

CONSOLIDATED FINANCIAL SUMMARY 1 FOR THE FISCAL THIRD QUARTER AND THE FISCAL NINE MONTHS ENDED DECEMBER 31, 2015

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, 2014	3 months ended Dec. 31, 2015	change	%	9 months ended Dec. 31, 2014	9 months ended Dec. 31, 2015	change	%
Total	3,497,906	3,617,223	119,317	3.4	9,836,584	10,943,262	1,106,678	11.3
Japan	401,592	412,087	10,495	2.6	1,297,330	1,264,707	- 32,623	- 2.5
North America	1,882,427	2,025,267	142,840	7.6	5,081,923	6,125,361	1,043,438	20.5
Europe	153,219	160,563	7,344	4.8	487,657	479,778	- 7,879	- 1.6
Asia	764,781	799,221	34,440	4.5	2,113,691	2,347,545	233,854	11.1
Other Regions	295,887	220,085	- 75,802	- 25.6	855,983	725,871	- 130,112	- 15.2
Motorcycle Business	472,783	442,182	- 30,601	- 6.5	1,332,035	1,368,176	36,141	2.7
Japan	18,237	15,576	- 2,661	- 14.6	55,451	50,101	- 5,350	- 9.6
North America	39,773	42,915	3,142	7.9	105,752	128,971	23,219	22.0
Europe	21,407	20,113	- 1,294	- 6.0	84,620	85,125	505	0.6
Asia	280,599	288,694	8,095	2.9	742,464	842,596	100,132	13.5
Other Regions	112,767	74,884	- 37,883	- 33.6	343,748	261,383	- 82,365	- 24.0
Automobile Business	2,566,652	2,652,491	85,839	3.3	7,171,380	7,950,031	778,651	10.9
Japan	331,756	333,263	1,507	0.5	1,104,355	1,029,540	- 74,815	- 6.8
North America	1,481,332	1,565,828	84,496	5.7	3,916,123	4,689,328	773,205	19.7
Europe	114,859	123,598	8,739	7.6	349,548	342,179	- 7,369	- 2.1
Asia	471,396	497,187	25,791	5.5	1,332,547	1,463,204	130,657	9.8
Other Regions	167,309	132,615	- 34,694	- 20.7	468,807	425,780	- 43,027	- 9.2
Financial Service Business	381,096	444,590	63,494	16.7	1,104,558	1,380,268	275,710	25.0
Japan	26,343	41,248	14,905	56.6	72,896	118,035	45,139	61.9
North America	338,864	389,733	50,869	15.0	986,555	1,219,285	232,730	23.6
Europe	3,932	4,013	81	2.1	11,214	12,168	954	8.5
Asia	3,424	3,098	- 326	- 9.5	8,659	9,670	1,011	11.7
Other Regions	8,533	6,498	- 2,035	- 23.8	25,234	21,110	- 4,124	- 16.3
Power Product and Other Businesses	77,375	77,960	585	0.8	228,611	244,787	16,176	7.1
Japan	25,256	22,000	- 3,256	- 12.9	64,628	67,031	2,403	3.7
North America	22,458	26,791	4,333	19.3	73,493	87,777	14,284	19.4
Europe	13,021	12,839	- 182	- 1.4	42,275	40,306	- 1,969	- 4.7
Asia	9,362	10,242	880	9.4	30,021	32,075	2,054	6.8
Other Regions	7,278	6,088	- 1,190	- 16.4	18,194	17,598	- 596	- 3.3

Note: For detailed information of principal products and services, and functions of each segment, please refer to Fiscal Third Quarter Financial Results "[6] Segment Information."

CONSOLIDATED FINANCIAL SUMMARY 2 FOR THE FISCAL NINE MONTHS ENDED DECEMBER 31, 2015

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

	Yen (millions)	
	Mar. 31, 2015	Dec. 31, 2015
Assets		
< Non-financial Services Businesses >		
Current assets:	4,483,938	4,291,533
Cash and cash equivalents	1,378,534	1,535,338
Trade receivables	833,910	704,346
Inventories	1,486,140	1,382,357
Other current assets	785,354	669,492
Non-current assets:	5,624,166	5,646,692
Investments accounted for using the equity method	614,975	621,277
Property, plant and equipment	3,179,323	3,176,956
Intangible assets	750,893	804,970
Other non-current assets	1,078,975	1,043,489
Total assets	10,108,104	9,938,225
< Finance Subsidiaries >		
Cash and cash equivalents	93,196	98,115
Receivables from financial services, current	2,099,944	1,979,900
Receivables from financial services, non-current	3,586,272	3,328,566
Equipment on operating leases	3,335,367	3,741,841
Other assets	203,766	283,485
Total assets	9,318,545	9,431,907
Reconciling items	(1,000,812)	(781,887)
Total assets	18,425,837	18,588,245
Liabilities and Equity		
< Non-financial Services Businesses >		
Current liabilities:	2,745,267	2,482,861
Trade payables	1,165,664	996,980
Financing liabilities	443,216	339,942
Other current liabilities	1,136,387	1,145,939
Non-current liabilities:	1,168,262	1,250,628
Financing liabilities	149,404	200,620
Retirement benefit liabilities	585,757	583,937
Other non-current liabilities	433,101	466,071
Total liabilities	3,913,529	3,733,489
< Finance Subsidiaries >		
Financing liabilities, current	2,854,243	2,890,640
Financing liabilities, non-current	3,795,584	3,710,260
Other liabilities	1,176,496	1,236,574
Total liabilities	7,826,323	7,837,474
Reconciling items	(696,836)	(487,242)
Total liabilities	11,043,016	11,083,721
Equity attributable to owners of the parent	7,108,627	7,237,298
Non-controlling interests	274,194	267,226
Total equity	7,382,821	7,504,524
Total liabilities and equity	18,425,837	18,588,245

CONSOLIDATED FINANCIAL SUMMARY 3 FOR THE FISCAL NINE MONTHS ENDED DECEMBER 31, 2015

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

	Yen (millions)							
	For the nine months ended Dec. 31, 2014				For the nine months ended Dec. 31, 2015			
	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	536,808	161,770	—	698,578	531,057	163,099	—	694,156
Depreciation, amortization and impairment losses excluding equipment on operating leases	453,485	2,150	—	455,635	491,693	2,143	—	493,836
Share of profit of investments accounted for using the equity method	(78,143)	—	—	(78,143)	(117,611)	—	—	(117,611)
Decrease (increase) in trade receivables	63,388	1,928	(5,391)	59,925	69,914	2,411	(12,230)	60,095
Decrease (increase) in inventories	(19,949)	(3,994)	—	(23,943)	52,940	(1,920)	—	51,020
Increase (decrease) in trade payables	(103,160)	(413)	200	(103,373)	(54,899)	1,605	2,247	(51,047)
Decrease (increase) in receivables from financial services	—	160,983	(62)	160,921	—	327,888	155	328,043
Decrease (increase) in equipment on operating leases	—	(401,199)	—	(401,199)	—	(424,387)	—	(424,387)
Dividends received	76,887	2	—	76,889	61,431	2	—	61,433
Other, net	(241,837)	(47,257)	5,163	(283,931)	(83,968)	(62,775)	9,860	(136,883)
Net cash provided by (used in) operating activities	687,479	(126,030)	(90)	561,359	950,557	8,066	32	958,655
Cash flows from investing activities:								
Payments for additions to property, plant and equipment	(455,697)	(273)	—	(455,970)	(484,764)	(547)	—	(485,311)
Payments for additions to and internally developed intangible assets	(158,389)	(2,390)	—	(160,779)	(174,198)	(3,156)	—	(177,354)
* Decrease (increase) in other financial assets	80,536	4,498	(80,786)	4,248	136,297	(1,946)	(172,558)	(38,207)
Other, net	22,607	3,382	—	25,989	15,832	2,175	—	18,007
Net cash provided by (used in) investing activities	(510,943)	5,217	(80,786)	(586,512)	(506,833)	(3,474)	(172,558)	(682,865)
Cash flows from financing activities:								
* Proceeds from (repayment of) short-term financing liabilities	66,326	47,258	80,721	194,305	(54,756)	(387,913)	168,913	(273,756)
* Proceeds from long-term financing liabilities	44,419	1,028,579	(34)	1,072,964	100,318	1,313,453	—	1,413,771
* Repayments of long-term financing liabilities	(96,784)	(894,204)	189	(990,799)	(82,006)	(923,244)	3,613	(1,001,637)
Dividends paid to owners of the parent	(118,951)	—	—	(118,951)	(118,950)	—	—	(118,950)
Other, net	(56,410)	—	—	(56,410)	(68,222)	(1)	—	(68,223)
Net cash provided by (used in) financing activities	(161,400)	181,633	80,876	101,109	(223,616)	2,295	172,526	(48,795)
Effect of exchange rate changes on cash and cash equivalents	103,606	11,011	—	114,617	(63,304)	(1,968)	—	(65,272)
Net change in cash and cash equivalents	118,742	71,831	—	190,573	156,804	4,919	—	161,723
Cash and cash equivalents at beginning of period	1,171,990	21,594	—	1,193,584	1,378,534	93,196	—	1,471,730
Cash and cash equivalents at end of period	1,290,732	93,425	—	1,384,157	1,535,338	98,115	—	1,633,453

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 80,786 million decrease for the fiscal nine months ended December 31, 2014, and a JPY 172,558 million decrease for the fiscal nine months ended December 31, 2015, respectively.