

CONSOLIDATED FINANCIAL SUMMARY 1
FOR THE FISCAL FIRST QUARTER ENDED JUNE 30, 2024

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

Yen (millions)	First Quarter Results			
	Three months ended Jun. 30, 2023	Three months ended Jun. 30, 2024	change	%
Total	4,624,996	5,404,858	779,862	16.9
Japan	457,201	564,972	107,771	23.6
North America	2,736,077	3,254,767	518,690	19.0
Europe	218,839	246,810	27,971	12.8
Asia	948,705	990,591	41,886	4.4
Other Regions	264,174	347,718	83,544	31.6
Motorcycle Business	756,955	937,687	180,732	23.9
Japan	28,923	24,030	(4,893)	(16.9)
North America	78,250	103,121	24,871	31.8
Europe	90,912	114,047	23,135	25.4
Asia	414,078	504,673	90,595	21.9
Other Regions	144,792	191,816	47,024	32.5
Automobile Business	2,992,339	3,434,612	442,273	14.8
Japan	306,440	404,441	98,001	32.0
North America	1,963,920	2,316,591	352,671	18.0
Europe	99,219	109,924	10,705	10.8
Asia	518,382	467,667	(50,715)	(9.8)
Other Regions	104,378	135,989	31,611	30.3
Financial Services Business	773,029	938,075	165,046	21.4
Japan	102,774	114,212	11,438	11.1
North America	652,989	801,362	148,373	22.7
Europe	3,700	4,944	1,244	33.6
Asia	3,858	3,475	(383)	(9.9)
Other Regions	9,708	14,082	4,374	45.1
Power Products and Other Businesses	102,673	94,484	(8,189)	(8.0)
Japan	19,064	22,289	3,225	16.9
North America	40,918	33,693	(7,225)	(17.7)
Europe	25,008	17,895	(7,113)	(28.4)
Asia	12,387	14,776	2,389	19.3
Other Regions	5,296	5,831	535	10.1

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 First Quarter Financial Results.

CONSOLIDATED FINANCIAL SUMMARY 2
FOR THE FISCAL FIRST QUARTER ENDED JUNE 30, 2024

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

	Yen (millions)	
	Mar. 31, 2024	Jun. 30, 2024
Assets		
< Non-financial Services Businesses >		
Current assets:	8,864,747	9,049,961
Cash and cash equivalents	4,624,669	4,666,799
Trade receivables	1,247,059	1,147,016
Inventories	2,433,670	2,660,732
Other current assets	559,349	575,414
Non-current assets:	7,391,416	7,624,978
Investments accounted for using the equity method	1,206,968	1,248,365
Property, plant and equipment	3,219,583	3,279,633
Intangible assets	989,898	1,033,813
Other non-current assets	1,974,967	2,063,167
Total assets	16,256,163	16,674,939
< Finance Subsidiaries >		
Cash and cash equivalents	329,896	310,464
Receivables from financial services, current	2,559,972	2,778,367
Receivables from financial services, non-current	5,616,676	6,200,507
Equipment on operating leases	5,202,768	5,541,058
Other assets	409,059	427,116
Total assets	14,118,371	15,257,512
Reconciling items	(600,384)	(620,479)
Total assets	29,774,150	31,311,972
Liabilities and Equity		
< Non-financial Services Businesses >		
Current liabilities:	4,166,406	4,038,835
Trade payables	1,541,036	1,406,052
Financing liabilities	525,426	567,208
Other current liabilities	2,099,944	2,065,575
Non-current liabilities:	1,872,621	1,941,120
Financing liabilities	337,582	355,195
Retirement benefit liabilities	272,576	290,871
Other non-current liabilities	1,262,463	1,295,054
Total liabilities	6,039,027	5,979,955
< Finance Subsidiaries >		
Financing liabilities, current	3,588,132	4,334,952
Financing liabilities, non-current	5,720,385	5,807,453
Other liabilities	1,658,846	1,730,953
Total liabilities	10,967,363	11,873,358
Reconciling items	(238,112)	(239,019)
Total liabilities	16,768,278	17,614,294
Equity attributable to owners of the parent	12,696,995	13,411,175
Non-controlling interests	308,877	286,503
Total equity	13,005,872	13,697,678
Total liabilities and equity	29,774,150	31,311,972

CONSOLIDATED FINANCIAL SUMMARY 3
FOR THE FISCAL FIRST QUARTER ENDED JUNE 30, 2024

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

	Yen (millions)							
	For the three months ended Jun. 30, 2023				For the three months ended Jun. 30, 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	446,558	70,029	(1,663)	514,924	488,966	70,508	—	559,474
Depreciation, amortization and impairment losses excluding equipment on operating leases	184,596	1,101	—	185,697	186,763	1,163	—	187,926
Share of profit of investments accounted for using the equity method	(42,853)	—	—	(42,853)	(1,434)	—	—	(1,434)
Decrease (increase) in trade receivables	130,197	3,892	337	134,426	141,370	(4,260)	(593)	136,517
Decrease (increase) in inventories	28,680	466	—	29,146	(103,723)	(4,823)	—	(108,546)
Increase (decrease) in trade payables	(177,869)	7,055	(247)	(171,061)	(166,360)	3,569	(1,779)	(164,570)
Decrease (increase) in receivables from financial services	—	(337,256)	134	(337,122)	—	(315,613)	364	(315,249)
Decrease (increase) in equipment on operating leases	—	45,052	—	45,052	—	(76,747)	—	(76,747)
Dividends received	37,995	—	(1,663)	36,332	51,024	—	—	51,024
Other, net	(208,559)	6,922	3,218	(198,419)	(337,943)	(14,051)	2,336	(349,658)
Net cash provided by (used in) operating activities	398,745	(202,739)	116	196,122	258,663	(340,254)	328	(81,263)
Cash flows from investing activities:								
Payments for additions to property, plant and equipment	(69,275)	67	—	(69,208)	(138,739)	(51)	—	(138,790)
Payments for additions to and internally developed intangible assets	(41,634)	(493)	—	(42,127)	(68,025)	(598)	—	(68,623)
Decrease (increase) in other financial assets	35,631	(14,565)	2,028	23,094	22,846	(11,127)	3,885	15,604
Other, net	(37,794)	(548)	—	(38,342)	(835)	44	—	(791)
Net cash provided by (used in) investing activities	(113,072)	(15,539)	2,028	(126,583)	(184,753)	(11,732)	3,885	(192,600)
Cash flows from financing activities:								
Proceeds from (repayments of) short-term financing liabilities	7,880	139,960	(2,144)	145,696	11,320	246,590	(4,213)	253,697
Proceeds from long-term financing liabilities	125	532,770	—	532,895	120	477,696	—	477,816
Repayments of long-term financing liabilities	(1,139)	(492,760)	—	(493,899)	(364)	(405,477)	—	(405,841)
Dividends paid to owners of the parent	(99,915)	—	—	(99,915)	(188,418)	—	—	(188,418)
Other, net	(97,663)	(1,879)	—	(99,542)	(54,958)	(348)	—	(55,306)
Net cash provided by (used in) financing activities	(190,712)	178,091	(2,144)	(14,765)	(232,300)	318,461	(4,213)	81,948
Effect of exchange rate changes on cash and cash equivalents	204,616	20,990	—	225,606	200,520	14,093	—	214,613
Net change in cash and cash equivalents	299,577	(19,197)	—	280,380	42,130	(19,432)	—	22,698
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	3,853,179	230,215	—	4,083,394	4,666,799	310,464	—	4,977,263

CONSOLIDATED FINANCIAL SUMMARY 4
FOR THE FISCAL FIRST QUARTER ENDED JUNE 30, 2024

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

As of and for the three months ended June 30, 2023

	Yen (millions)							
	Japan	North America	Europe	Asia	Other Regions	Total	Reconciling Items	Consolidated
Sales revenue:								
External customers	550,020	2,734,449	206,833	888,578	245,116	4,624,996	—	4,624,996
Inter-geographic areas	602,259	74,265	7,220	189,751	1,076	874,571	(874,571)	—
Total	1,152,279	2,808,714	214,053	1,078,329	246,192	5,499,567	(874,571)	4,624,996
Operating profit (loss)	102,727	167,684	11,830	96,407	33,420	412,068	(17,621)	394,447
Assets	5,365,771	15,143,368	708,392	3,913,101	812,978	25,943,610	529,747	26,473,357
Non-current assets other than financial instruments, deferred tax assets and net defined benefit assets	2,910,607	5,609,316	50,514	714,891	205,166	9,490,494	—	9,490,494

As of and for the three months ended June 30, 2024

	Yen (millions)							
	Japan	North America	Europe	Asia	Other Regions	Total	Reconciling Items	Consolidated
Sales revenue:								
External customers	653,895	3,250,847	242,208	939,242	318,666	5,404,858	—	5,404,858
Inter-geographic areas	701,586	78,873	7,673	230,143	762	1,019,037	(1,019,037)	—
Total	1,355,481	3,329,720	249,881	1,169,385	319,428	6,423,895	(1,019,037)	5,404,858
Operating profit (loss)	130,532	205,062	1,884	126,014	51,120	514,612	(29,907)	484,705
Assets	5,875,011	18,981,579	1,025,639	4,090,806	1,055,692	31,028,727	283,245	31,311,972
Non-current assets other than financial instruments, deferred tax assets and net defined benefit assets	3,082,998	6,157,609	56,903	737,543	215,274	10,250,327	—	10,250,327

Notes:

- 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
- Sales revenues between geographic areas are generally made at values that approximate arm's-length prices.
- 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 June 30, 2023 and 2024 amounted to JPY 1,276,238 million and JPY 1,330,698 million, respectively, which consist primarily of the Company's cash and cash equivalents and financial assets measured at fair value through other comprehensive income.