

## CONSOLIDATED FINANCIAL SUMMARY 1

### FOR THE FISCAL SECOND QUARTER AND THE FISCAL FIRST HALF ENDED SEPTEMBER 30, 2017

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

Yen (millions)	Second Quarter Results				First Half Results			
	3 months ended Sep. 30, 2016	3 months ended Sep. 30, 2017	change	%	6 months ended Sep. 30, 2016	6 months ended Sep. 30, 2017	change	%
<b>Total</b>	<b>3,262,968</b>	<b>3,776,199</b>	<b>513,231</b>	<b>15.7</b>	<b>6,734,698</b>	<b>7,489,295</b>	<b>754,597</b>	<b>11.2</b>
Japan	440,996	465,693	24,697	5.6	841,388	906,035	64,647	7.7
North America	1,737,019	1,936,463	199,444	11.5	3,705,834	3,944,323	238,489	6.4
Europe	139,052	159,943	20,891	15.0	312,354	329,431	17,077	5.5
Asia	746,299	995,832	249,533	33.4	1,474,523	1,865,807	391,284	26.5
Other Regions	199,602	218,268	18,666	9.4	400,599	443,699	43,100	10.8
<b>Motorcycle Business</b>	<b>409,376</b>	<b>510,109</b>	<b>100,733</b>	<b>24.6</b>	<b>841,780</b>	<b>1,018,649</b>	<b>176,869</b>	<b>21.0</b>
Japan	14,650	18,861	4,211	28.7	27,527	36,810	9,283	33.7
North America	37,176	48,731	11,555	31.1	83,592	97,495	13,903	16.6
Europe	21,291	30,809	9,518	44.7	59,044	76,464	17,420	29.5
Asia	269,224	341,886	72,662	27.0	533,412	660,963	127,551	23.9
Other Regions	67,035	69,822	2,787	4.2	138,205	146,917	8,712	6.3
<b>Automobile Business</b>	<b>2,341,660</b>	<b>2,647,865</b>	<b>306,205</b>	<b>13.1</b>	<b>4,840,645</b>	<b>5,237,800</b>	<b>397,155</b>	<b>8.2</b>
Japan	353,385	365,083	11,698	3.3	678,168	711,528	33,360	4.9
North America	1,296,762	1,390,754	93,992	7.2	2,782,888	2,853,702	70,814	2.5
Europe	104,980	115,165	10,185	9.7	222,716	220,937	- 1,779	- 0.8
Asia	465,075	640,611	175,536	37.7	916,280	1,178,297	262,017	28.6
Other Regions	121,458	136,252	14,794	12.2	240,593	273,336	32,743	13.6
<b>Financial Services Business</b>	<b>443,201</b>	<b>535,235</b>	<b>92,034</b>	<b>20.8</b>	<b>907,875</b>	<b>1,072,192</b>	<b>164,317</b>	<b>18.1</b>
Japan	53,825	60,455	6,630	12.3	102,102	120,152	18,050	17.7
North America	377,123	461,641	84,518	22.4	780,934	926,003	145,069	18.6
Europe	2,784	3,160	376	13.5	5,956	6,163	207	3.5
Asia	2,631	2,591	- 40	- 1.5	5,308	5,141	- 167	- 3.1
Other Regions	6,838	7,388	550	8.0	13,575	14,733	1,158	8.5
<b>Power Product and Other Businesses</b>	<b>68,731</b>	<b>82,990</b>	<b>14,259</b>	<b>20.7</b>	<b>144,398</b>	<b>160,654</b>	<b>16,256</b>	<b>11.3</b>
Japan	19,136	21,294	2,158	11.3	33,591	37,545	3,954	11.8
North America	25,958	35,337	9,379	36.1	58,420	67,123	8,703	14.9
Europe	9,997	10,809	812	8.1	24,638	25,867	1,229	5.0
Asia	9,369	10,744	1,375	14.7	19,523	21,406	1,883	9.6
Other Regions	4,271	4,806	535	12.5	8,226	8,713	487	5.9

Note:

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

## CONSOLIDATED FINANCIAL SUMMARY 2 FOR THE FISCAL FIRST HALF ENDED SEPTEMBER 30, 2017

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

	Yen (millions)	
	Mar. 31, 2017	Sep. 30, 2017
<b>Assets</b>		
<b>&lt; Non-financial Services Businesses &gt;</b>		
Current assets:	4,632,413	4,771,718
Cash and cash equivalents	2,002,502	2,102,914
Trade receivables	766,453	759,812
Inventories	1,341,104	1,410,342
Other current assets	522,354	498,650
Non-current assets:	5,529,523	5,698,610
Investments accounted for using the equity method	597,262	738,425
Property, plant and equipment	3,193,486	3,180,082
Intangible assets	766,959	746,694
Other non-current assets	971,816	1,033,409
<b>Total assets</b>	<b>10,161,936</b>	<b>10,470,328</b>
<b>&lt; Finance Subsidiaries &gt;</b>		
Cash and cash equivalents	103,474	104,911
Receivables from financial services, current	1,880,103	1,854,630
Receivables from financial services, non-current	3,070,676	3,205,106
Equipment on operating leases	4,104,663	4,265,697
Other assets	278,128	258,387
<b>Total assets</b>	<b>9,437,044</b>	<b>9,688,731</b>
Reconciling items	( 640,857)	( 631,980)
<b>Total assets</b>	<b>18,958,123</b>	<b>19,527,079</b>
<b>Liabilities and Equity</b>		
<b>&lt; Non-financial Services Businesses &gt;</b>		
Current liabilities:	2,831,878	2,759,042
Trade payables	1,190,106	1,096,169
Financing liabilities	349,130	343,421
Other current liabilities	1,292,642	1,319,452
Non-current liabilities:	1,095,366	1,133,291
Financing liabilities	128,508	131,579
Retirement benefit liabilities	487,080	441,623
Other non-current liabilities	479,778	560,089
<b>Total liabilities</b>	<b>3,927,244</b>	<b>3,892,333</b>
<b>&lt; Finance Subsidiaries &gt;</b>		
Financing liabilities, current	2,590,843	2,659,348
Financing liabilities, non-current	3,893,743	3,995,257
Other liabilities	1,338,816	1,353,903
<b>Total liabilities</b>	<b>7,823,402</b>	<b>8,008,508</b>
Reconciling items	( 362,149)	( 346,093)
<b>Total liabilities</b>	<b>11,388,497</b>	<b>11,554,748</b>
<b>Equity attributable to owners of the parent</b>	<b>7,295,296</b>	<b>7,693,469</b>
<b>Non-controlling interests</b>	<b>274,330</b>	<b>278,862</b>
<b>Total equity</b>	<b>7,569,626</b>	<b>7,972,331</b>
<b>Total liabilities and equity</b>	<b>18,958,123</b>	<b>19,527,079</b>

## CONSOLIDATED FINANCIAL SUMMARY 3 FOR THE FISCAL FIRST HALF ENDED SEPTEMBER 30, 2017

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

	Yen (millions)							
	For the six months ended Sep. 30, 2016				For the six months ended Sep. 30, 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	461,940	97,118	—	559,058	469,143	108,485	—	577,628
Depreciation, amortization and impairment losses excluding equipment on operating leases	326,740	1,347	—	328,087	349,965	1,850	—	351,815
Share of profit of investments accounted for using the equity method	(67,083)	—	—	(67,083)	(135,211)	—	—	(135,211)
Decrease (increase) in trade receivables	82,423	(7,967)	5,680	80,136	22,141	5,053	(7,378)	19,816
Decrease (increase) in inventories	(40,826)	(13,500)	—	(54,326)	(45,180)	7,153	—	(38,027)
Increase (decrease) in trade payables	(35,681)	1,682	(5,653)	(39,652)	(71,067)	743	6,842	(63,482)
Decrease (increase) in receivables from financial services	—	63,800	(309)	63,491	—	(11,954)	334	(11,620)
Decrease (increase) in equipment on operating leases	—	(281,527)	—	(281,527)	—	(108,962)	—	(108,962)
Dividends received	52,351	2	—	52,353	62,088	2	—	62,090
Other, net	(276,693)	29,100	(799)	(248,392)	(126,976)	(36,135)	168	(162,943)
Net cash provided by (used in) operating activities	503,171	(109,945)	(1,081)	392,145	524,903	(33,765)	(34)	491,104
<b>Cash flows from investing activities:</b>								
Payments for additions to property, plant and equipment	(220,160)	(118)	—	(220,278)	(236,053)	(10)	—	(236,063)
Payments for additions to and internally developed intangible assets	(77,412)	(1,729)	—	(79,141)	(71,717)	(993)	—	(72,710)
* Decrease (increase) in other financial assets	13,080	(2,615)	(58,883)	(48,418)	8,802	805	(18,055)	(8,448)
Other, net	6,773	415	—	7,188	8,085	477	—	8,562
Net cash provided by (used in) investing activities	(277,719)	(4,047)	(58,883)	(340,649)	(290,883)	279	(18,055)	(308,659)
<b>Cash flows from financing activities:</b>								
* Proceeds from (repayment of) short-term financing liabilities	(16,929)	1,140	47,942	32,153	(18,584)	116,741	18,065	116,222
* Proceeds from long-term financing liabilities	28,777	816,416	—	845,193	35,991	659,558	—	695,549
* Repayments of long-term financing liabilities	(33,461)	(702,025)	12,022	(723,464)	(41,863)	(743,009)	24	(784,848)
Dividends paid to owners of the parent	(79,300)	—	—	(79,300)	(86,509)	—	—	(86,509)
Other, net	(53,650)	—	—	(53,650)	(54,813)	—	—	(54,813)
Net cash provided by (used in) financing activities	(154,563)	115,531	59,964	20,932	(165,778)	33,290	18,089	(114,399)
<b>Effect of exchange rate changes on cash and cash equivalents</b>	(141,304)	(8,871)	—	(150,175)	32,170	1,633	—	33,803
<b>Net change in cash and cash equivalents</b>	(70,415)	(7,332)	—	(77,747)	100,412	1,437	—	101,849
<b>Cash and cash equivalents at beginning of period</b>	1,666,899	90,557	—	1,757,456	2,002,502	103,474	—	2,105,976
<b>Cash and cash equivalents at end of period</b>	1,596,484	83,225	—	1,679,709	2,102,914	104,911	—	2,207,825

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 58,883 million decrease for the fiscal first half ended September 30, 2016, and a JPY 18,055 million decrease for the fiscal first half ended September 30, 2017, respectively.