

CONSOLIDATED FINANCIAL SUMMARY 1

FOR THE FISCAL THIRD QUARTER AND THE FISCAL NINE MONTHS ENDED DECEMBER 31, 2019

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, 2018	3 months ended Dec. 31, 2019	change	%	9 months ended Dec. 31, 2018	9 months ended Dec. 31, 2019	change	%
Total	3,973,655	3,747,593	(226,062)	(5.7)	11,839,500	11,472,949	(366,551)	(3.1)
Japan	522,522	413,102	(109,420)	(20.9)	1,489,331	1,467,759	(21,572)	(1.4)
North America	2,124,978	2,072,413	(52,565)	(2.5)	6,314,780	6,255,535	(59,245)	(0.9)
Europe	145,083	137,450	(7,633)	(5.3)	469,050	431,299	(37,751)	(8.0)
Asia	960,488	927,934	(32,554)	(3.4)	2,918,947	2,725,414	(193,533)	(6.6)
Other Regions	220,584	196,694	(23,890)	(10.8)	647,392	592,942	(54,450)	(8.4)
Motorcycle Business	516,514	530,227	13,713	2.7	1,610,740	1,585,770	(24,970)	(1.6)
Japan	20,489	16,659	(3,830)	(18.7)	60,865	57,997	(2,868)	(4.7)
North America	41,421	48,595	7,174	17.3	139,156	147,416	8,260	5.9
Europe	25,946	30,790	4,844	18.7	115,353	111,561	(3,792)	(3.3)
Asia	351,399	355,433	4,034	1.1	1,071,091	1,035,683	(35,408)	(3.3)
Other Regions	77,259	78,750	1,491	1.9	224,275	233,113	8,838	3.9
Automobile Business	2,806,148	2,523,149	(282,999)	(10.1)	8,228,119	7,691,119	(537,000)	(6.5)
Japan	401,624	284,758	(116,866)	(29.1)	1,147,837	1,087,447	(60,390)	(5.3)
North America	1,573,152	1,479,774	(93,378)	(5.9)	4,580,166	4,349,811	(230,355)	(5.0)
Europe	104,466	93,828	(10,638)	(10.2)	305,019	276,991	(28,028)	(9.2)
Asia	595,921	557,186	(38,735)	(6.5)	1,805,104	1,647,065	(158,039)	(8.8)
Other Regions	130,985	107,603	(23,382)	(17.9)	389,993	329,805	(60,188)	(15.4)
Financial Services Business	560,305	616,318	56,013	10.0	1,746,285	1,961,952	215,667	12.4
Japan	71,583	90,261	18,678	26.1	211,534	261,454	49,920	23.6
North America	475,925	512,990	37,065	7.8	1,498,044	1,662,203	164,159	11.0
Europe	3,225	2,985	(240)	(7.4)	9,663	8,791	(872)	(9.0)
Asia	2,952	3,894	942	31.9	8,232	10,696	2,464	29.9
Other Regions	6,620	6,188	(432)	(6.5)	18,812	18,808	(4)	(0.0)
Life Creation and Other Businesses	90,688	77,899	(12,789)	(14.1)	254,356	234,108	(20,248)	(8.0)
Japan	28,826	21,424	(7,402)	(25.7)	69,095	60,861	(8,234)	(11.9)
North America	34,480	31,054	(3,426)	(9.9)	97,414	96,105	(1,309)	(1.3)
Europe	11,446	9,847	(1,599)	(14.0)	39,015	33,956	(5,059)	(13.0)
Asia	10,216	11,421	1,205	11.8	34,520	31,970	(2,550)	(7.4)
Other Regions	5,720	4,153	(1,567)	(27.4)	14,312	11,216	(3,096)	(21.6)

Note:

- For detailed information of principal products and services, and functions of each segment, please refer to [6] Notes to Consolidated Financial Statements, [B] Segment Information in Fiscal Third Quarter Financial Results.
- Power product business has been renamed Life creation business from April 1, 2019.
 Honda expands the concept of our Power product business and continues pursuing it under a new concept of "Life Creation Business". This renaming of the business represents our intention to evolve our business as a function to create new value for "mobility" and "daily lives", which includes our existing Power product business as well as new businesses for the future, including energy business.

CONSOLIDATED FINANCIAL SUMMARY 2
 FOR THE FISCAL NINE MONTHS ENDED DECEMBER 31, 2019

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

	Yen (millions)	
	Mar. 31, 2019	Dec. 31, 2019
Assets		
< Non-financial Services Businesses >		
Current assets:	5,275,087	5,148,936
Cash and cash equivalents	2,381,470	2,326,110
Trade receivables	789,792	633,870
Inventories	1,564,123	1,551,238
Other current assets	539,702	637,718
Non-current assets:	5,442,233	5,491,938
Investments accounted for using the equity method	713,039	649,568
Property, plant and equipment	2,975,751	3,065,483
Intangible assets	735,408	742,260
Other non-current assets	1,018,035	1,034,627
Total assets	10,717,320	10,640,874
< Finance Subsidiaries >		
Cash and cash equivalents	112,651	115,714
Receivables from financial services, current	1,952,627	1,889,059
Receivables from financial services, non-current	3,453,649	3,438,090
Equipment on operating leases	4,448,849	4,645,895
Other assets	268,290	284,325
Total assets	10,236,066	10,373,083
Reconciling items	(534,264)	(525,251)
Total assets	20,419,122	20,488,706
Liabilities and Equity		
< Non-financial Services Businesses >		
Current liabilities:	2,916,318	2,461,121
Trade payables	1,175,324	889,275
Financing liabilities	361,432	319,613
Other current liabilities	1,379,562	1,252,233
Non-current liabilities:	1,073,746	1,325,289
Financing liabilities	76,493	54,846
Retirement benefit liabilities	390,901	412,316
Other non-current liabilities	606,352	858,127
Total liabilities	3,990,064	3,786,410
< Finance Subsidiaries >		
Financing liabilities, current	2,929,802	2,909,915
Financing liabilities, non-current	4,065,877	4,122,598
Other liabilities	1,124,875	1,176,320
Total liabilities	8,120,554	8,208,833
Reconciling items	(257,286)	(250,793)
Total liabilities	11,853,332	11,744,450
Equity attributable to owners of the parent	8,267,720	8,461,233
Non-controlling interests	298,070	283,023
Total equity	8,565,790	8,744,256
Total liabilities and equity	20,419,122	20,488,706

CONSOLIDATED FINANCIAL SUMMARY 3
FOR THE FISCAL NINE MONTHS ENDED DECEMBER 31, 2019

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

	Yen (millions)							
	For the nine months ended Dec. 31, 2018				For the nine months ended Dec. 31, 2019			
	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	716,214	181,792	(29,755)	868,251	627,006	194,690	(35,528)	786,168
Depreciation, amortization and impairment losses excluding equipment on operating leases	515,611	2,775	—	518,386	526,473	3,254	—	529,727
Share of profit of investments accounted for using the equity method	(169,631)	—	—	(169,631)	(149,731)	—	—	(149,731)
Decrease (increase) in trade receivables	113,928	(2,284)	(5,653)	105,991	144,931	8,457	(9,382)	144,006
Decrease (increase) in inventories	(107,397)	2,389	—	(105,008)	(21,150)	7,062	—	(14,088)
Increase (decrease) in trade payables	(90,842)	5,496	117	(85,229)	(211,293)	3,386	(649)	(208,556)
Decrease (increase) in receivables from financial services	—	(165,192)	(18)	(165,210)	—	30,085	387	30,472
Decrease (increase) in equipment on operating leases	—	(141,291)	—	(141,291)	—	(248,773)	—	(248,773)
Dividends received	128,377	2	(29,755)	98,624	140,183	2	(35,528)	104,657
Other, net	(413,747)	(47,685)	35,208	(426,224)	(357,565)	(56,443)	45,525	(368,483)
Net cash provided by (used in) operating activities	692,513	(163,998)	(29,856)	498,659	698,854	(58,280)	(35,175)	605,399
Cash flows from investing activities:								
Payments for additions to property, plant and equipment	(316,416)	(165)	—	(316,581)	(251,068)	73	—	(250,995)
Payments for additions to and internally developed intangible assets	(134,305)	(1,810)	—	(136,115)	(157,458)	(2,393)	—	(159,851)
* Decrease (increase) in other financial assets	(13,348)	(14,666)	(32,087)	(60,101)	7,980	(994)	(33,179)	(26,193)
Other, net	16,252	377	—	16,629	729	325	—	1,054
Net cash provided by (used in) investing activities	(447,817)	(16,264)	(32,087)	(496,168)	(399,817)	(2,989)	(33,179)	(435,985)
Cash flows from financing activities:								
* Proceeds from (repayment of) short-term financing liabilities	28,972	159,053	32,181	220,206	8,843	(163,661)	32,818	(122,000)
* Proceeds from long-term financing liabilities	17,050	1,273,304	—	1,290,354	14,416	1,384,381	—	1,398,797
* Repayments of long-term financing liabilities	(50,551)	(1,205,856)	7	(1,256,400)	(65,423)	(1,117,283)	7	(1,182,699)
Dividends paid to owners of the parent	(144,983)	—	—	(144,983)	(147,863)	—	—	(147,863)
Other, net	(163,402)	(29,755)	29,755	(163,402)	(145,416)	(36,478)	35,529	(146,365)
Net cash provided by (used in) financing activities	(312,914)	196,746	61,943	(54,225)	(335,443)	66,959	68,354	(200,130)
Effect of exchange rate changes on cash and cash equivalents	(11,274)	593	—	(10,681)	(18,954)	(2,627)	—	(21,581)
Net change in cash and cash equivalents	(79,492)	17,077	—	(62,415)	(55,360)	3,063	—	(52,297)
Cash and cash equivalents at beginning of period	2,150,157	106,331	—	2,256,488	2,381,470	112,651	—	2,494,121
Cash and cash equivalents at end of period	2,070,665	123,408	—	2,194,073	2,326,110	115,714	—	2,441,824

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 32,087 million decrease for the fiscal nine months ended December 31, 2018, and a JPY 33,179 million decrease for the fiscal nine months ended December 31, 2019, respectively.