

CONSOLIDATED FINANCIAL SUMMARY 1
FOR THE FISCAL THIRD QUARTER AND THE FISCAL NINE MONTHS ENDED DECEMBER 31, 2018

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, 2017	3 months ended Dec. 31, 2018	change	%	9 months ended Dec. 31, 2017	9 months ended Dec. 31, 2018	change	%
Total	3,957,123	3,973,655	16,532	0.4	11,446,418	11,839,500	393,082	3.4
Japan	478,979	522,522	43,543	9.1	1,385,014	1,489,331	104,317	7.5
North America	2,113,158	2,124,978	11,820	0.6	6,057,481	6,314,780	257,299	4.2
Europe	150,225	145,083	(5,142)	(3.4)	479,656	469,050	(10,606)	(2.2)
Asia	990,855	960,488	(30,367)	(3.1)	2,856,662	2,918,947	62,285	2.2
Other Regions	223,906	220,584	(3,322)	(1.5)	667,605	647,392	(20,213)	(3.0)
Motorcycle Business	499,117	516,514	17,397	3.5	1,517,766	1,610,740	92,974	6.1
Japan	17,438	20,489	3,051	17.5	54,248	60,865	6,617	12.2
North America	39,510	41,421	1,911	4.8	137,005	139,156	2,151	1.6
Europe	22,728	25,946	3,218	14.2	99,192	115,353	16,161	16.3
Asia	341,061	351,399	10,338	3.0	1,002,024	1,071,091	69,067	6.9
Other Regions	78,380	77,259	(1,121)	(1.4)	225,297	224,275	(1,022)	(0.5)
Automobile Business	2,849,328	2,806,148	(43,180)	(1.5)	8,087,128	8,228,119	140,991	1.7
Japan	374,933	401,624	26,691	7.1	1,086,461	1,147,837	61,376	5.6
North America	1,593,396	1,573,152	(20,244)	(1.3)	4,447,098	4,580,166	133,068	3.0
Europe	112,901	104,466	(8,435)	(7.5)	333,838	305,019	(28,819)	(8.6)
Asia	636,538	595,921	(40,617)	(6.4)	1,814,835	1,805,104	(9,731)	(0.5)
Other Regions	131,560	130,985	(575)	(0.4)	404,896	389,993	(14,903)	(3.7)
Financial Services Business	523,558	560,305	36,747	7.0	1,595,750	1,746,285	150,535	9.4
Japan	62,237	71,583	9,346	15.0	182,389	211,534	29,145	16.0
North America	448,253	475,925	27,672	6.2	1,374,256	1,498,044	123,788	9.0
Europe	3,219	3,225	6	0.2	9,382	9,663	281	3.0
Asia	2,613	2,952	339	13.0	7,754	8,232	478	6.2
Other Regions	7,236	6,620	(616)	(8.5)	21,969	18,812	(3,157)	(14.4)
Power Product and Other Businesses	85,120	90,688	5,568	6.5	245,774	254,356	8,582	3.5
Japan	24,371	28,826	4,455	18.3	61,916	69,095	7,179	11.6
North America	31,999	34,480	2,481	7.8	99,122	97,414	(1,708)	(1.7)
Europe	11,377	11,446	69	0.6	37,244	39,015	1,771	4.8
Asia	10,643	10,216	(427)	(4.0)	32,049	34,520	2,471	7.7
Other Regions	6,730	5,720	(1,010)	(15.0)	15,443	14,312	(1,131)	(7.3)

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.

CONSOLIDATED FINANCIAL SUMMARY 2
FOR THE FISCAL NINE MONTHS ENDED DECEMBER 31, 2018

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

	Yen (millions)	
	Mar. 31, 2018	Dec. 31, 2018
Assets		
< Non-financial Services Businesses >		
Current assets:	5,057,683	5,003,100
Cash and cash equivalents	2,150,157	2,070,665
Trade receivables	806,610	687,650
Inventories	1,504,098	1,601,014
Other current assets	596,818	643,771
Non-current assets:	5,446,468	5,419,001
Investments accounted for using the equity method	679,517	666,587
Property, plant and equipment	3,056,015	2,966,284
Intangible assets	731,979	735,612
Other non-current assets	978,957	1,050,518
Total assets	10,504,151	10,422,101
< Finance Subsidiaries >		
Cash and cash equivalents	106,331	123,408
Receivables from financial services, current	1,841,869	1,874,865
Receivables from financial services, non-current	3,117,406	3,380,019
Equipment on operating leases	4,088,133	4,330,434
Other assets	255,504	235,373
Total assets	9,409,243	9,944,099
Reconciling items	(564,230)	(514,999)
Total assets	19,349,164	19,851,201
Liabilities and Equity		
< Non-financial Services Businesses >		
Current liabilities:	2,862,450	2,670,711
Trade payables	1,223,956	1,051,748
Financing liabilities	331,723	363,720
Other current liabilities	1,306,771	1,255,243
Non-current liabilities:	1,090,957	1,000,627
Financing liabilities	140,325	87,778
Retirement benefit liabilities	397,240	391,805
Other non-current liabilities	553,392	521,044
Total liabilities	3,953,407	3,671,338
< Finance Subsidiaries >		
Financing liabilities, current	2,719,074	2,875,676
Financing liabilities, non-current	3,741,466	3,910,998
Other liabilities	996,011	1,064,191
Total liabilities	7,456,551	7,850,865
Reconciling items	(294,889)	(241,765)
Total liabilities	11,115,069	11,280,438
Equity attributable to owners of the parent	7,933,538	8,286,540
Non-controlling interests	300,557	284,223
Total equity	8,234,095	8,570,763
Total liabilities and equity	19,349,164	19,851,201

CONSOLIDATED FINANCIAL SUMMARY 3
FOR THE FISCAL NINE MONTHS ENDED DECEMBER 31, 2018

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

	Yen (millions)							
	For the nine months ended Dec. 31, 2017				For the nine months ended Dec. 31, 2018			
	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	760,781	163,744	—	924,525	686,459	181,792	—	868,251
Depreciation, amortization and impairment losses excluding equipment on operating leases	528,412	2,818	—	531,230	515,611	2,775	—	518,386
Share of profit of investments accounted for using the equity method	(189,723)	—	—	(189,723)	(169,631)	—	—	(169,631)
Decrease (increase) in trade receivables	63,139	8,715	(14,624)	57,230	113,928	(2,284)	(5,653)	105,991
Decrease (increase) in inventories	(107,245)	2,492	—	(104,753)	(107,397)	2,389	—	(105,008)
Increase (decrease) in trade payables	(77,252)	(1,135)	5,808	(72,579)	(90,842)	5,496	117	(85,229)
Decrease (increase) in receivables from financial services	—	(121,636)	(68)	(121,704)	—	(165,192)	(18)	(165,210)
Decrease (increase) in equipment on operating leases	—	(136,548)	—	(136,548)	—	(141,291)	—	(141,291)
Dividends received	79,540	2	—	79,542	98,622	2	—	98,624
Other, net	(298,330)	(55,148)	8,910	(344,568)	(354,237)	(77,440)	5,453	(426,224)
Net cash provided by (used in) operating activities	759,322	(136,696)	26	622,652	692,513	(193,753)	(101)	498,659
Cash flows from investing activities:								
Payments for additions to property, plant and equipment	(318,266)	(191)	—	(318,457)	(316,416)	(165)	—	(316,581)
Payments for additions to and internally developed intangible assets	(111,116)	(1,590)	—	(112,706)	(134,305)	(1,810)	—	(136,115)
* Decrease (increase) in other financial assets	6,187	(1,695)	(17,999)	(13,507)	(13,348)	(14,666)	(32,087)	(60,101)
Other, net	12,570	788	—	13,358	16,252	377	—	16,629
Net cash provided by (used in) investing activities	(410,625)	(2,688)	(17,999)	(431,312)	(447,817)	(16,264)	(32,087)	(496,168)
Cash flows from financing activities:								
* Proceeds from (repayment of) short-term financing liabilities	9,425	158,149	17,946	185,520	28,972	159,053	32,181	220,206
* Proceeds from long-term financing liabilities	62,634	1,140,622	—	1,203,256	17,050	1,273,304	—	1,290,354
* Repayments of long-term financing liabilities	(70,481)	(1,157,821)	27	(1,228,275)	(50,551)	(1,205,856)	7	(1,256,400)
Dividends paid to owners of the parent	(129,764)	—	—	(129,764)	(144,983)	—	—	(144,983)
Other, net	(161,102)	—	—	(161,102)	(163,402)	—	—	(163,402)
Net cash provided by (used in) financing activities	(289,288)	140,950	17,973	(130,365)	(312,914)	226,501	32,188	(54,225)
Effect of exchange rate changes on cash and cash equivalents	41,858	1,676	—	43,534	(11,274)	593	—	(10,681)
Net change in cash and cash equivalents	101,267	3,242	—	104,509	(79,492)	17,077	—	(62,415)
Cash and cash equivalents at beginning of period	2,002,502	103,474	—	2,105,976	2,150,157	106,331	—	2,256,488
Cash and cash equivalents at end of period	2,103,769	106,716	—	2,210,485	2,070,665	123,408	—	2,194,073

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 17,999 million decrease for the fiscal nine months ended December 31, 2017, and a JPY 32,087 million decrease for the fiscal nine months ended December 31, 2018, respectively.