



FY22 3rd Quarter Financial Results

February 9, 2022

- *Outline of FY22 3rd Quarter Financial Results and FY22 Financial Forecasts*
- *Financial Results and Forecasts*
 - *FY22 Nine Months Results*
 - *FY22 Financial Forecast*

Japan		Retail	
YTD (Apr.- Dec.)	Unit (thousand)	vs. FY21 (%)	
Industry Demand *	3,019	93.5	
Unit Sales	398	92.1	
QTD (Oct.- Dec.)	Unit (thousand)	vs. FY21 (%)	
Industry Demand	968	80.8	
Unit Sales	131	87.1	

* Source: Japan Automobile Dealers Association

■ Sales Results in FY22

<Industry demand>

Lower than the same period last year due to the impact of the semiconductor supply shortage.

<Honda>

YTD: Despite the increase in sales units of Vezel, lower than the same period last year.

N-BOX: Records No.1 annual sales for 2021 in mini-vehicle segment.

N-ONE: Named 2021-2022

K CAR (mini-vehicle) of The Year (Dec.)

■ Outlook/Forecast for FY22

<Industry demand>

The demand stays firm, while the impacts of the semiconductor supply shortage and resurgence of COVID-19 are expected to remain.

<Honda>

Maintain the previous forecast*.



2021-2022 日本カーオブザイヤー
K CAR オブ・ザ・イヤー受賞

日本カーオブザイヤー実行委員会主催



N-ONE

U.S.A.		Retail
YTD (Apr.- Dec.)	Unit (thousand)	vs. FY21 (%)
Industry Demand *	11,151	100.8
Unit Sales	1,120	106.8

QTD (Oct.- Dec.)	Unit (thousand)	vs. FY21 (%)
Industry Demand	3,305	78.8
Unit Sales	287	78.5

* Source: Autodata



CIVIC Si
Launched in Nov. 2021

■ Sales Results in FY22

<Industry demand>

YTD: Although demand recovered due mainly to the economic stimulus measures, the results stayed almost the same level as the same period last year due to the impact of the semiconductor supply shortage.

<Honda>

YTD: Exceeded the same period last year with the strong sales of light truck models.

QTD: Lower than the same period last year due to the impact of the semiconductor supply shortage.

CIVIC: Named 2022 North American Car of the Year (Jan.)

■ Outlook/Forecast for FY22

<Industry demand>

The demand stays strong, while the impacts of the semiconductor supply shortage and resurgence of COVID-19 will be large.

<Honda>

Downward revision from the previous forecast.

China		Retail	
YTD (Apr.- Dec.)	Unit (thousand)	vs. FY21 (%)	
Industry Demand *	19,791	91.5	
Unit Sales	1,171	83.4	
QTD (Oct.- Dec.)	Unit (thousand)	vs. FY21 (%)	
Industry Demand	7,652	93.5	
Unit Sales	454	80.9	

* Industry demand is wholesale basis (based on Honda research)



INTEGRA
Launched in Dec. 2021



Dongfeng Honda's new EV production plant
Aiming to begin production in 2024

■ Sales Results in FY22

<Industry demand>

Despite the demand recovery by the economic stimulus measures, lower than the same period last year due mainly to the impact of the semiconductor supply shortage.

<Honda>

Despite the increase in the sales of XR-V and the launch of new INTEGRA, lower than the same period last year. CY21: XR-V updated annual sales record.

■ Outlook/Forecast for FY22

<Industry demand>

For CY22, expecting to exceed the sales of CY21, while the impact of the semiconductor supply shortage will remain.

<Honda>

Upward revision from the previous forecast. Announced to build a new EV production plant (Jan.). Strive to provide attractive products with expanding lineup of electrified vehicles.

Main Countries	Wholesale	
YTD (Apr.- Dec.)	Unit (thousand)	vs. FY21 (%)
India	2,560	96.8
Vietnam	1,543	96.3
Thailand	832	108.2
Indonesia	2,921	174.2
Brazil	733	142.6

QTD (Oct.- Dec.)	Unit (thousand)	vs. FY21 (%)
India	862	75.1
Vietnam	627	103.5
Thailand	348	103.9
Indonesia	1,015	173.6
Brazil	228	106.9

■ Sales Results in FY22

<Industry demand>

Despite the impact of COVID-19 remains, the demand recovered in many countries.

<Honda>

YTD: Exceeding the same period last year in many countries.

Lower than the same period last year due to resurgence of COVID-19 in India and Vietnam.

■ Outlook/Forecast for FY22

<Industry demand>

The demand stays firm, while the impact of resurgence of COVID-19 is expected to remain.

<Honda>

Expect to exceed the previous year.

Downward the previous forecast based on the sales situation in India and the impact of the semiconductor supply shortage.



NT1100
(Japan・Europe)



CB150X
(Indonesia)

Operating profit : Despite the decrease in automobile unit sales caused by the supply shortage of certain parts including semiconductors and the increase in raw material costs, due mainly to efforts for cost reduction and control incentives, and the currency effects, operating profit increased by 224.6 billion yen (YoY) to **671.6 billion yen.**

*1

Profit for the Period : Increased by 138.0 billion yen (YoY) to **582.1 billion yen.**

Honda Group Unit Sales (Consolidated Unit Sales)	Unit (thousand)			Income Statements Yen (billion)	FY21 Results	FY22 Results	Change	
	YTD						amount	%
	FY21 Results	FY22 Results	Change					
Motorcycles	10,591	12,775	+ 20.6%	Sales revenue	9,546.7	10,677.0	+ 1,130.3	+ 11.8%
	(7,263)	(7,964)	(+ 9.7%)	Operating profit	447.0	671.6	+ 224.6	+ 50.3%
Automobiles	3,425	3,000	- 12.4%	Operating margin	4.7%	6.3%		+ 1.6pt
	(1,899)	(1,792)	(- 5.6%)	Share of profit of investments accounted for using the equity method	204.5	157.0	- 47.5	- 23.2%
Life Creation	3,855	4,500	+ 16.7%	Profit before income taxes	658.7	845.2	+ 186.5	+ 28.3%
	(3,855)	(4,500)	(+ 16.7%)	Profit for the period attributable to owners of the parent	444.1	582.1	+ 138.0	+ 31.1%
				Earnings per share attributable *2 to owners of the parent (Yen)	257.21	337.92		+ 80.71
			Market average rates (Yen)					*3
			U.S. Dollar		106	111		+ 5

*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 : Expecting the challenging environment to continue, such as resurgence of COVID-19, the supply shortage of certain parts including semiconductors, and the increase in raw material costs.

With continuing efforts to improve efficiency of SG&A and incentives, and cost reduction,

operating profit is revised upward by 140 billion yen to **800 billion yen**.

* Profit for the year : Upward revision by 115 billion yen to **670 billion yen**.

Unit (thousand)

Honda Group Unit Sales (Consolidated Unit Sales)	YTD			Change from previous forecast	Income Statements Yen (billion)	FY21 Results	FY22 Forecast	Change		Change from previous forecast
	FY21 Results	FY22 Forecast	Change					amount	%	
Motorcycles	15,132	17,040	+ 12.6%	- 460	Sales revenue	13,170.5	14,550.0	+ 1,379.4	+ 10.5%	- 50.0
	(10,264)	(10,695)	(+ 4.2%)	(- 345)	Operating profit	660.2	800.0	+ 139.7	+ 21.2%	+ 140.0
Automobiles	4,546	4,200	- 7.6%	-	Operating margin	5.0%	5.5%		+ 0.5pt	+ 1.0pt
	(2,617)	(2,465)	(- 5.8%)	(- 60)	Share of profit of investments accounted for using the equity method	272.7	210.0	- 62.7	- 23.0%	+ 10.0
Life Creation	5,623	5,950	+ 5.8%	- 150	Profit before income taxes	914.0	1,020.0	+ 105.9	+ 11.6%	+ 160.0
	(5,623)	(5,950)	(+ 5.8%)	(- 150)	Profit for the year attributable to owners of the parent	657.4	670.0	+ 12.5	+ 1.9%	+ 115.0
				Earnings per share attributable to owners of the parent (Yen)	380.75	389.54		+ 8.79	+ 66.85	
				Market average rates (Yen)						
				U.S. Dollar	106	111		+ 5	+ 1	

* Profit for the year attributable to owners of the parent

Dividend per Share (Yen)	FY22 Previous	FY22 Expectation	Change from previous expectation
Interim Dividend	55	55	-
Year-end Dividend	(55)*	(55)	-
Fiscal Year	(110)	(110)	-

* () : Expected value

■ FY22 Nine Months Results

- **Production and the semiconductor supply shortage improved from the previous forecast**
 - Results by global allocation of inventory, switching to alternative parts, and cooperation from our suppliers.
- **YoY increase in sales and profits**
 - Offset the impact of decrease in automobile production units and increase in raw material cost by efforts to **improve on every single activities**.
 - Accomplished by **the toughness to production decrease obtained from solidifying existing businesses**, and **strong “GEMBA” operation** which can quickly respond to the changing environment of sales and production.

■ FY22 Profit Forecasts

- **Upward revision from the previous forecast**
 - While decreasing production plan for the 4th quarter because of flood in Malaysia and the spread of Omicron, keep the automobile unit sales plan for FY22.
 - **Strive to further strengthen the profit structure** even under the challenging environment such as an increase in raw material cost.

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Honda Unit Sales <FY22 Nine Months>

Unit (thousand)

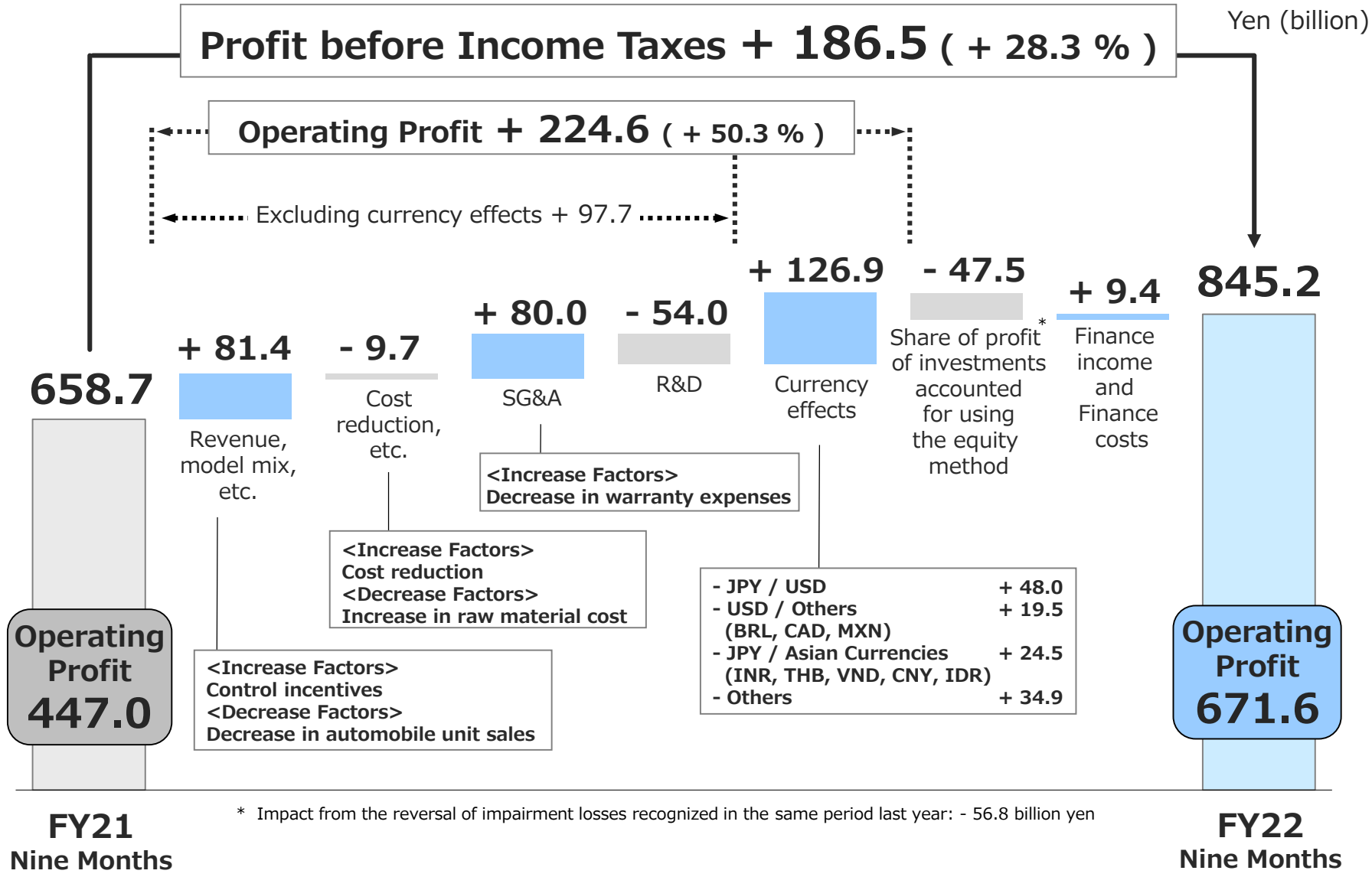
Motorcycles

Automobiles

Life Creation

Honda Group Unit Sales	FY21	FY22	Change	FY21	FY22	Change	FY21	FY22	Change
Japan	155	180	+ 25	418	385	- 33	233	266	+ 33
North America	240	332	+ 92	1,098	978	- 120	1,815	2,092	+ 277
Europe	159	240	+ 81	77	76	- 1	567	762	+ 195
Asia	9,257	10,902	+ 1,645	1,741	1,465	- 276 *	1,012	1,073	+ 61
Other Regions	780	1,121	+ 341	91	96	+ 5	228	307	+ 79
Total	10,591	12,775	+ 2,184	3,425	3,000	- 425	3,855	4,500	+ 645
Change (%)			+ 20.6%			- 12.4%			+ 16.7%
									* - 316 in China are included
Consolidated Unit Sales	7,263	7,964	+ 701	1,899	1,792	- 107	3,855	4,500	+ 645

Change in Profit before Income Taxes <FY22 Nine Months>



upper : FY22	Motorcyle Business	Automobile Business	Financial Services Business	Life Creation and Other Businesses
lower : FY21				
Unit (thousand)				
Honda Group	12,775	3,000	-	4,500
Unit Sales	(7,964)	(1,792)	-	(4,500)
(Consolidated Unit Sales)	10,591	3,425	-	3,855
	(7,263)	(1,899)	-	(3,855)
Yen (billion)				
Sales	1,602.0	6,823.6	2,116.4	308.9
Revenue	1,258.1	6,360.9	1,863.1	241.4
Operating Profit	232.3	188.5	258.1	- 7.4
	152.3	52.6	250.5	- 8.5
Operating Margin	14.5%	2.8%	12.2%	- 2.4%
	12.1%	0.8%	13.4%	- 3.6%

* 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
437.2 / 5.0%	- 23.6
FY21 YTD : 292.4 / 3.6%	FY21 YTD : - 24.5

Yen (billion)

Nine Months	FY21	FY22
Cash flows from operating activities	+ 761.5	+ 563.0
Cash flows from investing activities	- 657.5	- 384.7
Free cash flow	+ 104.0	+ 178.3
Cash flows from financing activities	- 15.1	- 336.7
Effects of exchange rate changes	- 30.2	+ 46.9
Net change of cash and cash equivalents	+ 58.5	- 111.4
Cash & cash equivalents at end of period	2,521.2	2,416.8
Net cash at end of period	1,784.8	1,911.9

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Forecast: Honda Unit Sales

Unit (thousand)

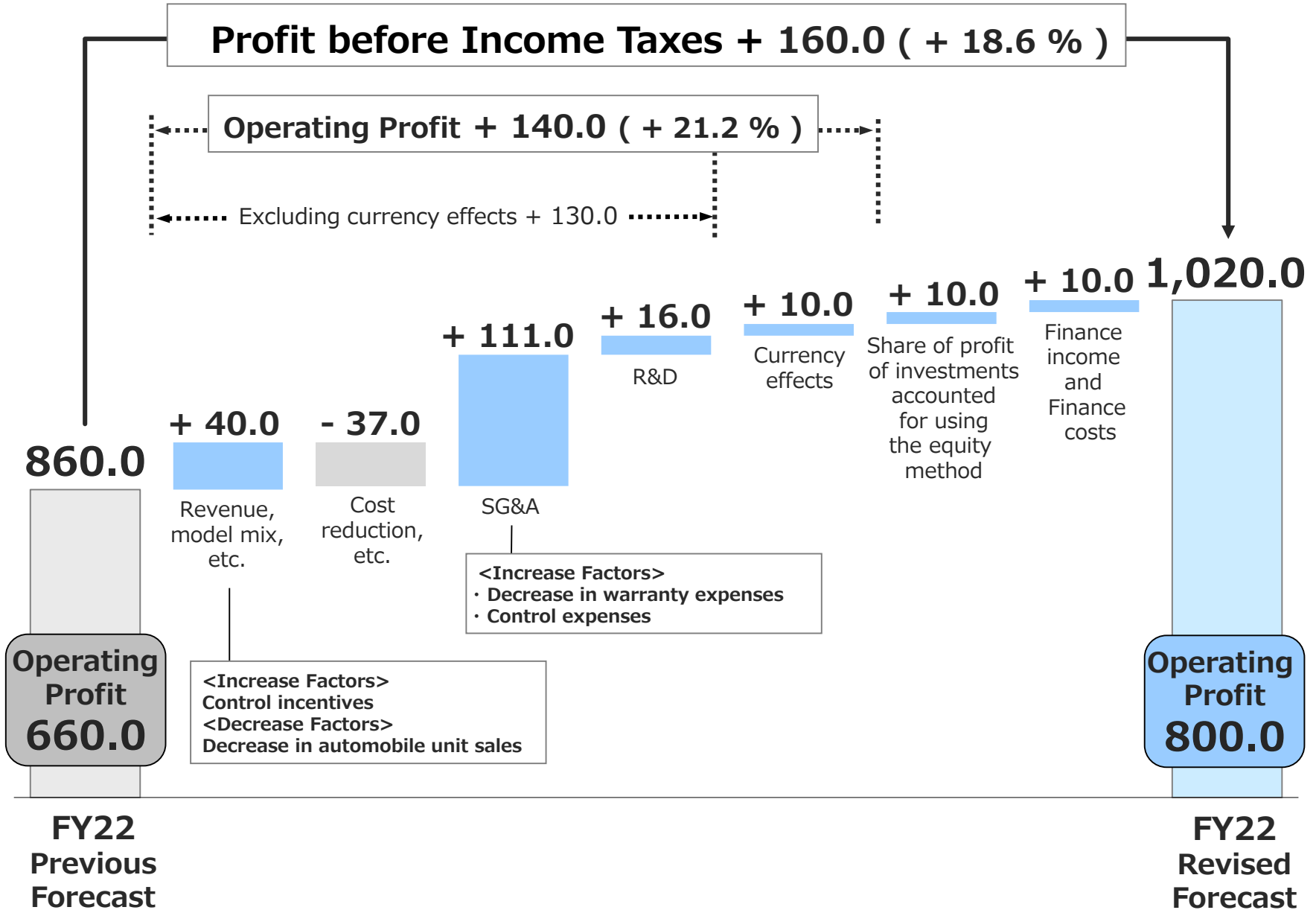
Motorcycles

Automobiles

Life Creation

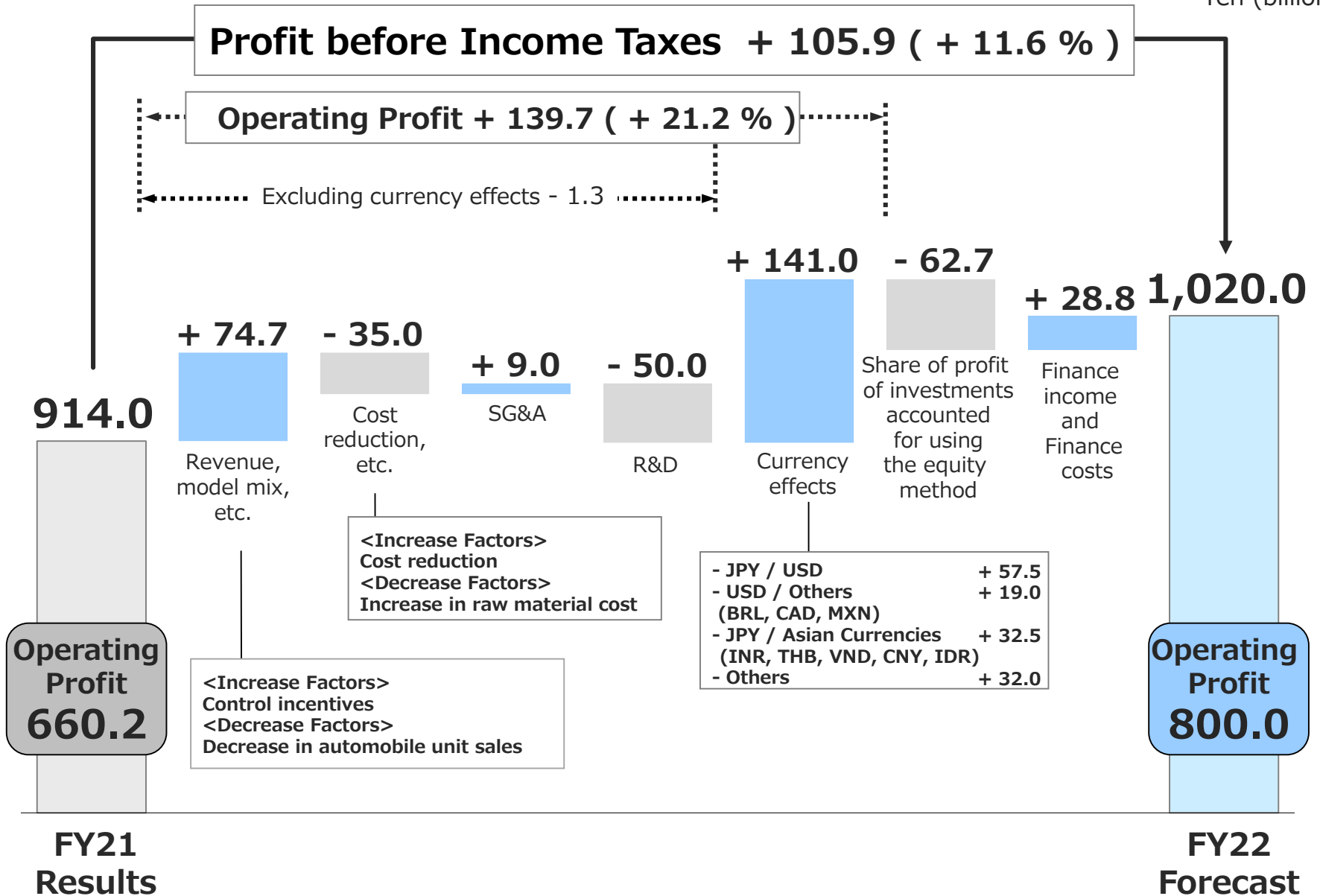
Honda Group Unit Sales	FY22 Previous	FY22 Revised	Change	FY22 Previous	FY22 Revised	Change	FY22 Previous	FY22 Revised	Change
Japan	235	240	+ 5	530	550	+ 20	335	345	+ 10
North America	440	420	- 20	1,405	1,330	- 75	2,845	2,570	- 275
Europe	320	320	-	105	105	-	1,105	1,145	+ 40
Asia	15,070	14,610	- 460	2,030	2,090	+ 60	1,435	1,470	+ 35
Other Regions	1,435	1,450	+ 15	130	125	- 5	380	420	+ 40
Total	17,500	17,040	- 460	4,200	4,200	-	6,100	5,950	- 150
FY21 Results	15,132			4,546			5,623		
Consolidated Unit Sales	11,040	10,695	- 345	2,525	2,465	- 60	6,100	5,950	- 150

Yen (billion)



FY22 Forecast: Change in Profit before Income Taxes

Yen (billion)



Yen (billion)	FY21 Results	FY22 Forecast	Change	Change from previous forecast
Capital expenditures ^{*1}	321.2	320.0	- 1.2	-
Depreciation and amortization ^{*1}	365.8	370.0	+ 4.1	-
Research and development expenditures ^{*2}	780.0	820.0	+ 39.9	- 20.0

*1 Capital expenditures as well as Depreciation in results and forecast aforementioned 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 "Cost reduction, 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 "Revenue, model mix, etc.", 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 "Selling, General and Administrative 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.

Life Creation 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 Life Creation 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	FY21 :	1,726,646,000 (approx) ,	FY22 :	1,716,434,000 (approx)
- Nine Months	FY21 :	1,726,635,000 (approx) ,	FY22 :	1,722,779,000 (approx)
- Fiscal year	FY21 :	1,726,638,000 (approx) ,	FY22 forecast :	1,719,959,000 (approx)

HONDA
The Power of Dreams

Appendix

Unit (thousand)

Honda Group Unit Sales (Consolidated Unit Sales)	QTD		
	FY21 Results	FY22 Results	Change
Motorcycles	4,269	4,602	+ 7.8%
	(3,019)	(2,877)	(- 4.7%)
Automobiles	1,380	1,085	- 21.4%
	(809)	(610)	(- 24.6%)
Life Creation	1,402	1,270	- 9.4%
	(1,402)	(1,270)	(- 9.4%)

Income Statements Yen (billion)	QTD		
	FY21 Results	FY22 Results	Change
Sales revenue	3,771.5	3,688.7	- 2.2%
Operating profit	277.7	229.4	- 17.4%
Operating margin	7.4%	6.2%	- 1.2pt
Share of profit of investments accounted for using the equity method	102.2	49.7	- 51.3%
Profit before income taxes	386.4	284.8	- 26.3%
Profit for the period attributable to owners of the parent	284.0	192.9	- 32.1%
Earnings per share attributable to owners of the parent (Yen)	164.51	112.42	- 52.09
Market average rates (Yen)			
U.S. Dollar	104	114	+ 10

<Honda Group Unit Sales>

Motorcycles

Increase from the same period last year due mainly to a increase in Indonesia.

Automobiles

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

LC

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

Sales revenue

Decreased by 2.2% to 3,688.7 billion yen from the same period last year due mainly to decreased sales in the automobile business.

Operating profit

Decreased by 17.4% to 229.4 billion yen from the same period last year due mainly to a decrease in profit attributable to decreased sales revenue and model mix.

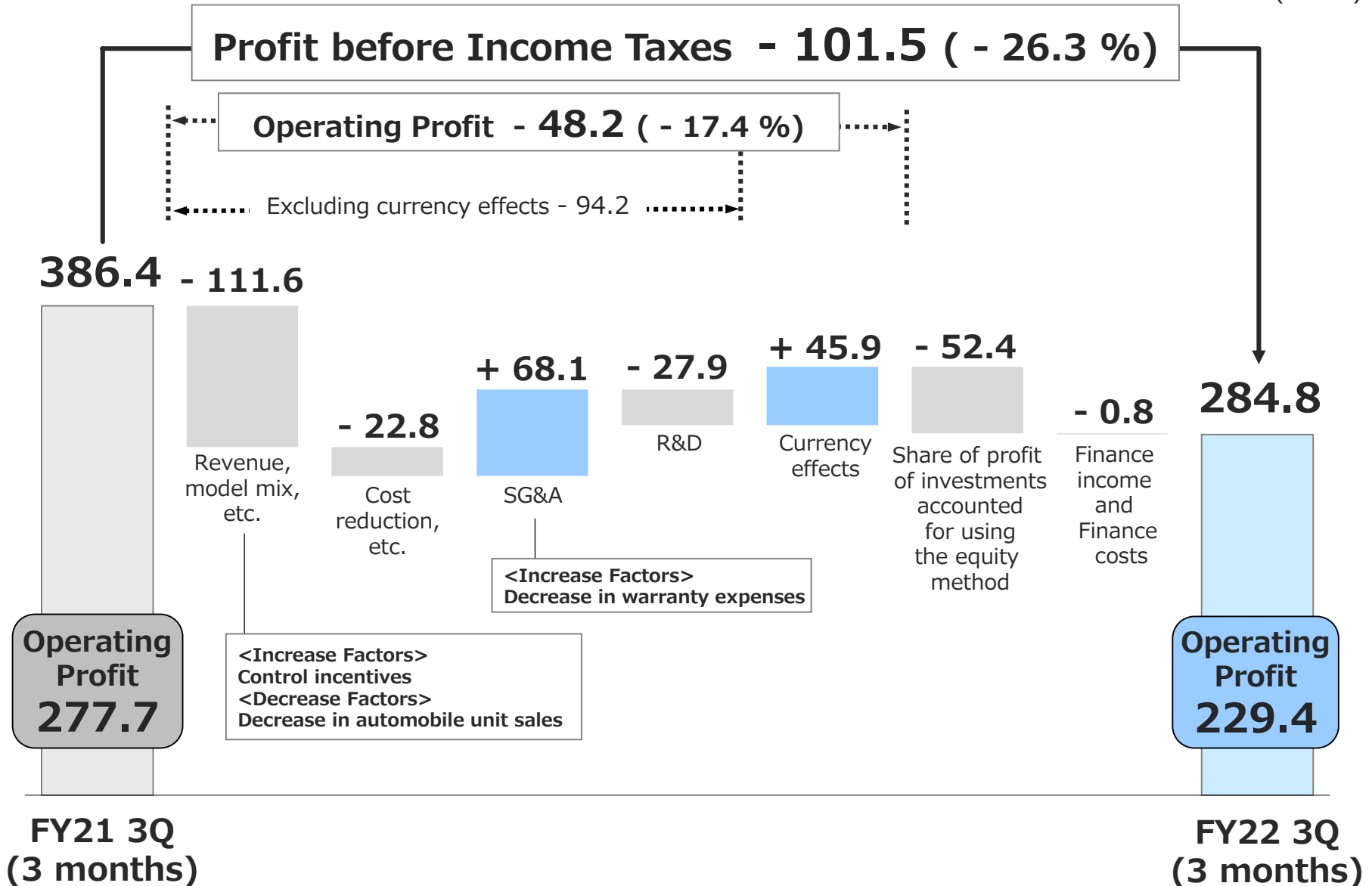
Share of profit of investments accounted for using the equity method

Decreased by 51.3% to 49.7 billion yen from the same period last year due mainly to the reversal of impairment losses recognized in the same period last year.

Profit for the period

Decreased by 32.1% to 192.9 billion yen from the same period last year, due mainly to a decreased in profit before income taxes.

Yen (billion)



Sales Revenue/Operating Profit (Margin) by Business Segment <FY22 3rd Qtr>

upper : FY22 lower : FY21	Motorcyle Business	Automobile Business	Financial Services Business	Life Creation and Other Businesses
Unit (thousand)	4,602	1,085	-	1,270
Honda Group	(2,877)	(610)	-	(1,270)
Unit Sales	4,269	1,380	-	1,402
(Consolidated Unit Sales)	(3,019)	(809)	-	(1,402)
Yen (billion)	578.3	2,388.7	672.6	111.2
Sales Revenue	490.8	2,638.1	617.6	86.4
Operating Profit	84.2	71.4	81.3	- 7.5
	72.7	123.1	85.7	- 3.8
Operating Margin	14.6%	3.0%	12.1%	- 6.8%
	14.8%	4.7%	13.9%	- 4.4%
Increase/Decrease Factors	Increased by 11.5 billion yen due mainly to cost reduction.	Decreased by 51.6 billion yen due mainly to a decrease in profit attribute to decreased sales revenue and model mix.	Decreased by 4.3 billion yen due mainly to difference in the amount of the provision for credit losses from the same period last year.	Decreased by 3.7 billion yen due mainly to an increase in SG&A.

* 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 *	150.2 / 5.0%	- 8.0
FY21 3Q :	205.4 / 6.5%	FY21 3Q : - 9.1

Yen (billion)

Three Months

compared with FY21 : - 82.7 / - 2.2 % (Excluding currency translation effects : - 312.4 / - 8.3 %)

	FY21	FY22	Change	Change excluding currency translation effects (%)	
Motorcycle Business	490.8	578.3	+ 87.5	+ 57.8	+ 11.8%
Automobile Business	2,585.1	2,333.3	- 251.8	- 402.1	- 15.6%
Financial Services Business	614.5	671.7	+ 57.2	+ 12.9	+ 2.1%
Life Creation and Other Businesses	80.9	105.2	+ 24.2	+ 18.9	+ 23.4%
Total	3,771.5	3,688.7	- 82.7	- 312.4	- 8.3%
Market average rate (Yen)					
U.S. Dollar	104	114			

Nine Months

compared with FY21 : + 1,130.3 / + 11.8 % (Excluding currency translation effects : + 670.7 / + 7.0 %)

	FY21	FY22	Change	Change excluding currency translation effects (%)	
Motorcycle Business	1,258.1	1,602.0	+ 343.9	+ 279.5	+ 22.2%
Automobile Business	6,207.7	6,668.6	+ 460.9	+ 155.7	+ 2.5%
Financial Services Business	1,853.6	2,114.3	+ 260.6	+ 183.6	+ 9.9%
Life Creation and Other Businesses	227.1	291.9	+ 64.7	+ 51.9	+ 22.9%
Total	9,546.7	10,677.0	+ 1,130.3	+ 670.7	+ 7.0%
Market average rate (Yen)					
U.S. Dollar	106	111			

Yen (billion)

Three Months	Japan		North America		Europe		Asia		Other Regions	
	FY21	FY22	FY21	FY22	FY21	FY22	FY21	FY22	FY21	FY22
Sales Revenue	1,078.2	1,121.6	2,167.8	1,954.0	173.5	131.0	1,028.9	1,131.3	137.7	162.5
Operating Profit	43.6	11.6	149.9	134.6	7.1	4.8	79.1	98.3	- 1.6	1.5
Change (%)	- 73.4%		- 10.2%		- 31.2%		+ 24.3%		+ 3.2 billion yen	

Nine Months	Japan		North America		Europe		Asia		Other Regions	
	FY21	FY22	FY21	FY22	FY21	FY22	FY21	FY22	FY21	FY22
Sales Revenue	2,749.7	3,220.6	5,470.9	6,022.3	472.6	529.3	2,454.4	2,892.1	315.3	448.3
Operating Profit	- 31.3	26.6	269.2	414.0	18.3	17.7	170.0	232.2	0.4	18.6
Change (%)	+ 58.0 billion yen		+ 53.8%		- 3.2%		+ 36.6%		+ 18.2 billion yen	

Yen (billion)	QTD			YTD		
	FY21 Results	FY22 Results	Change	FY21 Results	FY22 Results	Change
Capital expenditures	92.4	65.5	- 26.8	212.5	192.4	- 20.0
Depreciation and amortization	92.2	86.4	- 5.7	272.7	280.1	+ 7.3
Research and development expenditures	188.2	202.9	+ 14.7	544.2	568.7	+ 24.5

Sales Revenue/Operating Profit by Business Segment

Yen (billion)

Segment Information	QTD										YTD			
	FY21				FY22				Change	Change (%)	FY21 Results	FY22 Results	Change	Change (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q						
Sales Revenue														
Motorcycle Business	274.2	493.0	490.8	529.1	518.2	505.5	578.3		+ 87.5	+ 17.8%	1,258.1	1,602.0	+ 343.9	+ 27.3%
Automobile Business	1,255.7	2,467.0	2,638.1	2,418.4	2,252.4	2,182.4	2,388.7		- 249.3	- 9.5%	6,360.9	6,823.6	+ 462.7	+ 7.3%
Financial Services Business	579.0	666.5	617.6	643.6	767.4	676.3	672.6		+ 54.9	+ 8.9%	1,863.1	2,116.4	+ 253.2	+ 13.6%
LC & Other Businesses	68.2	86.7	86.4	100.4	99.2	98.4	111.2		+ 24.8	+ 28.8%	241.4	308.9	+ 67.5	+ 28.0%
Reconciling items	- 53.4	- 62.1	- 61.4	- 67.7	- 53.5	- 58.4	- 62.2		- 0.7	-	- 176.9	- 174.1	+ 2.8	-
Total	2,123.7	3,651.3	3,771.5	3,623.8	3,583.8	3,404.3	3,688.7		- 82.7	- 2.2%	9,546.7	10,677.0	+ 1,130.3	+ 11.8%
Operating Profit														
Motorcycle Business	11.2	68.4	72.7	72.2	80.6	67.4	84.2		+ 11.5	+ 15.9%	152.3	232.3	+ 80.0	+ 52.5%
Automobile Business	- 195.8	125.3	123.1	37.6	70.6	46.4	71.4		- 51.6	- 42.0%	52.6	188.5	+ 135.9	+ 258.3%
Financial Services Business	71.5	93.2	85.7	106.3	92.2	84.5	81.3		- 4.3	- 5.1%	250.5	258.1	+ 7.5	+ 3.0%
LC & Other Businesses	- 0.5	- 4.1	- 3.8	- 3.0	- 0.3	0.5	- 7.5		- 3.7	-	- 8.5	- 7.4	+ 1.1	-
Total	- 113.6	282.9	277.7	213.2	243.2	198.9	229.4		- 48.2	- 17.4%	447.0	671.6	+ 224.6	+ 50.3%
Operating profit from aircraft and aircraft engines	- 7.1	- 8.1	- 9.1	- 7.8	- 8.3	- 7.2	- 8.0		+ 1.1	-	- 24.5	- 23.6	+ 0.8	-
Total Assets of Finance Subsidiaries	10,202.2	10,234.9	10,280.5	10,832.6	10,862.3	10,902.9	10,914.9		+ 634.4	+ 6.2%				

Honda Group Unit Sales/Consolidated Unit Sales

Unit (thousand)

Honda Group Unit Sales	QTD									YTD			Forecast			
	FY21				FY22					Change	FY21 Results	FY22 Results	Change	FY21 Results	FY22 Forecast	Change
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	Change							
Motorcycles	1,855	4,467	4,269	4,541	3,879	4,294	4,602		+ 333	10,591	12,775	+ 2,184	15,132	17,040	+ 1,908	
Japan	50	59	46	60	59	67	54		+ 8	155	180	+ 25	215	240	+ 25	
North America	61	80	99	92	101	113	118		+ 19	240	332	+ 92	332	420	+ 88	
Europe	61	63	35	75	108	76	56		+ 21	159	240	+ 81	234	320	+ 86	
Asia	1,572	3,930	3,755	4,062	3,245	3,670	3,987		+ 232	9,257	10,902	+ 1,645	13,319	14,610	+ 1,291	
Other Regions	111	335	334	252	366	368	387		+ 53	780	1,121	+ 341	1,032	1,450	+ 418	
Automobiles	792	1,253	1,380	1,121	998	917	1,085		- 295	3,425	3,000	- 425	4,546	4,200	- 346	
Japan	129	143	146	174	133	115	137		- 9	418	385	- 33	592	550	- 42	
North America	159	460	479	382	346	321	311		- 168	1,098	978	- 120	1,480	1,330	- 150	
Europe	16	34	27	24	28	28	20		- 7	77	76	- 1	101	105	+ 4	
Asia	473	581	687	506	462	420	583		- 104	1,741	1,465	- 276	2,247	2,090	- 157	
Other Regions	15	35	41	35	29	33	34		- 7	91	96	+ 5	126	125	- 1	
Life Creation	1,083	1,370	1,402	1,768	1,708	1,522	1,270		- 132	3,855	4,500	+ 645	5,623	5,950	+ 327	
Japan	80	78	75	103	87	97	82		+ 7	233	266	+ 33	336	345	+ 9	
North America	524	647	644	802	880	717	495		- 149	1,815	2,092	+ 277	2,617	2,570	- 47	
Europe	170	176	221	362	279	220	263		+ 42	567	762	+ 195	929	1,145	+ 216	
Asia	257	383	372	393	362	394	317		- 55	1,012	1,073	+ 61	1,405	1,470	+ 65	
Other Regions	52	86	90	108	100	94	113		+ 23	228	307	+ 79	336	420	+ 84	

Consolidated Unit Sales

Motorcycles	1,221	3,023	3,019	3,001	2,392	2,695	2,877		- 142	7,263	7,964	+ 701	10,264	10,695	+ 431
Japan	50	59	46	60	59	67	54		+ 8	155	180	+ 25	215	240	+ 25
North America	61	80	99	92	101	113	118		+ 19	240	332	+ 92	332	420	+ 88
Europe	61	63	35	75	108	76	56		+ 21	159	240	+ 81	234	320	+ 86
Asia	938	2,486	2,505	2,522	1,758	2,071	2,262		- 243	5,929	6,091	+ 162	8,451	8,265	- 186
Other Regions	111	335	334	252	366	368	387		+ 53	780	1,121	+ 341	1,032	1,450	+ 418
Automobiles	337	753	809	718	608	574	610		- 199	1,899	1,792	- 107	2,617	2,465	- 152
Japan	113	125	128	154	118	97	120		- 8	366	335	- 31	520	460	- 60
North America	159	460	479	382	346	321	311		- 168	1,098	978	- 120	1,480	1,330	- 150
Europe	16	34	27	24	28	28	20		- 7	77	76	- 1	101	105	+ 4
Asia	34	99	134	123	87	95	125		- 9	267	307	+ 40	390	445	+ 55
Other Regions	15	35	41	35	29	33	34		- 7	91	96	+ 5	126	125	- 1
Life Creation	1,083	1,370	1,402	1,768	1,708	1,522	1,270		- 132	3,855	4,500	+ 645	5,623	5,950	+ 327
Japan	80	78	75	103	87	97	82		+ 7	233	266	+ 33	336	345	+ 9
North America	524	647	644	802	880	717	495		- 149	1,815	2,092	+ 277	2,617	2,570	- 47
Europe	170	176	221	362	279	220	263		+ 42	567	762	+ 195	929	1,145	+ 216
Asia	257	383	372	393	362	394	317		- 55	1,012	1,073	+ 61	1,405	1,470	+ 65
Other Regions	52	86	90	108	100	94	113		+ 23	228	307	+ 79	336	420	+ 84