



FY23 2nd Quarter Financial Results

November 9, 2022

- *Outline of FY23 2nd Quarter Financial Results and FY23 Financial Forecast*
- *Financial Results and Forecast*
 - *FY23 Six Months Results*
 - *FY23 Financial Forecast*

■ FY23 Results

Six Months Results (Apr. – Sep.)

- Despite the challenging environment, such as the semiconductor supply shortage resulted in a decrease in automobile production and sales, and an increase in raw material cost, continued to work on company-wide efforts to improve profit.
- With an increase in motorcycle unit sales and favorable currency effects, **achieved higher sales revenue and operating profit** compared to the same period last year.

Three Months Results (Jul. – Sep.)

- Certain semiconductor supply shortage affected automobile production of leading models.
- Through global allocation of production, utilizing alternative parts and replacing sales models, Honda Group unit sales of automobile business exceeded the same period last year.
- With pricing that reflects increased product value, an increase in motorcycle sales unit and favorable currency effects, **achieved higher sales revenue, operating profit and profit for the period** compared to the same period last year.

■ FY23 Profit Forecast

- Revised Honda Group unit sales of automobile business downward by 100 thousand units to 4.1 million units.
- Although increasing cost pressure is expected to continue, work on the company-wide efforts to improve profit.
- Reflecting an increase of motorcycle unit sales and the recent favorable currency effects, **revised sales revenue, operating profit and profit for the period upward** from the previous forecast.

Main Countries		Retail	
YTD (Apr. - Sep.)	Unit (thousand)	vs. FY22 (%)	
Japan	253	94.8	
The United States (Production in N.A.)	462 (586)	55.5 (89.9)	
China	697	97.1	

QTD (Jul. - Sep.)	Unit (thousand)	vs. FY22 (%)	
Japan	137	102.8	
The United States (Production in N.A.)	222 (304)	64.2 (98.3)	
China	372	115.6	

■ Sales Results in FY23

YTD: Despite effects of new model introductions, ended lower than the same period last year mainly due to the impact from the semiconductor supply shortage.

QTD: Exceeded the same period last year in Japan and China.

In the United States, because of the certain semiconductor supply shortage which affected the production of leading models, significantly decreased compared with the same period last year when dealers held inventories.

■ Outlook/Forecast for FY23

Although the demand stays firm, made downward revision from the previous forecast* mainly due to the impact from the semiconductor supply shortage.

*Previous forecast : announced on Aug 10th

-Electrification updates-

<The United States>

- Made an agreement with LG Energy Solutions to establish a JV company to produce lithium-ion batteries in Ohio.
- Evolve three existing plants in Ohio as home to new EV production in North America.

<China>

- Established a JV company for battery procurement with Dongfeng Motor Group and Guangzhou Automobile Group.
- Further strengthening existing partnership with CATL.



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Launched in September 2022

Main Countries	Wholesale	
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YTD (Apr. - Sep.)	Unit (thousand)	vs. FY22 (%)
India	2,310	136.1
Vietnam	1,147	125.3
Thailand	702	144.9
Indonesia	1,733	90.9
Brazil	567	112.2

QTD (Jul. - Sep.)	Unit (thousand)	vs. FY22 (%)
India	1,315	109.0
Vietnam	615	189.0
Thailand	368	248.4
Indonesia	1,049	101.9
Brazil	292	114.9

■ Sales Results in FY23

Despite the impact from the semiconductor supply shortage, exceeded the same period last year in many countries by replacing sales models and utilizing alternative parts.

Vietnam: Marked record high sales for September.

■ Outlook/Forecast for FY23

Although sales decrease occurs in countries such as Pakistan, which was affected by flooding, and China, revised consolidated unit sales upward due to strong sales mainly in India and Vietnam.

-Electrification updates-

- Introduce more than 10 electric motorcycles globally by 2025.
- Aim for sales of approx. 3.5 million units of electric motorcycles as of 2030.
- Announced directions for realizing carbon neutrality.



Operating profit : Despite some unfavorable factors such as a decrease in automobile units of production and sales due to the impact from semiconductor supply shortage and an increase in raw material cost,

operating profit increased by 11.2 billion yen (YoY) to **453.4 billion yen**.

This was primarily due to pricing that reflects increased product value, controlling incentives, increasing in motorcycle sales unit and favorable currency effects.

Profit for ^{*1} : Mainly due to the decrease in share of profit of investments accounted for using the period : the equity method in domestic affiliates, resulted in **338.5 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	8,173	9,202	+ 12.6%	Sales revenue	6,988.2	8,085.3	+ 1,097.0	+ 15.7%
	(5,087)	(6,343)	(+ 24.7%)	Operating profit	442.1	453.4	+ 11.2	+ 2.5%
Automobiles	1,915	1,785	- 6.8%	Operating margin	6.3%	5.6%		- 0.7 pt
	(1,182)	(1,093)	(- 7.5%)	Share of profit of investments accounted for using the equity method	107.2	82.9	- 24.3	- 22.7%
Power Products	3,230	2,935	- 9.1%	Profit before income taxes	560.3	515.8	- 44.5	- 8.0%
	(3,230)	(2,935)	(- 9.1%)	Profit for the period attributable to owners of the parent	389.2	338.5	- 50.6	- 13.0%
				Earnings per share attributable to owners of the parent ^{*2} (Yen)	225.43	198.08		- 27.35
				Market average rates (Yen)				^{*3}
				U.S. Dollar	110	134		+ 24

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

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

*3 +: weak yen / - : strong yen

vs Previous Forecast:

Operating profit : Despite the impact of decrease in automobile unit sales and continuing increasing cost pressure are expected, reflects further strengthening company-wide efforts to improve profit, including the increase in motorcycle unit sales mainly in India and Vietnam, and the recent favorable currency effects.

Operating profit is revised upward by 40.0 billion yen to **870.0 billion yen.**

Profit for the year :^{*1} Upward revision by 15.0 billion yen to **725.0 billion yen.**

Unit (thousand)

Honda Group Unit 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	18,430	+ 8.2%	- 130	Sales revenue	14,552.6	17,400.0	+ 2,847.3	+ 19.6%	+ 650.0
	(10,721)	(12,020)	(+ 12.1%)	(+ 360)	Operating profit	871.2	870.0	- 1.2	- 0.1%	+ 40.0
Automobiles	4,074	4,100	+ 0.6%	- 100	Operating margin	6.0%	5.0%		- 1.0pt	+ 0.0pt
	(2,424)	(2,465)	(+ 1.7%)	(- 55)	Share of profit of investments accounted for using the equity method	202.5	225.0	+ 22.4	+ 11.1%	+ 10.0
Power Products	6,200	5,665	- 8.6%	-	Profit before income taxes	1,070.1	1,080.0	+ 9.8	+ 0.9%	+ 40.0
	(6,200)	(5,665)	(- 8.6%)	(-)	Profit for the year attributable to owners of the parent	707.0	725.0	+ 17.9	+ 2.5%	+ 15.0
					Earnings per share attributable to owners of the parent (Yen)	411.09	426.98		+ 15.89	+ 9.85
					Market average rate (Yen)		*2			
					U.S. Dollar	112	135	+ 22		+ 10

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

*2 FY23 Market average rate against U.S. Dollar : 1H (actual): 134 yen, 2H (assumption): 135 yen

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

<Status of Acquisition of the Company's Own Shares>

Resolved by the board of directors and announced on August 10, 2022

- 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

Progress as of October 31, 2022

- Total number of shares acquired : 15.33 million shares
- Total amount of shares acquired : 53.0 billion yen

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Unit (thousand)

Motorcycles

Automobiles

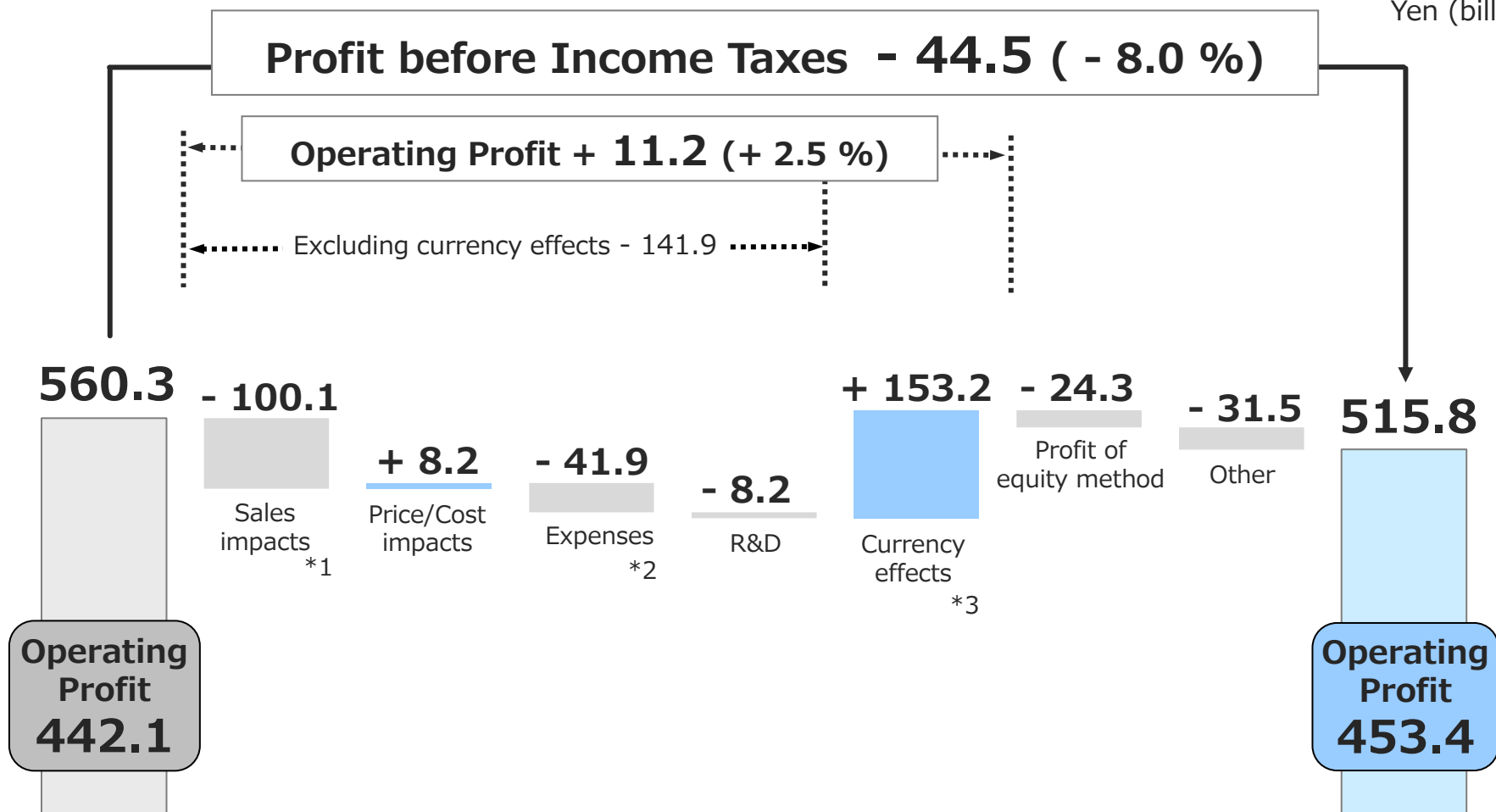
Power Products

Honda Group Unit Sales	YTD			YTD			YTD		
	FY22	FY23	Change	FY22	FY23	Change	FY22	FY23	Change
Japan	126	114	- 12	248	241	- 7	184	184	+ 0
North America	214	220	+ 6	667	542	- 125	1,597	1,306	- 291
Europe	184	144	- 40	56	45	- 11	499	554	+ 55
Asia	6,915	7,900	+ 985	882	898	+ 16 [*]	756	691	- 65
Other Regions	734	824	+ 90	62	59	- 3	194	200	+ 6
Total	8,173	9,202	+ 1,029	1,915	1,785	- 130	3,230	2,935	- 295
Change (%)			+ 12.6%			- 6.8%			- 9.1%
Consolidated Unit Sales	5,087	6,343	+ 1,256	1,182	1,093	- 89	3,230	2,935	- 295

* - 36 in China are included

Change in Profit before Income Taxes <FY23 Six Months>

Yen (billion)



FY22
Six Months

*1 Sales impacts		*2 Expenses		*3 Currency effects	
Revenue, model mix	- 38.8	Warranty	- 22.2	JPY / USD	+ 116.0
Finance	- 29.5	Finance	- 5.3	USD / Others (BRL, CAD, MXN)	- 4.0
Other	- 31.8	Other	- 14.4	JPY / Asian currencies (INR, THB, VND, CNY, IDR)	+ 45.0
				Other	- 3.8

FY23
Six Months

upper : FY23	Motorcyle Business	Automobile Business	Financial Services Business	Power Product and Other Businesses
lower : FY22				
Unit (thousand)				
Honda Group	9,202	1,785	-	2,935
Unit Sales	(6,343)	(1,093)	-	(2,935)
(Consolidated Unit Sales)	8,173	1,915	-	3,230
	(5,087)	(1,182)	-	(3,230)
Yen (billion)				
Sales	1,412.6	5,003.9	1,529.0	236.0
Revenue	1,023.7	4,434.9	1,443.8	197.7
Operating Profit	224.7	63.5	153.0	12.0
	148.1	117.1	176.8	0.1
Operating Margin	15.9%	1.3%	10.0%	5.1%
	14.5%	2.6%	12.2%	0.1%

* 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)
Combined operating profit *	Operating profit from aircraft and aircraft engines included in above
211.3 / 3.3%	- 12.0
FY22 YTD : 287.0 / 5.0%	FY22 YTD : - 15.6

Yen (billion)

Six Months	FY22	FY23
Cash flows from operating activities	+ 211.1	+ 555.0
Cash flows from investing activities	- 229.9	- 401.6
Free cash flow	- 18.7	+ 153.3
Cash flows from financing activities	- 197.2	- 205.2
Effects of exchange rate changes	- 1.6	+ 240.8
Net change of cash and cash equivalents	- 217.6	+ 188.9
Cash & cash equivalents at end of period	2,310.6	3,507.0
Net cash at end of period	1,835.4	2,560.9

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Forecast: Honda Unit Sales

Unit (thousand)

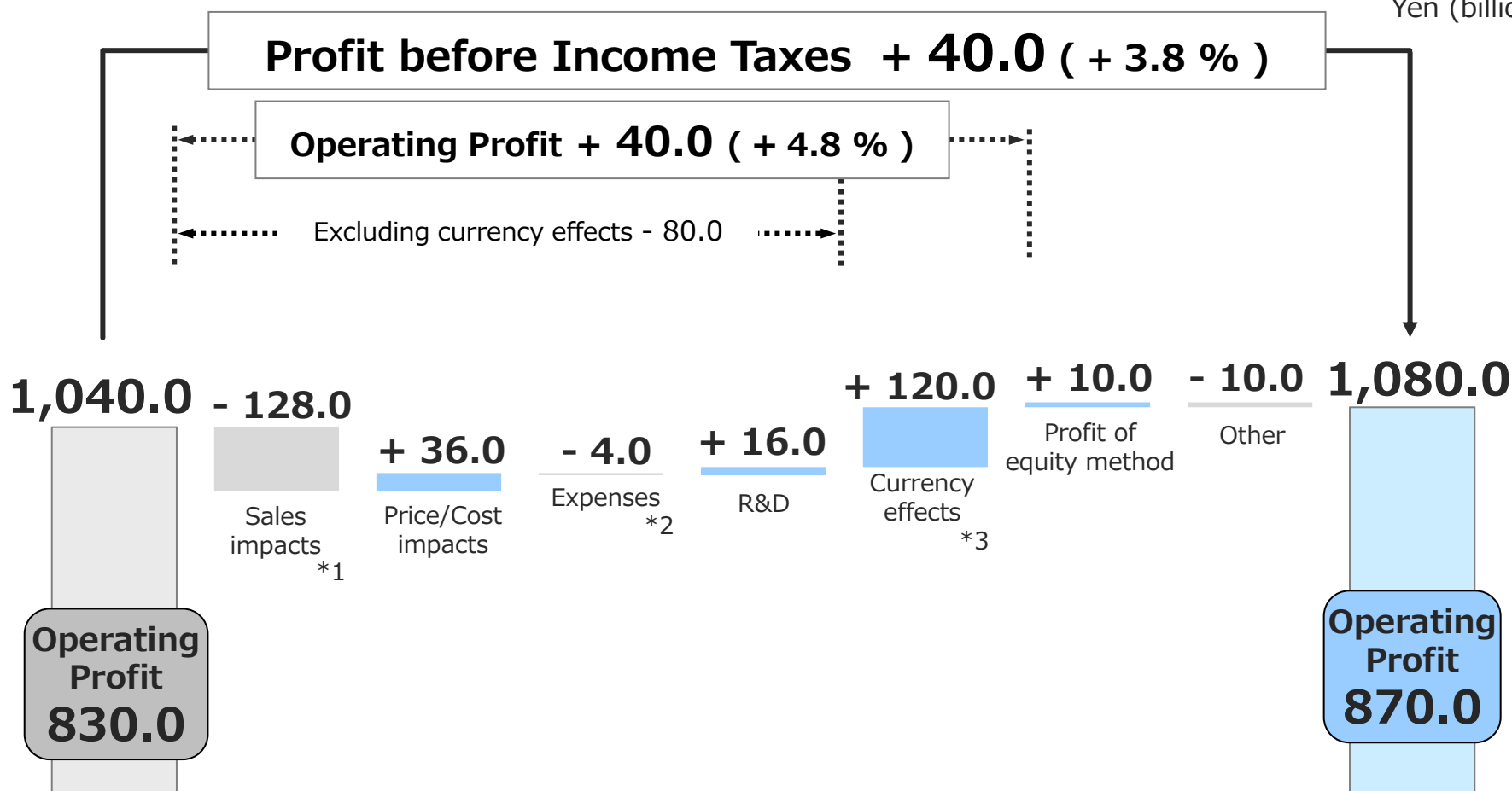
Motorcycles

Automobiles

Power Products

Honda Group Unit Sales	FY23 Previous	FY23 Revised	Change	FY23 Previous	FY23 Revised	Change	FY23 Previous	FY23 Revised	Change
Japan	265	255	- 10	550	565	+ 15	370	375	+ 5
North America	440	445	+ 5	1,390	1,255	- 135	2,250	2,280	+ 30
Europe	355	335	- 20	90	85	- 5	1,145	1,175	+ 30
Asia	15,930	15,785	- 145	2,050	2,080	+ 30	1,485	1,425	- 60
Other Regions	1,570	1,610	+ 40	120	115	- 5	415	410	- 5
Total	18,560	18,430	- 130	4,200	4,100	- 100	5,665	5,665	-
FY22 Results	17,027			4,074			6,200		
Consolidated Unit Sales	11,660	12,020	+ 360	2,520	2,465	- 55	5,665	5,665	-

Yen (billion)



**FY23
Previous
Forecast**

*1 Sales impacts		*2 Expenses		*3 Currency effects	
Revenue, model mix	- 118.0	Warranty	+ 2.0	JPY / USD	+ 97.0
Finance	+ 13.0	Finance	- 5.0	USD / Others (BRL, CAD, MXN)	- 10.0
Other	- 23.0	Other	- 1.0	JPY / Asian currencies (INR, THB, VND, CNY, IDR)	+ 35.0
				Other	- 2.0

**FY23
Revised
Forecast**

Yen (billion)	FY22 Results	FY23 Forecast	Change	Change from previous forecast
Capital expenditures ^{*1}	278.4	550.0	+ 271.5	+ 40.0
Depreciation and amortization ^{*1}	369.9	455.0	+ 85.0	+ 10.0
Research and development expenditures ^{*2}	804.0	860.0	+ 55.9	+ 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

- 2nd Quarter	FY22 : 1,726,411,000 (approx) ,	FY23 :	1,707,725,000 (approx)
- Six Months	FY22 : 1,726,516,000 (approx) ,	FY23 :	1,708,957,000 (approx)
- Fiscal year	FY22 : 1,719,962,000 (approx) ,	FY23 forecast :	1,697,987,000 (approx)

HONDA
The Power of Dreams

Appendix

Unit (thousand)

Honda Group Unit Sales (Consolidated Unit Sales)	QTD		
	FY22 Results	FY23 Results	Change
Motorcycles	4,294 (2,695)	4,951 (3,371)	+ 15.3% (+ 25.1%)
Automobiles	917 (574)	970 (564)	+ 5.8% (- 1.7%)
Power Products	1,522 (1,522)	1,389 (1,389)	- 8.7% (- 8.7%)

Motorcycles

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

Automobiles

Increased from the same period last year mainly due to an increase in China and Asia.

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	3,404.3	4,255.7	+ 25.0%
Operating profit	198.9	231.2	+ 16.2%
Operating margin	5.8%	5.4%	- 0.4pt
Share of profit of investments accounted for using the equity method	51.3	60.3	+ 17.6%
Profit before income taxes	249.0	278.4	+ 11.8%
Profit for the period attributable to owners of the parent	166.6	189.2	+ 13.6%
Earnings per share attributable to owners of the parent (Yen)	96.56	110.85	+ 14.29
Market average rates (Yen)			
U.S. Dollar	110	138	+ 28

**Sales
revenue**

Increased by 25.0% to 4,255.7 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**

Increased by 16.2% to 231.2 billion yen from the same period last year mainly due to an increase in currency effects while an increase in expenses.

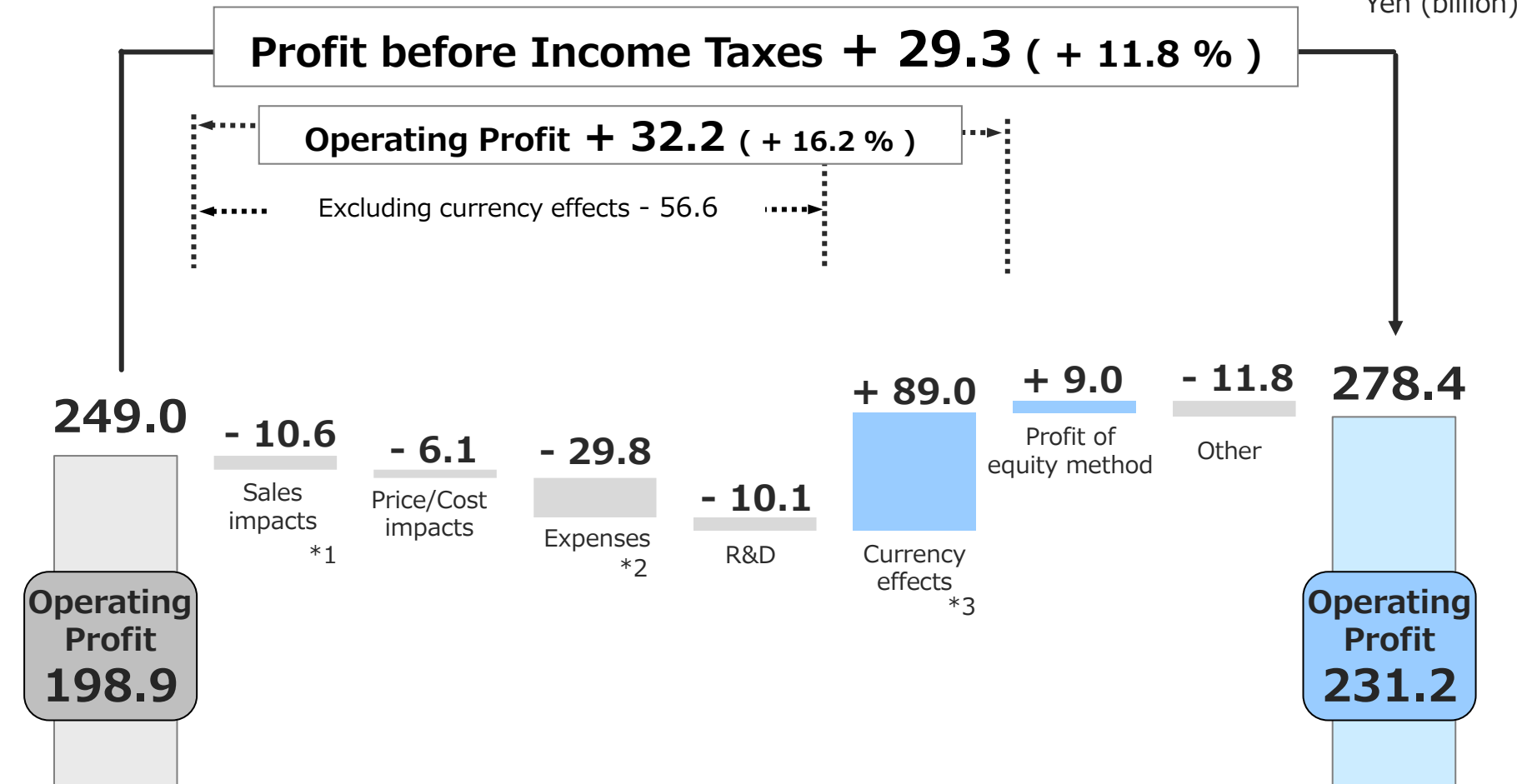
**Share of profit
of investments
accounted for
using the equity
method**

Increased by 17.6% to 60.3 billion yen from the same period last year mainly due to an increase of profit in China.

**Profit for
the period**

Increased by 13.6% to 189.2 billion yen from the same period last year mainly due to an increase in profit before income taxes.

Yen (billion)



FY22 2Q
Three Months

*1 Sales impacts		*2 Expenses		*3 Currency effects	
Revenue, model mix	+ 38.8	Warranty	-	JPY / USD	+ 65.0
Finance	- 13.8	Finance	- 2.6	USD / Others (BRL, CAD, MXN)	- 2.5
Other	- 35.6	Other	- 27.2	JPY / Asian currencies (INR, THB, VND, CNY, IDR)	+ 27.5
				Other	- 1.0

FY23 2Q
Three Months

**Sales Revenue/Operating Profit (Margin)
by Business Segment <FY23 2nd Qtr>**

upper : FY23	Motorcyle Business	Automobile Business	Financial Services Business	Power Product and Other Businesses
lower : FY22				
Unit (thousand)	4,951	970	-	1,389
Honda Group	(3,371)	(564)	-	(1,389)
Unit Sales	4,294	917	-	1,522
(Consolidated Unit Sales)	(2,695)	(574)	-	(1,522)
Yen (billion)	736.6	2,675.7	779.0	117.0
Sales				
Revenue	505.5	2,182.4	676.3	98.4
Operating	126.9	25.3	74.2	4.7
Profit	67.4	46.4	84.5	0.5
Operating	17.2%	0.9%	9.5%	4.0%
Margin	13.3%	2.1%	12.5%	0.5%

* 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>
Combined operating profit * Yen (billion)

97.4 / 2.9%

FY22 2Q : 127.7 / 4.6%

Operating profit from aircraft and aircraft engines included in above

- 8.2

FY22 2Q : - 7.2

Yen (billion)

Three Months

compared with FY22 2Q: + 851.3 / + 25.0 % (Excluding currency translation effects : + 211.8 / + 6.2 %)

	FY22	FY23	Change	Change excluding currency translation effects (%)	
Motorcycle Business	505.5	736.6	+ 231.1	+ 132.1	+ 26.1%
Automobile Business	2,128.8	2,628.7	+ 499.8	+ 107.1	+ 5.0%
Financial Services Business	675.9	778.5	+ 102.5	- 32.2	- 4.8%
Power Product and Other Businesses	94.0	111.8	+ 17.8	+ 4.8	+ 5.1%
Total	3,404.3	4,255.7	+ 851.3	+ 211.8	+ 6.2%
Market average rate (Yen)					
U.S. Dollar	110	138			

Six Months

compared with FY22 : + 1,097.0 / + 15.7 % (Excluding currency translation effects : + 7.0 / + 0.1 %)

	FY22	FY23	Change	Change excluding currency translation effects (%)	
Motorcycle Business	1,023.7	1,412.6	+ 388.9	+ 212.5	+ 20.8%
Automobile Business	4,335.2	4,920.1	+ 584.9	- 69.9	- 1.6%
Financial Services Business	1,442.5	1,527.9	+ 85.3	- 149.3	- 10.4%
Power Product and Other Businesses	186.6	224.5	+ 37.8	+ 13.8	+ 7.4%
Total	6,988.2	8,085.3	+ 1,097.0	+ 7.0	+ 0.1%
Market average rate (Yen)					
U.S. Dollar	110	134			

Yen (billion)

Three Months	Japan		North America		Europe		Asia		Other Regions	
	FY22	FY23	FY22	FY23	FY22	FY23	FY22	FY23	FY22	FY23
Sales Revenue	1,023.1	1,168.6	1,960.5	2,317.9	174.0	151.8	883.5	1,326.9	148.9	203.9
Operating Profit	13.3	55.9	126.0	52.9	2.8	4.2	52.4	116.2	14.4	15.7
Change (%)	+ 320.4%		- 58.0%		+ 49.0%		+ 121.7%		+ 9.1%	

Six Months	Japan		North America		Europe		Asia		Other Regions	
	FY22	FY23	FY22	FY23	FY22	FY23	FY22	FY23	FY22	FY23
Sales Revenue	2,099.0	2,184.8	4,068.2	4,462.4	398.2	319.4	1,760.8	2,395.7	285.7	404.5
Operating Profit	15.0	80.7	279.4	144.0	12.8	7.6	133.8	202.7	17.0	29.5
Change (%)	+ 436.5%		- 48.5%		- 40.2%		+ 51.4%		+ 73.1%	

Yen (billion)	QTD			YTD		
	FY22 Results	FY23 Results	Change	FY22 Results	FY23 Results	Change
Capital expenditures	69.8	140.5	+ 70.6	126.9	242.1	+ 115.2
Depreciation and amortization	99.9	105.8	+ 5.9	193.7	207.3	+ 13.6
Research and development expenditures	185.1	190.8	+ 5.6	365.7	371.4	+ 5.6

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	736.6			+ 231.1	+ 45.7%	1,023.7	1,412.6	+ 388.9	+ 38.0%
Automobile Business	2,252.4	2,182.4	2,388.7	2,536.9	2,328.1	2,675.7			+ 493.2	+ 22.6%	4,434.9	5,003.9	+ 569.0	+ 12.8%
Financial Services Business	767.4	676.3	672.6	706.8	750.0	779.0			+ 102.6	+ 15.2%	1,443.8	1,529.0	+ 85.2	+ 5.9%
PP & Other Businesses	99.2	98.4	111.2	112.7	119.0	117.0			+ 18.5	+ 18.9%	197.7	236.0	+ 38.3	+ 19.4%
Reconciling items	- 53.5	- 58.4	- 62.2	- 64.0	- 43.7	- 52.7			+ 5.7	-	- 111.9	- 96.4	+ 15.4	-
Total	3,583.8	3,404.3	3,688.7	3,875.6	3,829.5	4,255.7			+ 851.3	+ 25.0%	6,988.2	8,085.3	+ 1,097.0	+ 15.7%
Operating Profit														
Motorcycle Business	80.6	67.4	84.2	79.0	97.8	126.9			+ 59.5	+ 88.2%	148.1	224.7	+ 76.6	+ 51.7%
Automobile Business	70.6	46.4	71.4	47.6	38.2	25.3			- 21.1	- 45.5%	117.1	63.5	- 53.5	- 45.7%
Financial Services Business	92.2	84.5	81.3	74.8	78.8	74.2			- 10.3	- 12.2%	176.8	153.0	- 23.7	- 13.4%
PP & Other Businesses	- 0.3	0.5	- 7.5	- 2.0	7.3	4.7			+ 4.2	+ 790.2%	0.1	12.0	+ 11.9	-
Total	243.2	198.9	229.4	199.5	222.2	231.2			+ 32.2	+ 16.2%	442.1	453.4	+ 11.2	+ 2.5%
Operating profit from aircraft and aircraft engines	- 8.3	- 7.2	- 8.0	- 10.1	- 3.8	- 8.2			- 0.9	-	- 15.6	- 12.0	+ 3.5	-
Total Assets of Finance Subsidiaries	10,862.3	10,902.9	10,914.9	11,318.7	11,942.4	12,041.8			+ 1,138.9	+ 10.4%				

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	Change							
Motorcycles	3,879	4,294	4,602	4,252	4,251	4,951			+ 657	8,173	9,202	+ 1,029	17,027	18,430	+ 1,403	
Japan	59	67	54	64	56	58			- 9	126	114	- 12	244	255	+ 11	
North America	101	113	118	105	110	110			- 3	214	220	+ 6	437	445	+ 8	
Europe	108	76	56	77	81	63			- 13	184	144	- 40	317	335	+ 18	
Asia	3,245	3,670	3,987	3,687	3,585	4,315			+ 645	6,915	7,900	+ 985	14,589	15,785	+ 1,196	
Other Regions	366	368	387	319	419	405			+ 37	734	824	+ 90	1,440	1,610	+ 170	
Automobiles	998	917	1,085	1,074	815	970			+ 53	1,915	1,785	- 130	4,074	4,100	+ 26	
Japan	133	115	137	162	108	133			+ 18	248	241	- 7	547	565	+ 18	
North America	346	321	311	305	267	275			- 46	667	542	- 125	1,283	1,255	- 28	
Europe	28	28	20	24	23	22			- 6	56	45	- 11	100	85	- 15	
Asia	462	420	583	557	387	511			+ 91	882	898	+ 16	2,022	2,080	+ 58	
Other Regions	29	33	34	26	30	29			- 4	62	59	- 3	122	115	- 7	
Power Products	1,708	1,522	1,270	1,700	1,546	1,389			- 133	3,230	2,935	- 295	6,200	5,665	- 535	
Japan	87	97	82	87	84	100			+ 3	184	184	+ 0	353	375	+ 22	
North America	880	717	495	646	684	622			- 95	1,597	1,306	- 291	2,738	2,280	- 458	
Europe	279	220	263	427	313	241			+ 21	499	554	+ 55	1,189	1,175	- 14	
Asia	362	394	317	414	368	323			- 71	756	691	- 65	1,487	1,425	- 62	
Other Regions	100	94	113	126	97	103			+ 9	194	200	+ 6	433	410	- 23	

Consolidated Unit Sales

Motorcycles	2,392	2,695	2,877	2,757	2,972	3,371			+ 676	5,087	6,343	+ 1,256	10,721	12,020	+ 1,299
Japan	59	67	54	64	56	58			- 9	126	114	- 12	244	255	+ 11
North America	101	113	118	105	110	110			- 3	214	220	+ 6	437	445	+ 8
Europe	108	76	56	77	81	63			- 13	184	144	- 40	317	335	+ 18
Asia	1,758	2,071	2,262	2,192	2,306	2,735			+ 664	3,829	5,041	+ 1,212	8,283	9,375	+ 1,092
Other Regions	366	368	387	319	419	405			+ 37	734	824	+ 90	1,440	1,610	+ 170
Automobiles	608	574	610	632	529	564			- 10	1,182	1,093	- 89	2,424	2,465	+ 41
Japan	118	97	120	141	96	116			+ 19	215	212	- 3	476	490	+ 14
North America	346	321	311	305	267	275			- 46	667	542	- 125	1,283	1,255	- 28
Europe	28	28	20	24	23	22			- 6	56	45	- 11	100	85	- 15
Asia	87	95	125	136	113	122			+ 27	182	235	+ 53	443	520	+ 77
Other Regions	29	33	34	26	30	29			- 4	62	59	- 3	122	115	- 7
Power Products	1,708	1,522	1,270	1,700	1,546	1,389			- 133	3,230	2,935	- 295	6,200	5,665	- 535
Japan	87	97	82	87	84	100			+ 3	184	184	+ 0	353	375	+ 22
North America	880	717	495	646	684	622			- 95	1,597	1,306	- 291	2,738	2,280	- 458
Europe	279	220	263	427	313	241			+ 21	499	554	+ 55	1,189	1,175	- 14
Asia	362	394	317	414	368	323			- 71	756	691	- 65	1,487	1,425	- 62
Other Regions	100	94	113	126	97	103			+ 9	194	200	+ 6	433	410	- 23