



*ACURA NSX*

*Investor Presentation  
May 2015*

## **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.*

## **Accounting Standards:**

*Our consolidated financial information is prepared in conformity with U.S. generally accepted accounting principles.*

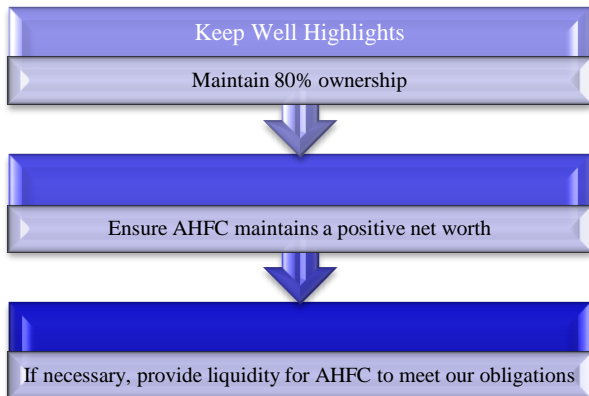
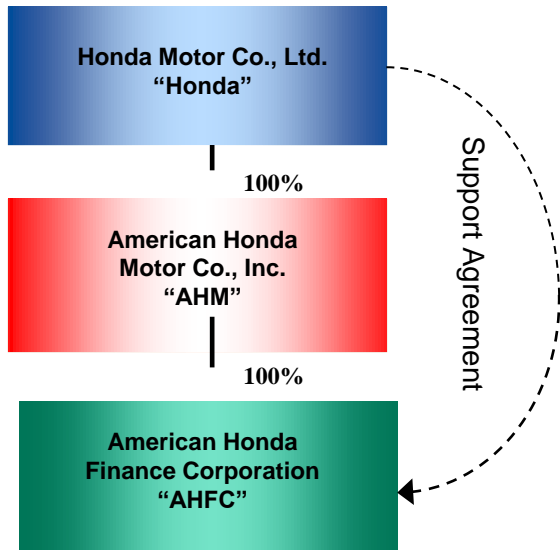
*This information is presented as of May 27, 2015 and does not purport to be accurate as of any other date. We undertake no obligation to update this information.*

*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.*

# Honda Corporate Structure

**Rating Information:** *Moody's A1 Stable* *S&P A+ Stable*

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





Financial  
Services



Financial  
Services



8 Regional Auto offices  
1 National Motorcycle office



Over 3.7 million customers



HQ located in Torrance, CA



Service Center in Irving TX

HONDA PHILOSOPHY



1,625 Associates in the US  
(@ 3/31/15)

New auto contract increase over prior year

Underwriting remains consistent

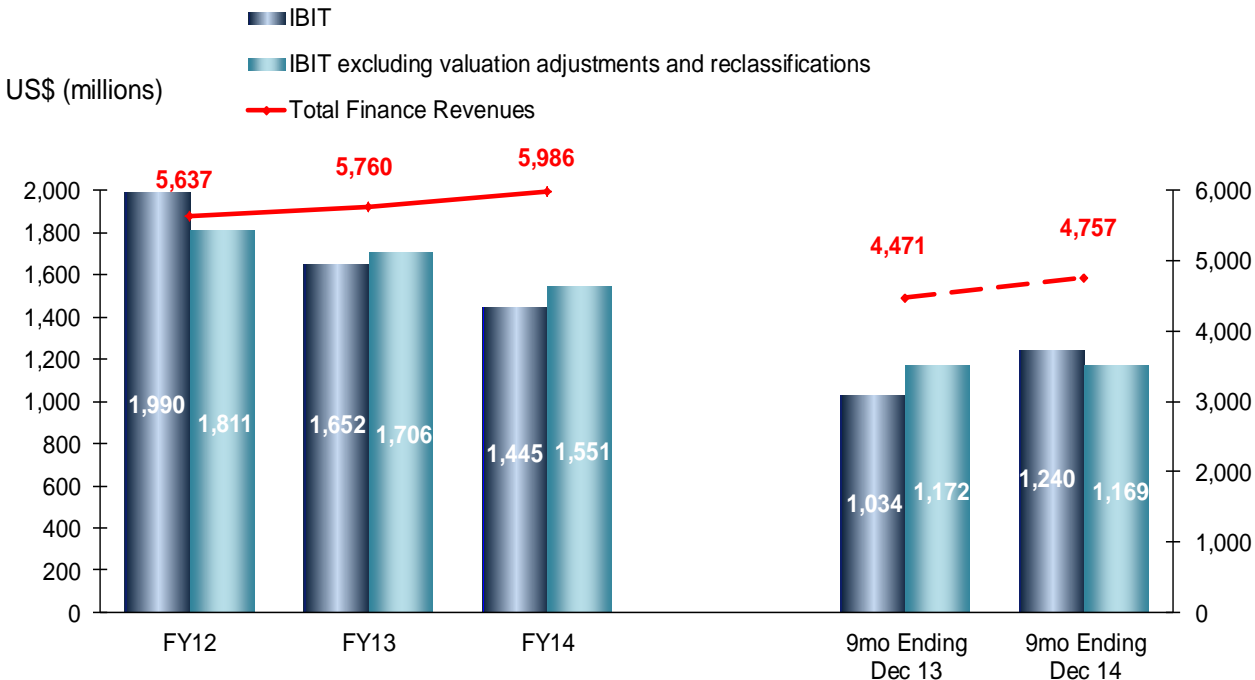
Low charge-offs continue

Strong residual values continue

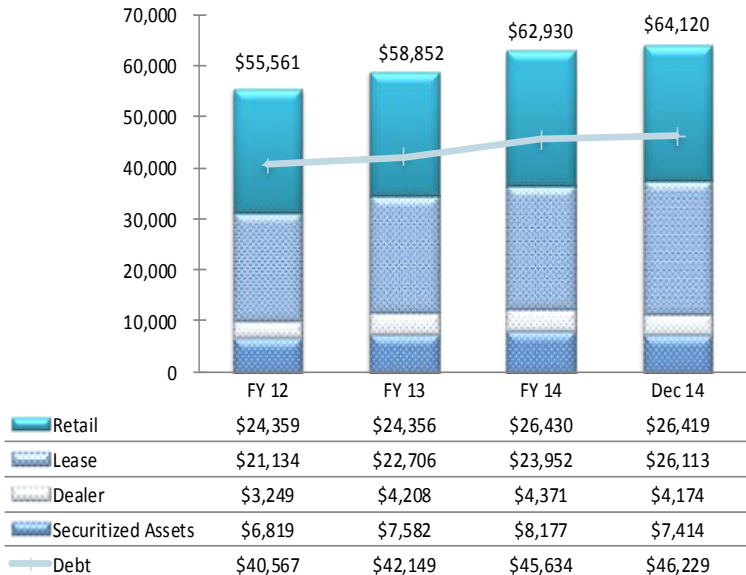
Strong ratings

Regulatory Reform continues to be a focus

# AHFC Net Income



US\$ (millions)



As of December 31, 2014:  
Retail Loans are approx. 53% of outstanding receivables (including ABS assets)

Leases are 41% of outstanding receivables

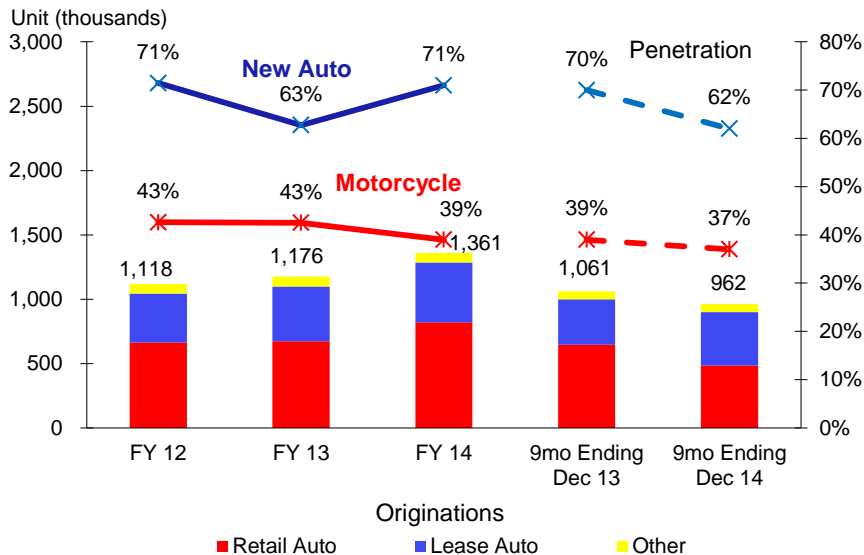
Securitized Assets are Retail Loans. We do not currently securitize other asset classes

Dealer Loans  
Flooring 30% of the Honda/Acura Auto dealers  
Flooring 97% of the Honda/Acura Motorcycle dealers

Lease includes both direct finance leases and operating leases.  
Retail excludes securitized assets



# AHFC CFS Originations, Penetration & Outstanding



### Penetration

FY12, FY 14 and the period ending December 2013 show higher new auto penetration as a result of higher incentive programs sponsored by our parent, American Honda Motor Co., Inc.

Outstanding      3,440                      3,491                      3,660                      3,641                      3,780

AHFC's underwriting standards are reflected in our low charge-off and delinquency numbers.

	<u>Fiscal Year Ending</u>			<u>9 mo Ending</u>	
	<u>FY 12</u>	<u>FY 13</u>	<u>FY 14</u>	<u>Dec 13</u>	<u>Dec 14</u>
Delinquency (60 or more days) <sup>(1),(3)</sup>	0.10%	0.10%	0.10%	0.18%	0.17%
Allowance for Credit Losses <sup>(1),(3)</sup>	0.42%	0.23%	0.24%	0.22%	0.22%
Charge-Offs (Net of Recoveries) <sup>(2),(3),(4)</sup>	0.30%	0.28%	0.27%	0.27%	0.26%

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

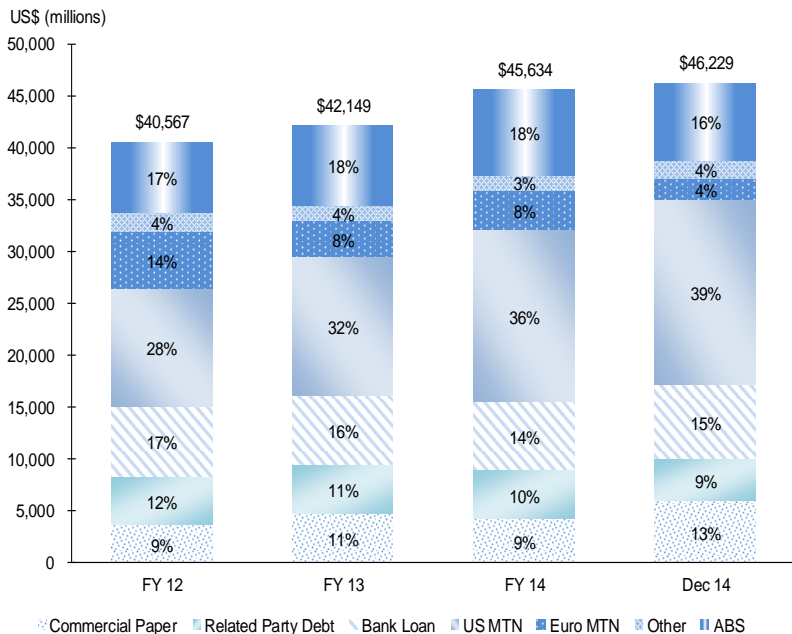
(2) Percentages based on average receivable balances for respective periods.

(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 for the nine months ended December 31, 2013 and 2012 have been annualized.

- *Strong liquidity including committed credit facilities and investment reserves*
- *Access to various unsecured domestic and international markets*
- *Benchmark program in the ABS markets*
- *Deep and solid relationships with our investor community*
- *Continuously developing new investor relationships*

# AHFC Funding Flexibility

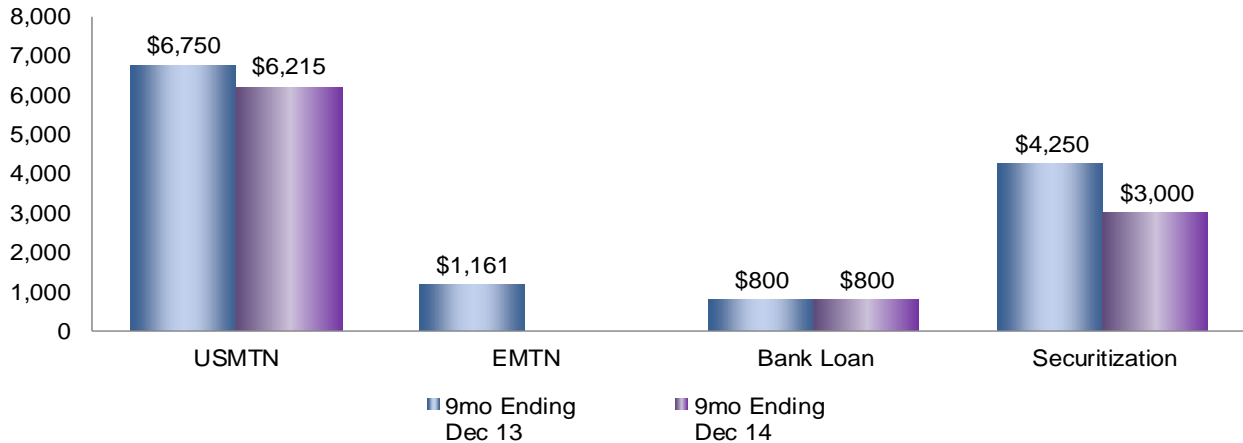


## Diversified AHFC Funding Programs

- Commercial Paper Program  
US \$7 billion, CAD \$2 billion (HCFI)  
(supported by US \$7 billion and CAD \$1.6 billion (HCFI) Bank Credit Facilities)
- Related Party Debt
- Bank Loans
- US \$16 billion Shelf USMTN Public Program
- US \$25 billion USMTN Private 144a Program (Inactive)
- US \$11 billion EMTN Program (Inactive)
- Private Placement Issuance (HCFI)
- Public & Private Securitization (AHFC & HCFI)

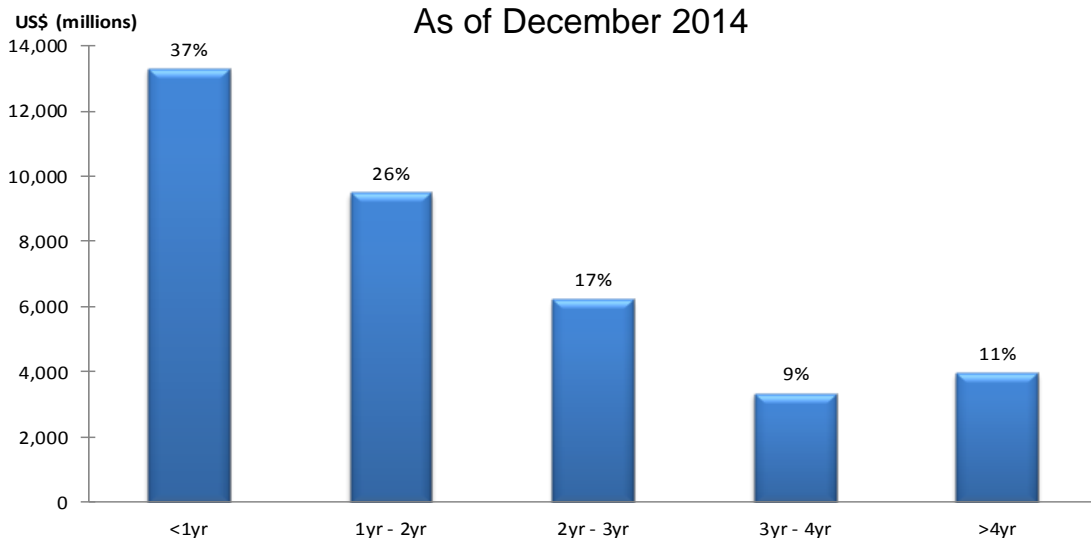
# FYTD Debt Issuance

(US Operations Only)



2013 USMTN included issuance off 144a program  
2014 was all SEC registered

# Term Debt Maturity Profile



Excludes Commercial Paper and Related Party Debt

Does not include unamortized discounts and fees

Foreign debt based on exchange rates as of December 31, 2014

Repayment schedule of secured debt reflects payment performance assumptions on underlying receivables

**HONDA**  
The Power of Dreams