

CONSOLIDATED FINANCIAL SUMMARY 1
FOR THE FISCAL SECOND QUARTER AND THE FISCAL FIRST HALF ENDED SEPTEMBER 30, 2021

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, 2020	3 months ended Sep. 30, 2021	change	%	6 months ended Sep. 30, 2020	6 months ended Sep. 30, 2021	change	%
Total	3,651,369	3,404,358	(247,011)	(6.8)	5,775,144	6,988,228	1,213,084	21.0
Japan	448,435	441,391	(7,044)	(1.6)	854,712	911,901	57,189	6.7
North America	2,070,174	1,848,237	(221,937)	(10.7)	3,131,955	3,834,935	702,980	22.4
Europe	147,121	152,579	5,458	3.7	239,062	324,255	85,193	35.6
Asia	851,651	795,294	(56,357)	(6.6)	1,350,222	1,599,504	249,282	18.5
Other Regions	133,988	166,857	32,869	24.5	199,193	317,633	118,440	59.5
Motorcycle Business	493,094	505,527	12,433	2.5	767,316	1,023,730	256,414	33.4
Japan	24,619	27,609	2,990	12.1	43,972	53,819	9,847	22.4
North America	49,617	58,569	8,952	18.0	95,136	114,345	19,209	20.2
Europe	36,333	46,908	10,575	29.1	71,100	112,986	41,886	58.9
Asia	321,270	288,356	(32,914)	(10.2)	468,770	579,380	110,610	23.6
Other Regions	61,255	84,085	22,830	37.3	88,338	163,200	74,862	84.7
Automobile Business	2,412,615	2,128,833	(283,782)	(11.8)	3,622,538	4,335,269	712,731	19.7
Japan	317,479	300,872	(16,607)	(5.2)	601,563	622,917	21,354	3.5
North America	1,423,057	1,180,364	(242,693)	(17.1)	1,937,502	2,421,812	484,310	25.0
Europe	94,269	86,025	(8,244)	(8.7)	136,880	171,362	34,482	25.2
Asia	513,628	488,818	(24,810)	(4.8)	851,721	984,518	132,797	15.6
Other Regions	64,182	72,754	8,572	13.4	94,872	134,660	39,788	41.9
Financial Services Business	663,258	675,986	12,728	1.9	1,239,092	1,442,558	203,466	16.4
Japan	92,278	93,467	1,189	1.3	184,774	200,736	15,962	8.6
North America	560,103	571,447	11,344	2.0	1,032,971	1,219,706	186,735	18.1
Europe	2,745	2,822	77	2.8	5,380	5,464	84	1.6
Asia	3,930	3,781	(149)	(3.8)	7,212	7,914	702	9.7
Other Regions	4,202	4,469	267	6.4	8,755	8,738	(17)	(0.2)
Life Creation and Other Businesses	82,402	94,012	11,610	14.1	146,198	186,671	40,473	27.7
Japan	14,059	19,443	5,384	38.3	24,403	34,429	10,026	41.1
North America	37,397	37,857	460	1.2	66,346	79,072	12,726	19.2
Europe	13,774	16,824	3,050	22.1	25,702	34,443	8,741	34.0
Asia	12,823	14,339	1,516	11.8	22,519	27,692	5,173	23.0
Other Regions	4,349	5,549	1,200	27.6	7,228	11,035	3,807	52.7

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, 2021

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

	Yen (millions)	
	Mar. 31, 2021	Sep. 30, 2021
Assets		
< Non-financial Services Businesses >		
Current assets:	5,506,377	5,204,320
Cash and cash equivalents	2,528,369	2,310,696
Trade receivables	804,496	668,871
Inventories	1,539,248	1,758,666
Other current assets	634,264	466,087
Non-current assets:	6,023,053	6,197,363
Investments accounted for using the equity method	891,002	1,013,063
Property, plant and equipment	3,007,119	2,935,634
Intangible assets	807,847	815,969
Other non-current assets	1,317,085	1,432,697
Total assets	11,529,430	11,401,683
< Finance Subsidiaries >		
Cash and cash equivalents	229,651	308,581
Receivables from financial services, current	1,795,708	1,592,229
Receivables from financial services, non-current	3,619,896	3,718,734
Equipment on operating leases	4,919,916	5,062,690
Other assets	267,474	220,735
Total assets	10,832,645	10,902,969
Reconciling items	(441,045)	(400,386)
Total assets	21,921,030	21,904,266
Liabilities and Equity		
< Non-financial Services Businesses >		
Current liabilities:	2,780,197	2,320,693
Trade payables	1,075,477	844,375
Financing liabilities	329,342	326,336
Other current liabilities	1,375,378	1,149,982
Non-current liabilities:	1,450,048	1,491,358
Financing liabilities	150,665	148,926
Retirement benefit liabilities	349,994	353,531
Other non-current liabilities	949,389	988,901
Total liabilities	4,230,245	3,812,051
< Finance Subsidiaries >		
Financing liabilities, current	2,683,526	2,734,673
Financing liabilities, non-current	4,564,696	4,533,675
Other liabilities	1,233,621	1,194,566
Total liabilities	8,481,843	8,462,914
Reconciling items	(163,897)	(122,635)
Total liabilities	12,548,191	12,152,330
Equity attributable to owners of the parent	9,082,306	9,505,836
Non-controlling interests	290,533	246,100
Total equity	9,372,839	9,751,936
Total liabilities and equity	21,921,030	21,904,266

CONSOLIDATED FINANCIAL SUMMARY 3
FOR THE FISCAL FIRST HALF ENDED SEPTEMBER 30, 2021

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

	Yen (millions)							
	For the six months ended Sep. 30, 2020				For the six months ended Sep. 30, 2021			
	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	115,491	171,923	(15,130)	272,284	431,791	187,250	(58,645)	560,396
Depreciation, amortization and impairment losses excluding equipment on operating leases	292,241	2,043	—	294,284	305,644	2,346	—	307,990
Share of profit of investments accounted for using the equity method	(102,296)	—	—	(102,296)	(107,246)	—	—	(107,246)
Decrease (increase) in trade receivables	(53,102)	(4,512)	9,771	(47,843)	140,374	12,137	(14,648)	137,863
Decrease (increase) in inventories	22,279	10,088	—	32,367	(208,199)	3,762	—	(204,437)
Increase (decrease) in trade payables	65,887	(4,157)	1,527	63,257	(215,920)	898	2,600	(212,422)
Decrease (increase) in receivables from financial services	—	83,468	(83)	83,385	—	148,266	(234)	148,032
Decrease (increase) in equipment on operating leases	—	(65,320)	—	(65,320)	—	(101,068)	—	(101,068)
Dividends received	130,571	3	(15,130)	115,444	159,782	3	(58,645)	101,140
Other, net	(124,275)	(23,476)	4,078	(143,673)	(295,079)	(107,812)	70,729	(332,162)
Net cash provided by (used in) operating activities	346,796	170,060	(14,967)	501,889	211,147	145,782	(58,843)	298,086
Cash flows from investing activities:								
Payments for additions to property, plant and equipment	(141,921)	52	—	(141,869)	(140,416)	(323)	—	(140,739)
Payments for additions to and internally developed intangible assets	(109,167)	(1,926)	—	(111,093)	(80,694)	(955)	—	(81,649)
* Decrease (increase) in other financial assets	(42,103)	4,706	(17,405)	(54,802)	(15,460)	5,891	(1,307)	(10,876)
Other, net	4,279	240	—	4,519	6,628	(74)	—	6,554
Net cash provided by (used in) investing activities	(288,912)	3,072	(17,405)	(303,245)	(229,942)	4,539	(1,307)	(226,710)
Cash flows from financing activities:								
* Proceeds from (repayment of) short-term financing liabilities	270,755	(243,310)	17,210	44,655	(5,408)	(132,333)	1,506	(136,235)
* Proceeds from long-term financing liabilities	740	1,110,848	—	1,111,588	515	943,105	—	943,620
* Repayments of long-term financing liabilities	(19,197)	(888,456)	32	(907,621)	(3,384)	(827,250)	—	(830,634)
Dividends paid to owners of the parent	(67,363)	—	—	(67,363)	(93,272)	—	—	(93,272)
Other, net	(56,435)	(15,819)	15,130	(57,124)	(95,670)	(59,146)	58,644	(96,172)
Net cash provided by (used in) financing activities	128,500	(36,737)	32,372	124,135	(197,219)	(75,624)	60,150	(212,693)
Effect of exchange rate changes on cash and cash equivalents	(22,468)	(7,330)	—	(29,798)	(1,659)	4,233	—	2,574
Net change in cash and cash equivalents	163,916	129,065	—	292,981	(217,673)	78,930	—	(138,743)
Cash and cash equivalents at beginning of period	2,462,679	209,674	—	2,672,353	2,528,369	229,651	—	2,758,020
Cash and cash equivalents at end of period	2,626,595	338,739	—	2,965,334	2,310,696	308,581	—	2,619,277

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 17,405 million decrease for the fiscal first half ended September 30, 2020, and a JPY 1,307 million decrease for the fiscal first half ended September 30, 2021, respectively.