FY17 Financial Results


Acura MDX Sport Hybrid
Honda Motor Co., Ltd. (U.S.)

April 28, 2017

## Topics

- FY17 News Topics
- FY17 Financial Results
- FY18 Financial Forecasts
- Dividend


## FY17 News Topics

> Global automobile sales setting a new historical record
> U.S. automobile sales surpassed 1.6 million units
establishing a new all-time sales record

- Launch of all-new Ridgeline (Jun. 2016)
- Launch of all-new CR-V (Dec. 2016)
> China automobile sales surpassed 1.3 million units for the first time

- Strong sales of the CR-V, Vezel, XR-V, Accord and Civic

Japan

- Vezel was the top-selling SUV for the third consecutive year
- N-BOX Series achieved highest sales in the mini-vehicle segment
> India * Honda's production exceeded 5 million units for the first time



## (Open innovation and Collaboration)

> Discussions to start with Waymo, a unit of Google parent Alphabet Inc., on technical collaboration for self-driving automobile technology (Dec. 22, 2016)
> Establishment of a manufacturing joint venture with GM to produce hydrogen fuel cell systems announced (Jan. 30, 2017)
> Finalized a contract with Hitachi Automotive Systems to establish a joint venture company to develop, produce and sell motors for electric vehicles (Mar. 24, 2017)
$>$ Establishment of R\&D Center X, which will focus on new value areas, announced (Feb. 28, 2017)

## Results Summary

Negative FOREX effects due to a stronger yen was more than offset by the positive effect of new model introductions and full model changes of existing models, cost reduction efforts, a decline in quality related expenses and the impact of pension accounting treatment, resulting in operating profit of 840.7 billion yen, a $67 \%$ increase from the same period a year ago.


## FY17 Unit Sales Results

| Honda Group <br> Unit Sales <br> (thousand) | FY16 | FY17 | Change |
| :--- | ---: | ---: | ---: |
|  | 17,055 | $\mathbf{1 7 , 6 6 1}$ | $+3.6 \%$ |
| Automobiles | 4,743 | $\mathbf{5 , 0 2 8}$ | $+6.0 \%$ |
| Power Products | 5,965 | $\mathbf{6 , 1 2 1}$ | $+2.6 \%$ |




## Honda Group Unit Sales

- Increase in motorcycle unit sales due mainly to sales growth in India and Vietnam, despite a decline in sales in Brazil
- Increase in automobile unit sales due primarily to positive effect of new model introductions in China and North America


Yen (billion)

|  | $\begin{aligned} & \text { FY17 } \\ & \text { Results } \end{aligned}$ | FY18 <br> Forecast | Change |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | amount | \% |
| Sales revenue | 13,999.2 | 14,200.0 | + 200.8 | + 1.4\% |
| Operating profit | 840.7 | 705.0 | - 135.7 | - 16.1\% |
| Operating margin | 6.0\% | 5.0\% |  | - 1.0 pt |
| Share of profit of investments accounted for using the equity method | 164.7 | 175.0 | + 10.2 | + 6.2\% |
| Profit before income taxes | 1,006.9 | 875.0 | - 131.9 | - 13.1\% |
| Profit for the year attributable to owners of the parent | 616.5 | 530.0 | - 86.5 | - 14.0\% |
| Earnings per share (Yen) <br> attributable to owners of the parent ${ }^{1}$ | 342.10 | 294.07 |  | -48.03 |
| For *1, please refer to the footnote on page 36 Market average rates (Yen) |  |  |  |  |
| US Dollar | 108 | 105 | Yen | by 3 yen |

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Dividend

Yen

| Dividend per Share | FY16 | FY17 <br> ( Projection) | Increase/ <br> Decrease from <br> FY16 FY16 | FY18 <br> (Expectation) | Increase/ <br> Decrease from <br> FY17FY17 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $1^{\text {st }}$ Quarter End | 22 | 22 | - | ( 24 ) | ( + 2 ) |
| $2^{\text {nd }}$ Quarter End | 22 | 22 | - | ( 24 ) | ( + 2 ) |
| $3{ }^{\text {rd }}$ Quarter End | 22 | 24 | + 2 | ( 24 ) | (-) |
| $4^{\text {th }}$ Quarter End | 22 | ( 24 ) | ( + 2 ) | ( 24 ) | (-) |
| Fiscal Year | 88 | ( 92 ) | ( + 4 ) | ( 96 ) | ( + 4 ) |

## Topics

- FY17 4th Quarter and Twelve-Month Financial Results
- 4th Quarter Financial Results
- Honda Group Unit Sales Summary
- Change in Sales Revenue
- Change in Profit before Income Taxes
- Business \& Geographical Segment Information
- Share of profit of investments accounted for using the equity method
- Capital Expenditures
- FY18 Financial Forecast


## FY17 4th Quarter Unit Sales

| Honda Group <br> Unit Sales <br> (thousand) | FY16 Results (3 Months) |  |  |
| :--- | ---: | ---: | ---: |
|  | FY17 |  | Change |
| Motorcycles | 4,173 | $\mathbf{4 , 2 4 8}$ | $+1.8 \%$ |
| Automobiles | 1,229 | $\mathbf{1 , 2 8 5}$ | $+4.6 \%$ |
| Power Products | 1,955 | $\mathbf{2 , 2 1 8}$ | $+13.5 \%$ |
| Consolidated <br> Unit Sales <br> (thousand) | FY16 | FY17 | Change |
| Motorcycles | 2,633 | $\mathbf{2 , 6 8 9}$ | $+2.1 \%$ |
| Automobiles | 980 | $\mathbf{9 6 0}$ | $-2.0 \%$ |
| Power Products | $\mathbf{1 , 9 5 5}$ | $\mathbf{2 , 2 1 8}$ | $+13.5 \%$ |



## Honda Group Unit Sales

- Increase in motorcycle unit sales due mainly to sales growth in Pakistan and Vietnam, despite a decline in sales in Indonesia
- Increase in automobile unit sales due primarily to positive effect of new model introductions in China and Malaysia


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## FY17 4th Quarter Financial Results (Consolidated)

| Financial Results | 4Q Results (3 Months) |  |  |
| :--- | ---: | ---: | ---: |
|  | FY16 | FY17 | Change |
| Sales revenue | $3,657.8$ | $3,763.4$ | $+2.9 \%$ |
| Operating profit | -63.8 | 138.1 |  |
| Operating margin | $-1.7 \%$ | $3.7 \%$ | +5.4 pt |
| Share of profit of investments <br> accounted for using the equity <br> method | 8.3 | 48.5 | $+479.0 \%$ |
| Profit before income taxes | -58.7 | 186.9 |  |
| Profit for the period <br> attributable to owners of the parent | -93.4 | 95.9 |  |
| Earnings per share ${ }^{* 1}$ (Yen) <br> attributable to owners of the parent | -51.85 | 53.24 | +105.09 |


| Market average rates (Yen) |  |  |  |
| :--- | :--- | :--- | :--- |
| US Dollar | 115 | 114 | Yen up by <br> 1yen |




## Financial Summary

Sales revenue increased 2.9\% primarily due to an increase in revenues in financial services business operations and automobile business operations.

Operating profit increased by JPY 201.9 billion due primarily to cost reduction efforts and a decrease in SG\&A expenses, including quality related costs, despite an increase in R\&D expenses and negative foreign currency effects.

For *1, please refer to footnotes on page 36

Vision




| Japan | 47 | 50 | 41 | 42 | 29 | 33 | 49 | 45 |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| North <br> America | 75 | 75 | 69 | 89 | 78 | 71 | 68 | $\mathbf{7 7}$ |
| Europe | 66 | 48 | 33 | 57 | 72 | 48 | 31 | $\mathbf{6 6}$ |
| Asia | 3,571 | 3,851 | 3,968 | 3,743 | 3,885 | 4,125 | 4,115 | $\mathbf{3 , 8 1 2}$ |
| Other <br> Regions | 346 | 346 | 296 | $\mathbf{2 4 2}$ | 288 | 261 | 260 | $\mathbf{2 4 8}$ |
| Total | 4,105 | 4,370 | 4,407 | $\mathbf{4 , 1 7 3}$ | 4,352 | 4,538 | 4,523 | $\mathbf{4 , 2 4 8}$ |




## Motorcycles



Automobiles


Power
Products


|  | FY16 | FY17 | Change |
| :---: | ---: | ---: | ---: |
| Japan | 180 | 156 | $\mathbf{- 2 4}$ |
| North <br> America | 308 | 294 | $\mathbf{- 1 4}$ |
| Europe | 204 | 217 | $\mathbf{+ 1 3}$ |
| Asia | 15,133 | 15,937 | $\mathbf{+ 8 0 4}$ |
| Other <br> Regions | 1,230 | 1,057 | $\mathbf{- 1 7 3}$ |
| Total | 17,055 | 17,661 | $\mathbf{+ 6 0 6}$ |


| FY16 | FY17 | Change |
| ---: | ---: | :---: |
| 668 | 668 | $\mathbf{- 0}$ |
| 1,929 | 1,970 | $\mathbf{+ 4 1}$ |
| 172 | 184 | $\mathbf{+ 1 2}$ |
| 1,723 | 1,964 | $\mathbf{+ 2 4 1}$ |
| 251 | 242 | $\mathbf{- 9}$ |
| 4,743 | 5,028 | $\mathbf{+ 2 8 5}$ |


| FY16 | FY17 | Change |
| ---: | ---: | ---: |
| 363 | 301 | -62 |
| 2,811 | 2,977 | +166 |
| 1,008 | 1,035 | +27 |
| 1,349 | 1,430 | +81 |
| 434 | 378 | $\mathbf{+ 5 6}$ |
| 5,965 | 6,121 | +156 |




FY16
FY17




| Unit (thousand) Yen (billion) | FY16 |  |  |  | FY17 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q |
| Honda Group Unit Sales (Consolidated Unit Sales) | 1,147 (888) | 1,139 (889) | 1,228 (879) | $\begin{gathered} \hline 1,229 \\ (980) \\ \hline \end{gathered}$ | 1,213 (908) | 1,218 (890) | 1,312 (925) | $\begin{gathered} \hline 1,285 \\ (960) \\ \hline \end{gathered}$ |
| Sales Revenue | 2,706.0 | 2,655.5 | 2,684.5 | 2,721.5 | 2,536.1 | 2,377.4 | 2,596.4 | 2,746.7 |

Operating Profit

| Operaing | including quality related expenses |
| :---: | :---: |
| Yen | - Cost reduction efforts |
| (billion) | <Decrease Factors> |
| 250 | negative impact from sales volume and model mix |

<Increase Factors>
-Decrease in SG\&A expenses,
including quality related expenses

- Cost reduction efforts,
< Decrease Factors $>$
-negative impact from
$\quad$ sales volume and model mix
- Increase in in R\&D expenses,



+25.2 (Currency effect -34.9)


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Power Product \& Other Businesses
Sales Revenue/Operating Profit (Margin)

| Unit (thousand) Yen (billion) | FY16 |  |  |  | FY17 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | 4Q | 1 Q | 2Q | 3Q | 4Q |
| $\begin{array}{\|c\|} \hline \text { Honda Group } \\ \text { Unit Sales } \\ \text { (Consolidated Unit Sales) } \end{array}$ | $\begin{aligned} & 1,558 \\ & (1,558) \end{aligned}$ | $\begin{aligned} & 1,275 \\ & (1,275) \end{aligned}$ | $\begin{aligned} & \hline 1,177 \\ & (1,177) \end{aligned}$ | $\begin{aligned} & 1,955 \\ & (1,955) \end{aligned}$ | $\begin{aligned} & 1,488 \\ & (1,488) \end{aligned}$ | $\begin{aligned} & \hline 1,240 \\ & (1,240) \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline 1,175 \\ & (1,175) \\ & \hline \end{aligned}$ | $\begin{aligned} & 2,218 \\ & (2,218) \end{aligned}$ |
| Sales Revenue | 88.1 | 88.2 | 82.0 | 93.6 | 80.9 | 73.5 | 80.3 | 114.8 |



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Financial Services Business
Total Assets/Sales Revenue/Operating Profit (Margin)

| Yen (billion) | FY16 |  |  |  | FY17 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q |
| $\left\lvert\, \begin{array}{c\|} \text { Total Assets of } \\ \text { Finance Subsidiaries } \end{array}\right.$ | 9,560.2 | 9,377.7 | 9,431.9 | 9,071.8 | 8,538.3 | 8,440.3 | 9,643.3 | 9,437.0 |
| Sales Revenue | 476.8 | 465.1 | 447.8 | 459.8 | 467.9 | 446.3 | 455.7 | 521.1 |
| $\begin{aligned} & \text { Yen } \\ & \text { (billion) } \end{aligned}$ | \\| Ope | ng Profit |  |  | + 61.3 | + 13.3 \% ) | $-5.9)$ | $\ldots$ |

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|  | Motorcycle <br>  <br> Business |  |
| :---: | :---: | :---: |
| Unit (thousand) <br> Yen (billion) | Twelve Months |  |
|  | FY16 | FY17 |
| Honda Group <br> Unit Sales <br> (Consolidated Unit Sales) | 17,055  <br> $(10,572)$ 17,661 <br> $(11,237)$  |  |
| Sales Revenue | $1,805.4$ | $1,716.1$ |


| Automobile <br> Business |
| :---: |
| Twelve Months  <br> FY16 FY17 <br> 4,743 5,028 <br> $(3,636)$ $(3,683)$ <br> $10,767.6$ $10,256.6$ |

Power Product
and Other
Businesses

| Twelve Months |  |
| :---: | :---: |
| FY16 | FY17 |
| 5,965 <br> $(5,965)$ | 6,121 <br> $(6,121)$ |
| 352.2 | 349.6 |

Financial Services
Business

| Twelve Months |  |
| ---: | ---: |
| FY16 | FY17 |
| - | - |
| $(-)$ | $(-)$ |
| $1,849.7$ | $1,891.2$ |



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Sales Revenue/Operating Profit
by Geographical Segment <FY17 4th Qtr>

| Yen (billion) | Japan |  | North America |  | Europe |  | Asia |  | Other Regions |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4Q |  | 4Q |  | 4Q |  | 4Q |  | 4Q |  |
|  | FY16 | FY17 | FY16 | FY17 | FY16 | FY17 | FY16 | FY17 | FY16 | FY17 |
| Sales Revenue | 997.2 | 1,076.9 | 2,102.6 | 2,134.0 | 229.7 | 257.3 | 841.1 | 946.3 | 163.4 | 199.8 |

Operating Profit: Yen (billion)


| Yen (billion) | Japan |  | North America |  | Europe |  | Asia |  | Other Regions |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Twelve | months | Twelve | months | Twelve | onths | Twelve | months | Twelve | onths |
|  | FY16 | FY17 | FY16 | FY17 | FY16 | FY17 | FY16 | FY17 | FY16 | FY17 |
| Sales Revenue | 3,928.5 | 4,113.4 | 8,537.0 | 8,098.0 | 776.0 | 789.3 | 3,535.3 | 3,456.0 | 808.6 | 733.4 |



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| From Asia | 32.5 | 28.9 | 39.4 | $\mathbf{2 4 . 3}$ | 39.3 | 36.2 | 40.8 | $\mathbf{4 3 . 8}$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |



- FY17 4th Quarter and Twelve-Month Financial Results
- 4th Quarter Financial Results
- Honda Group Unit Sales
- Change in Sales Revenue
- Change in Profit before Income Taxes
- Business \& Geographical Segment Information
- Share of Profit of Investments

Accounted for using the Equity Method

- Capital Expenditures
- FY18 Financial Forecast

Motorcycles



| FY17 <br> Results | FY18 <br> Forecast | Change |
| ---: | ---: | :---: |
| 668 | 680 | $\mathbf{+ 1 2}$ |
| 1,970 | 1,920 | $\mathbf{- 5 0}$ |
| 184 | 175 | $\mathbf{- 9}$ |
| 1,964 | 2,060 | $\mathbf{+ 9 6}$ |
| 242 | 245 | $\mathbf{+ 3}$ |
| 5,028 | 5,080 | $\mathbf{+ 5 2}$ |

Power (Thousand)
Products
6,121 6,165


| FY17 <br> Results | FY18 <br> Forecast | Change |
| ---: | ---: | ---: |
| 301 | 265 | $\mathbf{- 3 6}$ |
| 2,977 | 3,010 | $\mathbf{+ 3 3}$ |
| 1,035 | 1,030 | $\mathbf{- 5}$ |
| 1,430 | 1,460 | $\mathbf{+ 3 0}$ |
| 378 | 400 | $\mathbf{+ 2 2}$ |
| 6,121 | 6,165 | $\mathbf{+ 4 4}$ |

Motorcycles



| FY17 <br> Results | FY18 <br> Forecast | Change |
| ---: | ---: | :---: |
| 603 | 615 | $\mathbf{+ 1 2}$ |
| 1,970 | 1,920 | $\mathbf{- 5 0}$ |
| 184 | 175 | $\mathbf{- 9}$ |
| 684 | 730 | $\mathbf{+ 4 6}$ |
| 242 | 245 | $\mathbf{+ 3}$ |
| 3,683 | 3,685 | $\mathbf{+ 2}$ |


| FY17 <br> Results | FY18 <br> Forecast | Change |
| ---: | ---: | ---: |
| 301 | 265 | $\mathbf{- 3 6}$ |
| 2,977 | 3,010 | $\mathbf{+ 3 3}$ |
| 1,035 | 1,030 | $\mathbf{- 5}$ |
| 1,430 | 1,460 | $\mathbf{+ 3 0}$ |
| 378 | 400 | $\mathbf{+ 2 2}$ |
| 6,121 | 6,165 | $\mathbf{+ 4 4}$ |

Yen (billion)

|  | FY17 <br> Results | FY18 <br> Forecast | Change |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | amount | \% |
| Sales revenue | 13,999.2 | 14,200.0 | + 200.8 | + 1.4\% |
| Operating profit | 840.7 | 705.0 | - 135.7 | - 16.1\% |
| Operating margin | 6.0\% | 5.0\% |  | - 1.0 pt |
| Share of profit of investments accounted for using the equity method | 164.7 | 175.0 | + 10.2 | + 6.2\% |
| Profit before income taxes | 1,006.9 | 875.0 | - 131.9 | - 13.1\% |
| Profit for the year attributable to owners of the parent | 616.5 | 530.0 | - 86.5 | - 14.0\% |
| Earnings per share $\quad$ (Yen) <br> attributable to owners of the parent ${ }^{*}{ }_{1}$ | 342.10 | 294.07 |  | - 48.03 |

For *1, please refer to the footnote on page 36
Market average rates (Yen)

| US Dollar | 108 | 105 | Yen up by 3 yen |
| :--- | ---: | ---: | ---: |



## FY18 Forecast: Change in Operating Profit



|  |  | Yen (billion) |  |
| :--- | ---: | ---: | ---: |
|  | FY17 <br> Results | FY18 <br> Forecast | Change |
| Capital <br> expenditures * | 541.0 | 530.0 | -11.0 |
| Depreciation and <br> amortization * | 437.6 | 450.0 | +12.3 |
| Research and <br> development <br> expenditures ** | 685.3 | 750.0 | +64.6 |

[^0]
## 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 standards 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 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.
*1 Earnings per share attributable to owners of the parent is calculated based on weighted average number of shares outstanding as shown below:

[^1]
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Appendix

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Yen (billion)

|  | 4Q |  |  |
| :--- | ---: | ---: | ---: |
|  | FY16 | FY17 | Change |
| Capital <br> expenditures * | 184.3 | 172.3 | -12.0 |
| Depreciation and <br> amortization * | 111.0 | 126.6 | +15.5 |
| Research and <br> development <br> expenditures ** | 207.0 | 211.5 | +4.5 |


| Twelve Months |  |  |
| :---: | ---: | ---: |
| FY16 | FY17 | Change |
| 647.4 | 541.0 | -106.4 |
| 440.4 | 437.6 | -2.8 |
| 719.8 | 685.3 | -34.4 |

* Capital expenditures as well as Depreciation and amortization in results aforementioned exclude investment in operating leases, finance leases and intangible assets.
** 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 our Consolidated Statement of Income.
Research and development expenditures aforementioned exclude decrease of 25.4 billion yen due to the impact of pension accounting treatment in FY17 $2^{\text {nd }}$ quarter.


| Unit (thousand) | FY16 |  |  |  | $\begin{gathered} 12 \\ \text { months } \end{gathered}$ | FY17 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q | 2Q | 3Q | 4Q |  | 1Q | 2Q | 3Q | 4Q | $\begin{gathered} 12 \\ \text { months } \end{gathered}$ |
| Japan | 47 | 50 | 41 | 42 | 180 | 29 | 33 | 49 | 45 | 156 |
| North America | 75 | 75 | 69 | 89 | 308 | 78 | 71 | 68 | 77 | 294 |
| Europe | 66 | 48 | 33 | 57 | 204 | 72 | 48 | 31 | 66 | 217 |
| Asia | 2,011 | 2,221 | 2,215 | 2,203 | 8,650 | 2,364 | 2,629 | 2,267 | 2,253 | 9,513 |
| Other Region | 346 | 346 | 296 | 242 | 1,230 | 288 | 261 | 260 | 248 | 1,057 |
| Motorcycles | 2,545 | 2,740 | 2,654 | 2,633 | 10,572 | 2,831 | 3,042 | 2,675 | 2,689 | 11,237 |


| 12 months |  |
| ---: | :---: |
| Change | $\%$ |
| -24 | $-13.3 \%$ |
| -14 | $-4.5 \%$ |
| +13 | $+6.4 \%$ |
| +863 | $+10.0 \%$ |
| -173 | $-14.1 \%$ |
| +665 | $+6.3 \%$ |


| Japan | 135 | 155 | 140 | $\mathbf{1 8 4}$ | $\mathbf{6 1 4}$ | 132 | 143 | 154 | $\mathbf{1 7 4}$ | $\mathbf{6 0 3}$ |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| North <br> America | 497 | 473 | 466 | $\mathbf{4 9 3}$ | $\mathbf{1 , 9 2 9}$ | 510 | 479 | 510 | $\mathbf{4 7 1}$ | $\mathbf{1 , 9 7 0}$ |
| Europe | 32 | 42 | 43 | $\mathbf{5 5}$ | $\mathbf{1 7 2}$ | 45 | 45 | 43 | $\mathbf{5 1}$ | $\mathbf{1 8 4}$ |
| Asia | 158 | 158 | 165 | $\mathbf{1 8 9}$ | $\mathbf{6 7 0}$ | 162 | 167 | 156 | $\mathbf{1 9 9}$ | $\mathbf{6 8 4}$ |
| Other Region | 66 | 61 | 65 | $\mathbf{5 9}$ | $\mathbf{2 5 1}$ | 59 | 56 | 62 | $\mathbf{6 5}$ | $\mathbf{2 4 2}$ |
| Automobiles | 888 | 889 | 879 | $\mathbf{9 8 0}$ | $\mathbf{3 , 6 3 6}$ | 908 | 890 | 925 | $\mathbf{9 6 0}$ | $\mathbf{3 , 6 8 3}$ |


| -11 | $-1.8 \%$ |
| ---: | ---: |
| +41 | $+2.1 \%$ |
| +12 | $+7.0 \%$ |
| +14 | $+2.1 \%$ |
| -9 | $-3.6 \%$ |
| +47 | $+1.3 \%$ |


| Japan | 85 | 115 | 62 | $\mathbf{1 0 1}$ | $\mathbf{3 6 3}$ | 59 | 87 | 54 | $\mathbf{1 0 1}$ | $\mathbf{3 0 1}$ |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| North <br> America | 804 | 532 | 469 | $\mathbf{1 , 0 0 6}$ | $\mathbf{2 , 8 1 1}$ | 769 | 522 | 521 | $\mathbf{1 , 1 6 5}$ | $\mathbf{2 , 9 7 7}$ |
| Europe | 231 | 174 | 190 | $\mathbf{4 1 3}$ | $\mathbf{1 , 0 0 8}$ | 225 | 165 | 190 | $\mathbf{4 5 5}$ | $\mathbf{1 , 0 3 5}$ |
| Asia | 340 | 346 | 344 | $\mathbf{3 1 9}$ | $\mathbf{1 , 3 4 9}$ | 360 | 376 | 311 | $\mathbf{3 8 3}$ | $\mathbf{1 , 4 3 0}$ |
| Other Region | 98 | 108 | 112 | $\mathbf{1 1 6}$ | $\mathbf{4 3 4}$ | 75 | 90 | 99 | $\mathbf{1 1 4}$ | $\mathbf{3 7 8}$ |
| Power <br> Products | 1,558 | 1,275 | 1,177 | $\mathbf{1 , 9 5 5}$ | $\mathbf{5 , 9 6 5}$ | 1,488 | 1,240 | 1,175 | $\mathbf{2 , 2 1 8}$ | $\mathbf{6 , 1 2 1}$ |


| -62 | $-17.1 \%$ |
| ---: | ---: |
| +166 | $+5.9 \%$ |
| +27 | $+2.7 \%$ |
| +81 | $+6.0 \%$ |
| -56 | $-12.9 \%$ |
| +156 | $+2.6 \%$ |


[^0]:    * Capital expenditures as well as Depreciation and amortization in results and forecast aforementioned exclude investment in operating leases, finance leases and intangible assets
    ** 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 our Consolidated Statement of Income. Research and development expenditures aforementioned exclude decrease of 25.4 billion yen due to the impact of pension accounting treatment in FY17 2nd quarter.

[^1]:    - 4th Quarter FY16: 1,802,283,000 (approx), FY17: 1,802,280,000 (approx) (page 11)
    - Fiscal Year FY16: 1,802,285,000 (approx), FY17: 1,802,282,000 (approx), FY18 forecasts: 1,802,280,000 (approx) (pages 6, 7 and 32)

