

## *FY22 1st Quarter Financial Results*



August 4, 2021

- *Outline of FY22 1st Quarter Financial Results and FY22 Financial Forecasts*
- *FY22 1st Quarter Financial Results and FY22 Financial Forecasts*

# Honda Unit Sales <FY22 Three Months>

Unit (thousand)

	Motorcycles			Automobiles			Life Creation		
Honda Group Unit Sales	FY21	FY22	Change	FY21	FY22	Change	FY21	FY22	Change
Japan	50	<b>59</b>	+ 9	129	<b>133</b>	+ 4	80	<b>87</b>	+ 7
North America	61	<b>101</b>	+ 40	159	<b>346</b>	+ 187	524	<b>880</b>	+ 356
Europe	61	<b>108</b>	+ 47	16	<b>28</b>	+ 12	170	<b>279</b>	+ 109
Asia	1,572	<b>3,245</b>	+ 1,673	473	<b>462</b>	- 11 *	257	<b>362</b>	+ 105
Other Regions	111	<b>366</b>	+ 255	15	<b>29</b>	+ 14	52	<b>100</b>	+ 48
Total	1,855	<b>3,879</b>	+ 2,024	792	<b>998</b>	+ 206	1,083	<b>1,708</b>	+ 625
Change (%)			+ 109.1%			+ 26.0%			+ 57.7%
									* - 63 thousand in China are included
Consolidated Unit Sales	1,221	<b>2,392</b>	+ 1,171	337	<b>608</b>	+ 271	1,083	<b>1,708</b>	+ 625

Japan	Retail	
Three Months Results	Unit (thousand)	vs. FY21 (%)
Industry Demand	1,035	123.8
Unit Sales	134	106.2

(Source: Japan Automobile Dealers Association)



VEZEL  
Launched in Apr. 2021

**N**



## ■ Sales Results in FY22 (1Q)

### <Industry demand>

Demand recovered from the impact of COVID-19, exceeding the same period last year.

### <Honda>

Despite the impact of the semiconductor supply shortage, due mainly to the launch of new Vezel, exceeded the same period last year.

N Series: Reached 3-million-unit mark in cumulative sales in Japan.

## ■ Outlook/Forecast for FY22

### <Industry demand>

Outlook remains uncertain due mainly to concerns about the resurgence of COVID-19.

### <Honda>

Revised the previous forecast\*.

Strive to maximize sales by effects of launching new models such as Vezel and Civic which is scheduled to be introduced in autumn, 2021.

U.S.A.		Retail
Three Months Results	Unit (thousand)	vs. FY21 (%)
Industry Demand	4,413	150.2
Unit Sales	486	165.7

(Source: Autodata)



**RIDGELINE**  
Launched in Feb. 2021



**CIVIC Sedan**  
Launched in Jun. 2021

## ■ Sales Results in FY22 (1Q)

### <Industry demand>

Demand recovered significantly due mainly to the expansion of COVID-19 vaccine inoculation and economic stimulus measures, exceeding the same period last year.

### <Honda>

Renewed monthly sales record for three consecutive months.

Outperformed the market growth with light truck models as the main driver.

Launched new Civic in June, exceeded the sales plan.

## ■ Outlook/Forecast for FY22

### <Industry demand>

Expect the demand to stay strong, but the impact of the semiconductor supply shortage will remain.

### <Honda>

Revised the previous forecast.

Aim to minimize the impact of the semiconductor supply shortage by promoting the production recovery.

China	Retail	
Three Months Results	Unit (thousand)	vs. FY21 (%)
Industry Demand *	6,407	97.3
Unit Sales	396	101.6

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



XR-V



**BREEZE PHEV**

Announced in Apr. 2021

Scheduled to be released in the second half of 2021

## ■ Sales Results in FY22 (1Q)

### <Industry demand>

Despite of the demand recovery due mainly to the economic stimulus measures, lower than the same period last year because of some unfavorable factors such as semiconductor supply shortage.

### <Honda>

Due mainly to the strong sales of XR-V, outperformed market growth.

## ■ Outlook/Forecast for FY22

### <Industry demand>

Expect the demand to stay strong in CY21, but the impact of the semiconductor supply shortage will remain.

### <Honda>

Revised the previous forecast.

Strive to expand the sales volume by increasing EV lineup such as Breeze PHEV and launching new models.

Asia		Wholesale	
Three Months Results	Unit (thousand)	vs. FY21 (%)	
India	491	190.6	
Vietnam	590	142.0	
Thailand	336	250.3	
Philippines	130	284.6	
Indonesia	877	360.1	
Pakistan	331	315.5	
Total	2,755	229.3	

Other		Wholesale	
Three Months Results	Unit (thousand)	vs. FY21 (%)	
Brazil	251	385.2	
U.S.A.	50	133.6	
China	302	103.5	

## ■ Sales Results in FY22 (1Q)

<Industry demand>

Demand recovered from the impact of COVID-19, exceeding the same period last year.

<Honda>

Although production activities have been temporarily suspended in Asia, sales exceeded same period last year in all market.

## ■ Outlook/Forecast for FY22

<Industry demand>

Market outlook remains uncertain due to the resurgence of COVID-19 mainly in Asia.

<Honda>

Revised the previous forecast mainly in India.



BeAT ( Indonesia )



Air Blade 125/150 (Vietnam) 7

Operating profit:

Despite the impact of the semiconductor supply shortage and the increase in raw material costs, due mainly to a positive effect of initiatives to solidify existing businesses and the increase in unit sales compared with the same period last year which was greatly affected by COVID-19, operating profit increased by 356.9 billion yen (YoY) to 243.2 billion yen.

Profit for the Period : \*1

Due mainly to the increase in share of profit of investments accounted for using the equity method, increased by 303.3 billion yen to 222.5 billion yen.

Unit (thousand)

Honda Group Unit Sales (Consolidated Unit Sales)	QTD			Income Statements Yen (billion)	QTD		
	FY21 Results	FY22 Results	Change		FY21 Results	FY22 Results	Change
Motorcycles	1,855	<b>3,879</b>	+ 109.1%	Sales revenue	2,123.7	<b>3,583.8</b>	+ 68.7%
	(1,221)	<b>(2,392)</b>	(+ 95.9%)	Operating profit	- 113.6	<b>243.2</b>	+ 356.9
Automobiles	792	<b>998</b>	+ 26.0%	Operating margin	- 5.4%	<b>6.8%</b>	+ 12.2pt
	(337)	<b>(608)</b>	(+ 80.4%)	Share of profit of investments accounted for using the equity method	39.9	<b>55.9</b>	+ 39.8%
Life Creation	1,083	<b>1,708</b>	+ 57.7%	Profit before income taxes	- 73.4	<b>311.3</b>	+ 384.7
	(1,083)	<b>(1,708)</b>	(+ 57.7%)	Profit for the period attributable to owners of the parent	- 80.8	<b>222.5</b>	+ 303.3
				Earnings per share attributable to owners of the parent (Yen) *2	- 46.84	<b>128.87</b>	+ 175.71
				Market average rates (Yen)			*3
				U.S. Dollar	108	<b>109</b>	+ 1

\*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



# FY22 Financial Forecast (Consolidated)

**vs FY21 Results:** Increase sales revenue and operating profit due to the increase in unit sales and a positive effect of the initiatives to solidify existing businesses.

**vs Previous Forecast:**

Operating profit : Reflect the impact of the resurgence of the COVID-19 mainly in Asia and the latest semiconductor supply plan to the unit sales. Absorb the volume impact by improving the efficiency of SG&A and cost reduction efforts, **upward revision by 120 billion yen to 780 billion yen.**

Profit for the year<sup>\*</sup> : Due mainly to the increase in operating profit, **upward revision by 80 billion yen to 670 billion yen.**

Honda Group Unit Sales (Consolidated Unit Sales)	YTD			Change from previous forecast
	FY21 Results	FY22 Forecast	Change	
Motorcycles	15,132 (10,264)	<b>17,400</b> <b>(11,130)</b>	+ 15.0% (+ 8.4%)	- 600 (- 730)
Automobiles	4,546 (2,617)	<b>4,850</b> <b>(2,940)</b>	+ 6.7% (+ 12.3%)	- 150 (- 90)
Life Creation	5,623 (5,623)	<b>6,300</b> <b>(6,300)</b>	+ 12.0% (+ 12.0%)	+ 400 (+ 400)

Unit (thousand)

Income Statements Yen (billion)	FY21 Results	FY22 Forecast	Change		Change from previous forecast
			amount	%	
Sales revenue	13,170.5	<b>15,450.0</b>	+ 2,279.4	+ 17.3%	+ 250.0
Operating profit	660.2	<b>780.0</b>	+ 119.7	+ 18.1%	+ 120.0
Operating margin	5.0%	<b>5.0%</b>		+ 0.0pt	+ 0.7pt
Share of profit of investments accounted for using the equity method	272.7	<b>220.0</b>	- 52.7	- 19.3%	-
Profit before income taxes	914.0	<b>1,000.0</b>	+ 85.9	+ 9.4%	+ 130.0
Profit for the year attributable to owners of the parent	657.4	<b>670.0</b>	+ 12.5	+ 1.9%	+ 80.0
Earnings per share attributable to owners of the parent (Yen)	380.75	<b>390.27</b>		+ 9.52	+ 48.57
Market average rates (Yen)					
U.S. Dollar	106	<b>106</b>		+ 0	+ 1

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

### <Dividends>

Dividend per Share (Yen)	FY22 (Previous)	FY22 (Expectation)	Change from previous forecast
Interim Dividend	(55)	(55)	-
Year-end Dividend	(55)	(55)	-
<b>Fiscal Year</b>	(110)	<b>(110)</b>	-

### <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): 18 million shares (common shares)
- Total amount of shares to be acquired (maximum): 70 billion yen
- Period of acquisition : From August 5, 2021 through December 31, 2021

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Honda Group Unit Sales (Consolidated Unit Sales)	QTD		
	FY21 Results	FY22 Results	Change
Motorcycles	1,855 (1,221)	<b>3,879</b> <b>(2,392)</b>	+ 109.1% (+ 95.9%)
Automobiles	792 (337)	<b>998</b> <b>(608)</b>	+ 26.0% (+ 80.4%)
Life Creation	1,083 (1,083)	<b>1,708</b> <b>(1,708)</b>	+ 57.7% (+ 57.7%)

Income Statements Yen (billion)	QTD		
	FY21 Results	FY22 Results	Change
Sales revenue	2,123.7	<b>3,583.8</b>	+ 68.7%
Operating profit	- 113.6	<b>243.2</b>	+ 356.9
Operating margin	- 5.4%	<b>6.8%</b>	+ 12.2pt
Share of profit of investments accounted for using the equity method	39.9	<b>55.9</b>	+ 39.8%
Profit before income taxes	- 73.4	<b>311.3</b>	+ 384.7
Profit for the period attributable to owners of the parent	- 80.8	<b>222.5</b>	+ 303.3
Earnings per share attributable to owners of the parent (Yen)	- 46.84	<b>128.87</b>	+ 175.71
Market average rates (Yen)			
U.S. Dollar	108	<b>109</b>	+ 1

## <Honda Group Unit Sales>

<b>Motorcycles</b>	Increased unit sales in Indonesia and India, etc.
<b>Automobiles</b>	Increased unit sales in the United States while decreased in China, etc.
<b>LC</b>	Increased unit sales in the United States, etc.

**Sales revenue** Increased from the same period last year to 3,583.8 billion yen, due mainly to the increased sales revenue in all business segments.

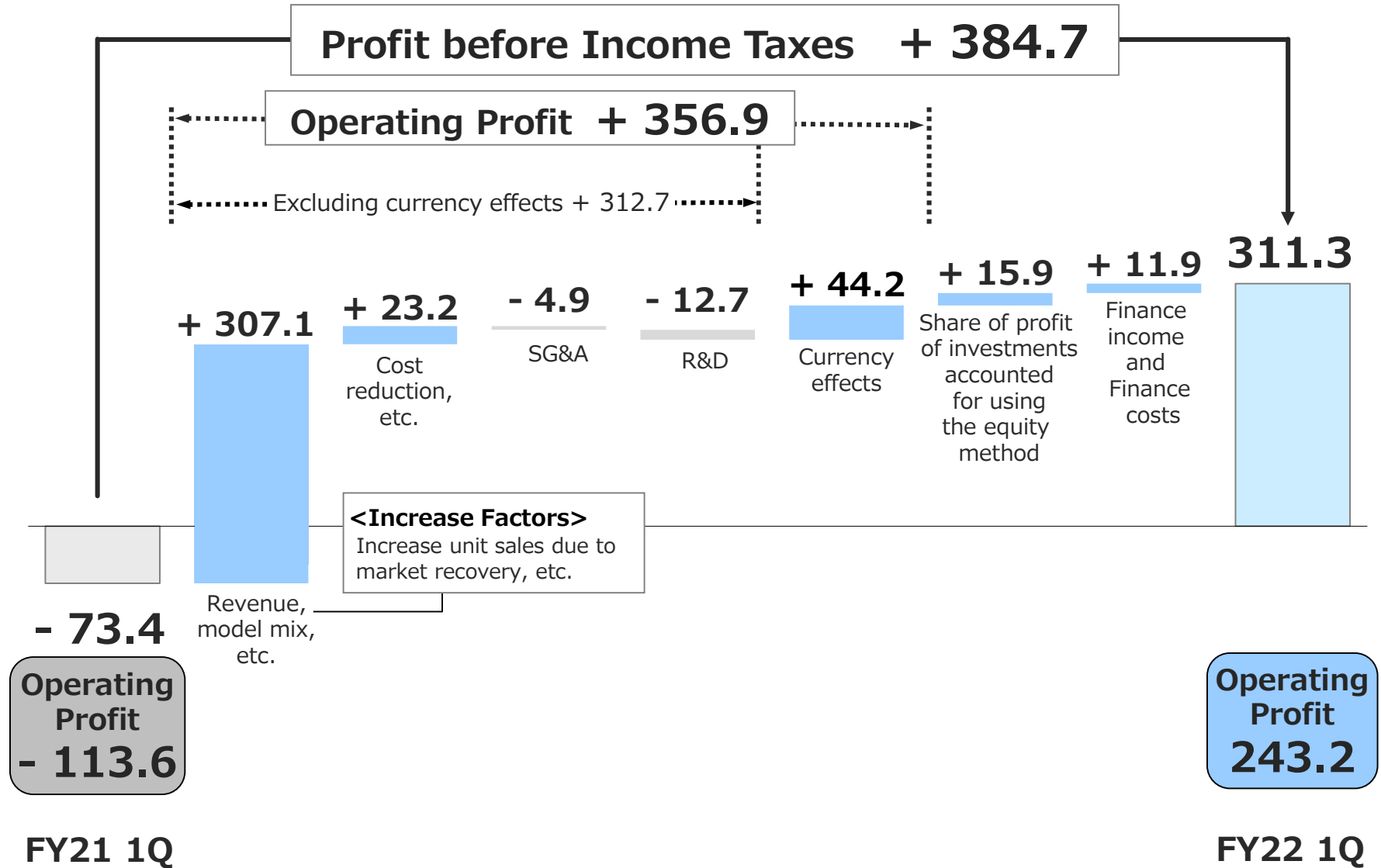
**Operating profit** Increased from the same period last year to 243.2 billion yen, due mainly to an increase in profit attributable to increased sales revenue and model mix.

**Share of profit of investments accounted for using the equity method** Increased from the same period last year to 55.9 billion yen, due mainly to an increase in profit in Japan and Indonesia.

**Profit for the period** Increased from the same period last year to 222.5 billion yen, due to the increase in profit before income taxes.

## Change in Profit before Income Taxes <FY22 1st Qtr>

Yen (billion)



**Sales Revenue/Operating Profit (Margin)  
by Business Segment <FY22 1st Qtr>**

upper : FY22 lower : FY21	Motorcycle Business	Automobile Business	Financial Services Business	Life Creation and Other Businesses
Unit (thousand)	<b>3,879</b>	<b>998</b>	-	<b>1,708</b>
Honda Group	<b>(2,392)</b>	<b>(608)</b>	-	<b>(1,708)</b>
Unit Sales	1,855	792	-	1,083
(Consolidated Unit Sales)	(1,221)	(337)	-	(1,083)
Yen (billion)	<b>518.2</b>	<b>2,252.4</b>	<b>767.4</b>	<b>99.2</b>
Sales Revenue	274.2	1,255.7	579.0	68.2
Operating Profit	<b>80.6</b>	<b>70.6</b>	<b>92.2</b>	<b>- 0.3</b>
	11.2	- 195.8	71.5	- 0.5
Operating Margin	<b>15.6%</b>	<b>3.1%</b>	<b>12.0%</b>	<b>- 0.4%</b>
	4.1%	- 15.6%	12.4%	- 0.8%
Increase/Decrease Factors	Increased from the same period last year due mainly to an increase in profit attributable to increased sales revenue and model mix.	Increased from the same period last year due mainly to an increase in profit attributable to increased sales revenue and model mix.	Increased from the same period last year due mainly to higher used vehicles prices.	Improved from the same period last year due mainly to an increase in profit attributable to increased sales revenue and model mix.

\* Combined operating profit of Automobile Business and Financial Services Business for automobiles

In the financial services business, Honda provides services such as loan and lease, mainly related to sales of automobiles, for customers buying products.

Operating profit relating to automobiles in financial services business is allocated in accordance with total assets ratio, etc.

<Reference> Combined operating profit *	Operating profit from aircraft and aircraft engines included in above
<b>159.2 / 5.4%</b>	<b>- 8.3</b>
FY21 1Q : - 127.6 / - 7.2%	FY21 1Q : - 7.1

## Cash Flows of Non-financial Services Businesses

		Yen (billion)	
Three Months	FY21	FY22	
Cash flows from operating activities	- 355.2	+ 29.9	
Cash flows from investing activities	- 87.0	- 129.5	
<b>Free cash flow</b>	<b>- 442.2</b>	<b>- 99.5</b>	
Cash flows from financing activities	+ 225.9	- 136.7	
Effects of exchange rate changes	+ 4.6	+ 5.7	
Net change of cash and cash equivalents	- 211.6	- 230.5	
<b>Cash &amp; cash equivalents at end of period</b>	<b>2,250.9</b>	<b>2,297.8</b>	
<b>Net cash at end of period</b>	<b>1,419.5</b>	<b>1,828.9</b>	

# Forecast: Honda Unit Sales

Unit (thousand)

## Motorcycles

## Automobiles

## Life Creation

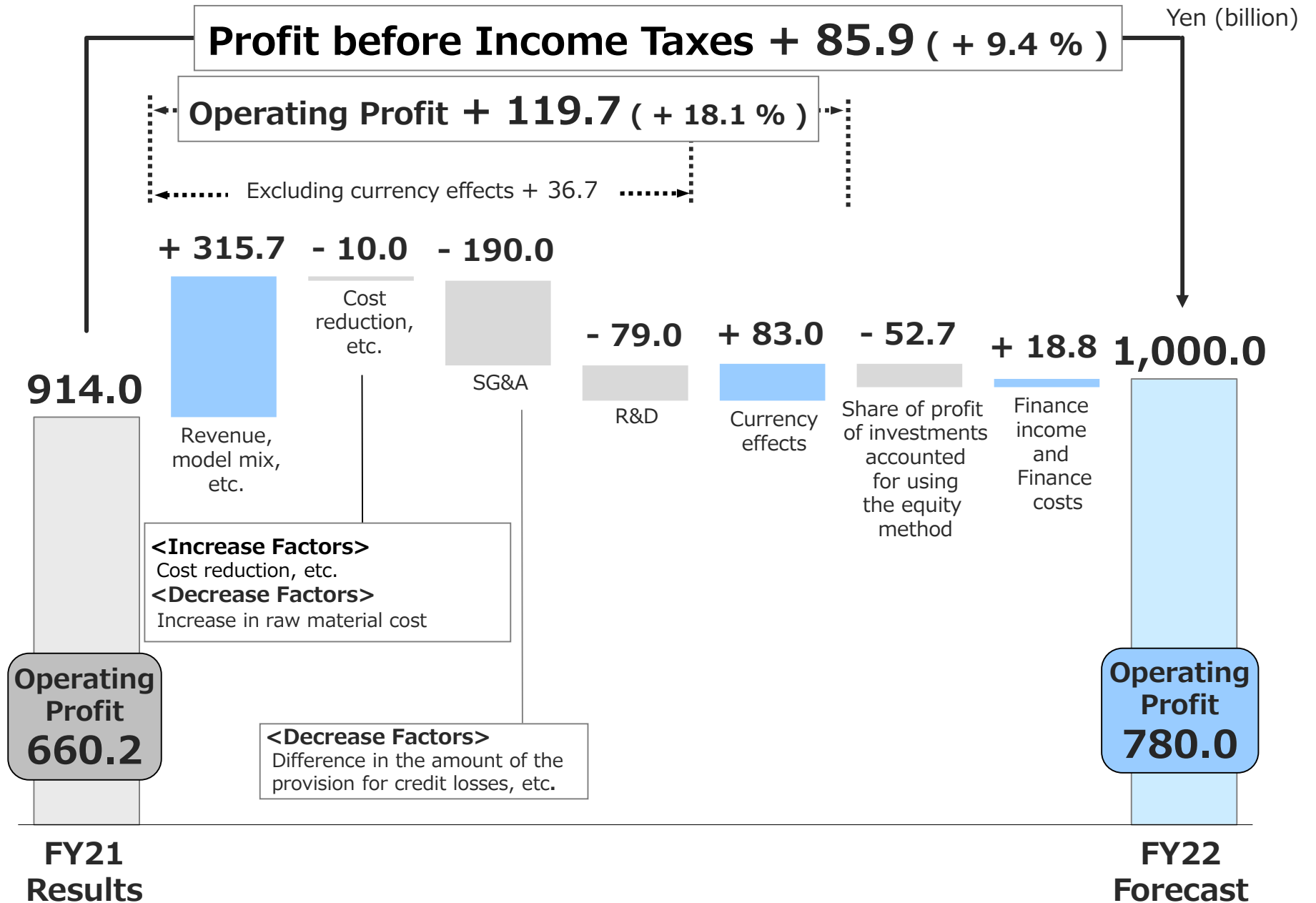
Honda Group Unit Sales	FY22 Previous	FY22 Revised	Change	FY22 Previous	FY22 Revised	Change	FY22 Previous	FY22 Revised	Change
Japan	225	<b>230</b>	+ 5	645	<b>630</b>	- 15	335	<b>345</b>	+ 10
North America	405	<b>420</b>	+ 15	1,700	<b>1,680</b>	- 20	2,840	<b>3,000</b>	+ 160
Europe	285	<b>310</b>	+ 25	110	<b>110</b>	-	950	<b>1,120</b>	+ 170
Asia	15,745	<b>15,000</b>	- 745	2,405	<b>2,295</b>	- 110	1,425	<b>1,475</b>	+ 50
Other Regions	1,340	<b>1,440</b>	+ 100	140	<b>135</b>	- 5	350	<b>360</b>	+ 10
Total	18,000	<b>17,400</b>	- 600	5,000	<b>4,850</b>	- 150	5,900	<b>6,300</b>	+ 400
FY21 Results	15,132			4,546			5,623		
<b>Consolidated Unit Sales</b>	11,860	<b>11,130</b>	- 730	3,030	<b>2,940</b>	- 90	5,900	<b>6,300</b>	+ 400



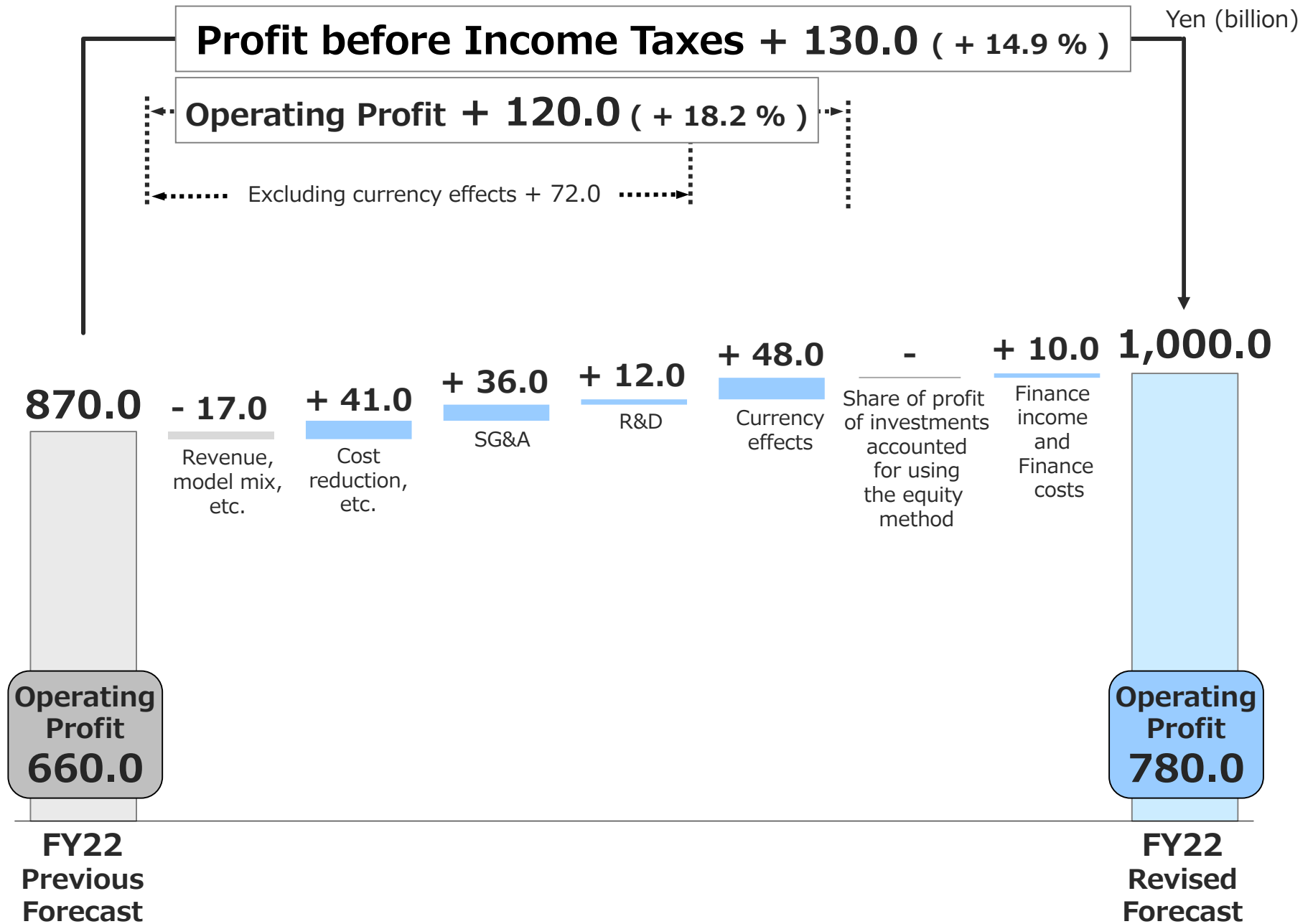
## FY22 Financial Forecast (Consolidated)

Income Statements Yen (billion)	FY21 Results	FY22 Forecast	Change		Change from previous forecast
			amount	%	
Sales revenue	13,170.5	<b>15,450.0</b>	+ 2,279.4	+ 17.3%	+ 250.0
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Earnings per share attributable to owners of the parent (Yen)	380.75	<b>390.27</b>		+ 9.52	+ 48.57
Market average rates (Yen)					
U.S. Dollar	106	<b>106</b>		+ 0	+ 1

# FY22 Forecast: Change in Profit before Income Taxes



## FY22 Forecast: Change in Profit before Income Taxes



**No changes have been made from the previous forecasts**

Yen (billion)	FY21 Results	FY22 Forecast	Change	Change from previous forecast
Capital expenditures <sup>*1</sup>	321.2	<b>320.0</b>	- 1.2	-
Depreciation and amortization <sup>*1</sup>	365.8	<b>370.0</b>	+ 4.1	-
Research and development expenditures <sup>*2</sup>	780.0	<b>840.0</b>	+ 59.9	-

\*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 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.*

### **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:

- 1st Quarter	FY21: 1,726,619,000 (approx) ,	FY22: 1,726,684,000 (approx)
- Fiscal year	FY21: 1,726,638,000 (approx) ,	FY22 forecast: 1,716,759,000 (approx)

**HONDA**  
The Power of Dreams

# Appendix

## Change in Sales Revenue Sales Revenue/Operating Profit by Geographical Segment

### Change in Sales Revenue (Sales revenue from external customers)

Yen (billion)

Three Months

Compared with FY21 1Q: + 1,460.0 / + 68.7% (Excluding currency translation effects: + 1,349.1 / + 63.5%)

	FY21	FY22	Change	Change excluding currency translation effects (%)	
Motorcycle Business	274.2	<b>518.2</b>	+ 243.9	+ 224.2	+ 81.8%
Automobile Business	1,209.9	<b>2,206.4</b>	+ 996.5	+ 921.5	+ 76.2%
Financial Services Business	575.8	<b>766.5</b>	+ 190.7	+ 178.7	+ 31.0%
Life Creation and Other Businesses	63.7	<b>92.6</b>	+ 28.8	+ 24.5	+ 38.4%
Total	2,123.7	<b>3,583.8</b>	+ 1,460.0	+ 1,349.1	+ 63.5%
Market average rate (Yen)					
U.S. Dollar	108	<b>109</b>			

### Sales Revenue/Operating Profit by Geographical Segment

Three Months	Japan		North America		Europe		Asia		Other Regions	
	FY21	FY22	FY21	FY22	FY21	FY22	FY21	FY22	FY21	FY22
Sales Revenue	767.1	<b>1,075.8</b>	1,140.5	<b>2,107.7</b>	104.7	<b>224.2</b>	533.9	<b>877.2</b>	56.2	<b>136.7</b>
Operating Profit	- 61.9	<b>1.7</b>	- 77.8	<b>153.3</b>	4.8	<b>9.9</b>	23.3	<b>81.4</b>	- 5.5	<b>2.6</b>
Change (%)	+ 63.6 Billion yen		+ 231.2 Billion yen		+ 106.0%		+ 249.5%		+ 8.1 Billion yen	



Yen (billion)	QTD		
	FY21 Results	FY22 Results	Change
Capital expenditures	47.9	<b>57.0</b>	+ 9.1
Depreciation and amortization	90.5	<b>93.8</b>	+ 3.2
Research and development expenditures	174.8	<b>180.6</b>	+ 5.7

# 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						
<b>Sales Revenue</b>														
Motorcycle Business	274.2	493.0	490.8	529.1	518.2				+ 243.9	+ 89.0%	274.2	518.2	+ 243.9	+ 89.0%
Automobile Business	1,255.7	2,467.0	2,638.1	2,418.4	2,252.4				+ 996.7	+ 79.4%	1,255.7	2,252.4	+ 996.7	+ 79.4%
Financial Services Business	579.0	666.5	617.6	643.6	767.4				+ 188.4	+ 32.6%	579.0	767.4	+ 188.4	+ 32.6%
LC & Other Businesses	68.2	86.7	86.4	100.4	99.2				+ 31.0	+ 45.4%	68.2	99.2	+ 31.0	+ 45.4%
Reconciling items	- 53.4	- 62.1	- 61.4	- 67.7	- 53.5				- 0.1	-	- 53.4	- 53.5	- 0.1	-
<b>Total</b>	<b>2,123.7</b>	<b>3,651.3</b>	<b>3,771.5</b>	<b>3,623.8</b>	<b>3,583.8</b>				<b>+ 1,460.0</b>	<b>+ 68.7%</b>	<b>2,123.7</b>	<b>3,583.8</b>	<b>+ 1,460.0</b>	<b>+ 68.7%</b>
<b>Operating Profit</b>														
Motorcycle Business	11.2	68.4	72.7	72.2	80.6				+ 69.4	+ 620.4%	11.2	80.6	+ 69.4	+ 620.4%
Automobile Business	- 195.8	125.3	123.1	37.6	70.6				+ 266.5	-	- 195.8	70.6	+ 266.5	-
Financial Services Business	71.5	93.2	85.7	106.3	92.2				+ 20.6	+ 28.9%	71.5	92.2	+ 20.6	+ 28.9%
LC & Other Businesses	- 0.5	- 4.1	- 3.8	- 3.0	- 0.3				+ 0.1	-	- 0.5	- 0.3	+ 0.1	-
<b>Total</b>	<b>- 113.6</b>	<b>282.9</b>	<b>277.7</b>	<b>213.2</b>	<b>243.2</b>				<b>+ 356.9</b>	<b>-</b>	<b>- 113.6</b>	<b>243.2</b>	<b>+ 356.9</b>	<b>-</b>
Operating profit from aircraft and aircraft engines	- 7.1	- 8.1	- 9.1	- 7.8	- 8.3				- 1.1	-	- 7.1	- 8.3	- 1.1	-
<b>Total Assets of Finance Subsidiaries</b>	<b>10,202.2</b>	<b>10,234.9</b>	<b>10,280.5</b>	<b>10,832.6</b>	<b>10,862.3</b>				<b>+ 660.1</b>	<b>+ 6.5%</b>				

# 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								
Motorcycles	1,855	4,467	4,269	4,541	3,879					+ 2,024	1,855	3,879	+ 2,024	15,132	17,400	+ 2,268
Japan	50	59	46	60	59					+ 9	50	59	+ 9	215	230	+ 15
North America	61	80	99	92	101					+ 40	61	101	+ 40	332	420	+ 88
Europe	61	63	35	75	108					+ 47	61	108	+ 47	234	310	+ 76
Asia	1,572	3,930	3,755	4,062	3,245					+ 1,673	1,572	3,245	+ 1,673	13,319	15,000	+ 1,681
Other Regions	111	335	334	252	366					+ 255	111	366	+ 255	1,032	1,440	+ 408
Automobiles	792	1,253	1,380	1,121	998					+ 206	792	998	+ 206	4,546	4,850	+ 304
Japan	129	143	146	174	133					+ 4	129	133	+ 4	592	630	+ 38
North America	159	460	479	382	346					+ 187	159	346	+ 187	1,480	1,680	+ 200
Europe	16	34	27	24	28					+ 12	16	28	+ 12	101	110	+ 9
Asia	473	581	687	506	462					- 11	473	462	- 11	2,247	2,295	+ 48
Other Regions	15	35	41	35	29					+ 14	15	29	+ 14	126	135	+ 9
Life Creation	1,083	1,370	1,402	1,768	1,708					+ 625	1,083	1,708	+ 625	5,623	6,300	+ 677
Japan	80	78	75	103	87					+ 7	80	87	+ 7	336	345	+ 9
North America	524	647	644	802	880					+ 356	524	880	+ 356	2,617	3,000	+ 383
Europe	170	176	221	362	279					+ 109	170	279	+ 109	929	1,120	+ 191
Asia	257	383	372	393	362					+ 105	257	362	+ 105	1,405	1,475	+ 70
Other Regions	52	86	90	108	100					+ 48	52	100	+ 48	336	360	+ 24

## Consolidated Unit Sales

Motorcycles	1,221	3,023	3,019	3,001	2,392					+ 1,171	1,221	2,392	+ 1,171	10,264	11,130	+ 866
Japan	50	59	46	60	59					+ 9	50	59	+ 9	215	230	+ 15
North America	61	80	99	92	101					+ 40	61	101	+ 40	332	420	+ 88
Europe	61	63	35	75	108					+ 47	61	108	+ 47	234	310	+ 76
Asia	938	2,486	2,505	2,522	1,758					+ 820	938	1,758	+ 820	8,451	8,730	+ 279
Other Regions	111	335	334	252	366					+ 255	111	366	+ 255	1,032	1,440	+ 408
Automobiles	337	753	809	718	608					+ 271	337	608	+ 271	2,617	2,940	+ 323
Japan	113	125	128	154	118					+ 5	113	118	+ 5	520	535	+ 15
North America	159	460	479	382	346					+ 187	159	346	+ 187	1,480	1,680	+ 200
Europe	16	34	27	24	28					+ 12	16	28	+ 12	101	110	+ 9
Asia	34	99	134	123	87					+ 53	34	87	+ 53	390	480	+ 90
Other Regions	15	35	41	35	29					+ 14	15	29	+ 14	126	135	+ 9
Life Creation	1,083	1,370	1,402	1,768	1,708					+ 625	1,083	1,708	+ 625	5,623	6,300	+ 677
Japan	80	78	75	103	87					+ 7	80	87	+ 7	336	345	+ 9
North America	524	647	644	802	880					+ 356	524	880	+ 356	2,617	3,000	+ 383
Europe	170	176	221	362	279					+ 109	170	279	+ 109	929	1,120	+ 191
Asia	257	383	372	393	362					+ 105	257	362	+ 105	1,405	1,475	+ 70
Other Regions	52	86	90	108	100					+ 48	52	100	+ 48	336	360	+ 24