

CONSOLIDATED FINANCIAL SUMMARY 1
FOR THE FISCAL THIRD QUARTER ENDED DECEMBER 31, 2024

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

Yen (millions)	Third Quarter Results			
	Nine months ended Dec. 31, 2023	Nine months ended Dec. 31, 2024	change	%
Total	14,999,492	16,328,725	1,329,233	8.9
Japan	1,611,193	1,810,712	199,519	12.4
North America	8,634,720	9,783,478	1,148,758	13.3
Europe	652,217	659,129	6,912	1.1
Asia	3,232,472	3,066,708	(165,764)	(5.1)
Other Regions	868,890	1,008,698	139,808	16.1
Motorcycle Business	2,358,037	2,706,994	348,957	14.8
Japan	87,104	75,103	(12,001)	(13.8)
North America	248,104	269,564	21,460	8.6
Europe	251,914	275,473	23,559	9.4
Asia	1,327,841	1,559,242	231,401	17.4
Other Regions	443,074	527,612	84,538	19.1
Automobile Business	9,972,438	10,684,534	712,096	7.1
Japan	1,134,603	1,316,433	181,830	16.0
North America	6,278,459	7,180,031	901,572	14.4
Europe	333,250	321,043	(12,207)	(3.7)
Asia	1,851,770	1,449,492	(402,278)	(21.7)
Other Regions	374,356	417,535	43,179	11.5
Financial Services Business	2,386,150	2,659,673	273,523	11.5
Japan	320,248	349,725	29,477	9.2
North America	2,008,465	2,240,575	232,110	11.6
Europe	13,114	15,699	2,585	19.7
Asia	11,217	10,412	(805)	(7.2)
Other Regions	33,106	43,262	10,156	30.7
Power Products and Other Businesses	282,867	277,524	(5,343)	(1.9)
Japan	69,238	69,451	213	0.3
North America	99,692	93,308	(6,384)	(6.4)
Europe	53,939	46,914	(7,025)	(13.0)
Asia	41,644	47,562	5,918	14.2
Other Regions	18,354	20,289	1,935	10.5

Note:

For detailed information of principal products and services, and functions of each segment, please refer to [6] Notes to Condensed Consolidated Interim Financial Statements, [A] Segment Information in Fiscal Third Quarter Financial Results.

CONSOLIDATED FINANCIAL SUMMARY 2
FOR THE FISCAL THIRD QUARTER ENDED DECEMBER 31, 2024

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

	Yen (millions)	
	Mar. 31, 2024	Dec. 31, 2024
Assets		
< Non-financial Services Businesses >		
Current assets:	8,864,747	8,921,681
Cash and cash equivalents	4,624,669	4,656,177
Trade receivables	1,247,059	1,032,935
Inventories	2,433,670	2,499,570
Other current assets	559,349	732,999
Non-current assets:	7,391,416	7,398,359
Investments accounted for using the equity method	1,206,968	1,193,113
Property, plant and equipment	3,219,583	3,180,733
Intangible assets	989,898	1,051,870
Other non-current assets	1,974,967	1,972,643
Total assets	16,256,163	16,320,040
< Finance Subsidiaries >		
Cash and cash equivalents	329,896	304,848
Receivables from financial services, current	2,559,972	2,847,231
Receivables from financial services, non-current	5,616,676	6,342,851
Equipment on operating leases	5,202,768	5,776,949
Other assets	409,059	411,198
Total assets	14,118,371	15,683,077
Reconciling items	(600,384)	(628,967)
Total assets	29,774,150	31,374,150
Liabilities and Equity		
< Non-financial Services Businesses >		
Current liabilities:	4,166,406	3,960,908
Trade payables	1,541,036	1,365,034
Financing liabilities	525,426	531,571
Other current liabilities	2,099,944	2,064,303
Non-current liabilities:	1,872,621	1,905,139
Financing liabilities	337,582	345,697
Retirement benefit liabilities	272,576	289,242
Other non-current liabilities	1,262,463	1,270,200
Total liabilities	6,039,027	5,866,047
< Finance Subsidiaries >		
Financing liabilities, current	3,588,132	4,271,822
Financing liabilities, non-current	5,720,385	6,419,557
Other liabilities	1,658,846	1,706,315
Total liabilities	10,967,363	12,397,694
Reconciling items	(238,112)	(260,708)
Total liabilities	16,768,278	18,003,033
Equity attributable to owners of the parent	12,696,995	13,067,738
Non-controlling interests	308,877	303,379
Total equity	13,005,872	13,371,117
Total liabilities and equity	29,774,150	31,374,150

CONSOLIDATED FINANCIAL SUMMARY 3
FOR THE FISCAL THIRD QUARTER ENDED DECEMBER 31, 2024

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

	Yen (millions)							
	For the nine months ended Dec. 31, 2023				For the nine months ended Dec. 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	1,155,793	198,692	(89,961)	1,264,524	1,103,552	216,285	(94,278)	1,225,559
Depreciation, amortization and impairment losses excluding equipment on operating leases	599,997	3,370	—	603,367	544,539	3,431	—	547,970
Share of loss (profit) of investments accounted for using the equity method	(67,267)	—	—	(67,267)	27,265	—	—	27,265
Decrease (increase) in trade receivables	(87,317)	(8,177)	4,899	(90,595)	232,041	(320)	(713)	231,008
Decrease (increase) in inventories	(74,659)	(1,756)	—	(76,415)	(32,520)	1,385	—	(31,135)
Increase (decrease) in trade payables	(66,174)	9,337	(723)	(57,560)	(156,453)	7,595	439	(148,419)
Decrease (increase) in receivables from financial services	—	(1,151,463)	435	(1,151,028)	—	(786,001)	(259)	(786,260)
Decrease (increase) in equipment on operating leases	—	79,487	—	79,487	—	(484,806)	—	(484,806)
Dividends received	233,899	3	(89,961)	143,941	208,765	4	(94,082)	114,687
Other, net	(264,635)	(49,604)	87,504	(226,735)	(598,028)	(38,990)	94,473	(542,545)
Net cash provided by (used in) operating activities	1,429,637	(920,111)	(87,807)	421,719	1,329,161	(1,081,417)	(94,420)	153,324
Cash flows from investing activities:								
Payments for additions to property, plant and equipment	(228,806)	(301)	—	(229,107)	(328,733)	1,468	—	(327,265)
Payments for additions to and internally developed intangible assets	(162,058)	(1,565)	—	(163,623)	(228,799)	(2,226)	—	(231,025)
Decrease (increase) in other financial assets	(5,463)	(38,568)	2,113	(41,918)	(2,628)	(2,410)	2,021	(3,017)
Other, net	(106,714)	(59)	—	(106,773)	(75,292)	(175)	—	(75,467)
Net cash provided by (used in) investing activities	(503,041)	(40,493)	2,113	(541,421)	(635,452)	(3,343)	2,021	(636,774)
Cash flows from financing activities:								
Proceeds from (repayments of) short-term financing liabilities	36,800	114,845	(2,604)	149,041	(11,270)	363,417	(1,682)	350,465
Proceeds from long-term financing liabilities	(279)	2,420,956	—	2,420,677	926	2,559,561	—	2,560,487
Repayments of long-term financing liabilities	(3,171)	(1,487,537)	—	(1,490,708)	(1,270)	(1,768,312)	—	(1,769,582)
Dividends paid to owners of the parent	(241,865)	—	—	(241,865)	(347,805)	—	—	(347,805)
Other, net	(331,929)	(90,839)	88,298	(334,470)	(393,541)	(95,289)	94,081	(394,749)
Net cash provided by (used in) financing activities	(540,444)	957,425	85,694	502,675	(752,960)	1,059,377	92,399	398,816
Effect of exchange rate changes on cash and cash equivalents	144,257	14,231	—	158,488	90,759	335	—	91,094
Net change in cash and cash equivalents	530,409	11,052	—	541,461	31,508	(25,048)	—	6,460
Cash and cash equivalents at beginning of period	3,553,602	249,412	—	3,803,014	4,624,669	329,896	—	4,954,565
Cash and cash equivalents at end of period	4,084,011	260,464	—	4,344,475	4,656,177	304,848	—	4,961,025

CONSOLIDATED FINANCIAL SUMMARY 4
FOR THE FISCAL THIRD QUARTER ENDED DECEMBER 31, 2024

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

As of and for the nine months ended December 31, 2023

	Yen (millions)							
	Japan	North America	Europe	Asia	Other Regions	Total	Reconciling Items	Consolidated
Sales revenue:								
External customers	1,921,354	8,626,578	636,341	3,041,378	773,841	14,999,492	—	14,999,492
Inter-geographic areas	2,182,282	275,456	22,261	661,488	3,970	3,145,457	(3,145,457)	—
Total	4,103,636	8,902,034	658,602	3,702,866	777,811	18,144,949	(3,145,457)	14,999,492
Operating profit (loss)	316,628	406,785	26,663	289,485	112,253	1,151,814	(75,429)	1,076,385
Assets	5,624,226	15,677,200	869,452	3,835,488	886,703	26,893,069	536,687	27,429,756
Non-current assets other than financial instruments, deferred tax assets and net defined benefit assets	2,914,370	5,369,568	49,476	682,268	202,316	9,217,998	—	9,217,998

As of and for the nine months ended December 31, 2024

	Yen (millions)							
	Japan	North America	Europe	Asia	Other Regions	Total	Reconciling Items	Consolidated
Sales revenue:								
External customers	2,095,350	9,766,103	642,831	2,921,661	902,780	16,328,725	—	16,328,725
Inter-geographic areas	2,056,683	235,677	22,421	706,610	3,731	3,025,122	(3,025,122)	—
Total	4,152,033	10,001,780	665,252	3,628,271	906,511	19,353,847	(3,025,122)	16,328,725
Operating profit (loss)	236,596	473,431	13,854	334,256	132,401	1,190,538	(50,618)	1,139,920
Assets	5,894,786	19,280,136	960,725	4,049,339	1,055,062	31,240,048	134,102	31,374,150
Non-current assets other than financial instruments, deferred tax assets and net defined benefit assets	3,170,619	6,262,918	52,879	718,583	195,906	10,400,905	—	10,400,905

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 December 31, 2023 and 2024 amounted to JPY 1,410,833 million and JPY 1,095,540 million, respectively, which consist primarily of the Company's cash and cash equivalents and financial assets measured at fair value through other comprehensive income.