

CONSOLIDATED FINANCIAL SUMMARY 1
FOR THE FISCAL FIRST QUARTER ENDED JUNE 30, 2020

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

Yen (millions)	First Quarter Results			
	3 months ended Jun. 30, 2019	3 months ended Jun. 30, 2020	change	%
Total	3,996,253	2,123,775	(1,872,478)	(46.9)
Japan	516,147	406,277	(109,870)	(21.3)
North America	2,212,046	1,061,781	(1,150,265)	(52.0)
Europe	156,777	91,941	(64,836)	(41.4)
Asia	901,648	498,571	(403,077)	(44.7)
Other Regions	209,635	65,205	(144,430)	(68.9)
Motorcycle Business	533,018	274,222	(258,796)	(48.6)
Japan	18,490	19,353	863	4.7
North America	48,734	45,519	(3,215)	(6.6)
Europe	47,821	34,767	(13,054)	(27.3)
Asia	338,202	147,500	(190,702)	(56.4)
Other Regions	79,771	27,083	(52,688)	(66.0)
Automobile Business	2,694,478	1,209,923	(1,484,555)	(55.1)
Japan	393,796	284,084	(109,712)	(27.9)
North America	1,537,960	514,445	(1,023,515)	(66.6)
Europe	92,412	42,611	(49,801)	(53.9)
Asia	550,088	338,093	(211,995)	(38.5)
Other Regions	120,222	30,690	(89,532)	(74.5)
Financial Services Business	688,401	575,834	(112,567)	(16.4)
Japan	84,167	92,496	8,329	9.9
North America	591,521	472,868	(118,653)	(20.1)
Europe	3,067	2,635	(432)	(14.1)
Asia	3,293	3,282	(11)	(0.3)
Other Regions	6,353	4,553	(1,800)	(28.3)
Life Creation and Other Businesses	80,356	63,796	(16,560)	(20.6)
Japan	19,694	10,344	(9,350)	(47.5)
North America	33,831	28,949	(4,882)	(14.4)
Europe	13,477	11,928	(1,549)	(11.5)
Asia	10,065	9,696	(369)	(3.7)
Other Regions	3,289	2,879	(410)	(12.5)

Note:

For detailed information of principal products and services, and functions of each segment, please refer to [6] Notes to Consolidated Financial Statements, [B] Segment Information in Fiscal First Quarter Financial Results.

CONSOLIDATED FINANCIAL SUMMARY 2
FOR THE FISCAL FIRST QUARTER ENDED JUNE 30, 2020

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

	Yen (millions)	
	Mar. 31, 2020	Jun. 30, 2020
Assets		
< Non-financial Services Businesses >		
Current assets:	5,194,175	4,992,724
Cash and cash equivalents	2,462,679	2,250,991
Trade receivables	625,466	605,067
Inventories	1,542,173	1,631,568
Other current assets	563,857	505,098
Non-current assets:	5,503,629	5,462,150
Investments accounted for using the equity method	655,475	675,141
Property, plant and equipment	3,036,156	2,976,469
Intangible assets	751,266	762,919
Other non-current assets	1,060,732	1,047,621
Total assets	10,697,804	10,454,874
< Finance Subsidiaries >		
Cash and cash equivalents	209,674	356,769
Receivables from financial services, current	1,879,490	1,686,095
Receivables from financial services, non-current	3,282,829	3,262,447
Equipment on operating leases	4,626,063	4,587,433
Other assets	284,080	309,483
Total assets	10,282,136	10,202,227
Reconciling items	(518,475)	(545,367)
Total assets	20,461,465	20,111,734
Liabilities and Equity		
< Non-financial Services Businesses >		
Current liabilities:	2,652,583	2,628,537
Trade payables	945,271	775,779
Financing liabilities	380,116	681,603
Other current liabilities	1,327,196	1,171,155
Non-current liabilities:	1,595,698	1,564,943
Financing liabilities	151,897	149,814
Retirement benefit liabilities	570,378	581,843
Other non-current liabilities	873,423	833,286
Total liabilities	4,248,281	4,193,480
< Finance Subsidiaries >		
Financing liabilities, current	2,933,114	2,700,055
Financing liabilities, non-current	4,069,354	4,158,990
Other liabilities	1,178,926	1,202,981
Total liabilities	8,181,394	8,062,026
Reconciling items	(254,233)	(280,680)
Total liabilities	12,175,442	11,974,826
Equity attributable to owners of the parent	8,012,259	7,884,240
Non-controlling interests	273,764	252,668
Total equity	8,286,023	8,136,908
Total liabilities and equity	20,461,465	20,111,734

CONSOLIDATED FINANCIAL SUMMARY 3
FOR THE FISCAL FIRST QUARTER ENDED JUNE 30, 2020

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

	Yen (millions)							
	For the three months ended Jun. 30, 2019				For the three months ended Jun. 30, 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 (loss) before income taxes	228,125	61,686	—	289,811	(147,848)	74,428	(13)	(73,433)
Depreciation, amortization and impairment losses excluding equipment on operating leases	168,857	1,159	—	170,016	148,378	1,041	—	149,419
Share of profit of investments accounted for using the equity method	(44,230)	—	—	(44,230)	(39,994)	—	—	(39,994)
Decrease (increase) in trade receivables	9,853	5,787	(5,721)	9,919	25,238	(6,848)	15,156	33,546
Decrease (increase) in inventories	(17,046)	4,116	—	(12,930)	(90,065)	(1,881)	—	(91,946)
Increase (decrease) in trade payables	(53,502)	956	(499)	(53,045)	(130,047)	(2,916)	(1,813)	(134,776)
Decrease (increase) in receivables from financial services	—	6,615	(33)	6,582	—	199,108	86	199,194
Decrease (increase) in equipment on operating leases	—	(53,086)	—	(53,086)	—	16,833	—	16,833
Dividends received	26,618	—	14	26,632	5,468	13	(13)	5,468
Other, net	(129,987)	(20,314)	6,220	(144,081)	(126,409)	3,429	(13,099)	(136,079)
Net cash provided by (used in) operating activities	188,688	6,919	(19)	195,588	(355,279)	283,207	304	(71,768)
Cash flows from investing activities:								
Payments for additions to property, plant and equipment	(97,475)	60	—	(97,415)	(84,131)	41	—	(84,090)
Payments for additions to and internally developed intangible assets	(57,312)	(860)	—	(58,172)	(49,162)	(989)	—	(50,151)
* Decrease (increase) in other financial assets	(2,301)	(3,510)	(12,226)	(18,037)	41,012	(2,287)	(19,265)	19,460
Other, net	5,309	175	—	5,484	5,266	195	—	5,461
Net cash provided by (used in) investing activities	(151,779)	(4,135)	(12,226)	(168,140)	(87,015)	(3,040)	(19,265)	(109,320)
Cash flows from financing activities:								
* Proceeds from (repayment of) short-term financing liabilities	(6,253)	(275,408)	12,257	(269,404)	304,902	(163,764)	18,916	160,054
* Proceeds from long-term financing liabilities	437	494,435	—	494,872	(39)	405,043	—	405,004
* Repayments of long-term financing liabilities	(6,491)	(213,238)	2	(219,727)	(2,838)	(373,982)	32	(376,788)
Dividends paid to owners of the parent	(49,287)	—	—	(49,287)	(48,363)	—	—	(48,363)
Other, net	(39,949)	(326)	(14)	(40,289)	(27,673)	(345)	13	(28,005)
Net cash provided by (used in) financing activities	(101,543)	5,463	12,245	(83,835)	225,989	(133,048)	18,961	111,902
Effect of exchange rate changes on cash and cash equivalents	(41,297)	(5,249)	—	(46,546)	4,617	(24)	—	4,593
Net change in cash and cash equivalents	(105,931)	2,998	—	(102,933)	(211,688)	147,095	—	(64,593)
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	2,275,539	115,649	—	2,391,188	2,250,991	356,769	—	2,607,760

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 12,226 million decrease for the fiscal three months ended June 30, 2019, and a JPY 19,265 million decrease for the fiscal three months ended June 30, 2020, respectively.