



FY23 1st Quarter Financial Results

August 10, 2022

- *Outline of FY23 1st Quarter Financial Results and FY23 Financial Forecast*
- *Financial Results and Forecast*
 - *FY23 Three Months Results*
 - *FY23 Financial Forecast*

■ FY23 Three Months Results

- Although automobile production and sales units decreased compared to the same period last year mainly in China and North America due to the impacts from the semiconductor supply shortage and the Shanghai lockdown, the results were in-line with the previous forecast*.
- Despite a decrease in automobile unit sales and an increase in raw material cost, **achieved Operating Margin equivalent to that of last year** due to an increase in motorcycle unit sales and company-wide efforts to improve profits.

*Previous forecast : announced on May 13

■ FY23 Profit Forecast

- Outlook remains uncertain mainly due to the impacts from the semiconductor supply shortage and the inflation.
- Maintain the unit sales plan for FY23 same with the previous forecast.
- Reflect the recent favorable currency effects and the expected cost increase due to the inflation.

Upward revision of sales revenue and operating profit from the previous forecast

■ Capital strategy

- **Acquisition of the company's own shares up to 100 billion yen**

Main Countries	Retail	
QTD (Apr.- Jun.)	Unit (thousand)	vs. FY22 (%)
Japan	116	86.9
The United States (Production in N.A.)	240 (283)	49.3 (82.4)
China	325	82.1



CR-V (the U.S.)
To be launched in summer 2022



ZR-V (Japan)
To be launched in autumn 2022

■ Sales Results in FY23 (1Q)

Despite effects of introducing new models such as Step WGN in Japan and HR-V in the United States, lower than the same period last year mainly due to the impacts from the semiconductor supply shortage and the Shanghai lockdown.

In the United States, despite the strong demand, significantly decreased compared with the same period last year when inventories were held at dealers.

■ Outlook/Forecast for FY23

Maintain the previous forecast.

Although the demand stays strong, outlook remains uncertain mainly due to the impacts from the semiconductor supply shortage and resurgence of COVID-19.

Strive to strengthen the sales by launching new models.

- Civic e:HEV Launched in July (Japan)
- XR-V Announced in August (China)
- CR-V To be launched in summer (the U.S.)
- ZR-V To be launched in autumn (Japan)

Main Countries	Wholesale	
QTD (Apr.- Jun.)	Unit (thousand)	vs. FY22 (%)
India	995	202.6
Vietnam	532	90.1
Thailand	334	99.3
Indonesia	684	77.9
Brazil	275	109.4

■ Sales Results in FY23 (1Q)

Although lower than the same period last year in some countries due to the impact of the semiconductor supply shortage, exceeded the same period last year in total by a significant sales increase in India, the largest market in the world.

■ Outlook/Forecast for FY23

Maintain the previous forecast in consideration of the impact of the semiconductor supply shortage.

Strive for further expansion by replacing sales models and utilizing alternative parts.



HAWK 11 (Japan)
To be launched in September 2022



Activa 125 (India)

Operating profit : Despite some unfavorable factors such as a decrease in automobile unit sales due to the impacts from the semiconductor supply shortage and the Shanghai lockdown, and an increase in raw material cost,

Operating Profit amounted to 222.2 billion yen.

This was due primarily to the effect of changes in sales prices and costs, a reduction of incentives and favorable currency effects.

Profit for ^{*1} the period : Mainly due to the decrease in the share of profit of investments accounted for using the equity method in China, **resulted in 149.2 billion yen.**

Unit (thousand)

Honda Group Unit Sales (Consolidated Unit Sales)	QTD			Income Statements Yen (billion)	QTD		
	FY22 Results	FY23 Results	Change		FY22 Results	FY23 Results	Change
Motorcycles	3,879 (2,392)	4,251 (2,972)	+ 9.6% (+ 24.2%)	Sales revenue	3,583.8	3,829.5	+ 6.9%
Automobiles	998 (608)	815 (529)	- 18.3% (- 13.0%)	Operating profit	243.2	222.2	- 8.6%
Power Products ^{*2}	1,708 (1,708)	1,546 (1,546)	- 9.5% (- 9.5%)	Operating margin	6.8%	5.8%	- 1.0pt
				Share of profit of investments accounted for using the equity method	55.9	22.6	- 59.6%
				Profit before income taxes	311.3	237.4	- 23.8%
				Profit for the period attributable to owners of the parent	222.5	149.2	- 32.9%
				Earnings per share attributable ^{*3} to owners of the parent (Yen)	128.87	87.23	- 41.64
				Market average rates (Yen)			^{*4}
				U.S. Dollar	109	130	+ 21

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

*2 Life Creation business has been renamed Power Products business from April 1, 2022.

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

*4 +: weak yen / -: strong yen

vs Previous Forecast:

Operating profit : Outlook remains uncertain mainly due to the impacts from the semiconductor supply shortage and resurgence of COVID-19.
Reflect the recent favorable currency effects and the expected cost increase due to the inflation.

Upward revision to **830.0 billion yen**.

Profit for ^{*1} the year : **Maintain 710.0 billion yen** as the previous forecast.

Unit (thousand)

Honda Group Unite Sales (Consolidated Unit Sales)	YTD			Change from previous forecast	Income Statement Yen (billion)	FY22 Results	FY23 Forecasts	Change		Change from previous forecast
	FY22 Results	FY23 Forecasts	Change					amount	%	
Motorcycles	17,027	18,560	+ 9.0%	-	Sales revenue	14,552.6	16,750.0	+ 2,197.3	+ 15.1%	+ 500.0
	(10,721)	(11,660)	(+ 8.8%)	(-)	Operating profit	871.2	830.0	- 41.2	- 4.7%	+ 20.0
Automobiles	4,074	4,200	+ 3.1%	-	Operating margin	6.0%	5.0%		- 1.0pt	- 0.0pt
	(2,424)	(2,520)	(+ 4.0%)	(-)	Share of profit of investments accounted for using the equity method	202.5	215.0	+ 12.4	+ 6.2%	- 15.0
Power Products	6,200	5,665	- 8.6%	-	Profit before income taxes	1,070.1	1,040.0	- 30.1	- 2.8%	+ 5.0
	(6,200)	(5,665)	(- 8.6%)	(-)	Profit for the year attributable to owners of the parent	707.0	710.0	+ 2.9	+ 0.4%	-
					Earnings per share attributable to owners of the parent (Yen)	411.09	417.13		+ 6.04	+ 2.07
				Market average rate (Yen)		*2				
				U.S. Dollar	112	125		+ 13		+ 5

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

*2 FY23 Market average rate assumption against U.S. Dollar (1H: 130 yen, 2H: 120 yen)

<Dividends>

Dividend per Share (Yen)	FY23 (Previous)	FY23 (Expectation)	Change from previous forecast
Interim Dividend	(60)	(60)	-
Year-end Dividend	(60)	(60)	-
Fiscal Year	(120)	(120)	-

* () : 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) : 32 million shares (common shares)
- Total amount of shares to be acquired (maximum) : 100 billion yen
- Period of acquisition : From August 12, 2022 through March 31, 2023

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Unit (thousand)

Motorcycles

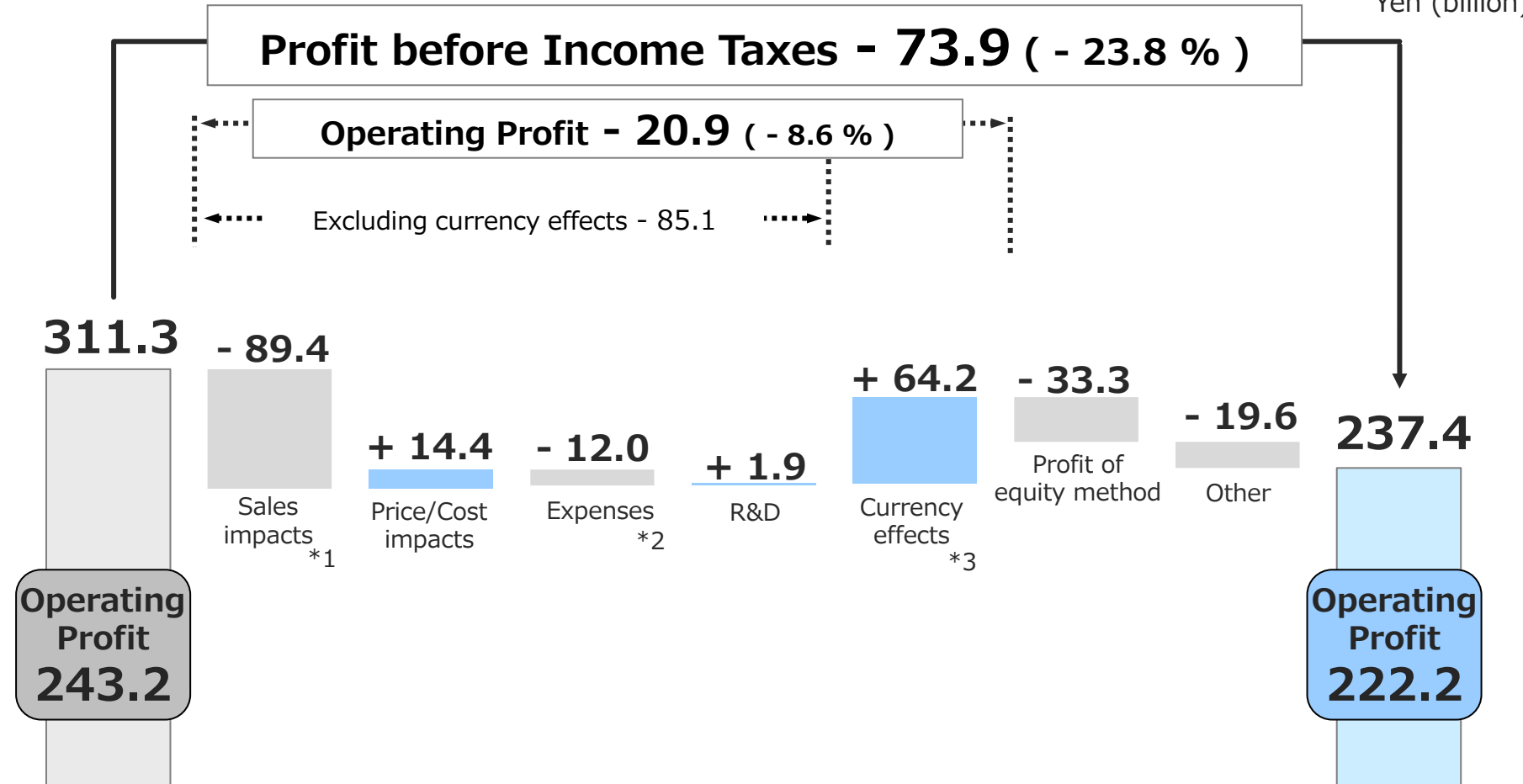
Automobiles

Power Products

Honda Group Unit Sales	QTD			QTD			QTD		
	FY22	FY23	Change	FY22	FY23	Change	FY22	FY23	Change
Japan	59	56	- 3	133	108	- 25	87	84	- 3
North America	101	110	+ 9	346	267	- 79	880	684	- 196
Europe	108	81	- 27	28	23	- 5	279	313	+ 34
Asia	3,245	3,585	+ 340	462	387	- 75 [*]	362	368	+ 6
Other Regions	366	419	+ 53	29	30	+ 1	100	97	- 3
Total	3,879	4,251	+ 372	998	815	- 183	1,708	1,546	- 162
Change (%)			+ 9.6%			- 18.3%			- 9.5%
									* - 102 in China are included
Consolidated Unit Sales	2,392	2,972	+ 580	608	529	- 79	1,708	1,546	- 162

Change in Profit before Income Taxes <FY23 Three Months>

Yen (billion)



FY22
Three Months

*1 Sales impacts		*2 Expenses		*3 Currency effects	
Revenue, model mix	- 77.8	Warranty	- 22.2	JPY / USD	+ 51.0
Finance	- 15.7	Finance	- 2.7	USD / Others (BRL, CAD, MXN)	- 1.5
Other	+ 4.1	Other	+ 12.9	JPY / Asian currencies (INR, THB, VND, CNY, IDR)	+ 17.5
				Other	- 2.8

FY23
Three Months

**Sales Revenue/Operating Profit (Margin)
by Business Segment <FY23 Three Months>**

upper : FY23	Motorcycle Business	Automobile Business	Financial Services Business	Power Product and Other Businesses
lower : FY22				
Unit (thousand)	4,251	815	-	1,546
Honda Group Unit Sales	(2,972)	(529)	-	(1,546)
(Consolidated Unit Sales)	3,879	998	-	1,708
	(2,392)	(608)	-	(1,708)
Yen (billion)	676.0	2,328.1	750.0	119.0
Sales Revenue	518.2	2,252.4	767.4	99.2
Operating Profit	97.8	38.2	78.8	7.3
	80.6	70.6	92.2	- 0.3
Operating Margin	14.5%	1.6%	10.5%	6.2%
	15.6%	3.1%	12.0%	- 0.4%

* 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)	Operating profit from aircraft and aircraft engines included in above
Combined operating profit *		
113.9 / 3.8%		- 3.8
FY22 1Q : 159.2 / 5.4%		FY22 1Q : - 8.3

Yen (billion)

Three Months	FY22	FY23
Cash flows from operating activities	+ 29.9	+ 135.1
Cash flows from investing activities	- 129.5	- 284.4
Free cash flow	- 99.5	- 149.3
Cash flows from financing activities	- 136.7	- 119.1
Effects of exchange rate changes	+ 5.7	+ 186.6
Net change of cash and cash equivalents	- 230.5	- 81.7
Cash & cash equivalents at end of period	2,297.8	3,236.3
Net cash at end of period	1,828.9	2,310.1

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No changes have been made from the previous forecast

Unit (thousand)

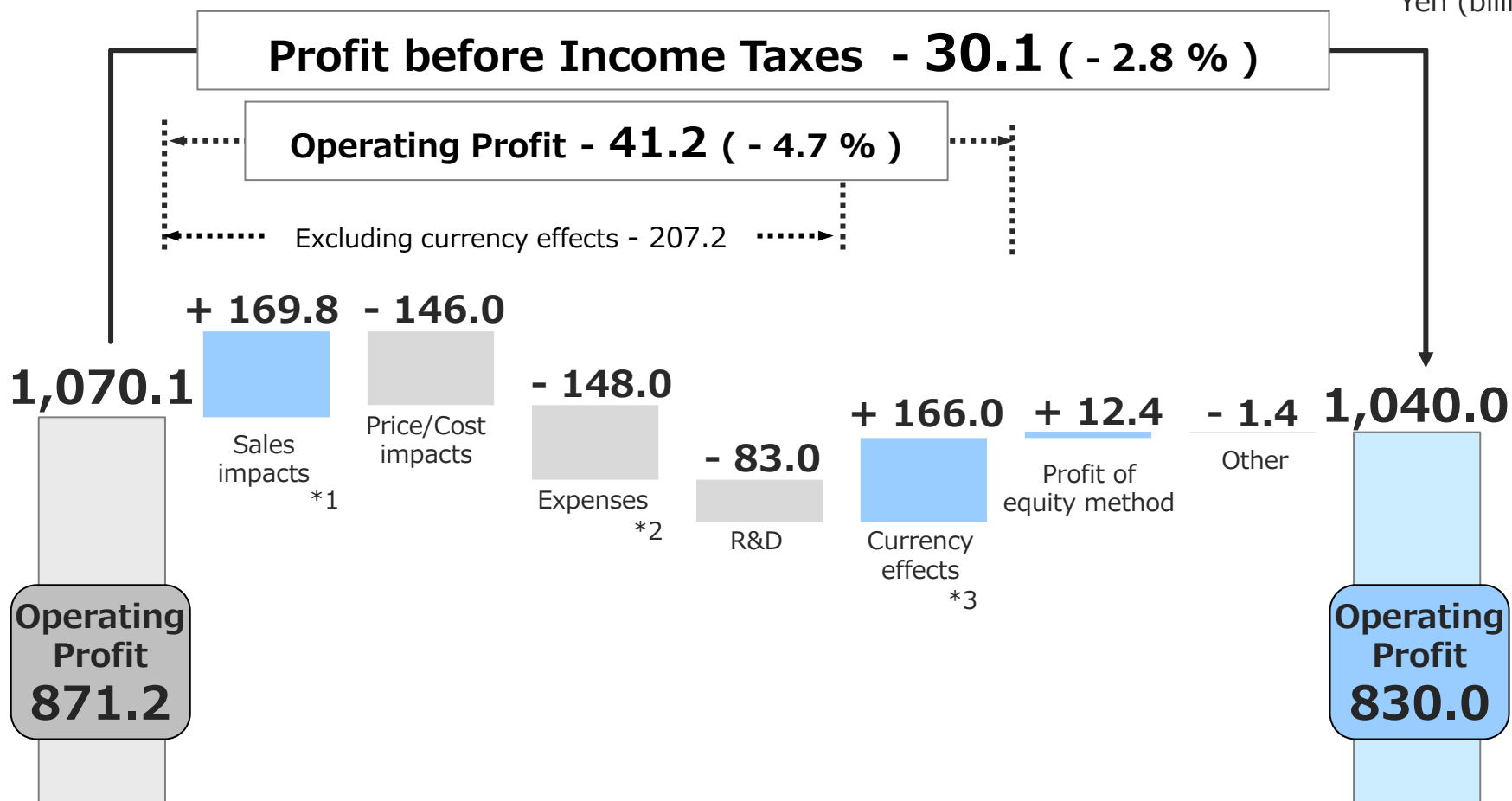
Motorcycles

Automobiles

Power Products

Honda Group Unit Sales	FY23 Previous	FY23 Revised	Change	FY23 Previous	FY23 Revised	Change	FY23 Previous	FY23 Revised	Change
Japan	265	265	-	550	550	-	370	370	-
North America	440	440	-	1,390	1,390	-	2,250	2,250	-
Europe	355	355	-	90	90	-	1,145	1,145	-
Asia	15,930	15,930	-	2,050	2,050	-	1,485	1,485	-
Other Regions	1,570	1,570	-	120	120	-	415	415	-
Total	18,560	18,560	-	4,200	4,200	-	5,665	5,665	-
FY22 Results	17,027			4,074			6,200		
Consolidated Unit Sales	11,660	11,660	-	2,520	2,520	-	5,665	5,665	-

Yen (billion)

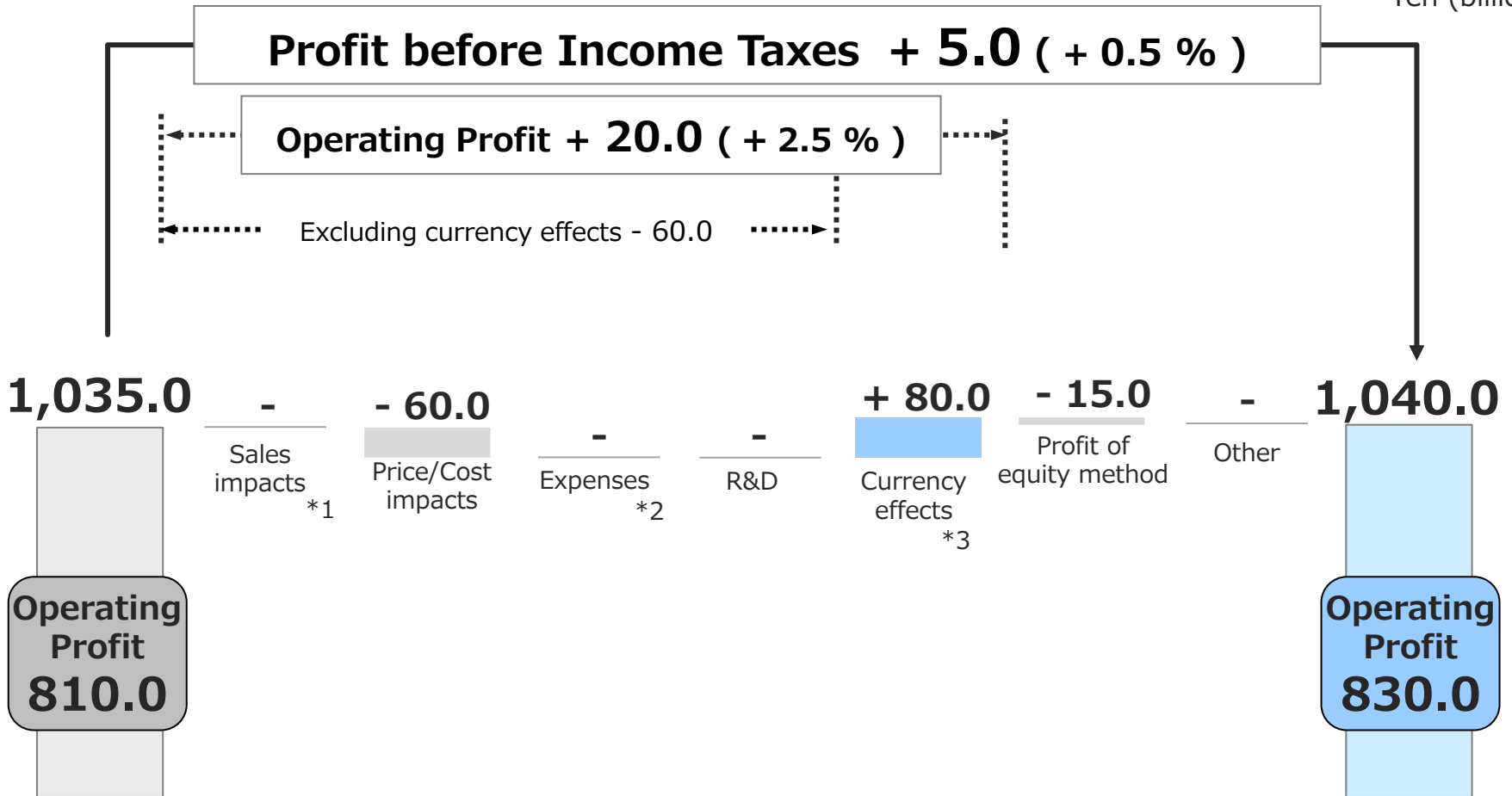


**FY22
Results**

*1 Sales impacts		*2 Expenses		*3 Currency effects	
Revenue, model mix	+ 232.0	Warranty	- 75.0	JPY / USD	+ 130.0
Finance	- 65.0	Finance	- 14.0	USD / Others (BRL, CAD, MXN)	+ 3.5
Other	+ 2.8	Other	- 59.0	JPY / Asian currencies (INR, THB, VND, CNY, IDR)	+ 52.5
				Other	- 20.0

**FY23
Forecast**

Yen (billion)



**FY23
Previous
Forecast**

*1 Sales impacts	*2 Expenses	*3 Currency effects
No changes	No changes	JPY / USD + 56.0 USD / Others - 0.5 (BRL, CAD, MXN) JPY / Asian currencies + 15.5 (INR, THB, VND, CNY, IDR) Other + 9.0

**FY23
Revised
Forecast**

Yen (billion)	FY22 Results	FY23 Forecast	Change	Change from previous forecast
Capital expenditures ^{*1}	278.4	510.0	+ 231.5	+ 10.0
Depreciation and amortization ^{*1}	369.9	445.0	+ 75.0	+ 5.0
Research and development expenditures ^{*2}	804.0	850.0	+ 45.9	+ 10.0

*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 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 "Price/Cost impacts, 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 "Sales impacts", 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 "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 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:

- 1st Quarter	FY22 : 1,726,684,000 (approx) ,	FY23	1,710,620,000 (approx)
- Fiscal year	FY22 : 1,719,962,000 (approx) ,	FY23 forecast :	1,702,116,000 (approx)

HONDA
The Power of Dreams

Appendix

Unit (thousand)

Honda Group Unit Sales (Consolidated Unit Sales)	QTD		
	FY22 Results	FY23 Results	Change
Motorcycles	3,879 (2,392)	4,251 (2,972)	+ 9.6% (+ 24.2%)
Automobiles	998 (608)	815 (529)	- 18.3% (- 13.0%)
Power Products	1,708 (1,708)	1,546 (1,546)	- 9.5% (- 9.5%)

Motorcycles

Increased from the same period last year mainly due to an increase in India.

Automobiles

Decreased from the same period last year mainly due to a decrease in China and the United States.

PP

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

Income Statements Yen (billion)	QTD		
	FY22 Results	FY23 Results	Change
Sales revenue	3,583.8	3,829.5	+ 6.9%
Operating profit	243.2	222.2	- 8.6%
Operating margin	6.8%	5.8%	- 1.0pt
Share of profit of investments accounted for using the equity method	55.9	22.6	- 59.6%
Profit before income taxes	311.3	237.4	- 23.8%
Profit for the period attributable to owners of the parent	222.5	149.2	- 32.9%
Earnings per share attributable to owners of the parent (Yen)	128.87	87.23	- 41.64
Market average rates (Yen)			
U.S. Dollar	109	130	+ 21

**Sales
revenue**

Increased by 6.9% to 3,829.5 billion yen from the same period last year mainly due to increased sales in the motorcycle business and an increase in currency effects.

**Operating
profit**

Decreased by 8.6% to 222.2 billion yen from the same period last year mainly due to profit decrease from Sales impacts while profit increase from Price/Cost impacts and currency effects.

**Share of profit
of investments
accounted for
using the equity
method**

Decreased by 59.6% to 22.6 billion yen from the same period last year mainly due to a decrease of profit in China.

**Profit for
the period**

Decreased by 32.9% to 149.2 billion yen from the same period last year mainly due to a decrease in profit before income taxes.

Change in Sales Revenue (Sales revenue from external customers)

Yen (billion)

Three Months

compared with FY22 1Q: + 245.6 / + 6.9 % (Excluding currency translation effects : - 204.7 / - 5.7 %)

	FY22	FY23	Change	Change excluding currency translation effects (%)	
Motorcycle Business	518.2	676.0	+ 157.8	+ 80.4	+ 15.5%
Automobile Business	2,206.4	2,291.4	+ 85.0	- 177.1	- 8.0%
Financial Services Business	766.5	749.3	- 17.1	- 117.0	- 15.3%
Power Product and Other Businesses	92.6	112.6	+ 19.9	+ 9.0	+ 9.7%
Total	3,583.8	3,829.5	+ 245.6	- 204.7	- 5.7%
Market average rate (Yen)					
U.S. Dollar	109	130			

Sales Revenue/Operating Profit by Geographical Segment

Three Months	Japan		North America		Europe		Asia		Other Regions	
	FY22	FY23	FY22	FY23	FY22	FY23	FY22	FY23	FY22	FY23
Sales Revenue	1,075.8	1,016.2	2,107.7	2,144.5	224.2	167.5	877.2	1,068.8	136.7	200.5
Operating Profit	1.7	24.7	153.3	91.0	9.9	3.4	81.4	86.4	2.6	13.7
Change (%)	+ 23.0 billion yen		- 40.7%		- 65.8%		+ 6.2%		+ 426.9%	

Yen (billion)	QTD		
	FY22 Results	FY23 Results	Change
Capital expenditures	57.0	101.5	+ 44.5
Depreciation and amortization	93.8	101.5	+ 7.7
Research and development expenditures	180.6	180.6	- 0.0

Sales Revenue/Operating Profit by Business Segment

Yen (billion)

Segment Information	QTD										YTD			
	FY22				FY23				Change	Change (%)	FY22 Results	FY23 Results	Change	Change (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q						
Sales Revenue														
Motorcycle Business	518.2	505.5	578.3	583.1	676.0				+ 157.8	+ 30.5%	518.2	676.0	+ 157.8	+ 30.5%
Automobile Business	2,252.4	2,182.4	2,388.7	2,536.9	2,328.1				+ 75.7	+ 3.4%	2,252.4	2,328.1	+ 75.7	+ 3.4%
Financial Services Business	767.4	676.3	672.6	706.8	750.0				- 17.4	- 2.3%	767.4	750.0	- 17.4	- 2.3%
PP & Other Businesses	99.2	98.4	111.2	112.7	119.0				+ 19.7	+ 19.9%	99.2	119.0	+ 19.7	+ 19.9%
Reconciling items	- 53.5	- 58.4	- 62.2	- 64.0	- 43.7				+ 9.7	-	- 53.5	- 43.7	+ 9.7	-
Total	3,583.8	3,404.3	3,688.7	3,875.6	3,829.5				+ 245.6	+ 6.9%	3,583.8	3,829.5	+ 245.6	+ 6.9%
Operating Profit														
Motorcycle Business	80.6	67.4	84.2	79.0	97.8				+ 17.1	+ 21.2%	80.6	97.8	+ 17.1	+ 21.2%
Automobile Business	70.6	46.4	71.4	47.6	38.2				- 32.4	- 45.9%	70.6	38.2	- 32.4	- 45.9%
Financial Services Business	92.2	84.5	81.3	74.8	78.8				- 13.4	- 14.5%	92.2	78.8	- 13.4	- 14.5%
PP & Other Businesses	- 0.3	0.5	- 7.5	- 2.0	7.3				+ 7.7	-	- 0.3	7.3	+ 7.7	-
Total	243.2	198.9	229.4	199.5	222.2				- 20.9	- 8.6%	243.2	222.2	- 20.9	- 8.6%
Operating profit from aircraft and aircraft engines	- 8.3	- 7.2	- 8.0	- 10.1	- 3.8				+ 4.5	-	- 8.3	- 3.8	+ 4.5	-
Total Assets of Finance Subsidiaries	10,862.3	10,902.9	10,914.9	11,318.7	11,942.4				+ 1,080.0	+ 9.9%				

Honda Group Unit Sales/Consolidated Unit Sales

Unit (thousand)

Honda Group Unit Sales	QTD									YTD			Forecast			
	FY22				FY23					Change	FY22 Results	FY23 Results	Change	FY22 Results	FY23 Forecast	Change
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q								
Motorcycles	3,879	4,294	4,602	4,252	4,251				+ 372	3,879	4,251	+ 372	17,027	18,560	+ 1,533	
Japan	59	67	54	64	56				- 3	59	56	- 3	244	265	+ 21	
North America	101	113	118	105	110				+ 9	101	110	+ 9	437	440	+ 3	
Europe	108	76	56	77	81				- 27	108	81	- 27	317	355	+ 38	
Asia	3,245	3,670	3,987	3,687	3,585				+ 340	3,245	3,585	+ 340	14,589	15,930	+ 1,341	
Other Regions	366	368	387	319	419				+ 53	366	419	+ 53	1,440	1,570	+ 130	
Automobiles	998	917	1,085	1,074	815				- 183	998	815	- 183	4,074	4,200	+ 126	
Japan	133	115	137	162	108				- 25	133	108	- 25	547	550	+ 3	
North America	346	321	311	305	267				- 79	346	267	- 79	1,283	1,390	+ 107	
Europe	28	28	20	24	23				- 5	28	23	- 5	100	90	- 10	
Asia	462	420	583	557	387				- 75	462	387	- 75	2,022	2,050	+ 28	
Other Regions	29	33	34	26	30				+ 1	29	30	+ 1	122	120	- 2	
Power Products	1,708	1,522	1,270	1,700	1,546				- 162	1,708	1,546	- 162	6,200	5,665	- 535	
Japan	87	97	82	87	84				- 3	87	84	- 3	353	370	+ 17	
North America	880	717	495	646	684				- 196	880	684	- 196	2,738	2,250	- 488	
Europe	279	220	263	427	313				+ 34	279	313	+ 34	1,189	1,145	- 44	
Asia	362	394	317	414	368				+ 6	362	368	+ 6	1,487	1,485	- 2	
Other Regions	100	94	113	126	97				- 3	100	97	- 3	433	415	- 18	

Consolidated Unit Sales

Motorcycles	2,392	2,695	2,877	2,757	2,972				+ 580	2,392	2,972	+ 580	10,721	11,660	+ 939
Japan	59	67	54	64	56				- 3	59	56	- 3	244	265	+ 21
North America	101	113	118	105	110				+ 9	101	110	+ 9	437	440	+ 3
Europe	108	76	56	77	81				- 27	108	81	- 27	317	355	+ 38
Asia	1,758	2,071	2,262	2,192	2,306				+ 548	1,758	2,306	+ 548	8,283	9,030	+ 747
Other Regions	366	368	387	319	419				+ 53	366	419	+ 53	1,440	1,570	+ 130
Automobiles	608	574	610	632	529				- 79	608	529	- 79	2,424	2,520	+ 96
Japan	118	97	120	141	96				- 22	118	96	- 22	476	460	- 16
North America	346	321	311	305	267				- 79	346	267	- 79	1,283	1,390	+ 107
Europe	28	28	20	24	23				- 5	28	23	- 5	100	90	- 10
Asia	87	95	125	136	113				+ 26	87	113	+ 26	443	460	+ 17
Other Regions	29	33	34	26	30				+ 1	29	30	+ 1	122	120	- 2
Power Products	1,708	1,522	1,270	1,700	1,546				- 162	1,708	1,546	- 162	6,200	5,665	- 535
Japan	87	97	82	87	84				- 3	87	84	- 3	353	370	+ 17
North America	880	717	495	646	684				- 196	880	684	- 196	2,738	2,250	- 488
Europe	279	220	263	427	313				+ 34	279	313	+ 34	1,189	1,145	- 44
Asia	362	394	317	414	368				+ 6	362	368	+ 6	1,487	1,485	- 2
Other Regions	100	94	113	126	97				- 3	100	97	- 3	433	415	- 18