



*Investor Presentation
September 2019*

Caution with Respect to Forward-Looking Statements:

These slides may contain "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995 that involve a number of risks and uncertainties. Certain such forward-looking statements can be identified by the use of forward-looking terminology such as "believes," "expects," "may," "will," "should," "seeks," "scheduled," or "anticipates" or similar expressions or the negative thereof or other variations thereof or comparable terminology, or by discussions of strategy, plans or intentions. Such forward-looking statements are necessarily dependent on assumptions, data, or methods that may be incorrect or imprecise and that may be incapable of being realized. Factors such as declines in the financial condition or performance of Honda or AHFC or the sales of Honda or Acura products, changes in general business and economic conditions, and fluctuations in interest rates and currency exchange rates, among others, could cause actual results and other matters to differ materially from those in such forward-looking statements.

Use and Definition of Non-GAAP Financial Measure:

This presentation includes the following financial measure defined as a non-GAAP financial measure by the SEC: Income before income taxes excluding valuation adjustments and reclassifications. This measure has limitations as an analytical tool and should not be considered as an alternative to, or more meaningful than, net income as determined in accordance with GAAP or as an indicator of our liquidity. Our presentation of this non-GAAP financial measure should also not be construed as an inference that our results will be unaffected by unusual or non-recurring items. Our computations of this non-GAAP financial measure may not be comparable to other similarly titled measures of other companies.

We define income before income taxes excluding valuation adjustments and reclassifications as income before income taxes excluding realized (gains)/losses on derivatives and foreign currency denominated debt, (gain)/loss on derivative instruments, and (gain)/loss on foreign currency revaluation of debt. Management believes income before income taxes excluding valuation adjustments and reclassifications is useful because it allows management to evaluate our operating performance and compare the results of our operations from period to period and against our peers without regard to fluctuations in performance resulting from currency related charges and interest rate swaps.

A reconciliation of our net income as determined in accordance with GAAP to income before taxes excluding valuation adjustments and reclassifications is provided in Appendix A to these slides.

Accounting Standards:

Honda Motor Co., Ltd.

Financial information is prepared in conformity with International Financial Reporting Standards (IFRS), as issued by the International Accounting Standards Board (IASB).

American Honda Finance Corp.

Financial information is prepared in conformity with U.S. generally accepted accounting principles.

This information is presented as of September 12, 2019 and does not purport to be accurate as of any other date. We undertake no obligation to update this information.

This presentation does not constitute an offer to sell or a solicitation of an offer to purchase any securities. Any offer or sale of securities will be made only by means of an offering memorandum and related documents.

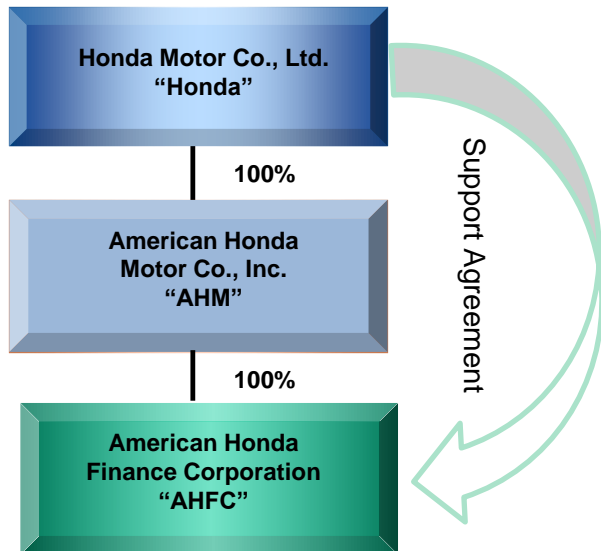
Foreign Currency Translation:

The financial data in these slides is presented on a consolidated basis unless otherwise noted. Upon consolidation, the assets and liabilities are translated at year-end exchange rates, and the revenues and expenses are translated at the average rates of exchange during the respective years. Foreign currency denominated debt is translated at year-end exchange rates, and the foreign currency transaction gains and losses are recognized through earnings.

Honda Corporate Structure

- Rating Information: *Moody's A2 Stable*
S&P A Stable

- Fiscal year of Honda Motor Co., Ltd. ends on March 31



Honda Happenings

With Key by Amazon, you can now get Amazon packages delivered directly inside your car.



Total US workforce is just under 31,000 Associates



2030 Vision



The HondaJet is the Most Delivered Aircraft in its Class for the First Half of 2019



Honda selected for a Bronze Class rating in the Automobiles sector of the Sustainability Award 2019.

RobecoSAM evaluates sustainability of approximately 2,500 companies worldwide in terms of economic, environmental and social criteria.

Honda is targeting SAE Level 4 automated technology for personal car use by around 2025



By 2025, Honda will aim to reduce the total number of variations at the trim and option level for our global models to one-third of what we have now to increase regional coordination and collaboration.





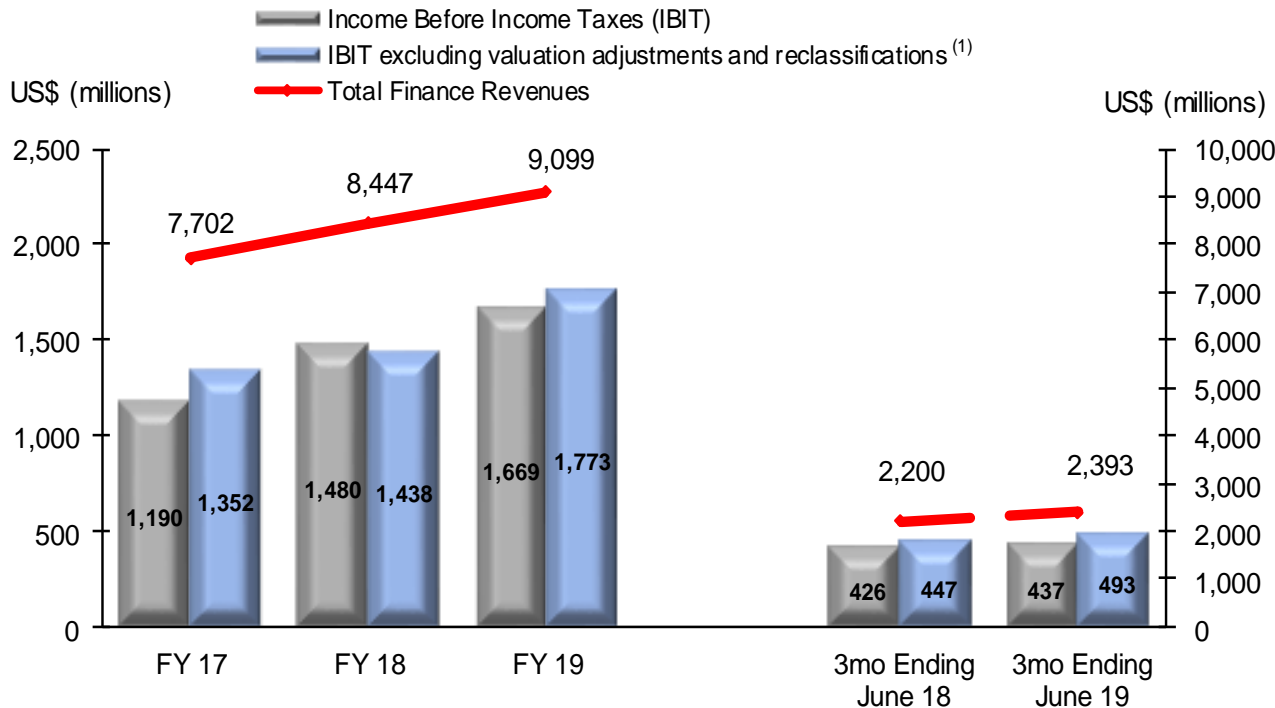
Financial
Services



Financial
Services

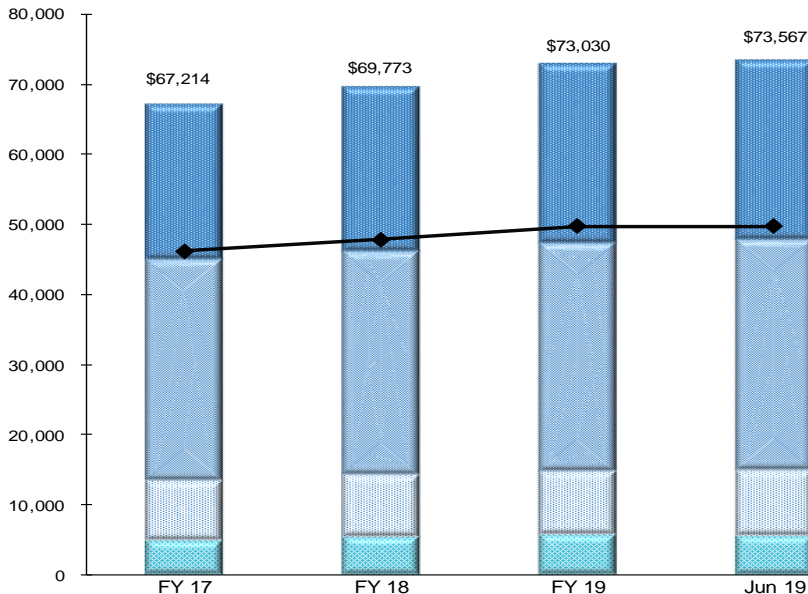


AHFC Net Income



(1) For a reconciliation of IBIT excluding valuation adjustments and reclassifications see Appendix A

US\$ (millions)



As of Jun 30, 2019:

Retail Loans:

includes ABS assets, approx. 47% of outstanding receivables

Leases:

approx. 45% of outstanding receivables

Securitized Assets:

are Retail Loans. We do not currently securitize other asset classes

Dealer Loans:

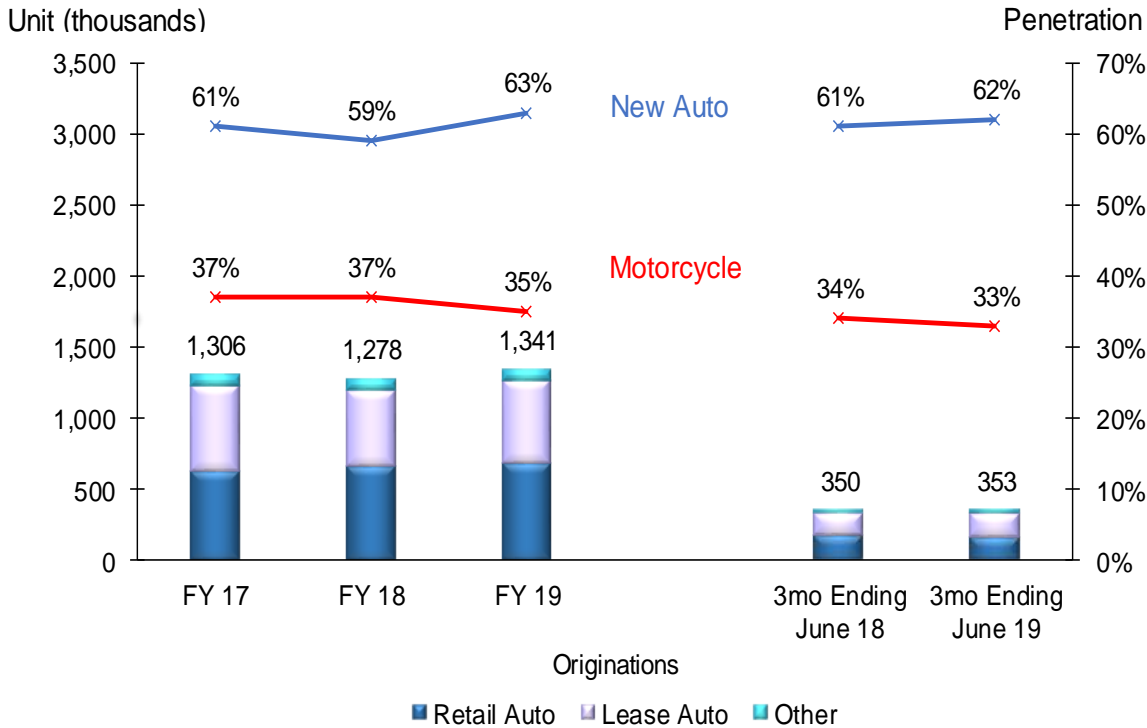
Flooring 31% of the Honda/Acura Auto dealers
Flooring 97% of the Honda/Acura Motorcycle dealers

Retail	\$22,011	\$23,425	\$25,496	\$25,609
Lease	\$31,685	\$31,958	\$32,634	\$32,958
Securitized Assets	\$8,512	\$8,895	\$9,073	\$9,298
Dealer	\$5,006	\$5,495	\$5,827	\$5,702
Debt	\$46,227	\$47,861	\$49,754	\$49,767

Lease includes both direct finance leases and operating leases.

Retail excludes securitized assets

AHFC CFS Originations, Penetration & Outstanding



Outstanding 3,860 3,932 3,982 3,936 3,969



	<u>Fiscal Year Ending</u>			<u>3 mo Ending</u>	
	<u>FY 17</u>	<u>FY 18</u>	<u>FY 19</u>	<u>Jun 18</u>	<u>Jun 19</u>
Delinquency (60 or more days) ^{(1),(3)}	0.13%	0.17%	0.26%	0.23%	0.34%
Allowance for Credit Losses ^{(1),(3)}	0.36%	0.46%	0.49%	0.46%	0.49%
Charge-Offs (Net of Recoveries) ^{(2),(3),(4)}	0.41%	0.44%	0.47%	0.30%	0.45%

(1) Percentages based on ending receivable balances for respective periods.

(2) Percentages based on average receivable balances for respective periods.

(3) Ending and average receivable balances exclude the allowance for credit losses, write-down of lease residual values, unearned subvention income related to our incentive financing programs and deferred origination costs. Average receivable balances are calculated based on the average of each month's ending receivables balance for that fiscal period.

(4) Percentages of the three months ended June 30, 2018 and 2019 have been annualized

AHFC Funding Programs

(US Operations Only)

- \$30 Bil SEC Unsecured Global MTN Program (USD, EUR, GBP)

A Stable
A2 Stable



- SEC ABS Shelf

Honda Auto
Receivables
Owner Trust



- \$7 Bil Commercial Paper

A-1 / P-1



- Bilateral Term Loans

Various
Banks



AHFC Available Liquidity

(US Operations Only)

- Syndicated Bank Credit Facilities

\$7 Bil



- Committed Bilateral Lines of Credit

\$1 Bil

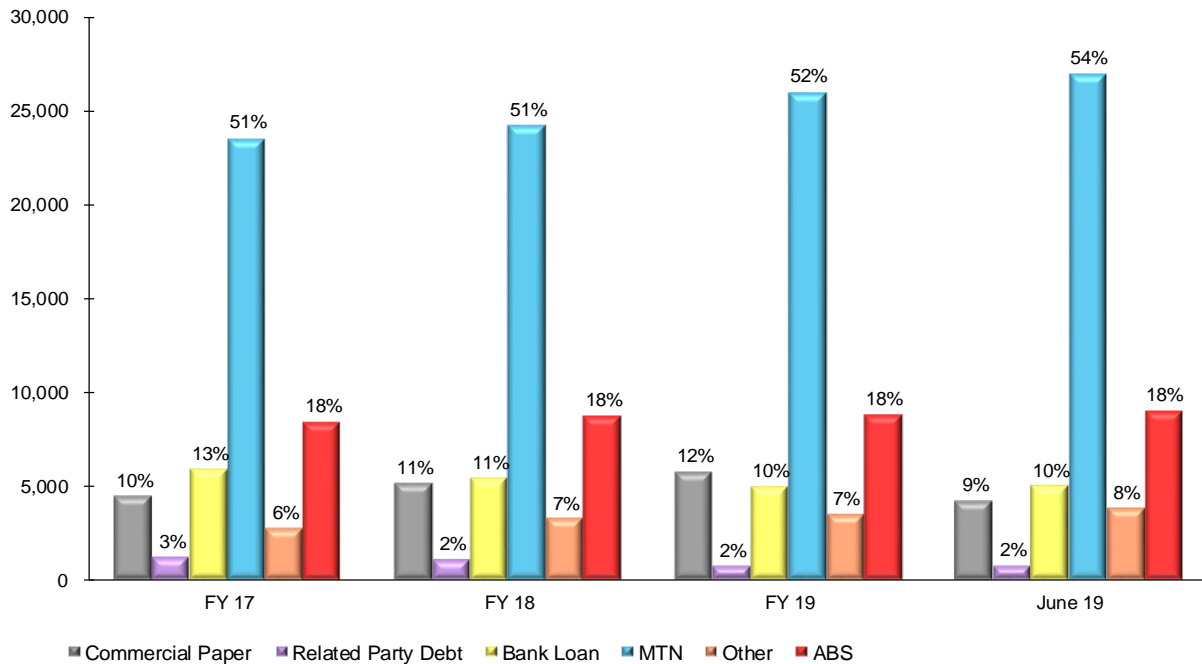


- Intercompany Loans
- Cash Reserves



AHFC Funding Flexibility

US\$ (millions)

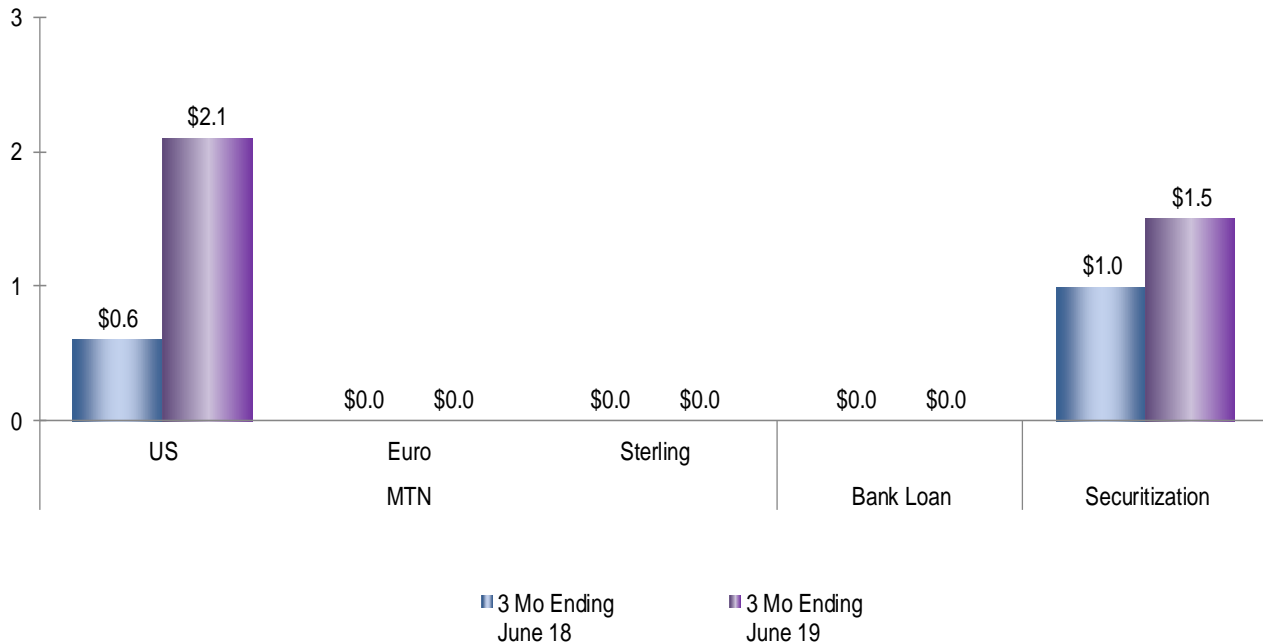


MTN includes outstanding debt from SEC, 144a and EMTN Programs

FYTD Debt Issuance

US\$ (billions)

(US Operations Only)

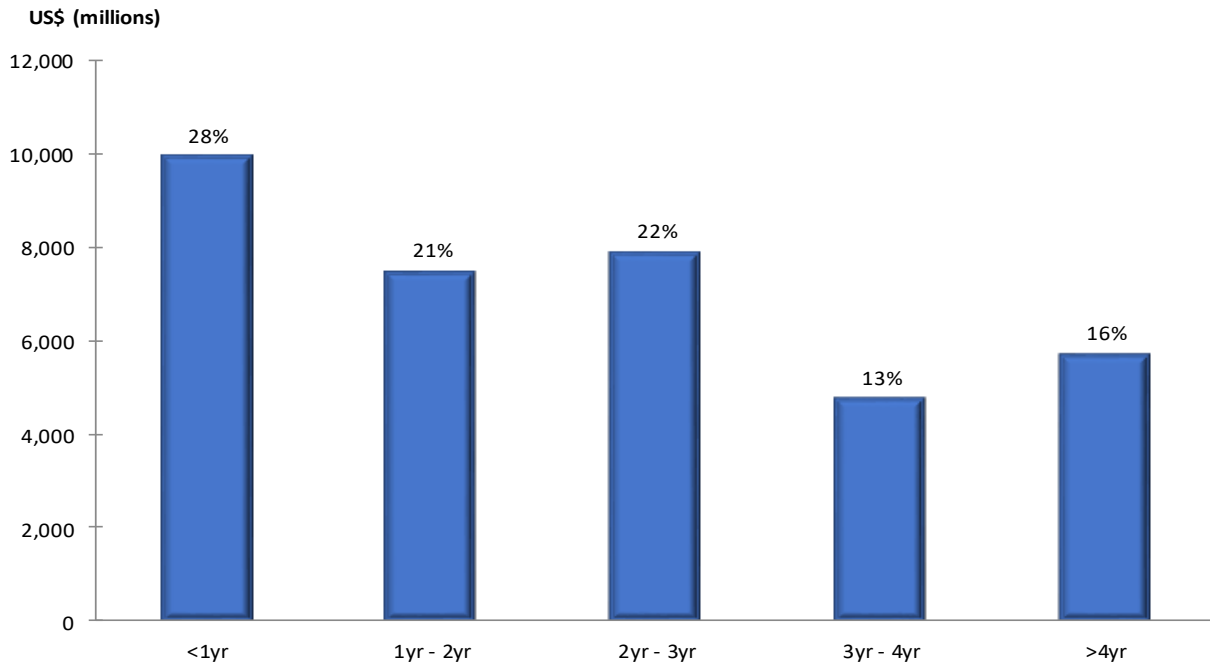


Excludes Commercial Paper and Related Party Debt

Securitization excludes retained notes and retained portion of notes for risk retention

Unsecured Term Debt Maturity Profile

As of June 2019



Excludes Commercial Paper and Related Party Debt
Does not include unamortized discounts and fees
Foreign debt based on exchange rates as of June 30, 2019

5TH

HONDA
IN AMERICA

EST 1959



AMERICAN HONDA MOTOR CO. INC.

4077

The table set forth below reconciles net income, calculated and presented in accordance with U.S. generally accepted accounting principles, to income before income taxes excluding valuation adjustments and reclassifications:

	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>June 18</u>	<u>June 19</u>
Net income.....	\$ 753	\$ 4,109	\$ 1,241	\$ 310	\$ 299
Add:					
Income tax expense.....	437	(2,629)	428	116	138
Realized (gains)/losses on derivatives and foreign currency denominated debt.....	18	14	2	5	(13)
(Gain)/Loss on derivative instruments	315	(550)	509	263	31
(Gain)/Loss on foreign currency revaluation of debt.....	<u>(171)</u>	<u>494</u>	<u>(407)</u>	<u>(247)</u>	<u>38</u>
Income before income taxes excluding valuation adjustments and reclassification.....	<u>\$ 1,352</u>	<u>\$ 1,438</u>	<u>\$ 1,773</u>	<u>\$ 426</u>	<u>\$ 437</u>