



FY19 3rd Quarter Financial Results



Honda Motor Co., Ltd.

February 1, 2019

Passport
(To be launched in U.S.)

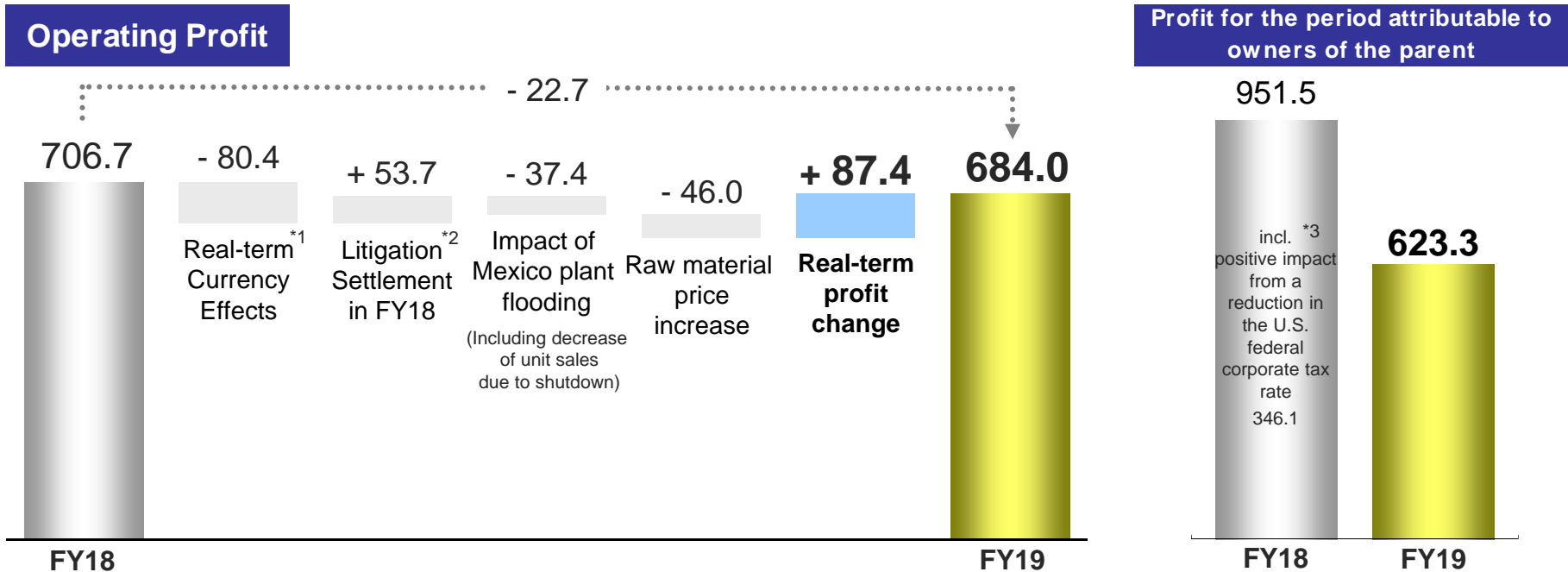
- *Outline of FY19 3rd Quarter Financial Results and FY19 Financial Forecasts*
- *FY19 3rd Quarter Financial Results and FY19 Financial Forecasts*

Results Summary

Operating profit was 684.0 billion yen, a 22.7 billion yen decrease compared to the same period last year. However real-term profit, excluding real-term currency effects, one-time issues and increased raw material prices, increased 87.4 billion yen compared to the same period last year due mainly to the positive impact of cost reduction efforts, revenue and model mix, and other factors.

9-month results FY18 vs FY19

Yen (billion)



*1 Weak Argentina peso is expected to cause inflationary impact of (- 24.0). This amount is deducted from "Currency Effects" to calculate "Real-term Currency Effects". (Price changes as a result of inflationary impact is included in "Cost Reduction, etc.")

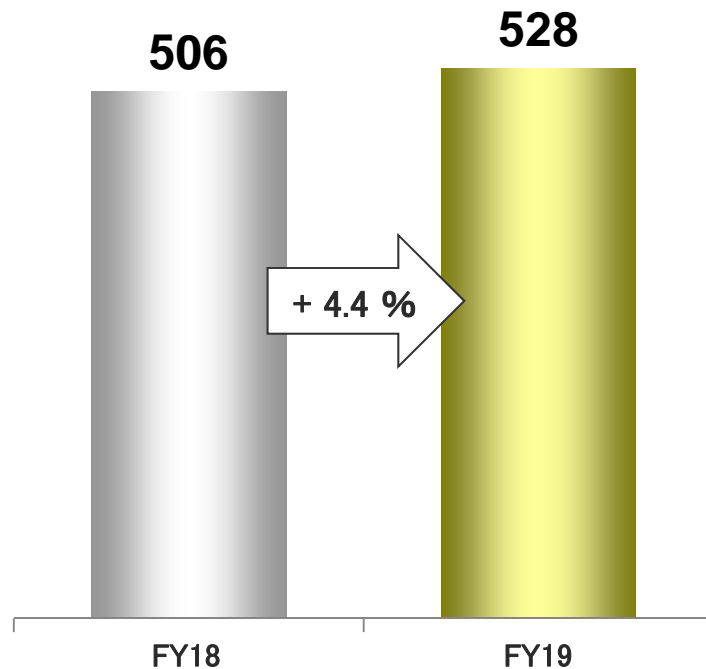
*2 Litigation settlement related to airbag inflator

*3 Positive impact resulting from a revaluation of deferred tax assets and liabilities of subsidiaries following a reduction in the U.S. federal corporate tax rate

Japan		Retail	
Nine Month Results	Unit (thousand)	vs. FY18 (%)	
Industry Demand	3,731	102.1	
Unit Sales	528	104.4	

(Source: Japan Automobile Dealers Association)

Unit (thousand)



- N-BOX series claimed best-selling model title in 2018 for second year in a row

- Also achieved highest sales in mini-vehicle segment for four years in a row
- Annual unit sales in 2018 is a historical record

- New Insight launched (Dec.)

- 2018-2019 Car of The Year Japan (COTY)

Clarity PHEV: Best Innovation Award

N-VAN: COTY steering committee's Special Achievement Award



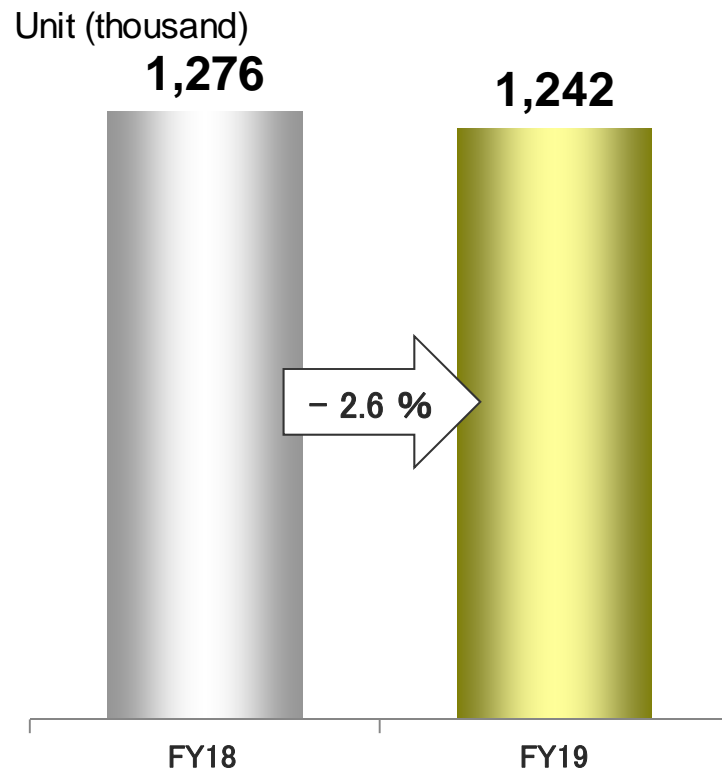
Insight



N-VAN

U.S.		Retail	
Nine Month Results	Unit (thousand)	vs. FY18 (%)	
Industry Demand	13,164	99.7	
Unit Sales	1,242	97.4	

(Source: Autodata)



- **Unit sales of light trucks in 2018 is a historical record**
 - CR-V, Pilot and Acura RDX set new calendar year records
- **Brand-new Passport unveiled (Nov.)**
 - Plan to launch in Feb. 2019
- **Insight awarded 2019 Green Car of the Year® (Nov.)**
 - Following Clarity series - 2018 winner, Honda model named Green Car of the Year for second year in a row



CR-V

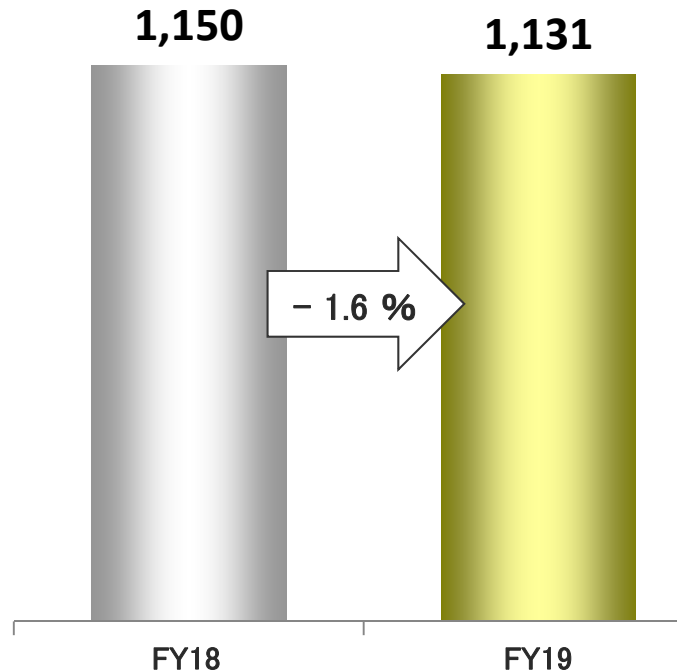


Acura RDX

China	Retail	
Nine Month Results	Unit (thousand)	vs. FY18 (%)
Industry Demand *	20,856	95.1
Unit Sales	1,131	98.4

*Industry demand is wholesale basis (Source: China Association of Automobile Manufacturers)

Unit (thousand)



Wholesale unit sales in 2018 is a historical record

- Civic surpassed 200 thousand units, while 6 models including Accord, XR-V and CR-V exceeded 100 thousand units each

Everus VE-1 unveiled as first mass-production EV jointly developed by Honda Motor China Technology and GAC Honda Automobile (Nov.)

- Deliveries to start gradually in 2019



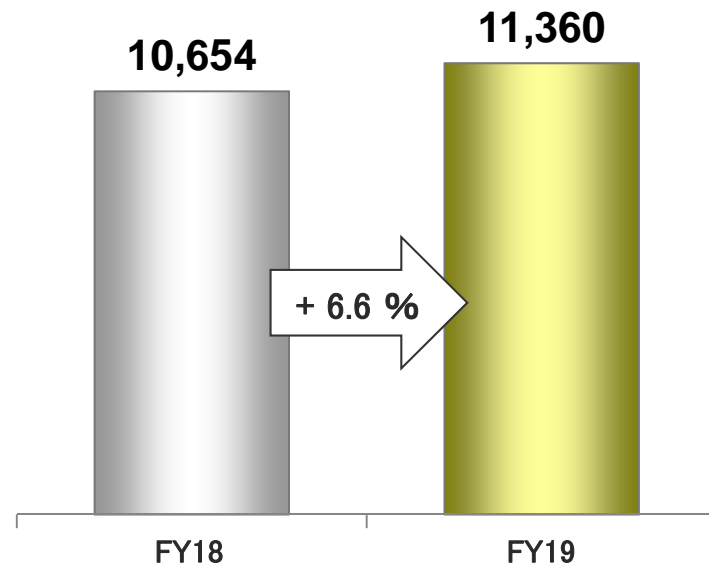
Civic



Everus VE-1

Asia		Wholesale	
Nine Month Results	Unit (thousand)	vs. FY18 (%)	
India	4,489	102.5	
Vietnam	2,095	113.1	
Thailand	1,086	97.9	
Indonesia	3,690	111.4	
Total	11,360	106.6	

Unit (thousand)



- Wholesale unit sales were 106.6% compared with the same period last year
 - Due mainly to strong sales of Scoopy in Indonesia, Activa in India and Vision in Vietnam

Vietnam

- Cumulative motorcycle production surpassed 25 million units (Oct.)

India

- Cumulative motorcycle sales surpassed 40 million units (Dec.)
- Since Sept., revision of mandatory vehicle liability insurance system, increased insurance premiums and tightening loan screening criteria have impacted market



Forza (Indonesia)



Future FI (Vietnam)

▪ **Electric scooter, PCX ELECTRIC launched in Japan (Nov.)**

- First motorized scooter (125cc or less) launched by Honda
- Powered by newly-developed compact electric power unit



PCX ELECTRIC

▪ **Inaugurated new motorcycle factory in Bangladesh (Nov.)**

- Initial annual production capacity of 100 thousand units
- Planned to expand capacity to 200 thousand units by 2021

▪ **HondaJet Elite received type certification in Japan, and marked its first customer delivery (Dec.)**

- Since start of order acceptance in Japan in June, Honda Aircraft Company has taken orders for more than 10 aircraft



HondaJet Elite

▪ **“Honda Walking Assist” device receives clearance as medical device in the U.S. (Dec.)**



Honda Walking Assist

Financial Results Yen (billion)	Nine Month Results		
	FY18	FY19	Change
Sales revenue	11,446.4	11,839.5	+ 3.4%
Operating profit	706.7	684.0	- 3.2%
Operating margin	6.2%	5.8%	- 0.4pt
Share of profit of investments accounted for using the equity method	189.7	169.6	- 10.6%
Profit before income taxes	924.5	868.2	- 6.1%
Profit for the period attributable to owners of the parent	951.5 ^{*2}	623.3	- 34.5%
Earnings per share attributable ^{*1} to owners of the parent (Yen)	529.39	353.10	- 176.29
<p>^{*1} Please refer to the footnotes on the last page ^{*2} Profit for the year attributable to owners of the parent includes the 346.1 bil. yen impact of revaluation of deferred tax assets and liabilities in the U.S. consolidated subsidiaries due to the tax reform.</p>			
Market average rates (Yen)			
U.S. Dollar	112	111	Yen up by 1 yen

Yen (billion)	FY18 Results	FY19 Forecast	Change		Change from previous forecast
			amount	%	
Sales revenue	15,361.1	15,850.0	+ 488.8	+ 3.2%	+ 50.0
Operating profit	833.5	790.0	- 43.5	- 5.2%	-
Operating margin	5.4%	5.0%		- 0.4pt	- 0.0pt
Share of profit of investments accounted for using the equity method	247.6	215.0	- 32.6	- 13.2%	-
Profit before income taxes	1,114.9	1,010.0	- 104.9	- 9.4%	-
Profit for the year attributable to owners of the parent	1,059.3	695.0	- 364.3	- 34.4%	+ 20.0
Earnings per share attributable to owners of the parent (Yen)	590.79	393.99		- 196.80	+ 11.33
Market average rates (Yen)					
U.S. Dollar	111	111 (1-3Q 111 / 4Q 110)		-	Yen down by 1 yen

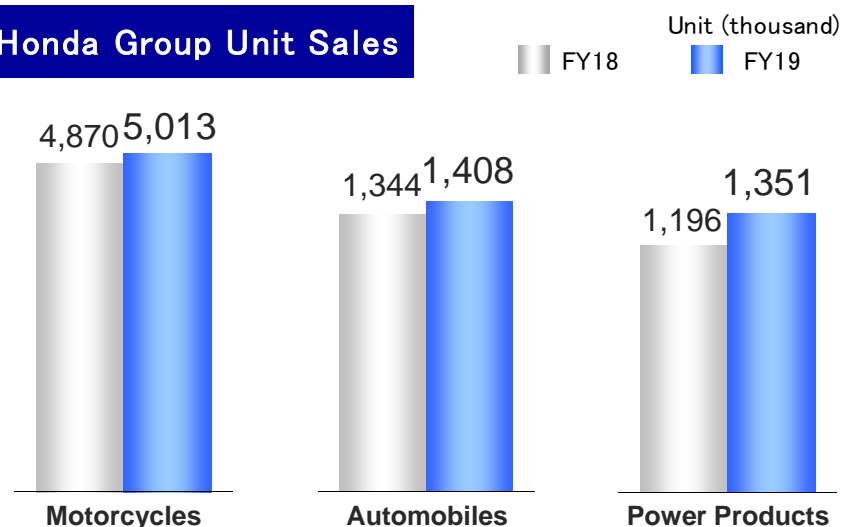
Dividend per Share (Yen)	FY18	FY19 (Expectation)	Increase / Decrease from FY18	Change from previous forecast
1 st Quarter End	24	27	+ 3	-
2 nd Quarter End	24	28	+ 4	-
3 rd Quarter End	25	28	+ 3	-
4 th Quarter End	27	(28)	(+ 1)	(-)
Fiscal Year	100	(111)	(+ 11)	(-)

- *Outline of FY19 3rd Quarter Financial Results and FY19 Financial Forecasts*
- ***FY19 3rd Quarter Financial Results and FY19 Financial Forecasts***

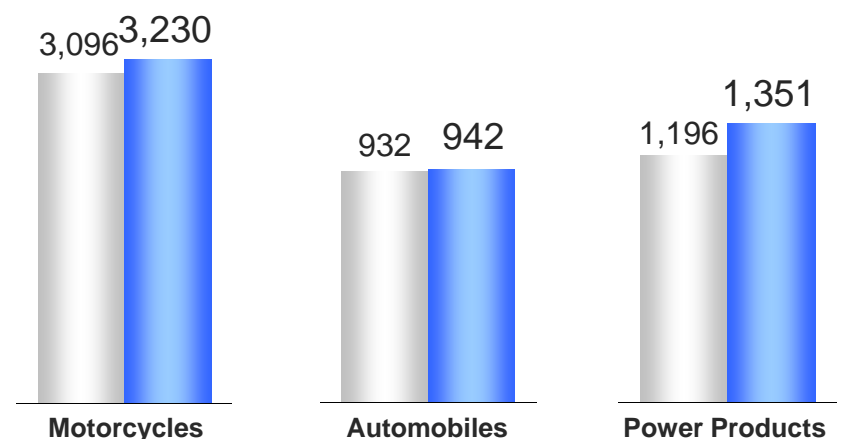
Honda Group Unit Sales (thousand)	3Q Results (3 Months)		
	FY18	FY19	Change
Motorcycles	4,870	5,013	+ 2.9%
Automobiles	1,344	1,408	+ 4.8%
Power Products	1,196	1,351	+ 13.0%

Consolidated Unit Sales (thousand)	3Q Results (3 Months)		
	FY18	FY19	Change
Motorcycles	3,096	3,230	+ 4.3%
Automobiles	932	942	+ 1.1%
Power Products	1,196	1,351	+ 13.0%

Honda Group Unit Sales



Consolidated Unit Sales



Honda Group Unit Sales

- Increase in motorcycle unit sales due mainly to sales growth in Vietnam, Indonesia and Brazil
- Increase in automobile unit sales due mainly to sales growth in China and Japan

Financial Results Yen (billion)	3Q Results (3 Months)		
	FY18	FY19	Change
Sales revenue	3,957.1	3,973.6	+ 0.4%
Operating profit	284.5	170.1	- 40.2%
Operating margin	7.2%	4.3%	- 2.9pt
Share of profit of investments accounted for using the equity method	54.5	51.4	- 5.7%
Profit before income taxes	346.8	226.9	- 34.6%
Profit for the period attributable to owners of the parent	570.2	168.2	- 70.5%
Earnings per share attributable to owners of the parent (Yen)	318.50	95.61	- 222.89
Market average rates (Yen)			
U.S. Dollar	113	113	Yen up by 0 yen

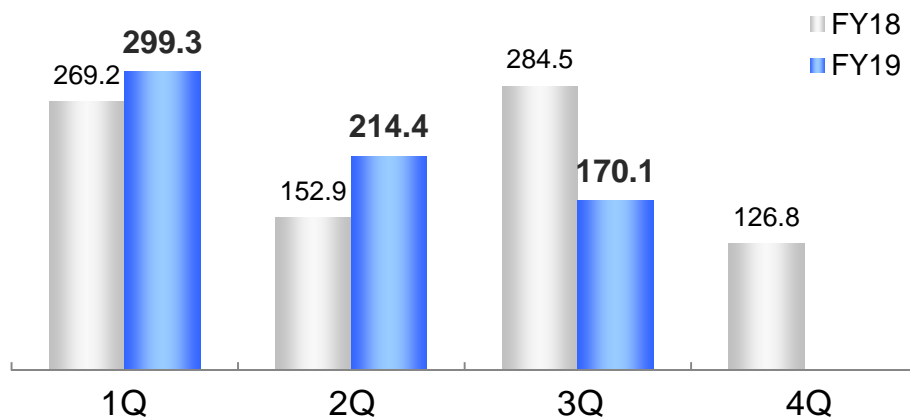
Financial Summary

Sales revenue was approximately the same level compared to the same period last year primarily due to an increase in sales revenue in motorcycle and financial services business operations despite negative FOREX effects.

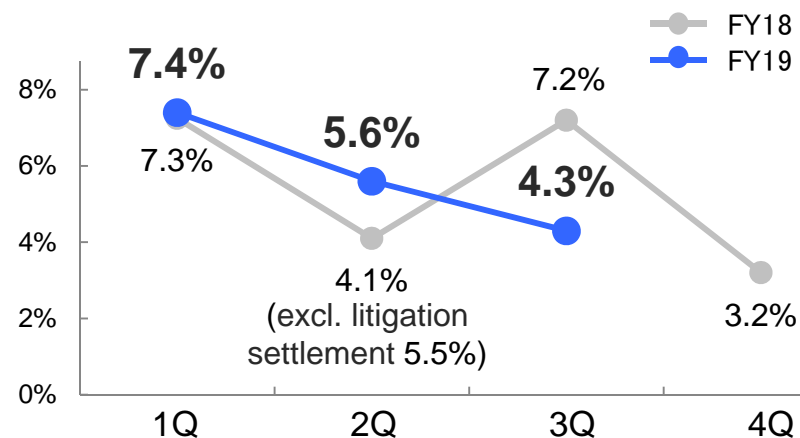
Operating profit decreased by 40.2% due primarily to negative impact from revenue and model mix, an increase in SG&A expenses and negative FOREX effects despite positive impact from cost reduction efforts and other factors.

Operating Profit

Yen (billion)



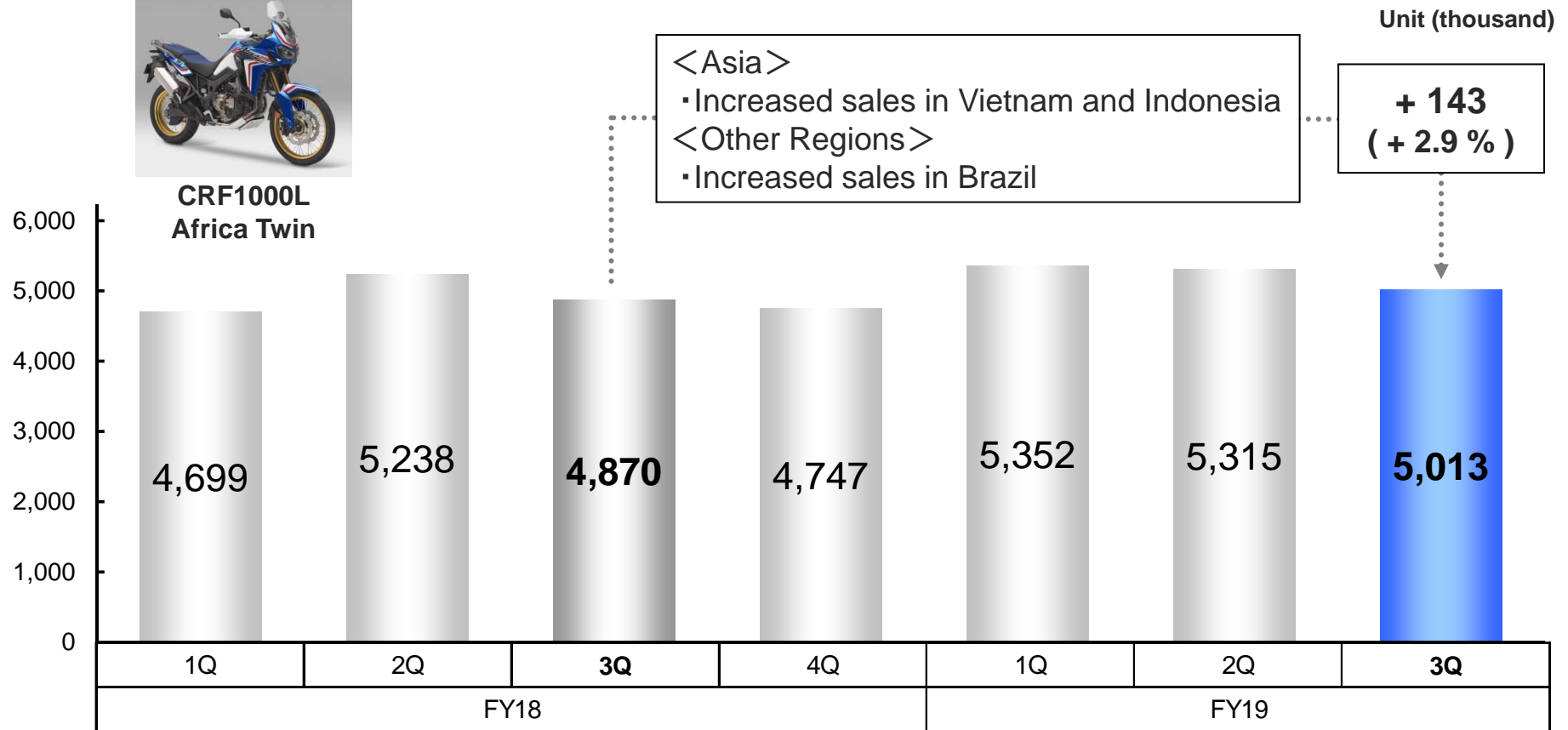
Operating Margin



Motorcycles - Honda Group Unit Sales
(Motorcycles, All-Terrain Vehicles, Side-by-Sides etc.)



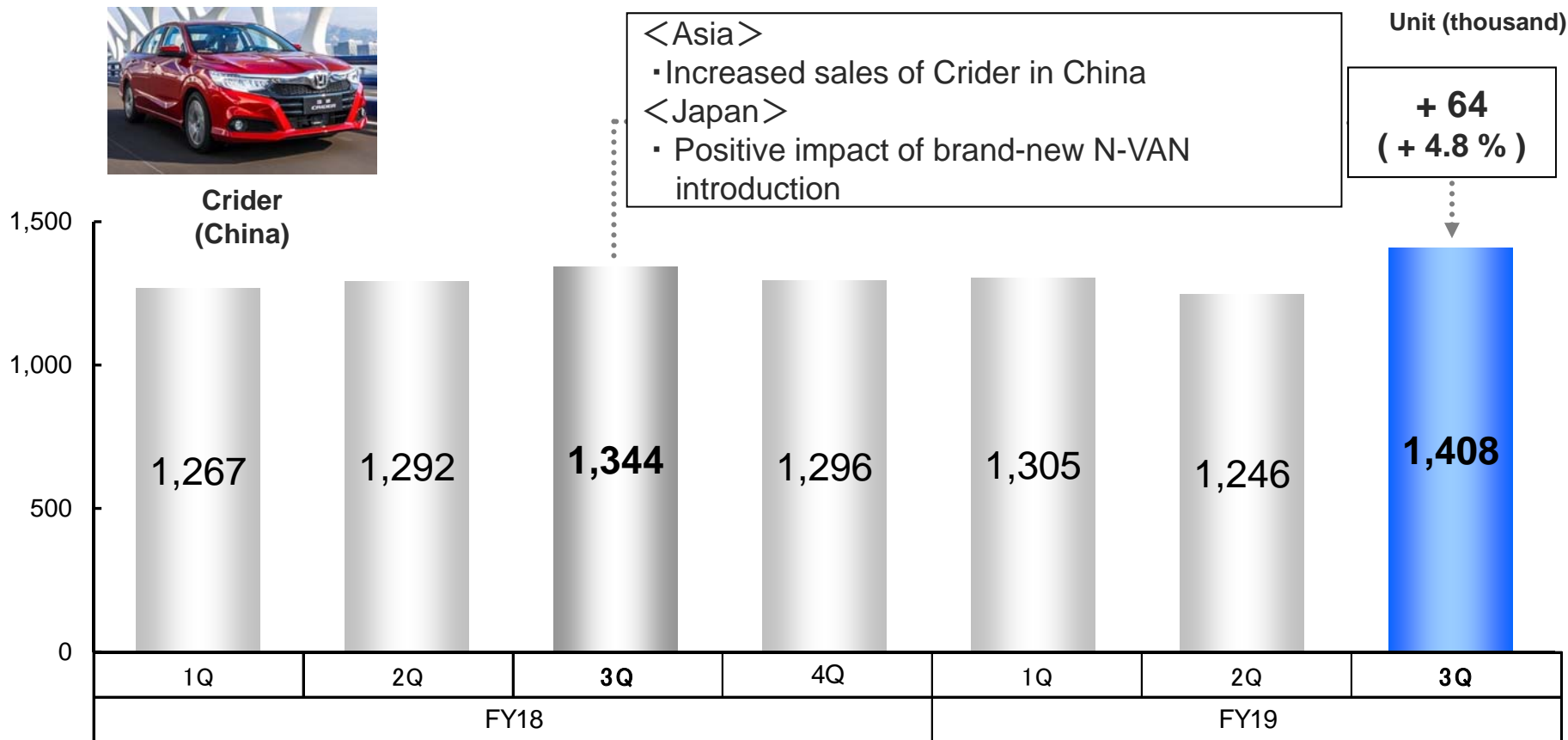
**CRF1000L
Africa Twin**



Japan	42	42	42	41	49	55	53
North America	80	83	69	81	72	78	66
Europe	81	53	39	61	80	61	40
Asia	4,219	4,804	4,437	4,260	4,840	4,824	4,523
Other Regions	277	256	283	304	311	297	331
Total	4,699	5,238	4,870	4,747	5,352	5,315	5,013



**Crider
(China)**



Japan	157	167	174	198	162	170	183
North America	481	452	491	478	518	428	498
Europe	42	43	42	56	42	38	41
Asia	523	570	578	495	520	551	627
Other Regions	64	60	59	69	63	59	59
Total	1,267	1,292	1,344	1,296	1,305	1,246	1,408

Power Products - Honda Group Unit Sales



**GX240
(Engine)**

< North America >

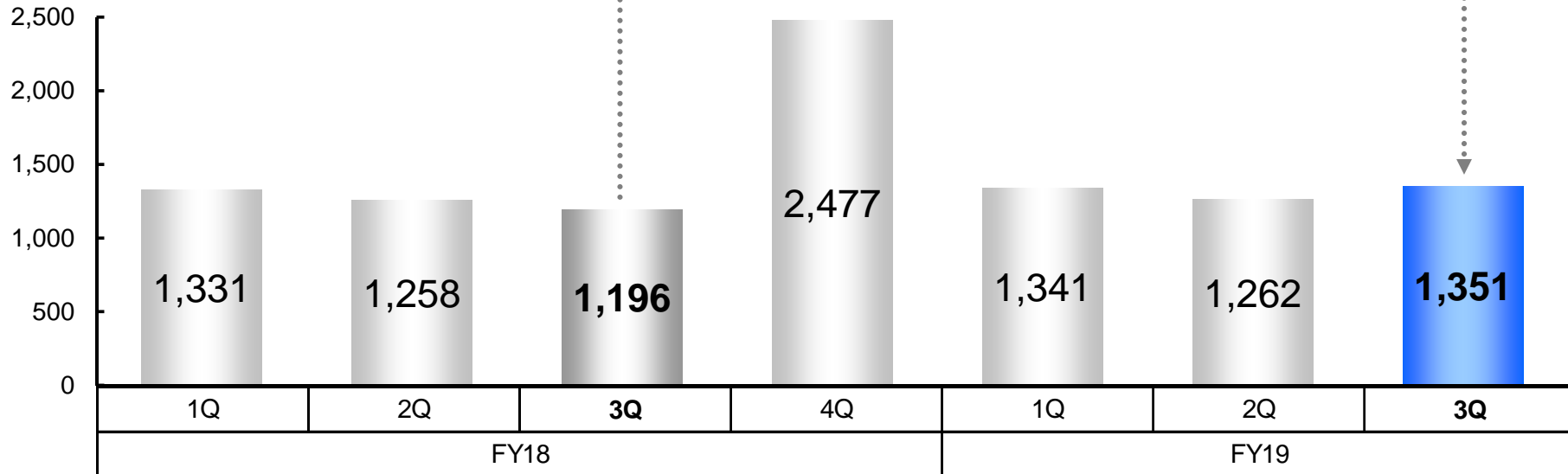
- Increased sales of OEM engines used in construction equipment and lawn mowers

< Japan >

- Increased sales of OEM engines used in pumps

Unit (thousand)

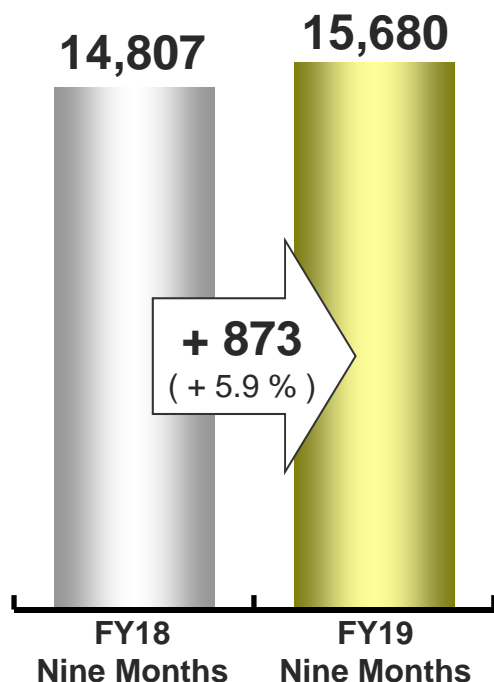
**+ 155
(+ 13.0%)**



Japan	59	79	64	98	72	89	85
North America	596	545	524	1,347	575	548	658
Europe	240	166	191	425	229	173	198
Asia	362	379	300	471	395	376	309
Other Regions	74	89	117	136	70	76	101
Total	1,331	1,258	1,196	2,477	1,341	1,262	1,351

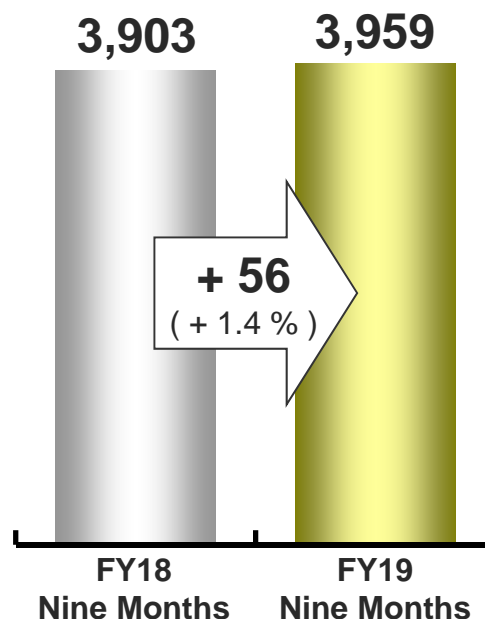
Unit (thousand)

Motorcycles



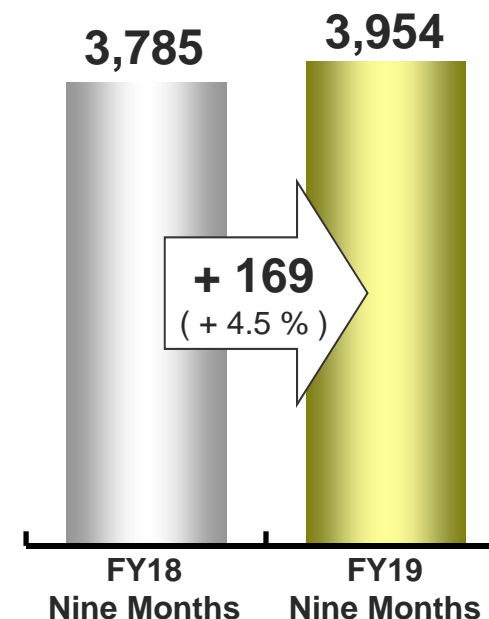
	FY18	FY19	Change
Japan	126	157	+ 31
North America	232	216	- 16
Europe	173	181	+ 8
Asia	13,460	14,187	+ 727
Other Regions	816	939	+ 123
Total	14,807	15,680	+ 873

Automobiles



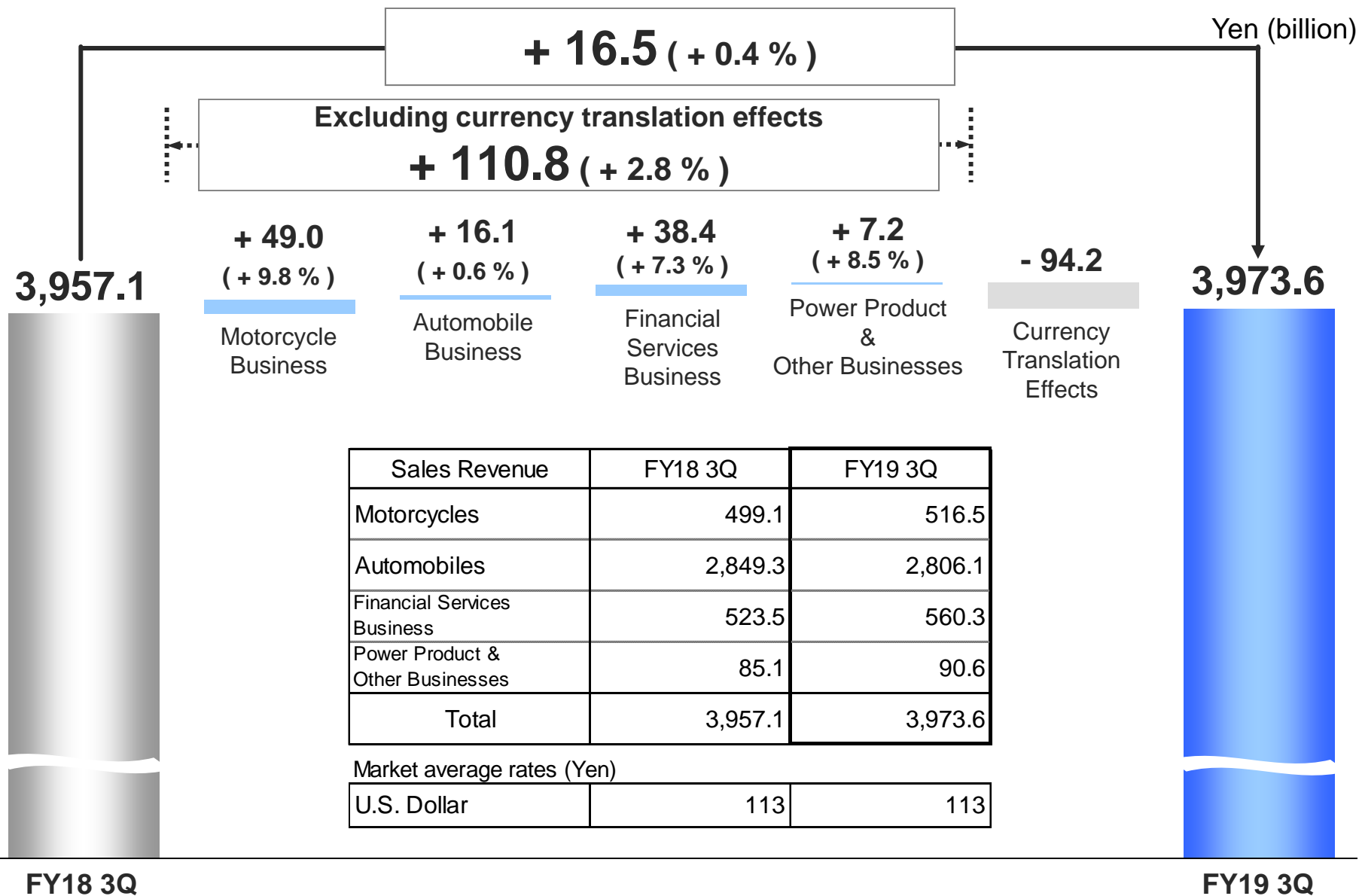
	FY18	FY19	Change
Japan	498	515	+ 17
North America	1,424	1,444	+ 20
Europe	127	121	- 6
Asia	1,671	1,698	+ 27
Other Regions	183	181	- 2
Total	3,903	3,959	+ 56

Power Products

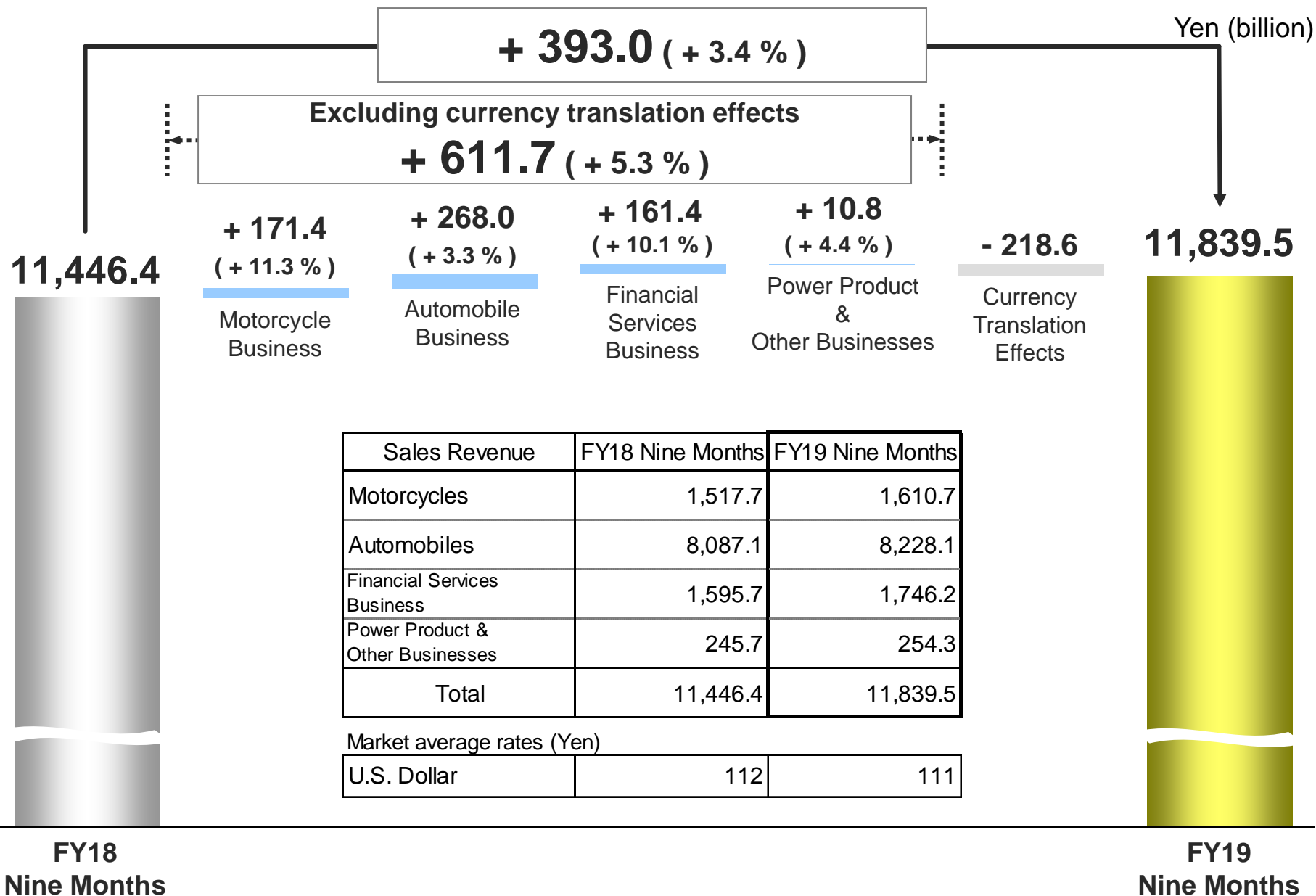


	FY18	FY19	Change
Japan	202	246	+ 44
North America	1,665	1,781	+ 116
Europe	597	600	+ 3
Asia	1,041	1,080	+ 39
Other Regions	280	247	- 33
Total	3,785	3,954	+ 169

Change in Sales Revenue <FY19 3rd Qtr>

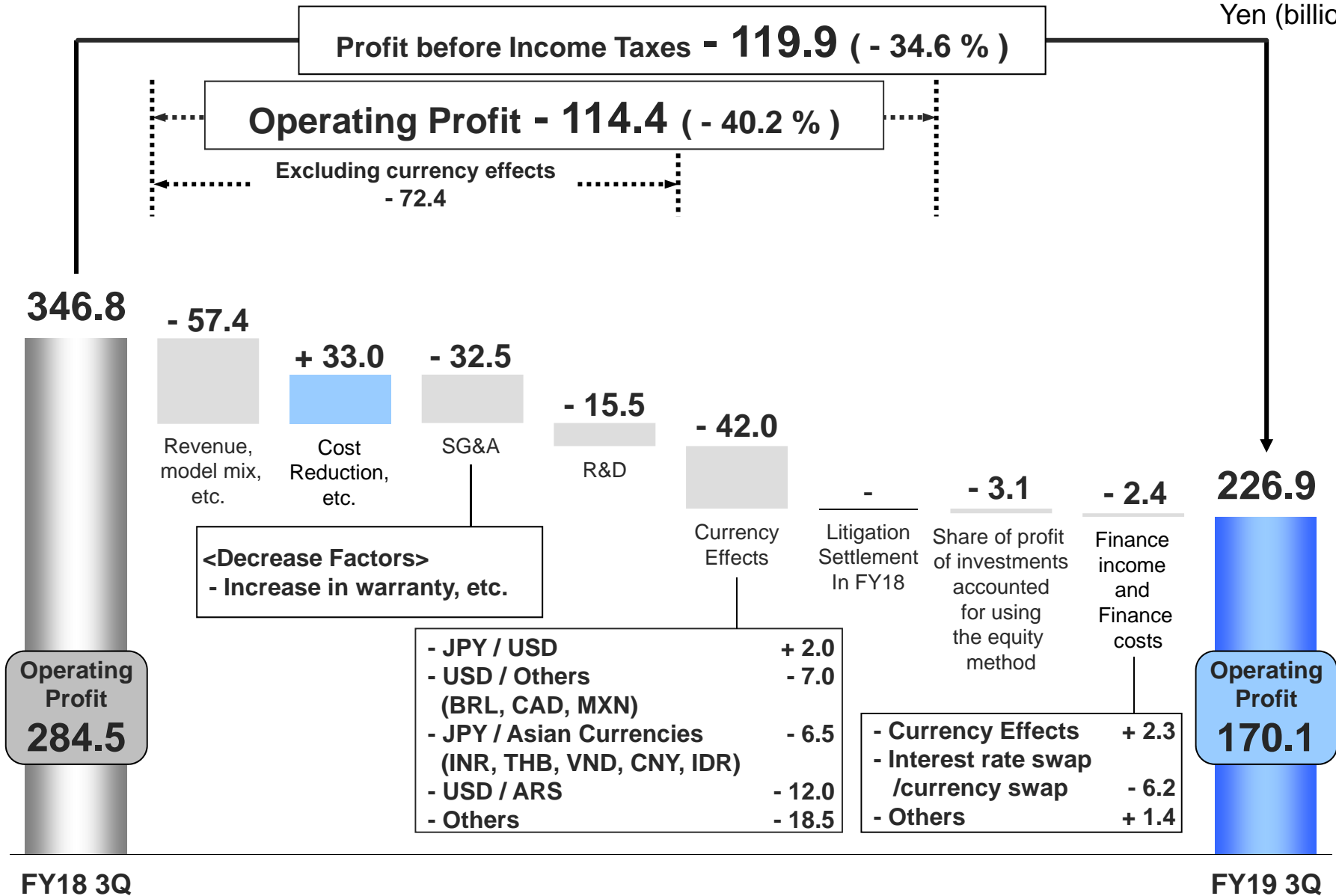


Change in Sales Revenue <FY19 Nine Months>

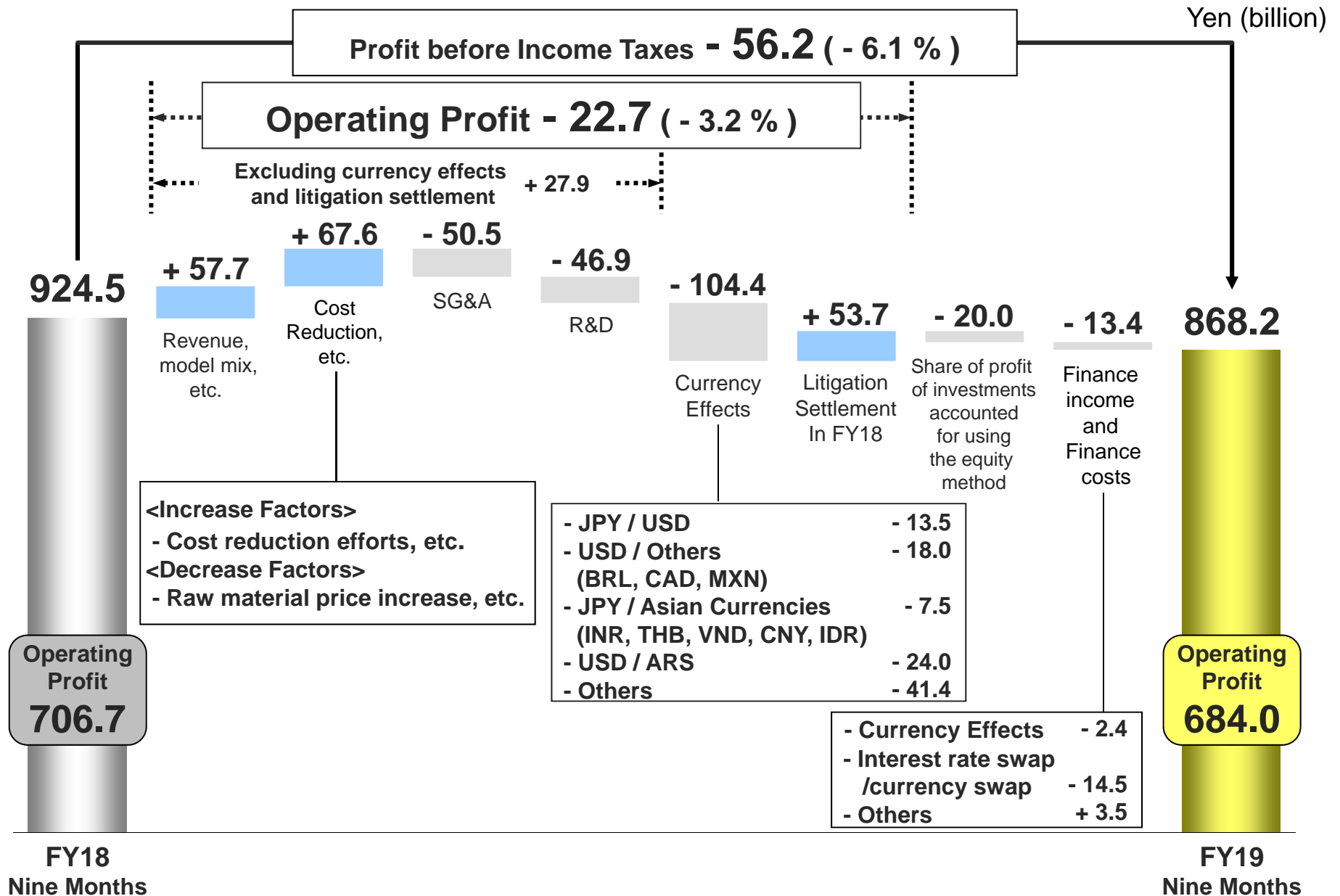


Change in Profit before Income Taxes <FY19 3rd Qtr>

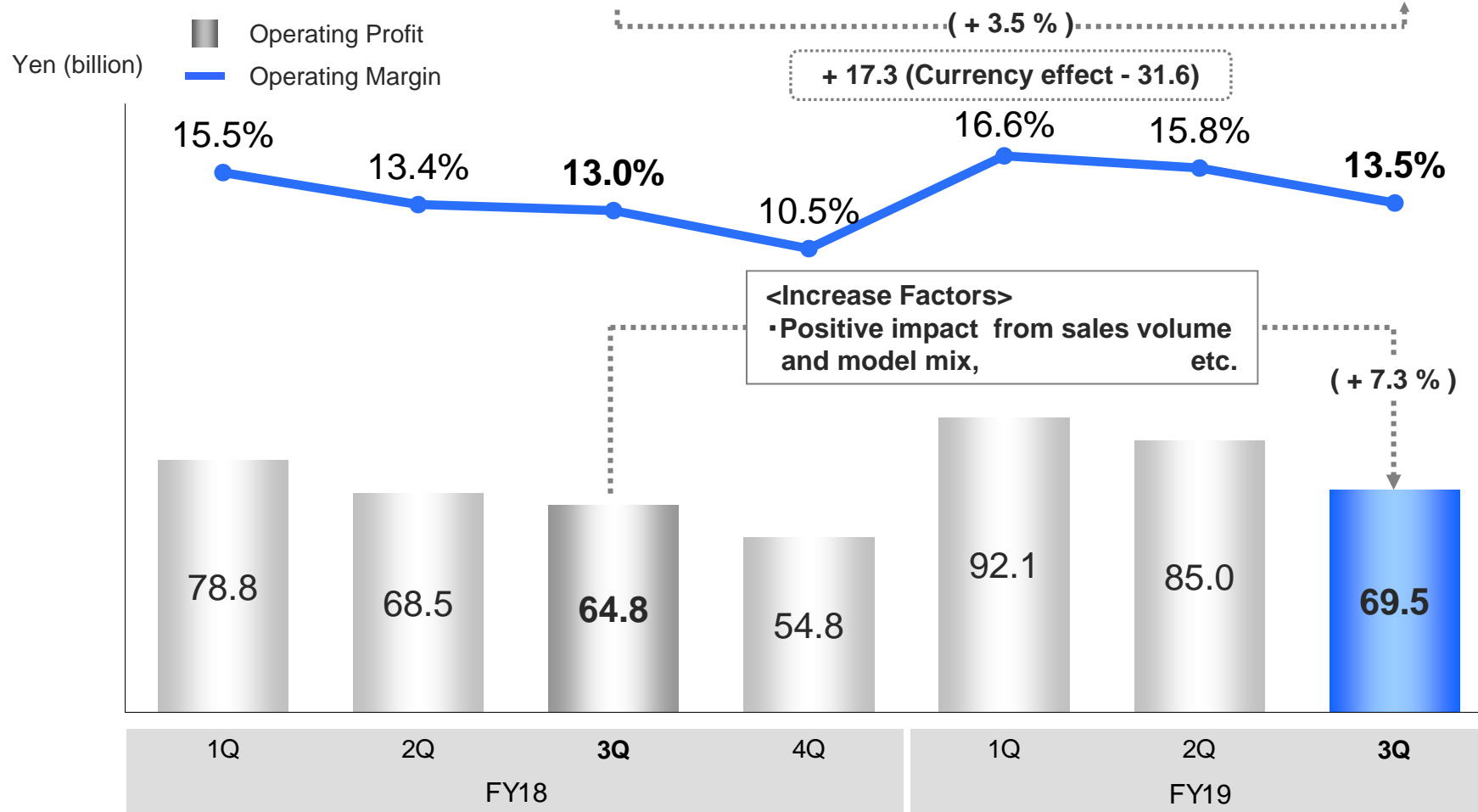
Yen (billion)



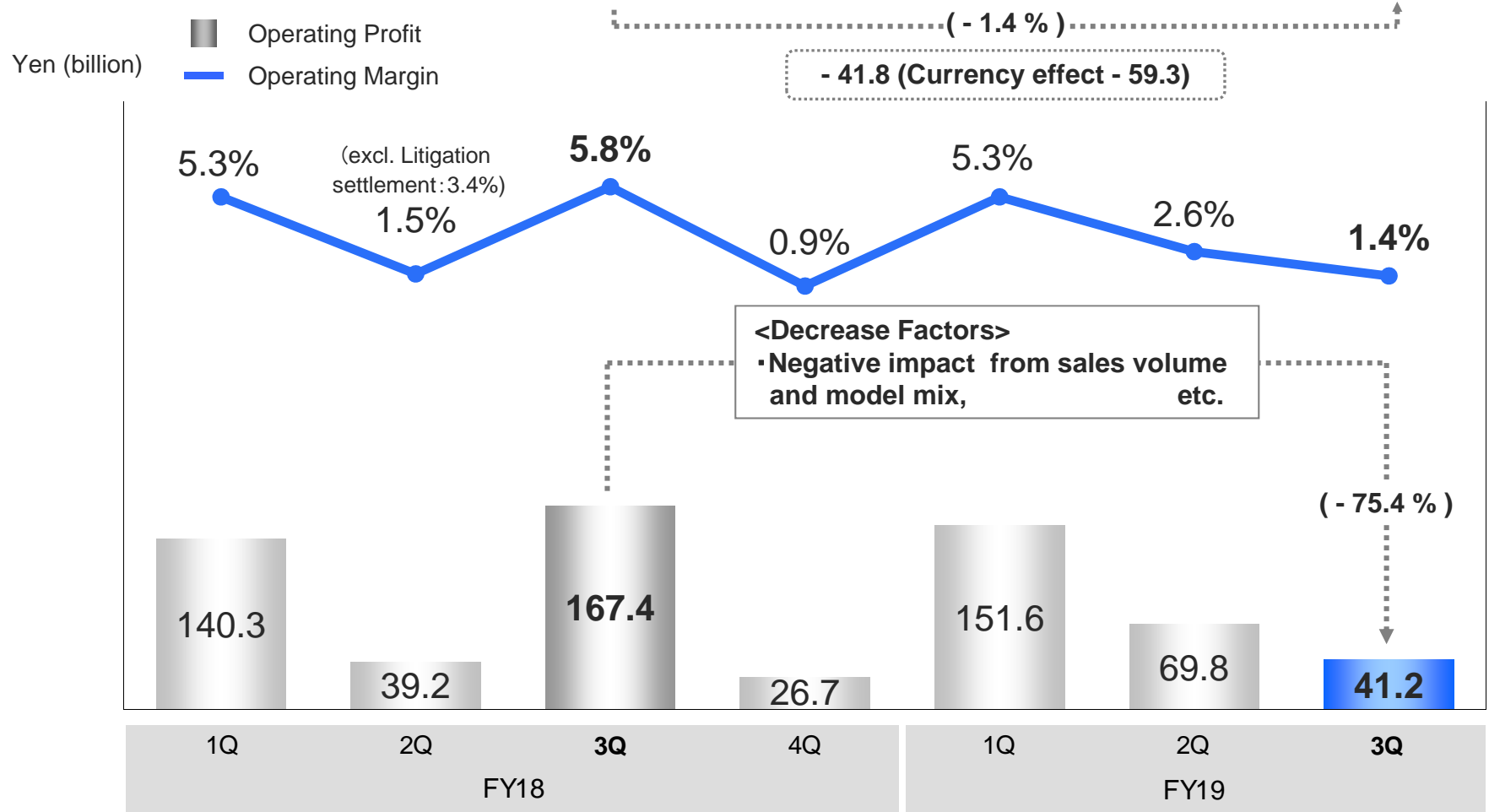
Change in Profit before Income Taxes <FY19 Nine Months>



Unit (thousand) Yen (billion)	FY18				FY19		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
Honda Group Unit Sales	4,699	5,238	4,870	4,747	5,352	5,315	5,013
(Consolidated Unit Sales)	(3,245)	(3,446)	(3,096)	(3,167)	(3,615)	(3,533)	(3,230)
Sales Revenue	508.5	510.1	499.1	520.9	554.9	539.3	516.5



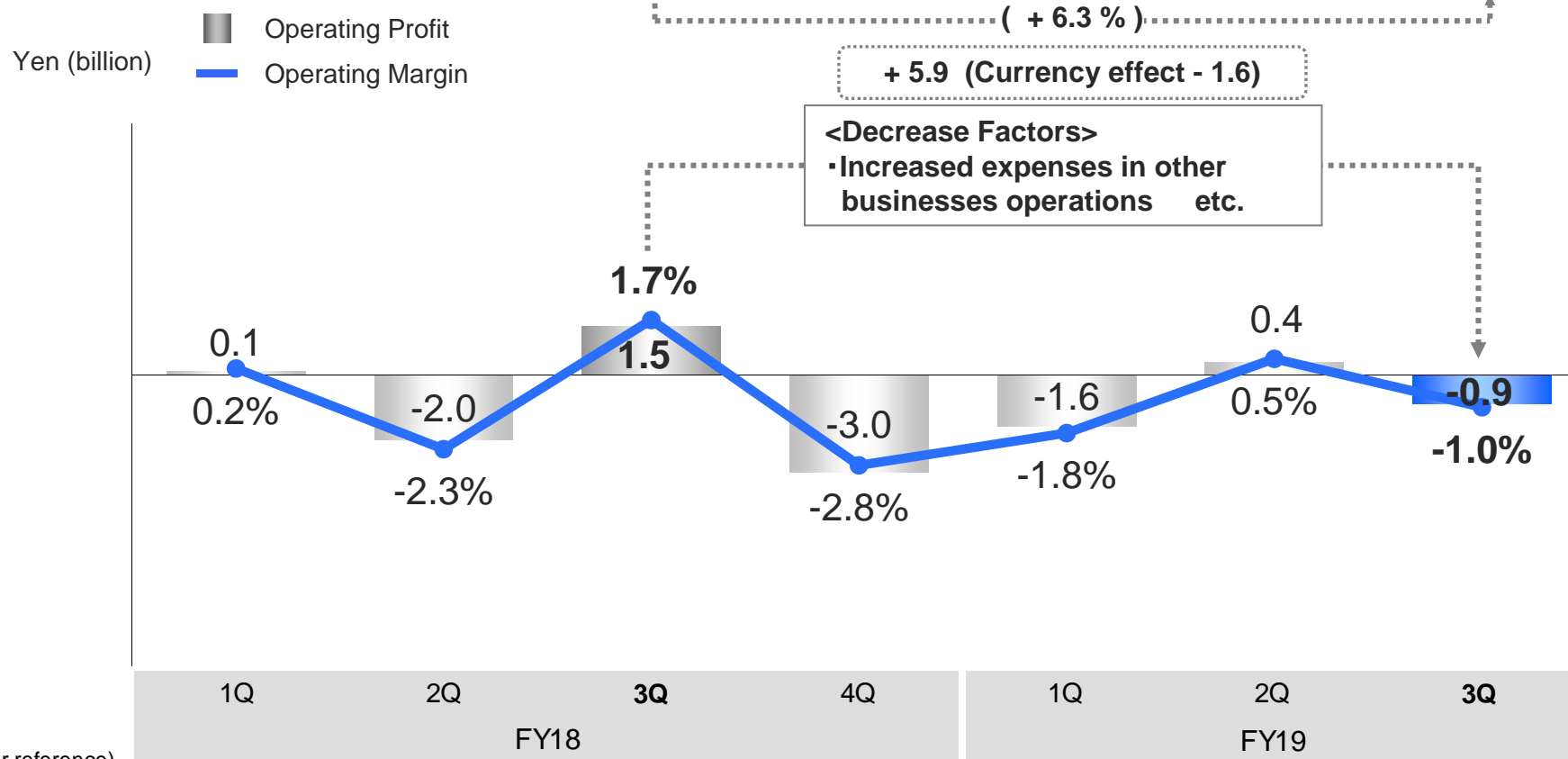
Unit (thousand) Yen (billion)	FY18				FY19		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
Honda Group Unit Sales (Consolidated Unit Sales)	1,267 (900)	1,292 (907)	1,344 (932)	1,296 (950)	1,305 (952)	1,246 (875)	1,408 (942)
Sales Revenue	2,624.5	2,693.0	2,901.4	2,826.1	2,845.1	2,670.1	2,859.5



Power Product & Other Businesses

Sales Revenue/Operating Profit (Margin)

Unit (thousand) Yen (billion)	FY18				FY19		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
Honda Group * Unit Sales (Consolidated Unit Sales)	1,331	1,258	1,196	2,477	1,341	1,262	1,351
	(1,331)	(1,258)	(1,196)	(2,477)	(1,341)	(1,262)	(1,351)
Sales Revenue	83.1	87.8	93.4	106.7	87.8	86.9	99.3



(For reference)

	1Q	2Q	3Q	4Q	1Q	2Q	3Q
Operating profit from aircraft and aircraft engines	- 8.5	- 13.6	- 8.0	- 11.5	- 10.0	- 9.3	- 9.8

*Honda Group Unit Sales and Consolidated Unit Sales includes only power product units.

Financial Services Business

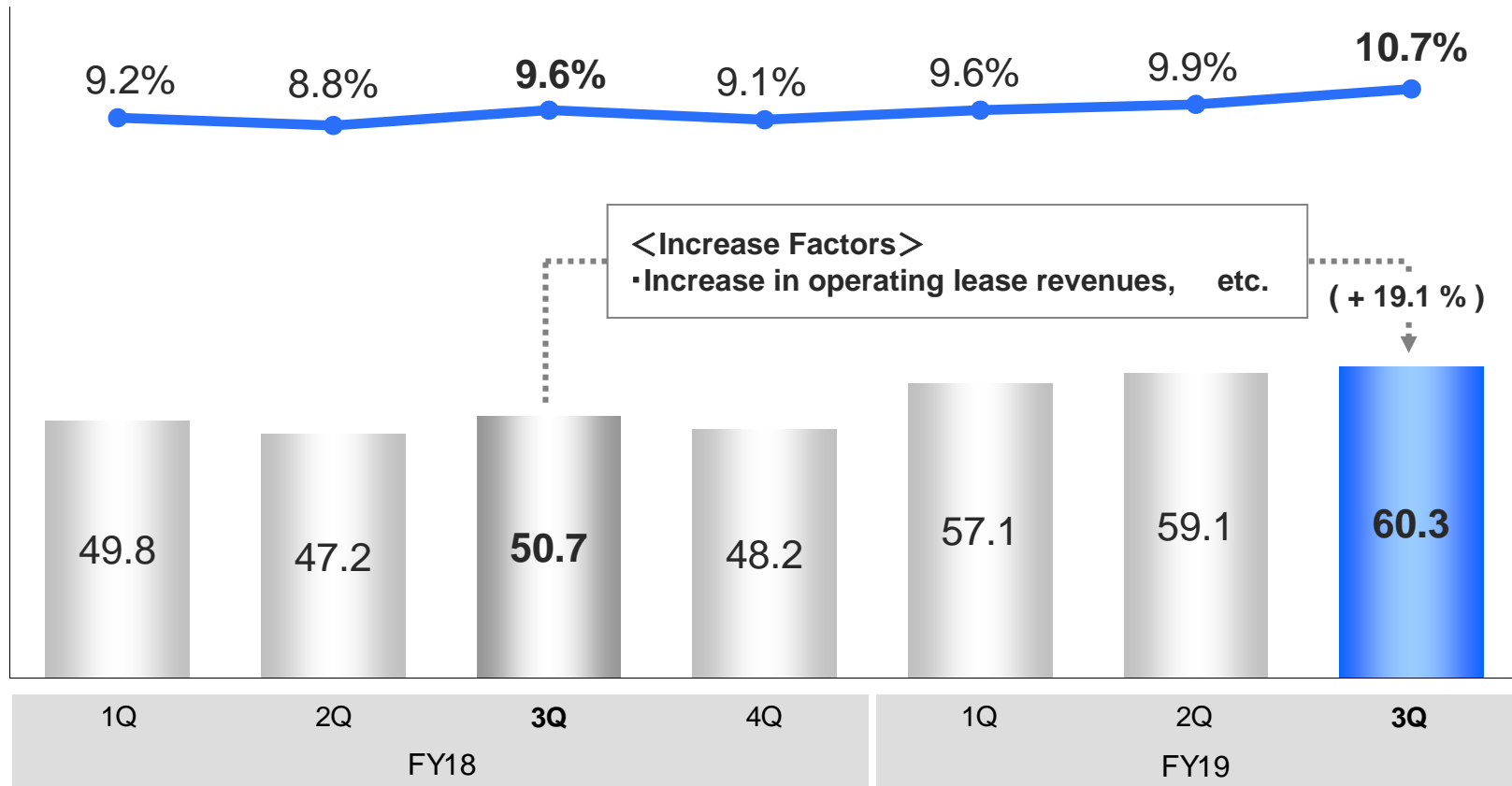
Total Assets/Sales Revenue/Operating Profit (Margin)

Yen (billion)	FY18				FY19		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
Total Assets of Finance Subsidiaries	9,494.4	9,688.7	9,867.1	9,409.2	9,783.2	10,153.8	9,944.0
Sales Revenue	539.6	539.5	527.1	530.8	593.1	600.2	564.0

.....(+ 7.0 %).....↑

Yen (billion)
 Operating Profit
 Operating Margin

+ 36.8 (Currency effect - 1.7)

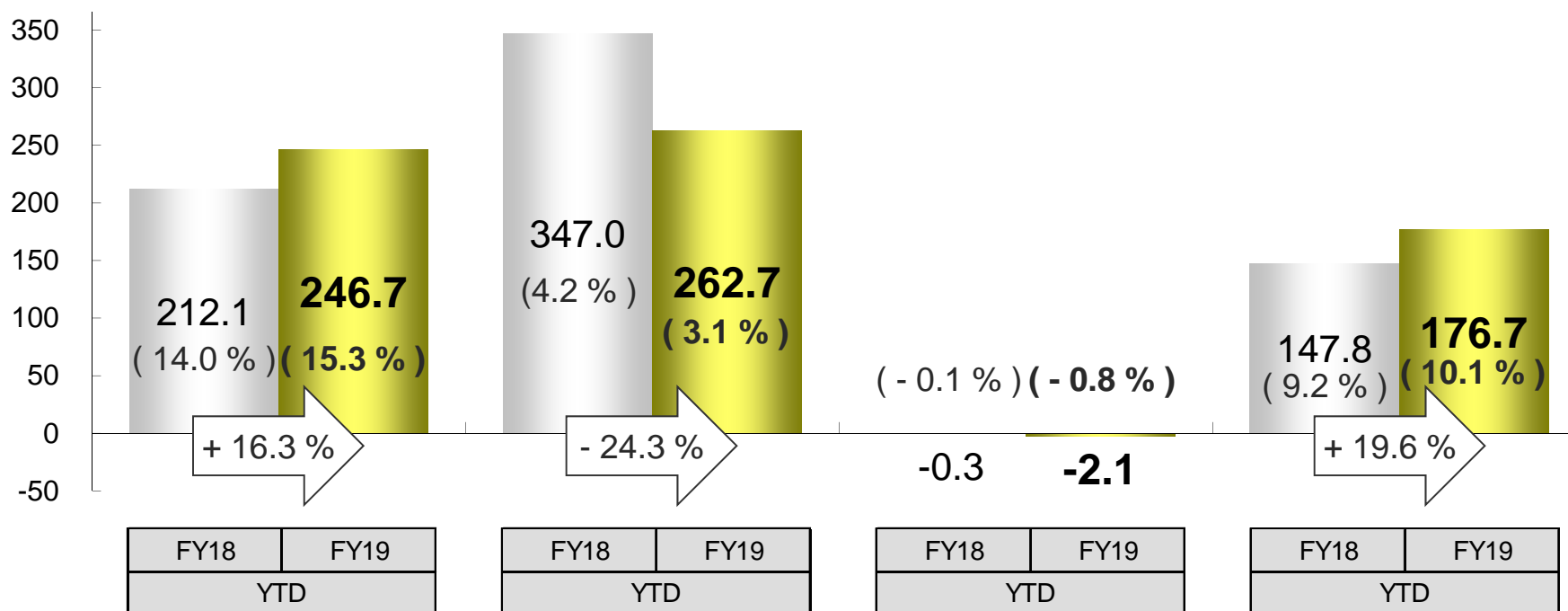


Sales Revenue/Operating Profit (Margin) by Business Segment <FY19 Nine Months>

Unit (thousand) Yen (billion)	Motorcycle Business		Automobile Business		Power Product and Other Businesses		Financial Services Business	
	YTD		YTD		YTD		YTD	
	FY18	FY19	FY18	FY19	FY18	FY19	FY18	FY19
Honda Group Unit Sales (Consolidated Unit Sales)	14,807	15,680	3,903	3,959	3,785	3,954	-	-
	(9,787)	(10,378)	(2,739)	(2,769)	(3,785)	(3,954)	(-)	(-)
Sales Revenue	1,517.7	1,610.7	8,219.0	8,374.9	264.3	274.1	1,606.3	1,757.4

Operating Profit : Yen (billion)

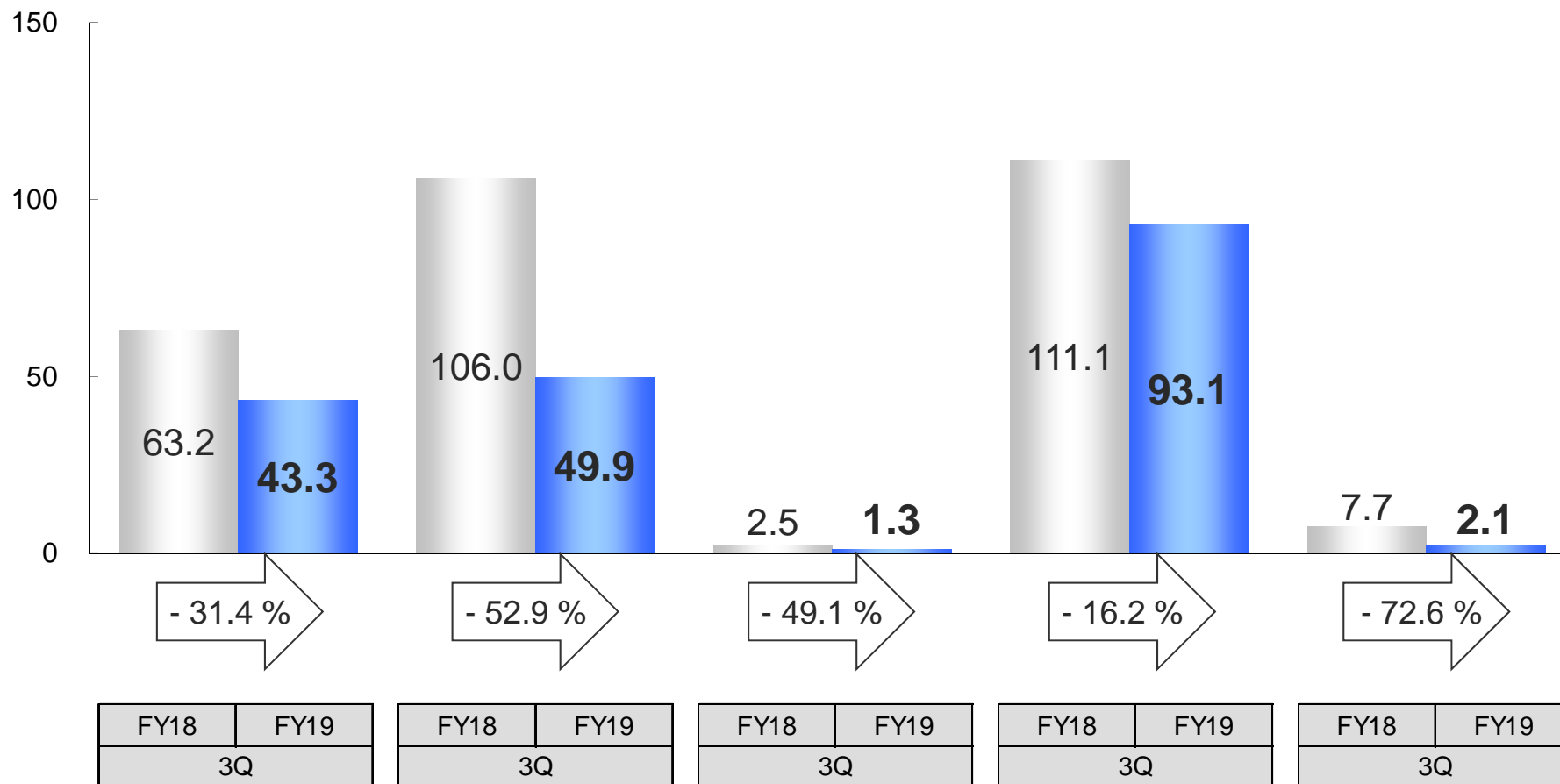
Operating Margin : (%)



Sales Revenue/Operating Profit by Geographical Segment <FY19 3rd Qtr>

Yen (billion)	Japan		North America		Europe		Asia		Other Regions	
	3Q		3Q		3Q		3Q		3Q	
	FY18	FY19	FY18	FY19	FY18	FY19	FY18	FY19	FY18	FY19
Sales Revenue	1,158.0	1,296.1	2,237.8	2,250.2	217.5	218.8	1,107.0	1,065.7	212.1	194.7

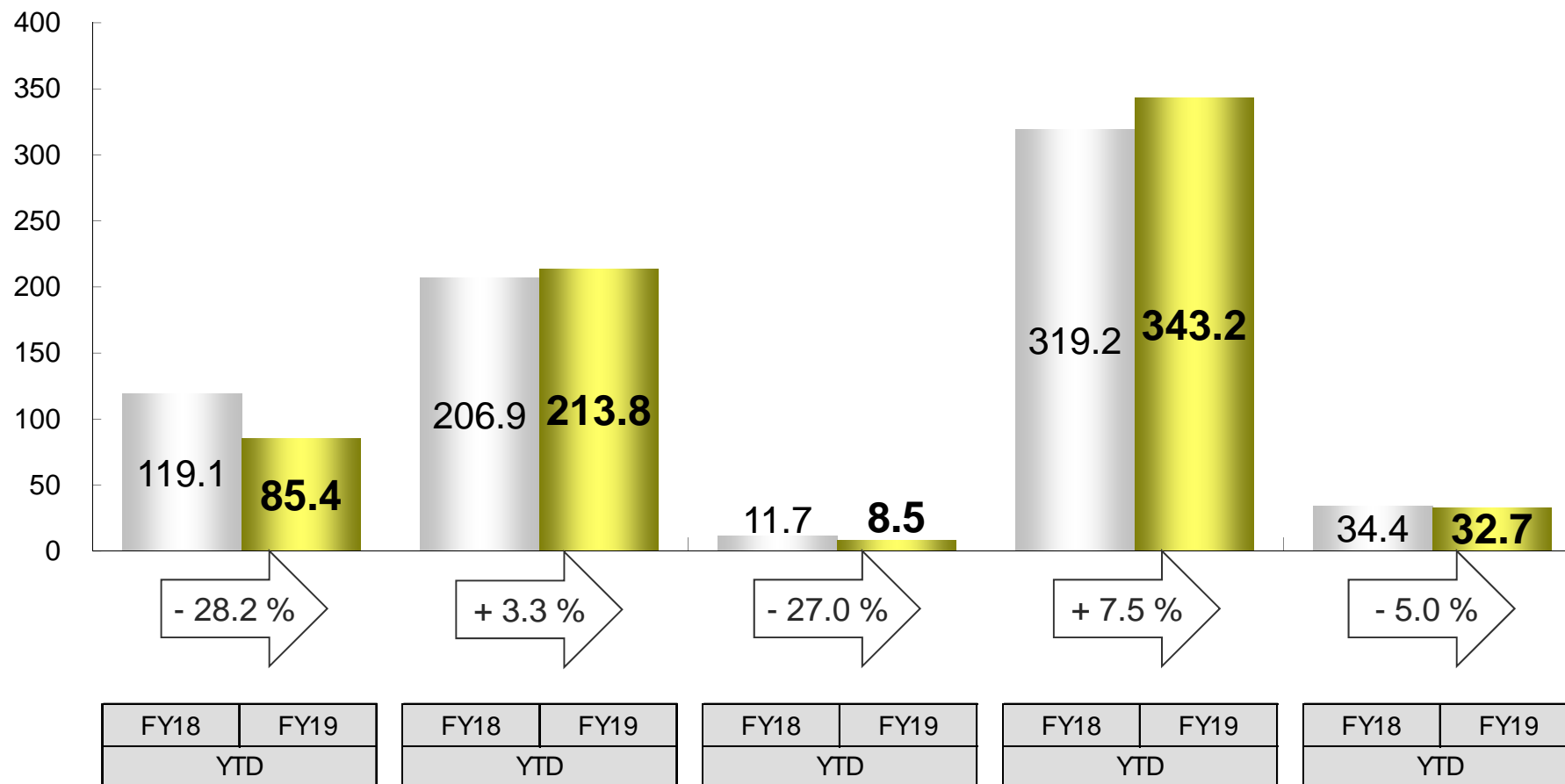
Operating Profit : Yen (billion)



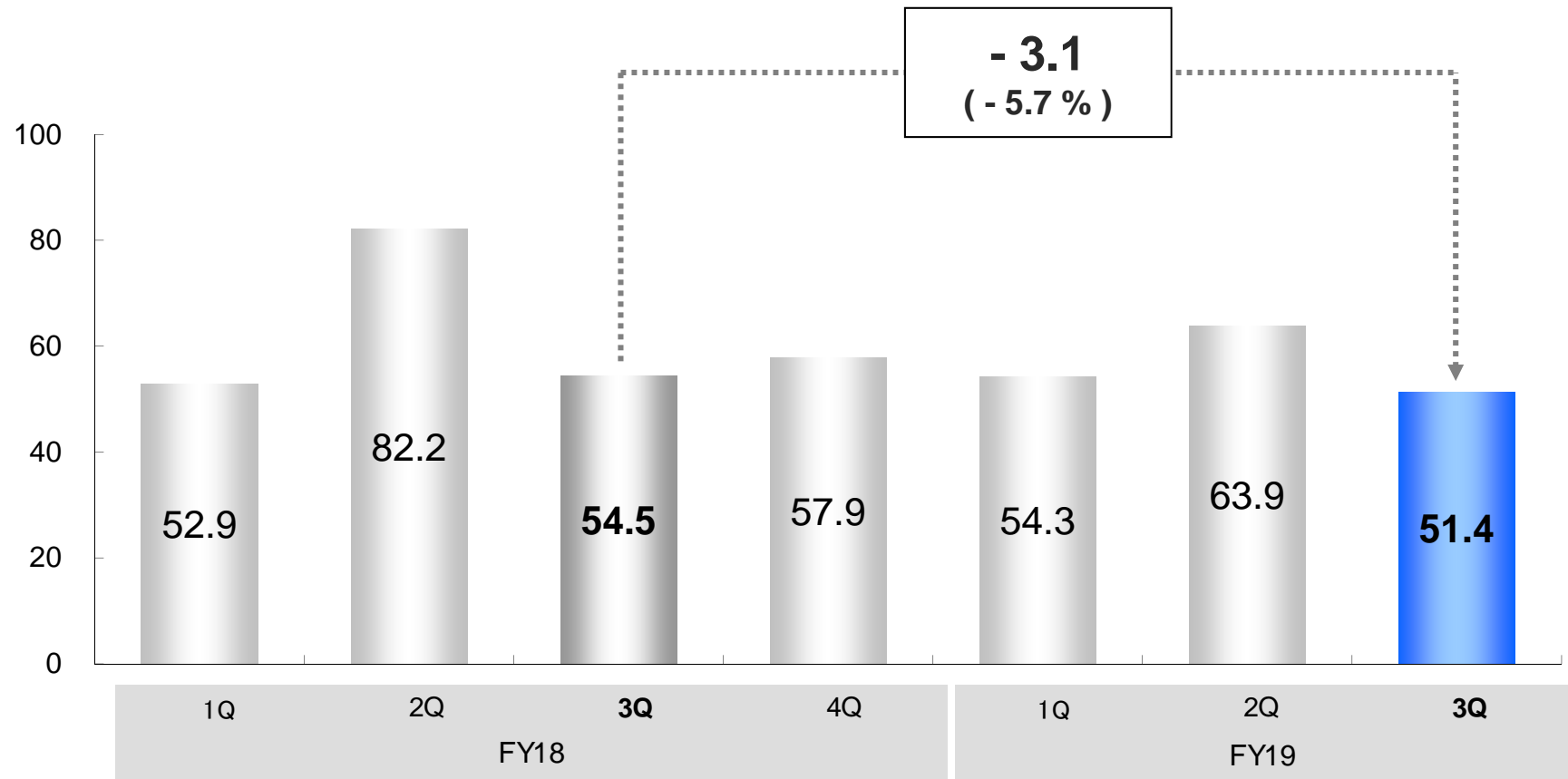
Sales Revenue/Operating Profit by Geographical Segment <FY19 Nine Months>

Yen (billion)	Japan		North America		Europe		Asia		Other Regions	
	YTD		YTD		YTD		YTD		YTD	
	FY18	FY19	FY18	FY19	FY18	FY19	FY18	FY19	FY18	FY19
Sales Revenue	3,241.3	3,641.9	6,435.9	6,694.8	639.8	666.8	3,182.9	3,275.1	618.6	574.5

Operating Profit : Yen (billion)



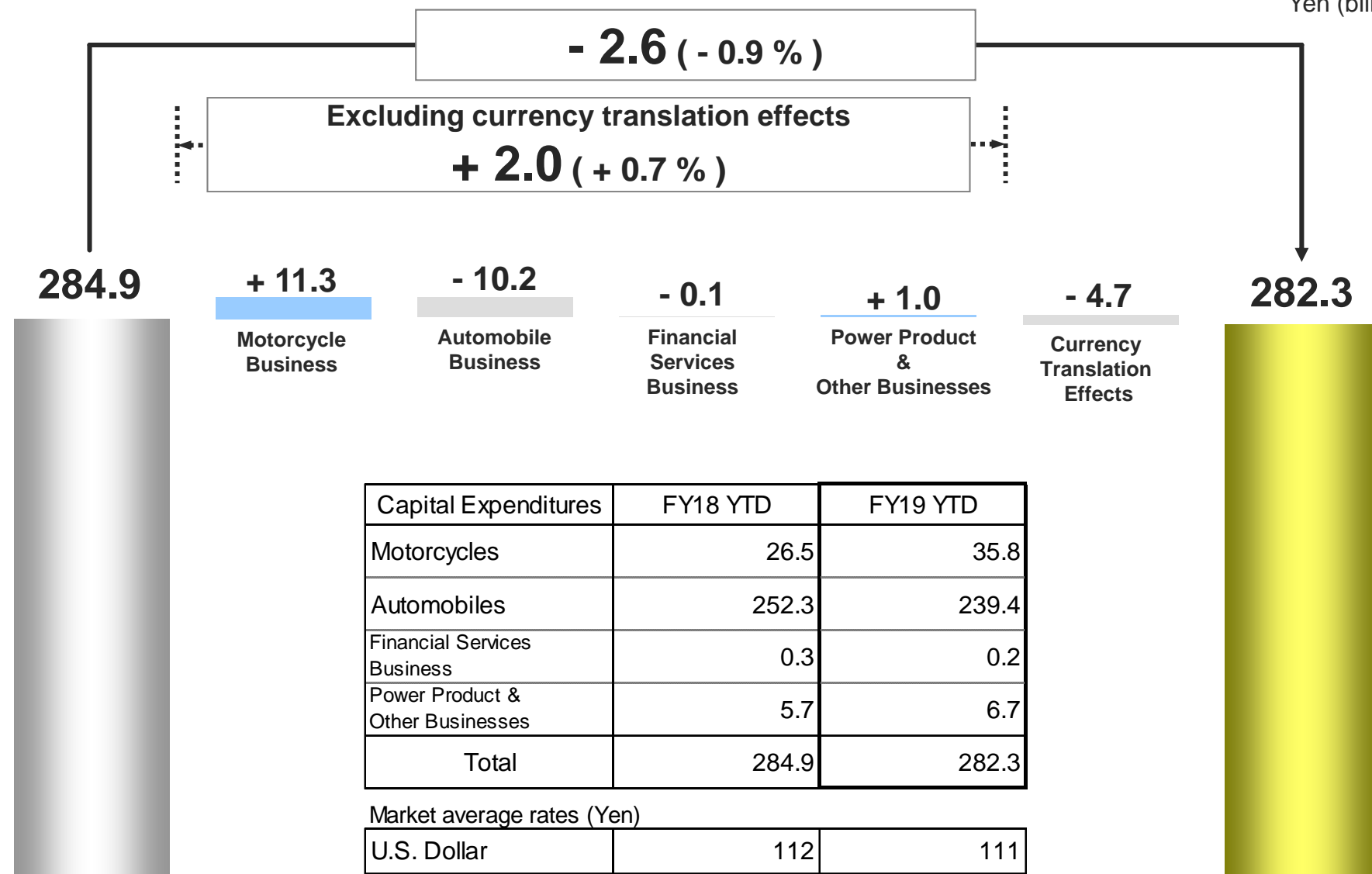
Yen (billion)



From Asia	46.3	57.9	47.0	55.8	44.6	49.7	42.5
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Consolidated Capital Expenditures <FY19 Nine Months>

Yen (billion)

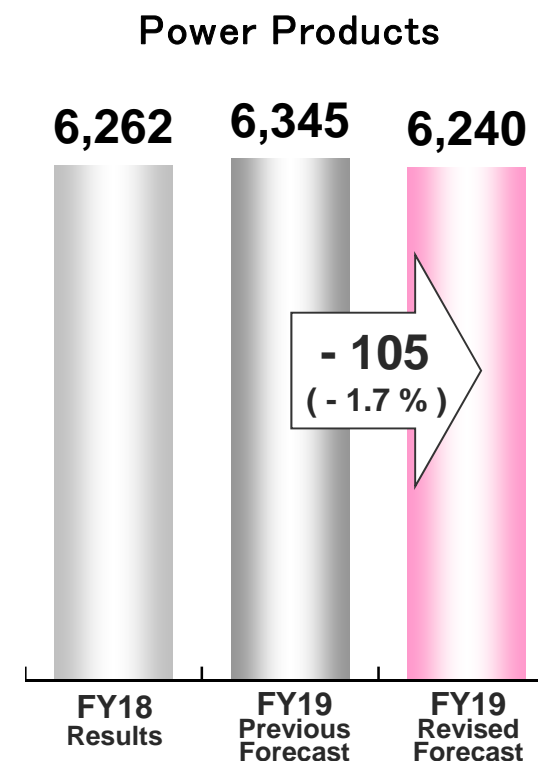
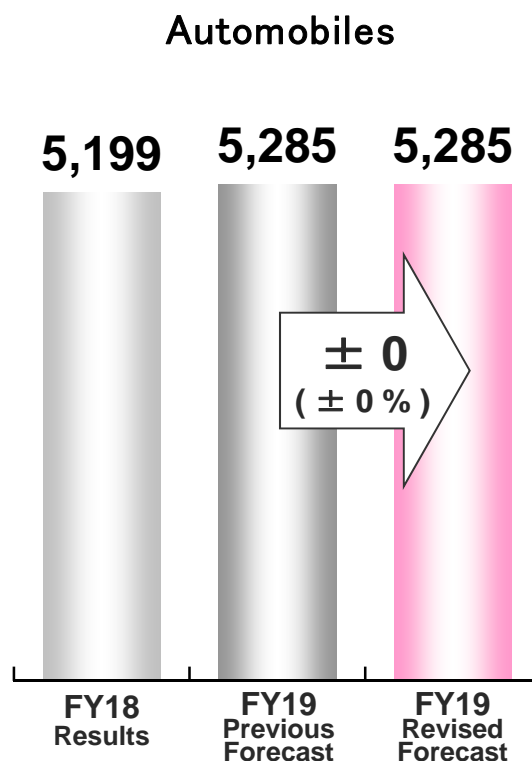
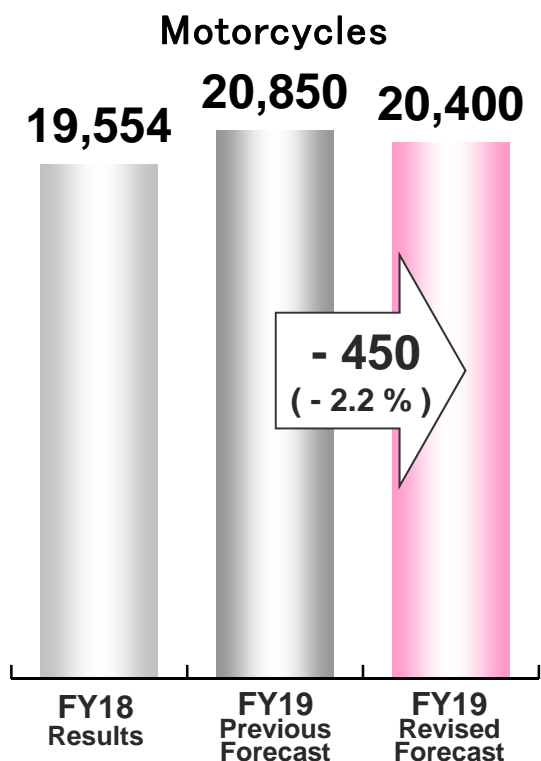


**FY18
Nine Months**

**FY19
Nine Months**

* Capital expenditures in results aforementioned exclude investment in operating leases, finance leases and intangible assets.

Unit (thousand)

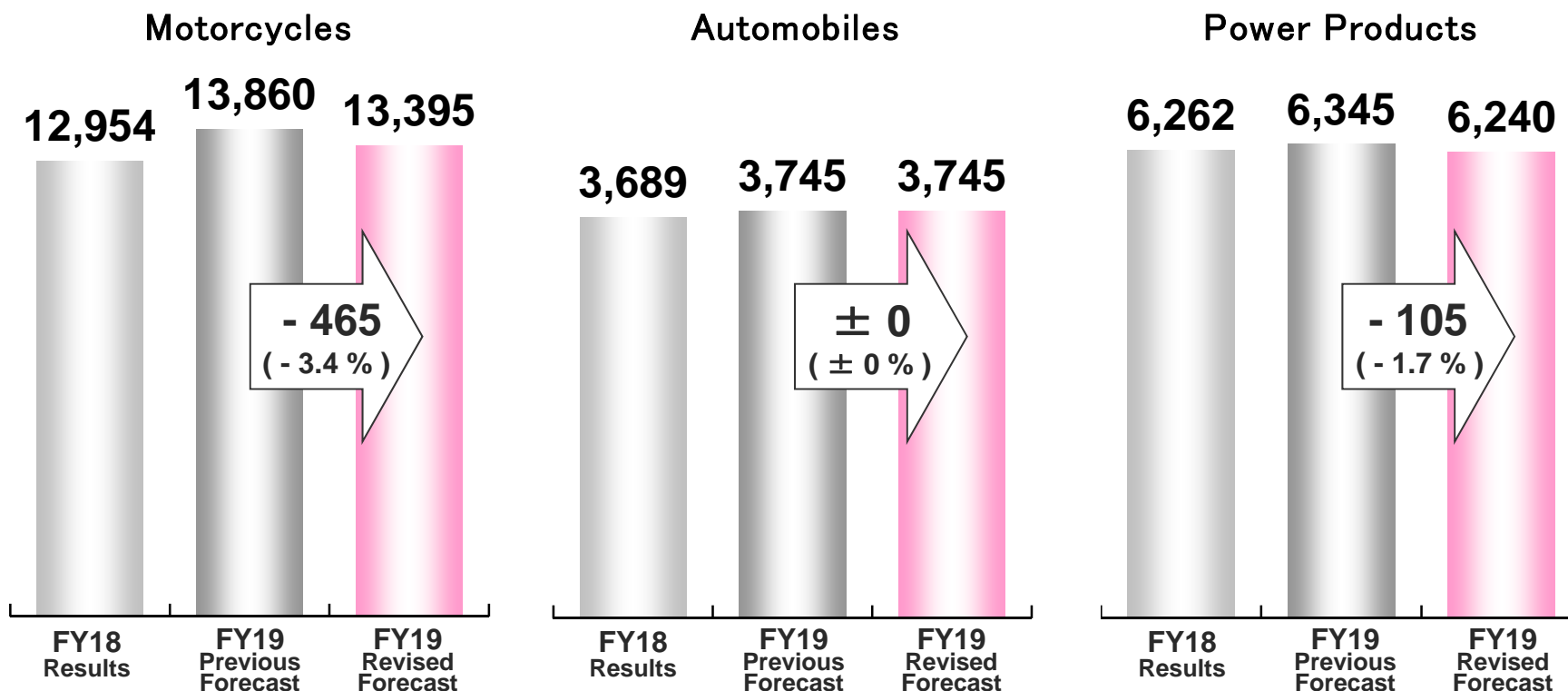


	FY19 Previous Forecast	FY19 Revised Forecast	Change
Japan	195	195	-
North America	320	310	- 10
Europe	240	245	+ 5
Asia	18,845	18,410	- 435
Other Regions	1,250	1,240	- 10
Total	20,850	20,400	- 450

	FY19 Previous Forecast	FY19 Revised Forecast	Change
Japan	695	695	-
North America	1,940	1,940	-
Europe	170	170	-
Asia	2,220	2,220	-
Other Regions	260	260	-
Total	5,285	5,285	-

	FY19 Previous Forecast	FY19 Revised Forecast	Change
Japan	315	325	+ 10
North America	3,055	3,040	- 15
Europe	1,035	970	- 65
Asia	1,545	1,535	- 10
Other Regions	395	370	- 25
Total	6,345	6,240	- 105

Unit (thousand)



	FY19 Previous Forecast	FY19 Revised Forecast	Change
Japan	195	195	-
North America	320	310	- 10
Europe	240	240	-
Asia	11,855	11,410	- 445
Other Regions	1,250	1,240	- 10
Total	13,860	13,395	- 465

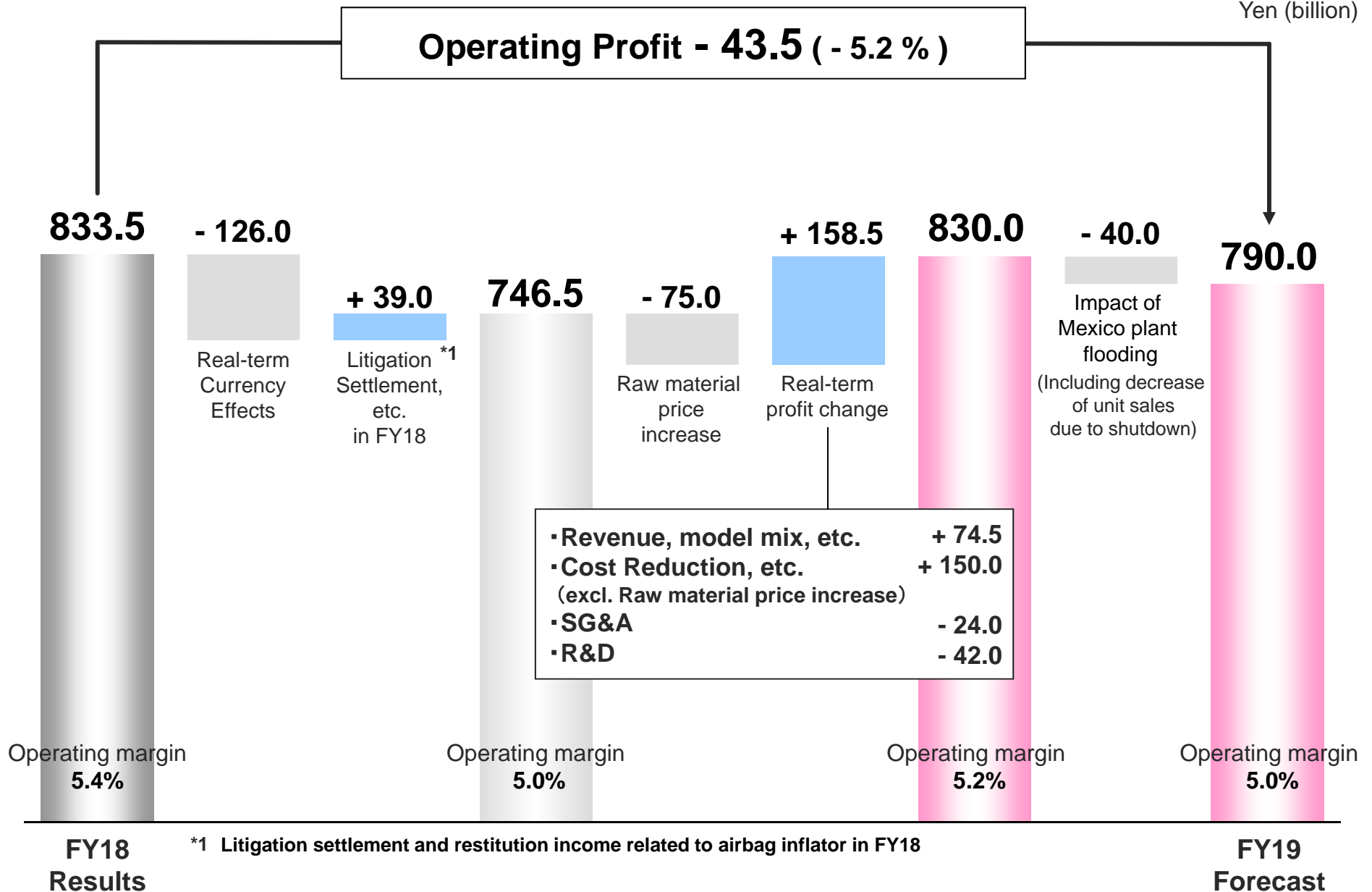
	FY19 Previous Forecast	FY19 Revised Forecast	Change
Japan	625	625	-
North America	1,940	1,940	-
Europe	170	170	-
Asia	750	750	-
Other Regions	260	260	-
Total	3,745	3,745	-

	FY19 Previous Forecast	FY19 Revised Forecast	Change
Japan	315	325	+ 10
North America	3,055	3,040	- 15
Europe	1,035	970	- 65
Asia	1,545	1,535	- 10
Other Regions	395	370	- 25
Total	6,345	6,240	- 105

Yen (billion)	FY18 Results	FY19 Forecast	Change		Change from previous forecast
			amount	%	
Sales revenue	15,361.1	15,850.0	+ 488.8	+ 3.2%	+ 50.0
Operating profit	833.5	790.0	- 43.5	- 5.2%	-
Operating margin	5.4%	5.0%		- 0.4pt	- 0.0pt
Share of profit of investments accounted for using the equity method	247.6	215.0	- 32.6	- 13.2%	-
Profit before income taxes	1,114.9	1,010.0	- 104.9	- 9.4%	-
Profit for the year attributable to owners of the parent	1,059.3	695.0	- 364.3	- 34.4%	+ 20.0
Earnings per share attributable to owners of the parent (Yen)	590.79	393.99		- 196.80	+ 11.33
Market average rates (Yen)					
U.S. Dollar	111	111 (1-3Q 111 / 4Q 110)		-	Yen down by 1 yen

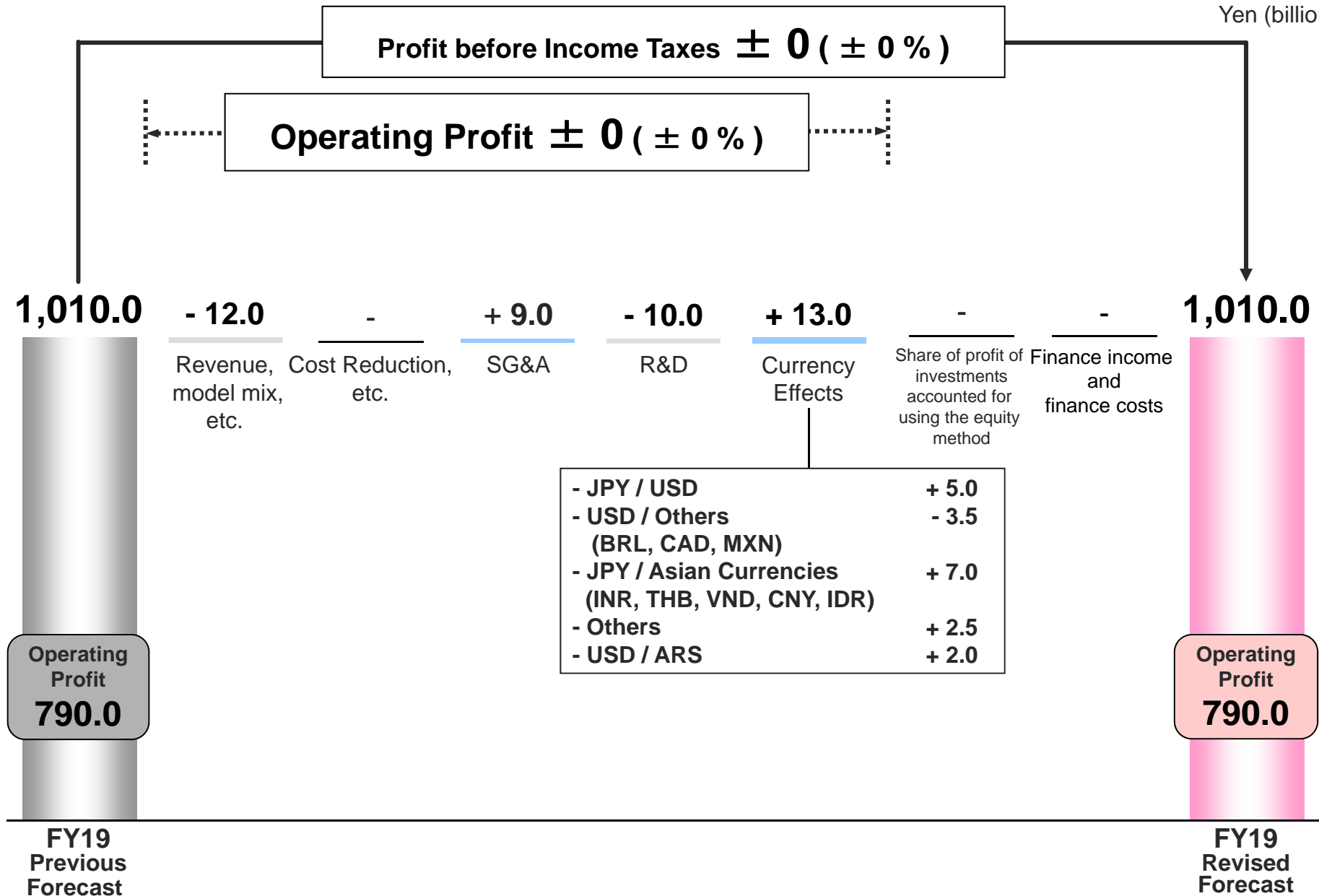
FY19 Forecast: Change in Operating Profit

Yen (billion)



FY19 Forecast: Change in Profit before Income Taxes

Yen (billion)



No changes have been made to the previous forecasts (on October 30, 2018)

Yen (billion)	FY18 Results	FY19 Forecast	Change	Change from previous forecast
Capital expenditures ^{*1}	433.8	480.0	+ 46.2	-
Depreciation and amortization ^{*1}	467.3	455.0	- 12.3	-
Research and development expenditures ^{*2}	730.7	790.0	+ 59.2	-

*1 Capital expenditures as well as Depreciation in results and forecast aforementioned exclude investment in operating leases, finance leases 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.

Power Product Business

Honda Group Unit Sales is the total unit sales of completed power products of Honda, its consolidated subsidiaries and its affiliates and joint ventures accounted for using the equity method. Consolidated Unit Sales is the total unit sales of completed power products corresponding to consolidated sales revenue to external customers, which consists of unit sales of completed power products of Honda and its consolidated subsidiaries. In Power Product business, there is no discrepancy between Honda Group Unit Sales and Consolidated Unit Sales since no affiliate and joint venture accounted for using the equity method was involved in the sale of Honda power products.

* Earnings per share attributable to owners of the parent is calculated based on weighted average number of shares outstanding as shown below:

- 3 rd Quarter	FY18: 1,790,411,000 (approx) ,	FY19: 1,759,562,000 (approx)
- Nine Months	FY18: 1,797,532,000 (approx) ,	FY19: 1,765,310,000 (approx)
- Fiscal year	FY18 1,793,088,000 (approx) ,	FY19 forecast: 1,763,983,000 (approx)

HONDA

The Power of Dreams

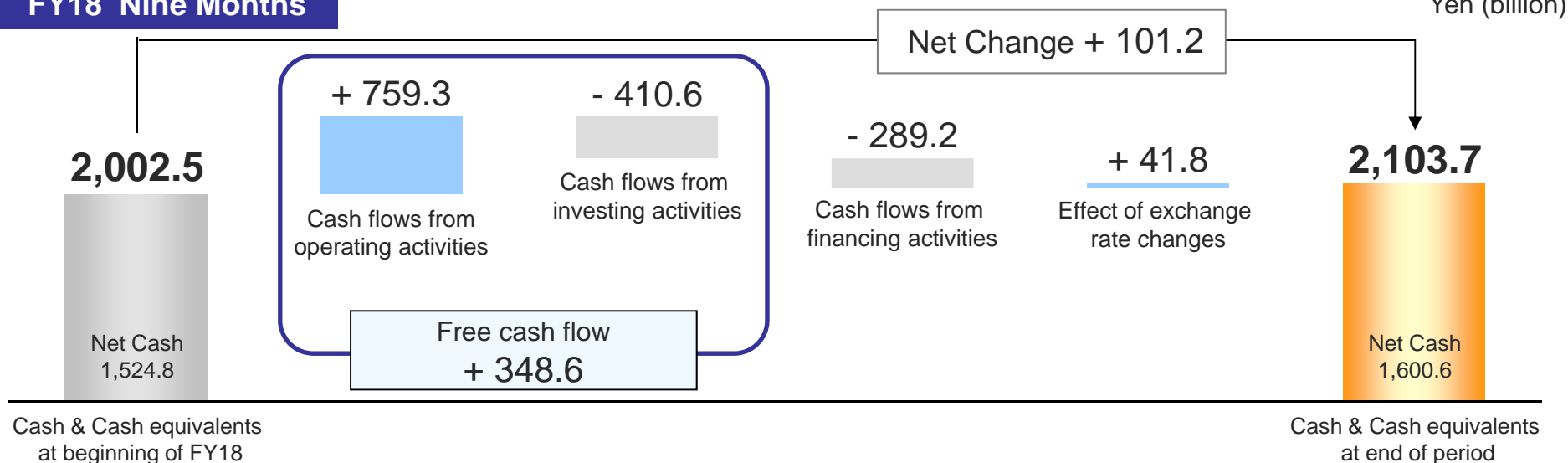
Appendix

Yen (billion)	3Q			YTD		
	FY18	FY19	Change	FY18	FY19	Change
Capital expenditures	80.7	105.8	+ 25.0	284.9	282.3	- 2.6
Depreciation and amortization	117.7	107.6	- 10.0	347.9	339.4	- 8.5
Research and development expenditures	183.2	202.9	+ 19.6	514.7	582.9	+ 68.2

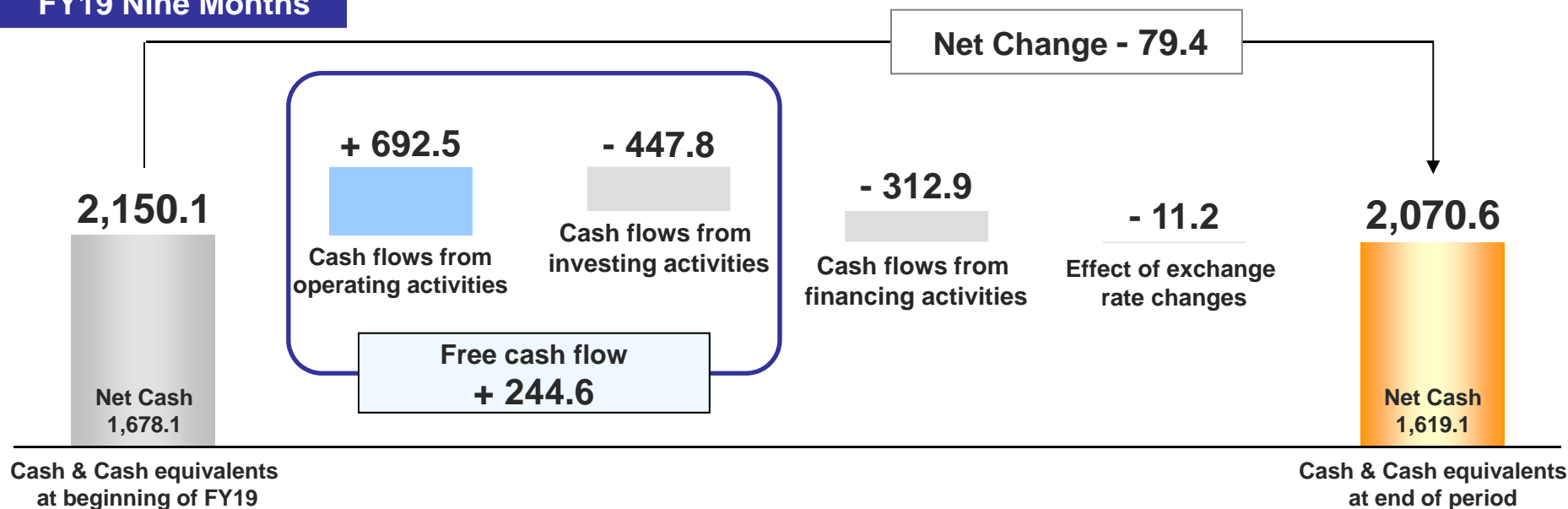
Cash Flows of Non-financial Services Businesses

Yen (billion)

FY18 Nine Months



FY19 Nine Months



Quarterly Consolidated Unit Sales

Unit (thousand)	FY18					FY19			9 months	
	1Q	2Q	3Q	4Q	12 months	1Q	2Q	3Q	Change	%
Japan	42	42	42	41	167	49	55	53	+ 31	+ 24.6%
North America	80	83	69	81	313	72	78	66	- 16	- 6.9%
Europe	81	53	39	61	234	80	61	40	+ 8	+ 4.6%
Asia	2,765	3,012	2,663	2,680	11,120	3,103	3,042	2,740	+ 445	+ 5.3%
Other Regions	277	256	283	304	1,120	311	297	331	+ 123	+ 15.1%
Motorcycles	3,245	3,446	3,096	3,167	12,954	3,615	3,533	3,230	+ 591	+ 6.0%
Japan	144	151	156	176	627	145	154	165	+ 13	+ 2.9%
North America	481	452	491	478	1,902	518	428	498	+ 20	+ 1.4%
Europe	42	43	42	56	183	42	38	41	- 6	- 4.7%
Asia	169	201	184	171	725	184	196	179	+ 5	+ 0.9%
Other Regions	64	60	59	69	252	63	59	59	- 2	- 1.1%
Automobiles	900	907	932	950	3,689	952	875	942	+ 30	+ 1.1%
Japan	59	79	64	98	300	72	89	85	+ 44	+ 21.8%
North America	596	545	524	1,347	3,012	575	548	658	+ 116	+ 7.0%
Europe	240	166	191	425	1,022	229	173	198	+ 3	+ 0.5%
Asia	362	379	300	471	1,512	395	376	309	+ 39	+ 3.7%
Other Regions	74	89	117	136	416	70	76	101	- 33	- 11.8%
Power Products	1,331	1,258	1,196	2,477	6,262	1,341	1,262	1,351	+ 169	+ 4.5%