

## Consolidated Financial Summary for the Fiscal Year Ended March 31, 2021 and Forecasts for the Fiscal Year Ending March 31, 2022

- Despite some unfavorable factors such as a decrease in demand due to the impact of the COVID-19 pandemic and the impact of semiconductor supply shortages, consolidated operating profit for the fiscal year ended March 31, 2021 (FY21) amounted to 660.2 billion yen due primarily to control of selling, general and administrative (SG&A) expenses and cost reduction efforts based on a review of business activities, as well as an increase in profit due to a year-on-year difference in the amount of the provision for credit losses recorded for financial services business.
- Consolidated profit for the year attributable to owners of the parent experienced a year-on-year increase and amounted to 657.4 billion yen, due also to an increase in the share of profit of investments accounted for using the equity method.
- Despite the impact of an increase in raw material prices and a year-on-year difference in the amount of the provision for credit losses recorded, Honda plans to achieve a consolidated operating profit of 660 billion yen for the fiscal year ending March 31, 2022 (FY22), equivalent to that of FY21, by increasing unit sales and making progress in initiatives to solidify its existing businesses. Although production adjustments are currently being made at some Honda production operations globally due primarily to semiconductor supply shortages, Honda will minimize the impact of such production adjustments for the full-year results.
- Quarterly dividend for the fiscal fourth quarter will be 54 yen per share; total dividends to be paid for the fiscal year ended March 31, 2021(FY21) will be 110 yen per share, an increase by 28 yen per share compared to the previously announced forecast.
- The forecast for total dividends to be paid for the fiscal year ending March 31, 2022(FY22) is 110 yen per share, equivalent to that of FY21.
- With the aim to ensure stable and constant dividend distribution, the frequency of dividend payments will be changed to twice a year.

\*To be implemented after the approval at the General Meeting of Shareholders.

### I. Consolidated financial summary for the fiscal year ended March 31, 2021(FY21)

- **Sales revenue: 13,170.5 billion yen** (a year-on-year decrease of 11.8%)  
The year-on-year decrease was due to a decrease in sales revenue from all businesses due primarily to the impact of the COVID-19 pandemic.
- **Operating profit: 660.2 billion yen** (a year-on-year increase of 4.2%)  
The year-on-year increase was due primarily to control of SG&A expenses and cost reduction efforts. This was despite a decrease in profit related to changes in sales volume and model mix.
- **Profit before income taxes: 914.0 billion yen** (a year-on-year increase of 15.7%)
- **Profit for the year attributable to owners of the parent: 657.4 billion yen** (a year-on-year increase of 44.3%)

## II. Consolidated financial summary and business-by-business results for the fiscal fourth quarter (3 months) ended March 31, 2021(FY21)

- **Sales revenue: 3,623.8 billion yen** (a year-on-year increase of 4.8%)  
The increase was due to an increase in sales revenue from all businesses.
- **Operating profit: 213.2 billion yen** (a year-on-year increase of 218.8 billion yen)  
The increase was due primarily to control of SG&A expenses and an increase in profit related to changes in sales volume and model mix.

### 1) Motorcycle business

**Sales revenue: 529.1 billion yen** (a year-on-year increase of 55.5 billion yen)

The increase was due to the recovery of sales mainly in Asia.

**Operating profit: 72.2 billion yen** (a year-on-year increase of 8.7 billion yen).

The increase was due primarily to an increase in profit related to changes in sales volume and model mix and cost reduction efforts.

### 2) Automobile business

**Sales revenue: 2,418.4 billion yen** (a year-on-year increase of 79.6 billion yen)

The increase was due primarily to an increase in sales in Asia. This was despite a decrease in sales in some regions including the U.S. and Europe.

**Operating profit: 37.6 billion yen** (a year-on-year increase of 113.3 billion yen)

The increase was due primarily to control of SG&A expenses and an increase in profit related to changes in sales volume and model mix.

Combined with operating profit from financial services business related to automobile sales, the estimated operating profit for automobile business is 140.4 billion yen.

### 3) Financial Services business

**Operating profit: 106.3 billion yen** (a year-on-year increase of 83.4 billion yen)

The increase was due primarily to a year-on-year difference in the amount of the provision for credit losses recorded.

### 4) Life Creation (power products) and Other businesses

**Operating loss: 3.0 billion yen** (a year-on-year improvement of 13.3 billion yen)

Aircraft/aircraft engine business, which is included in "Other businesses," accounted to an operating loss of 7.8 billion yen.

## III. Forecasts for the Fiscal Year Ending March 31, 2022(FY22)

Despite the impact of an increase in raw material prices and a year-on-year difference in the amount of the provision for credit losses recorded, Honda plans to achieve a consolidated operating profit of 660 billion yen for the fiscal year ending March 31, 2022 (FY22), equivalent to that of FY21, by increasing unit sales and making progress in initiatives to solidify its existing businesses, which includes optimization of production capacity and increasing development efficiency.

### Consolidated Financial Results for the Fiscal 4th Quarter ended March 31, 2021(FY21)

		4th quarter ended Mar. 31, 2020 (3 months period)	4th quarter ended Mar 31, 2021 (3 months period)	Difference
Honda Group Unit Sales <sup>*1</sup> (million units)	Motorcycles	4.302	4.541	+0.239
	Automobiles <sup>*3</sup>	0.981	1.121	+0.140
	Life Creation	2.071	1.768	-0.303
Consolidated Unit Sales <sup>*2</sup> (million units)	Motorcycles	2.694	3.001	+0.307
	Automobiles <sup>*3</sup>	0.777	0.718	-0.059
	Life Creation	2.071	1.768	-0.303
Financial Results (billion yen)	Sales revenue	3,458.0	3,623.8	+165.7
	Operating profit	-5.6	213.2	+218.8
	Share of profit of investments accounted for using the equity method	14.4	68.1	+53.6
	Profit before income taxes	3.7	255.3	+251.5
	Profit for the period attributable to owners of the parent	-29.5	213.3	+242.8
Quarterly dividend per share (yen)		28	54	+26
Honda's Average Rate (yen)	USD=	109	106	JPY appreciated against the USD by 3 yen/dollar

### Consolidated Financial Results for the Fiscal Year Ended March 31, 2021(FY21)

		FY20 results	Previous FY21 forecasts (2021/2/9)	FY21 Results (2021/5/14)	Difference compared to FY20 results	Difference compared to previous forecasts
Honda Group Unit Sales <sup>*1</sup> (million units)	Motorcycles	19.340	15.000	15.132	-4.208	+0.132
	Automobiles <sup>*3</sup>	4.790	4.500	4.546	-0.244	+0.046
	Life Creation	5.701	5.500	5.623	-0.078	+0.123
Consolidated Unit Sales <sup>*2</sup> (million units)	Motorcycles	12.426	10.185	10.264	-2.162	+0.079
	Automobiles <sup>*3</sup>	3.318	2.615	2.617	-0.701	+0.002
	Life Creation	5.701	5.500	5.623	-0.078	+0.123
Financial Results (billion yen)	Sales revenue	14,931.0	12,950.0	13,170.5	-1,760.4	+220.5
	Operating profit	633.6	520.0	660.2	+26.5	+140.2
	Share of profit of investments accounted for using the equity method	164.2	235.0	272.7	+108.5	+37.7
	Profit before income taxes	789.9	745.0	914.0	+124.1	+169.0
	Profit for the year attributable to owners of the parent	455.7	465.0	657.4	+201.6	+192.4
Annual dividend per share (yen)		112	82	110	-2	+28
Honda's Average Rate (yen)	USD=	109	105	106	JPY appreciated against the USD by 3 yen/dollar	JPY depreciated against the USD by 1 yen/dollar

## Forecasts for the Fiscal Year Ending March 31, 2022 (FY22)

		FY21 results	FY22 forecasts (2021/5/14)	Difference compared to FY21 results
Honda Group Unit Sales <sup>*1</sup> (million units)	Motorcycles	15.132	18.000	+2.868
	Automobiles <sup>*3</sup>	4.546	5.000	+0.454
	Life Creation	5.623	5.900	+0.277
Consolidated Unit Sales <sup>*2</sup> (million units)	Motorcycles	10.264	11.860	+1.596
	Automobiles <sup>*3</sup>	2.617	3.030	+0.413
	Life Creation	5.623	5.900	+0.277
Financial Results/ Forecasts (billion yen)	Sales revenue	13,170.5	15,200.0	+2,029.4
	Operating profit	660.2	660.0	-0.2
	Share of profit of investments accounted for using the equity method	272.7	220.0	-52.7
	Profit before income taxes	914.0	870.0	-44.0
	Profit for the year attributable to owners of the parent	657.4	590.0	-67.4
Annual dividend per share (yen)		110	110	—
Honda's Average Rate (yen)	USD=	106	105	JPY to appreciate against the USD by 1 yen/dollar

\*1 Honda Group Unit Sales is the total unit sales of completed products (motorcycles, ATVs, Side-by-Sides, automobiles, power products) of Honda, its consolidated subsidiaries and its affiliates and joint ventures accounted for using the equity method.

\*2 Consolidated Unit Sales is the total unit sales of completed products (motorcycles, ATVs, Side-by-Sides, automobiles, power products) corresponding to consolidated sales revenue, which consists of unit sales of completed products of Honda and its consolidated subsidiaries.

\*3 Certain sales of automobiles that are financed with residual value type auto loans by our Japanese finance subsidiaries and sold 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.

For more details, please check the Investor Relations section of Honda website:

<https://www.honda.co.jp/investors/library/financialresult.html> (Japanese)

<https://global.honda/investors/library/financialresult.html> (English)