

## CONSOLIDATED FINANCIAL SUMMARY 1 FOR THE FISCAL FIRST QUARTER ENDED JUNE 30, 2017

### Sales revenue Breakdown by geographical markets based on the location of the external customers

Yen (millions)	First Quarter Results			
	3 months ended Jun. 30, 2016	3 months ended Jun. 30, 2017	change	%
<b>Total</b>	<b>3,471,730</b>	<b>3,713,096</b>	<b>241,366</b>	<b>7.0</b>
Japan	400,392	440,342	39,950	10.0
North America	1,968,815	2,007,860	39,045	2.0
Europe	173,302	169,488	- 3,814	- 2.2
Asia	728,224	869,975	141,751	19.5
Other Regions	200,997	225,431	24,434	12.2
<b>Motorcycle Business</b>	<b>432,404</b>	<b>508,540</b>	<b>76,136</b>	<b>17.6</b>
Japan	12,877	17,949	5,072	39.4
North America	46,416	48,764	2,348	5.1
Europe	37,753	45,655	7,902	20.9
Asia	264,188	319,077	54,889	20.8
Other Regions	71,170	77,095	5,925	8.3
<b>Automobile Business</b>	<b>2,498,985</b>	<b>2,589,935</b>	<b>90,950</b>	<b>3.6</b>
Japan	324,783	346,445	21,662	6.7
North America	1,486,126	1,462,948	- 23,178	- 1.6
Europe	117,736	105,772	- 11,964	- 10.2
Asia	451,205	537,686	86,481	19.2
Other Regions	119,135	137,084	17,949	15.1
<b>Financial Services Business</b>	<b>464,674</b>	<b>536,957</b>	<b>72,283</b>	<b>15.6</b>
Japan	48,277	59,697	11,420	23.7
North America	403,811	464,362	60,551	15.0
Europe	3,172	3,003	- 169	- 5.3
Asia	2,677	2,550	- 127	- 4.7
Other Regions	6,737	7,345	608	9.0
<b>Power Product and Other Businesses</b>	<b>75,667</b>	<b>77,664</b>	<b>1,997</b>	<b>2.6</b>
Japan	14,455	16,251	1,796	12.4
North America	32,462	31,786	- 676	- 2.1
Europe	14,641	15,058	417	2.8
Asia	10,154	10,662	508	5.0
Other Regions	3,955	3,907	- 48	- 1.2

Note:

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 First Quarter Financial Results.

## CONSOLIDATED FINANCIAL SUMMARY 2 FOR THE FISCAL FIRST QUARTER ENDED JUNE 30, 2017

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

	Yen (millions)	
	Mar. 31, 2017	Jun. 30, 2017
<b>Assets</b>		
<b>&lt; Non-financial Services Businesses &gt;</b>		
Current assets:	4,632,413	4,657,803
Cash and cash equivalents	2,002,502	1,925,768
Trade receivables	766,453	728,130
Inventories	1,341,104	1,427,951
Other current assets	522,354	575,954
Non-current assets:	5,529,523	5,536,979
Investments accounted for using the equity method	597,262	645,890
Property, plant and equipment	3,193,486	3,151,924
Intangible assets	766,959	754,408
Other non-current assets	971,816	984,757
<b>Total assets</b>	<b>10,161,936</b>	<b>10,194,782</b>
<b>&lt; Finance Subsidiaries &gt;</b>		
Cash and cash equivalents	103,474	93,650
Receivables from financial services, current	1,880,103	1,862,261
Receivables from financial services, non-current	3,070,676	3,116,306
Equipment on operating leases	4,104,663	4,164,365
Other assets	278,128	257,822
<b>Total assets</b>	<b>9,437,044</b>	<b>9,494,404</b>
Reconciling items	( 640,857)	( 644,875)
<b>Total assets</b>	<b>18,958,123</b>	<b>19,044,311</b>
<b>Liabilities and Equity</b>		
<b>&lt; Non-financial Services Businesses &gt;</b>		
Current liabilities:	2,831,878	2,735,149
Trade payables	1,190,106	1,090,744
Financing liabilities	349,130	351,255
Other current liabilities	1,292,642	1,293,150
Non-current liabilities:	1,095,366	1,099,455
Financing liabilities	128,508	128,048
Retirement benefit liabilities	487,080	437,445
Other non-current liabilities	479,778	533,962
<b>Total liabilities</b>	<b>3,927,244</b>	<b>3,834,604</b>
<b>&lt; Finance Subsidiaries &gt;</b>		
Financing liabilities, current	2,590,843	2,636,072
Financing liabilities, non-current	3,893,743	3,891,346
Other liabilities	1,338,816	1,316,733
<b>Total liabilities</b>	<b>7,823,402</b>	<b>7,844,151</b>
Reconciling items	( 362,149)	( 364,878)
<b>Total liabilities</b>	<b>11,388,497</b>	<b>11,313,877</b>
<b>Equity attributable to owners of the parent</b>	<b>7,295,296</b>	<b>7,471,894</b>
<b>Non-controlling interests</b>	<b>274,330</b>	<b>258,540</b>
<b>Total equity</b>	<b>7,569,626</b>	<b>7,730,434</b>
<b>Total liabilities and equity</b>	<b>18,958,123</b>	<b>19,044,311</b>

## CONSOLIDATED FINANCIAL SUMMARY 3 FOR THE FISCAL FIRST QUARTER ENDED JUNE 30, 2017

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

	Yen (millions)							
	For the three months ended Jun. 30, 2016				For the three months ended Jun. 30, 2017			
	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	233,368	55,124	—	288,492	279,426	55,599	—	335,025
Depreciation, amortization and impairment losses excluding equipment on operating leases	166,390	685	—	167,075	177,092	887	—	177,979
Share of profit of investments accounted for using the equity method	(27,222)	—	—	(27,222)	(52,948)	—	—	(52,948)
Decrease (increase) in trade receivables	98,724	(5,055)	(13)	93,656	43,493	4,932	(5,309)	43,116
Decrease (increase) in inventories	(7,759)	(11,981)	—	(19,740)	(81,456)	5,924	—	(75,532)
Increase (decrease) in trade payables	(88,448)	1,500	(4,042)	(90,990)	(54,489)	1,297	4,813	(48,379)
Decrease (increase) in receivables from financial services	—	27,161	(63)	27,098	—	(5,324)	(137)	(5,461)
Decrease (increase) in equipment on operating leases	—	(158,531)	—	(158,531)	—	(51,744)	—	(51,744)
Dividends received	20,362	—	—	20,362	20,726	—	—	20,726
Other, net	(117,027)	(15,850)	4,063	(128,814)	(147,288)	(19,338)	481	(166,145)
Net cash provided by (used in) operating activities	278,388	(106,947)	(55)	171,386	184,556	(7,767)	(152)	176,637
<b>Cash flows from investing activities:</b>								
Payments for additions to property, plant and equipment	(132,361)	(14)	—	(132,375)	(124,716)	23	—	(124,693)
Payments for additions to and internally developed intangible assets	(37,609)	(851)	—	(38,460)	(35,272)	(556)	—	(35,828)
* Decrease (increase) in other financial assets	(1,898)	(1,747)	(9,674)	(13,319)	(18,747)	(2,463)	143	(21,067)
Other, net	2,011	123	—	2,134	2,383	415	—	2,798
Net cash provided by (used in) investing activities	(169,857)	(2,489)	(9,674)	(182,020)	(176,352)	(2,581)	143	(178,790)
<b>Cash flows from financing activities:</b>								
* Proceeds from (repayment of) short-term financing liabilities	(9,077)	261,051	472	252,446	(6,454)	118,349	(13)	111,882
* Proceeds from long-term financing liabilities	11,450	214,750	—	226,200	3,348	209,485	—	212,833
* Repayments of long-term financing liabilities	(11,289)	(362,763)	9,257	(364,795)	(7,905)	(327,471)	22	(335,354)
Dividends paid to owners of the parent	(39,650)	—	—	(39,650)	(43,254)	—	—	(43,254)
Other, net	(21,484)	—	—	(21,484)	(34,655)	—	—	(34,655)
Net cash provided by (used in) financing activities	(70,050)	113,038	9,729	52,717	(88,920)	363	9	(88,548)
<b>Effect of exchange rate changes on cash and cash equivalents</b>	(119,444)	(7,288)	—	(126,732)	3,982	161	—	4,143
<b>Net change in cash and cash equivalents</b>	(80,963)	(3,686)	—	(84,649)	(76,734)	(9,824)	—	(86,558)
<b>Cash and cash equivalents at beginning of period</b>	1,666,899	90,557	—	1,757,456	2,002,502	103,474	—	2,105,976
<b>Cash and cash equivalents at end of period</b>	1,585,936	86,871	—	1,672,807	1,925,768	93,650	—	2,019,418

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 9,674 million decrease for the three months ended June 30, 2016, and a JPY 143 million increase for the three months ended June 30, 2017, respectively.