

## CONSOLIDATED FINANCIAL SUMMARY 1 FOR THE FISCAL FOURTH QUARTER AND THE FISCAL YEAR ENDED MARCH 31, 2017

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

Yen (millions)	Fourth Quarter Results				Fiscal Year Results			
	3 months ended Mar. 31, 2016	3 months ended Mar. 31, 2017	change	%	Year ended Mar. 31, 2016	Year ended Mar. 31, 2017	change	%
<b>Total</b>	<b>3,657,889</b>	<b>3,763,434</b>	<b>105,545</b>	<b>2.9</b>	<b>14,601,151</b>	<b>13,999,200</b>	<b>- 601,951</b>	<b>- 4.1</b>
Japan	489,460	494,758	5,298	1.1	1,754,167	1,799,772	45,605	2.6
North America	1,988,749	1,984,143	- 4,606	- 0.2	8,114,110	7,618,025	- 496,085	- 6.1
Europe	213,820	194,797	- 19,023	- 8.9	693,598	639,248	- 54,350	- 7.8
Asia	776,522	848,380	71,858	9.3	3,124,067	3,085,699	- 38,368	- 1.2
Other Regions	189,338	241,356	52,018	27.5	915,209	856,456	- 58,753	- 6.4
<b>Motorcycle Business</b>	<b>437,253</b>	<b>453,755</b>	<b>16,502</b>	<b>3.8</b>	<b>1,805,429</b>	<b>1,716,165</b>	<b>- 89,264</b>	<b>- 4.9</b>
Japan	16,776	17,002	226	1.3	66,877	62,769	- 4,108	- 6.1
North America	57,094	47,106	- 9,988	- 17.5	186,065	168,015	- 18,050	- 9.7
Europe	39,896	40,589	693	1.7	125,021	118,295	- 6,726	- 5.4
Asia	265,073	277,555	12,482	4.7	1,107,669	1,088,138	- 19,531	- 1.8
Other Regions	58,414	71,503	13,089	22.4	319,797	278,948	- 40,849	- 12.8
<b>Automobile Business</b>	<b>2,675,374</b>	<b>2,691,069</b>	<b>15,695</b>	<b>0.6</b>	<b>10,625,405</b>	<b>10,086,816</b>	<b>- 538,589</b>	<b>- 5.1</b>
Japan	410,419	407,659	- 2,760	- 0.7	1,439,959	1,453,460	13,501	0.9
North America	1,497,437	1,442,059	- 55,378	- 3.7	6,186,765	5,704,213	- 482,552	- 7.8
Europe	149,025	127,200	- 21,825	- 14.6	491,204	450,757	- 40,447	- 8.2
Asia	499,297	557,744	58,447	11.7	1,962,501	1,948,102	- 14,399	- 0.7
Other Regions	119,196	156,407	37,211	31.2	544,976	530,284	- 14,692	- 2.7
<b>Financial Service Business</b>	<b>455,337</b>	<b>517,716</b>	<b>62,379</b>	<b>13.7</b>	<b>1,835,605</b>	<b>1,878,094</b>	<b>42,489</b>	<b>2.3</b>
Japan	44,021	52,326	8,305	18.9	162,056	210,914	48,858	30.1
North America	399,916	451,894	51,978	13.0	1,619,201	1,616,234	- 2,967	- 0.2
Europe	2,322	3,165	843	36.3	14,490	12,100	- 2,390	- 16.5
Asia	2,945	2,736	- 209	- 7.1	12,615	10,556	- 2,059	- 16.3
Other Regions	6,133	7,595	1,462	23.8	27,243	28,290	1,047	3.8
<b>Power Product and Other Businesses</b>	<b>89,925</b>	<b>100,894</b>	<b>10,969</b>	<b>12.2</b>	<b>334,712</b>	<b>318,125</b>	<b>- 16,587</b>	<b>- 5.0</b>
Japan	18,244	17,771	- 473	- 2.6	85,275	72,629	- 12,646	- 14.8
North America	34,302	43,084	8,782	25.6	122,079	129,563	7,484	6.1
Europe	22,577	23,843	1,266	5.6	62,883	58,096	- 4,787	- 7.6
Asia	9,207	10,345	1,138	12.4	41,282	38,903	- 2,379	- 5.8
Other Regions	5,595	5,851	256	4.6	23,193	18,934	- 4,259	- 18.4

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

## CONSOLIDATED FINANCIAL SUMMARY 2 FOR THE FISCAL YEAR ENDED MARCH 31, 2017

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

	Yen (millions)	
	Mar. 31, 2016	Mar. 31, 2017
<b>Assets</b>		
<b>&lt; Non-financial Services Businesses &gt;</b>		
Current assets:	4,382,596	4,632,413
Cash and cash equivalents	1,666,899	2,002,502
Trade receivables	835,291	766,453
Inventories	1,294,608	1,341,104
Other current assets	585,798	522,354
Non-current assets:	5,570,825	5,529,523
Investments accounted for using the equity method	593,002	597,262
Property, plant and equipment	3,131,624	3,193,486
Intangible assets	814,522	766,959
Other non-current assets	1,031,677	971,816
<b>Total assets</b>	<b>9,953,421</b>	<b>10,161,936</b>
<b>&lt; Finance Subsidiaries &gt;</b>		
Cash and cash equivalents	90,557	103,474
Receivables from financial services, current	1,927,378	1,880,103
Receivables from financial services, non-current	3,083,478	3,070,676
Equipment on operating leases	3,678,111	4,104,663
Other assets	292,350	278,128
<b>Total assets</b>	<b>9,071,874</b>	<b>9,437,044</b>
Reconciling items	( 796,001)	( 640,857)
<b>Total assets</b>	<b>18,229,294</b>	<b>18,958,123</b>
<b>Liabilities and Equity</b>		
<b>&lt; Non-financial Services Businesses &gt;</b>		
Current liabilities:	2,842,994	2,831,878
Trade payables	1,138,349	1,190,106
Financing liabilities	313,515	349,130
Other current liabilities	1,391,130	1,292,642
Non-current liabilities:	1,325,514	1,095,366
Financing liabilities	181,830	128,508
Retirement benefit liabilities	653,575	487,080
Other non-current liabilities	490,109	479,778
<b>Total liabilities</b>	<b>4,168,508</b>	<b>3,927,244</b>
<b>&lt; Finance Subsidiaries &gt;</b>		
Financing liabilities, current	2,769,802	2,590,843
Financing liabilities, non-current	3,556,228	3,893,743
Other liabilities	1,217,764	1,338,816
<b>Total liabilities</b>	<b>7,543,794</b>	<b>7,823,402</b>
Reconciling items	( 514,796)	( 362,149)
<b>Total liabilities</b>	<b>11,197,506</b>	<b>11,388,497</b>
<b>Equity attributable to owners of the parent</b>	<b>6,761,433</b>	<b>7,295,296</b>
<b>Non-controlling interests</b>	<b>270,355</b>	<b>274,330</b>
<b>Total equity</b>	<b>7,031,788</b>	<b>7,569,626</b>
<b>Total liabilities and equity</b>	<b>18,229,294</b>	<b>18,958,123</b>

## CONSOLIDATED FINANCIAL SUMMARY 3 FOR THE FISCAL YEAR ENDED MARCH 31, 2017

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

	Yen (millions)							
	For the fiscal year ended Mar. 31, 2016				For the fiscal year ended Mar. 31, 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	419,309	216,141	—	635,450	828,955	178,031	—	1,006,986
Depreciation, amortization and impairment losses excluding equipment on operating leases	657,856	2,858	—	660,714	671,470	2,859	—	674,329
Share of profit of investments accounted for using the equity method	(126,001)	—	—	(126,001)	(164,793)	—	—	(164,793)
Decrease (increase) in trade receivables	(83,670)	(3,601)	(902)	(88,173)	52,030	(12,291)	9,478	49,217
Decrease (increase) in inventories	73,943	(7,538)	—	66,405	(68,699)	(3,445)	—	(72,144)
Increase (decrease) in trade payables	103,276	4,608	(2,695)	105,189	11,468	(393)	1,924	12,999
Decrease (increase) in receivables from financial services	—	354,147	206	354,353	—	40,646	(121)	40,525
Decrease (increase) in equipment on operating leases	—	(558,826)	—	(558,826)	—	(435,503)	—	(435,503)
Dividends received	105,475	2	—	105,477	121,768	2	—	121,770
Other, net	280,338	(47,443)	3,512	236,407	(372,859)	37,245	(12,699)	(348,313)
Net cash provided by (used in) operating activities	1,430,526	(39,652)	121	1,390,995	1,079,340	(192,849)	(1,418)	885,073
<b>Cash flows from investing activities:</b>								
Payments for additions to property, plant and equipment	(634,457)	(719)	—	(635,176)	(493,710)	(422)	—	(494,132)
Payments for additions to and internally developed intangible assets	(232,393)	(4,390)	—	(236,783)	(139,933)	(3,387)	—	(143,320)
* Decrease (increase) in other financial assets	135,263	(1,918)	(161,692)	(28,347)	91,622	(5,752)	(130,572)	(44,702)
Other, net	22,499	2,730	—	25,229	30,610	926	—	31,536
Net cash provided by (used in) investing activities	(709,088)	(4,297)	(161,692)	(875,077)	(511,411)	(8,635)	(130,572)	(650,618)
<b>Cash flows from financing activities:</b>								
* Proceeds from (repayment of) short-term financing liabilities	(64,922)	(488,127)	146,960	(406,089)	25,148	(63,243)	116,330	78,235
* Proceeds from long-term financing liabilities	120,484	1,706,507	—	1,826,991	42,182	1,860,266	—	1,902,448
* Repayments of long-term financing liabilities	(113,463)	(1,168,438)	14,611	(1,267,290)	(55,892)	(1,582,371)	15,660	(1,622,603)
Dividends paid to owners of the parent	(158,601)	—	—	(158,601)	(162,205)	—	—	(162,205)
Other, net	(90,310)	—	—	(90,310)	(80,452)	—	—	(80,452)
Net cash provided by (used in) financing activities	(306,812)	49,942	161,571	(95,299)	(231,219)	214,652	131,990	115,423
<b>Effect of exchange rate changes on cash and cash equivalents</b>	(126,261)	(8,632)	—	(134,893)	(1,107)	(251)	—	(1,358)
<b>Net change in cash and cash equivalents</b>	288,365	(2,639)	—	285,726	335,603	12,917	—	348,520
<b>Cash and cash equivalents at beginning of period</b>	1,378,534	93,196	—	1,471,730	1,666,899	90,557	—	1,757,456
<b>Cash and cash equivalents at end of period</b>	1,666,899	90,557	—	1,757,456	2,002,502	103,474	—	2,105,976

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 161,692 million decrease for the fiscal year ended March 31, 2016, and a JPY 130,572 million decrease for the fiscal year ended March 31, 2017, respectively.