



FY23 3rd Quarter Financial Results

February 10, 2023

- *Outline of FY23 3rd Quarter Financial Results and FY23 Financial Forecast*
- *Financial Results and Forecast*
 - *FY23 Nine Months Results*
 - *FY23 Financial Forecast*

■ Strive to improve profitability through further company-wide efforts in challenging business environment

<Business Environment>

- **A decrease in automobile production and sales** due to the impacts from COVID-19 in China and semiconductor supply shortage.
- **A rise in cost of production** mainly due to an increase in raw material costs and the impact of inflation.

<Earnings>

- 3 Q Results : - **Operating Margin of 6.3%**
(Three Months) - **New record high operating profit and operating margin in motorcycle business** for two consecutive quarters
- Outlook : - **Maintain previously announced^{*} operating profit and profit for the year** through further company-wide efforts

*Announced on Nov 9th

■ Implementing a flexible capital strategy through acquisition of company's own shares

- Considering the profitability, cash level and future funds required, **resolved to acquire company's own shares up to 70 billion yen**, in addition to the 100 billion yen announced on August 10.

Main Countries	Retail	
YTD (Apr. - Dec.)	Unit (thousand)	vs. FY22 (%)
Japan	394	98.9
The United States (Production in N.A.)	717 (878)	64.1 (92.4)
China	1,019	87.0

QTD (Oct. - Dec.)	Unit (thousand)	vs. FY22 (%)
Japan	141	107.3
The United States (Production in N.A.)	255 (291)	88.9 (97.8)
China	323	71.1

■ Sales Results in FY23

YTD: Lower than the same period last year.

QTD: Affected from the impact of COVID-19 in China, in addition to the semiconductor supply shortage.

Although exceeded the same period last year in Japan, lower than the same period last year in the United States and China.

<Japan>

N-BOX: Records No.1 new vehicle sales for 2022

FREED: Records No.1 minivan sales for 2022

<The United States>

Acura Integra:

Named 2023 North American Car of the Year

■ Outlook/Forecast for FY23

Downward revision from the previous forecast due to the recent situation of production and sales.

-Electrification updates-

- Plan to launch new commercial-use mini-EV in Japan in spring 2024 (Announced in Dec.).
- Established a JV company to produce lithium-ion batteries with LG Energy Solutions (Announced in Jan.).
- Reached basic agreement with GS Yuasa toward collaboration for a high-capacity, high-output lithium-ion battery (Announced in Jan.).



Acura Integra

Main Countries		Wholesale	
YTD (Apr. - Dec.)	Unit (thousand)	vs. FY22 (%)	
India	3,323	129.8	
Vietnam	1,939	125.7	
Thailand	1,064	127.9	
Indonesia	3,044	104.2	
Brazil	833	113.6	

QTD (Oct. - Dec.)	Unit (thousand)	vs. FY22 (%)	
India	1,013	117.5	
Vietnam	792	126.2	
Thailand	362	104.2	
Indonesia	1,311	129.2	
Brazil	266	116.6	

■ Sales Results in FY23

YTD: Exceeded the same period last year.

QTD: Despite the impact from the semiconductor supply shortage, exceeded the same period last year by replacing sales models, utilizing alternative parts, and effects of launching new models mainly in Vietnam.

Vietnam: Hit new monthly record highs in sales for September and October.

Brazil: Sold over 1 million units in 2022 for the first time since 2014.

■ Outlook/Forecast for FY23

Upward revision from previous forecast due to the strong sales.

-Electrification updates-

• Announced new electric motorcycles in Europe and China as the forerunners of introducing electric motorcycles in global market.



EM1 e:

(Europe: Announced in Nov.)



Honda Cub e:

(China: Announced in Jan.)



Dax e:



ZOOMER e:

Operating profit : Despite mounting headwinds such as a decrease in automobile units of production and sales due to the semiconductor supply shortage and the impact of COVID-19 in China, an increase in production costs due to higher raw material costs as well as the impact of inflation,

operating profit increased by 62.2 billion yen (YoY) to **733.9 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^{*1} the period : Increased by 1.0 billion yen to **583.1 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	12,775	14,285	+ 11.8%	Sales revenue	10,677.0	12,523.4	+ 1,846.4	+ 17.3%
	(7,964)	(9,570)	(+ 20.2%)	Operating profit	671.6	733.9	+ 62.2	+ 9.3%
Automobiles	3,000	2,740	- 8.7%	Operating margin	6.3%	5.9%		- 0.4 pt
	(1,792)	(1,712)	(- 4.5%)	Share of profit of investments accounted for using the equity method	157.0	148.8	- 8.1	- 5.2%
Power Products	4,500	4,121	- 8.4%	Profit before income taxes	845.2	859.3	+ 14.1	+ 1.7%
	(4,500)	(4,121)	(- 8.4%)	Profit for the period attributable to owners of the parent	582.1	583.1	+ 1.0	+ 0.2%
				Earnings per share attributable to owners of the parent (Yen) ^{*2}	337.92	342.38		+ 4.46
				Market average rates (Yen)				^{*3}
				U.S. Dollar	111	137		+ 26

*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 a decrease in automobile unit sales due to the semiconductor supply shortage and the impact of COVID-19 in China, as well as the upward pressure of costs due primary to the impact of inflation,

managed to maintain the previously announced profit, **870.0 billion yen.**

This was primarily due to the pricing that reflects increased product value, an increase in motorcycle unit sales mostly in Asia, and the company-wide efforts to further improve profitability.

Profit for^{*1}
the year :

Managed to maintain the previously announced profit, **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	18,730	+ 10.0%	+ 300	Sales revenue	14,552.6	17,250.0	+ 2,697.3	+ 18.5%	- 150.0
	(10,721)	(12,110)	(+ 13.0%)	(+ 90)	Operating profit	871.2	870.0	- 1.2	- 0.1%	-
Automobiles	4,074	3,850	- 5.5%	- 250	Operating margin	6.0%	5.0%		- 0.9pt	+ 0.0pt
	(2,424)	(2,430)	(+ 0.2%)	(- 35)	Share of profit of investments accounted for using the equity method	202.5	215.0	+ 12.4	+ 6.2%	- 10.0
Power Products	6,200	5,580	- 10.0%	- 85	Profit before income taxes	1,070.1	1,080.0	+ 9.8	+ 0.9%	-
	(6,200)	(5,580)	(- 10.0%)	(- 85)	Profit for the year attributable to owners of the parent	707.0	725.0	+ 17.9	+ 2.5%	-
					Earnings per share attributable to owners of the parent (Yen)	411.09	427.59		+ 16.50	+ 0.61
					Market average rate (Yen)		^{*2}			
					U.S. Dollar	112	135		+ 23	+ 0

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

*2 FY23 Market average rate against U.S. Dollar - Nine Months (actual) : 137 yen, 4th Quarter (assumption) : 130 yen

<Dividends>

Dividend per Share (Yen)	FY22 (Previous)	FY22 (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) : 25 million shares (common shares)
- Total amount of shares to be acquired (maximum) : 70 billion yen
- Period of acquisition : From February 13, 2023 through April 30, 2023

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Honda Unit Sales <FY23 Nine Months>

Unit (thousand)

Motorcycles

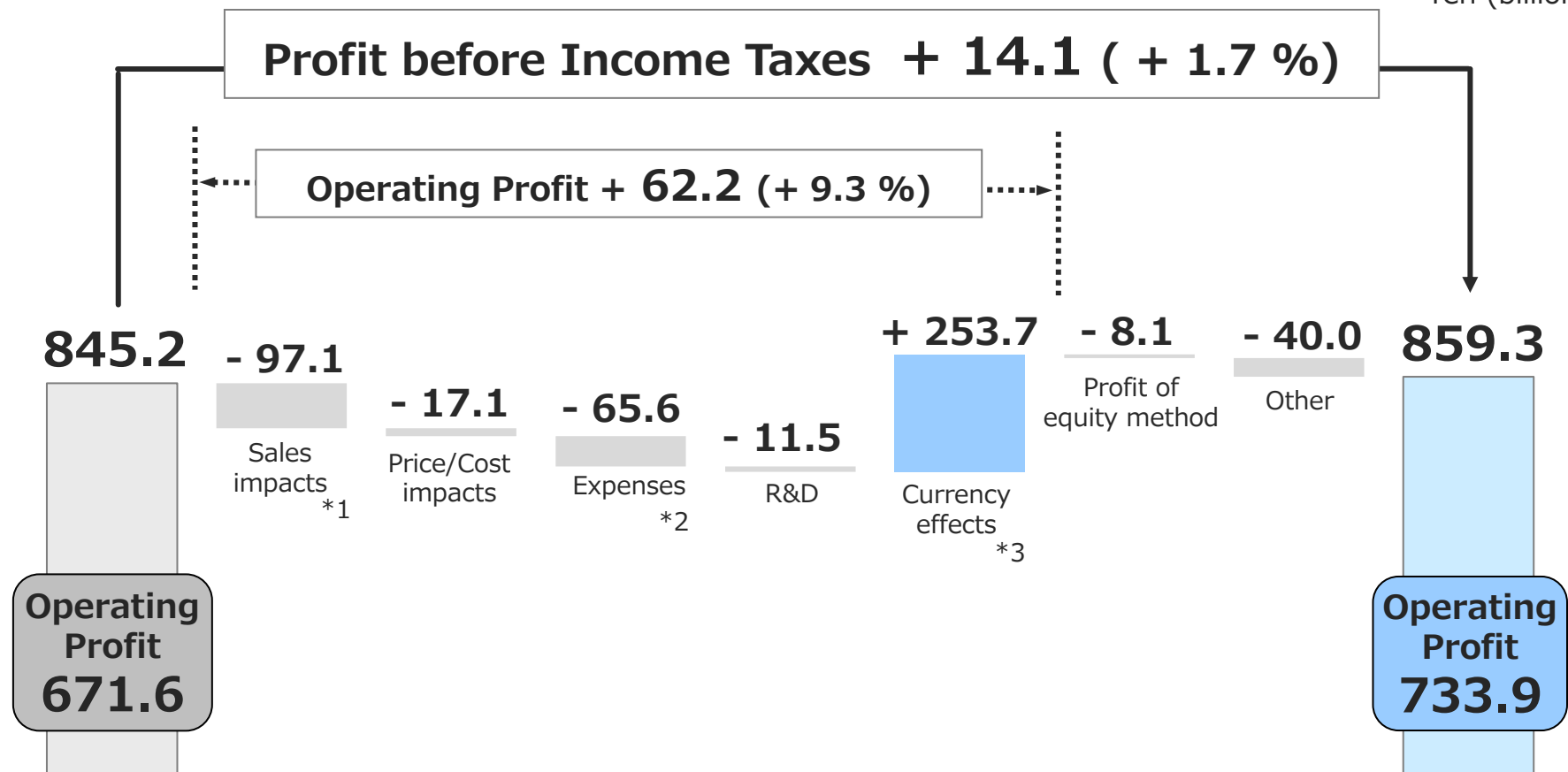
Automobiles

Power Products

Honda Group Unit Sales	YTD			YTD			YTD		
	FY22	FY23	Change	FY22	FY23	Change	FY22	FY23	Change
Japan	180	179	- 1	385	389	+ 4	266	267	+ 1
North America	332	339	+ 7	978	860	- 118	2,092	1,724	- 368
Europe	240	223	- 17	76	63	- 13	762	773	+ 11
Asia	10,902	12,310	+ 1,408	1,465	1,341	- 124 [*]	1,073	1,047	- 26
Other Regions	1,121	1,234	+ 113	96	87	- 9	307	310	+ 3
Total	12,775	14,285	+ 1,510	3,000	2,740	- 260	4,500	4,121	- 379
Change (%)			+ 11.8%			- 8.7%			- 8.4%
									* - 175 in China are included
Consolidated Unit Sales	7,964	9,570	+ 1,606	1,792	1,712	- 80	4,500	4,121	- 379

Change in Profit before Income Taxes <FY23 Nine Months>

Yen (billion)



FY22
Nine Months

*1 Sales impacts	*2 Expenses	*3 Currency effects
Revenue, model mix + 1.3	Warranty - 4.7	JPY / USD + 199.0
Finance - 38.9	Finance - 11.3	USD / Others - 5.0
Other - 59.5	Other - 49.6	(BRL, CAD, MXN)
		JPY / Asian currencies + 71.0
		(INR, THB, VND, CNY, IDR)
		Other - 11.3

FY23
Nine Months

upper : FY23	Motorcyle Business	Automobile Business	Financial Services Business	Power Product and Other Businesses
lower : FY22				
Unit (thousand)	14,285	2,740	-	4,121
Honda Group Unit Sales	(9,570)	(1,712)	-	(4,121)
(Consolidated Unit Sales)	12,775	3,000	-	4,500
	(7,964)	(1,792)	-	(4,500)
Yen (billion)	2,202.3	7,859.0	2,262.7	356.8
Sales Revenue	1,602.0	6,823.6	2,116.4	308.9
Operating Profit	376.5	112.9	220.3	24.1
	232.3	188.5	258.1	- 7.4
Operating Margin	17.1%	1.4%	9.7%	6.8%
	14.5%	2.8%	12.2%	- 2.4%

* 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 *		
325.8 / 3.3%		- 18.6
FY22 YTD : 437.2 / 5.0%		FY22 YTD : - 23.6

Yen (billion)

Nine Months	FY22	FY23
Cash flows from operating activities	+ 563.0	+ 807.8
Cash flows from investing activities	- 384.7	- 590.7
Free cash flow	+ 178.3	+ 217.0
Cash flows from financing activities	- 336.7	- 378.0
Effects of exchange rate changes	+ 46.9	+ 82.2
Net change of cash and cash equivalents	- 111.4	- 78.6
Cash & cash equivalents at end of period	2,416.8	3,239.3
Net cash at end of period	1,911.9	2,339.3

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Forecast: Honda Unit Sales

Unit (thousand)

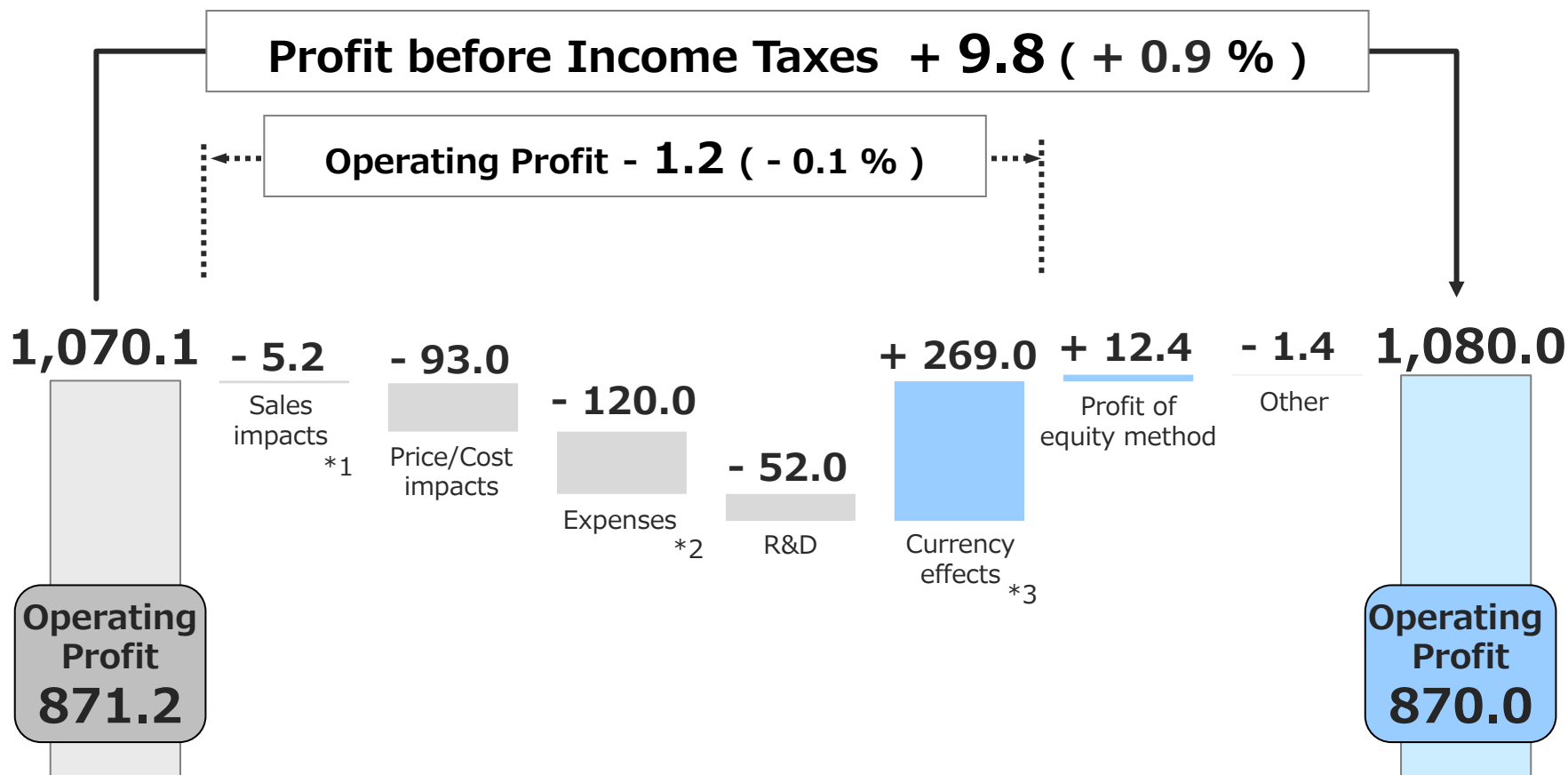
Motorcycles

Automobiles

Power Products

Honda Group Unit Sales	FY23 Previous	FY23 Revised	Change	FY23 Previous	FY23 Revised	Change	FY23 Previous	FY23 Revised	Change
Japan	255	245	- 10	565	555	- 10	375	355	- 20
North America	445	435	- 10	1,255	1,230	- 25	2,280	2,270	- 10
Europe	335	345	+ 10	85	85	-	1,175	1,150	- 25
Asia	15,785	16,110	+ 325	2,080	1,860	- 220	1,425	1,400	- 25
Other Regions	1,610	1,595	- 15	115	120	+ 5	410	405	- 5
Total	18,430	18,730	+ 300	4,100	3,850	- 250	5,665	5,580	- 85
FY22 Results	17,027			4,074			6,200		
Consolidated Unit Sales	12,020	12,110	+ 90	2,465	2,430	- 35	5,665	5,580	- 85

Yen (billion)

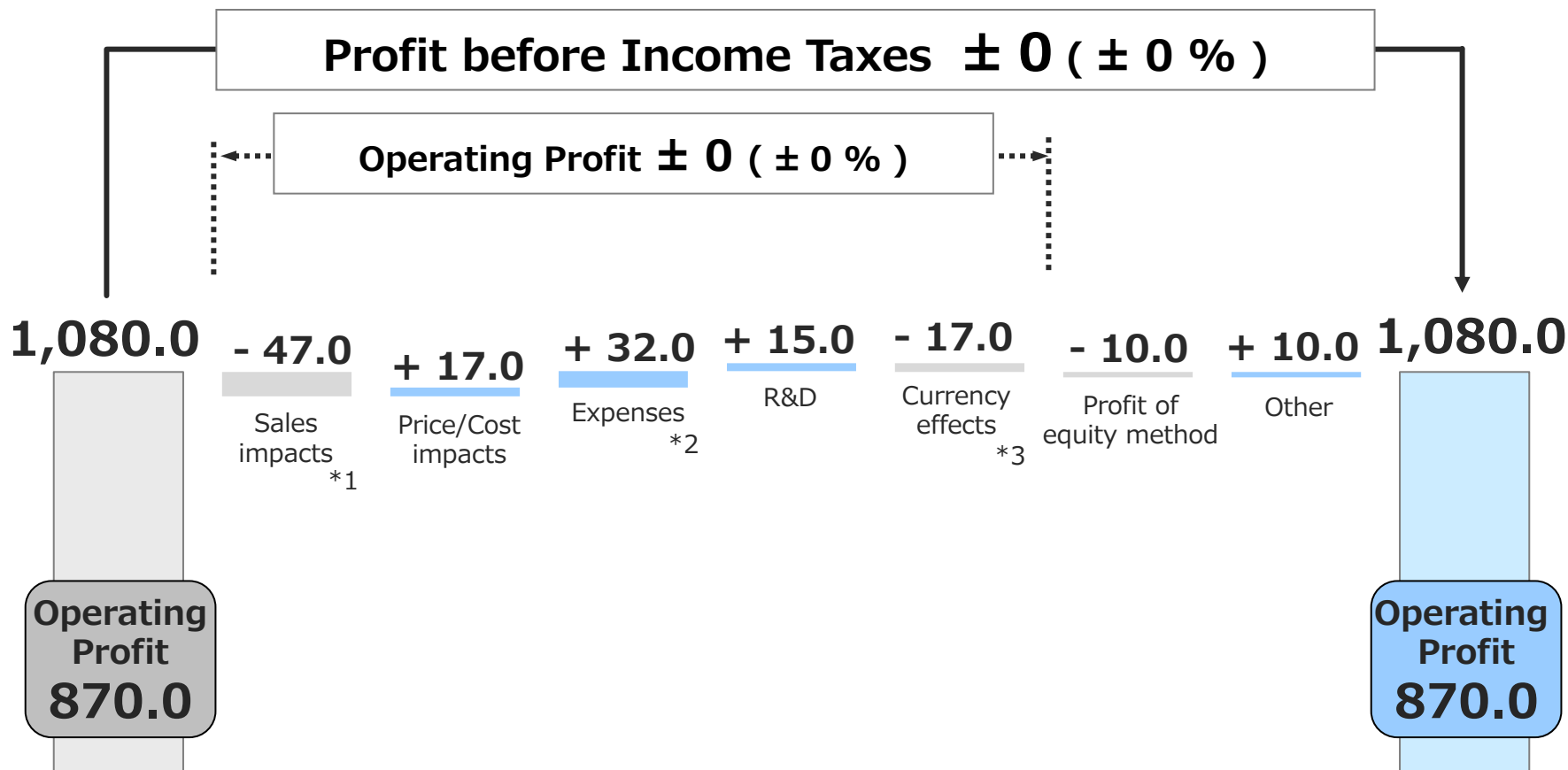


FY22 Results

*1 Sales impacts		*2 Expenses		*3 Currency effects	
Revenue, model mix	+ 64.0	Warranty	- 42.0	JPY / USD	+ 229.0
Finance	- 41.0	Finance	- 18.0	USD / Others (BRL, CAD, MXN)	- 9.5
Other	- 28.2	Other	- 60.0	JPY / Asian currencies (INR, THB, VND, CNY, IDR)	+ 82.5
				Other	- 33.0

FY23 Forecast

Yen (billion)



**FY23
Previous
Forecast**

*1 Sales impacts		*2 Expenses		*3 Currency effects	
Revenue, model mix	- 50.0	Warranty	+ 31.0	JPY / USD	+ 2.0
Finance	+ 11.0	Finance	+ 1.0	USD / Others (BRL, CAD, MXN)	- 3.0
Other	- 8.0	Other	-	JPY / Asian currencies (INR, THB, VND, CNY, IDR)	- 5.0
				Other	- 11.0

**FY23
Revised
Forecast**

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

*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 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

- 3rd Quarter	FY22 : 1,716,434,000 (approx) ,	FY23 :	1,693,213,000 (approx)
- Nine Months	FY22 : 1,722,779,000 (approx) ,	FY23 :	1,703,286,000 (approx)
- Fiscal year	FY22 : 1,719,962,000 (approx) ,	FY23 forecast :	1,695,559,000 (approx)

HONDA
The Power of Dreams

Appendix

Unit (thousand)

Honda Group Unit Sales (Consolidated Unit Sales)	QTD		
	FY22 Results	FY23 Results	Change
Motorcycles	4,602 (2,877)	5,083 (3,227)	+ 10.5% (+ 12.2%)
Automobiles	1,085 (610)	955 (619)	- 12.0% (+ 1.5%)
Power Products	1,270 (1,270)	1,186 (1,186)	- 6.6% (- 6.6%)

Motorcycles

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

Automobiles

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

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	3,688.7	4,438.1	+ 20.3%
Operating profit	229.4	280.4	+ 22.2%
Operating margin	6.2%	6.3%	+ 0.1pt
Share of profit of investments accounted for using the equity method	49.7	65.9	+ 32.4%
Profit before income taxes	284.8	343.5	+ 20.6%
Profit for the period attributable to owners of the parent	192.9	244.6	+ 26.8%
Earnings per share attributable to owners of the parent (Yen)	112.42	144.49	+ 32.07
Market average rates (Yen)			
U.S. Dollar	114	142	+ 28

**Sales
revenue**

Increased by 20.3% to 4,438.1 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 22.2% to 280.4 billion yen from the same period last year mainly due to profit increase from sales impacts and currency effects while profit decrease from Price/Cost impacts.

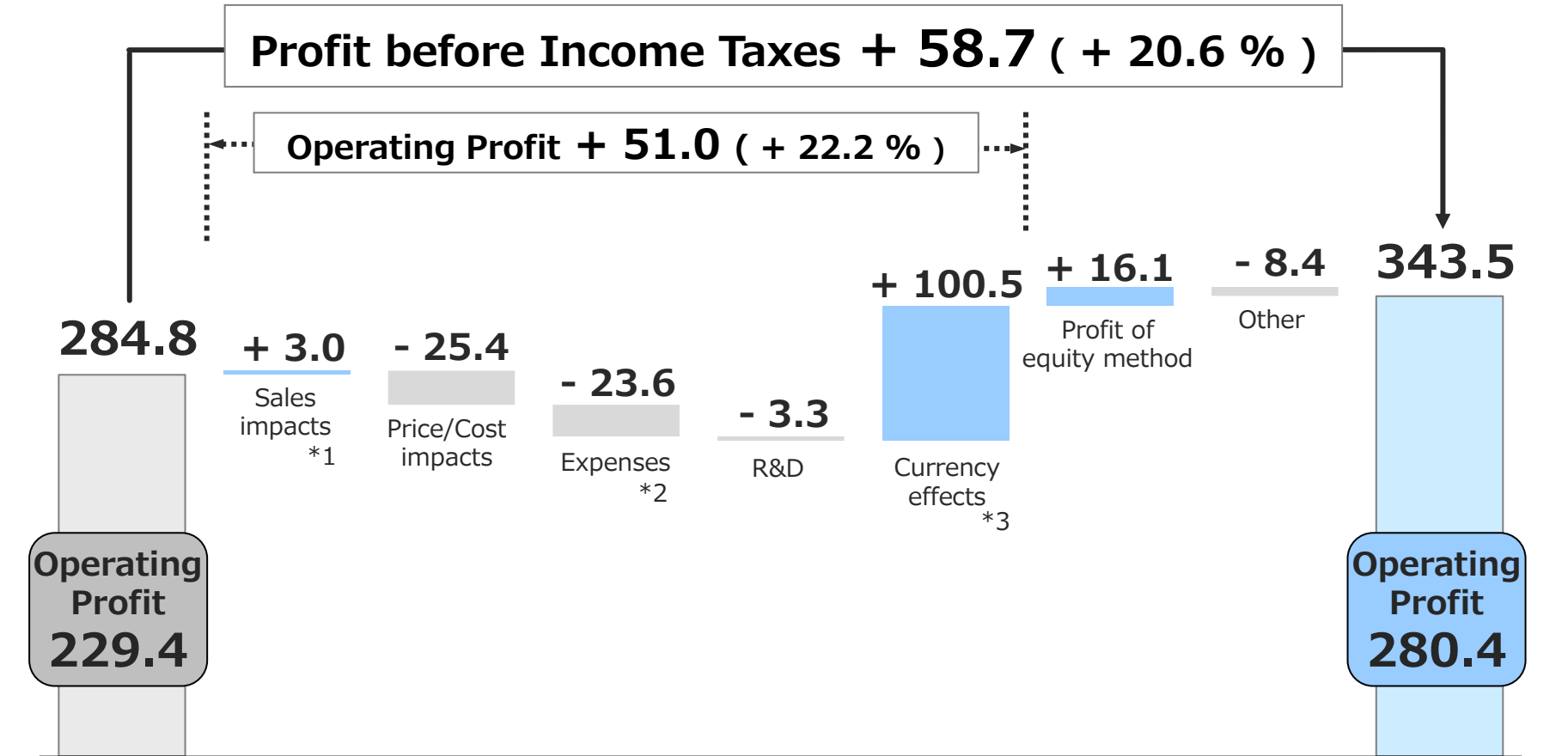
**Share of profit
of investments
accounted for
using the equity
method**

Increased by 32.4% to 65.9 billion yen from the same period last year mainly due to an increase of profit in China and Indonesia.

**Profit for
the period**

Increased by 26.8% to 244.6 billion yen from the same period last year mainly due to an increase in profit before income taxes.

Yen (billion)



FY22 3Q
Three Months

*1 Sales impacts		*2 Expenses		*3 Currency effects	
Revenue, model mix	+ 40.1	Warranty	+ 17.5	JPY / USD	+ 83.0
Finance	- 9.4	Finance	- 6.0	USD / Others (BRL, CAD, MXN)	- 1.0
Other	- 27.7	Other	- 35.1	JPY / Asian currencies (INR, THB, VND, CNY, IDR)	+ 26.0
				Other	- 7.5

FY23 3Q
Three Months

Sales Revenue/Operating Profit (Margin) by Business Segment <FY23 3rd Qtr>

upper : FY23	Motorcyle Business	Automobile Business	Financial Services Business	Power Product and Other Businesses
lower : FY22				
Unit (thousand)	5,083	955	-	1,186
Honda Group Unit Sales	(3,227)	(619)	-	(1,186)
(Consolidated Unit Sales)	4,602	1,085	-	1,270
	(2,877)	(610)	-	(1,270)
Yen (billion)	789.6	2,855.0	733.6	120.7
Sales Revenue	578.3	2,388.7	672.6	111.2
Operating Profit	151.7	49.3	67.3	12.0
	84.2	71.4	81.3	- 7.5
Operating Margin	19.2%	1.7%	9.2%	10.0%
	14.6%	3.0%	12.1%	- 6.8%

* 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.

<Reference>	Yen (billion)	Operating profit from aircraft and aircraft engines included in above
Combined operating profit *		
114.4 / 3.3%		- 6.6
FY22 3Q : 150.2 / 5.0%		FY22 3Q : - 8.0

Yen (billion)

Three Months

compared with FY22 3Q: + 749.4 / + 20.3 % (Excluding currency translation effects : + 113.7 / + 3.1 %)

	FY22	FY23	Change	Change excluding currency translation effects (%)	
Motorcycle Business	578.3	789.6	+ 211.3	+ 108.4	+ 18.7%
Automobile Business	2,333.3	2,803.4	+ 470.0	+ 69.7	+ 3.0%
Financial Services Business	671.7	733.1	+ 61.3	- 59.1	- 8.8%
Power Product and Other Businesses	105.2	111.9	+ 6.7	- 5.2	- 5.0%
Total	3,688.7	4,438.1	+ 749.4	+ 113.7	+ 3.1%
Market average rate (Yen)					
U.S. Dollar	114	142			

Nine Months

compared with FY22 : + 1,846.4 / + 17.3 % (Excluding currency translation effects : + 120.8 / + 1.1 %)

	FY22	FY23	Change	Change excluding currency translation effects (%)	
Motorcycle Business	1,602.0	2,202.3	+ 600.2	+ 320.9	+ 20.0%
Automobile Business	6,668.6	7,723.5	+ 1,054.9	- 0.2	- 0.0%
Financial Services Business	2,114.3	2,261.0	+ 146.7	- 208.4	- 9.9%
Power Product and Other Businesses	291.9	336.4	+ 44.5	+ 8.6	+ 2.9%
Total	10,677.0	12,523.4	+ 1,846.4	+ 120.8	+ 1.1%
Market average rate (Yen)					
U.S. Dollar	111	137			

Yen (billion)

Three Months	Japan		North America		Europe		Asia		Other Regions	
	FY22	FY23	FY22	FY23	FY22	FY23	FY22	FY23	FY22	FY23
Sales Revenue	1,121.6	1,235.6	1,954.0	2,494.9	131.0	163.8	1,131.3	1,282.1	162.5	211.1
Operating Profit	11.6	36.8	134.6	98.2	4.8	3.0	98.3	116.3	1.5	16.2
Change (%)	+ 216.9%		- 27.0%		- 37.7%		+ 18.2%		+ 931.7%	

Nine Months	Japan		North America		Europe		Asia		Other Regions	
	FY22	FY23	FY22	FY23	FY22	FY23	FY22	FY23	FY22	FY23
Sales Revenue	3,220.6	3,420.5	6,022.3	6,957.3	529.3	483.2	2,892.1	3,677.8	448.3	615.7
Operating Profit	26.6	117.5	414.0	242.2	17.7	10.7	232.2	319.0	18.6	45.7
Change (%)	+ 340.8%		- 41.5%		- 39.5%		+ 37.4%		+ 145.6%	

Yen (billion)	QTD			YTD		
	FY22 Results	FY23 Results	Change	FY22 Results	FY23 Results	Change
Capital expenditures	65.5	156.7	+ 91.1	192.4	398.8	+ 206.3
Depreciation and amortization	86.4	112.2	+ 25.8	280.1	319.6	+ 39.5
Research and development expenditures	202.9	217.4	+ 14.4	568.7	588.8	+ 20.1

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	789.6		+ 211.3	+ 36.5%	1,602.0	2,202.3	+ 600.2	+ 37.5%
Automobile Business	2,252.4	2,182.4	2,388.7	2,536.9	2,328.1	2,675.7	2,855.0		+ 466.3	+ 19.5%	6,823.6	7,859.0	+ 1,035.3	+ 15.2%
Financial Services Business	767.4	676.3	672.6	706.8	750.0	779.0	733.6		+ 60.9	+ 9.1%	2,116.4	2,262.7	+ 146.2	+ 6.9%
PP & Other Businesses	99.2	98.4	111.2	112.7	119.0	117.0	120.7		+ 9.5	+ 8.6%	308.9	356.8	+ 47.9	+ 15.5%
Reconciling items	- 53.5	- 58.4	- 62.2	- 64.0	- 43.7	- 52.7	- 60.9		+ 1.2	-	- 174.1	- 157.4	+ 16.7	-
Total	3,583.8	3,404.3	3,688.7	3,875.6	3,829.5	4,255.7	4,438.1		+ 749.4	+ 20.3%	10,677.0	12,523.4	+ 1,846.4	+ 17.3%
Operating Profit														
Motorcycle Business	80.6	67.4	84.2	79.0	97.8	126.9	151.7		+ 67.5	+ 80.1%	232.3	376.5	+ 144.1	+ 62.0%
Automobile Business	70.6	46.4	71.4	47.6	38.2	25.3	49.3		- 22.0	- 30.9%	188.5	112.9	- 75.6	- 40.1%
Financial Services Business	92.2	84.5	81.3	74.8	78.8	74.2	67.3		- 14.0	- 17.2%	258.1	220.3	- 37.7	- 14.6%
PP & Other Businesses	- 0.3	0.5	- 7.5	- 2.0	7.3	4.7	12.0		+ 19.6	-	- 7.4	24.1	+ 31.5	-
Total	243.2	198.9	229.4	199.5	222.2	231.2	280.4		+ 51.0	+ 22.2%	671.6	733.9	+ 62.2	+ 9.3%
Operating profit from aircraft and aircraft engines	- 8.3	- 7.2	- 8.0	- 10.1	- 3.8	- 8.2	- 6.6		+ 1.3	-	- 23.6	- 18.6	+ 4.9	-
Total Assets of Finance Subsidiaries	10,862.3	10,902.9	10,914.9	11,318.7	11,942.4	12,041.8	11,120.9		+ 206.0	+ 1.9%				

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	4,951	5,083		+ 481	12,775	14,285	+ 1,510	17,027	18,730	+ 1,703	
Japan	59	67	54	64	56	58	65		+ 11	180	179	- 1	244	245	+ 1	
North America	101	113	118	105	110	110	119		+ 1	332	339	+ 7	437	435	- 2	
Europe	108	76	56	77	81	63	79		+ 23	240	223	- 17	317	345	+ 28	
Asia	3,245	3,670	3,987	3,687	3,585	4,315	4,410		+ 423	10,902	12,310	+ 1,408	14,589	16,110	+ 1,521	
Other Regions	366	368	387	319	419	405	410		+ 23	1,121	1,234	+ 113	1,440	1,595	+ 155	
Automobiles	998	917	1,085	1,074	815	970	955		- 130	3,000	2,740	- 260	4,074	3,850	- 224	
Japan	133	115	137	162	108	133	148		+ 11	385	389	+ 4	547	555	+ 8	
North America	346	321	311	305	267	275	318		+ 7	978	860	- 118	1,283	1,230	- 53	
Europe	28	28	20	24	23	22	18		- 2	76	63	- 13	100	85	- 15	
Asia	462	420	583	557	387	511	443		- 140	1,465	1,341	- 124	2,022	1,860	- 162	
Other Regions	29	33	34	26	30	29	28		- 6	96	87	- 9	122	120	- 2	
Power Products	1,708	1,522	1,270	1,700	1,546	1,389	1,186		- 84	4,500	4,121	- 379	6,200	5,580	- 620	
Japan	87	97	82	87	84	100	83		+ 1	266	267	+ 1	353	355	+ 2	
North America	880	717	495	646	684	622	418		- 77	2,092	1,724	- 368	2,738	2,270	- 468	
Europe	279	220	263	427	313	241	219		- 44	762	773	+ 11	1,189	1,150	- 39	
Asia	362	394	317	414	368	323	356		+ 39	1,073	1,047	- 26	1,487	1,400	- 87	
Other Regions	100	94	113	126	97	103	110		- 3	307	310	+ 3	433	405	- 28	

Consolidated Unit Sales

Motorcycles	2,392	2,695	2,877	2,757	2,972	3,371	3,227		+ 350	7,964	9,570	+ 1,606	10,721	12,110	+ 1,389
Japan	59	67	54	64	56	58	65		+ 11	180	179	- 1	244	245	+ 1
North America	101	113	118	105	110	110	119		+ 1	332	339	+ 7	437	435	- 2
Europe	108	76	56	77	81	63	79		+ 23	240	223	- 17	317	345	+ 28
Asia	1,758	2,071	2,262	2,192	2,306	2,735	2,554		+ 292	6,091	7,595	+ 1,504	8,283	9,490	+ 1,207
Other Regions	366	368	387	319	419	405	410		+ 23	1,121	1,234	+ 113	1,440	1,595	+ 155
Automobiles	608	574	610	632	529	564	619		+ 9	1,792	1,712	- 80	2,424	2,430	+ 6
Japan	118	97	120	141	96	116	131		+ 11	335	343	+ 8	476	485	+ 9
North America	346	321	311	305	267	275	318		+ 7	978	860	- 118	1,283	1,230	- 53
Europe	28	28	20	24	23	22	18		- 2	76	63	- 13	100	85	- 15
Asia	87	95	125	136	113	122	124		- 1	307	359	+ 52	443	510	+ 67
Other Regions	29	33	34	26	30	29	28		- 6	96	87	- 9	122	120	- 2
Power Products	1,708	1,522	1,270	1,700	1,546	1,389	1,186		- 84	4,500	4,121	- 379	6,200	5,580	- 620
Japan	87	97	82	87	84	100	83		+ 1	266	267	+ 1	353	355	+ 2
North America	880	717	495	646	684	622	418		- 77	2,092	1,724	- 368	2,738	2,270	- 468
Europe	279	220	263	427	313	241	219		- 44	762	773	+ 11	1,189	1,150	- 39
Asia	362	394	317	414	368	323	356		+ 39	1,073	1,047	- 26	1,487	1,400	- 87
Other Regions	100	94	113	126	97	103	110		- 3	307	310	+ 3	433	405	- 28