

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.