

CONSOLIDATED FINANCIAL SUMMARY 1  
FOR THE FISCAL THIRD QUARTER AND THE FISCAL NINE MONTHS ENDED DECEMBER 31, 2022

**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, 2021	3 months ended Dec. 31, 2022	change	%	9 months ended Dec. 31, 2021	9 months ended Dec. 31, 2022	change	%
<b>Total</b>	<b>3,688,785</b>	<b>4,438,186</b>	<b>749,401</b>	<b>20.3</b>	<b>10,677,013</b>	<b>12,523,490</b>	<b>1,846,477</b>	<b>17.3</b>
Japan	494,287	532,854	38,567	7.8	1,406,188	1,457,672	51,484	3.7
North America	1,851,274	2,359,973	508,699	27.5	5,686,209	6,580,745	894,536	15.7
Europe	123,408	167,813	44,405	36.0	447,663	477,297	29,634	6.6
Asia	1,041,785	1,137,370	95,585	9.2	2,641,289	3,308,325	667,036	25.3
Other Regions	178,031	240,176	62,145	34.9	495,664	699,451	203,787	41.1
<b>Motorcycle Business</b>	<b>578,366</b>	<b>789,673</b>	<b>211,307</b>	<b>36.5</b>	<b>1,602,096</b>	<b>2,202,355</b>	<b>600,259</b>	<b>37.5</b>
Japan	24,898	29,310	4,412	17.7	78,717	79,919	1,202	1.5
North America	62,516	76,878	14,362	23.0	176,861	220,530	43,669	24.7
Europe	36,689	61,410	24,721	67.4	149,675	155,111	5,436	3.6
Asia	364,985	491,110	126,125	34.6	944,365	1,362,226	417,861	44.2
Other Regions	89,278	130,965	41,687	46.7	252,478	384,569	132,091	52.3
<b>Automobile Business</b>	<b>2,333,388</b>	<b>2,803,404</b>	<b>470,016</b>	<b>20.1</b>	<b>6,668,657</b>	<b>7,723,596</b>	<b>1,054,939</b>	<b>15.8</b>
Japan	342,608	367,826	25,218	7.4	965,525	994,005	28,480	2.9
North America	1,193,484	1,631,492	438,008	36.7	3,615,296	4,317,668	702,372	19.4
Europe	66,697	82,854	16,157	24.2	238,059	249,582	11,523	4.8
Asia	653,152	627,957	(25,195)	(3.9)	1,637,670	1,890,550	252,880	15.4
Other Regions	77,447	93,275	15,828	20.4	212,107	271,791	59,684	28.1
<b>Financial Services Business</b>	<b>671,777</b>	<b>733,134</b>	<b>61,357</b>	<b>9.1</b>	<b>2,114,335</b>	<b>2,261,049</b>	<b>146,714</b>	<b>6.9</b>
Japan	104,265	108,632	4,367	4.2	305,001	313,433	8,432	2.8
North America	556,664	609,355	52,691	9.5	1,776,370	1,904,621	128,251	7.2
Europe	2,477	3,182	705	28.5	7,941	9,086	1,145	14.4
Asia	3,837	4,141	304	7.9	11,751	12,589	838	7.1
Other Regions	4,534	7,824	3,290	72.6	13,272	21,320	8,048	60.6
<b>Power Product and Other Businesses</b>	<b>105,254</b>	<b>111,975</b>	<b>6,721</b>	<b>6.4</b>	<b>291,925</b>	<b>336,490</b>	<b>44,565</b>	<b>15.3</b>
Japan	22,516	27,086	4,570	20.3	56,945	70,315	13,370	23.5
North America	38,610	42,248	3,638	9.4	117,682	137,926	20,244	17.2
Europe	17,545	20,367	2,822	16.1	51,988	63,518	11,530	22.2
Asia	19,811	14,162	(5,649)	(28.5)	47,503	42,960	(4,543)	(9.6)
Other Regions	6,772	8,112	1,340	19.8	17,807	21,771	3,964	22.3

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 Third Quarter Financial Results.
- Life creation business has been renamed Power product business as a result of organizational changes effective April 1, 2022.

CONSOLIDATED FINANCIAL SUMMARY 2  
FOR THE FISCAL NINE MONTHS ENDED DECEMBER 31, 2022

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

	Yen (millions)	
	Mar. 31, 2022	Dec. 31, 2022
<b>Assets</b>		
<b>&lt; Non-financial Services Businesses &gt;</b>		
Current assets:	6,675,167	6,921,705
Cash and cash equivalents	3,318,065	3,239,386
Trade receivables	899,900	838,524
Inventories	1,915,248	2,109,726
Other current assets	541,954	734,069
Non-current assets:	6,417,951	6,578,489
Investments accounted for using the equity method	967,404	963,507
Property, plant and equipment	3,066,291	3,163,008
Intangible assets	840,765	860,812
Other non-current assets	1,543,491	1,591,162
<b>Total assets</b>	<b>13,093,118</b>	<b>13,500,194</b>
<b>&lt; Finance Subsidiaries &gt;</b>		
Cash and cash equivalents	356,866	355,701
Receivables from financial services, current	1,694,732	1,798,056
Receivables from financial services, non-current	3,740,383	3,808,031
Equipment on operating leases	5,159,129	4,816,342
Other assets	367,646	342,830
<b>Total assets</b>	<b>11,318,756</b>	<b>11,120,960</b>
Reconciling items	(438,721)	(478,563)
<b>Total assets</b>	<b>23,973,153</b>	<b>24,142,591</b>
<b>Liabilities and Equity</b>		
<b>&lt; Non-financial Services Businesses &gt;</b>		
Current liabilities:	2,886,646	2,782,633
Trade payables	1,202,731	1,117,986
Financing liabilities	388,400	421,999
Other current liabilities	1,295,515	1,242,648
Non-current liabilities:	1,767,403	1,830,993
Financing liabilities	448,410	477,993
Retirement benefit liabilities	272,175	279,635
Other non-current liabilities	1,046,818	1,073,365
<b>Total liabilities</b>	<b>4,654,049</b>	<b>4,613,626</b>
<b>&lt; Finance Subsidiaries &gt;</b>		
Financing liabilities, current	2,734,119	2,867,707
Financing liabilities, non-current	4,535,842	3,892,315
Other liabilities	1,410,513	1,525,247
<b>Total liabilities</b>	<b>8,680,474</b>	<b>8,285,269</b>
Reconciling items	(133,916)	(159,368)
<b>Total liabilities</b>	<b>13,200,607</b>	<b>12,739,527</b>
<b>Equity attributable to owners of the parent</b>	<b>10,472,824</b>	<b>11,100,958</b>
<b>Non-controlling interests</b>	<b>299,722</b>	<b>302,106</b>
<b>Total equity</b>	<b>10,772,546</b>	<b>11,403,064</b>
<b>Total liabilities and equity</b>	<b>23,973,153</b>	<b>24,142,591</b>

CONSOLIDATED FINANCIAL SUMMARY 3  
FOR THE FISCAL NINE MONTHS ENDED DECEMBER 31, 2022

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

	Yen (millions)							
	For the nine months ended Dec. 31, 2021				For the nine months ended Dec. 31, 2022			
	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	631,160	272,723	(58,645)	845,238	821,035	178,837	(140,495)	859,377
Depreciation, amortization and impairment losses excluding equipment on operating leases	454,563	3,426	—	457,989	533,740	3,150	—	536,890
Share of profit of investments accounted for using the equity method	(157,034)	—	—	(157,034)	(148,887)	—	—	(148,887)
Decrease (increase) in trade receivables	97,882	18,767	(15,945)	100,704	68,177	(2,312)	(488)	65,377
Decrease (increase) in inventories	(204,148)	3,344	—	(200,804)	(119,899)	1,776	—	(118,123)
Increase (decrease) in trade payables	(65,178)	4,749	1,549	(58,880)	(129,614)	6,812	347	(122,455)
Decrease (increase) in receivables from financial services	—	321,799	(466)	321,333	—	191,566	(207)	191,359
Decrease (increase) in equipment on operating leases	—	620	—	620	—	653,490	—	653,490
Dividends received	168,691	3	(58,645)	110,049	287,386	3	(140,300)	147,089
Other, net	(362,847)	(181,641)	73,077	(471,411)	(504,111)	12,436	140,314	(351,361)
Net cash provided by (used in) operating activities	563,089	443,790	(59,075)	947,804	807,827	1,045,758	(140,829)	1,712,756
<b>Cash flows from investing activities:</b>								
Payments for additions to property, plant and equipment	(198,372)	(390)	—	(198,762)	(386,790)	39	—	(386,751)
Payments for additions to and internally developed intangible assets	(125,026)	(1,549)	—	(126,575)	(118,322)	(2,389)	—	(120,711)
* Decrease (increase) in other financial assets	(77,340)	6,185	(1,344)	(72,499)	(90,672)	8,195	848	(81,629)
Other, net	15,984	73	—	16,057	5,015	(615)	—	4,400
Net cash provided by (used in) investing activities	(384,754)	4,319	(1,344)	(381,779)	(590,769)	5,230	848	(584,691)
<b>Cash flows from financing activities:</b>								
* Proceeds from (repayments of) short-term financing liabilities	17,430	(261,856)	1,774	(242,652)	25,590	393,171	(666)	418,095
* Proceeds from long-term financing liabilities	678	1,229,126	—	1,229,804	2,093	479,936	—	482,029
* Repayments of long-term financing liabilities	(4,696)	(1,323,750)	—	(1,328,446)	(4,682)	(1,812,417)	—	(1,817,099)
Dividends paid to owners of the parent	(188,402)	—	—	(188,402)	(213,475)	—	—	(213,475)
Other, net	(161,776)	(59,311)	58,645	(162,442)	(187,537)	(141,472)	140,647	(188,362)
Net cash provided by (used in) financing activities	(336,766)	(415,791)	60,419	(692,138)	(378,011)	(1,080,782)	139,981	(1,318,812)
<b>Effect of exchange rate changes on cash and cash equivalents</b>	46,960	11,584	—	58,544	82,274	28,629	—	110,903
<b>Net change in cash and cash equivalents</b>	(111,471)	43,902	—	(67,569)	(78,679)	(1,165)	—	(79,844)
<b>Cash and cash equivalents at beginning of period</b>	2,528,369	229,651	—	2,758,020	3,318,065	356,866	—	3,674,931
<b>Cash and cash equivalents at end of period</b>	2,416,898	273,553	—	2,690,451	3,239,386	355,701	—	3,595,087

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 1,344 million decrease for the fiscal nine months ended December 31, 2021, and a JPY 848 million increase for the fiscal nine months ended December 31, 2022.