

FY20 Financial Results



**Accord
(Japan)**

Honda Motor Co., Ltd.

May 12, 2020

Operation Status of Main Factories

Region	Country	Automobiles	Motorcycles
Japan		In Operation	In Operation
North America	U.S.A./Canada	In Operation	In Operation <small>(ATV Side-by-Side)</small>
	Mexico	Suspended	
Europe	U.K.	Suspended	
Asia	Thailand	In Operation	In Operation
	Indonesia	Suspended	Suspended
	Malaysia	Suspended	Suspended
	India	Suspended	Suspended
	Vietnam	In Operation	In Operation
China		In Operation	In Operation
South America	Brazil	Suspended	Suspended

- *Outline of FY20 Financial Results*
- *FY20 Financial Results*

Honda Group Unit Sales <FY20 Twelve Months>

Unit (thousand)

Motorcycles

Automobiles

Life Creation

	FY19	FY20	Change	FY19	FY20	Change	FY19	FY20	Change
Japan	207	205	- 2	719	672	- 47	336	312	- 24
North America	301	330	+ 29	1,954	1,825	- 129	3,049	2,848	- 201
Europe	249	239	- 10	169	133	- 36	984	845	- 139
Asia	18,224	17,262	- 962	2,233	1,952	- 281	1,559	1,375	- 184
Other Regions	1,257	1,304	+ 47	248	208	- 40	373	321	- 52
Total	20,238	19,340	- 898	5,323	4,790	- 533	6,301	5,701	- 600
Change (%)			- 4.4%			- 10.0%			- 9.5%

* - 110 thousand in China are included

■ Sales Results in FY20

Japan		Retail	
Twelve Months Results	Unit (thousand)	vs. FY19 (%)	
Industry Demand	5,038	96.2	
Unit Sales	689	92.0	

(Source: Japan Automobile Dealers Association)

【Industry demand】

Decreased compared with last year due mainly to the impact of the consumption tax rate hike, despite the launch of new models of each company.

【Honda】

Decreased compared with last year due mainly to the impact of the consumption tax rate hike and the effects of parts supply restrictions on new N-WGN, despite the strong sales of N-BOX.

N-BOX series: Sets No.1 new car sales in FY2020



Fit

Launch in Feb. 2020



Accord

Launch in Feb. 2020



N-BOX

■ Sales results in FY20

U.S.	Retail	
Twelve Months Results	Unit (thousand)	vs. FY19 (%)
Industry Demand	16,549	96.4
Unit Sales	1,537	95.4

(Source: Autodata)

【Industry demand】

Decreased compared with last year due to the COVID-19 effects. An increase in the light truck market and a decline in the sedan market.

【Honda】

Decreased compared with last year due to the slowdown in market despite of introducing Passport and increase sales in HR-V.

HR-V: Sets a new all-time monthly record with sales in February.

Realized as the most fuel-efficient, low CO2 emissions full-line automaker in *The 2019 EPA Automotive Trends Report*



CR-V Hybrid

Launch in Mar. 2020



Passport



HR-V

■ Sales results in FY20

【Industry demand】

Decreased compared with last year due to the slowdown in market and COVID-19 effects.

【Honda】

Maintain equivalent sales as last year due mainly to the increase in sales of CR-V and Accord and the launch of brand-new Envix, Inspire, and Breeze although there was a decrease caused by COVID-19 effects.

China	Retail	
Twelve Months Results	Unit (thousand)	vs. FY19 (%)
Industry Demand *	23,055	84.6
Unit Sales	1,441	98.3

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

Dongfeng Honda : Achieved historical unit sales record



CR-V



Accord



Envix

Asia		Wholesale	
Twelve Months Results	Unit (thousand)	vs. FY19 (%)	
India	4,705	85.2	
Vietnam	2,570	100.1	
Thailand	1,342	92.6	
Philippines	628	101.1	
Indonesia	4,850	97.7	
Pakistan	1,060	93.4	
Total	15,155	95.0	

South America		Wholesale	
Twelve Months Results	Unit (thousand)	vs. FY19 (%)	
Brazil	887	109.0	

■ Sales results in FY20 (Asia)

【Industry demand】

Asia overall market has slowed down compared with last year. In India, the largest market, consumer spending remains sluggish due to the economic stagnation and rise in the unemployment rate.

【Honda】

Decreased compare with last year due mainly to the market slowdown in India, despite the increase in sales volume in Vietnam and the Philippines.

Vietnam/The Philippines: Achieved historical unit sales record



BeAT
(Indonesia)
Launch in Jan. 2020



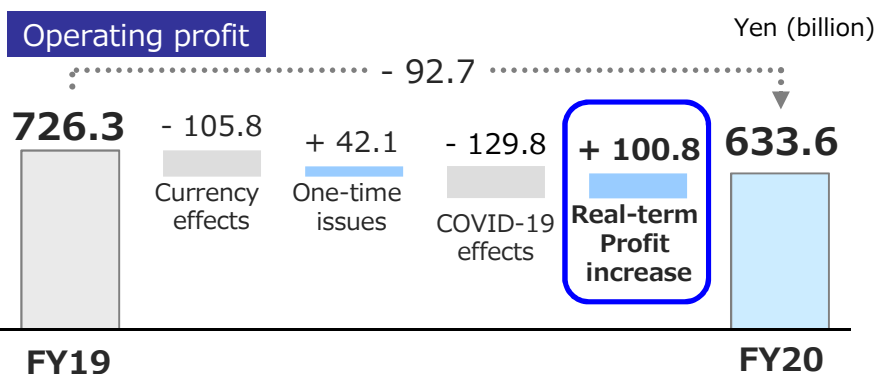
Activa 6G
(India)
Launch in Jan. 2020

Operating profit : Decreased 92.7 billion yen compared with last year.

Excluding currency effects, one-time issues, and COVID-19 effects, increased 100.8 billion yen due mainly to the continuing cost reduction and decrease in selling, general and administrative expenses.

Profit for the year :
*1 Reflected the decrease in share of profit of investments accounted for using the equity method.

Honda Group Unit Sales (thousand)	YTD		
	FY19 Results	FY20 Results	Change
Motorcycles	20,238	19,340	- 4.4%
Automobiles	5,323	4,790	- 10.0%
Life Creation	6,301	5,701	- 9.5%



Financial Results Yen (billion)	FY19 Results	FY20 Results	Change	
			amount	%
Sales revenue	15,888.6	14,931.0	- 957.6	- 6.0%
Operating profit	726.3	633.6	- 92.7	- 12.8%
Operating margin	4.6%	4.2%		- 0.4 pt
Share of profit of investments accounted for using the equity method	228.8	164.2	- 64.6	- 28.2%
Profit before income taxes	979.3	789.9	- 189.4	- 19.3%
Profit for the year attributable to owners of the parent	610.3	455.7	- 154.5	- 25.3%
Earnings per share attributable to owners of the parent (Yen)	345.99	260.13		- 85.86
Market average rates (Yen)				*3
U.S. Dollar	111	109		- 2

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

*2 Please refer to the footnotes on the last page.

*3 +: weak yen / -: strong yen

Dividend per Share (Yen)	FY19	FY20	Increase / Decrease from FY19
1 st Quarter End	27	28	+ 1
2 nd Quarter End	28	28	-
3 rd Quarter End	28	28	-
4th Quarter End	28	28	-
Fiscal Year	111	112	+ 1

※The dividend forecast for the fiscal year ending March 31, 2021 is undetermined, as Honda is currently unable to provide a reasonably calculated forecast of the consolidated financial results for the fiscal year ending March 31, 2021, due to impacts relating to the spread of COVID-19.

- *Outline of FY20 Financial Results*
- *FY20 Financial Results*

Honda Group Unit Sales (thousand)	QTD		
	FY19	FY20	Change
Motorcycles	4,558	4,302	- 5.6%
Automobiles	1,364	981	- 28.1%
Life Creation	2,347	2,071	- 11.8%

Financial Results Yen (billion)	QTD		
	FY19	FY20	Change
Sales revenue	4,049.1	3,458.0	- 14.6%
Operating profit	42.3	- 5.6	- 47.9 bn.
Operating margin	1.0%	- 0.2%	- 1.2pt
Share of profit of investments accounted for using the equity method	59.1	14.4	- 75.6%
Profit before income taxes	111.1	3.7	- 96.6%
Profit for the period attributable to owners of the parent	- 13.0	- 29.5	- 16.5 bn.
Earnings per share attributable to owners of the parent (Yen)	- 7.40	- 17.01	- 9.61
Market average rates (Yen)			
U.S. Dollar	110	109	- 1

Motorcycles Decreased unit sales in India, Indonesia, and Thailand despite the increase in Vietnam.

Automobiles Decreased unit sales in China, the United States and India.

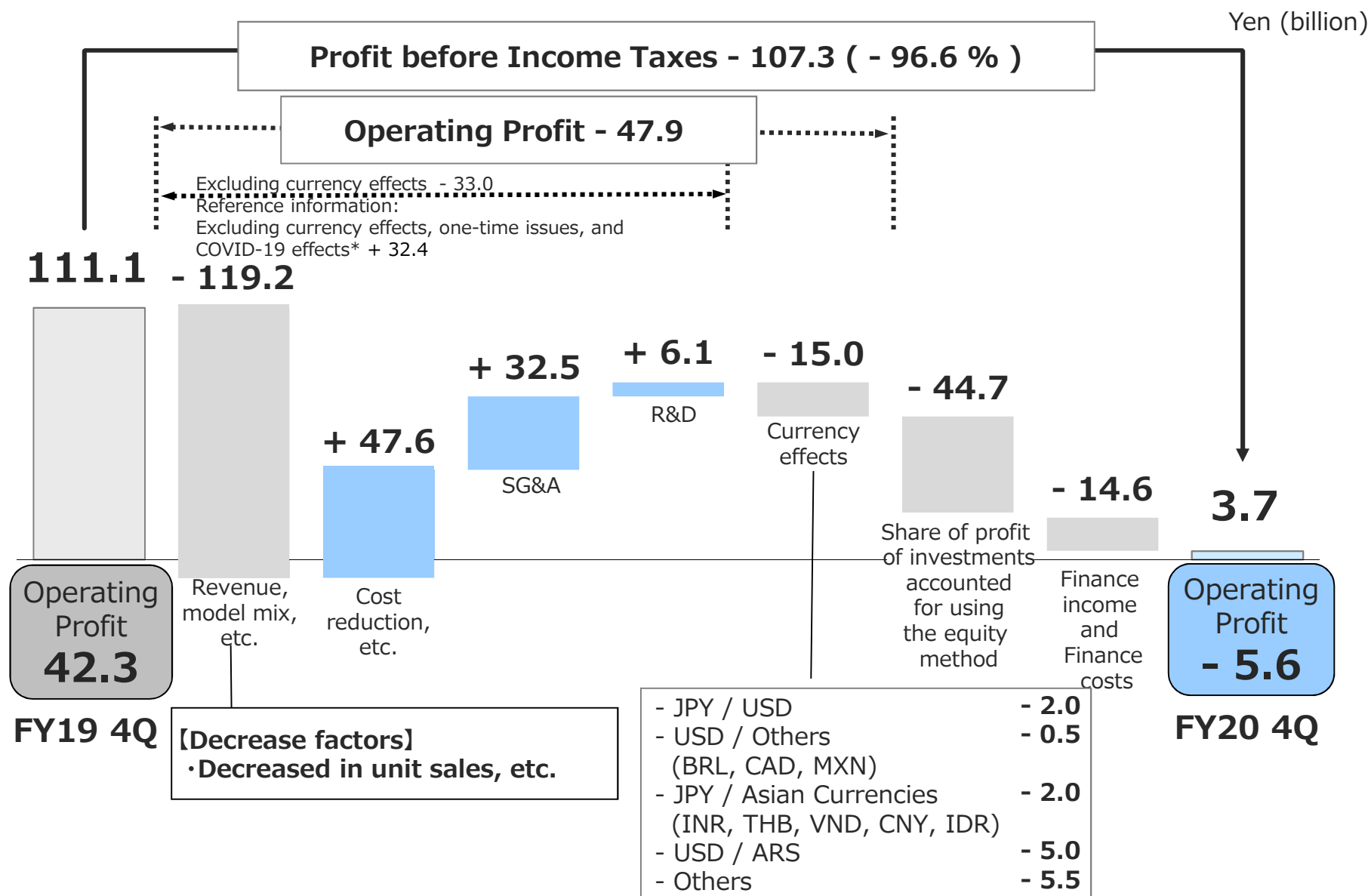
Sales revenue Decreased by 14.6%, to 3,458 billion from the same period last year, due mainly to decreased sales revenue in Automobile business which was partially offset by increased sales revenue in Financial services business operations.

Operating profit Decreased by 47.9 billion, to -5.6 billion from the same period last year, due mainly to a decrease in profit attributable to decreased sales revenue and model mix, which was partially offset by the continuing cost reduction and decrease in selling, general and administrative expenses.

Share of profit of investments accounted for using the equity method Decreased by 75.6%, to 14.4 billion from the same period last year, due mainly to a decrease in sales revenue and model mix in China.

Profit for the period Decreased by 16.5 billion, to -29.5 billion from the same period last year, due to decreased in profit before income taxes.

Change in Profit before Income Taxes <FY20 4th Qtr>



*One-time issues: +64.4, COVID-19 effects: -129.8

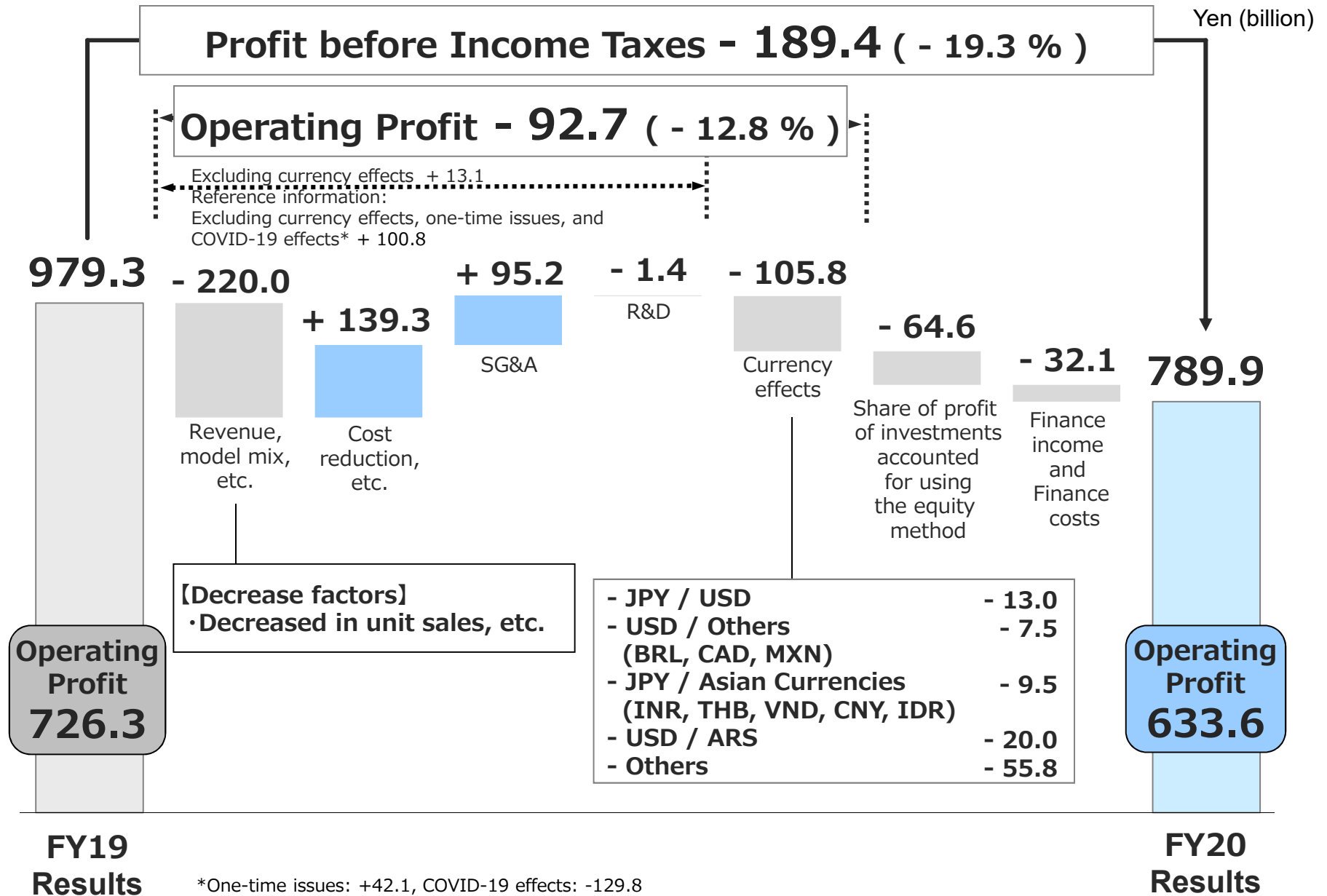
**Sales Revenue/Operating Profit (Margin)
by Business Segment <FY20 4th Qtr>**

upper : FY20	Motorcyle Business	Automobile Business	Financial Services Business	Life Creation and Other Businesses
lower : FY19				
Unit (thousand)	4,302	981	-	2,071
Honda Group Unit Sales	4,558	1,364	-	2,347
Yen (billion)	473.5	2,338.7	628.3	97.2
Sales Revenue	489.4	2,912.8	622.5	103.0
Operating Profit	63.4	- 75.6	22.9	- 16.3
	44.9	- 53.0	59.1	- 8.7
Operating Margin	13.4%	- 3.2%	3.7%	- 16.8%
	9.2%	- 1.8%	9.5%	- 8.5%
Increase/Decrease Factors	Increased 18.5 billion yen due mainly to reduction in selling, general and administrative expenses and continuing cost reduction despite of decrease in unit sales .	Decreased 22.6 billion yen due mainly to the decrease in unit sales in the United States and India.	Decreased 36.2 billion yen due mainly to the increase in the provision for credit losses.	Decreased by 7.6 billion yen due mainly to a decrease in unit sales in the United States and Thailand.
* Combined operating profit of Automobile Business and Financial Services Business for automobiles	<Reference> Combined operating profit * - 53.6 / - 2.0% FY19 4Q : 3.3 / 0.1%			Operating profit from aircraft and aircraft engines included in above - 13.8 FY19 4Q : - 10.9
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.				

FY20 Financial Results (Consolidated)

Financial Results Yen (billion)	FY19 Results	FY20 Results	Change	
			amount	%
Sales revenue	15,888.6	14,931.0	- 957.6	- 6.0%
Operating profit	726.3	633.6	- 92.7	- 12.8%
Operating margin	4.6%	4.2%		- 0.4 pt
Share of profit of investments accounted for using the equity method	228.8	164.2	- 64.6	- 28.2%
Profit before income taxes	979.3	789.9	- 189.4	- 19.3%
Profit for the year attributable to owners of the parent	610.3	455.7	- 154.5	- 25.3%
Earnings per share attributable to owners of the parent (Yen)	345.99	260.13		- 85.86
Market average rates (Yen)				
U.S. Dollar	111	109		- 2

Change in Profit before Income Taxes <FY20 Twelve Months >



Capital Expenditures, Depreciation and R&D

Yen (billion)	FY19 Results	FY20 Results	Change
Capital expenditures ^{*1}	426.5	375.6	- 50.8
Depreciation and amortization ^{*1}	450.3	396.9	- 53.4
Research and development expenditures ^{*2}	820.0	821.4	+ 1.4

*1 Capital expenditures as well as Depreciation in results 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.

Cash Flows of Non-financial Services Businesses

		Yen (billion)	
Twelve Months		FY19	FY20
Cash flows from operating activities		+ 1,138.3	+ 1,055.0
Cash flows from investing activities		- 524.8	- 584.3
Free cash flow		+ 613.5	+ 470.6
Cash flows from financing activities		- 397.5	- 302.5
Effect of exchange rate changes		+ 15.2	- 86.9
Net change of cash and cash equivalents		+ 231.3	+ 81.2
Cash & Cash equivalents at end of the year		2,381.4	2,462.6
Net cash at end of the year		1,943.5	1,930.6

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:

- 4 th Quarter	FY19: 1,759,562,000 (approx) ,	FY20: 1,737,161,000 (approx)
- Fiscal year	FY19: 1,763,983,000 (approx) ,	FY20: 1,752,006,000 (approx)

HONDA
The Power of Dreams

Appendix

Change in Sales Revenue (Sales revenue from external customers)

Yen (billion)

Three Months compared with FY19 4Q : - 591.0 / - 14.6 % (Excluding currency translation effects : - 526.6 / - 13.0 %)

	FY19	FY20	Change	Change excluding currency translation effects (%)	
Motorcycle Business	489.4	473.5	- 15.8	+ 0.9	+ 0.2%
Automobile Business	2,843.9	2,267.9	- 576.0	- 536.8	- 18.9%
Financial Services Business	619.0	625.0	+ 5.9	+ 12.5	+ 2.0%
Life Creation and Other Businesses	96.6	91.5	- 5.1	- 3.2	- 3.4%
Total	4,049.1	3,458.0	- 591.0	- 526.6	- 13.0%
Market average rate (Yen)					
U.S. Dollar	110	109			

Twelve Months compared with FY19 : - 957.6 / - 6.0 % (Excluding currency translation effects : - 599.2 / - 3.8 %)

	FY19	FY20	Change	Change excluding currency translation effects (%)	
Motorcycle Business	2,100.1	2,059.3	- 40.8	+ 24.8	+ 1.2%
Automobile Business	11,072.1	9,959.0	- 1,113.0	- 872.9	- 7.9%
Financial Services Business	2,365.3	2,586.9	+ 221.6	+ 266.1	+ 11.2%
Life Creation and Other Businesses	350.9	325.6	- 25.3	- 17.2	- 4.9%
Total	15,888.6	14,931.0	- 957.6	- 599.2	- 3.8%
Market average rate (Yen)					
U.S. Dollar	111	109			

**Sales Revenue/Operating Profit (Margin)
by Business Segment <FY20 Twelve Months>**

	upper : FY20	Motorcyle Business	Automobile Business	Financial Services Business	Life Creation and Other Businesses
	lower : FY19				
Unit (thousand)		19,340	4,790	-	5,701
Honda Group Unit Sales		20,238	5,323	-	6,301
Yen (billion)		2,059.3	10,194.6	2,600.9	350.6
Sales Revenue		2,100.1	11,287.7	2,380.0	377.2
Operating Profit		285.6	153.3	219.7	- 25.0
		291.6	209.6	235.9	- 10.9
Operating Margin		13.9%	1.5%	8.4%	- 7.1%
		13.9%	1.9%	9.9%	- 2.9%

* 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 * 363.6 / 2.9% FY19 YTD : 445.6 / 3.3%	Operating profit from aircraft and aircraft engines included in above - 42.2 FY19 YTD: - 40.2
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Sales Revenue / Operating Profit by Geographical Segment

Yen (billion)

Three Months	Japan		North America		Europe		Asia		Other Regions	
	FY19	FY20	FY19	FY20	FY19	FY20	FY19	FY20	FY19	FY20
Sales Revenue	1,206.3	1,084.6	2,329.1	2,012.1	260.5	189.5	997.0	826.1	189.9	148.4
Operating Profit	- 85.4	- 66.2	85.9	24.5	- 15.2	3.9	60.9	44.6	- 10.1	1.7
Change (%)	+ 19.2 billion yen		- 71.4%		+ 19.1 billion yen		- 26.7%		+ 11.8 billion yen	

Twelve Months	Japan		North America		Europe		Asia		Other Regions	
	FY19	FY20	FY19	FY20	FY19	FY20	FY19	FY20	FY19	FY20
Sales Revenue	4,848.3	4,422.9	9,023.9	8,556.8	927.4	772.5	4,272.2	3,859.7	764.4	693.6
Operating Profit	0.0	- 28.1	299.7	305.3	- 6.6	14.9	404.2	319.5	22.6	37.2
Change (%)	- 28.1 billion yen		+ 1.9%		+ 21.6 billion yen		- 20.9%		+ 64.9%	

Yen (billion)	QTD			YTD		
	FY19 Results	FY20 Results	Change	FY19 Results	FY20 Results	Change
Capital expenditures	144.1	146.6	+ 2.4	426.5	375.6	- 50.8
Depreciation and amortization	110.8	96.2	- 14.6	450.3	396.9	- 53.4
Research and development expenditures	237.0	240.8	+ 3.7	820.0	821.4	+ 1.4

Sales Revenue/Operating Profit by Business Segment

Yen (billion)

Segment Information	QTD										YTD(12 months)			
	FY19				FY20				Change	Change (%)	FY19 Results	FY20 Results	Change	Change (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q						
Sales Revenue														
Motorcycle Business	554.9	539.3	516.5	489.4	533.0	522.5	530.2	473.5	- 15.8	- 3.2%	2,100.1	2,059.3	- 40.8	- 1.9%
Automobile Business	2,845.1	2,670.1	2,859.5	2,912.8	2,750.1	2,530.8	2,574.8	2,338.7	- 574.1	- 19.7%	11,287.7	10,194.6	- 1,093.1	- 9.7%
Financial Services Business	593.1	600.2	564.0	622.5	692.0	660.7	619.7	628.3	+ 5.8	+ 0.9%	2,380.0	2,600.9	+ 220.8	+ 9.3%
LC & Other Businesses	87.8	86.9	99.3	103.0	85.2	81.8	86.3	97.2	- 5.8	- 5.7%	377.2	350.6	- 26.6	- 7.1%
Reconciling items	- 56.9	- 55.0	- 65.8	- 78.7	- 64.1	- 66.8	- 63.6	- 79.8	- 1.0	-	- 256.6	- 274.5	- 17.9	-
Total	4,024.1	3,841.7	3,973.6	4,049.1	3,996.2	3,729.1	3,747.5	3,458.0	- 591.0	- 14.6%	15,888.6	14,931.0	- 957.6	- 6.0%
Operating Profit														
Motorcycle Business	92.1	85.0	69.5	44.9	69.8	77.7	74.5	63.4	+ 18.5	+ 41.3%	291.6	285.6	- 5.9	- 2.0%
Automobile Business	151.6	69.8	41.2	- 53.0	120.3	74.9	33.7	- 75.6	- 22.6	-	209.6	153.3	- 56.3	- 26.9%
Financial Services Business	57.1	59.1	60.3	59.1	65.7	66.3	64.5	22.9	- 36.2	- 61.2%	235.9	219.7	- 16.2	- 6.9%
LC & Other Businesses	- 1.6	0.4	- 0.9	- 8.7	- 3.5	1.0	- 6.1	- 16.3	- 7.6	-	- 10.9	- 25.0	- 14.1	-
Total	299.3	214.4	170.1	42.3	252.4	220.1	166.6	- 5.6	- 47.9	-	726.3	633.6	- 92.7	- 12.8%
Operating profit from aircraft and aircraft engines	- 10.0	- 9.3	- 9.8	- 10.9	- 9.1	- 9.2	- 10.0	- 13.8	- 2.9	-	- 40.2	- 42.2	- 2.0	-
Total Assets of Finance Subsidiaries	9,783.2	10,153.8	9,944.0	10,236.0	10,076.6	10,131.3	10,373.0	10,282.1	+ 46.0	+ 0.5%				

Honda Group Unit Sales/Consolidated Unit Sales

Honda Group Unit Sales	QTD									YTD			
	FY19				FY20					Change	Unit (thousand)		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	FY19 Results		FY20 Results	Change	
Motorcycles	5,352	5,315	5,013	4,558	4,921	5,098	5,019	4,302	- 256	20,238	19,340	- 898	
Japan	49	55	53	50	51	61	42	51	+ 1	207	205	- 2	
North America	72	78	66	85	74	75	72	109	+ 24	301	330	+ 29	
Europe	80	61	40	68	84	57	45	53	- 15	249	239	- 10	
Asia	4,840	4,824	4,523	4,037	4,378	4,575	4,500	3,809	- 228	18,224	17,262	- 962	
Other Regions	311	297	331	318	334	330	360	280	- 38	1,257	1,304	+ 47	
Automobiles	1,305	1,246	1,408	1,364	1,321	1,241	1,247	981	- 383	5,323	4,790	- 533	
Japan	162	170	183	204	181	183	125	183	- 21	719	672	- 47	
North America	518	428	498	510	495	433	474	423	- 87	1,954	1,825	- 129	
Europe	42	38	41	48	34	34	35	30	- 18	169	133	- 36	
Asia	520	551	627	535	554	540	561	297	- 238	2,233	1,952	- 281	
Other Regions	63	59	59	67	57	51	52	48	- 19	248	208	- 40	
Life Creation	1,341	1,262	1,351	2,347	1,280	1,155	1,195	2,071	- 276	6,301	5,701	- 600	
Japan	72	89	85	90	74	80	64	94	+ 4	336	312	- 24	
North America	575	548	658	1,268	605	504	552	1,187	- 81	3,049	2,848	- 201	
Europe	229	173	198	384	198	154	150	343	- 41	984	845	- 139	
Asia	395	376	309	479	347	346	345	337	- 142	1,559	1,375	- 184	
Other Regions	70	76	101	126	56	71	84	110	- 16	373	321	- 52	

Consolidated Unit Sales

Motorcycles	3,615	3,533	3,230	2,837	3,264	3,278	3,190	2,694	- 143	13,215	12,426	- 789
Japan	49	55	53	50	51	61	42	51	+ 1	207	205	- 2
North America	72	78	66	85	74	75	72	109	+ 24	301	330	+ 29
Europe	80	61	40	68	84	57	45	53	- 15	249	239	- 10
Asia	3,103	3,042	2,740	2,316	2,721	2,755	2,671	2,201	- 115	11,201	10,348	- 853
Other Regions	311	297	331	318	334	330	360	280	- 38	1,257	1,304	+ 47
Automobiles	952	875	942	979	905	828	808	777	- 202	3,748	3,318	- 430
Japan	145	154	165	179	161	163	107	158	- 21	643	589	- 54
North America	518	428	498	510	495	433	474	423	- 87	1,954	1,825	- 129
Europe	42	38	41	48	34	34	35	30	- 18	169	133	- 36
Asia	184	196	179	175	158	147	140	118	- 57	734	563	- 171
Other Regions	63	59	59	67	57	51	52	48	- 19	248	208	- 40
Life Creation	1,341	1,262	1,351	2,347	1,280	1,155	1,195	2,071	- 276	6,301	5,701	- 600
Japan	72	89	85	90	74	80	64	94	+ 4	336	312	- 24
North America	575	548	658	1,268	605	504	552	1,187	- 81	3,049	2,848	- 201
Europe	229	173	198	384	198	154	150	343	- 41	984	845	- 139
Asia	395	376	309	479	347	346	345	337	- 142	1,559	1,375	- 184
Other Regions	70	76	101	126	56	71	84	110	- 16	373	321	- 52

Operation Status of Main Factories

Region	Country	Automobiles		Motorcycles	
		Status	Period of production suspension	Status	Period of production suspension
Japan		In operation	Saitama Factory Sayama Plant : April 27- May 1 Yorii Plant : April 27 - 29 Suzuka Factory Line1: April 17 - 24	In operation	April 13 -14
North America	U.S.A.	In operation	March 23 - May 8	In operation (ATV Side-by-Side)	March 26 - May 1
	Canada	In operation	March 23 - May 8		
	Mexico	Suspended	March 23 - May 17 * Following government request		
Europe	U.K.	Suspended	March 19 -		
	Turkey	In operation	March 23 - April 17		
Asia	Thailand	In operation	Ayutthaya: March 27~May 6 Purachinburi: March 27~May 3	In operation	No downtime
	Indonesia	Suspended	April 13 - May 31 * The last week of May was originally a Lebaran vacation	Suspended	April 15 - May 31 * The last week of May was originally a Lebaran vacation
	Malaysia	Suspended	March 18 - May 12	Suspended	March 18 - May 12
	India	Suspended	March 23 -	Suspended	March 23 -
	Pakistan	Suspended	March 24 - May 31	Suspended	March 24 - May 31
	Vietnam	In operation	April 1 - 22	In operation	April 1 - 22
	Philippines	Closed*	March 17 - *As a result of examining an appropriate production system, production ended in March	Suspended	March 17 - May 15
China		In operation	Dongfeng: February 3- March10 GAC: February 3-16	In operation	February 3-17
South America	Brazil	Suspended	March 25 - June 25	Suspended	March 27 - May 15