

CONSOLIDATED FINANCIAL SUMMARY 1  
FOR THE FISCAL FOURTH QUARTER AND THE FISCAL YEAR ENDED MARCH 31, 2022

**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, 2021	3 months ended Mar. 31, 2022	change	%	Year ended Mar. 31, 2021	Year ended Mar. 31, 2022	change	%
<b>Total</b>	<b>3,623,806</b>	<b>3,875,683</b>	<b>251,877</b>	<b>7.0</b>	<b>13,170,519</b>	<b>14,552,696</b>	<b>1,382,177</b>	<b>10.5</b>
Japan	528,537	537,461	8,924	1.7	1,849,268	1,943,649	94,381	5.1
North America	1,878,573	1,938,590	60,017	3.2	7,080,833	7,624,799	543,966	7.7
Europe	157,056	164,226	7,170	4.6	511,795	611,889	100,094	19.6
Asia	926,257	1,070,171	143,914	15.5	3,250,125	3,711,460	461,335	14.2
Other Regions	133,383	165,235	31,852	23.9	478,498	660,899	182,401	38.1
<b>Motorcycle Business</b>	<b>529,110</b>	<b>583,157</b>	<b>54,047</b>	<b>10.2</b>	<b>1,787,283</b>	<b>2,185,253</b>	<b>397,970</b>	<b>22.3</b>
Japan	24,458	26,306	1,848	7.6	88,129	105,023	16,894	19.2
North America	53,419	53,919	500	0.9	197,185	230,780	33,595	17.0
Europe	53,306	52,579	(727)	(1.4)	146,948	202,254	55,306	37.6
Asia	345,649	365,612	19,963	5.8	1,149,879	1,309,977	160,098	13.9
Other Regions	52,278	84,741	32,463	62.1	205,142	337,219	132,077	64.4
<b>Automobile Business</b>	<b>2,359,477</b>	<b>2,478,841</b>	<b>119,364</b>	<b>5.1</b>	<b>8,567,205</b>	<b>9,147,498</b>	<b>580,293</b>	<b>6.8</b>
Japan	385,295	375,250	(10,045)	(2.6)	1,321,487	1,340,775	19,288	1.5
North America	1,262,644	1,269,638	6,994	0.6	4,679,324	4,884,934	205,610	4.4
Europe	77,147	81,307	4,160	5.4	290,366	319,366	29,000	10.0
Asia	563,028	684,051	121,023	21.5	2,037,519	2,321,721	284,202	13.9
Other Regions	71,363	68,595	(2,768)	(3.9)	238,509	280,702	42,193	17.7
<b>Financial Services Business</b>	<b>640,653</b>	<b>706,332</b>	<b>65,679</b>	<b>10.3</b>	<b>2,494,294</b>	<b>2,820,667</b>	<b>326,373</b>	<b>13.1</b>
Japan	101,429	113,382	11,953	11.8	380,384	418,383	37,999	10.0
North America	527,265	580,608	53,343	10.1	2,070,569	2,356,978	286,409	13.8
Europe	3,065	2,935	(130)	(4.2)	11,219	10,876	(343)	(3.1)
Asia	4,858	4,006	(852)	(17.5)	15,060	15,757	697	4.6
Other Regions	4,036	5,401	1,365	33.8	17,062	18,673	1,611	9.4
<b>Life Creation and Other Businesses</b>	<b>94,566</b>	<b>107,353</b>	<b>12,787</b>	<b>13.5</b>	<b>321,737</b>	<b>399,278</b>	<b>77,541</b>	<b>24.1</b>
Japan	17,355	22,523	5,168	29.8	59,268	79,468	20,200	34.1
North America	35,245	34,425	(820)	(2.3)	133,755	152,107	18,352	13.7
Europe	23,538	27,405	3,867	16.4	63,262	79,393	16,131	25.5
Asia	12,722	16,502	3,780	29.7	47,667	64,005	16,338	34.3
Other Regions	5,706	6,498	792	13.9	17,785	24,305	6,520	36.7

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 Year Financial Results.
- Life creation business has been renamed Power product business as a result of organizational changes effective April 1, 2022.

CONSOLIDATED FINANCIAL SUMMARY 2  
FOR THE FISCAL YEAR ENDED MARCH 31, 2022

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

	Yen (millions)	
	Mar. 31, 2021	Mar. 31, 2022
<b>Assets</b>		
<b>&lt; Non-financial Services Businesses &gt;</b>		
Current assets:	5,506,377	6,675,167
Cash and cash equivalents	2,528,369	3,318,065
Trade receivables	804,496	899,900
Inventories	1,539,248	1,915,248
Other current assets	634,264	541,954
Non-current assets:	6,023,053	6,417,951
Investments accounted for using the equity method	891,002	967,404
Property, plant and equipment	3,007,119	3,066,291
Intangible assets	807,847	840,765
Other non-current assets	1,317,085	1,543,491
<b>Total assets</b>	<b>11,529,430</b>	<b>13,093,118</b>
<b>&lt; Finance Subsidiaries &gt;</b>		
Cash and cash equivalents	229,651	356,866
Receivables from financial services, current	1,795,708	1,694,732
Receivables from financial services, non-current	3,619,896	3,740,383
Equipment on operating leases	4,919,916	5,159,129
Other assets	267,474	367,646
<b>Total assets</b>	<b>10,832,645</b>	<b>11,318,756</b>
Reconciling items	(441,045)	(438,721)
<b>Total assets</b>	<b>21,921,030</b>	<b>23,973,153</b>
<b>Liabilities and Equity</b>		
<b>&lt; Non-financial Services Businesses &gt;</b>		
Current liabilities:	2,780,197	2,886,646
Trade payables	1,075,477	1,202,731
Financing liabilities	329,342	388,400
Other current liabilities	1,375,378	1,295,515
Non-current liabilities:	1,450,048	1,767,403
Financing liabilities	150,665	448,410
Retirement benefit liabilities	349,994	272,175
Other non-current liabilities	949,389	1,046,818
<b>Total liabilities</b>	<b>4,230,245</b>	<b>4,654,049</b>
<b>&lt; Finance Subsidiaries &gt;</b>		
Financing liabilities, current	2,683,526	2,734,119
Financing liabilities, non-current	4,564,696	4,535,842
Other liabilities	1,233,621	1,410,513
<b>Total liabilities</b>	<b>8,481,843</b>	<b>8,680,474</b>
Reconciling items	(163,897)	(133,916)
<b>Total liabilities</b>	<b>12,548,191</b>	<b>13,200,607</b>
<b>Equity attributable to owners of the parent</b>	<b>9,082,306</b>	<b>10,472,824</b>
<b>Non-controlling interests</b>	<b>290,533</b>	<b>299,722</b>
<b>Total equity</b>	<b>9,372,839</b>	<b>10,772,546</b>
<b>Total liabilities and equity</b>	<b>21,921,030</b>	<b>23,973,153</b>

## CONSOLIDATED FINANCIAL SUMMARY 3 FOR THE FISCAL YEAR ENDED MARCH 31, 2022

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

	Yen (millions)							
	For the fiscal year ended Mar. 31, 2021				For the fiscal year ended Mar. 31, 2022			
	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	622,674	357,310	(65,931)	914,053	924,530	336,294	(190,634)	1,070,190
Depreciation, amortization and impairment losses excluding equipment on operating leases	620,225	4,014	—	624,239	606,545	4,518	—	611,063
Share of profit of investments accounted for using the equity method	(272,734)	—	—	(272,734)	(202,512)	—	—	(202,512)
Decrease (increase) in trade receivables	(142,585)	(7,024)	15,821	(133,788)	(26,562)	15,442	(12,917)	(24,037)
Decrease (increase) in inventories	56,335	11,946	—	68,281	(212,210)	3,315	—	(208,895)
Increase (decrease) in trade payables	99,951	986	364	101,301	36,487	11,472	2,163	50,122
Decrease (increase) in receivables from financial services	—	(59,770)	(164)	(59,934)	—	510,205	(464)	509,741
Decrease (increase) in equipment on operating leases	—	(161,579)	—	(161,579)	—	171,600	—	171,600
Dividends received	257,036	7	(65,931)	191,112	368,882	8	(175,335)	193,555
Other, net	(189,946)	(58,715)	50,089	(198,572)	(443,342)	(249,386)	201,523	(491,205)
Net cash provided by (used in) operating activities	1,050,956	87,175	(65,752)	1,072,379	1,051,818	803,468	(175,664)	1,679,622
<b>Cash flows from investing activities:</b>								
Payments for additions to property, plant and equipment	(318,338)	(72)	—	(318,410)	(267,972)	(171)	—	(268,143)
Payments for additions to and internally developed intangible assets	(228,621)	(4,106)	—	(232,727)	(178,821)	(2,262)	—	(181,083)
* Decrease (increase) in other financial assets	(110,498)	16,091	(62,160)	(156,567)	45,888	2,994	(2,820)	46,062
Other, net	(89,681)	504	—	(89,177)	27,210	(102)	—	27,108
Net cash provided by (used in) investing activities	(747,138)	12,417	(62,160)	(796,881)	(373,695)	459	(2,820)	(376,056)
<b>Cash flows from financing activities:</b>								
* Proceeds from (repayments of) short-term financing liabilities	(48,092)	(193,369)	61,949	(179,512)	(12,231)	(463,461)	3,272	(472,420)
* Proceeds from long-term financing liabilities	5,281	1,943,554	—	1,948,835	320,610	1,682,213	—	2,002,823
* Repayments of long-term financing liabilities	(32,093)	(1,766,368)	32	(1,798,429)	(6,523)	(1,755,038)	—	(1,761,561)
Dividends paid to owners of the parent	(145,090)	—	—	(145,090)	(188,402)	—	—	(188,402)
Other, net	(108,127)	(67,588)	65,931	(109,784)	(195,266)	(176,104)	175,212	(196,158)
Net cash provided by (used in) financing activities	(328,121)	(83,771)	127,912	(283,980)	(81,812)	(712,390)	178,484	(615,718)
<b>Effect of exchange rate changes on cash and cash equivalents</b>	89,993	4,156	—	94,149	193,385	35,678	—	229,063
<b>Net change in cash and cash equivalents</b>	65,690	19,977	—	85,667	789,696	127,215	—	916,911
<b>Cash and cash equivalents at beginning of period</b>	2,462,679	209,674	—	2,672,353	2,528,369	229,651	—	2,758,020
<b>Cash and cash equivalents at end of period</b>	2,528,369	229,651	—	2,758,020	3,318,065	356,866	—	3,674,931

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 62,160 million decrease for the fiscal year ended March 31, 2021, and a JPY 2,820 million decrease for the fiscal year ended March 31, 2022.