## Notice of Amendment of the Presentation of Consolidated Financial Results for the Fiscal Year Ended March 31, 2015

Honda Motor Co., Ltd. (the "Company") released on its website today the amendment of the presentation of consolidated financial results for the year ended March 31, 2015 released on April 28, 2015 to recognize the effects of subsequent events.

## Particular

1. Subsequent Events

The Company and its consolidated subsidiaries have been conducting market-based measures in relation to airbag inflators, such as product recalls and a Safety Improvement Campaign. Due to factors arising since May 2015 such as an expansion of the scope of these market-based measures based on an agreement between our supplier and the U.S. National Highway Traffic Safety Administration, a change has arisen in the estimate relating to product warranty expenses as announced on June 12, 2015. The Company recognized the effects of the subsequent events in its consolidated financial results.
2. Amendment

Please refer to the underlined items of attached documents for the details of the amendment.

## FY15 Financial Results



Honda Motor Co., Ltd.
April 28, 2015
S660
(Japan)

-     - FY15 Consolidated Financial Results (U.S. GAAP)
-     - FY16 Consolidated Financial Forecast (IFRS)
-     - Dividend


## Tetsuo Iwamura Executive Vice President

## (Results Summary)

Strong sales growth in Asia, cost down effects and positive currency effects were more than offset by lower unit sales in Japan due to severe market conditions, higher SG\&A expenses, including quality related costs, as well as other factors, leading to a decline in operating income to $\underline{606.8}$ billion yen.


| Honda Group Unit Sales (thousand) | 12-Month Results |  |  |
| :---: | :---: | :---: | :---: |
|  | FY14 | FY15 | Change |
| Motorcycles | 17,021 | 17,765 | + 4.4\% |
| Automobiles | 4,323 | 4,364 | + 0.9\% |
| Power Products | 6,036 | 6,001 | - 0.6\% |


| Consolidated Unit Sales (thousand) | 12-Month Results |  |  |
| :---: | :---: | :---: | :---: |
|  | FY14 | FY15 | Change |
| Motorcycles | 10,343 | 10,742 | + 3.9\% |
| Automobiles | 3,560 | 3,567 | + 0.2\% |
| Power Products | 6,036 | 6,001 | - 0.6\% |

## Honda Group Unit Sales

-Increase in motorcycle unit sales in India, Indonesia and Vietnam more than offset decreases in S. America, Thailand -Increase in automobile unit sales due to the positive impact of new model introductions in Indonesia, India and China, which more than offset the negative impact of severe market conditions in Japan and Thailand

## FY15 Financial Results (consolidated)

| Financial Results <br> Yen (billion) |  | 12 Months |  |  |
| :--- | ---: | ---: | ---: | :---: |
|  | FY14 | FY15 | Change |  |
| Net sales | $11,842.4$ | $\mathbf{1 2 , 6 4 6 . 7}$ | $+6.8 \%$ |  |
| Operating income | 750.2 | $\underline{\mathbf{6 0 6 . 8}}$ | $\underline{-19.1 \%}$ |  |
| Operating margin | $6.3 \%$ | $\underline{\mathbf{4 . 8} \%}$ | $\underline{-1.5 p t}$ |  |
| Income before income taxes | 728.9 | $\underline{\mathbf{6 4 4 . 8}}$ | $\underline{-11.5 \%}$ |  |
| Equity in income of affiliates | 132.4 | $\mathbf{1 2 6 . 5}$ | $-4.5 \%$ |  |
| Net income ${ }^{* 1}$ | 574.1 | $\underline{\mathbf{4 9 3 . 0}}$ | $\underline{-14.1 \%}$ |  |
| EPS (Yen) ${ }^{* 2}$ | 318.54 | $\underline{\mathbf{2 7 3 . 5 4}}$ | $\underline{-45.00}$ |  |

## (Financial Summary)

-Revenue increased by $6.8 \%$ mainly due to increased revenue from motorcycle business operations, as well as favorable foreign currency translation effects. -Operating income decreased by 19.1\% due to an increase in SG\&A expenses, including quality related costs, as well as the negative impact on income from volume and model mix despite a cost reduction contribution and positive favorable foreign currency effects.
Average Rates (Yen)

| US Dollar | 100 | 110 | Yen down <br> by 10 yen |
| :--- | ---: | ---: | :--- |
| Euro | 136 | 139 | Yen down <br> by 3 yen |



For *1 and *2, please refer to footnotes on page 35


## FY16 Financial Forecast (Consolidated)

|  |  |  | Yen (billion) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY15 Results | FY16 <br> Forecast | FY16 <br> Forecast (Reference) | Change |  |
|  | U.S. GAAP | IFRS | U.S. GAAP | Amount | \% |
| Sales revenue Note 1 | 12,646.7 | 14,500.0 | 13,850.0 | + 1,203.2 | + 9.5\% |
| Operating profits | 606.8 | 685.0 | 660.0 | +53.1 | + 8.8\% |
| (as a percentage of sales revenue) | 4.8\% | 4.7\% | 4.8\% | - |  |
| Share of profit from investments accounted for using the equity method Note 2 | - | 135.0 | - | - | - |
| Profit before income taxes | 644.8 | 805.0 | 650.0 | + 5.1 | + 0.8\% |
| Equity in income of affiliates | 126.5 | - | 140.0 | + 13.4 | + 10.6\% |
| Profit for year attributable to owners of the parent <br> Note 3 | 493.0 | 525.0 | 525.0 | + 31.9 | + 6.5\% |
| EPS (Yen) Note 4 | $\underline{273.54}$ | 291.30 | 291.30 | +17.76 |  |
| Average Rates (Yen) |  |  |  |  |  |
| US Dollar (Yen) | 110 | 115 | 115 | $\begin{gathered} \hline \text { Yen down by } \\ 5 \text { yen } \\ \hline \end{gathered}$ |  |
| Euro (Yen) | 139 | 125 | 125 | $\begin{aligned} & \text { Yen up by } \\ & 14 \text { yen } \\ & \hline \end{aligned}$ |  |

## Honda's forecast for the year ending March 31, 2016 is based on IFRS.

Note 1: "Net sales and other operating revenue" in U.S. GAAP is stated as "Sales revenue"
Note 2: "Equity in income of affiliates" in U.S. GAAP is stated as "Share of profit of investments accounted for under the equity method"
Note 3: "Net income attributable to Honda Motor Co., Ltd." in U.S. GAAP is stated as "Profit for the year attributable to owners of the parent"
Note 4: "Basic net income attributable to Honda Motor Co., Ltd. Per common share" is stated as "Basic profit for the year attributable to owners of the parent per common share". *2

## Dividend

(Yen)

| Dividend per Share | FY14 | FY15 <br> Results ( Projection) | Increase/ Decrease from FY14 | FY16 (Expectation) | Increase/ Decrease from FY15 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $1^{\text {st }}$ Quarter End | 20 | 22 | + 2 | ( 22 ) | - |
| $2{ }^{\text {nd }}$ Quarter End | 20 | 22 | + 2 | ( 22 ) | - |
| $3^{\text {rd }}$ Quarter End | 20 | 22 | + 2 | ( 22 ) | - |
| $4^{\text {th }}$ Quarter End | 22 | ( 22 ) | - | ( 22 ) | - |
| Fiscal Year | 82 | ( 88 ) | ( + 6 ) | ( 88 ) | - |

## Topics

- FY15 Financial Results (U.S. GAAP)
- $4^{\text {th }}$ Quarter Financial Results
- Net Sales and Other Operating Revenue
- Change in Income before Income Taxes
- Business \& Geographical Segment Information
- Equity in Income of Affiliates
- Capital Expenditures
- FY16 Financial Forecast (IFRS)

Kohei Takeuchi
Managing Officer and Director Chief Financial Officer
(Results Summary)
Strong sales growth in Asia and positive currency effects were more than offset by lower unit sales in Japan due to severe market conditions, higher SG\&A expenses, including quality related costs, as well as other factors, leading to a decline in operating income to 67.1 billion yen.

4th Quarter Results FY14 and FY15


| Honda Group <br> Unit Sales <br> (Thousands) | FY14 |  |  |
| :--- | ---: | ---: | ---: |
|  | FY15 | Change |  |
| Motorcycles | 4,500 | $\mathbf{4 , 6 1 5}$ | $+2.6 \%$ |
| Automobiles | 1,195 | $\mathbf{1 , 2 0 4}$ | $+0.8 \%$ |
| Power Products | $\mathbf{1 , 9 9 0}$ | $\mathbf{2 , 0 5 7}$ | $+3.4 \%$ |



| Consolidated <br> Unit Sales <br> (Thousands) | FY14 Results (3 Months) |  |  |
| :--- | ---: | ---: | ---: |
|  | FY15 | Change |  |
| Motorcycles | 2,730 | $\mathbf{2 , 7 7 9}$ | $+1.8 \%$ |
| Automobiles | 933 | 915 | $-1.9 \%$ |
| Power Products | 1,990 | $\mathbf{2 , 0 5 7}$ | $+3.4 \%$ |



## Honda Group Unit Sales

- Increase in motorcycle unit sales due to strong growth in Asia and elsewhere despite a decrease in South America.
- Increase in automobile unit sales due to higher sales in Asia and some other countries, while severe market conditions led to a decrease in Japan.

| Financial Results Yen (billion) | 4Q Results ( 3 Months ) |  |  |
| :---: | :---: | :---: | :---: |
|  | FY14 | FY15 | Change |
| Net sales | 3,097.2 | 3,353.7 | + 8.3\% |
| Operating income | 165.2 | 67.1 | - 59.4\% |
| Operating margin | 5.3\% | 2.0\% | -3.3pt |
| Income before income taxes | 174.7 | 72.0 | - 58.8\% |
| Equity in income of affiliates | 37.3 | 36.6 | - 1.9\% |
| Net income ${ }^{*} 1$ | 170.5 | 68.0 | - 60.1\% |
| EPS (Yen) **2 | 94.61 | 37.77 | - 56.84 |


| Average Rates (Yen) | 103 | 119 | Yen down <br> by 16 yen |
| :--- | ---: | ---: | :---: |
| US Dollar | 141 | 134 | Yen up by <br> 7 yen |



## (Financial Summary)

- Net sales and other operating revenue increased by $8.3 \%$ mainly due to a sales increase in motorcycle business operations as well as the positive impact of foreign exchange effects, despite a sales decline in automobile business operations.
-Operating income decreased by 59.4\% mostly due to a rise in SG\&A expenses, including quality related costs, a decline in income associated with a negative impact on sales volume and model mix, as well as other factors, despite positive currency effects.

For *1 and *2, please refer to footnotes on page 35

Operating Margin
$8 \%$
$6 \%$
$4 \%$
$2 \%$
$0 \%$


FY14 4Q
FY15 4Q



HONDDA
The Power of Dreams

Motorcycle - Honda Group Unit Sales
(Motorcycles + All-Terrain Vehicles, etc.)


| Unit (thousand) | FY14 |  |  |  | FY15 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Yen (billion) | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q |
| Honda Group Unit Sales (Consolidated Unit Sales) | $\begin{array}{r} 4,054 \\ (2,371) \\ \hline \end{array}$ | $\begin{aligned} & 4,216 \\ & (2,585) \end{aligned}$ | $\begin{aligned} & 4,251 \\ & (2,657) \\ & \hline \end{aligned}$ | $\begin{aligned} & 4,500 \\ & (2,730) \\ & \hline \end{aligned}$ | $\begin{gathered} 4,137 \\ (2,457) \\ \hline \end{gathered}$ | $\begin{array}{r} 4,581 \\ (2,743) \\ \hline \end{array}$ | $\begin{array}{r} 4,432 \\ (2,763) \\ \hline \end{array}$ | $\begin{aligned} & \hline 4,615 \\ & (2,779) \\ & \hline \end{aligned}$ |
| Net Sales | 396.8 | 418.0 | 400.1 | 448.5 | 407.7 | 438.3 | 463.4 | 514.5 |
| Yen(billion)Operating Income <br> Operating Margin |  |  | " |  |  |  |  |  |



## HONDA

The Power of Dreams

## Automobiles - Honda Group Unit Sales



| Unit (thousand) Yen (billion) | FY14 |  |  |  | FY15 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q |
| $\begin{gathered} \hline \text { Honda Group } \\ \text { Unit Sales } \\ \text { (Consolidated Unit } \\ \text { Sales) } \end{gathered}$ | $\begin{gathered} 999 \\ (858) \end{gathered}$ | $\begin{gathered} 1,047 \\ (869) \end{gathered}$ | $\begin{gathered} 1,082 \\ (900) \end{gathered}$ | $\begin{gathered} 1,195 \\ (933) \\ \hline \end{gathered}$ | $\begin{aligned} & 1,061 \\ & (895) \end{aligned}$ | $\begin{gathered} 1,071 \\ (880) \end{gathered}$ | $\begin{aligned} & 1,028 \\ & (877) \end{aligned}$ | $\begin{gathered} 1,204 \\ (915) \end{gathered}$ |
| Net Sales | 2,200.9 | 2,233.1 | 2,377.7 | 2,383.0 | 2,323.7 | 2,316.4 | 2,549.1 | 2,534.1 |


+151.1 (Currency effect +214.1 )


HONDA
The Power of Dreams

## Power Products - Honda Group Unit Sales





| Japan | 63 | 93 | 63 | 95 | 68 | 85 | 83 | 102 |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| North <br> America | 828 | 504 | 427 | 959 | 773 | 497 | 423 | $\mathbf{1 , 0 0 5}$ |
| Europe | 237 | 156 | 198 | 441 | 240 | 191 | 197 | 465 |
| Asia | 364 | 426 | 338 | 372 | 336 | 410 | 304 | 353 |
| Other <br> Regions | 97 | 116 | 136 | 123 | 93 | 103 | 141 | 132 |
| Total | 1,589 | 1,295 | 1,162 | 1,990 | 1,510 | 1,286 | 1,148 | $\mathbf{2 , 0 5 7}$ |

HONDA
The Power of Dreams

Power Product \& Other Businesses Net Sales/Operating Income (Margin)


| 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FY14 |  |  |  | FY15 |  |  |  |

FIOMDIA
The Power of Dreams

Financial Services Business
Total Assets/Net Sales/Operating Income (Margin)

40\%

## Honda Group Unit Sales <Twelve Months>

Motorcycles


Automobiles


FY14 FY15

| FY14 | FY15 | Change |
| ---: | ---: | :---: |
| 818 | 761 | $\mathbf{- 5 7}$ |
| 1,757 | 1,746 | $\mathbf{- 1 1}$ |
| 169 | 167 | $\mathbf{- 2}$ |
| 1,286 | 1,425 | $\mathbf{+ 1 3 9}$ |
| 293 | 265 | $\mathbf{- 2 8}$ |
| 4,323 | 4,364 | $\mathbf{+ 4 1}$ |

Unit Thousand) Products


| FY14 | FY15 |  |
| ---: | ---: | ---: |
| FY14 | FY15 | Change |
| 314 | 338 | $\mathbf{+ 2 4}$ |
| 2,718 | 2,698 | $\mathbf{- 2 0}$ |
| 1,032 | 1,093 | $\mathbf{+ 6 1}$ |
| 1,500 | 1,403 | $\mathbf{- 9 7}$ |
| 472 | 469 | $\mathbf{- 3}$ |
| 6,036 | 6,001 | $\mathbf{- 3 5}$ |

FIOMDIA
The Power of Dreams

Net Sales/Operating Income (Margin) by Business Segment <FY15 Twelve Months >

| Unit (thousand) Yen (billion) | Motorcycle Business |  | Automobile Business |  | Power Product \& Other Businesses |  | Financial Services Business |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Twelve Months |  | Twelve Months |  | Twelve Months |  | Twelve Months |  |
|  | FY14 | FY15 | FY14 | FY15 | FY14 | FY15 | FY14 | FY15 |
| Honda Group Unit Sales (Consolidated Unit Sales) | $\begin{aligned} & 1,702.1 \\ & (1,034.3) \end{aligned}$ | $\begin{aligned} & 1,776.5 \\ & (1,074.2) \end{aligned}$ | 432.3 $(356.0)$ | 436.4 $(356.7)$ | 603.6 (603.6) | 600.1 $(600.1)$ | - $(-)$ | - $(-)$ |
| Net Sales | 1,663.6 | 1,824.1 | 9,194.9 | 9,723.5 | 318.1 | 327.6 | 708.5 | 826.5 |



| Yen (billion) | Japan |  | North America |  | Europe |  | Asia |  | $\begin{gathered} \text { Other } \\ \text { Regions } \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | 4 |  |  |  |  |  |
|  | FY14 | FY15 | FY14 | FY15 | FY14 | FY15 | FY14 | FY15 | FY14 | FY15 |
| Net Sales | 1,109.1 | 1,020.1 | 1,405.3 | 1,658.0 | 244.0 | 196.9 | 748.2 | 933.1 | 260.3 | 252.0 |

Operating Income : Yen (billion)
Operating Margin : (\%)


| Yen (billion) | Japan |  | North America |  | Europe |  | Asia |  | $\begin{gathered} \text { Other } \\ \text { Regions } \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Twelve | Months | Twelve | Months | Twelve | onths | Twelve | Months | Twelve | onths |
|  | FY14 | FY15 | FY14 | FY15 | FY14 | FY15 | FY14 | FY15 | FY14 | FY15 |
| Net Sales | 4,192.2 | 3,937.4 | 5,969.9 | 6,527.3 | 775.2 | 740.9 | 2,826.9 | 3,290.7 | 1,025.5 | 943.6 |

Operating Income : Yen (billion)
Operating Margin : (\%)


## Change in Equity in Income of Affiliates



|  | Yen (billion) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Asia) | 25.1 | 28.3 | 28.0 | 30.0 | | 29.5 | 32.5 | 18.8 |
| :--- | :--- | :--- |



FY14
Twelve Months
-Capital expenditures in results aforementioned exclude investment in operating leases, capital leases and intangible assets

FY15
Twelve Months

- FY15 Financial Results (U.S. GAAP)
- $4^{\text {th }}$ Quarter Financial Results
- Net Sales and Other Operating Revenue
- Change in Income before Income Taxes
- Business \& Geographical Segment Information
- Equity in Income of Affiliates
- Capital Expenditures
- FY16 Financial Forecast (IFRS)

Motorcycles


| Japan | 199 | 200 | 200 |
| :---: | ---: | ---: | ---: |
| North <br> America | 285 | 325 | 325 |
| Europe | 192 | 190 | 190 |
| Asia | 15,504 | 16,065 | 15,925 |
| Other <br> Regions | 1,585 | 1,445 | 1,455 |
| Total | 17,765 | 18,225 | 18,095 |

Automobiles


Power (Thousand) Products


Motorcycles


| Japan | 199 | 200 | 200 |
| :---: | ---: | ---: | ---: |
| North <br> America | 285 | 325 | 325 |
| Europe | 192 | 190 | 190 |
| Asia | 8,481 | 8,915 | 8,910 |
| Other Regions | 1,585 | 1,445 | 1,455 |
| Total | 10,742 | 11,075 | 11,080 |

Automobiles


| 752 | 690 | 735 |
| ---: | ---: | ---: |
| 1,746 | 1,890 | 1,890 |
| 167 | 160 | 160 |
| 637 | 705 | 705 |
| 265 | 270 | 260 |
| 3,567 | 3,715 | 3,750 |

Unit
Power (Thousand) Products


## FY16 Financial Forecast (Consolidated)



## Honda's forecast for the year ending March 31, 2016 is based on IFRS.

Note 1: "Net sales and other operating revenue" in U.S. GAAP is stated as "Sales revenue"
Note 2: "Equity in income of affiliates" in U.S. GAAP is stated as "Share of profit of investments accounted for under the equity method"
Note 3: "Net income attributable to Honda Motor Co., Ltd." in U.S. GAAP is stated as "Profit for the year attributable to owners of the parent"
Note 4: "Basic net income attributable to Honda Motor Co., Ltd. Per common share" is stated as "Basic profit for the year attributable to owners of the parent per common share". *2


|  | FY15 <br> Results | FY16 <br> Forecast | FY16 <br> Forecast (Reference) | Change (vs. FY15) |
| :---: | :---: | :---: | :---: | :---: |
|  | U.S. GAAP | IFRS | U.S. GAAP |  |
| Capital expenditures * | 657.9 | 670.0 | 670.0 | + 12.0 |
| Depreciation and amortization * | 408.3 | 455.0 | 455.0 | + 46.6 |
| Research and development expenditures ** | 662.6 | 720.0 | 710.0 | + 47.3 |

* Capital expenditures as well as Depreciation and amortization in results and forecast aforementioned exclude investment in operating leases, capital leases and intangible assets
** Research and development expenditures are research and development activity related costs incurred during the reporting period and are in conformity to "Research and development" on our Consolidated Statement of Income in accordance with U.S. GAAP. In accordance with IFRS however, 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 to "Research and development" on our Consolidated Statement 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 foreign exchange rates between the Japanese yen and the U.S. dollar, the Euro and other major currencies, as well as other factors detailed from time to time.

## Accounting standards:

Our consolidated financial results for FY15 were prepared in conformity with U.S. Generally Accepted Accounting Principles and the Financial Forecast for FY16 was prepared in conformity with International Financial Reporting Standards.

## Notice on the Factors for Increases and Decreases in Income:

With respect to the discussion above of the change in operating income, 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)"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-currencydenominated 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 and effects of raw material cost fluctuations", 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 and other regions.
(3) With respect to "changes in net sales and model mix", 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 net sales 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.

## *1 Net income attributable to Honda Motor Co., Ltd.

*2 : "Basic net income attributable to Honda Motor Co., Ltd. Per common share" in U.S. GAAP is stated as "Basic profit for the year attributable to owners of the parent per common share" in IFRS
EPS is calculated based on weighted average number of shares outstanding as shown below:

- Fiscal Year FY14: 1,802,294,000 (approx), FY15: 1,802,289,000 (approx) (page 5)
- 4th Quarter FY14: 1,802,291,000 (approx), FY15: 1,802,287,000 (approx) (page 11)
- Fiscal Year

FY15: 1,802,289,000 (approx), FY16: 1,802,286,000 (approx) (pages 6 and 32)

## HONDA

The Power of Dreams

HONDDA
The Power of Dreams

- Currency Effects -
(effects associated with sales transactions and translation effects)

|  |  |  |  |  | Yen (billion) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY15 |  | Rate | en) | FY15 <br> Twelve |
|  |  | $\begin{gathered} \mathrm{FY} 14 \\ 4 \mathrm{Q} \\ \hline \end{gathered}$ | $\begin{gathered} \text { FY15 } \\ 4 Q \end{gathered}$ | Change | Months |
| JPY / USD | + 20.1 | 103 | 119 | Yen down by 16 yen | + 43.1 |
| JPY / Euro | + 0.1 | 141 | 134 | $\begin{aligned} & \text { Yen up by } \\ & 7 \text { yen } \end{aligned}$ | + 1.6 |
| JPY / Others | + 3.1 | - | - | - | + 5.5 |
| Transactions between other currencies | -16.5 | - | - | - | - 53.7 |
| Difference of average rates (Impact on Operating income) | + 6.8 | *1: Impact of YoY difference of FOREX to be used for booking revenue of foreign currency transactions <br> *2: Impact of YoY difference between average FOREX and hedge rates during the period |  |  | - 3.6 |
| Difference between transaction *2 rates and average sales rates (Impact on Other income \& expenses) | + 10.6 |  |  |  | +84.7 |
| Currency effect associated with sales transactions | +17.4 |  |  |  | + 81.1 |
| Currency effect from translation of foreign financial statements (impact on Operating income) | + 29.1 | *3: Effect due to the difference of the rate used for translating Honda's overseas subsidiaries' financial statements denominated in foreign currencies into Japanese yen with the corresponding period of the fiscal year |  |  | + 82.6 |
| Total | $+46.5$ |  |  |  | +163.7 |


|  | 4Q |  |  |
| :---: | ---: | ---: | ---: |
|  | FY14 | FY15 | Change |
| Foreign <br> currency <br> forward | +11.4 | +2.3 | -9.1 |
| Interest rate <br> swap / <br> Currency swap | +3.2 | -3.1 | -6.4 |
| Others | -0.0 | +0.2 | +0.2 |
| Total | +14.7 | -0.6 | -15.3 |


| Twelve Months |  |  |
| :--- | ---: | ---: |
| FY14 | FY15 | Change |
| +49.6 | +0.5 | -49.1 |
| -10.2 | +4.1 | +14.3 |
| -0.0 | +0.3 | +0.3 |
| +39.3 | +4.9 | -34.3 |




HONDA
The Power of Dreams

- FY15 Financial Results and

FY16 Financial Forecast (Unconsolidated) -
Yen (Billion)

|  | FY14 <br> Results | FY15 <br> Results |  | Increase / <br> Decrease from <br> FY14 | FY16 <br> Forecast |  | Decrease from <br> FY15 |
| :---: | ---: | ---: | ---: | ---: | :---: | :---: | :---: |
| Net sales | $3,488.3$ | $3,331.1$ | $-4.5 \%$ | $3,500.0$ | $+5.1 \%$ |  |  |
| Operating <br> income | 125.6 | 96.3 | $-23.3 \%$ | 70.0 | $-27.3 \%$ |  |  |
| Operating <br> margin | $3.6 \%$ | $2.9 \%$ | -0.7 pt | $2.0 \%$ | -0.9 pt |  |  |
| Ordinary <br> income | 345.9 | 347.6 | $+0.5 \%$ | 325.0 | $-6.5 \%$ |  |  |
| Net income | 262.9 | 264.6 | $+0.7 \%$ | 255.0 | $-3.7 \%$ |  |  |

Average Rates (Yen)

| Us Dollar | 100 | 110 | Yen down by <br> 10 yen | 115 | Yen down by <br> 5 yen |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Euro | 136 | 139 | Yen down by <br> 3 yen | 125 | Yen up by <br> 14 yen |

