activities	(666,929)	(11,729)	598	(678,060)	(827,156)	(41,519)	1,408	(867,267)
Cash flows from financing activities:								
Proceeds from (repayments of) short-term financing liabilities	(21,552)	464,877	(791)	442,534	(24,925)	2,566	(2,023)	(24,382)
Proceeds from long-term financing liabilities	2,649	968,418	—	971,067	215	3,654,749	—	3,654,964
Repayments of long-term financing liabilities	(45,782)	(2,336,408)	—	(2,382,190)	(34,912)	(2,021,171)	—	(2,056,083)
Dividends paid to owners of the parent	(213,475)	—	—	(213,475)	(241,865)	—	—	(241,865)
Other, net	(286,705)	(214,741)	215,151	(286,295)	(411,085)	(226,258)	223,355	(413,988)
Net cash provided by (used in) financing activities	(564,865)	(1,117,854)	214,360	(1,468,359)	(712,572)	1,409,886	221,332	918,646
Effect of exchange rate changes on cash and cash equivalents	114,535	30,945	—	145,480	322,666	30,228	—	352,894
Net change in cash and cash equivalents	235,537	(107,454)	—	128,083	1,071,067	80,484	—	1,151,551
Cash and cash equivalents at beginning of period	3,318,065	356,866	—	3,674,931	3,553,602	249,412	—	3,803,014
Cash and cash equivalents at end of period	3,553,602	249,412	—	3,803,014	4,624,669	329,896	—	4,954,565

CONSOLIDATED FINANCIAL SUMMARY 4
FOR THE FISCAL YEAR ENDED MARCH 31, 2024

Supplemental geographical information based on the location of the Company and its subsidiaries

As of and for the year ended March 31, 2023

	Yen (millions)							
	Japan	North America	Europe	Asia	Other Regions	Total	Reconciling Items	Consolidated
Sales revenue:								
External customers	2,409,584	8,939,259	675,728	4,068,234	814,920	16,907,725	—	16,907,725
Inter-geographic areas	2,138,418	476,993	27,990	789,603	4,695	3,437,699	(3,437,699)	—
Total	4,548,002	9,416,252	703,718	4,857,837	819,615	20,345,424	(3,437,699)	16,907,725
Operating profit (loss)	25,821	258,805	(2,556)	408,728	58,935	749,733	31,036	780,769
Assets	5,306,084	13,467,383	648,614	3,771,171	690,904	23,884,156	785,911	24,670,067
Non-current assets other than financial instruments, deferred tax assets and net defined benefit assets	2,937,148	5,192,731	47,869	685,311	175,893	9,038,952	—	9,038,952

As of and for the year ended March 31, 2024

	Yen (millions)							
	Japan	North America	Europe	Asia	Other Regions	Total	Reconciling Items	Consolidated
Sales revenue:								
External customers	2,634,505	11,702,266	935,771	4,079,439	1,076,821	20,428,802	—	20,428,802
Inter-geographic areas	2,758,255	371,511	30,549	930,522	5,125	4,095,962	(4,095,962)	—
Total	5,392,760	12,073,777	966,320	5,009,961	1,081,946	24,524,764	(4,095,962)	20,428,802
Operating profit (loss)	151,070	694,940	60,340	397,804	153,957	1,458,111	(76,134)	1,381,977
Assets	5,804,325	17,482,576	1,006,585	3,960,931	1,014,024	29,268,441	505,709	29,774,150
Non-current assets other than financial instruments, deferred tax assets and net defined benefit assets	3,054,330	5,756,816	53,302	709,064	217,136	9,790,648	—	9,790,648

For the three months ended March 31, 2023

	Yen (millions)							
	Japan	North America	Europe	Asia	Other Regions	Total	Reconciling Items	Consolidated
Sales revenue:								
External customers	626,794	2,359,900	213,078	981,107	203,356	4,384,235	—	4,384,235
Inter-geographic areas	500,692	98,955	7,358	198,875	542	806,422	(806,422)	—
Total	1,127,486	2,458,855	220,436	1,179,982	203,898	5,190,657	(806,422)	4,384,235
Operating profit (loss)	(91,714)	16,509	(13,299)	89,684	13,149	14,329	32,497	46,826

For the three months ended March 31, 2024

	Yen (millions)							
	Japan	North America	Europe	Asia	Other Regions	Total	Reconciling Items	Consolidated
Sales revenue:								
External customers	713,151	3,075,688	299,430	1,038,061	302,980	5,429,310	—	5,429,310
Inter-geographic areas	575,973	96,055	8,288	269,034	1,155	950,505	(950,505)	—
Total	1,289,124	3,171,743	307,718	1,307,095	304,135	6,379,815	(950,505)	5,429,310
Operating profit (loss)	(165,558)	288,155	33,677	108,319	41,704	306,297	(705)	305,592

Notes:

1. Major countries in each geographic area:

North America	United States, Canada, Mexico
Europe	United Kingdom, Germany, Belgium, Italy, France
Asia	Thailand, China, India, Vietnam, Indonesia
Other Regions	Brazil, Australia

2. Sales revenues between geographic areas are generally made at values that approximate arm's-length prices.

3. Reconciling items include elimination of inter-geographic transactions and balances as well as unallocated corporate assets. Unallocated corporate assets, included in reconciling items as of March 31, 2023 and 2024 amounted to JPY 1,462,656 million and JPY 1,573,834 million, respectively, which consist primarily of the Company's cash and cash equivalents and financial assets measured at fair value through other comprehensive income.