

CONSOLIDATED FINANCIAL SUMMARY 1
FOR THE FISCAL FOURTH QUARTER AND THE FISCAL YEAR ENDED MARCH 31, 2021

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, 2020	3 months ended Mar. 31, 2021	change	%	Year ended Mar. 31, 2020	Year ended Mar. 31, 2021	change	%
Total	3,458,060	3,623,806	165,746	4.8	14,931,009	13,170,519	(1,760,490)	(11.8)
Japan	518,186	528,537	10,351	2.0	1,985,945	1,849,268	(136,677)	(6.9)
North America	1,908,842	1,878,573	(30,269)	(1.6)	8,164,377	7,080,833	(1,083,544)	(13.3)
Europe	137,416	157,056	19,640	14.3	568,715	511,795	(56,920)	(10.0)
Asia	724,462	926,257	201,795	27.9	3,449,876	3,250,125	(199,751)	(5.8)
Other Regions	169,154	133,383	(35,771)	(21.1)	762,096	478,498	(283,598)	(37.2)
Motorcycle Business	473,565	529,110	55,545	11.7	2,059,335	1,787,283	(272,052)	(13.2)
Japan	19,244	24,458	5,214	27.1	77,241	88,129	10,888	14.1
North America	56,469	53,419	(3,050)	(5.4)	203,885	197,185	(6,700)	(3.3)
Europe	32,832	53,306	20,474	62.4	144,393	146,948	2,555	1.8
Asia	303,036	345,649	42,613	14.1	1,338,719	1,149,879	(188,840)	(14.1)
Other Regions	61,984	52,278	(9,706)	(15.7)	295,097	205,142	(89,955)	(30.5)
Automobile Business	2,267,961	2,359,477	91,516	4.0	9,959,080	8,567,205	(1,391,875)	(14.0)
Japan	386,283	385,295	(988)	(0.3)	1,473,730	1,321,487	(152,243)	(10.3)
North America	1,300,886	1,262,644	(38,242)	(2.9)	5,650,697	4,679,324	(971,373)	(17.2)
Europe	82,225	77,147	(5,078)	(6.2)	359,216	290,366	(68,850)	(19.2)
Asia	402,428	563,028	160,600	39.9	2,049,493	2,037,519	(11,974)	(0.6)
Other Regions	96,139	71,363	(24,776)	(25.8)	425,944	238,509	(187,435)	(44.0)
Financial Services Business	625,013	640,653	15,640	2.5	2,586,965	2,494,294	(92,671)	(3.6)
Japan	97,352	101,429	4,077	4.2	358,806	380,384	21,578	6.0
North America	514,450	527,265	12,815	2.5	2,176,653	2,070,569	(106,084)	(4.9)
Europe	3,082	3,065	(17)	(0.6)	11,873	11,219	(654)	(5.5)
Asia	4,082	4,858	776	19.0	14,778	15,060	282	1.9
Other Regions	6,047	4,036	(2,011)	(33.3)	24,855	17,062	(7,793)	(31.4)
Life Creation and Other Businesses	91,521	94,566	3,045	3.3	325,629	321,737	(3,892)	(1.2)
Japan	15,307	17,355	2,048	13.4	76,168	59,268	(16,900)	(22.2)
North America	37,037	35,245	(1,792)	(4.8)	133,142	133,755	613	0.5
Europe	19,277	23,538	4,261	22.1	53,233	63,262	10,029	18.8
Asia	14,916	12,722	(2,194)	(14.7)	46,886	47,667	781	1.7
Other Regions	4,984	5,706	722	14.5	16,200	17,785	1,585	9.8

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.

CONSOLIDATED FINANCIAL SUMMARY 2
FOR THE FISCAL YEAR ENDED MARCH 31, 2021

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

	Yen (millions)	
	Mar. 31, 2020	Mar. 31, 2021
Assets		
< Non-financial Services Businesses >		
Current assets:	5,194,175	5,506,377
Cash and cash equivalents	2,462,679	2,528,369
Trade receivables	625,466	804,496
Inventories	1,542,173	1,539,248
Other current assets	563,857	634,264
Non-current assets:	5,503,629	6,023,053
Investments accounted for using the equity method	655,475	891,002
Property, plant and equipment	3,036,156	3,007,119
Intangible assets	751,266	807,847
Other non-current assets	1,060,732	1,317,085
Total assets	10,697,804	11,529,430
< Finance Subsidiaries >		
Cash and cash equivalents	209,674	229,651
Receivables from financial services, current	1,879,490	1,795,708
Receivables from financial services, non-current	3,282,829	3,619,896
Equipment on operating leases	4,626,063	4,919,916
Other assets	284,080	267,474
Total assets	10,282,136	10,832,645
Reconciling items	(518,475)	(441,045)
Total assets	20,461,465	21,921,030
Liabilities and Equity		
< Non-financial Services Businesses >		
Current liabilities:	2,652,583	2,780,197
Trade payables	945,271	1,075,477
Financing liabilities	380,116	329,342
Other current liabilities	1,327,196	1,375,378
Non-current liabilities:	1,595,698	1,450,048
Financing liabilities	151,897	150,665
Retirement benefit liabilities	570,378	349,994
Other non-current liabilities	873,423	949,389
Total liabilities	4,248,281	4,230,245
< Finance Subsidiaries >		
Financing liabilities, current	2,933,114	2,683,526
Financing liabilities, non-current	4,069,354	4,564,696
Other liabilities	1,178,926	1,233,621
Total liabilities	8,181,394	8,481,843
Reconciling items	(254,233)	(163,897)
Total liabilities	12,175,442	12,548,191
Equity attributable to owners of the parent	8,012,259	9,082,306
Non-controlling interests	273,764	290,533
Total equity	8,286,023	9,372,839
Total liabilities and equity	20,461,465	21,921,030

CONSOLIDATED FINANCIAL SUMMARY 3 FOR THE FISCAL YEAR ENDED MARCH 31, 2021

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

	Yen (millions)							
	For the fiscal year ended Mar. 31, 2020				For the fiscal year ended Mar. 31, 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	646,088	213,509	(69,679)	789,918	622,674	357,310	(65,931)	914,053
Depreciation, amortization and impairment losses excluding equipment on operating leases	695,584	4,293	—	699,877	620,225	4,014	—	624,239
Share of profit of investments accounted for using the equity method	(164,203)	—	—	(164,203)	(272,734)	—	—	(272,734)
Decrease (increase) in trade receivables	143,907	7,264	(18,469)	132,702	(142,585)	(7,024)	15,821	(133,788)
Decrease (increase) in inventories	(63,718)	3,787	—	(59,931)	56,335	11,946	—	68,281
Increase (decrease) in trade payables	(150,382)	6,091	3,132	(141,159)	99,951	986	364	101,301
Decrease (increase) in receivables from financial services	—	103,425	189	103,614	—	(59,770)	(164)	(59,934)
Decrease (increase) in equipment on operating leases	—	(270,677)	—	(270,677)	—	(161,579)	—	(161,579)
Dividends received	255,419	2	(69,679)	185,742	257,036	7	(65,931)	191,112
Other, net	(307,672)	(73,831)	85,035	(296,468)	(189,946)	(58,715)	50,089	(198,572)
Net cash provided by (used in) operating activities	1,055,023	(6,137)	(69,471)	979,415	1,050,956	87,175	(65,752)	1,072,379
Cash flows from investing activities:								
Payments for additions to property, plant and equipment	(370,268)	73	—	(370,195)	(318,338)	(72)	—	(318,410)
Payments for additions to and internally developed intangible assets	(227,539)	(3,524)	—	(231,063)	(228,621)	(4,106)	—	(232,727)
* Decrease (increase) in other financial assets	15,429	325	(32,580)	(16,826)	(110,498)	16,091	(62,160)	(156,567)
Other, net	(1,973)	576	—	(1,397)	(89,681)	504	—	(89,177)
Net cash provided by (used in) investing activities	(584,351)	(2,550)	(32,580)	(619,481)	(747,138)	12,417	(62,160)	(796,881)
Cash flows from financing activities:								
* Proceeds from (repayment of) short-term financing liabilities	85,912	(120,267)	32,362	(1,993)	(48,092)	(193,369)	61,949	(179,512)
* Proceeds from long-term financing liabilities	114,420	1,906,753	—	2,021,173	5,281	1,943,554	—	1,948,835
* Repayments of long-term financing liabilities	(74,127)	(1,602,387)	10	(1,676,504)	(32,093)	(1,766,368)	32	(1,798,429)
Dividends paid to owners of the parent	(196,795)	—	—	(196,795)	(145,090)	—	—	(145,090)
Other, net	(231,967)	(71,004)	69,679	(233,292)	(108,127)	(67,588)	65,931	(109,784)
Net cash provided by (used in) financing activities	(302,557)	113,095	102,051	(87,411)	(328,121)	(83,771)	127,912	(283,980)
Effect of exchange rate changes on cash and cash equivalents	(86,906)	(7,385)	—	(94,291)	89,993	4,156	—	94,149
Net change in cash and cash equivalents	81,209	97,023	—	178,232	65,690	19,977	—	85,667
Cash and cash equivalents at beginning of period	2,381,470	112,651	—	2,494,121	2,462,679	209,674	—	2,672,353
Cash and cash equivalents at end of period	2,462,679	209,674	—	2,672,353	2,528,369	229,651	—	2,758,020

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 32,580 million decrease for the fiscal year ended March 31, 2020, and a JPY 62,160 million decrease for the fiscal year ended March 31, 2021, respectively.