

FY23 Financial Results

May 11, 2023

- *Outline of FY23 Financial Results and FY24 Financial Forecasts*
- *Financial Results and Forecasts*
 - *FY23 Financial Results*
 - *FY24 Financial Forecast*

*Announced on Feb 10th

Automobile
Group Unit Sales

Operating Profit
(Operating Margin)

Initiatives

Share Buyback

Dividends

FY23 Results

3.69million units
Previous Forecast*
3.85million units

839.3billion yen
(5.0%)
870.0billion yen
(5.0%)

Established business structure

- Fixed costs reduction
- Implementation of pricing that reflects increased product value

Free cash flow
(Non-financial Services Businesses) 685.8billion yen

170.0billion yen
120yen

FY24 Forecast

4.35million units
Resource allocation
for electrification

1 trillion yen
(5.5%)

Increase in profit due to volume expansion

- Improve factory utilization by strengthening supply chain

200.0billion yen
150yen

FY26 Target

Operating Margin
7.0% or higher

Further strengthening business structure

Shareholder
return

Main Market (Automobiles)

Main Countries	Retail	
YTD (Apr. - Mar.)	Unit (thousand)	vs. FY22 (%)
Japan	561	98.0
The United States (Production in N.A.)	1,002 (1,249)	72.3 (98.3)
China	1,240	81.3
QTD (Jan. - Mar.)	Unit (thousand)	vs. FY22 (%)
Japan	167	95.8
The United States (Production in N.A.)	285 (371)	106.8 (115.6)
China	220	62.3

■ Sales Results in FY23

YTD: Lower than last year mainly due to the impact of COVID-19 in China and the semiconductor supply shortage.
QTD: With the gradual improvement in the semiconductor supply, exceeded the same period last year in the United States. On the other hands, in China, due to the impact of the end of tax reduction, significantly decreased compared with the same period last year.

■ Outlook/Forecast for FY24

Although outlook remains uncertain in China, strive to expand the sales volume globally with favorable lineups and recovering the supply to the market by improving plant utilization.

-Electrification updates-

Began exploring comprehensive partnership toward the realization of Carbon Neutrality with POSCO (announced in April).

Exhibited world premiere of “e:NP2 Prototype”, “e:NS2 Prototype” and “e:N SUV 序 (Xu) ” at Auto Shanghai 2023 (April).



Main Market (Motorcycles)

Main Countries	Wholesale	
YTD (Apr. - Mar.)	Unit (thousand)	vs. FY22 (%)
India	4,025	116.0
Vietnam	2,407	116.3
Thailand	1,456	125.1
Indonesia	4,480	115.7
Brazil	1,125	115.4

QTD (Jan. - Mar.)	Unit (thousand)	vs. FY22 (%)
India	703	77.2
Vietnam	468	88.9
Thailand	391	118.0
Indonesia	1,436	150.8
Brazil	292	120.9

■ Sales Results in FY23

YTD: Exceeded last year.

QTD: Exceeded the same period last year.

In India and Vietnam, lower than the same period last year.

In Indonesia, despite the impact from the semiconductor supply shortage, significantly exceeded the same period last year by replacing sales models and utilizing alternative parts.

■ Outlook/Forecast for FY24

Expect to exceed last year mainly because of strong sales in India and Indonesia.



Shine 100 (India)



Vario 160 (Indonesia/Vietnam)

Outline of FY23 Financial Results (Consolidated)

Operating profit :

Despite mounting headwinds such as a decrease in automobile units of production and sales due to the impact of COVID-19 in China and the semiconductor supply shortage, an increase in production costs due to higher raw material costs as well as the impact of inflation, operating profit achieved **839.3 billion yen**.

This was primarily due to the pricing that reflects increased product value, an increase in motorcycle unit sales, and favorable currency effects.

Profit for^{*1}
the year :

695.2 billion yen.

Unit (thousand)

Honda Group Unit Sales (Consolidated Unit Sales)	YTD			Income Statements Yen (billion)	FY22 Results	FY23 Results	Change	
	FY22 Results	FY23 Results	Change				amount	%
Motorcycles	17,027 (10,721)	18,757 (12,161)	+ 10.2% (+ 13.4%)	Sales revenue	14,552.6	16,907.7	+ 2,355.0	+ 16.2%
Automobiles	4,074 (2,424)	3,687 (2,382)	- 9.5% (- 1.7%)	Operating profit	871.2	839.3	- 31.8	- 3.7%
Power Products	6,200 (6,200)	5,645 (5,645)	- 9.0% (- 9.0%)	Operating margin	6.0%	5.0%		- 1.0 pt
				Share of profit of investments accounted for using the equity method	202.5	117.4	- 85.0	- 42.0%
				Profit before income taxes	1,070.1	938.1	- 131.9	- 12.3%
				Profit for the year attributable to owners of the parent	707.0	695.2	- 11.8	- 1.7%
				Earnings per share ^{*2} attributable	411.09	409.87		- 1.22
				Market average rates (Yen)				
				U.S. Dollar	112	136		+ 24 ^{*3}

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

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

*3 +: weak yen / - : strong yen

FY24 Financial Forecast (Consolidated)

Operating profit : Despite a rise in cost of production mainly due to the impact of inflation, as well as the impact of yen appreciation,

strive to achieve a record high of **1 trillion yen.**

This was primarily due to the continuous implementation of pricing that reflects increased product value, further strengthening business structure and an increase in automobile production and sales.

Profit for the year : Due mainly to the increase in share of profit of investments accounted for using the equity method, **plan to achieve 800.0 billion yen.**

Unit (thousand)

Honda Group Unit Sales (Consolidated Unit Sales)	YTD		Change	Income Statement Yen (billion)	FY23 Results	FY24 Forecasts	Change	
	FY23 Results	FY24 Forecasts					amount	%
Motorcycles	18,757	19,180	+ 2.3%	Sales revenue	16,907.7	18,200.0	+ 1,292.2	+ 7.6%
	(12,161)	(12,635)	(+ 3.9%)	Operating profit	839.3	1,000.0	+ 160.6	+ 19.1%
Automobiles	3,687	4,350	+ 18.0%	Operating margin	5.0%	5.5%	+ 0.5pt	
	(2,382)	(2,880)	(+ 20.9%)	Share of profit of investments accounted for using the equity method	117.4	185.0	+ 67.5	+ 57.5%
Power Products	5,645	4,750	- 15.9%	Profit before income taxes	938.1	1,185.0	+ 246.8	+ 26.3%
	(5,645)	(4,750)	(- 15.9%)	Profit for the year attributable to owners of the parent	695.2	800.0	+ 104.7	+ 15.1%
				Earnings per share attributable to owners of the parent (Yen)	409.87	489.41	+ 79.54	
				Market average rate (Yen)				
				U.S. Dollar	136	125	- 11	

<Dividends>

Dividend per Share (Yen)	FY23 (Previous forecast)	FY23	FY24 (Expectation)
Interim Dividend	60	60	(75) [*]
Year-end Dividend	60	60	(75)
Fiscal Year	120	120	(150)

* () : Expected value

<Acquisition of the Company's Own Shares>

Purpose :

Improving efficiency of its capital structure and implementing a flexible capital strategy, among others.

Details of the acquisition :

- Total number of shares to be acquired (maximum) : 64 million shares (common shares)
- Total amount of shares to be acquired (maximum) : 200 billion yen
- Period of acquisition : From May 12, 2023 through March 31, 2024

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FY23 Results: Honda Unit Sales

Unit (thousand)

Motorcycles

Automobiles

Power Products

Honda Group Unit Sales	FY22	FY23	Change	FY22	FY23	Change	FY22	FY23	Change
Japan	244	246	+ 2	547	550	+ 3	353	376	+ 23
North America	437	459	+ 22	1,283	1,195	- 88	2,738	2,274	- 464
Europe	317	347	+ 30	100	84	- 16	1,189	1,168	- 21
Asia	14,589	16,108	+ 1,519	2,022	1,744	- 278 [*]	1,487	1,408	- 79
Other Regions	1,440	1,597	+ 157	122	114	- 8	433	419	- 14
Total	17,027	18,757	+ 1,730	4,074	3,687	- 387	6,200	5,645	- 555

Change
(%)

+ 10.2%

- 9.5%

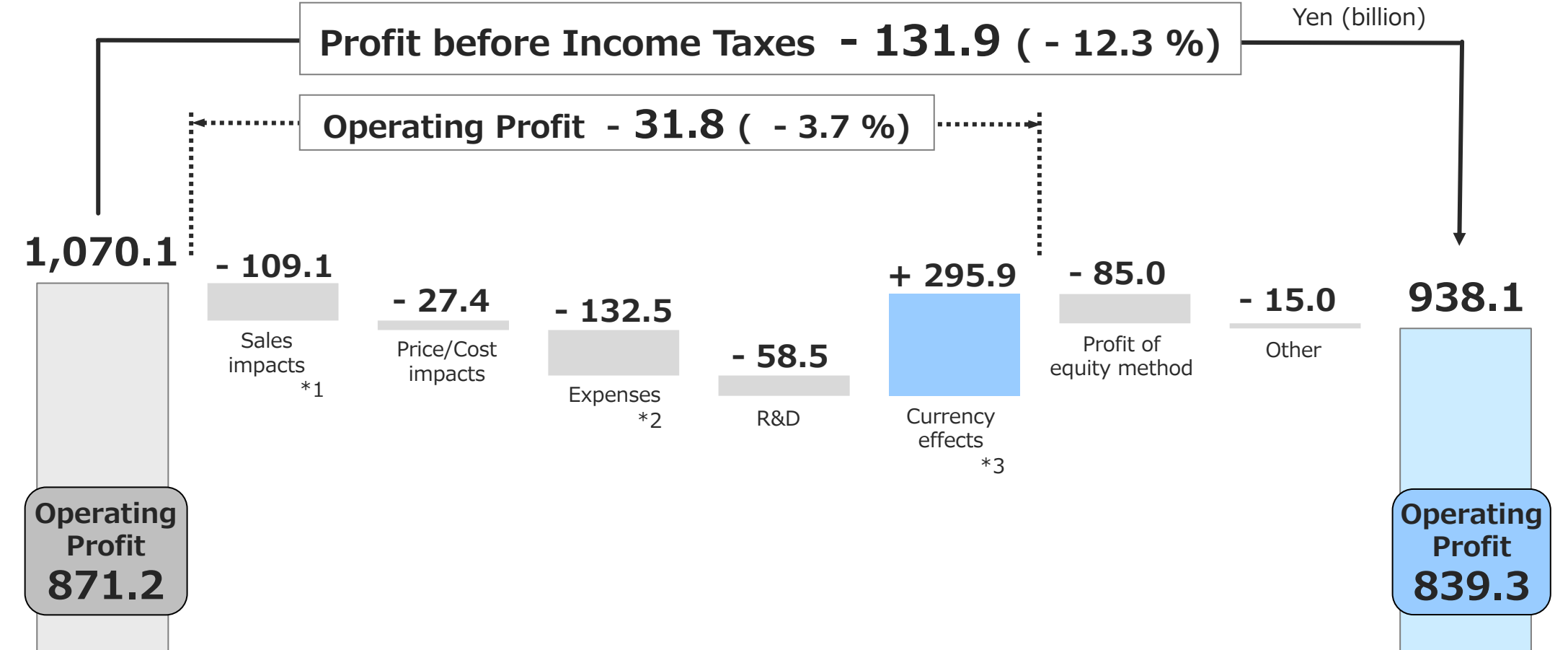
- 9.0%

* - 339 in China are included

Consolidated Unit Sales	10,721	12,161	+ 1,440	2,424	2,382	- 42	6,200	5,645	- 555
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FY23 Results: Change in Profit before Income Taxes

Yen (billion)



**FY22
Results
Twelve Months**

*1 Sales impacts		*2 Expenses		*3 Currency effects	
Revenue, model mix	+ 16.4	Warranty	- 56.5	JPY / USD	+ 233.0
Finance	- 39.1	Finance	- 15.5	USD / Others	- 6.0
Other	- 86.4	Other	- 60.5	(BRL, CAD, MXN)	
				JPY / Asian currencies	+ 82.0
				(INR, THB, VND, CNY, IDR)	
				Other	- 13.1

**FY23
Results
Twelve Months**

FY23 Results: Sales Revenue/Operating Profit by Business Segment

upper : FY23 lower : FY22	Motorcyle Business	Automobile Business	Financial Services Business	Power Products and Other Businesses
Unit (thousand)	18,757	3,687	-	5,645
Honda Group Unit Sales	(12,161)	(2,382)	-	(5,645)
(Consolidated Unit Sales)	17,027	4,074	-	6,200
	(10,721)	(2,424)	-	(6,200)
Yen (billion)	2,908.9	10,781.7	2,956.1	476.4
Sales Revenue	2,185.2	9,360.5	2,823.3	421.7
Operating Profit	488.7	42.0	285.8	22.8
	311.4	236.2	333.0	- 9.4
Operating Margin	16.8%	0.4%	9.7%	4.8%
	14.3%	2.5%	11.8%	- 2.3%

* 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> Yen (billion)
Combined operating profit *
318.2 / 2.4%
 FY22 YTD : 557.2 / 4.7%

Operating profit from aircraft and aircraft engines included in above
- 25.7
 FY22 YTD : - 33.7

Cash Flows of Non-financial Services Businesses

		Yen (billion)	
Twelve Months	FY22	FY23	
Cash flows from operating activities	+ 1,051.8	+ 1,352.7	
Cash flows from investing activities	- 373.6	- 666.9	
Free cash flow	+ 678.1	+ 685.8	
Cash flows from financing activities	- 81.8	- 564.8	
Effects of exchange rate changes	+ 193.3	+ 114.5	
Net change of cash and cash equivalents	+ 789.6	+ 235.5	
Cash & cash equivalents at end of year	3,318.0	3,553.6	
Net cash at end of year	2,481.2	2,750.8	

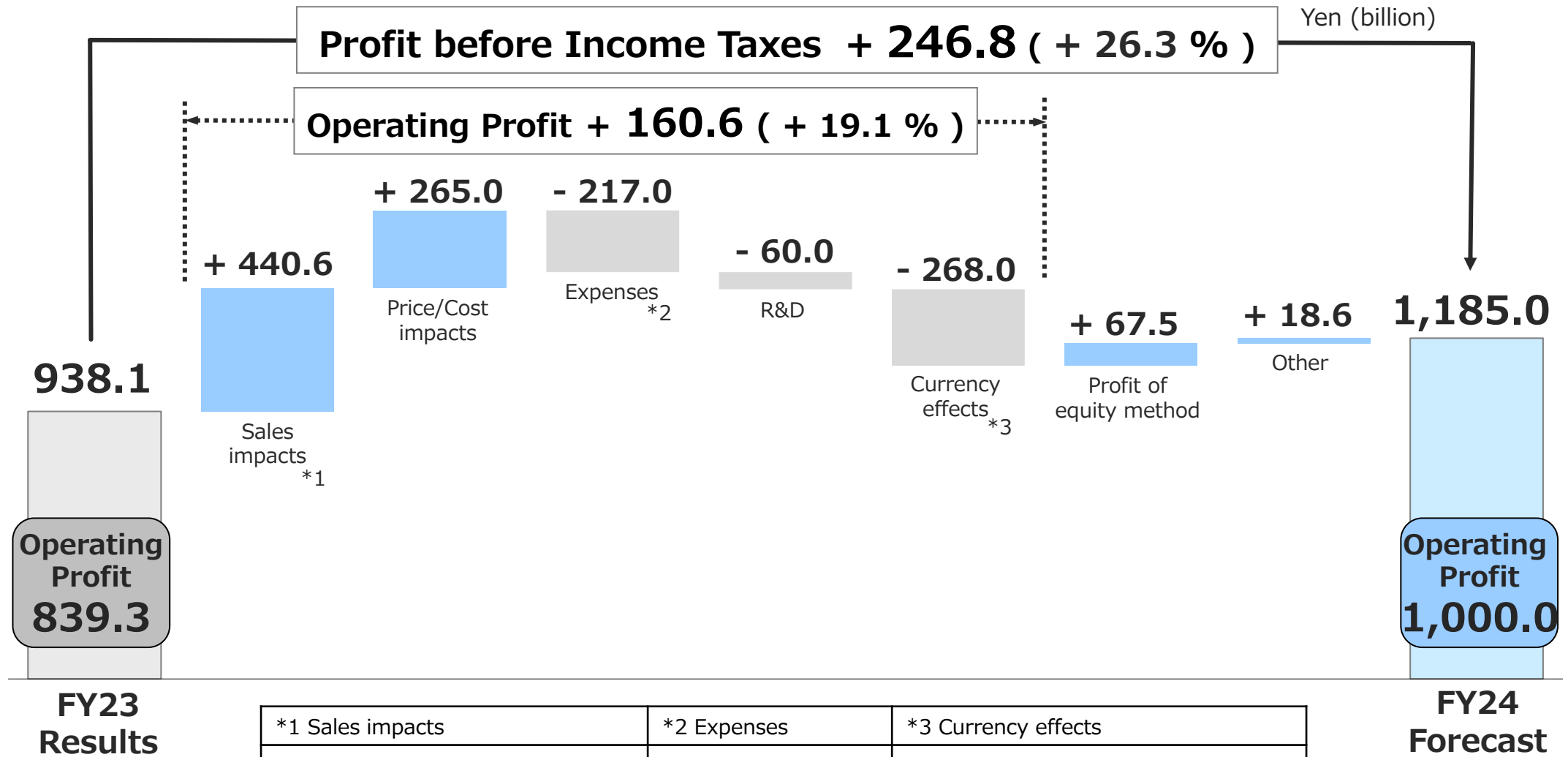
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FY24 Forecast: Honda Unit Sales

Unit (thousand)

Motorcycles				Automobiles			Power Products		
Honda Group Unit Sales	FY23 Results	FY24 Forecast	Change	FY23 Results	FY24 Forecast	Change	FY23 Results	FY24 Forecast	Change
Japan	246	270	+ 24	550	555	+ 5	376	340	- 36
North America	459	470	+ 11	1,195	1,645	+ 450	2,274	1,540	- 734
Europe	347	435	+ 88	84	100	+ 16	1,168	1,040	- 128
Asia	16,108	16,375	+ 267	1,744	1,915	+ 171	1,408	1,465	+ 57
Other Regions	1,597	1,630	+ 33	114	135	+ 21	419	365	- 54
Total	18,757	19,180	+ 423	3,687	4,350	+ 663	5,645	4,750	- 895
Consolidated Unit Sales	12,161	12,635	+ 474	2,382	2,880	+ 498	5,645	4,750	- 895

FY24 Forecast: Change in Profit before Income Taxes



Yen (billion)	FY23 Results	FY24 Forecast	Change
Capital expenditures ^{*1}	493.9	400.0	- 93.9
Depreciation and amortization ^{*1}	439.3	445.0	+ 5.6
Research and development expenditures ^{*2}	852.0	980.0	+ 127.9

*1 Capital expenditures as well as depreciation in results and forecast shown above 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 changes, identified factors and used what it believes to be a reasonable method to analyze the respective changes in such factors. Analyzed changes in these factors at the levels of the Company and its material consolidated subsidiaries.

- (1) "Foreign 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 transaction. With respect to "foreign currency adjustments", analyzed foreign currency adjustments primarily related to the following currencies: U.S. dollar, Japanese yen and others at the level of the Company and its material consolidated subsidiaries.*
- (2) With respect to "Price and cost impacts", analyzed effects of changes in sales price, cost reductions, effects of raw material cost fluctuations and others.*
- (3) With respect to "Sales impacts", analyzed changes in sales volume and in the mix of product models sold in major markets that 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 "Expenses", 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", 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 and other by our Japanese finance subsidiaries and provided 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.

Power Product 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 Power Product 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:

- 4th Quarter	FY22 : 1,710,569,000 (approx) ,	FY23 :	1,675,773,000 (approx)
- Fiscal Year	FY22 : 1,719,962,000 (approx) ,	FY23 :	1,696,307,000 (approx)
		FY24 Forecast :	1,634,626,000 (approx)

HONDA
The Power of Dreams

How we move you.
CREATE ► TRANSCEND, AUGMENT

Appendix

FY23 4th Qtr Financial Results (Consolidated)

Unit (thousand)

Honda Group Unit Sales (Consolidated Unit Sales)	QTD		
	FY22 Results	FY23 Results	Change
Motorcycles	4,252 (2,757)	4,472 (2,591)	+ 5.2% (- 6.0%)
Automobiles	1,074 (632)	947 (670)	- 11.8% (+ 6.0%)
Power Products	1,700 (1,700)	1,524 (1,524)	- 10.4% (- 10.4%)

Income Statements Yen (billion)	QTD		
	FY22 Results	FY23 Results	Change
Sales revenue	3,875.6	4,384.2	+ 13.1%
Operating profit	199.5	105.4	- 47.2%
Operating margin	5.1%	2.4%	- 2.7pt
Share of profit of investments accounted for using the equity method	45.4	- 31.4	-
Profit before income taxes	224.9	78.8	- 65.0%
Profit for the period attributable to owners of the parent	124.8	112.0	- 10.2%
Earnings per share attributable to owners of the parent (Yen)	73.02	66.89	- 6.13
Market average rates (Yen)			
U.S. Dollar	116	132	+ 16

Motorcycles

Increase from the same period last year due mainly to an increase in Indonesia.

Automobiles

Decrease from the same period last year due mainly to a decrease in China.

Power Products

Decrease from the same period last year due mainly to a decrease in the United States.

Sales revenue

Increased by 13.1% to 4,384.2 billion yen from the same period last year mainly due to increased sales in the automobile business, and an increase in currency effects.

Operating profit

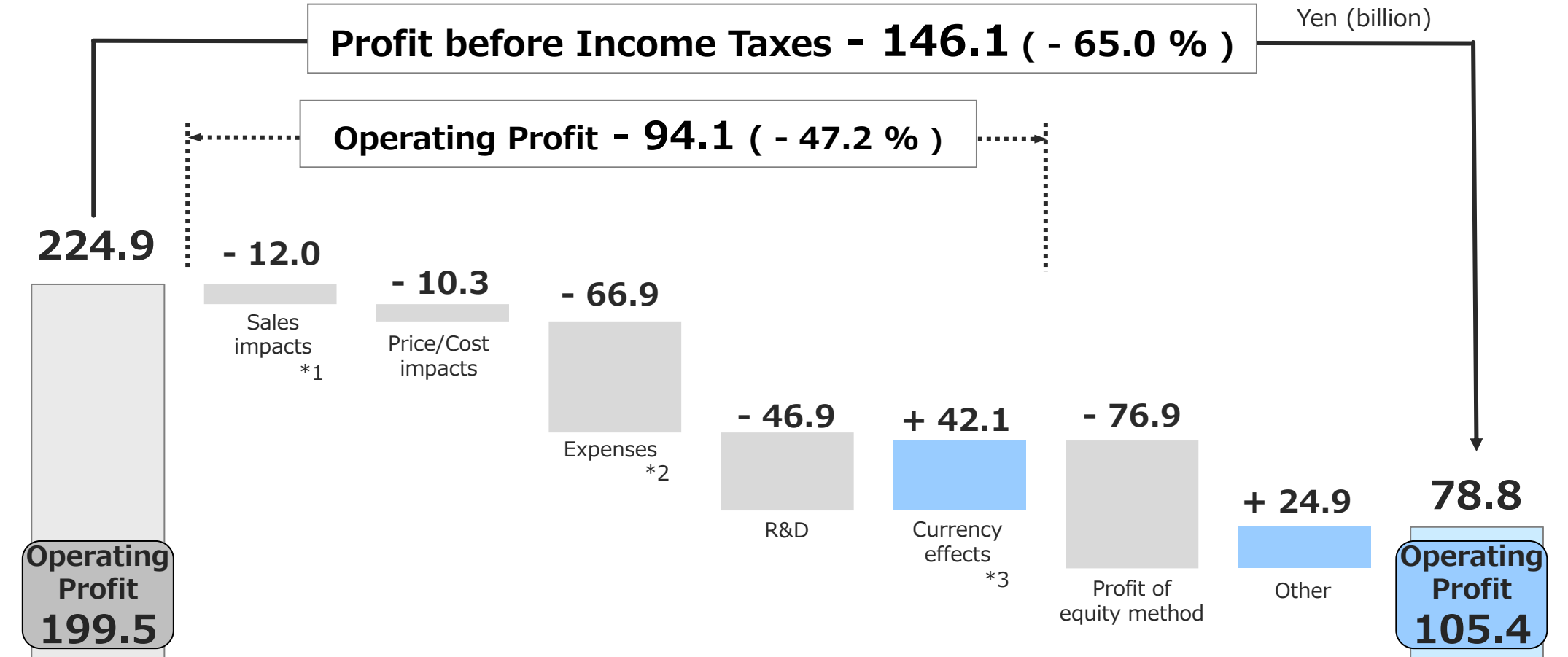
Decreased by 47.2% to 105.4 billion yen from the same period last year due mainly to an increase in expenses including product warranty expenses despite an increase in currency effects.

Share of profit of investments accounted for using the equity method

Decreased by 76.9 billion yen to -31.4 billion yen from the same period last year due mainly to a decrease in automobile unit sales in China and a recognition of impairment losses on the investments in certain companies.

Profit for the period

Decreased by 10.2% to 112.0 billion yen from the same period last year due mainly to a decrease in profit before income taxes despite a recognition of deferred tax assets for certain companies.



FY22 4Q
Three Months

*1 Sales impacts		*2 Expenses		*3 Currency effects	
Revenue, model mix	+ 15.1	Warranty	- 51.8	JPY / USD	+ 34.0
Finance	- 0.2	Finance	- 4.2	USD / Others	- 1.0
Other	- 26.9	Other	- 10.9	(BRL, CAD, MXN)	
				JPY / Asian currencies	+ 11.0
				(INR, THB, VND, CNY, IDR)	
				Other	- 1.9

FY23 4Q
Three Months

FY23 4th Qtr Results: Sales Revenue/Operating Profit by Business Segment

upper : FY23	Motorcycle Business	Automobile Business	Financial Services Business	Power Products and Other Businesses
lower : FY22				
Unit (thousand)	4,472	947	-	1,524
Honda Group	(2,591)	(670)	-	(1,524)
Unit Sales	4,252	1,074	-	1,700
(Consolidated Unit Sales)	(2,757)	(632)	-	(1,700)
Yen (billion)	706.6	2,922.6	693.4	119.5
Sales Revenue	583.1	2,536.9	706.8	112.7
Operating Profit	112.1	- 70.9	65.4	- 1.2
	79.0	47.6	74.8	- 2.0
Operating Margin	15.9%	- 2.4%	9.4%	- 1.1%
	13.6%	1.9%	10.6%	- 1.8%

* 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 * Yen (billion)
- 7.6 / - 0.2%

FY22 4Q : 119.9 / 3.8%

Operating profit from aircraft and aircraft engines included in above

- 7.1

FY22 4Q : - 10.1

Change in Sales Revenue (Sales revenue from external customers)

Yen (billion)

Three Months

compared with FY22 4Q: + 508.5 / + 13.1 % (Excluding currency translation effects : + 132.4 / + 3.4 %)

	FY22	FY23	Change	Change excluding currency translation effects (%)	
Motorcycle Business	583.1	706.6	+ 123.4	+ 72.2	+ 12.4%
Automobile Business	2,478.8	2,869.9	+ 391.0	+ 141.6	+ 5.7%
Financial Services Business	706.3	693.0	- 13.2	- 80.5	- 11.4%
Power Products and Other Businesses	107.3	114.6	+ 7.2	- 0.9	- 0.9%
Total	3,875.6	4,384.2	+ 508.5	+ 132.4	+ 3.4%
Market average rate (Yen)					
U.S. Dollar	116	132			

Twelve Months

compared with FY22 : + 2,355.0 / + 16.2 % (Excluding currency translation effects : + 253.2 / + 1.7 %)

	FY22	FY23	Change	Change excluding currency translation effects (%)	
Motorcycle Business	2,185.2	2,908.9	+ 723.7	+ 393.2	+ 18.0%
Automobile Business	9,147.4	10,593.5	+ 1,446.0	+ 141.4	+ 1.5%
Financial Services Business	2,820.6	2,954.0	+ 133.4	- 289.0	- 10.2%
Power Products and Other Businesses	399.2	451.1	+ 51.8	+ 7.6	+ 1.9%
Total	14,552.6	16,907.7	+ 2,355.0	+ 253.2	+ 1.7%
Market average rate (Yen)					
U.S. Dollar	112	136			

Sales Revenue/Operating Profit by Geographical Segment

Yen (billion)

Three Months	Japan		North America		Europe		Asia		Other Regions	
	FY22	FY23	FY22	FY23	FY22	FY23	FY22	FY23	FY22	FY23
Sales Revenue	1,138.5	1,127.4	2,067.8	2,458.8	171.8	220.4	1,163.3	1,179.9	144.7	203.8
Operating Profit	- 20.2	- 86.8	86.9	70.2	8.9	- 13.2	106.8	89.6	4.2	13.1
Change (%)	- 66.6 Billion yen		- 19.2%		- 22.2 Billion yen		- 16.1%		+ 208.9%	

Twelve Months	Japan		North America		Europe		Asia		Other Regions	
	FY22	FY23	FY22	FY23	FY22	FY23	FY22	FY23	FY22	FY23
Sales Revenue	4,359.2	4,548.0	8,090.1	9,416.2	701.2	703.7	4,055.4	4,857.8	593.1	819.6
Operating Profit	6.4	30.6	501.0	312.5	26.6	- 2.5	339.1	408.7	22.8	58.9
Change (%)	+ 378.4%		- 37.6%		- 29.2 Billion yen		+ 20.5%		+ 157.4%	

Yen (billion)	QTD			YTD		
	FY22 Results	FY23 Results	Change	FY22 Results	FY23 Results	Change
Capital expenditures	85.9	95.0	+ 9.1	278.4	493.9	+ 215.5
Depreciation and amortization	89.8	119.7	+ 29.8	369.9	439.3	+ 69.4
Research and development expenditures	235.2	263.1	+ 27.9	804.0	852.0	+ 48.0

Sales Revenue/Operating Profit by Business Segment

Yen (billion)

Segment Information		QTD										YTD			
		FY22				FY23				Change	Change (%)	YTD			
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			FY22 Results	FY23 Results	Change	Change (%)
Sales Revenue															
	Motorcycle Business	518.2	505.5	578.3	583.1	676.0	736.6	789.6	706.6	+ 123.4	+ 21.2%	2,185.2	2,908.9	+ 723.7	+ 33.1%
	Automobile Business	2,252.4	2,182.4	2,388.7	2,536.9	2,328.1	2,675.7	2,855.0	2,922.6	+ 385.7	+ 15.2%	9,360.5	10,781.7	+ 1,421.1	+ 15.2%
	Financial Services Business	767.4	676.3	672.6	706.8	750.0	779.0	733.6	693.4	- 13.4	- 1.9%	2,823.3	2,956.1	+ 132.8	+ 4.7%
	PP & Other Businesses	99.2	98.4	111.2	112.7	119.0	117.0	120.7	119.5	+ 6.7	+ 6.0%	421.7	476.4	+ 54.6	+ 13.0%
	Reconciling items	- 53.5	- 58.4	- 62.2	- 64.0	- 43.7	- 52.7	- 60.9	- 58.0	+ 5.9	-	- 238.2	- 215.5	+ 22.6	-
	Total	3,583.8	3,404.3	3,688.7	3,875.6	3,829.5	4,255.7	4,438.1	4,384.2	+ 508.5	+ 13.1%	14,552.6	16,907.7	+ 2,355.0	+ 16.2%
Operating Profit															
	Motorcycle Business	80.6	67.4	84.2	79.0	97.8	126.9	151.7	112.1	+ 33.0	+ 41.8%	311.4	488.7	+ 177.2	+ 56.9%
	Automobile Business	70.6	46.4	71.4	47.6	38.2	25.3	49.3	- 70.9	- 118.5	-	236.2	42.0	- 194.2	- 82.2%
	Financial Services Business	92.2	84.5	81.3	74.8	78.8	74.2	67.3	65.4	- 9.3	- 12.5%	333.0	285.8	- 47.1	- 14.2%
	PP & Other Businesses	- 0.3	0.5	- 7.5	- 2.0	7.3	4.7	12.0	- 1.2	+ 0.7	-	- 9.4	22.8	+ 32.3	-
	Total	243.2	198.9	229.4	199.5	222.2	231.2	280.4	105.4	- 94.1	- 47.2%	871.2	839.3	- 31.8	- 3.7%
	Operating profit from aircraft and aircraft engines	- 8.3	- 7.2	- 8.0	- 10.1	- 3.8	- 8.2	- 6.6	- 7.1	+ 3.0	-	- 33.7	- 25.7	+ 7.9	-
Total Assets of Finance Subsidiaries		10,862.3	10,902.9	10,914.9	11,318.7	11,942.4	12,041.8	11,120.9	11,197.0	- 121.7	- 1.1%				

Honda Group Unit Sales/Consolidated Unit Sales

Honda Group Unit Sales		QTD									YTD			Forecast			Unit (thousand)
		FY22				FY23					FY22 Results	FY23 Results	Change	FY23 Results	FY24 Forecast	Change	
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	Change							
Motorcycles		3,879	4,294	4,602	4,252	4,251	4,951	5,083	4,472	+ 220	17,027	18,757	+ 1,730	18,757	19,180	+ 423	
Japan		59	67	54	64	56	58	65	67	+ 3	244	246	+ 2	246	270	+ 24	
North America		101	113	118	105	110	110	119	120	+ 15	437	459	+ 22	459	470	+ 11	
Europe		108	76	56	77	81	63	79	124	+ 47	317	347	+ 30	347	435	+ 88	
Asia		3,245	3,670	3,987	3,687	3,585	4,315	4,410	3,798	+ 111	14,589	16,108	+ 1,519	16,108	16,375	+ 267	
Other Regions		366	368	387	319	419	405	410	363	+ 44	1,440	1,597	+ 157	1,597	1,630	+ 33	
Automobiles		998	917	1,085	1,074	815	970	955	947	- 127	4,074	3,687	- 387	3,687	4,350	+ 663	
Japan		133	115	137	162	108	133	148	161	- 1	547	550	+ 3	550	555	+ 5	
North America		346	321	311	305	267	275	318	335	+ 30	1,283	1,195	- 88	1,195	1,645	+ 450	
Europe		28	28	20	24	23	22	18	21	- 3	100	84	- 16	84	100	+ 16	
Asia		462	420	583	557	387	511	443	403	- 154	2,022	1,744	- 278	1,744	1,915	+ 171	
Other Regions		29	33	34	26	30	29	28	27	+ 1	122	114	- 8	114	135	+ 21	
Power Products		1,708	1,522	1,270	1,700	1,546	1,389	1,186	1,524	- 176	6,200	5,645	- 555	5,645	4,750	- 895	
Japan		87	97	82	87	84	100	83	109	+ 22	353	376	+ 23	376	340	- 36	
North America		880	717	495	646	684	622	418	550	- 96	2,738	2,274	- 464	2,274	1,540	- 734	
Europe		279	220	263	427	313	241	219	395	- 32	1,189	1,168	- 21	1,168	1,040	- 128	
Asia		362	394	317	414	368	323	356	361	- 53	1,487	1,408	- 79	1,408	1,465	+ 57	
Other Regions		100	94	113	126	97	103	110	109	- 17	433	419	- 14	419	365	- 54	

Consolidated Unit Sales

Motorcycles	2,392	2,695	2,877	2,757	2,972	3,371	3,227	2,591	- 166	10,721	12,161	+ 1,440	12,161	12,635	+ 474
Japan	59	67	54	64	56	58	65	67	+ 3	244	246	+ 2	246	270	+ 24
North America	101	113	118	105	110	110	119	120	+ 15	437	459	+ 22	459	470	+ 11
Europe	108	76	56	77	81	63	79	124	+ 47	317	347	+ 30	347	435	+ 88
Asia	1,758	2,071	2,262	2,192	2,306	2,735	2,554	1,917	- 275	8,283	9,512	+ 1,229	9,512	9,830	+ 318
Other Regions	366	368	387	319	419	405	410	363	+ 44	1,440	1,597	+ 157	1,597	1,630	+ 33
Automobiles	608	574	610	632	529	564	619	670	+ 38	2,424	2,382	- 42	2,382	2,880	+ 498
Japan	118	97	120	141	96	116	131	141	+ 0	476	484	+ 8	484	480	- 4
North America	346	321	311	305	267	275	318	335	+ 30	1,283	1,195	- 88	1,195	1,645	+ 450
Europe	28	28	20	24	23	22	18	21	- 3	100	84	- 16	84	100	+ 16
Asia	87	95	125	136	113	122	124	146	+ 10	443	505	+ 62	505	520	+ 15
Other Regions	29	33	34	26	30	29	28	27	+ 1	122	114	- 8	114	135	+ 21
Power Products	1,708	1,522	1,270	1,700	1,546	1,389	1,186	1,524	- 176	6,200	5,645	- 555	5,645	4,750	- 895
Japan	87	97	82	87	84	100	83	109	+ 22	353	376	+ 23	376	340	- 36
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Other Regions	100	94	113	126	97	103	110	109	- 17	433	419	- 14	419	365	- 54