

CONSOLIDATED FINANCIAL SUMMARY 1
FOR THE FISCAL THIRD QUARTER AND THE FISCAL NINE MONTHS ENDED DECEMBER 31, 2020

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

Yen (millions)	Third Quarter Results				Nine Months Results			
	3 months ended Dec. 31, 2019	3 months ended Dec. 31, 2020	change	%	9 months ended Dec. 31, 2019	9 months ended Dec. 31, 2020	change	%
Total	3,747,593	3,771,569	23,976	0.6	11,472,949	9,546,713	(1,926,236)	(16.8)
Japan	413,102	466,019	52,917	12.8	1,467,759	1,320,731	(147,028)	(10.0)
North America	2,072,413	2,070,305	(2,108)	(0.1)	6,255,535	5,202,260	(1,053,275)	(16.8)
Europe	137,450	115,677	(21,773)	(15.8)	431,299	354,739	(76,560)	(17.8)
Asia	927,934	973,646	45,712	4.9	2,725,414	2,323,868	(401,546)	(14.7)
Other Regions	196,694	145,922	(50,772)	(25.8)	592,942	345,115	(247,827)	(41.8)
Motorcycle Business	530,227	490,857	(39,370)	(7.4)	1,585,770	1,258,173	(327,597)	(20.7)
Japan	16,659	19,699	3,040	18.2	57,997	63,671	5,674	9.8
North America	48,595	48,630	35	0.1	147,416	143,766	(3,650)	(2.5)
Europe	30,790	22,542	(8,248)	(26.8)	111,561	93,642	(17,919)	(16.1)
Asia	355,433	335,460	(19,973)	(5.6)	1,035,683	804,230	(231,453)	(22.3)
Other Regions	78,750	64,526	(14,224)	(18.1)	233,113	152,864	(80,249)	(34.4)
Automobile Business	2,523,149	2,585,190	62,041	2.5	7,691,119	6,207,728	(1,483,391)	(19.3)
Japan	284,758	334,629	49,871	17.5	1,087,447	936,192	(151,255)	(13.9)
North America	1,479,774	1,479,178	(596)	(0.0)	4,349,811	3,416,680	(933,131)	(21.5)
Europe	93,828	76,339	(17,489)	(18.6)	276,991	213,219	(63,772)	(23.0)
Asia	557,186	622,770	65,584	11.8	1,647,065	1,474,491	(172,574)	(10.5)
Other Regions	107,603	72,274	(35,329)	(32.8)	329,805	167,146	(162,659)	(49.3)
Financial Services Business	616,318	614,549	(1,769)	(0.3)	1,961,952	1,853,641	(108,311)	(5.5)
Japan	90,261	94,181	3,920	4.3	261,454	278,955	17,501	6.7
North America	512,990	510,333	(2,657)	(0.5)	1,662,203	1,543,304	(118,899)	(7.2)
Europe	2,985	2,774	(211)	(7.1)	8,791	8,154	(637)	(7.2)
Asia	3,894	2,990	(904)	(23.2)	10,696	10,202	(494)	(4.6)
Other Regions	6,188	4,271	(1,917)	(31.0)	18,808	13,026	(5,782)	(30.7)
Life Creation and Other Businesses	77,899	80,973	3,074	3.9	234,108	227,171	(6,937)	(3.0)
Japan	21,424	17,510	(3,914)	(18.3)	60,861	41,913	(18,948)	(31.1)
North America	31,054	32,164	1,110	3.6	96,105	98,510	2,405	2.5
Europe	9,847	14,022	4,175	42.4	33,956	39,724	5,768	17.0
Asia	11,421	12,426	1,005	8.8	31,970	34,945	2,975	9.3
Other Regions	4,153	4,851	698	16.8	11,216	12,079	863	7.7

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 Third Quarter Financial Results.

CONSOLIDATED FINANCIAL SUMMARY 2
FOR THE FISCAL NINE MONTHS ENDED DECEMBER 31, 2020

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

	Yen (millions)	
	Mar. 31, 2020	Dec. 31, 2020
Assets		
< Non-financial Services Businesses >		
Current assets:	5,194,175	5,313,059
Cash and cash equivalents	2,462,679	2,521,235
Trade receivables	625,466	638,803
Inventories	1,542,173	1,436,683
Other current assets	563,857	716,338
Non-current assets:	5,503,629	5,673,769
Investments accounted for using the equity method	655,475	804,181
Property, plant and equipment	3,036,156	2,909,704
Intangible assets	751,266	797,423
Other non-current assets	1,060,732	1,162,461
Total assets	10,697,804	10,986,828
< Finance Subsidiaries >		
Cash and cash equivalents	209,674	352,054
Receivables from financial services, current	1,879,490	1,685,356
Receivables from financial services, non-current	3,282,829	3,340,466
Equipment on operating leases	4,626,063	4,603,672
Other assets	284,080	298,981
Total assets	10,282,136	10,280,529
Reconciling items	(518,475)	(487,154)
Total assets	20,461,465	20,780,203
Liabilities and Equity		
< Non-financial Services Businesses >		
Current liabilities:	2,652,583	2,756,345
Trade payables	945,271	946,757
Financing liabilities	380,116	588,469
Other current liabilities	1,327,196	1,221,119
Non-current liabilities:	1,595,698	1,577,275
Financing liabilities	151,897	147,903
Retirement benefit liabilities	570,378	562,081
Other non-current liabilities	873,423	867,291
Total liabilities	4,248,281	4,333,620
< Finance Subsidiaries >		
Financing liabilities, current	2,933,114	2,784,854
Financing liabilities, non-current	4,069,354	4,157,750
Other liabilities	1,178,926	1,154,610
Total liabilities	8,181,394	8,097,214
Reconciling items	(254,233)	(226,683)
Total liabilities	12,175,442	12,204,151
Equity attributable to owners of the parent	8,012,259	8,306,603
Non-controlling interests	273,764	269,449
Total equity	8,286,023	8,576,052
Total liabilities and equity	20,461,465	20,780,203

CONSOLIDATED FINANCIAL SUMMARY 3
FOR THE FISCAL NINE MONTHS ENDED DECEMBER 31, 2020

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

	Yen (millions)							
	For the nine months ended Dec. 31, 2019				For the nine months ended Dec. 31, 2020			
	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	627,006	194,690	(35,528)	786,168	412,739	261,094	(15,126)	658,707
Depreciation, amortization and impairment losses excluding equipment on operating leases	526,473	3,254	—	529,727	441,505	3,040	—	444,545
Share of profit of investments accounted for using the equity method	(149,731)	—	—	(149,731)	(204,570)	—	—	(204,570)
Decrease (increase) in trade receivables	144,931	8,457	(9,382)	144,006	(1,233)	(1,590)	9,750	6,927
Decrease (increase) in inventories	(21,150)	7,062	—	(14,088)	82,326	5,741	—	88,067
Increase (decrease) in trade payables	(211,293)	3,386	(649)	(208,556)	80,026	(892)	(206)	78,928
Decrease (increase) in receivables from financial services	—	30,085	387	30,472	—	(11,186)	(367)	(11,553)
Decrease (increase) in equipment on operating leases	—	(248,773)	—	(248,773)	—	(118,989)	—	(118,989)
Dividends received	140,183	2	(35,528)	104,657	134,761	7	(15,126)	119,642
Other, net	(357,565)	(56,443)	45,525	(368,483)	(184,023)	(57,296)	5,807	(235,512)
Net cash provided by (used in) operating activities	698,854	(58,280)	(35,175)	605,399	761,531	79,929	(15,268)	826,192
Cash flows from investing activities:								
Payments for additions to property, plant and equipment	(251,068)	73	—	(250,995)	(227,204)	53	—	(227,151)
Payments for additions to and internally developed intangible assets	(157,458)	(2,393)	—	(159,851)	(162,736)	(3,094)	—	(165,830)
* Decrease (increase) in other financial assets	7,980	(994)	(33,179)	(26,193)	(173,813)	13,976	(17,397)	(177,234)
Other, net	729	325	—	1,054	(93,765)	304	—	(93,461)
Net cash provided by (used in) investing activities	(399,817)	(2,989)	(33,179)	(435,985)	(657,518)	11,239	(17,397)	(663,676)
Cash flows from financing activities:								
* Proceeds from (repayment of) short-term financing liabilities	8,843	(163,661)	32,818	(122,000)	193,208	787	17,507	211,502
* Proceeds from long-term financing liabilities	14,416	1,384,381	—	1,398,797	2,805	1,353,814	—	1,356,619
* Repayments of long-term financing liabilities	(65,423)	(1,117,283)	7	(1,182,699)	(30,228)	(1,274,080)	32	(1,304,276)
Dividends paid to owners of the parent	(147,863)	—	—	(147,863)	(100,181)	—	—	(100,181)
Other, net	(145,416)	(36,478)	35,529	(146,365)	(80,794)	(16,485)	15,126	(82,153)
Net cash provided by (used in) financing activities	(335,443)	66,959	68,354	(200,130)	(15,190)	64,036	32,665	81,511
Effect of exchange rate changes on cash and cash equivalents	(18,954)	(2,627)	—	(21,581)	(30,267)	(12,824)	—	(43,091)
Net change in cash and cash equivalents	(55,360)	3,063	—	(52,297)	58,556	142,380	—	200,936
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	2,326,110	115,714	—	2,441,824	2,521,235	352,054	—	2,873,289

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 33,179 million decrease for the fiscal nine months ended December 31, 2019, and a JPY 17,397 million decrease for the fiscal nine months ended December 31, 2020, respectively.