

CONSOLIDATED FINANCIAL SUMMARY 1 FOR THE FISCAL FIRST QUARTER ENDED JUNE 30, 2016

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

Yen (millions)	First Quarter Results			
	3 months ended Jun. 30, 2015	3 months ended Jun. 30, 2016	change	%
Total	3,704,762	3,471,730	- 233,032	- 6.3
Japan	400,324	400,392	68	0.0
North America	2,096,452	1,968,815	- 127,637	- 6.1
Europe	153,104	173,302	20,198	13.2
Asia	783,491	728,224	- 55,267	- 7.1
Other Regions	271,391	200,997	- 70,394	- 25.9
Motorcycle Business	472,703	432,404	- 40,299	- 8.5
Japan	16,998	12,877	- 4,121	- 24.2
North America	44,914	46,416	1,502	3.3
Europe	36,071	37,753	1,682	4.7
Asia	271,151	264,188	- 6,963	- 2.6
Other Regions	103,569	71,170	- 32,399	- 31.3
Automobile Business	2,675,887	2,498,985	- 176,902	- 6.6
Japan	330,330	324,783	- 5,547	- 1.7
North America	1,595,894	1,486,126	- 109,768	- 6.9
Europe	97,560	117,736	20,176	20.7
Asia	497,664	451,205	- 46,459	- 9.3
Other Regions	154,439	119,135	- 35,304	- 22.9
Financial Service Business	473,672	464,674	- 8,998	- 1.9
Japan	36,945	48,277	11,332	30.7
North America	421,324	403,811	- 17,513	- 4.2
Europe	3,995	3,172	- 823	- 20.6
Asia	3,478	2,677	- 801	- 23.0
Other Regions	7,930	6,737	- 1,193	- 15.0
Power Product and Other Businesses	82,500	75,667	- 6,833	- 8.3
Japan	16,051	14,455	- 1,596	- 9.9
North America	34,320	32,462	- 1,858	- 5.4
Europe	15,478	14,641	- 837	- 5.4
Asia	11,198	10,154	- 1,044	- 9.3
Other Regions	5,453	3,955	- 1,498	- 27.5

Note: For detailed information of principal products and services, and functions of each segment, please refer to Fiscal First Quarter Financial Results

"[6] Segment Information."

CONSOLIDATED FINANCIAL SUMMARY 2 FOR THE FISCAL FIRST QUARTER ENDED JUNE 30, 2016

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

	Yen (millions)	
	Mar. 31, 2016	Jun. 30, 2016
Assets		
< Non-financial Services Businesses >		
Current assets:	4,382,596	4,033,398
Cash and cash equivalents	1,666,899	1,585,936
Trade receivables	835,291	690,708
Inventories	1,294,608	1,202,148
Other current assets	585,798	554,606
Non-current assets:	5,570,825	5,249,549
Investments accounted for using the equity method	593,002	569,617
Property, plant and equipment	3,131,624	2,957,474
Intangible assets	814,522	796,376
Other non-current assets	1,031,677	926,082
Total assets	9,953,421	9,282,947
< Finance Subsidiaries >		
Cash and cash equivalents	90,557	86,871
Receivables from financial services, current	1,927,378	1,766,576
Receivables from financial services, non-current	3,083,478	2,830,669
Equipment on operating leases	3,678,111	3,555,648
Other assets	292,350	298,549
Total assets	9,071,874	8,538,313
Reconciling items	(796,001)	(718,599)
Total assets	18,229,294	17,102,661
Liabilities and Equity		
< Non-financial Services Businesses >		
Current liabilities:	2,842,994	2,539,904
Trade payables	1,138,349	953,865
Financing liabilities	313,515	277,529
Other current liabilities	1,391,130	1,308,510
Non-current liabilities:	1,325,514	1,189,833
Financing liabilities	181,830	162,859
Retirement benefit liabilities	653,575	629,224
Other non-current liabilities	490,109	397,750
Total liabilities	4,168,508	3,729,737
< Finance Subsidiaries >		
Financing liabilities, current	2,769,802	2,765,798
Financing liabilities, non-current	3,556,228	3,189,218
Other liabilities	1,217,764	1,150,336
Total liabilities	7,543,794	7,105,352
Reconciling items	(514,796)	(459,359)
Total liabilities	11,197,506	10,375,730
Equity attributable to owners of the parent	6,761,433	6,496,983
Non-controlling interests	270,355	229,948
Total equity	7,031,788	6,726,931
Total liabilities and equity	18,229,294	17,102,661

CONSOLIDATED FINANCIAL SUMMARY 3 FOR THE FISCAL FIRST QUARTER ENDED JUNE 30, 2016

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

	Yen (millions)							
	For the three months ended Jun. 30, 2015				For the three months ended Jun. 30, 2016			
	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	227,637	54,690	—	282,327	233,368	55,124	—	288,492
Depreciation, amortization and impairment losses excluding equipment on operating leases	160,302	707	—	161,009	166,390	685	—	167,075
Share of profit of investments accounted for using the equity method	(38,315)	—	—	(38,315)	(27,222)	—	—	(27,222)
Decrease (increase) in trade receivables	(14,409)	(10,887)	6,959	(18,337)	98,724	(5,055)	(13)	93,656
Decrease (increase) in inventories	69,241	(1,473)	—	67,768	(7,759)	(11,981)	—	(19,740)
Increase (decrease) in trade payables	13,413	1,607	(11,221)	3,799	(88,448)	1,500	(4,042)	(90,990)
Decrease (increase) in receivables from financial services	—	104,378	24	104,402	—	27,161	(63)	27,098
Decrease (increase) in equipment on operating leases	—	(158,340)	—	(158,340)	—	(158,531)	—	(158,531)
Dividends received	17,833	—	—	17,833	20,362	—	—	20,362
Other, net	(8,873)	(1,628)	4,251	(6,250)	(117,027)	(15,850)	4,063	(128,814)
Net cash provided by (used in) operating activities	426,829	(10,946)	13	415,896	278,388	(106,947)	(55)	171,386
Cash flows from investing activities:								
Payments for additions to property, plant and equipment	(187,174)	(17)	—	(187,191)	(132,361)	(14)	—	(132,375)
Payments for additions to and internally developed intangible assets	(60,823)	(818)	—	(61,641)	(37,609)	(851)	—	(38,460)
* Decrease (increase) in other financial assets	61,279	6,264	(73,506)	(5,963)	(1,898)	(1,747)	(9,674)	(13,319)
Other, net	10,119	964	—	11,083	2,011	123	—	2,134
Net cash provided by (used in) investing activities	(176,599)	6,393	(73,506)	(243,712)	(169,857)	(2,489)	(9,674)	(182,020)
Cash flows from financing activities:								
* Proceeds from (repayment of) short-term financing liabilities	(17,432)	(38,067)	73,443	17,944	(9,077)	261,051	472	252,446
* Proceeds from long-term financing liabilities	5,177	244,281	—	249,458	11,450	214,750	—	226,200
* Repayments of long-term financing liabilities	(12,568)	(203,432)	50	(215,950)	(11,289)	(362,763)	9,257	(364,795)
Dividends paid to owners of the parent	(39,650)	—	—	(39,650)	(39,650)	—	—	(39,650)
Other, net	(23,402)	(1)	—	(23,403)	(21,484)	—	—	(21,484)
Net cash provided by (used in) financing activities	(87,875)	2,781	73,493	(11,601)	(70,050)	113,038	9,729	52,717
Effect of exchange rate changes on cash and cash equivalents	16,395	2,225	—	18,620	(119,444)	(7,288)	—	(126,732)
Net change in cash and cash equivalents	178,750	453	—	179,203	(80,963)	(3,686)	—	(84,649)
Cash and cash equivalents at beginning of period	1,378,534	93,196	—	1,471,730	1,666,899	90,557	—	1,757,456
Cash and cash equivalents at end of period	1,557,284	93,649	—	1,650,933	1,585,936	86,871	—	1,672,807

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 repayment of long-term financing liabilities (marked by *). The amount of the loans to finance subsidiaries is a JPY 73,506 million decrease for the three months ended June 30, 2015, and a JPY 9,674 million decrease for the fiscal three months ended June 30, 2016, respectively.