

CONSOLIDATED FINANCIAL SUMMARY 1  
FOR THE FISCAL FIRST QUARTER ENDED JUNE 30, 2023

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

Yen (millions)	First Quarter Results			
	3 months ended Jun. 30, 2022	3 months ended Jun. 30, 2023	change	%
<b>Total</b>	<b>3,829,550</b>	<b>4,624,996</b>	<b>795,446</b>	<b>20.8</b>
Japan	431,196	457,201	26,005	6.0
North America	2,033,453	2,736,077	702,624	34.6
Europe	163,108	218,839	55,731	34.2
Asia	971,346	948,705	(22,641)	(2.3)
Other Regions	230,447	264,174	33,727	14.6
<b>Motorcycle Business</b>	<b>676,050</b>	<b>756,955</b>	<b>80,905</b>	<b>12.0</b>
Japan	25,002	28,923	3,921	15.7
North America	75,832	78,250	2,418	3.2
Europe	51,869	90,912	39,043	75.3
Asia	395,116	414,078	18,962	4.8
Other Regions	128,231	144,792	16,561	12.9
<b>Automobile Business</b>	<b>2,291,485</b>	<b>2,992,339</b>	<b>700,854</b>	<b>30.6</b>
Japan	288,265	306,440	18,175	6.3
North America	1,271,702	1,963,920	692,218	54.4
Europe	84,901	99,219	14,318	16.9
Asia	557,725	518,382	(39,343)	(7.1)
Other Regions	88,892	104,378	15,486	17.4
<b>Financial Services Business</b>	<b>749,384</b>	<b>773,029</b>	<b>23,645</b>	<b>3.2</b>
Japan	100,102	102,774	2,672	2.7
North America	635,770	652,989	17,219	2.7
Europe	2,871	3,700	829	28.9
Asia	4,214	3,858	(356)	(8.4)
Other Regions	6,427	9,708	3,281	51.1
<b>Power Products and Other Businesses</b>	<b>112,631</b>	<b>102,673</b>	<b>(9,958)</b>	<b>(8.8)</b>
Japan	17,827	19,064	1,237	6.9
North America	50,149	40,918	(9,231)	(18.4)
Europe	23,467	25,008	1,541	6.6
Asia	14,291	12,387	(1,904)	(13.3)
Other Regions	6,897	5,296	(1,601)	(23.2)

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 First Quarter Financial Results.

CONSOLIDATED FINANCIAL SUMMARY 2  
FOR THE FISCAL FIRST QUARTER ENDED JUNE 30, 2023

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

	Yen (millions)	
	Mar. 31, 2023	Jun. 30, 2023
<b>Assets</b>		
<b>&lt; Non-financial Services Businesses &gt;</b>		
Current assets:	7,341,142	7,620,552
Cash and cash equivalents	3,553,602	3,853,179
Trade receivables	1,063,779	974,048
Inventories	2,164,887	2,284,231
Other current assets	558,874	509,094
Non-current assets:	6,562,822	6,947,221
Investments accounted for using the equity method	915,946	1,017,272
Property, plant and equipment	3,153,148	3,231,924
Intangible assets	861,537	905,129
Other non-current assets	1,632,191	1,792,896
<b>Total assets</b>	<b>13,903,964</b>	<b>14,567,773</b>
<b>&lt; Finance Subsidiaries &gt;</b>		
Cash and cash equivalents	249,412	230,215
Receivables from financial services, current	1,900,221	2,108,591
Receivables from financial services, non-current	3,995,259	4,639,983
Equipment on operating leases	4,726,292	5,009,185
Other assets	325,833	386,042
<b>Total assets</b>	<b>11,197,017</b>	<b>12,374,016</b>
Reconciling items	(430,914)	(468,432)
<b>Total assets</b>	<b>24,670,067</b>	<b>26,473,357</b>
<b>Liabilities and Equity</b>		
<b>&lt; Non-financial Services Businesses &gt;</b>		
Current liabilities:	3,175,680	3,173,866
Trade payables	1,379,339	1,298,035
Financing liabilities	326,736	358,367
Other current liabilities	1,469,605	1,517,464
Non-current liabilities:	1,730,033	1,865,392
Financing liabilities	476,034	510,673
Retirement benefit liabilities	245,481	264,211
Other non-current liabilities	1,008,518	1,090,508
<b>Total liabilities</b>	<b>4,905,713</b>	<b>5,039,258</b>
<b>&lt; Finance Subsidiaries &gt;</b>		
Financing liabilities, current	2,969,518	3,201,526
Financing liabilities, non-current	3,897,939	4,382,303
Other liabilities	1,502,915	1,672,377
<b>Total liabilities</b>	<b>8,370,372</b>	<b>9,256,206</b>
Reconciling items	(108,309)	(118,194)
<b>Total liabilities</b>	<b>13,167,776</b>	<b>14,177,270</b>
<b>Equity attributable to owners of the parent</b>	<b>11,184,250</b>	<b>11,997,527</b>
<b>Non-controlling interests</b>	<b>318,041</b>	<b>298,560</b>
<b>Total equity</b>	<b>11,502,291</b>	<b>12,296,087</b>
<b>Total liabilities and equity</b>	<b>24,670,067</b>	<b>26,473,357</b>

CONSOLIDATED FINANCIAL SUMMARY 3  
FOR THE FISCAL FIRST QUARTER ENDED JUNE 30, 2023

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

	Yen (millions)							
	For the three months ended Jun. 30, 2022				For the three months ended Jun. 30, 2023			
	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	176,549	69,054	(8,199)	237,404	446,558	70,029	(1,663)	514,924
Depreciation, amortization and impairment losses excluding equipment on operating leases	160,275	1,156	—	161,431	184,596	1,101	—	185,697
Share of profit of investments accounted for using the equity method	(22,609)	—	—	(22,609)	(42,853)	—	—	(42,853)
Decrease (increase) in trade receivables	82,331	7,494	(6,686)	83,139	130,197	3,892	337	134,426
Decrease (increase) in inventories	(23,421)	383	—	(23,038)	28,680	466	—	29,146
Increase (decrease) in trade payables	(150,548)	2,702	(1,178)	(149,024)	(177,869)	7,055	(247)	(171,061)
Decrease (increase) in receivables from financial services	—	172,961	(92)	172,869	—	(337,256)	134	(337,122)
Decrease (increase) in equipment on operating leases	—	263,933	—	263,933	—	45,052	—	45,052
Dividends received	52,856	—	(25,145)	27,711	37,995	—	(1,663)	36,332
Other, net	(140,297)	(9,284)	15,892	(133,689)	(208,559)	6,922	3,218	(198,419)
Net cash provided by (used in) operating activities	135,136	508,399	(25,408)	618,127	398,745	(202,739)	116	196,122
<b>Cash flows from investing activities:</b>								
Payments for additions to property, plant and equipment	(97,039)	49	—	(96,990)	(69,275)	67	—	(69,208)
Payments for additions to and internally developed intangible assets	(38,137)	(564)	—	(38,701)	(41,634)	(493)	—	(42,127)
* Decrease (increase) in other financial assets	(153,986)	6,953	(57)	(147,090)	35,631	(14,565)	2,028	23,094
Other, net	4,713	(217)	—	4,496	(37,794)	(548)	—	(38,342)
Net cash provided by (used in) investing activities	(284,449)	6,221	(57)	(278,285)	(113,072)	(15,539)	2,028	(126,583)
<b>Cash flows from financing activities:</b>								
* Proceeds from (repayments of) short-term financing liabilities	21,011	57,065	126	78,202	7,880	139,960	(2,144)	145,696
* Proceeds from long-term financing liabilities	567	93,304	—	93,871	125	532,770	—	532,895
* Repayments of long-term financing liabilities	(1,804)	(640,432)	—	(642,236)	(1,139)	(492,760)	—	(493,899)
Dividends paid to owners of the parent	(111,256)	—	—	(111,256)	(99,915)	—	—	(99,915)
Other, net	(27,636)	(25,630)	25,339	(27,927)	(97,663)	(1,879)	—	(99,542)
Net cash provided by (used in) financing activities	(119,118)	(515,693)	25,465	(609,346)	(190,712)	178,091	(2,144)	(14,765)
<b>Effect of exchange rate changes on cash and cash equivalents</b>	186,691	38,007	—	224,698	204,616	20,990	—	225,606
<b>Net change in cash and cash equivalents</b>	(81,740)	36,934	—	(44,806)	299,577	(19,197)	—	280,380
<b>Cash and cash equivalents at beginning of period</b>	3,318,065	356,866	—	3,674,931	3,553,602	249,412	—	3,803,014
<b>Cash and cash equivalents at end of period</b>	3,236,325	393,800	—	3,630,125	3,853,179	230,215	—	4,083,394

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 (repayments 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 57 million decrease for the fiscal three months ended June 30, 2022, and a JPY 2,028 million increase for the fiscal three months ended June 30, 2023.

**CONSOLIDATED FINANCIAL SUMMARY 4**  
**FOR THE FISCAL FIRST QUARTER ENDED JUNE 30, 2023**

**Supplemental geographical information based on the location of the Company and its subsidiaries**

As of and for the three months ended June 30, 2022

	Yen (millions)							
	Japan	North America	Europe	Asia	Other Regions	Total	Reconciling Items	Consolidated
Sales revenue:								
External customers	535,030	2,032,653	160,736	901,008	200,123	3,829,550	—	3,829,550
Inter-geographic areas	481,226	111,891	6,840	167,796	466	768,219	(768,219)	—
Total	1,016,256	2,144,544	167,576	1,068,804	200,589	4,597,769	(768,219)	3,829,550
Operating profit (loss)	24,744	91,018	3,416	86,474	13,774	219,426	2,790	222,216
Assets	5,347,914	14,047,723	587,489	4,026,023	648,627	24,657,776	496,902	25,154,678
Non-current assets other than financial instruments, deferred tax assets and net defined benefit assets	2,981,149	5,724,001	49,368	735,240	177,733	9,667,491	—	9,667,491

As of and for the three months ended June 30, 2023

	Yen (millions)							
	Japan	North America	Europe	Asia	Other Regions	Total	Reconciling Items	Consolidated
Sales revenue:								
External customers	550,020	2,734,449	206,833	888,578	245,116	4,624,996	—	4,624,996
Inter-geographic areas	602,259	74,265	7,220	189,751	1,076	874,571	(874,571)	—
Total	1,152,279	2,808,714	214,053	1,078,329	246,192	5,499,567	(874,571)	4,624,996
Operating profit (loss)	102,727	167,684	11,830	96,407	33,420	412,068	(17,621)	394,447
Assets	5,365,771	15,143,368	708,392	3,913,101	812,978	25,943,610	529,747	26,473,357
Non-current assets other than financial instruments, deferred tax assets and net defined benefit assets	2,910,607	5,609,316	50,514	714,891	205,166	9,490,494	—	9,490,494

Notes:

1. Major countries in each geographic area:
  - North America      United States, Canada, Mexico
  - Europe              United Kingdom, Germany, Belgium, Italy, France
  - Asia                  Thailand, China, India, Vietnam, Malaysia
  - Other Regions      Brazil, Australia
2. Sales revenues between geographic areas are generally made at values that approximate arm's-length prices.
3. Reconciling items include elimination of inter-geographic transactions and balances as well as unallocated corporate assets. Unallocated corporate assets, included in reconciling items as of June 30, 2022 and 2023 amounted to JPY 1,194,255 million and JPY 1,276,238 million, respectively, which consist primarily of the Company's cash and cash equivalents and financial assets measured at fair value through other comprehensive income.