

## **Notice of Amendment of the Presentation of Consolidated Financial Results for the Fiscal Year Ended March 31, 2023**

Honda Motor Co., Ltd. (the “Company”) released on its website today the amendment of the presentation of consolidated financial results for the fiscal year ended March 31, 2023 released on May 11, 2023 to recognize the effects of subsequent events.

### Particular

#### 1 . Subsequent Events

As the Company has already announced on June 16, 2023, regarding consolidated financial results for the fiscal year ended March 31, 2023, which was announced on May 11, 2023, the estimate relating to product warranty expenses has subsequently changed due to the decision to file new product recalls and other factors. 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 amendment.

# ***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*

## Summary ~Progress made in strengthening earnings structure~

\*Announced on Feb 10<sup>th</sup>

Automobile  
Group Unit Sales

Operating Profit  
(Operating Margin)

Initiatives

Free cash flow  
(Non-financial Services Businesses)

Share Buyback

Dividends

### FY23 Results

3.69million units  
Previous Forecast\*  
3.85million units

870.0billion yen (5.0%)  
780.7billion yen (4.6%)

#### Established business structure

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

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 **780.7 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<sup>\*1</sup> the year :

**651.4 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	<b>18,757</b>	+ 10.2%	Sales revenue	14,552.6	<b>16,907.7</b>	+ 2,355.0	+ 16.2%
	(10,721)	<b>(12,161)</b>	(+ 13.4%)	Operating profit	871.2	<b>780.7</b>	- 90.4	- 10.4%
Automobiles	4,074	<b>3,687</b>	- 9.5%	Operating margin	6.0%	<b>4.6%</b>		- 1.4 pt
	(2,424)	<b>(2,382)</b>	(- 1.7%)	Share of profit of investments accounted for using the equity method	202.5	<b>117.4</b>	- 85.0	- 42.0%
Power Products	6,200	<b>5,645</b>	- 9.0%	Profit before income taxes	1,070.1	<b>879.5</b>	- 190.6	- 17.8%
	(6,200)	<b>(5,645)</b>	(- 9.0%)	Profit for the year attributable to owners of the parent	707.0	<b>651.4</b>	- 55.6	- 7.9%
				Earnings per share attributable to owners of the parent (Yen) *2	411.09	<b>384.02</b>		- 27.07
				Market average rates (Yen)				
				U.S. Dollar	112	<b>136</b>		+ 24 <sup>*3</sup>

\*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			Income Statement Yen (billion)	FY23 Results	FY24 Forecasts	Change	
	FY23 Results	FY24 Forecasts	Change				amount	%
Motorcycles	18,757	<b>19,180</b>	+ 2.3%	Sales revenue	16,907.7	<b>18,200.0</b>	+ 1,292.2	+ 7.6%
	(12,161)	<b>(12,635)</b>	(+ 3.9%)	Operating profit	<u>780.7</u>	<b>1,000.0</b>	+ <u>219.2</u>	+ <u>28.1%</u>
Automobiles	3,687	<b>4,350</b>	+ 18.0%	Operating margin	<u>4.6%</u>	<b>5.5%</b>		+ <u>0.9pt</u>
	(2,382)	<b>(2,880)</b>	(+ 20.9%)	Share of profit of investments accounted for using the equity method	117.4	<b>185.0</b>	+ 67.5	+ 57.5%
Power Products	5,645	<b>4,750</b>	- 15.9%	Profit before income taxes	<u>879.5</u>	<b>1,185.0</b>	+ <u>305.4</u>	+ <u>34.7%</u>
	(5,645)	<b>(4,750)</b>	(- 15.9%)	Profit for the year attributable to owners of the parent	<u>651.4</u>	<b>800.0</b>	+ <u>148.5</u>	+ <u>22.8%</u>
				Earnings per share attributable to owners of the parent (Yen)	<u>384.02</u>	<b>489.41</b>		+ <u>105.39</u>
				Market average rate (Yen)				
				U.S. Dollar	136	<b>125</b>		- 11



## <Dividends>

Dividend per Share (Yen)	FY23 (Previous forecast)	FY23	FY24 (Expectation)
Interim Dividend	60	60	(75) <sup>*</sup>
<b>Year-end Dividend</b>	60	<b>60</b>	(75)
<b>Fiscal Year</b>	120	<b>120</b>	(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

- *Outline of FY23 Financial Results and FY24 Financial Forecasts*
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# FY23 Results: Honda Unit Sales

Unit (thousand)

## Motorcycles

## Automobiles

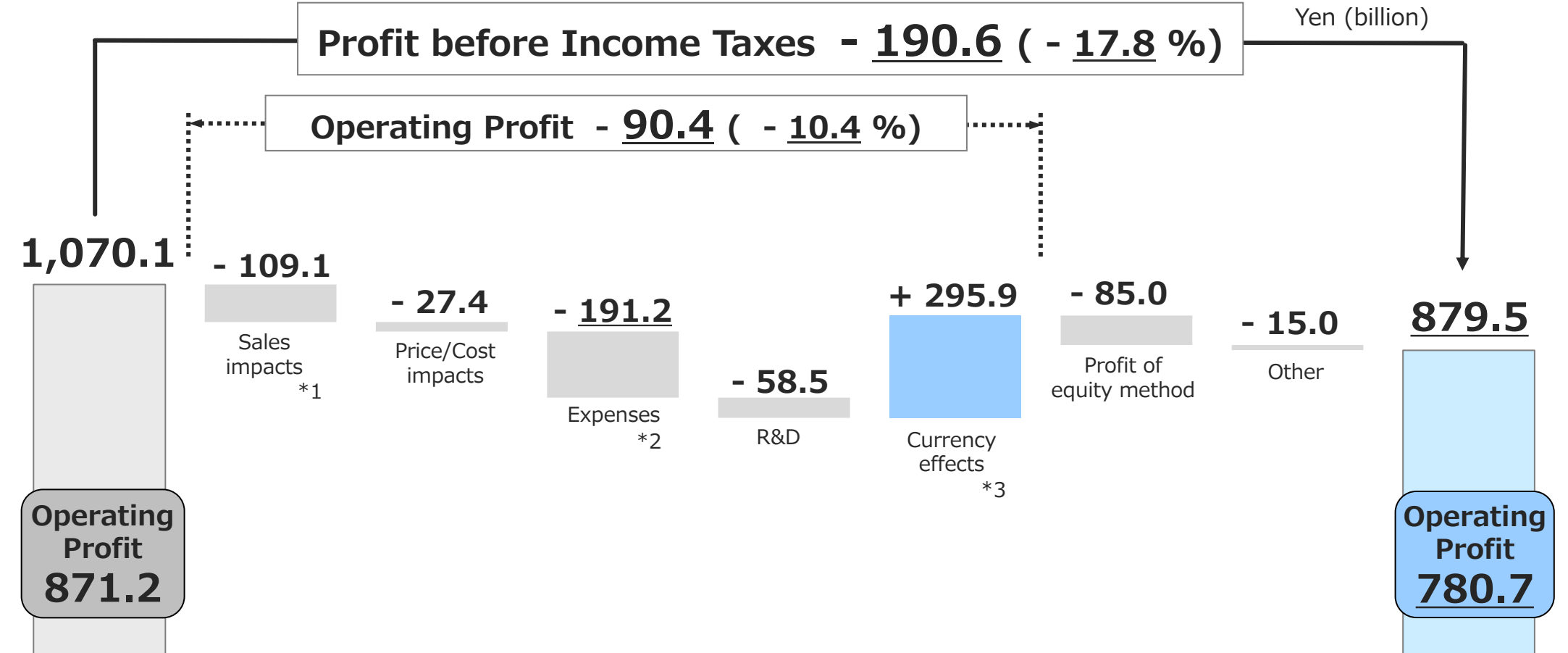
## Power Products

Honda Group Unit Sales	FY22	FY23	Change	FY22	FY23	Change	FY22	FY23	Change
Japan	244	<b>246</b>	+ 2	547	<b>550</b>	+ 3	353	<b>376</b>	+ 23
North America	437	<b>459</b>	+ 22	1,283	<b>1,195</b>	- 88	2,738	<b>2,274</b>	- 464
Europe	317	<b>347</b>	+ 30	100	<b>84</b>	- 16	1,189	<b>1,168</b>	- 21
Asia	14,589	<b>16,108</b>	+ 1,519	2,022	<b>1,744</b>	- 278*	1,487	<b>1,408</b>	- 79
Other Regions	1,440	<b>1,597</b>	+ 157	122	<b>114</b>	- 8	433	<b>419</b>	- 14
Total	17,027	<b>18,757</b>	+ 1,730	4,074	<b>3,687</b>	- 387	6,200	<b>5,645</b>	- 555
Change (%)			+ 10.2%			- 9.5%			- 9.0%
<b>Consolidated Unit Sales</b>	10,721	<b>12,161</b>	+ 1,440	2,424	<b>2,382</b>	- 42	6,200	<b>5,645</b>	- 555

\* - 339 in China are included

# FY23 Results: Change in Profit before Income Taxes

Yen (billion)



*1 Sales impacts		*2 Expenses		*3 Currency effects	
Revenue, model mix	+ 16.4	Warranty	- <u>115.2</u>	JPY / USD	+ 233.0
Finance	- 39.1	Finance	- 15.5	USD / Others (BRL, CAD, MXN)	- 6.0
Other	- 86.4	Other	- 60.5	JPY / Asian currencies (INR, THB, VND, CNY, IDR)	+ 82.0
				Other	- 13.1

# 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)	<b>18,757</b>	<b>3,687</b>	-	<b>5,645</b>
Honda Group Unit Sales	<b>(12,161)</b>	<b>(2,382)</b>	-	<b>(5,645)</b>
(Consolidated Unit Sales)	17,027	4,074	-	6,200
	(10,721)	(2,424)	-	(6,200)
Yen (billion)	<b>2,908.9</b>	<b>10,781.7</b>	<b>2,956.1</b>	<b>476.4</b>
Sales Revenue	2,185.2	9,360.5	2,823.3	421.7
Operating Profit	<b>488.7</b>	<b><u>- 16.6</u></b>	<b>285.8</b>	<b>22.8</b>
	311.4	236.2	333.0	- 9.4
Operating Margin	<b>16.8%</b>	<b><u>- 0.2%</u></b>	<b>9.7%</b>	<b>4.8%</b>
	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.

<b>&lt;Reference&gt;</b>	Yen (billion)	Operating profit from aircraft and aircraft engines included in above
<b>Combined operating profit *</b>		
<b><u>259.6</u> / <u>1.9%</u></b>		- 25.7
FY22 YTD : 557.2 / 4.7%		FY22 YTD : - 33.7

Twelve Months	Yen (billion)	
	FY22	FY23
Cash flows from operating activities	+ 1,051.8	+ 1,352.7
Cash flows from investing activities	- 373.6	- 666.9
<b>Free cash flow</b>	<b>+ 678.1</b>	<b>+ 685.8</b>
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
<b>Cash &amp; cash equivalents at end of year</b>	<b>3,318.0</b>	<b>3,553.6</b>
<b>Net cash at end of year</b>	<b>2,481.2</b>	<b>2,750.8</b>

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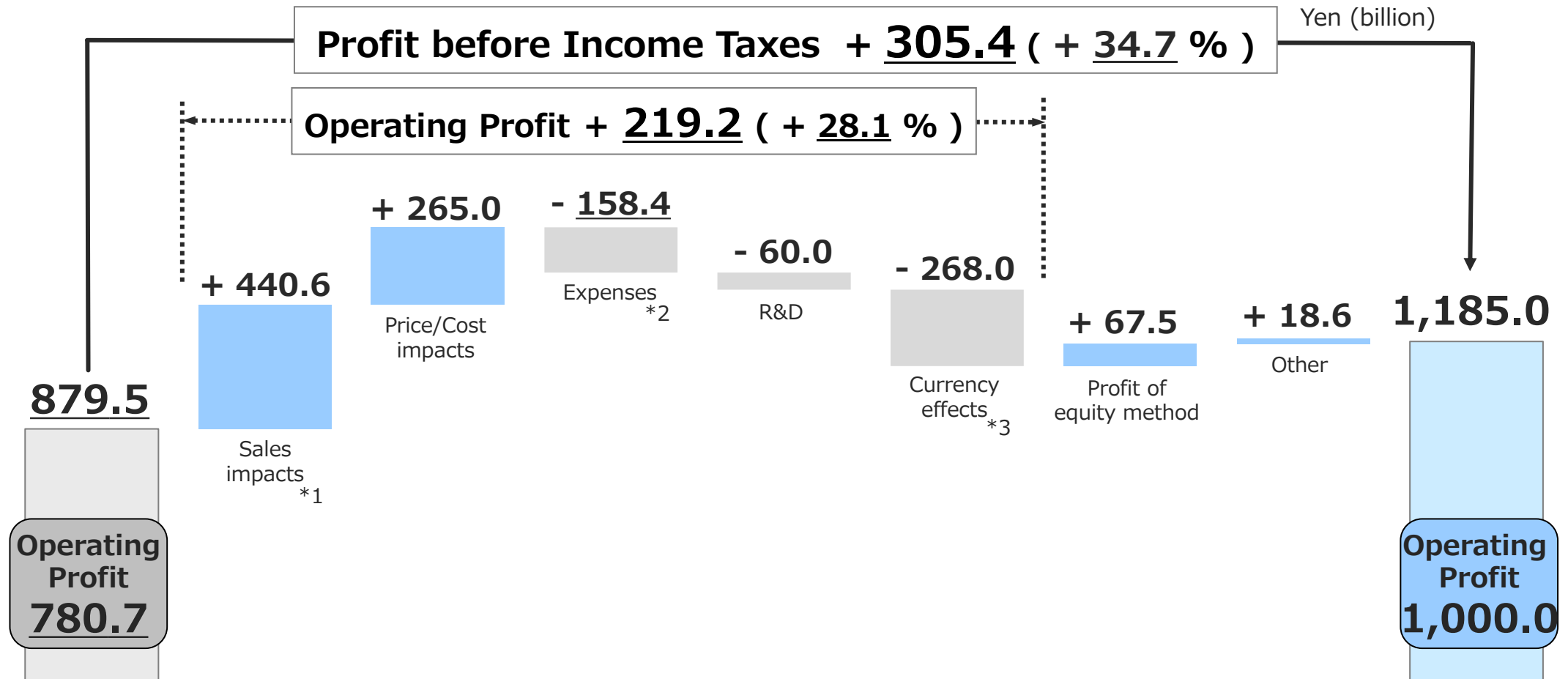
# FY24 Forecast: Honda Unit Sales

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



# FY24 Forecast: Change in Profit before Income Taxes



**FY23  
Results**

**FY24  
Forecast**

*1 Sales impacts		*2 Expenses		*3 Currency effects	
Revenue, model mix	+ 606.0	Warranty	+ 33.6	JPY / USD	- 124.0
Finance	- 13.0	Finance	- 20.0	USD / Others (BRL, CAD, MXN)	+ 1.0
Incentives, other	- 152.4	Other	- 172.0	JPY / Asian currencies (INR, THB, VND, CNY, IDR)	- 49.0
				Other	- 96.0

Yen (billion)	FY23 Results	FY24 Forecast	Change
Capital expenditures <sup>*1</sup>	493.9	<b>400.0</b>	- 93.9
Depreciation and amortization <sup>*1</sup>	439.3	<b>445.0</b>	+ 5.6
Research and development expenditures <sup>*2</sup>	852.0	<b>980.0</b>	+ 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	<b>4,472</b>	+ 5.2%
	(2,757)	<b>(2,591)</b>	(- 6.0%)
Automobiles	1,074	<b>947</b>	- 11.8%
	(632)	<b>(670)</b>	(+ 6.0%)
Power Products	1,700	<b>1,524</b>	- 10.4%
	(1,700)	<b>(1,524)</b>	(- 10.4%)

Income Statements Yen (billion)	QTD		
	FY22 Results	FY23 Results	Change
Sales revenue	3,875.6	<b>4,384.2</b>	+ 13.1%
Operating profit	199.5	<b>46.8</b>	- 76.5%
Operating margin	5.1%	<b>1.1%</b>	- 4.0pt
Share of profit of investments accounted for using the equity method	45.4	<b>-31.4</b>	-
Profit before income taxes	224.9	<b>20.1</b>	- 91.0%
Profit for the period attributable to owners of the parent	124.8	<b>68.2</b>	- 45.4%
Earnings per share attributable to owners of the parent (Yen)	73.02	<b>40.73</b>	- 32.29
Market average rates (Yen)			
U.S. Dollar	116	<b>132</b>	+ 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**

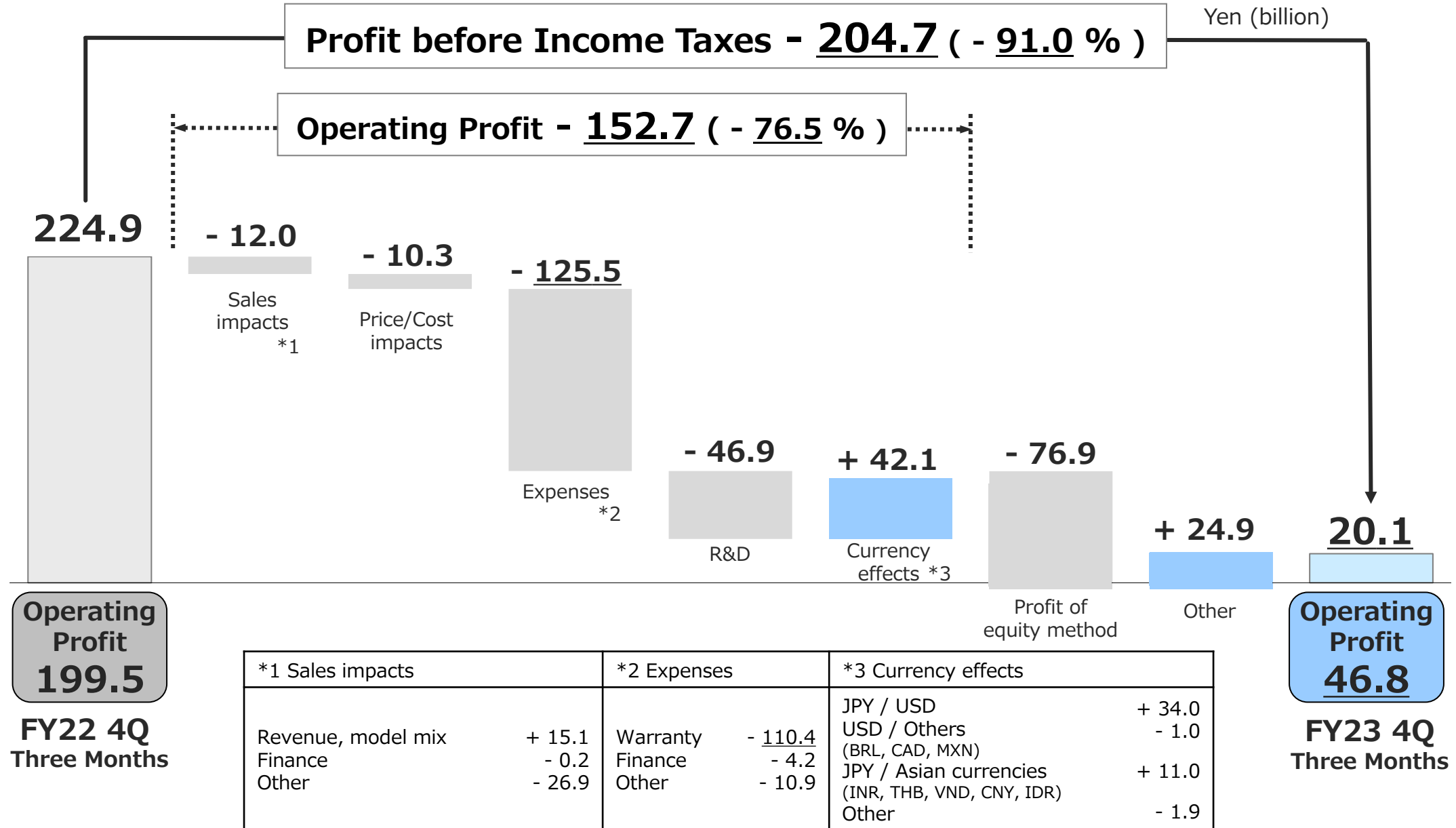
Decreased by 76.5% to 46.8 billion yen from the same period last year due mainly to an increase in expenses including product warranty expenses despite an increase in currency effects.

**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 45.4% to 68.2 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.



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

upper : FY23	Motorcyle Business	Automobile Business	Financial Services Business	Power Products and Other Businesses
lower : FY22				
Unit (thousand)	<b>4,472</b>	<b>947</b>	-	<b>1,524</b>
Honda Group	<b>(2,591)</b>	<b>(670)</b>	-	<b>(1,524)</b>
Unit Sales	4,252	1,074	-	1,700
(Consolidated Unit Sales)	(2,757)	(632)	-	(1,700)
Yen (billion)	<b>706.6</b>	<b>2,922.6</b>	<b>693.4</b>	<b>119.5</b>
Sales				
Revenue	583.1	2,536.9	706.8	112.7
Operating Profit	<b>112.1</b>	<b>- 129.5</b>	<b>65.4</b>	<b>- 1.2</b>
	79.0	47.6	74.8	- 2.0
Operating Margin	<b>15.9%</b>	<b>- 4.4%</b>	<b>9.4%</b>	<b>- 1.1%</b>
	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.

<b>&lt;Reference&gt;</b> <b>Combined operating profit *</b> <b>- 66.2 / - 1.9%</b>	Yen (billion)	Operating profit from aircraft and aircraft engines included in above
FY22 3Q : 119.9 / 3.8%		- 7.1
		FY22 3Q : - 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	<b>706.6</b>	+ 123.4	+ 72.2	+ 12.4%
Automobile Business	2,478.8	<b>2,869.9</b>	+ 391.0	+ 141.6	+ 5.7%
Financial Services Business	706.3	<b>693.0</b>	- 13.2	- 80.5	- 11.4%
Power Products and Other Businesses	107.3	<b>114.6</b>	+ 7.2	- 0.9	- 0.9%
Total	3,875.6	<b>4,384.2</b>	+ 508.5	+ 132.4	+ 3.4%
Market average rate (Yen)					
U.S. Dollar	116	<b>132</b>			

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

## 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	<b>1,127.4</b>	2,067.8	<b>2,458.8</b>	171.8	<b>220.4</b>	1,163.3	<b>1,179.9</b>	144.7	<b>203.8</b>
Operating Profit	- 20.2	<b>- 91.7</b>	86.9	<b>16.5</b>	8.9	<b>- 13.2</b>	106.8	<b>89.6</b>	4.2	<b>13.1</b>
Change (%)	- <u>71.4</u> Billion yen		- <u>81.0</u> %		- 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	<b>4,548.0</b>	8,090.1	<b>9,416.2</b>	701.2	<b>703.7</b>	4,055.4	<b>4,857.8</b>	593.1	<b>819.6</b>
Operating Profit	6.4	<b>25.8</b>	501.0	<b>258.8</b>	26.6	<b>- 2.5</b>	339.1	<b>408.7</b>	22.8	<b>58.9</b>
Change (%)	+ <u>302.8</u> %		- <u>48.3</u> %		- 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	<b>95.0</b>	+ 9.1	278.4	<b>493.9</b>	+ 215.5
Depreciation and amortization	89.8	<b>119.7</b>	+ 29.8	369.9	<b>439.3</b>	+ 69.4
Research and development expenditures	235.2	<b>263.1</b>	+ 27.9	804.0	<b>852.0</b>	+ 48.0

# 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						
<b>Sales Revenue</b>														
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	-
<b>Total</b>	<b>3,583.8</b>	<b>3,404.3</b>	<b>3,688.7</b>	<b>3,875.6</b>	<b>3,829.5</b>	<b>4,255.7</b>	<b>4,438.1</b>	<b>4,384.2</b>	<b>+ 508.5</b>	<b>+ 13.1%</b>	<b>14,552.6</b>	<b>16,907.7</b>	<b>+ 2,355.0</b>	<b>+ 16.2%</b>
<b>Operating Profit</b>														
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	- 129.5	- 177.2	-	236.2	- 16.6	- 252.8	- 107.0%
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	-
<b>Total</b>	<b>243.2</b>	<b>198.9</b>	<b>229.4</b>	<b>199.5</b>	<b>222.2</b>	<b>231.2</b>	<b>280.4</b>	<b>46.8</b>	<b>- 152.7</b>	<b>- 76.5%</b>	<b>871.2</b>	<b>780.7</b>	<b>- 90.4</b>	<b>- 10.4%</b>
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	-
<b>Total Assets of Finance Subsidiaries</b>	<b>10,862.3</b>	<b>10,902.9</b>	<b>10,914.9</b>	<b>11,318.7</b>	<b>11,942.4</b>	<b>12,041.8</b>	<b>11,120.9</b>	<b>11,197.0</b>	<b>- 121.7</b>	<b>- 1.1%</b>				

## Honda Group Unit Sales/Consolidated Unit Sales

Unit (thousand)

Honda Group Unit Sales	QTD									YTD			Forecast			
	FY22				FY23					Change	FY22 Results	FY23 Results	Change	FY23 Results	FY24 Forecast	Change
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q								
<b>Motorcycles</b>	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	
<b>Automobiles</b>	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	
<b>Power Products</b>	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

<b>Motorcycles</b>	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
<b>Automobiles</b>	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
<b>Power Products</b>	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