

**HONDA 1995 AND 1996 SALES & PRODUCTION ESTIMATES**

<Motorcycles>	1995		1996	
	Projection	%	Plan	%
	(Units)		(Units)	
* Japan sales	645,000	102.7%	670,000	103.9%
Export sales	444,000	83.7%	398,000	89.6%
Total	1,089,000	94.0%	1,068,000	98.1%
KD sets	4,198,000	117.9%	4,682,000	111.5%

\* Electric power assist bicycle (Racoon) not included.

<Automobiles>	1995		1996	
	Projection	%	Plan	%
	(units)		(units)	
Registration vehicles	437,000	120.5%	532,000	121.7%
* (Import)	(50,000)	(104.6%)	(44,000)	(88.0%)
Mini Vehicles	181,000	97.1%	177,000	97.8%
Jeep	11,000	112.7%	11,000	100.0%
Japan sales	629,000	112.5%	720,000	114.5%
Export sales	437,000	84.7%	350,000	80.1%
Total	1,066,000	99.2%	1,070,000	100.4%
KD sets	824,000	113.8%	934,000	113.3%

\* Jeep sales not included in imports.

(For your information)

Japan Production	975,000	97.7%	975,000	100.0%
Overseas Production	882,000	112.1%	996,000	112.9%
Global Production	1,799,000	104.5%	1,909,000	106.1%

\* Japan production equals complete built unit (CBU) + complete knock down (CKD).

\* Overseas production equals CKD + KD sets.

\* Global production equals Japan production + KD sets.

<Power Products>	1995		1996	
	Projection	%	Plan	%
	(units)		(units)	
Japan sales	124,000	111.6%	203,000	163.7%
Export sales	2,281,000	122.2%	2,676,000	117.3%
Total	2,405,000	121.6%	2,879,000	119.7%

\* All terrain vehicles included.