

# FY17 Financial Results



Honda Motor Co., Ltd.

April 28, 2017

Acura MDX Sport Hybrid (U.S.)



# **Topics**

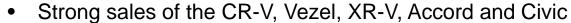
- FY17 News Topics
- FY17 Financial Results
- FY18 Financial Forecasts
- Dividend



# FY17 News Topics

- Global automobile sales setting a new historical record
- U.S. automobile sales surpassed 1.6 million units establishing a new all-time sales record
  - Launch of all-new Ridgeline (Jun. 2016)
  - Launch of all-new CR-V (Dec. 2016)







- Vezel was the top-selling SUV for the third consecutive year
- N-BOX Series achieved highest sales in the mini-vehicle segment
- India \* Honda's production exceeded 5 million units for the first time



\*subsidiary in India

## (Open innovation and Collaboration)

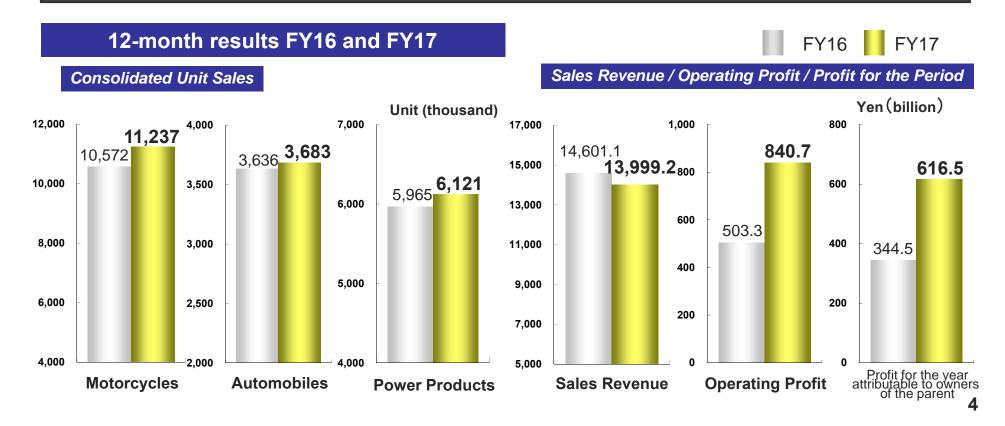
- ➤ Discussions to start with Waymo, a unit of Google parent Alphabet Inc., on technical collaboration for self-driving automobile technology (Dec. 22, 2016)
- ➤ Establishment of a manufacturing joint venture with GM to produce hydrogen fuel cell systems announced (Jan. 30, 2017)
- Finalized a contract with Hitachi Automotive Systems to establish a joint venture company to develop, produce and sell motors for electric vehicles (Mar. 24, 2017)
- Establishment of R&D Center X, which will focus on new value areas, announced (Feb. 28, 2017)



## Outline of FY17 Results Summary (Consolidated)

# **Results Summary**

Negative FOREX effects due to a stronger yen was more than offset by the positive effect of new model introductions and full model changes of existing models, cost reduction efforts, a decline in quality related expenses and the impact of pension accounting treatment, resulting in operating profit of **840.7** billion yen, a 67 % increase from the same period a year ago.



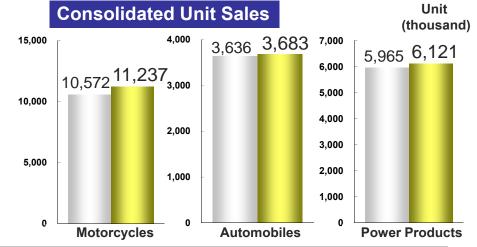


# FY17 Unit Sales Results

Handa Graun	12-Month Results				
Honda Group Unit Sales (thousand)	FY16	FY17	Change		
Motorcycles	17,055	17,661	+ 3.6%		
Automobiles	4,743	5,028	+ 6.0%		
Power Products	5,965	6,121	+ 2.6%		

Н	Ionda Group	o Un	it Sales	F'	Y16   F	Y17 Unit
20,000	17,055 <mark>17,661</mark>	6,000 5,000	4,743 <sup>5,028</sup>	7,000 6,000	•	ousand) 5,121
15,000	-	4,000	- 1,7 10	5,000	-	
10,000		3,000	-	4,000 3,000	-	
5,000	-	2,000 1,000	_	2,000 1,000		
0	Motorcycles	- <b>0</b>	Automobiles	- 0	Power Pr	oducts

Canadidated	12-Month Results				
Consolidated Unit Sales (thousand)	FY16	FY17	Change		
Motorcycles	10,572	11,237	+ 6.3%		
Automobiles	3,636	3,683	+ 1.3%		
Power Products	5,965	6,121	+ 2.6%		



#### **Honda Group Unit Sales**

- Increase in motorcycle unit sales due mainly to sales growth in India and Vietnam, despite a decline in sales in Brazil
- Increase in automobile unit sales due primarily to positive effect of new model introductions in China and North America



# FY17 Financial Results (consolidated)

Financial Decults	12 Months				
Financial Results Yen (billion)	FY16	FY17	Change		
Sales revenue	14,601.1	13,999.2	- 4.1%		
Operating profit	503.3	840.7	+ 67.0%		
Operating margin	3.4%	6.0%	+ 2.6 pt		
Share of profit of investments accounted for using the equity method	126.0	164.7	+ 30.8%		
Profit before income taxes	635.4	1,006.9	+ 58.5%		
Profit for the year attributable to owners of the parent	344.5	616.5	+ 79.0%		
Earnings per share *1 (Yen) attributable to owners of the parent	191.16	342.10	+150.94		
Market average rates (Yen)					

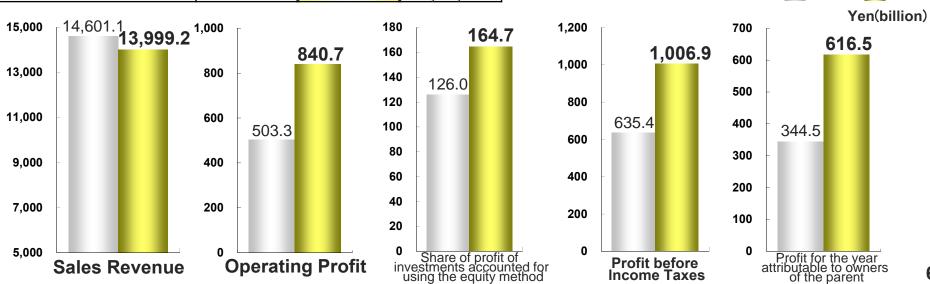
#### **Financial Summary**

For \*1, please refer to footnotes on page 36

Sales revenue decreased by 4.1% primarily due to negative foreign currency translation effects, despite an increase in sales in all business operations.

Operating profit increased by 67% due primarily to cost reduction efforts, a decline in SG&A expenses, including quality related expenses, and a pension accounting treatment, despite an increase in R&D expenses and negative foreign currency effects.







# FY18 Financial Forecast (Consolidated)

Yen (billion)

	FY17	FY18	Cha	nge
	Results	Forecast	amount	%
Sales revenue	13,999.2	14,200.0	+ 200.8	+ 1.4%
Operating profit	840.7	705.0	- 135.7	- 16.1%
Operating margin	6.0%	5.0%		- 1.0 pt
Share of profit of investments accounted for using the equity method	164.7	175.0	+ 10.2	+ 6.2%
Profit before income taxes	1,006.9	875.0	- 131.9	- 13.1%
Profit for the year attributable to owners of the parent	616.5	530.0	- 86.5	- 14.0%
Earnings per share (Yen) attributable to owners of the parent *1	342.10	294.07		- 48.03

For \*1, please refer to the footnote on page 36

Market average rates (Yen)

<b>US Dollar</b> 108 105 Yen up by 3 y
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# **Dividend**

Yen

Dividend per Share	FY16	FY17 ( Projection)	Increase/ Decrease from FY16	FY18 (Expectation)	Increase/ Decrease from FY17
1 <sup>st</sup> Quarter End	22	22	1	(24)	(+2)
2 <sup>nd</sup> Quarter End	22	22	-	(24)	(+2)
3 <sup>rd</sup> Quarter End	22	24	+ 2	( 24 )	( - )
4 <sup>th</sup> Quarter End	22	( 24 )	(+2)	( 24 )	( - )
Fiscal Year	88	( 92 )	(+4)	(96)	(+4)



# **Topics**

- FY17 4th Quarter and Twelve-Month Financial Results
  - 4th Quarter Financial Results
  - Honda Group Unit Sales Summary
  - Change in Sales Revenue
  - Change in Profit before Income Taxes
  - Business & Geographical Segment Information
  - Share of profit of investments accounted for using the equity method
  - Capital Expenditures
- FY18 Financial Forecast

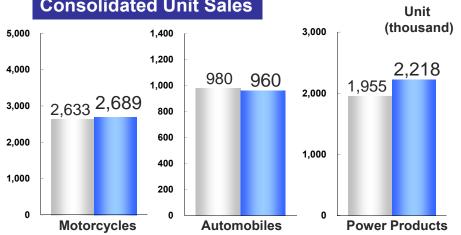


# FY17 4th Quarter Unit Sales

Honda Group	4Q Results (3 Months)				
Unit Sales (thousand)	FY16	FY17	Change		
Motorcycles	4,173	4,248	+ 1.8%		
Automobiles	1,229	1,285	+ 4.6%		
Power Products	1,955	2,218	+ 13.5%		

	Honda	Group	o Un	it Sales	F)	/16 FY17
5,000	4,173		1,400	1,229 1,2	285 3,000	Unit (thousand)
4,000	4,173		1,200 1,000			2,218
3,000	-		800		2,000	
2,000			400		1,000	
1,000			200			
C.	Motor	cycles	. 0	Automob	oiles	Power Products
	Canac	lidata	ما ا ا	it Calaa		

Canaalidatad	4Q Results (3 Months)				
Consolidated Unit Sales (thousand)	FY16	FY17	Change		
Motorcycles	2,633	2,689	+ 2.1%		
Automobiles	980	960	- 2.0%		
Power Products	1,955	2,218	+ 13.5%		



#### **Honda Group Unit Sales**

- Increase in motorcycle unit sales due mainly to sales growth in Pakistan and Vietnam, despite a decline in sales in Indonesia
- Increase in automobile unit sales due primarily to positive effect of new model introductions in China and Malaysia

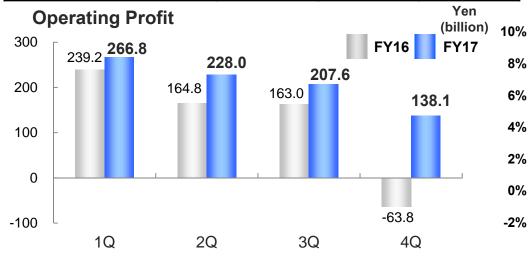


# FY17 4th Quarter Financial Results (Consolidated)

Financial Decults	4Q Results (3 Months)				
Financial Results Yen (billion)	FY16	FY17	Change		
Sales revenue	3,657.8	3,763.4	+ 2.9%		
Operating profit	- 63.8	138.1	-		
Operating margin	- 1.7%	3.7%	+ 5.4pt		
Share of profit of investments accounted for using the equity method	8.3	48.5	+ 479.0%		
Profit before income taxes	- 58.7	186.9	-		
Profit for the period attributable to owners of the parent	- 93.4	95.9	-		
Earnings per share *1 (Yen) attributable to owners of the parent	- 51.85	53.24	+ 105.09		

Market average rates (Yen)

US Dollar	115	114	Yen up by 1yen
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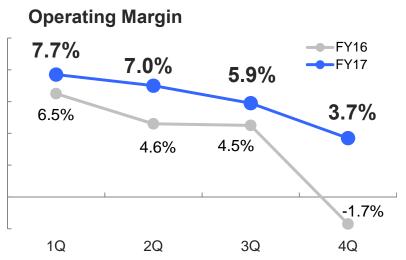


#### **Financial Summary**

Sales revenue increased 2.9% primarily due to an increase in revenues in financial services business operations and automobile business operations.

Operating profit increased by JPY 201.9 billion due primarily to cost reduction efforts and a decrease in SG&A expenses, including quality related costs, despite an increase in R&D expenses and negative foreign currency effects.

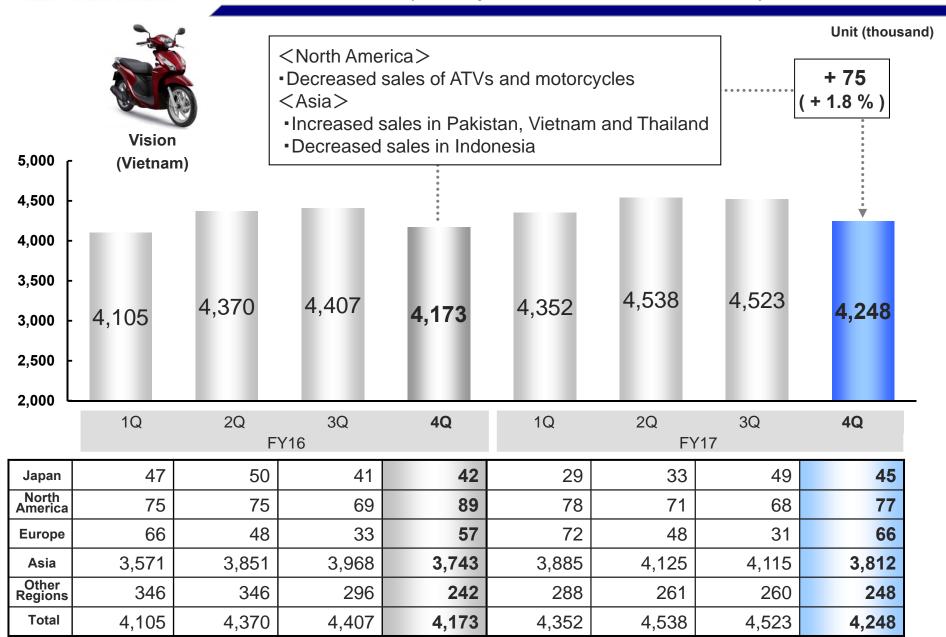
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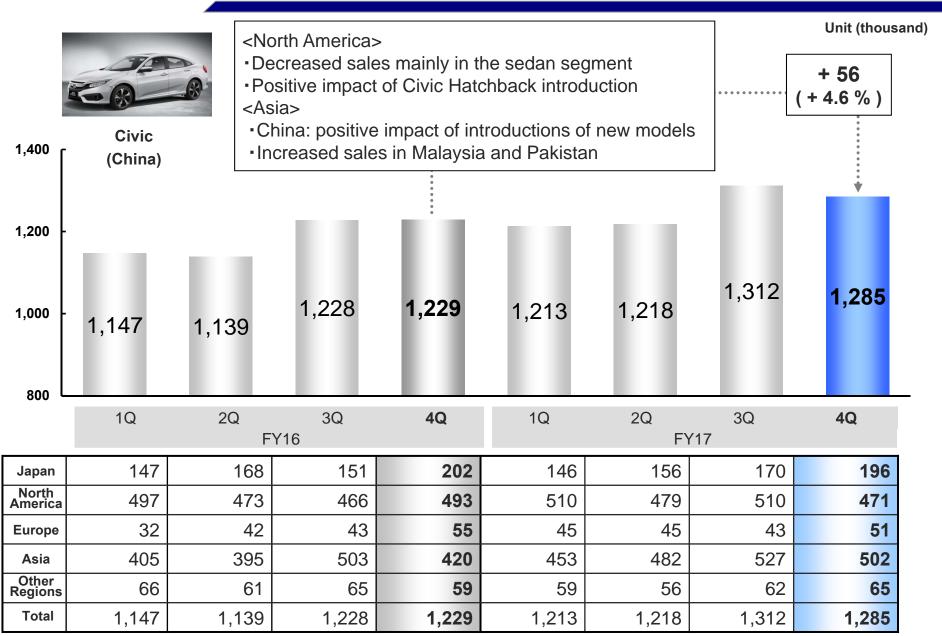
## Motorcycle - Honda Group Unit Sales

(Motorcycles + All-Terrain Vehicles, etc.)



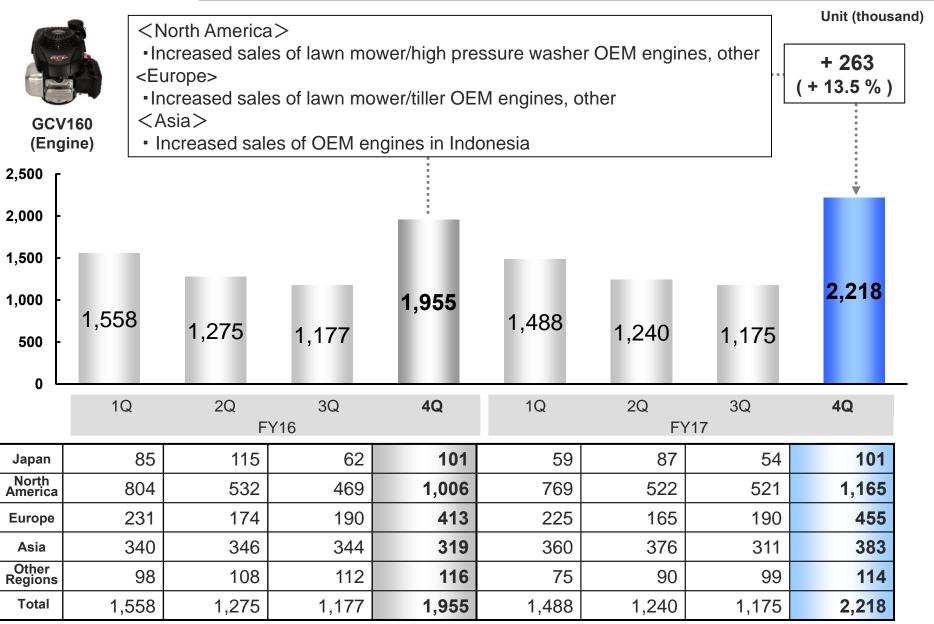


# Automobiles - Honda Group Unit Sales





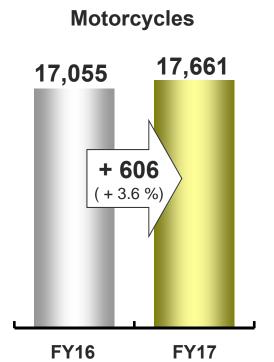
# Power Products - Honda Group Unit Sales

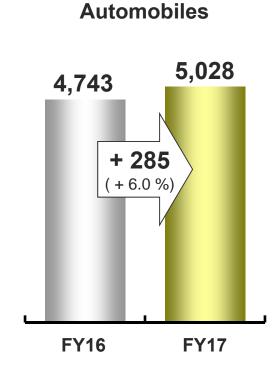


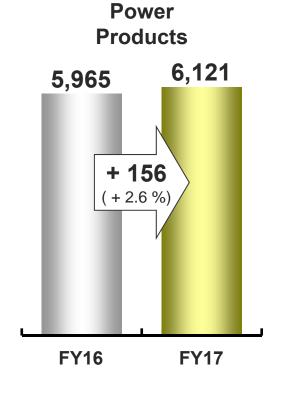


# Honda Group Unit Sales <FY17 Twelve Months>

Unit (thousand)







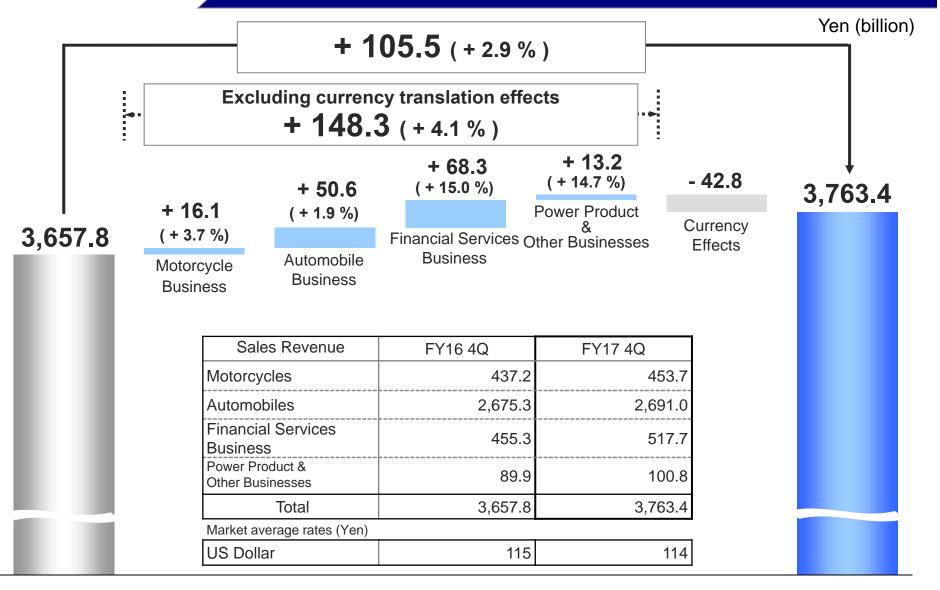
	FY16	FY17	Change
Japan	180	156	- 24
North America	308	294	- 14
Europe	204	217	+ 13
Asia	15,133	15,937	+ 804
Other Regions	1,230	1,057	- 173
Total	17,055	17,661	+ 606

Change	FY17	FY16
- 0	668	668
+ 41	1,970	1,929
+ 12	184	172
+ 241	1,964	1,723
- 9	242	251
+ 285	5,028	4,743

FY17	FY16
301	363
2,977	2,811
1,035	1,008
1,430	1,349
378	434
6,121	5,965
	301 2,977 1,035 1,430 378



# Change in Sales Revenue <FY17 4th Qtr>

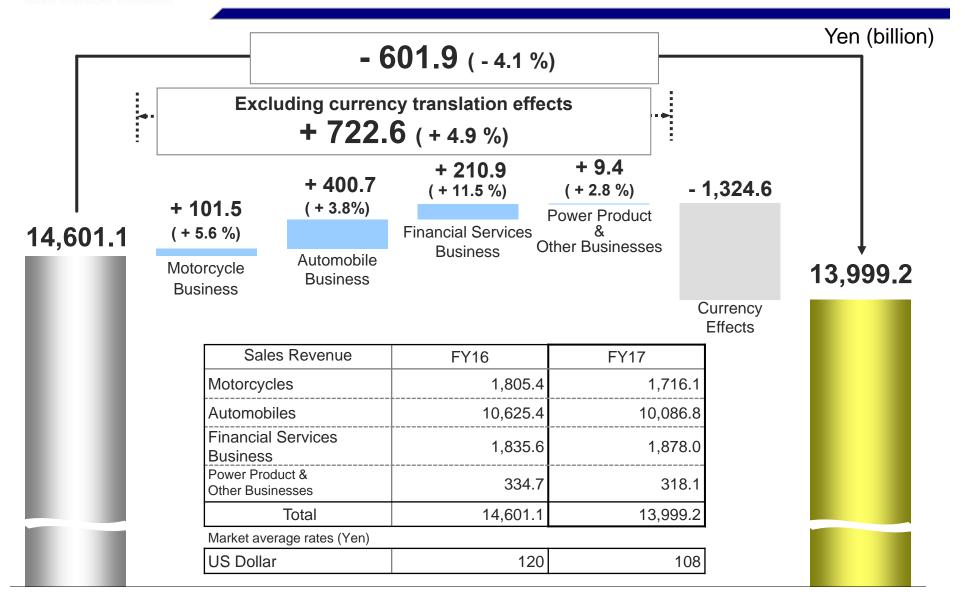


**FY16 4Q** 

**FY17 4Q** 



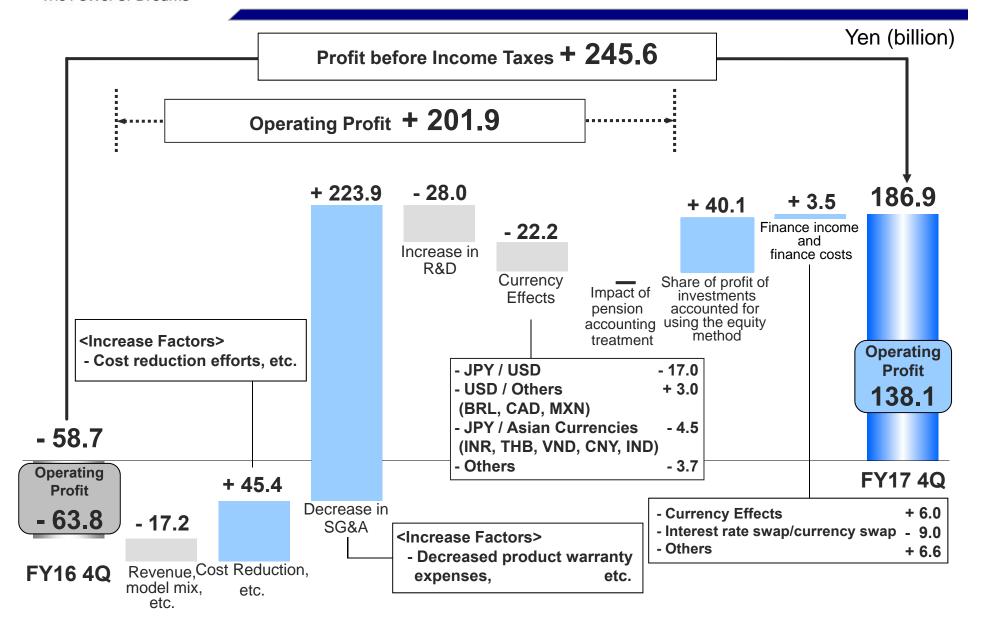
# Change in Sales Revenue <FY17 Twelve months>



**FY16** 

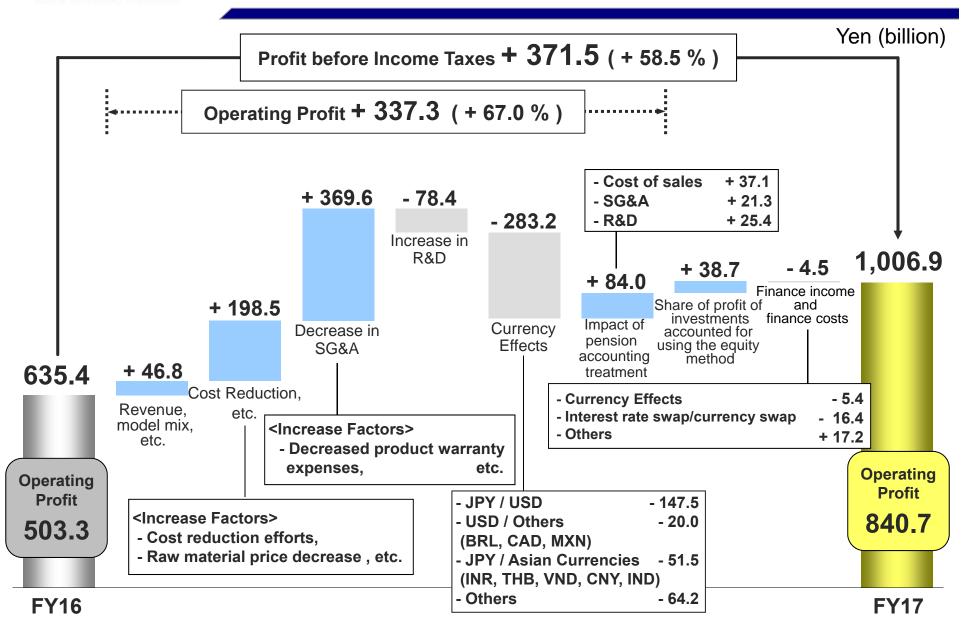


## Change in Profit before Income Taxes <FY17 4th Qtr>





## Change in Profit before Income Taxes <FY17 Twelve Months>



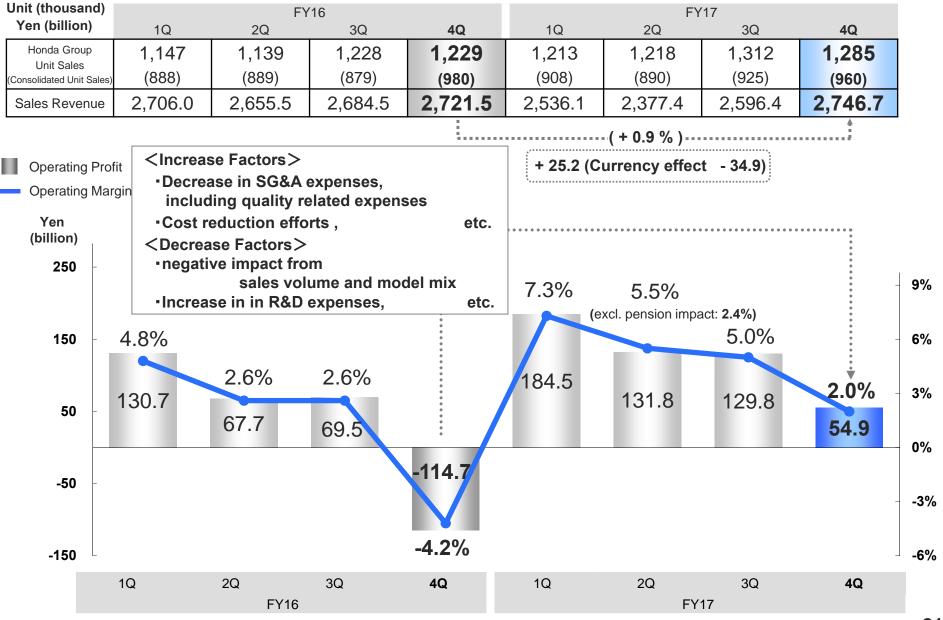


# Motorcycle Business Sales Revenue / Operating Profit (Margin)

Unit (thousand)		FY	/16			F	Y17		
Yen (billion)	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
Honda Group Unit Sales	4,105	4,370	4,407	4,173	4,352	4,538	4,523	4,248	
(Consolidated Unit Sales)	(2,545)	(2,740)	(2,654)	(2,633)	(2,831)	(3,042)	(2,675)	(2,689)	
Sales Revenue	472.7	453.2	442.1	437.2	432.4	409.3	420.6	453.7	
						-( + 3.8 % )			_
Yen (billion)	Operati	ing Profit				urrency effe			
(billion)		ing Margin							200/
	— Орстан	ing Margin				14.5%			20%
	11.8%		44.007		(excl. pe	nsion impact: 1	12.9%)	-	15%
	11.0 /0	10.8%	11.2%				10.0%		
				6.3%	7.2%		101070	<b>8.4</b> % -	10%
				0.0 /0					
		<increase f<="" td=""><td>actors&gt;</td><td></td><td>• • • • • • •</td><td>• • • • • • • • • • • • • •</td><td>• • • • • • • • • • • • • • •</td><td>-</td><td>5%</td></increase>	actors>		• • • • • • •	• • • • • • • • • • • • • •	• • • • • • • • • • • • • • •	-	5%
80		•	ction efforts,		etc.			•	0%
		<decrease< td=""><td>Factors&gt;</td><td></td><td></td><td></td><td></td><td>: (+ 38.1 % )</td><td>0,0</td></decrease<>	Factors>					: (+ 38.1 % )	0,0
60		<ul> <li>Negative</li> </ul>	foreign currei	ncy effects,	etc.				
				• • •	0.4.4			•	
40				27.6	31.1	50 F			
20	55.5	49.0	49.5			59.5	41.8	20.4	
20							41.0	38.1	
0									
-									
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
		FY16				FY	′17		



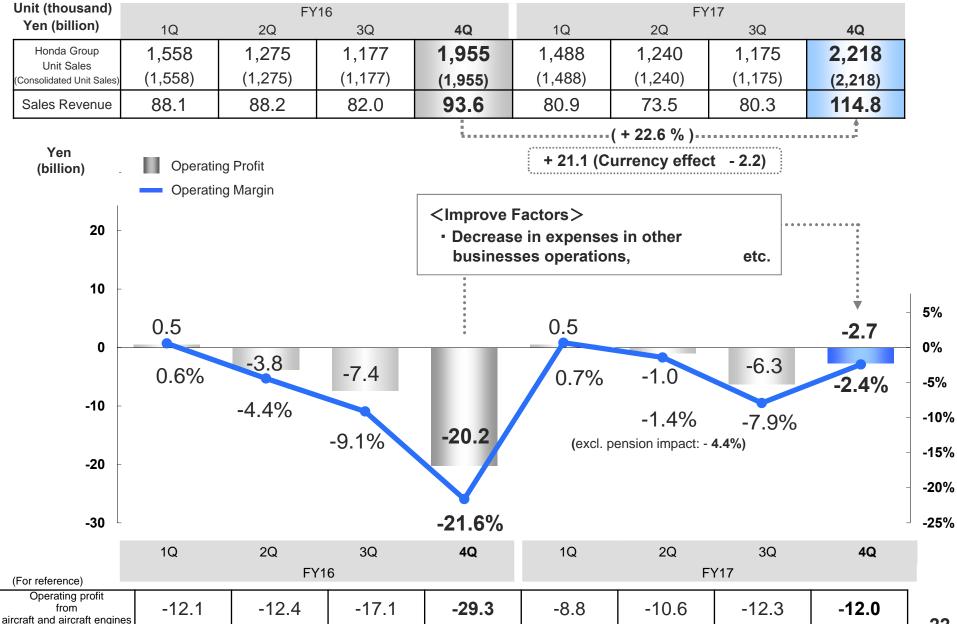
## Automobile Business Sales Revenue/Operating Profit (Margin)





#### Power Product & Other Businesses

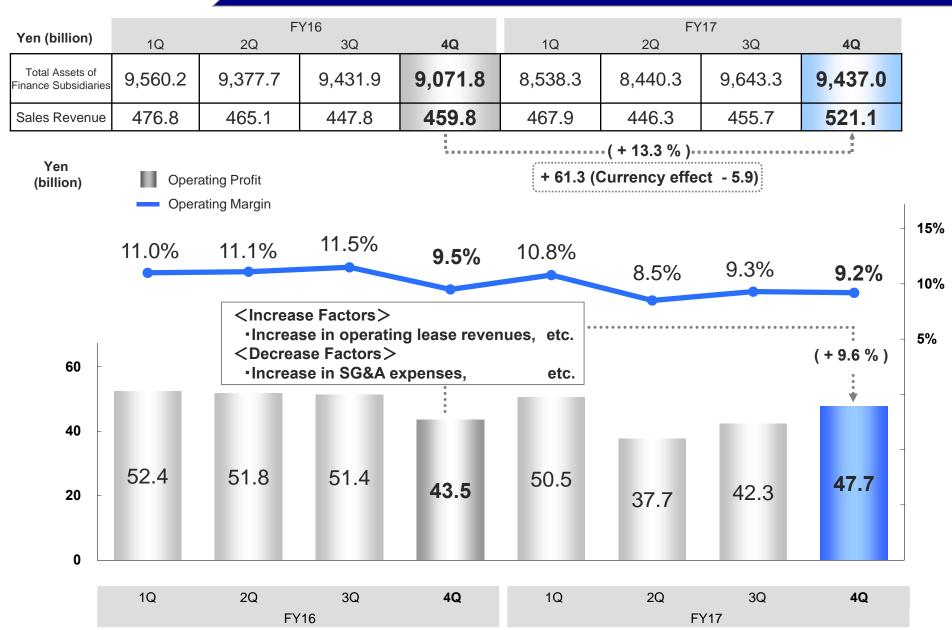
Sales Revenue/Operating Profit (Margin)





#### Financial Services Business

Total Assets/Sales Revenue/Operating Profit (Margin)





# Sales Revenue/Operating Profit (Margin) by Business Segment <FY17 Twelve Months >

#### Motorcycle Business

# Unit (thousand) Yen (billion) Twelve Months FY16 FY17 Honda Group Unit Sales (Consolidated Unit Sales) 17,055 17,661 Sales Revenue 1,805.4 1,716.1

#### Automobile Business

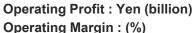
Twelve Months		
FY16	FY17	
4,743 (3,636)	5,028 (3,683)	
10,767.6	10,256.6	

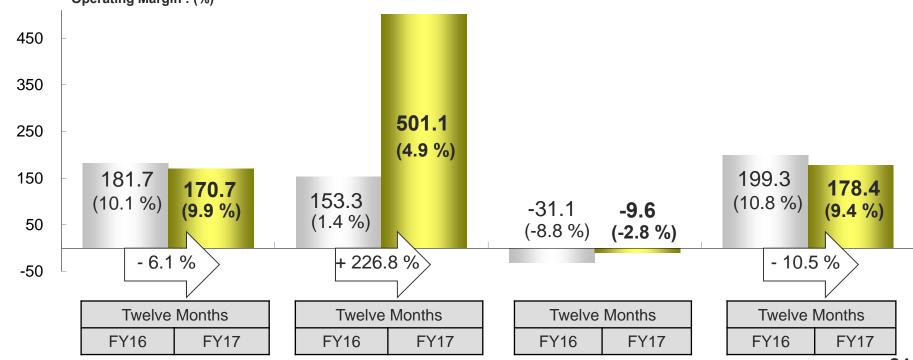
#### Power Product and Other Businesses

Twelve Months		
FY16	FY17	
5,965 (5,965)	6,121 (6,121)	
352.2	349.6	

# Financial Services Business

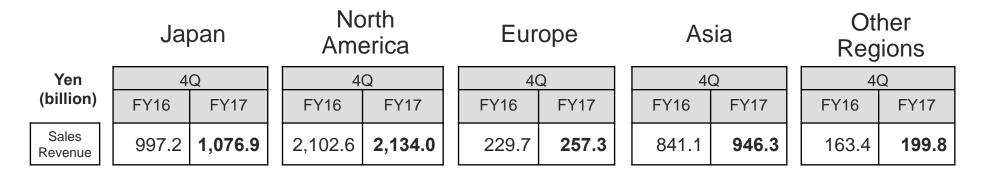
Twelve	Twelve Months		
FY16	FY17		
_	1		
(-)	(-)		
1,849.7	1,891.2		

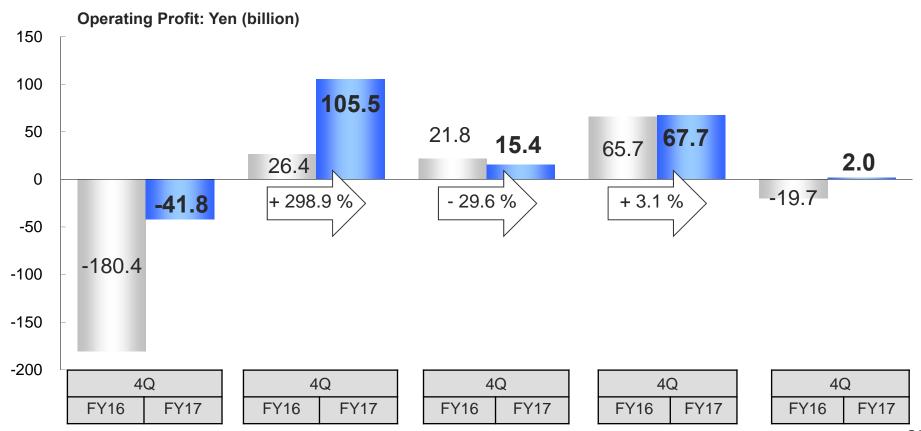






# Sales Revenue/Operating Profit by Geographical Segment <FY17 4th Qtr>

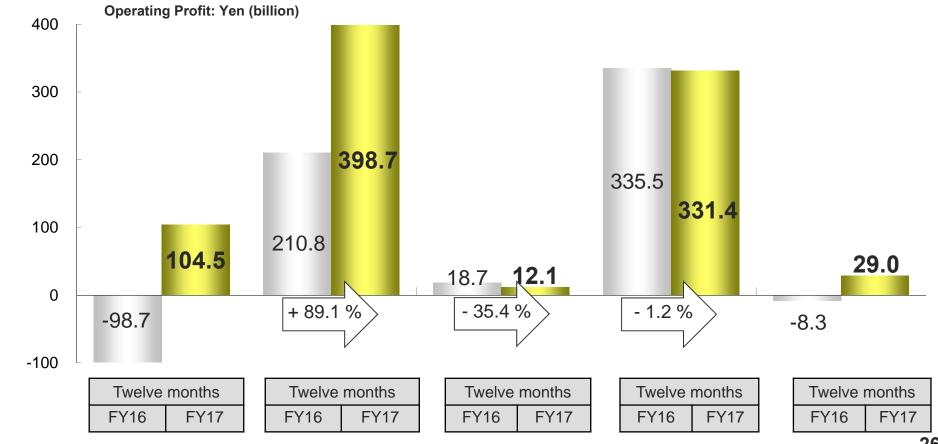






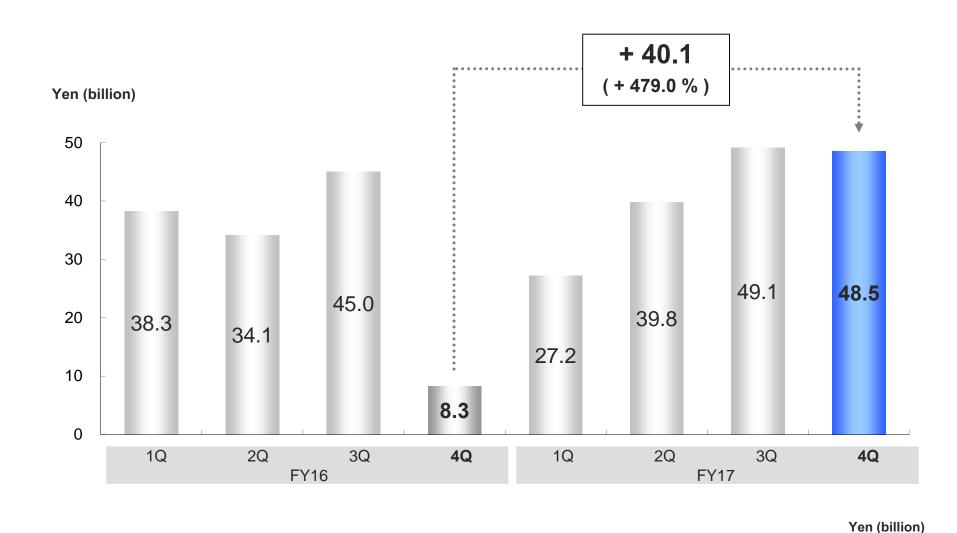
## Sales Revenue/Operating Profit by Geographical Segment <FY17 Twelve months>

#### North Other Japan Europe Asia America Regions Twelve months Twelve months Twelve months Twelve months Twelve months Yen (billion) FY17 FY17 FY17 FY17 **FY16 FY17** FY16 **FY16** FY16 FY16 Sales 3,928.5 4,113.4 8,537.0 8,098.0 789.3 3,535.3 **3,456.0** 733.4 776.0 808.6 Revenue





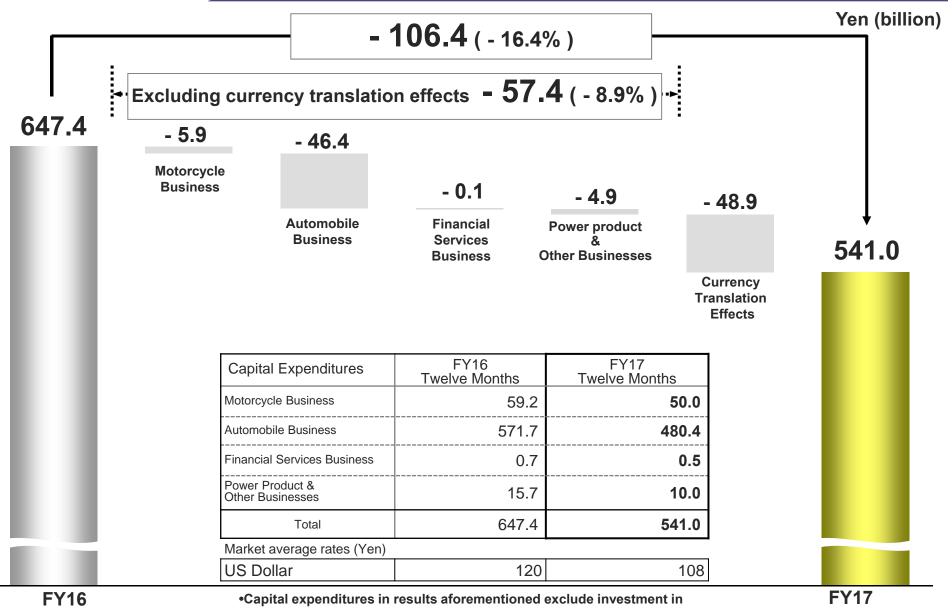
# Share of Profit of Investments Accounted for Using the Equity Method



From Asia 32.5 28.9 39.4 <b>24.3</b> 39.3 36.2 40.8	43.8
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## Consolidated Capital Expenditures <FY17 Twelve months>



**Twelve Months** 

Twelve Months 28

operating leases, finance leases and intangible assets.



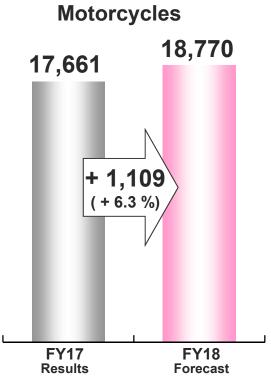
# **Topics**

- FY17 4th Quarter and Twelve-Month Financial Results
  - 4th Quarter Financial Results
  - Honda Group Unit Sales
  - Change in Sales Revenue
  - Change in Profit before Income Taxes
  - Business & Geographical Segment Information
  - Share of Profit of Investments

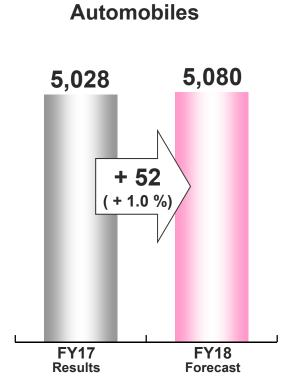
    Accounted for using the Equity Method
  - Capital Expenditures
- FY18 Financial Forecast



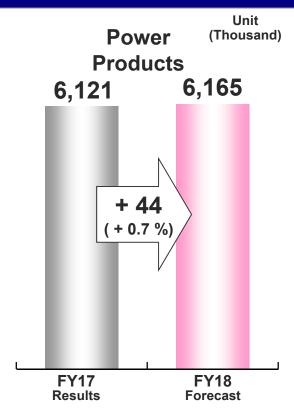
# Forecast: Honda Group Unit Sales



			_
	FY17 Results	FY18 Forecast	Change
Japan	156	170	+ 14
North America	294	315	+ 21
Europe	217	220	+ 3
Asia	15,937	17,015	+ 1,078
Other Region	1,057	1,050	- 7
Total	17,661	18,770	+ 1,109



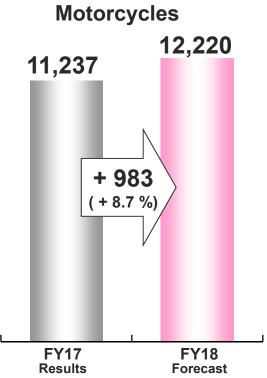
Change	FY18 Forecast	FY17 Results
+ 12	680	668
- 50	1,920	1,970
- 9	175	184
+ 96	2,060	1,964
+ 3	245	242
+ 52	5,080	5,028



Change	FY18 Forecast	FY17 Results
- 36	265	301
+ 33	3,010	2,977
- 5	1,030	1,035
+ 30	1,460	1,430
+ 22	400	378
+ 44	6,165	6,121



#### Forecast: Consolidated Unit Sales



FY18 Forecast

170

315

220

10,465

1,050

12,220

**FY17** 

Results

Japan North

America

Europe

Asia Other

Region Total 156

294

217

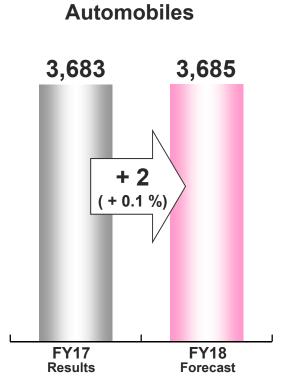
9,513

1,057

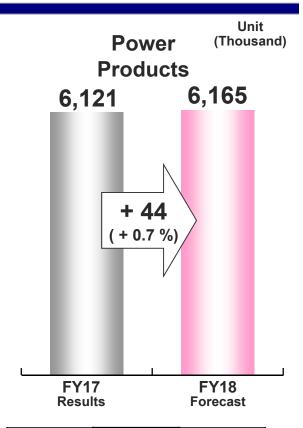
11,237



+ 983



Change	FY18 Forecast	FY17 Results
+ 12	615	603
- 50	1,920	1,970
- 9	175	184
+ 46	730	684
+ 3	245	242
+ 2	3,685	3,683



FY17 Results	FY18 Forecast	Change
301	265	- 36
2,977	3,010	+ 33
1,035	1,030	- 5
1,430	1,460	+ 30
378	400	+ 22
6,121	6,165	+ 44



# FY18 Financial Forecast (Consolidated)

Yen (billion)

	FY17	FY18	Change		
	Results	Forecast	amount	%	
Sales revenue	13,999.2	14,200.0	+ 200.8	+ 1.4%	
Operating profit	840.7	705.0	- 135.7	- 16.1%	
Operating margin	6.0%	5.0%	- 1.0 p		
Share of profit of investments accounted for using the equity method	164.7	175.0	+ 10.2	+ 6.2%	
Profit before income taxes	1,006.9	875.0	- 131.9	- 13.1%	
Profit for the year attributable to owners of the parent	616.5	530.0	- 86.5	- 14.0%	
Earnings per share (Yen) attributable to owners of the parent *1	342.10	294.07		- 48.03	

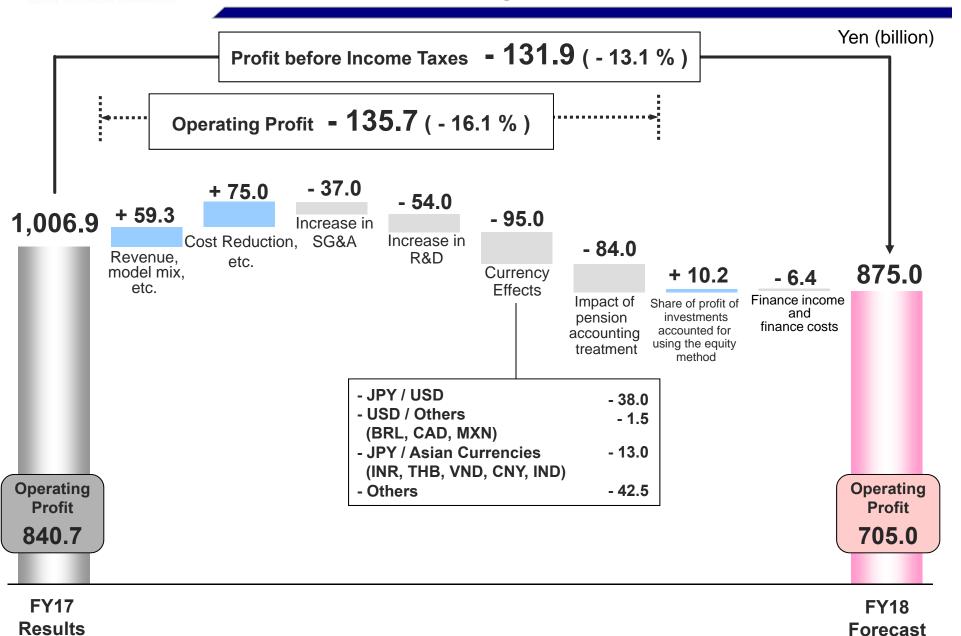
For \*1, please refer to the footnote on page 36

Market average rates (Yen)

US Dollar	108	105	Yen up by 3 yen
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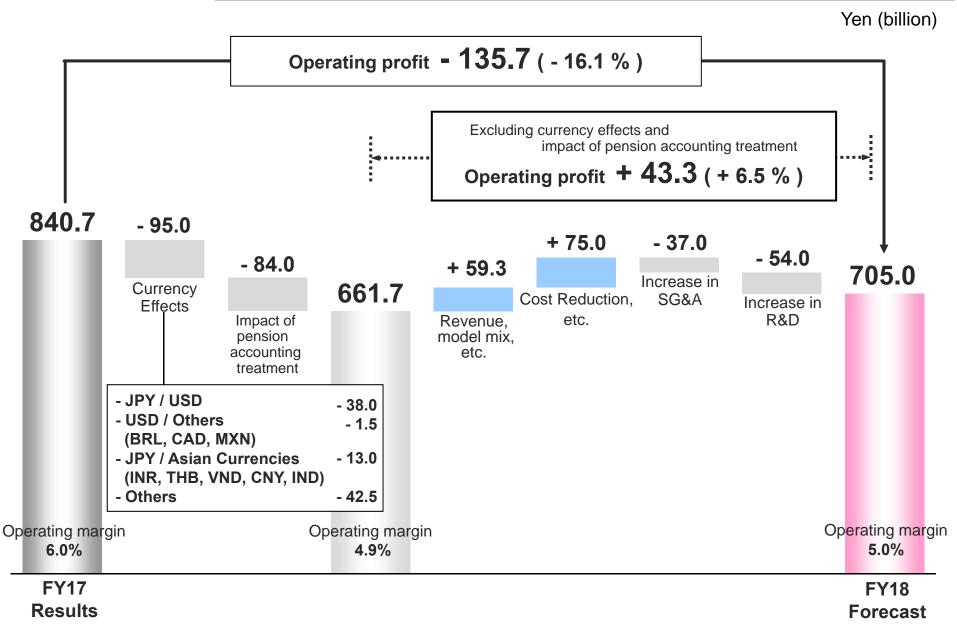


# FY18 Forecast: Change in Profit before Income Taxes





# FY18 Forecast: Change in Operating Profit





## FY18 Forecast: Capital Expenditures, Depreciation and R&D

Yen (billion)

	FY17 Results	FY18 Forecast	Change
Capital expenditures *	541.0	530.0	- 11.0
Depreciation and amortization *	437.6	450.0	+ 12.3
Research and development expenditures **	685.3	750.0	+ 64.6

<sup>\*</sup> Capital expenditures as well as Depreciation and amortization in results and forecast aforementioned exclude investment in operating leases, finance leases and intangible assets

<sup>\*\*</sup> 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 our Consolidated Statement of Income. Research and development expenditures aforementioned exclude decrease of 25.4 billion yen due to the impact of pension accounting treatment in FY17 2nd quarter.

#### 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 standards 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 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.

- 4th Quarter FY16: 1,802,283,000 (approx), FY17: 1,802,280,000 (approx) (page 11)
- Fiscal Year FY16: 1,802,285,000 (approx), FY17: 1,802,282,000 (approx), FY18 forecasts: 1,802,280,000 (approx) (pages 6, 7 and 32)

<sup>\*1</sup> Earnings per share attributable to owners of the parent is calculated based on weighted average number of shares outstanding as shown below:



# Appendix



## Capital Expenditures, Depreciation and R&D <FY17 4th Qtr>

#### Yen (billion)

	4Q						
	FY16	FY16 <b>FY17</b>					
Capital expenditures *	184.3	172.3	- 12.0				
Depreciation and amortization *	111.0	126.6	+ 15.5				
Research and development expenditures **	207.0	211.5	+ 4.5				

Twelve Months							
FY16	FY17	Change					
647.4	541.0	- 106.4					
440.4	437.6	- 2.8					
719.8	685.3	- 34.4					

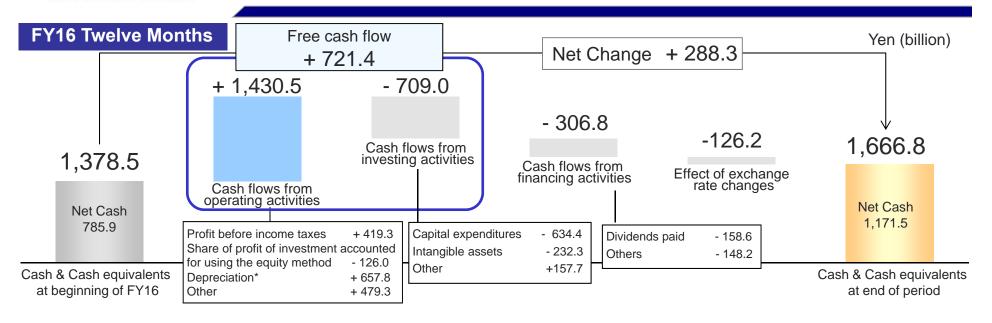
<sup>\*</sup> Capital expenditures as well as Depreciation and amortization in results aforementioned exclude investment in operating leases, finance leases and intangible assets.

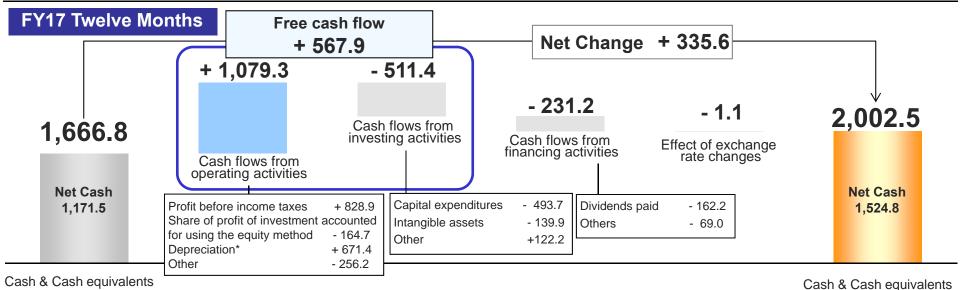
<sup>\*\*</sup> Research and development expenditures are research and development activity related costs incurred during the reporting period. In accordance with IFRS, a portion of research and development expenditures is recognized as an intangible asset and amortized over its estimated useful life. As such, this amount is not in conformity with "Research and development" on our Consolidated Statement of Income. Research and development expenditures aforementioned exclude decrease of 25.4 billion yen due to the impact of pension accounting treatment in FY17 2<sup>nd</sup> quarter.



at beginning of FY17

#### Cash Flows of Non-financial Services Businesses





<sup>\*</sup>Depreciation, amortization and impairment losses excluding equipment on operating leases

at end of period



# Quarterly Consolidated Unit Sales <IFRS>

11.2	FY16				FY17				12 months			
Unit (thousand)	1Q	2Q	3Q	4Q	12 months	1Q	2Q	3Q	4Q	12 months	Change	%
Japan	47	50	41	42	180	29	33	49	45	156	- 24	- 13.3%
North America	75	75	69	89	308	78	71	68	77	294	- 14	- 4.5%
Europe	66	48	33	57	204	72	48	31	66	217	+ 13	+ 6.4%
Asia	2,011	2,221	2,215	2,203	8,650	2,364	2,629	2,267	2,253	9,513	+ 863	+ 10.0%
Other Region	346	346	296	242	1,230	288	261	260	248	1,057	- 173	- 14.1%
Motorcycles	2,545	2,740	2,654	2,633	10,572	2,831	3,042	2,675	2,689	11,237	+ 665	+ 6.3%
Japan	135	155	140	184	614	132	143	154	174	603	- 11	- 1.8%
North America	497	473	466	493	1,929	510	479	510	471	1,970	+ 41	+ 2.1%
Europe	32	42	43	55	172	45	45	43	51	184	+ 12	+ 7.0%
Asia	158	158	165	189	670	162	167	156	199	684	+ 14	+ 2.1%
Other Region	66	61	65	59	251	59	56	62	65	242	- 9	- 3.6%
Automobiles	888	889	879	980	3,636	908	890	925	960	3,683	+ 47	+ 1.3%
Japan	85	115	62	101	363	59	87	54	101	301	- 62	- 17.1%
North America	804	532	469	1,006	2,811	769	522	521	1,165	2,977	+ 166	+ 5.9%
Europe	231	174	190	413	1,008	225	165	190	455	1,035	+ 27	+ 2.7%
Asia	340	346	344	319	1,349	360	376	311	383	1,430	+ 81	+ 6.0%
Other Region	98	108	112	116	434	75	90	99	114	378	- 56	- 12.9%
Power Products	1,558	1,275	1,177	1,955	5,965	1,488	1,240	1,175	2,218	6,121	+ 156	+ 2.6%