

HONDA
The Power of Dreams

FY20 3rd Quarter Financial Results



**FIT
CROSSTAR
(Japan)**

Honda Motor Co., Ltd.

February 7, 2020

- *Outline of FY20 3rd Quarter Financial Results and FY20 Financial Forecasts*
- *FY20 3rd Quarter Financial Results and FY20 Financial Forecasts*

Honda Group Unit Sales <FY20 Nine Months>

Unit (thousand)

	Motorcycles			Automobiles			Life Creation		
	FY19	FY20	Change	FY19	FY20	Change	FY19	FY20	Change
Japan	157	154	- 3	515	489	- 26	246	218	- 28
North America	216	221	+ 5	1,444	1,402	- 42	1,781	1,661	- 120
Europe	181	186	+ 5	121	103	- 18	600	502	- 98
Asia	14,187	13,453	- 734	1,698	1,655	- 43*	1,080	1,038	- 42
Other Regions	939	1,024	+ 85	181	160	- 21	247	211	- 36
Total	15,680	15,038	- 642	3,959	3,809	- 150	3,954	3,630	- 324
Change (%)			- 4.1%			- 3.8%			- 8.2%

* + 72 thousand in China are included

Japan		Retail	
Nine Months Results	Unit (thousand)	vs. FY19 (%)	
Industry Demand	3,667	98.3	
Unit Sales	502	94.9	

(Source: Japan Automobile Dealers Association)



※N-BOXシリーズ(N-BOX、N-BOX+、N-BOX SLASH)
2017年～2019年の登録車を含む国内新車販売台数
第1位(トヨタ自動車、本田自動車に続く)



N-BOX



VezeL



Fit

Launch in Feb. 2020

■ Sales Results in FY20 (Nine Months)

<Industry demand>

Decreased compared with the same period last year due mainly to the impact of the consumption tax rate hike, despite the launch of new models of each company.

<Honda>

Decreased compared with the same period last year due mainly to the effects of parts supply restrictions on new N-WGN, despite the strong sales of N-BOX.

N-BOX series: Sets No.1 new car sales in 2019.
VezeL: Sets No.1 new SUV sales in 2019.

■ Outlook/Forecast for FY20

<Industry demand>

Down just slightly compared with FY19.

<Honda>

A slight decrease is expected compared with FY19.

Upward revision from previous forecast* due to the strong sales of N-BOX and Freed.

*Previous forecast : announced on November 8

■ Sales Results in FY20 (Nine Months)

U.S.		Retail	
Nine Months Results	Unit (thousand)	vs. FY19 (%)	
Industry Demand	13,041	99.1	
Unit Sales	1,238	99.7	

(Source: Autodata)



HR-V



CR-V

<Industry demand>

Down slightly compared with the same period last year. An increase in the light truck market and a decline in the sedan market.

<Honda>

Maintain equivalent sales as the same period last year, due mainly to an effect of introducing Passport and increase sales in HR-V, although there was a decrease in Accord.

HR-V: Sets a new all-time monthly record with sales in October.
Civic: Maintain segment lead for ten consecutive months.
CR-V: Single month sales records updates in October and November.

■ Outlook/Forecast for FY20

<Industry demand>

Moderate decrease.

<Honda>

Strive to sell more than the previous year by increasing light truck models such as HR-V and CR-V.

China	Retail	
Nine Months Results	Unit (thousand)	vs. FY19 (%)
Industry Demand *	19,386	93.0
Unit Sales	1,219	107.8

*Industry demand is wholesale basis (based on Honda research)



CR-V



Accord

■ Sales Results in FY20 (Nine Months)

<Industry demand>

Decreased compared with the same period last year due to a volume decline in all vehicle segments.

<Honda>

Exceeded sales of the same period last year due mainly to increased sales of CR-V and Accord, and the launch of brand-new Envix, Inspire, Breeze.

Civic, Accord, CR-V: 200,000 units exceeded in 2019.
Cruzer, XR-V, Vezel, Fit: 100,000 units exceeded in 2019.

■ Outlook/Forecast for FY20

<Industry demand>

CY20 is slightly below the previous year.

<Honda>

Aim to maximize sales due to increased sales of major models and effects of launch of the brand-new models, through continuing to assess the impact related to the spread of novel coronavirus infections.

Asia		Wholesale	
Nine Months Results	Unit (thousand)	vs. FY19 (%)	
India	3,771	84.0	
Vietnam	2,069	98.8	
Thailand	1,019	93.8	
Philippines	480	105.7	
Indonesia	3,635	98.5	
Pakistan	806	94.3	
Total	11,780	93.0	

South America		Wholesale	
Nine Months Results	Unit (thousand)	vs. FY19 (%)	
Brazil	664	112.9	

Topics :

Reached 400 million-unit milestone in cumulative global motorcycle production



1949 Dream D- Type

■ Sales Results in FY20 (Nine Months, Asia)

<Industry demand>

Asia overall market slowed down compared with the same period last year. In India, the largest market, consumer spending remains sluggish due to stagnation in the economy and worsening the unemployment rate.

<Honda>

Decreased compared with the same period last year due to the market slowdown in India, despite an increase in the Philippines.

■ Outlook/Forecast for FY20 (Asia)

<Industry demand>

Market recovery takes time due to continued decline in consumer spending in India.

<Honda>

Down compared with FY19.

Launched new SP125 and Activa 6G which are compliant with new regulation in India.



SP125 (India)
Launch in Nov. 2019



Activa 6G (India)
Launch in Jan. 2020

Operating profit : Decreased 44.7 billion yen compared with the same period last year.

Excluding currency effects and one-time issues,

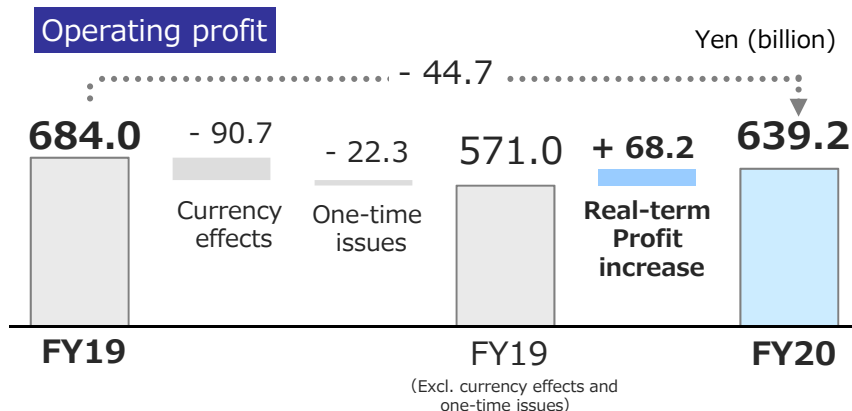
Increased 68.2 billion yen

due mainly to continuing cost reduction and decreased selling, general and administrative expenses.

Profit for the period: Reflect tax expenses increase due to issuance of regulation relating to
*1 the Tax Cuts and Jobs Act.

Honda Group Unit Sales (thousand)	YTD		
	FY19 Results	FY20 Results	Change
Motorcycles	15,680	15,038	- 4.1%
Automobiles	3,959	3,809	- 3.8%
Life Creation	3,954	3,630	- 8.2%

Financial Results Yen (billion)	FY19 Results	FY20 Results	Change	
			amount	%
Sales revenue	11,839.5	11,472.9	- 366.5	- 3.1%
Operating profit	684.0	639.2	- 44.7	- 6.5%
Operating margin	5.8%	5.6%		- 0.2 pt
Share of profit of investments accounted for using the equity method	169.6	149.7	- 19.9	- 11.7%
Profit before income taxes	868.2	786.1	- 82.0	- 9.5%
Profit for the period attributable to owners of the parent	623.3	485.2	- 138.0	- 22.1%
Earnings per share attributable to owners of the parent (Yen)	353.10	276.13		- 76.97
Market average rates (Yen)				*3
U.S. Dollar	111	109		- 2



*1 Profit for the period attributable to owners of the parent

*2 Please refer to the footnotes on the last page.

*3 +: weak yen / -: strong yen

Operating profit : Despite the currency effects, the worsening economy in India and a decrease in sales in Japan due to the effects of parts supply restrictions,

**Plan to exceed the previous year's profit,
by steadily implement initiatives to improve profitability.**

Honda Group Unit Sales (thousand)	YTD			Change from previous forecast
	FY19 Results	FY20 Forecast	Change	
Motorcycles	20,238	19,900	- 1.7%	-
Automobiles	5,323	4,980	- 6.4%	+ 5
Life Creation	6,301	6,000	- 4.8%	- 270

Automobiles

Increased from previous forecast due mainly to strong sales of N-BOX and Freed in Japan.

Life Creation

Decreased from previous forecast due mainly to OEM engine for lawn mower sales decline in North America and Europe.

Financial Results Yen (billion)	FY19 Results	FY20 Forecast	Change		Change from previous forecast
			amount	%	
Sales revenue	15,888.6	15,150.0	- 738.6	- 4.6%	+ 100.0
Operating profit	726.3	730.0	+ 3.6	+ 0.5%	+ 40.0
Operating margin	4.6%	4.8%		+ 0.2pt	+ 0.2pt
Share of profit of investments accounted for using the equity method	228.8	210.0	- 18.8	- 8.2%	-
Profit before income taxes	979.3	940.0	- 39.3	- 4.0%	+ 35.0
Profit for the year attributable to owners of the parent	610.3	595.0	- 15.3	- 2.5%	+ 20.0
Earnings per share attributable to owners of the parent (Yen)	345.99	339.64		- 6.35	+ 10.00
Market average rates (Yen)					
U.S. Dollar	111	108		- 3	+ 1

Dividend per Share (Yen)	FY19	FY20 (Expectation)	Increase / Decrease from FY19	Change from previous forecast
1 st Quarter End	27	28	+ 1	-
2 nd Quarter End	28	28	-	-
3rd Quarter End	28	28	-	-
4 th Quarter End	28	(28)	(-)	(-)
Fiscal Year	111	(112)	(+ 1)	(-)

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Honda Group Unit Sales (thousand)	QTD		
	FY19	FY20	Change
Motorcycles	5,013	5,019	+ 0.1%
Automobiles	1,408	1,247	- 11.4%
Life Creation	1,351	1,195	- 11.5%

Motorcycles Increased sales units in China, Thailand and Brazil, although decreased unit sales in India.

Automobiles Decreased sales units in Japan, the United States and China.

Financial Results Yen (billion)	QTD		
	FY19	FY20	Change
Sales revenue	3,973.6	3,747.5	- 5.7%
Operating profit	170.1	166.6	- 2.1%
Operating margin	4.3%	4.4%	+ 0.1pt
Share of profit of investments accounted for using the equity method	51.4	41.5	- 19.2%
Profit before income taxes	226.9	206.7	- 8.9%
Profit for the period attributable to owners of the parent	168.2	116.4	- 30.8%
Earnings per share attributable to owners of the parent (Yen)	95.61	66.37	- 29.24
Market average rates (Yen)			
U.S. Dollar	113	109	- 4

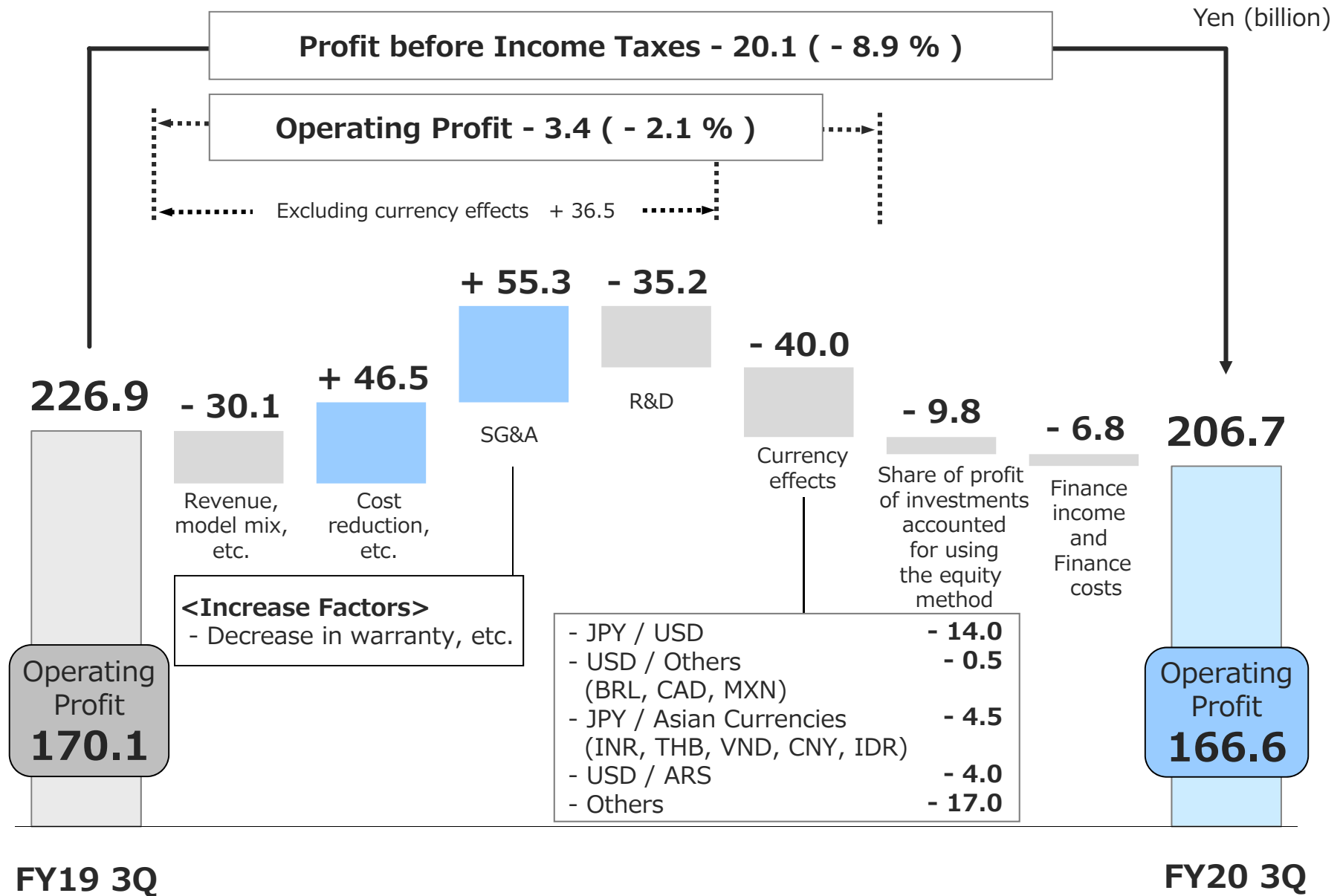
Sales revenue Decreased by 5.7%, to 3,747.5 billion from the same period last year, due mainly to decreased sales revenue in Automobile business as well as negative foreign currency translation effects, which was partially offset by increased sales revenue in Financial services business operations.

Operating profit Decreased by 2.1%, to 166.6 billion from the same period last year, due mainly to a decrease in profit attributable to decreased sales revenue and model mix as well as negative foreign currency effects, which was partially offset by decreased selling, general and administrative expenses as well as continuing cost reduction.

Share of profit of investments accounted for using the equity method Decreased by 19.2%, to 41.5 billion from the same period last year, due mainly to a decrease in profit attributable to decreased sales revenue and model mix in China.

Profit for the period Decreased by 30.8%, to 116.4 billion from the same period last year, due mainly to decreased profit before income taxes and increased income tax expense in the United States.

Change in Profit before Income Taxes <FY20 3rd Qtr>



**Sales Revenue/Operating Profit (Margin)
by Business Segment <FY20 3rd Qtr>**

upper : FY20	Motorcyle Business	Automobile Business	Financial Services Business	Life Creation and Other Businesses
lower : FY19				
Unit (thousand)	5,019	1,247	-	1,195
Honda Group Unit Sales	5,013	1,408	-	1,351
Yen (billion)	530.2	2,574.8	619.7	86.3
Sales Revenue	516.5	2,859.5	564.0	99.3
Operating Profit	74.5	33.7	64.5	- 6.1
	69.5	41.2	60.3	- 0.9
Operating Margin	14.1%	1.3%	10.4%	- 7.2%
	13.5%	1.4%	10.7%	- 1.0%
Increase/Decrease Factors	Increased 4.9 billion yen due mainly to continuing cost reduction, which was partially offset by a decrease in sales units in India caused from the weak market.	Decreased 7.5 billion yen due mainly to a decrease sales units in Japan caused from the effects of parts supply restrictions.	Increased by 4.2 billion yen due mainly to an increase in operating lease revenues.	Decreased by 5.1 billion yen due mainly to a decrease sales units in the United States.

* Combined operating profit of Automobile Business and Financial Services Business for automobiles

In the financial services business, Honda provides services such as loan and lease, mainly related to sales of automobiles, for customers buying products. Operating profit relating to automobiles in financial services business is allocated in accordance with total assets ratio, etc.

<Reference>
Combined operating profit *
95.2 / 3.0%
FY19 3Q : 99.5 / 2.9%

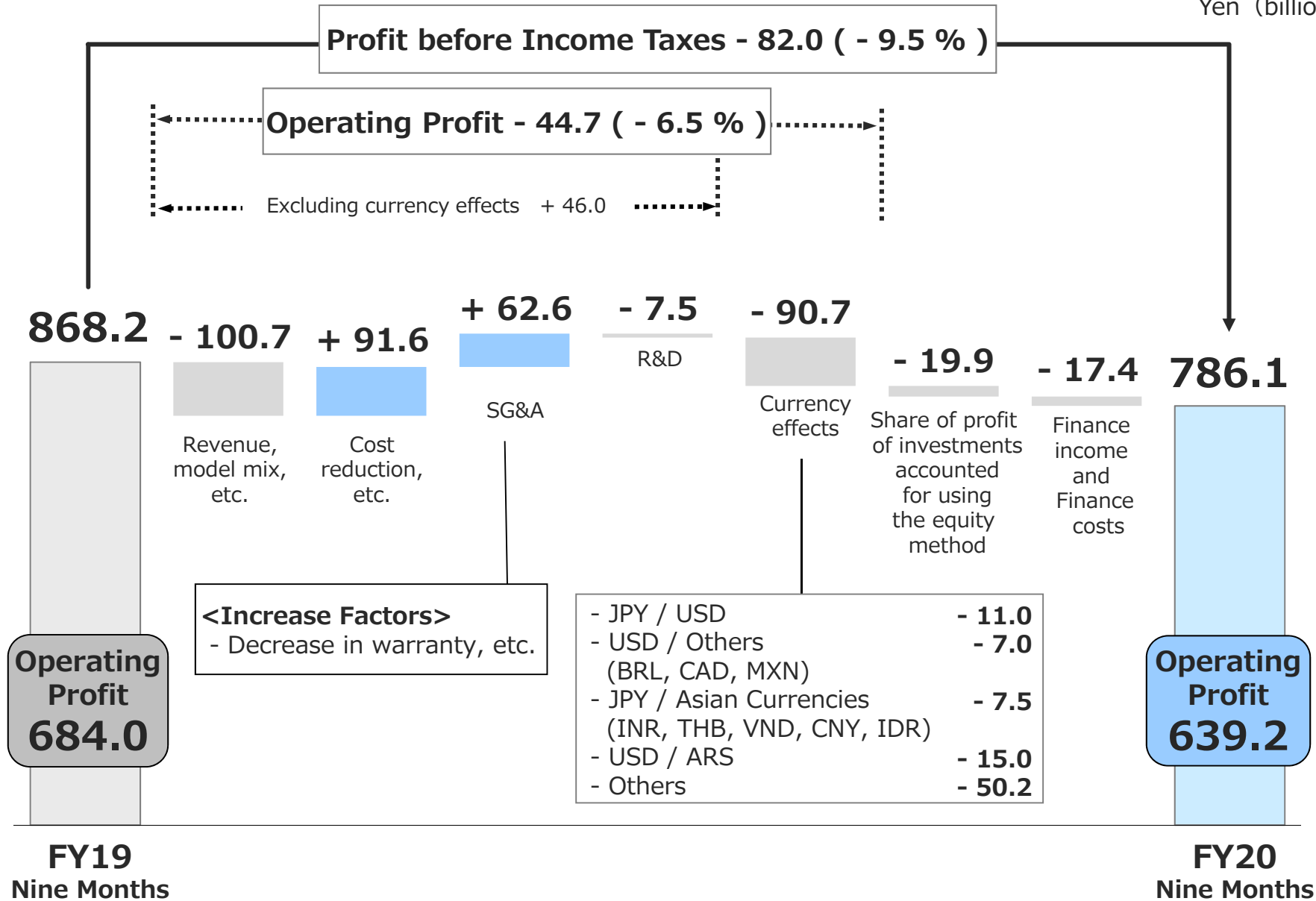
Operating profit from aircraft and aircraft engines included in above
- 10.0
FY19 3Q : - 9.8

FY20 Nine Months Financial Results (Consolidated)

Financial Results Yen (billion)	FY19 Results	FY20 Results	Change	
			amount	%
Sales revenue	11,839.5	11,472.9	- 366.5	- 3.1%
Operating profit	684.0	639.2	- 44.7	- 6.5%
Operating margin	5.8%	5.6%		- 0.2pt
Share of profit of investments accounted for using the equity method	169.6	149.7	- 19.9	- 11.7%
Profit before income taxes	868.2	786.1	- 82.0	- 9.5%
Profit for the period attributable to owners of the parent	623.3	485.2	- 138.0	- 22.1%
Earnings per share attributable to owners of the parent (Yen)	353.10	276.13		- 76.97
Market average rates (Yen)				
U.S. Dollar	111	109		- 2

Change in Profit before Income Taxes <FY20 Nine Months>

Yen (billion)



Forecast: Honda Group Unit Sales

Unit (thousand)

	Motorcycles			Automobiles			Life Creation		
	FY20 Previous	FY20 Revised	Change	FY20 Previous	FY20 Revised	Change	FY20 Previous	FY20 Revised	Change
Japan	205	205	-	645	655	+ 10	295	300	+ 5
North America	315	315	-	1,865	1,865	-	3,095	2,970	- 125
Europe	245	250	+ 5	140	135	- 5	985	890	- 95
Asia	17,785	17,785	-	2,110	2,110	-	1,535	1,515	- 20
Other Regions	1,350	1,345	- 5	215	215	-	360	325	- 35
Total	19,900	19,900	-	4,975	4,980	+ 5	6,270	6,000	- 270
FY19 Results	20,238			5,323			6,301		

※The impact related to the spread of novel coronavirus infections is not reflected to the forecasts for the FY20.

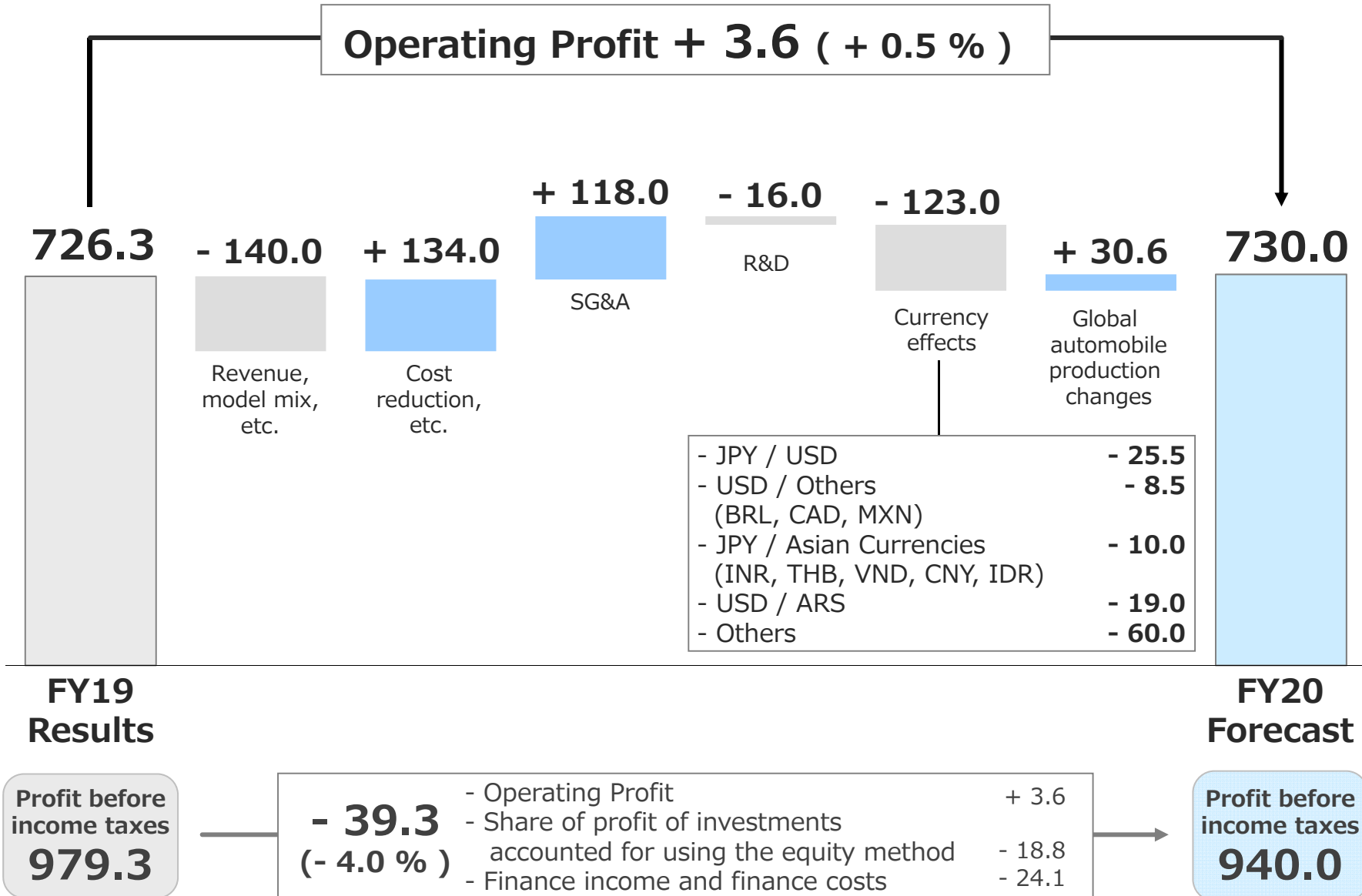
FY20 Financial Forecast (Consolidated)

Financial Results Yen (billion)	FY19 Results	FY20 Forecast	Change		Change from previous forecast
			amount	%	
Sales revenue	15,888.6	15,150.0	- 738.6	- 4.6%	+ 100.0
Operating profit	726.3	730.0	+ 3.6	+ 0.5%	+ 40.0
Operating margin	4.6%	4.8%		+ 0.2pt	+ 0.2pt
Share of profit of investments accounted for using the equity method	228.8	210.0	- 18.8	- 8.2%	-
Profit before income taxes	979.3	940.0	- 39.3	- 4.0%	+ 35.0
Profit for the year attributable to owners of the parent	610.3	595.0	- 15.3	- 2.5%	+ 20.0
Earnings per share attributable to owners of the parent (Yen)	345.99	339.64		- 6.35	+ 10.00
Market average rates (Yen)					
U.S. Dollar	111	108		- 3	+ 1

※The impact related to the spread of novel coronavirus infections is not reflected to the forecasts for the FY20.

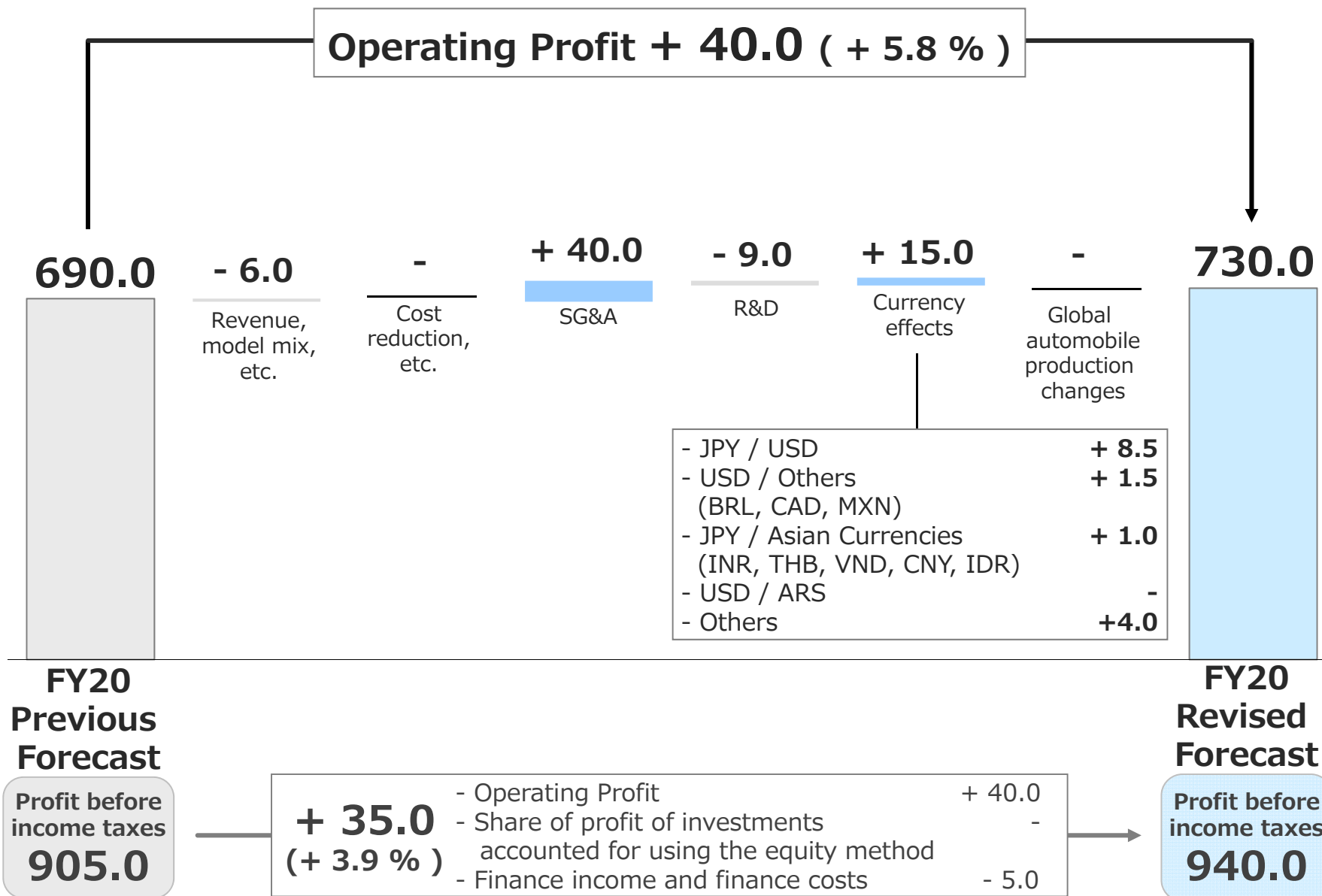
FY20 Forecast: Change in Operating Profit

Yen (billion)



FY20 Forecast: Change in Operating Profit

Yen (billion)



Yen (billion)	FY19 Results	FY20 Forecast	Change	Change from previous forecast
Capital expenditures ^{*1}	426.5	400.0	- 26.5	- 40.0
Depreciation and amortization ^{*1}	450.3	400.0	- 50.3	-
Research and development expenditures ^{*2}	820.0	860.0	+ 39.9	-

*1 Capital expenditures as well as Depreciation in results and forecast aforementioned exclude investment in operating leases, right-of-use assets, and intangible assets.

*2 Research and development expenditures are research and development activity related costs incurred during the reporting period. In accordance with IFRS, a portion of research and development expenditures is recognized as an intangible asset and amortized over its estimated useful life. As such, this amount is not in conformity with "Research and development" on Consolidated Statements of Income.

Caution with Respect to Forward-Looking Statements:

This slide contains forward-looking statements about the performance of Honda, which are based on management's assumptions and beliefs taking into account information currently available to it. Therefore, please be advised that Honda's actual results could differ materially from those described in these forward-looking statements as a result of numerous factors, including general economic conditions in Honda's principal markets and fluctuation of foreign exchange rates, as well as other factors detailed from time to time.

Accounting standards:

Our consolidated financial statements are prepared in conformity with International Financial Reporting Standards (IFRS), as issued by the International Accounting Standards Board (IASB)

Notice on the Factors for Increases and Decreases in Income:

With respect to the discussion above of the change in Operating profit, management has identified the factors set forth below and used what it believes to be a reasonable method to analyze the respective changes in such factors. Each of these factors is explained below. Management has analyzed changes in these factors at the levels of the Company and its material consolidated subsidiaries.

(1) "Currency effects" consist of translation adjustments, which come from the translation of the currency of foreign subsidiaries' financial statements into Japanese Yen, and foreign currency adjustments, which result from foreign-currency-denominated sales, which, at the levels of the Company and those consolidated subsidiaries which have been analyzed, primarily relate to the following currencies: U.S. dollar, Canada dollar, Euro, GBP, BRL and Japanese Yen.

(2) With respect to "Cost reduction, etc.", management has analyzed cost reduction and effects of raw material cost fluctuations at the levels of the Company and its material foreign manufacturing subsidiaries in North America, Europe, Asia and other regions.

(3) With respect to "Revenue, model mix, etc.", management has analyzed changes in sales volume and in the mix of product models sold in major markets which have resulted in increases/decreases in profit, as well as certain other reasons for increases/decreases in sales revenue and cost of sales.

(4) With respect to "Selling, General and Administrative expenses", management has analyzed reasons for an increase/decrease in selling, general and administrative expenses from the previous fiscal year net of currency translation effects.

(5) With respect to "Research and Development expenses", management has analyzed reasons for an increase/decrease in research and development expenses from the previous fiscal year net of currency translation effects.

Unit sales:

Motorcycle Business

Honda Group Unit Sales is the total unit sales of completed products, including motorcycles, ATVs, and Side-by-Sides of Honda, its consolidated subsidiaries and its affiliates and joint ventures accounted for using the equity method. Consolidated Unit Sales is the total unit sales of completed products corresponding to consolidated sales revenue to external customers, which consists of unit sales of completed products of Honda and its consolidated subsidiaries.

Automobile Business

Honda Group Unit Sales is the total unit sales of completed products of Honda, its consolidated subsidiaries and its affiliates and joint ventures accounted for using the equity method. Consolidated Unit Sales is the total unit sales of completed products corresponding to consolidated sales revenue to external customers, which consists of unit sales of completed products of Honda and its consolidated subsidiaries. Certain sales of automobiles that are financed with residual value type auto loans by our Japanese finance subsidiaries and sold through our consolidated subsidiaries are accounted for as operating leases in conformity with IFRS and are not included in consolidated sales revenue to the external customers in our Automobile business. Accordingly, they are not included in Consolidated Unit Sales, but are included in Honda Group Unit Sales of our Automobile business.

Life Creation Business

Honda Group Unit Sales is the total unit sales of completed power products of Honda, its consolidated subsidiaries and its affiliates and joint ventures accounted for using the equity method. Consolidated Unit Sales is the total unit sales of completed power products corresponding to consolidated sales revenue to external customers, which consists of unit sales of completed power products of Honda and its consolidated subsidiaries. In Life Creation business, there is no discrepancy between Honda Group Unit Sales and Consolidated Unit Sales since no affiliate and joint venture accounted for using the equity method was involved in the sale of Honda power products.

* Earnings per share attributable to owners of the parent is calculated based on weighted average number of shares outstanding as shown below:

- 3 rd Quarter	FY19: 1,759,562,000 (approx) ,	FY20: 1,754,228,000 (approx)
- Nine Months	FY19: 1,765,310,000 (approx) ,	FY20: 1,757,435,000 (approx)
- Fiscal year	FY19: 1,763,983,000 (approx) ,	FY20 forecast: 1,751,879,000 (approx)

HONDA
The Power of Dreams

Appendix

Change in Sales Revenue (Sales revenue from external customers)

Yen (billion)

Three Months

compared with FY19 3Q : - 226.0 / - 5.7 % (Excluding currency translation effects : - 101.6 / - 2.6 %)

	FY19	FY20	Change	Change excluding currency translation effects (%)	
Motorcycle Business	516.5	530.2	+ 13.7	+ 31.0	+ 6.0%
Automobile Business	2,806.1	2,523.1	- 282.9	- 198.3	- 7.1%
Financial Services Business	560.3	616.3	+ 56.0	+ 76.0	+ 13.6%
Life Creation and Other Businesses	90.6	77.8	- 12.7	- 10.4	- 11.5%
Total	3,973.6	3,747.5	- 226.0	- 101.6	- 2.6%
Market average rate (Yen)					
U.S. Dollar	113	109			

Nine Months

compared with FY19 3Q : - 366.5 / - 3.1 % (Excluding currency translation effects : - 72.5 / - 0.6 %)

	FY19	FY20	Change	Change excluding currency translation effects (%)	
Motorcycle Business	1,610.7	1,585.7	- 24.9	+ 23.9	+ 1.5%
Automobile Business	8,228.1	7,691.1	- 537.0	- 336.1	- 4.1%
Financial Services Business	1,746.2	1,961.9	+ 215.6	+ 253.5	+ 14.5%
Life Creation and Other Businesses	254.3	234.1	- 20.2	- 13.9	- 5.5%
Total	11,839.5	11,472.9	- 366.5	- 72.5	- 0.6%
Market average rate (Yen)					
U.S. Dollar	111	109			

**Sales Revenue/Operating Profit (Margin)
by Business Segment <FY20 Nine Months>**

	upper : FY20	Motorcycle Business	Automobile Business	Financial Services Business	Life Creation and Other Businesses
	lower : FY19				
Unit (thousand)		15,038	3,809	-	3,630
Honda Group Unit Sales		15,680	3,959	-	3,954
Yen (billion)		1,585.7	7,855.9	1,972.5	253.4
Sales Revenue		1,610.7	8,374.9	1,757.4	274.1
Operating Profit		222.1	229.0	196.7	- 8.6
		246.7	262.7	176.7	- 2.1
Operating Margin		14.0%	2.9%	10.0%	- 3.4%
		15.3%	3.1%	10.1%	- 0.8%

* Combined operating profit of Automobile Business and Financial Services Business for automobiles

In the financial services business, Honda provides services such as loan and lease, mainly related to sales of automobiles, for customers buying products. Operating profit relating to automobiles in financial services business is allocated in accordance with total assets ratio, etc.

<Reference>
Combined operating profit *
417.2 / 4.3%
FY19 YTD : 432.5 / 4.3%

Operating profit from aircraft and aircraft engines included in above
- 28.4
FY19 YTD: - 29.2

Sales Revenue / Operating Profit by Geographical Segment

Yen (billion)

Three Months	Japan		North America		Europe		Asia		Other Regions	
	FY19	FY20	FY19	FY20	FY19	FY20	FY19	FY20	FY19	FY20
Sales Revenue	1,296.1	1,044.9	2,250.2	2,162.8	218.8	190.3	1,065.7	1,016.5	194.7	181.8
Operating Profit	43.3	- 43.1	49.9	101.7	1.3	1.2	93.1	88.6	2.1	27.1
Change (%)	- 86.5 billion yen		+ 103.5%		- 8.4%		- 4.9%		+ 25.0 billion yen	

Nine Months	Japan		North America		Europe		Asia		Other Regions	
	FY19	FY20	FY19	FY20	FY19	FY20	FY19	FY20	FY19	FY20
Sales Revenue	3,641.9	3,338.3	6,694.8	6,544.6	666.8	583.0	3,275.1	3,033.5	574.5	545.1
Operating Profit	85.4	38.0	213.8	280.7	8.5	11.0	343.2	274.9	32.7	35.5
Change (%)	- 55.5%		+ 31.3%		+ 28.2%		- 19.9%		+ 8.6%	

Yen (billion)	QTD			YTD		
	FY19 Results	FY20 Results	Change	FY19 Results	FY20 Results	Change
Capital expenditures	105.8	93.6	- 12.1	282.3	228.9	- 53.3
Depreciation and amortization	107.6	96.8	- 10.8	339.4	300.6	- 38.7
Research and development expenditures	202.9	205.0	+ 2.1	582.9	580.6	- 2.3

Cash Flows of Non-financial Services Businesses

Yen (billion)

Nine Months	FY19	FY20
Cash flows from operating activities	+ 692.5	+ 698.8
Cash flows from investing activities	- 447.8	- 399.8
Free cash flow	+ 244.6	+ 299.0
Cash flows from financing activities	- 312.9	- 335.4
Effect of exchange rate changes	- 11.2	- 18.9
Net change of cash and cash equivalents	- 79.4	- 55.3
Cash & Cash equivalents at end of period	2,070.6	2,326.1
Net cash at end of period	1,619.1	1,951.6

Sales Revenue/Operating Profit by Business Segment

Yen (billion)

Segment Information	QTD										YTD(9 months)			
	FY19				FY20				Change	Change (%)	FY19 Results	FY20 Results	Change	Change (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q						
Sales Revenue														
Motorcycle Business	554.9	539.3	516.5	489.4	533.0	522.5	530.2		+ 13.7	+ 2.7%	1,610.7	1,585.7	- 24.9	- 1.6%
Automobile Business	2,845.1	2,670.1	2,859.5	2,912.8	2,750.1	2,530.8	2,574.8		- 284.6	- 10.0%	8,374.9	7,855.9	- 519.0	- 6.2%
Financial Services Business	593.1	600.2	564.0	622.5	692.0	660.7	619.7		+ 55.7	+ 9.9%	1,757.4	1,972.5	+ 215.0	+ 12.2%
LC & Other Businesses	87.8	86.9	99.3	103.0	85.2	81.8	86.3		- 13.0	- 13.1%	274.1	253.4	- 20.7	- 7.6%
Reconciling items	- 56.9	- 55.0	- 65.8	- 78.7	- 64.1	- 66.8	- 63.6		+ 2.1	-	- 177.8	- 194.7	- 16.8	-
Total	4,024.1	3,841.7	3,973.6	4,049.1	3,996.2	3,729.1	3,747.5		- 226.0	- 5.7%	11,839.5	11,472.9	- 366.5	- 3.1%
Operating Profit														
Motorcycle Business	92.1	85.0	69.5	44.9	69.8	77.7	74.5		+ 4.9	+ 7.2%	246.7	222.1	- 24.5	- 9.9%
Automobile Business	151.6	69.8	41.2	- 53.0	120.3	74.9	33.7		- 7.5	- 18.2%	262.7	229.0	- 33.7	- 12.8%
Financial Services Business	57.1	59.1	60.3	59.1	65.7	66.3	64.5		+ 4.2	+ 7.0%	176.7	196.7	+ 20.0	+ 11.3%
LC & Other Businesses	- 1.6	0.4	- 0.9	- 8.7	- 3.5	1.0	- 6.1		- 5.1	-	- 2.1	- 8.6	- 6.5	-
Total	299.3	214.4	170.1	42.3	252.4	220.1	166.6		- 3.4	- 2.1%	684.0	639.2	- 44.7	- 6.5%
Operating profit from aircraft and aircraft engines	- 10.0	- 9.3	- 9.8	- 10.9	- 9.1	- 9.2	- 10.0		- 0.1	-	- 29.2	- 28.4	+ 0.8	-
Total Assets of Finance Subsidiaries	9,783.2	10,153.8	9,944.0	10,236.0	10,076.6	10,131.3	10,373.0		+ 428.9	+ 4.3%				

Honda Group Unit Sales/Consolidated Unit Sales

Unit (thousand)

Honda Group Unit Sales	QTD									YTD			Forecast			
	FY19				FY20					Change	FY19 Results	FY20 Results	Change	FY19 Results	FY20 Forecast	Change
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q								
Motorcycles	5,352	5,315	5,013	4,558	4,921	5,098	5,019		+ 6	15,680	15,038	- 642	20,238	19,900	- 338	
Japan	49	55	53	50	51	61	42		- 11	157	154	- 3	207	205	- 2	
North America	72	78	66	85	74	75	72		+ 6	216	221	+ 5	301	315	+ 14	
Europe	80	61	40	68	84	57	45		+ 5	181	186	+ 5	249	250	+ 1	
Asia	4,840	4,824	4,523	4,037	4,378	4,575	4,500		- 23	14,187	13,453	- 734	18,224	17,785	- 439	
Other Regions	311	297	331	318	334	330	360		+ 29	939	1,024	+ 85	1,257	1,345	+ 88	
Automobiles	1,305	1,246	1,408	1,364	1,321	1,241	1,247		- 161	3,959	3,809	- 150	5,323	4,980	- 343	
Japan	162	170	183	204	181	183	125		- 58	515	489	- 26	719	655	- 64	
North America	518	428	498	510	495	433	474		- 24	1,444	1,402	- 42	1,954	1,865	- 89	
Europe	42	38	41	48	34	34	35		- 6	121	103	- 18	169	135	- 34	
Asia	520	551	627	535	554	540	561		- 66	1,698	1,655	- 43	2,233	2,110	- 123	
Other Regions	63	59	59	67	57	51	52		- 7	181	160	- 21	248	215	- 33	
Life Creation	1,341	1,262	1,351	2,347	1,280	1,155	1,195		- 156	3,954	3,630	- 324	6,301	6,000	- 301	
Japan	72	89	85	90	74	80	64		- 21	246	218	- 28	336	300	- 36	
North America	575	548	658	1,268	605	504	552		- 106	1,781	1,661	- 120	3,049	2,970	- 79	
Europe	229	173	198	384	198	154	150		- 48	600	502	- 98	984	890	- 94	
Asia	395	376	309	479	347	346	345		+ 36	1,080	1,038	- 42	1,559	1,515	- 44	
Other Regions	70	76	101	126	56	71	84		- 17	247	211	- 36	373	325	- 48	

Consolidated Unit Sales

Motorcycles	3,615	3,533	3,230	2,837	3,264	3,278	3,190		- 40	10,378	9,732	- 646	13,215	12,880	- 335
Japan	49	55	53	50	51	61	42		- 11	157	154	- 3	207	205	- 2
North America	72	78	66	85	74	75	72		+ 6	216	221	+ 5	301	315	+ 14
Europe	80	61	40	68	84	57	45		+ 5	181	186	+ 5	249	250	+ 1
Asia	3,103	3,042	2,740	2,316	2,721	2,755	2,671		- 69	8,885	8,147	- 738	11,201	10,765	- 436
Other Regions	311	297	331	318	334	330	360		+ 29	939	1,024	+ 85	1,257	1,345	+ 88
Automobiles	952	875	942	979	905	828	808		- 134	2,769	2,541	- 228	3,748	3,365	- 383
Japan	145	154	165	179	161	163	107		- 58	464	431	- 33	643	575	- 68
North America	518	428	498	510	495	433	474		- 24	1,444	1,402	- 42	1,954	1,865	- 89
Europe	42	38	41	48	34	34	35		- 6	121	103	- 18	169	135	- 34
Asia	184	196	179	175	158	147	140		- 39	559	445	- 114	734	575	- 159
Other Regions	63	59	59	67	57	51	52		- 7	181	160	- 21	248	215	- 33
Life Creation	1,341	1,262	1,351	2,347	1,280	1,155	1,195		- 156	3,954	3,630	- 324	6,301	6,000	- 301
Japan	72	89	85	90	74	80	64		- 21	246	218	- 28	336	300	- 36
North America	575	548	658	1,268	605	504	552		- 106	1,781	1,661	- 120	3,049	2,970	- 79
Europe	229	173	198	384	198	154	150		- 48	600	502	- 98	984	890	- 94
Asia	395	376	309	479	347	346	345		+ 36	1,080	1,038	- 42	1,559	1,515	- 44
Other Regions	70	76	101	126	56	71	84		- 17	247	211	- 36	373	325	- 48