HONDA MOTOR CO LTD
Form 6-K
March 13, 2007
Table of Contents

# SECURITIES AND EXCHANGE COMMISSION 

WASHINGTON, D.C. 20549
FORM 6-K

REPORT OF FOREIGN PRIVATE ISSUER

PURSUANT TO RULE 13a-16 OR 15d-16

UNDER THE SECURITIES EXCHANGE ACT OF 1934

FOR THE MONTH OF February 2007

COMMISSION FILE NUMBER: 1-07628

HONDA GIKEN KOGYO KABUSHIKI KAISHA
(Name of registrant)

## HONDA MOTOR CO., LTD.

(Translation of registrant $s$ name into English)
1-1, Minami-Aoyama 2-chome, Minato-ku, Tokyo 107-8556, Japan
(Address of principal executive offices)

Indicate by check mark whether the registrant files or will file annual reports under cover of Form 20-F or Form 40-F:

## Form 20-F x Form 40-F *

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(1):
Note: Regulation S-T Rule 101(b)(1) only permits the submission in paper of a Form 6-K if submitted solely to provide an attached annual report to security holders.

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(7):

Indicate by check mark whether by furnishing the information contained in this Form, the registrant is also thereby furnishing the information to the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934.
Yes * No *

If Yes is marked, indicate below the file number assigned to the registrant in connection with Rule 12g3-2(b): $\underline{82-}$

Table of Contents

## Contents

## Exhibit 1:

On February 5, 2007, Honda announced that it would present the world debut of an exciting new concept car at the forthcoming 2007 Geneva motor show, as well as showing the fully driveable FCX Concept fuel cell car in Europe for the first time. A press conference was held on the Honda stand in Hall 4 on Press Day, 6 March, between 12:00 noon and 12:15 pm.

## Exhibit 2:

On February 9, 2007, Honda Aircraft Company, Inc. announced plans to establish its world headquarters in Greensboro, North Carolina, with construction of a new 215,000 square foot headquarters facility and hangar at Piedmont Triad International (PTI) airport. The company also confirmed plans to manufacture its advanced light jet, HondaJet, at a new plant to be constructed adjacent to its new headquarters. Further details about the production facility, including the size, scope of operations and construction timetable, will be announced at a later date. Honda plans to begin delivery of HondaJet to customers in 2010.

## Exhibit 3:

On February 15, 2007, Honda Marine announced that its EFI outboard engines ranked Highest in Customer Satisfaction with Four-Stroke Outboard Engines in the J.D. Power and Associates 2007 Marine Engine Competitive Information Study. Honda has received the four-stroke EFI outboard award for three consecutive years.

## Exhibit 4:

On February 20, 2007, Honda Motor Co., Ltd. announced management changes. (Ref. \#C07-017)

## Exhibit 5:

On February 22, 2007, Honda Motor Co., Ltd. announced the release of the new Crossroad, an automobile which transcends existing categories by combining the design and functionality of an SUV with the convenient size of a compact car and the 3-row seating and 7-passenger capacity of a minivan. The new Crossroad went on sale throughout Japan on Friday, February 23. (Ref. \# A07-011)

## Exhibit 6:

On February 27, 2007, Honda Motor Co., Ltd. announced its automobile production, domestic sales, and export results for the month of January 2007. (Ref. \#C07-019)

## Exhibit 7:

The English summary of Honda Report to Stockholders No. 132 which was prepared full in Japanese and mailed to stockholders of Honda Common Stock in Japan in February 2007.

## Exhibit 8:

Third Quarter Report of fiscal third quarter and nine months period ended December 31, 2006 (which was e-mailed to ADS holders in March 2007).

## Table of Contents

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

HONDA GIKEN KOGYO KABUSHIKI KAISHA<br>( HONDA MOTOR CO., LTD. )<br>/s/ Fumihiko Ike<br>Fumihiko Ike<br>Chief Operating Officer for<br>Business Management Operation<br>Honda Motor Co., Ltd.

## Table of Contents

## HONDA AT THE 2007 GENEVA MOTOR SHOW

5 February, 2007 - Honda will be presenting the world debut of an exciting new concept car at the forthcoming 2007 Geneva motor show, as well as showing the fully driveable FCX Concept fuel cell car in Europe for the first time. A press conference will be held on the Honda stand in Hall 4 on Press Day, 6 March, between 12:00 noon and 12:15 pm.

## Honda Small Hybrid Sports Concept

Honda Small Hybrid Sports Concept represents Honda s proposal for a future hybrid model. The Concept demonstrates a unique fusion of advanced hybrid technology and fun-to-drive sports car characteristics. The Small Hybrid Sports Concept, which has been designed by Honda R\&D Europe based in Offenbach, Germany explores the idea that a car can have a low environmental impact yet still deliver all the driving enjoyment expected of a compact sports car.

## Fully driveable Honda FCX Concept demonstrates Honda s advanced fuel cell technology

The fully functional Honda FCX Concept will be on display for the first time in Europe. The concept model features a newly developed compact, high-efficient Honda FC Stack as well as a long-floor, low-riding, short-nose body. It offers a comfortably large cabin and futuristic styling along with significant improvements in power output and environmental performance. The FCX Concept offers practical driving performance with a range of 570 km (Honda calculations when driven in LA4 mode) and a top speed limited to $160 \mathrm{~km} / \mathrm{h}$. Limited marketing of a totally new fuel cell vehicle based on the FCX Concept model is to begin in Japan and the US in 2008.

## Next-generation clean diesel engine

Further technical innovation will be represented in Geneva by the company s next-generation diesel engine that uses world-first technology to reduce emissions to the same level of a petrol engine. A revolutionary catalytic converter reduces NOx (oxides of nitrogen) emissions to a level that enables the engine to meet the stringent US Environmental Protection Agency (EPA) Tier II/Bin 5 requirements.

The catalytic converter features an innovative system that uses the reductive reaction of ammonia to detoxify oxides of nitrogen (NOx) by converting them into harmless nitrogen $\left(\mathrm{N}_{2}\right)$. However, unlike Selective Catalytic Reduction (SCR) systems which use urea injection, Honda s innovative technology uses ammonia generated within the catalytic converter.

Honda plans to introduce its next-generation diesel engine within three years.

## Honda s Motorsports challengers for 2007

On public display for the first time will be the Honda Racing F1 Team s brand new race car, the RA107.

Honda s commitment to motorsport will also be represented at the show by the Civic Type R race car based on the just-launched road car. Developed in close cooperation with Italy s JAS Motorsport, the Civic Type R is aiming for even greater success than its forebear, which has proved popular in European motor sport circles since its introduction in 2002.

The car is being developed to Group N and Group A, as well as the new Group R specifications to be introduced in 2008.

## Honda s production models and accessories

The stand will also feature examples of the brand-new CR-V and Civic Type R models, as well as the rest of the Honda range. The company s extensive range of accessories will be showcased on the upper level of the stand, including a CR-V Aero Performance Pack.
-Ends-

Table of Contents

# Honda Aircraft Company to Establish World Headquarters and 

## Production Facility in Greensboro, North Carolina

## HondaJet to be produced at new plant for delivery to customers in 2010

GREENSBORO, North Carolina, U.S.A., February 9, 2007 Honda Aircraft Company, Inc., announced plans to establish its world headquarters in Greensboro, North Carolina, with construction of a new 215,000 square foot headquarters facility and hangar at Piedmont Triad International (PTI) airport. The company also confirmed plans to manufacture its advanced light jet, HondaJet, at a new plant to be constructed adjacent to its new headquarters. Further details about the production facility, including the size, scope of operations and construction timetable, will be announced at a later date. Honda plans to begin delivery of HondaJet to customers in 2010.

Initial investment for construction of the new headquarters facility and hangar will be about $\$ 40$ million, plus approximately $\$ 20$ million for equipment, bringing the total initial investment to $\$ 60$ million. Details of additional investment for the HondaJet manufacturing facility will be announced at a later date.

Total Honda Aircraft Company employment, including all engineering, sales and marketing, manufacturing and support activities, will increase to more than 300 associates by the time the manufacturing plant reaches full capacity.

For five years, Greensboro has served as the home of HondaJet, as we have worked to take our dream from the drawing board to the sky, said Michimasa Fujino, president \& CEO of Honda Aircraft Company, Inc. As we move steadily toward certification, production and delivery to our customers, I am excited that Greensboro will be home both to our company s world headquarters and the production of HondaJet.

Honda Aircraft Company s new headquarters will serve as the home for all HondaJet research, product engineering, sales and marketing, and service support, and will replace the company s existing 32,000 square foot hangar and office complex, also located at PTI airport. Construction of the new facility, to include a 147,000 square foot airplane hangar and approximately 68,000 square feet of office space, will begin immediately, and is scheduled to be completed in November of this year.

## Table of Contents

HondaJet employs a number of innovative new technologies and design features - including an all composite fuselage and a unique over-the-wing engine mount (OTWEM) configuration - to set new standards for performance, comfort and quality in the growing light jet segment of the market.

Honda s first-ever commercial aircraft lives up to the company s reputation for superior fuel efficiency, delivering 30-35 percent better cruising fuel efficiency than comparable jets, along with a class-topping cruise speed of 420 knots ( 450 mph ) and a more spacious cabin with room for up to eight people. The customer base for HondaJet is composed of owner-pilots, corporate travel operators and air taxi companies. In November, Popular Science magazine selected HondaJet as the winner of the publication s 2006 Best of What s New award in the Aviation \& Space category.

All major assembly and testing of the prototype HondaJet has been conducted at the company s existing Greensboro facility, which opened in 2001 as an extension of Honda s global R\&D operations. The decision to commercialize HondaJet was announced in July 2006, followed by the establishment of Honda Aircraft Company, Inc. on August 4, 2006. The company has received well more than 100 customer orders for the $\$ 3.65$ million HondaJet since its launch on October 17, 2006.

The HondaJet production facility will become Honda s seventeenth major manufacturing plant in North America, including two currently under construction in Indiana and Ontario, Canada. Honda already has a major North Carolina manufacturing facility, near Swepsonville, producing general purpose engines, lawn mowers and other power equipment products. The $\$ 188$ million facility, opened in 1984, employs 580 associates and has the capacity to produce 2 million engines and 380,000 lawn mowers annually.

Table of Contents

## Honda Marine Recognized By J.D. Power And Associates

Miami, U.S.A., February 15, 2007 Honda Marine announced that its EFI outboard engines ranked Highest in Customer Satisfaction with Four-Stroke Outboard Engines in the J.D. Power and Associates 2007 Marine Engine Competitive Information Study. Honda has received the four-stroke EFI outboard award for three consecutive years.

Honda Marine engines scored 939 out of a possible 1,000 points, the highest total since the award $s$ inception. The study also reported an increasing awareness among boat owners that higher-technology engines deliver a superior overall boating experience. Further, the study showed an increase in demand for quiet, efficient, clean-running engines. Receiving this recognition for the third consecutive year further illustrates Honda s commitment to building superior products with outstanding performance and unparalleled reliability, said John Fulcher, senior manager, Honda Marine. The acknowledgement by J.D. Power and Associates reflects that Honda and its dealers are delivering on their promise to provide customers with an outstanding sales and service experience.
J.D. Power and Associates presented the award to Honda during a ceremony today at the Miami International Boat Show. Best known for its work in the automotive industry, J.D. Power and Associates has, in recent years, expanded to serve a number of other industries, including marine engines.

Honda Marine, a division of American Honda Motor Co., Inc., manufactures and markets a complete range of outboard marine engines. Its comprehensive product line is powered exclusively by environmentally advanced 4 -stroke engines.

## Table of Contents

## Honda Announces Management Changes

Tokyo, February 20, 2007 Honda Motor Co., Ltd., today announced management changes.
Changes in Board Members (Pending approval at this year s regularly scheduled general shareholders meeting in June)

| Name | New Title | Current Title |
| :--- | :--- | :--- |
| Satoshi AOKI | Chairman | Executive Vice President |
| Koichi KONDO | Executive Vice President | Senior Managing Director |
| Takanobu ITO | Senior Managing Director | Managing Officer |
| Masaaki KATO | Senior Managing Director | Managing Officer |
| Fumihiko IKE | Managing Director | Director |
| Sho MINEKAWA | Director | Operating Officer |

Retiring Directors (To retire on the same day as this year s regularly scheduled general shareholders meeting in June)

| Motoatsu SHIRAISHI | Current title: | Senior Managing Director |
| :--- | :--- | :--- |
| Satoshi DOBASHI | Current title: | Senior Managing Director |
| Hiroshi KURODA | Current title: | Managing Director |

1

## Table of Contents

Major Changes in responsibilities of board members (Effective as of April 1)

| Name and Title <br> Motoatsu SHIRAISHI | New responsibilities | Current responsibilities <br> President and Director of Honda R\&D Co., Ltd. |
| :--- | :--- | :--- |
| Senior Managing Director |  | General Supervisor, Quality |
| Satoshi DOBASHI, |  | Chief Operating Officer for Regional Sales Operations <br> (Japan) |
| Senior Managing Director |  |  |
| Koichi KONDO |  | Chief Operating Officer for Regional Sales Operations <br> (Japan) |
| Cenior Managing Director | Chief Operating Officer for Regional Operations <br> (North America) |  |
| Chairman and Director of American Honda Motor Co., | President and CEO of American Honda Motor Co., <br> Inc. |  |
| Inc. | President and Director of Honda North America, Inc. |  |
| Managing Director | Chief Operating Officer for Regional Operations | Chief Operating Officer for Regional Operations <br> (Latin America) |
| Tetsuo IWAMURA | (North America) | President and Director of Honda South America Ltda. | Ltda.

## Table of Contents

Changes in Operating Officers (Effective as of the date of this year s regularly scheduled general shareholders meeting in June)

| Name | New Title | Current Title |
| :--- | :--- | :--- |
| Takashi YAMAMOTO | Managing Officer | Operating Officer |
| Suguru KANAZAWA | Managing Officer | Operating Officer |
| Major Changes in responsibilities of operating officers (effective as of April 1) |  |  |


| Name and Title | New responsibilities | Current responsibilities |
| :---: | :---: | :---: |
| Yasuo IKENOYA |  | Deputy Chief Operating Officer for Regional Operations(China) |
| Managing Officer |  |  |
| Takanobu ITO | Chief Operating Officer for Automobile Operations | General Manager of Suzuka Factory |
| Managing Officer |  |  |
| Masaaki KATO | General Supervisor, Quality | President and Director of Honda of the U.K. Manufacturing Ltd. |
| Managing Officer | President and Director of Honda R\&D Co., Ltd. | Executive Vice President and Director of Honda Motor Europe Ltd. |
| Teruo KOWASHI |  | General Manager of Saitama Factory |
| Managing Officer |  |  |
| Takashi YAMAMOTO | General Manager of Saitama Factory | President and Director of Honda Manufacturing of Alabama, LLC |
| Operating Officer |  |  |
| Suguru KANAZAWA | President and Director of Honda of the U.K. Manufacturing Ltd. | Executive Vice President and Director of Honda R\&D Co., Ltd. |
| Operating Officer |  |  |
|  | Executive Vice President and Director of Honda Motor Europe Ltd. | President and Director of Honda Racing Corporation |

## Table of Contents



## Table of Contents

Newly appointed Operating Officers (Effective as of the date of this year s regularly scheduled general shareholders meeting in June)

| Name | Responsibilities as of April 1 <br> Responsible for Production of Honda Canada Inc. <br> Ko KATAYAMA | Current responsibilities |
| :--- | :--- | :--- |
| Masahiro YOSHIDA | Responsible for Human Resources and Associate <br> Relations | General Manager of Human Resources Division |
| General Manager of Human Resources Division |  |  |
| Seiji KURAISHI | Executive Vice President of Honda Motor(China) <br> Investment Co., Ltd. | General Manager of Product Planning and Marketing <br> Office of Automobile Operations |
| Takashi NAGAI | Executive Vice President and Director of Asian Honda <br> Motor Co., Ltd. | General Manager of Overseas Operation Office No.1 |
| Retiring Operating Officers (To retire on the same day as this year s regularly scheduled general shareholders meeting in June) |  |  |


| Yasuo IKENOYA | Current title: | Managing Officer |
| :--- | :--- | :--- |
| Teruo KOWASHI | Current title: | Managing Officer |
| Motohide SUDO | Current title: | Operating Officer |

## Table of Contents

ref. \# A07-011

## Honda Announces the New Crossroad

February 22, 2007 Honda Motor Co., Ltd. today announced the release of the new Crossroad, an automobile which transcends existing categories by combining the design and functionality of an SUV with the convenient size of a compact car and the 3-row seating and 7 -passenger capacity of a minivan. The new Crossroad will go on sale throughout Japan on Friday, February 23.

The Crossroad was designed as an active life navigator a car that helps people enjoy their active new lifestyles, unbound by conventional thinking.

The square motif of the exterior design conveys a feeling of solid presence and strength, while areas around the center pillars and windows are deeply beveled to achieve a sturdy, robust look.

The interior design features sculpted molding around the instrument panel to achieve a fun, confident feel. The square motif is continued throughout the interior, creating a refined, urban tone.

With its innovative packaging, the Crossroad offers a confident presence and versatile 3-row seating, yet it s a breeze to handle around town thanks to an overall length of just $4,285 \mathrm{~mm}$. And the distinctive angular design around the front headlights gives the Crossroad an effective minimum turning radius ${ }^{1}$ at the top of its class ${ }^{2}$.

The Crossroad comes equipped with either a 1.8 -liter or a 2.0 -liter i-VTEC engine that combines responsive low-to-mid-speed driving performance with outstanding fuel economy. The engine is paired with a 5 -speed automatic transmission to deliver nimble performance. The 4-wheel-drive model is also equipped with Hill-Start Assist function, which temporarily maintains brake pressure after the brake pedal is released when starting on a hill to ensure smoother starts and enhanced ease of use.

[^0]18L with X Package (FWD)
20X (4WD)

1Monthly sales targets (Japan):
3,000 units

## Table of Contents

## lManufacturer s suggested retail price indicates model shown in photos



* Prices are for reference only and do not include insurance, taxes (except consumption tax) registration, or other fees.
* In accordance with the automobile recycling law, a separate recycling fee will be levied. The recycling fee includes a recycling deposit (to cover expenses required to recycle shredder dust, air bags, and fluorocarbons, plus an information management fee) and a capital management charge.
* For Premium White Pearl body color, add $¥ 31,500$ ( $¥ 30,000$ before consumption tax).
¡Body colors (6 colors)
Premium White Pearl; Atlantic Blue-Gray Metallic, Black Amethyst Pearl; Neutron Blue Metallic;

Alabaster Silver Metallic; Nightshade Metallic
¡Interior colors (2 colors)
Black; Titanium Ivory (standard on the 20X and 20Xi)

## - Key Features of the Crossroad

## < Design >

## IExterior design

The square motif of the sculptured, robust form conveys the image of having been carved from a solid block of metal, communicating a feeling of strength and presence.

The front corners have been angled for an intrepid look and easier handling in tight spaces.

The areas around the center pillars and windows are deeply beveled to achieve a sturdy look.

The vertically arranged rear combination lights are sculpted and finely detailed.

Six body colors are available, including one new color: Atlantic Blue-Gray Metallic.

## Interior design

## Edgar Filing: HONDA MOTOR CO LTD - Form 6-K

The tough, modern interior provides a space that is solid and stable, yet refined and comfortable.

The instrument panel features a sculpted form that facilitates intuitive recognition and operation and giving it a fun, confident feel.

The size and positioning of the four irregularly shaped gauges are varied to achieve an energetic, carefree effect.

The seat coverings feature a newly developed suede-finish tricot with bold ridging for the main section, with durable, dimpled jersey on the sides to provide a soft feel and a sculpted look.

Two interior colors are available: Titanium Ivory and Black.

## Table of Contents

## < Packaging >

The refreshing, smart packaging creates a versatile space inside a convenient body size.

Versatile 3-row seating offers plenty of convenience yet the overall length of $4,285 \mathrm{~mm}$ makes it a breeze to handle around town.

The Crossroad seffective minimum turning radius of 5.6 meter ${ }^{3}$ sputs it at the top of its class ${ }^{4}$.

The rear doors feature a wide opening angle of around $80^{\circ}$, making it easier for passengers in the second- and third-row seats to get in and out.

The seating can be set in a variety of arrangements with easy operation. The second-row seats tilt and slide forward with the pull of a lever located on the shoulder of the second-row seatback, making it easier for passengers in the third-row seats to get in and out.

The Crossroad is equipped with an emergency puncture repair kit, replacing the spare tire and securing more space for third-row passengers while helping to make the vehicle lighter.

3 Measurement based on front corner of vehicle body (Honda calculations)
$4 \quad 1.8$-liter to 2.0 -liter class minivans and SUVs

## < Power train >

The Crossroad is available with a choice of two engines, a 2.0 -liter i-VTEC and a 1.8 -liter i-VTEC. The i-VTEC system further improves on Honda s original VTEC (Variable Valve Timing and Lift Electronic Control) technology to allow the engine to retard intake valve closure timing under low engine-load driving conditions. Valve timing control is complemented by a DBW (Drive By Wire) system that provides optimum throttle valve control for a major improvement in fuel economy while cruising. This ensures ample low-speed torque combined with outstanding fuel economy.

The 4WD model combines VSA (Vehicle Stability Assist system, which includes an Antilock Brake System, Traction Control System, and sideslip control) with Hill-Start Assist a Honda first which temporarily maintains brake pressure after the brake pedal is released when starting on a hill to ensure smoother starts.

The new Real-Time 4WD system operates as front-wheel drive under normal driving conditions, instantly distributing optimum power to the rear wheels during startup and acceleration or on snowy roads and other times when driving conditions require it.

The Crossroad achieves class-topping ${ }^{5}$ fuel economy of $13.8 \mathrm{~km} / l^{6}$.

[^1]
## Edgar Filing: HONDA MOTOR CO LTD - Form 6-K

Fuel economy for front-wheel drive models driven in 10-15 mode (Japanese Ministry of Land, Infrastructure and Transport test specifications)
< Chassis and body >

The tires feature a new, three-part tread design ${ }^{7}$ that features different rubber compounds for the center and shoulder portions of the tires to achieve high levels of both fuel economy and braking performance.

The front suspension features a McPherson strut design for outstanding straight-line stability.

In the rear, a compact, reactive-link, double-wishbone suspension helps provide increased space for passengers in the third row of seats. All types are equipped with a rear stabilizer bar.

The tailgate opening features a box-type perimeter frame for greater rigidity.

Expanded use of strong, lightweight, high-tensile steel contributes to increased rigidity and weight savings.

[^2]
## Table of Contents

## < Advanced features and safety performance >

The IHCC (Intelligent Highway Cruise Control) ${ }^{8}$ vehicle speed and distance control system helps reduce the burden on the driver during freeway driving.

The Collision Mitigation Brake System (CMBS) ${ }^{8}$ provides audio and visual warnings and braking to alert the driver and to help avoid a rear-end collision or mitigate damage and injuries in the event that one should occur.

Honda s Advanced Compatibility Engineering Body enhances passenger protection while mitigating impact on the other vehicle.

The vehicle is also designed to mitigate pedestrian injury in the event of a collision.

The rear frame features a large cross-section along with two internal impact-absorbing frames. The frames have a polygonal cross-section to enable them to effectively absorb the shock of a rear-end collision.

The door mirror on the passenger side features a built-in prism under-mirror, which takes advantage of the prism s light-refracting capabilities to secure a field of vision twice that of a convex mirror of the same size.

8 Standard equipment on the 20Xi (4WD) ; factory option on the 18X and 20X (4WD)
< Environmental performance >

All types have been certified by the Japanese Ministry of Land, Infrastructure, and Transport as having achieved a $75 \%$ reduction with respect to emissions regulations for 2005.

The 4-wheel-drive 20Xi features fuel economy $10 \%$ better than Japanese government fuel economy standards for 2010; all front-wheel-drive types achieve fuel economy $5 \%$ better than those standards; and the 18 X and 20 X 4 -wheel-drive vehicles ${ }^{9}$ conform to those standards.

9 Varies depending on the factory options the vehicle is equipped with

4

## Table of Contents

Ref.\#C07-019

## Honda Sets New Monthly Records for Worldwide and Overseas Auto Production

February 27, 2007 Honda Motor Co., Ltd., today announced its automobile production, domestic sales, and export results for the month of January 2007.

## <Production>

Due to an increase in both domestic and overseas production, worldwide production experienced a year-on-year increase for the eighteenth consecutive month since August 2005. Honda also achieved a new monthly record for the month of January.

Due to increased production for the domestic market, domestic production experienced a year-on-year increase for the eighth consecutive month since June 2006.

Due mainly to increased production both in North America and Asia, overseas production experienced a year-on-year increase for the eighteenth consecutive month since August 2005. Honda also set a new monthly record for the month of January.

Honda also achieved a new all-time monthly record for production in Asia, and new records in North America and China for the month of January.

## <Japan Domestic Sales>

Total domestic sales experienced a year-on-year decrease for the first time in the last three months since October 2006.
Due to a decrease in sales of Step Wagon, new vehicle registrations in January experienced a year-on-year decline for the tenth consecutive month since April 2006.

Due mainly to increased sales of Zest, mini-vehicle sales experienced a year-on-year increase for the third consecutive month since November 2006.
<Vehicle registrations - excluding mini vehicles>
Fit was the industry s sixth best selling car among new vehicle registrations for the month of January, with sales of 5,360 units and ranked as Honda s best selling car for the month of January. The sales result for Stream was 3,500 units.
<Mini vehicles - under 660cc>

Life was the industry s ninth best selling car among mini-vehicles for the month of January, with sales of 3,866 units. The sales result for Zest was 2,500 units.

## <Exports from Japan>

Due mainly to increased exports to North America, total exports experienced a year-on-year increase for the eighth consecutive month since June 2006.

## Table of Contents

## Production

\left.|  | January |  |
| :--- | :---: | ---: |
|  | Units | Vs. 1/06 |$\right]+3.3 \%$

Production by Region

|  | January |  |
| :--- | ---: | ---: |
|  | Units | Vs. $\mathbf{1 / 0 6}$ |
| North America | 127,243 | $+10.0 \%$ |
| (USA only) | 89,963 | $+10.1 \%$ |
| Europe | 18,210 | $+6.6 \%$ |
| Asia | 60,393 | $+41.0 \%$ |
| (China only) | 35,640 | $+69.3 \%$ |
| Others | 6,327 | $-1.1 \%$ |
|  |  |  |
| Overseas Total | 212,173 | $+16.6 \%$ |

Japan Domestic Sales

|  | January |  |
| :--- | :---: | ---: |
| Vehicle type | Units | Vs. $1 / 06$ |
| Registrations | 22,652 | $-1.6 \%$ |
| Mini Vehicles | 10,493 | $+0.4 \%$ |
|  |  |  |
| Honda Brand Total | 33,145 | $-1.0 \%$ |

Exports from Japan

|  | January |  |  |  |  |
| :--- | :--- | ---: | :---: | :---: | :---: |
|  | Units |  |  |  | Vs. 1/06 |
| North America | 38,574 | $+45.3 \%$ |  |  |  |
| (USA Only) | 36,880 | $+53.4 \%$ |  |  |  |
| Europe | 14,054 | $-24.5 \%$ |  |  |  |
| Asia | 1,958 | $+65.4 \%$ |  |  |  |
| Others | 12,213 | $+19.0 \%$ |  |  |  |
|  |  |  |  |  |  |
| Total | 66,799 | $+18.0 \%$ |  |  |  |

## Table of Contents

The English summary of Honda Report to Stockholders No. 132 which was prepared full in Japanese language and the website address of which was e-mailed to Stockholders of Honda Stock in Japan in February 2007

## 1. CEO s message to shareholders

Honda has begun sales of HondaJet in last October and had experienced demand in excess of expected sales plan. With a plan to deliver the first HondaJet to a customer in 2010, Honda is making progress in determining the location for a production plant in the U.S. and establishing a high quality sales and service network.

In South America with outstanding economic growth, Honda continues to expand its motorcycle production capacity and is planning to expand production capacity of its motorcycle plant in Brazil. The new motorcycle plant in Argentina already began mass production last year and Honda will begin production of motorcycles in Peru in the latter 2007.

Honda will expand production capacity of its automobile plant in Brazil. In late 2006, Honda began sales of flexible fuel vehicles (FFV) which provided the flexibility to adapt to ethanol-to-gasoline and achieved outstanding fuel economy and dynamic performance on a par with a $100 \%$ gasoline-powered vehicle in Brazil.

Bio-ethanol fuel has attracted attention as a carbon-neutral fuel, an energy source effective to prevent global warming as well as an alternative to petroleum. Honda has established the basic technology to produce ethanol fuel from cellulose and hemicellulose, both found in soft-biomass, including inedible leaves and stalks of plants, such as rice straw.

## 2. The future of HondaJet taking off for new business

Honda Aircraft Company received well over 100 individual customer orders for the HondaJet during the three days of the National Business Aviation Association (NBAA) convention in Orlando, Florida.

An interview to Michimasa Fujino, president \& CEO of Honda Aircraft Co., Inc. and the chief engineer who has led development of HondaJet.

- Why to challenge for airplane?
- Over-the-wing Engine Mount Configuration overcame conventional wisdom
- A future in light business jet market
- Create new value as an automaker company


## 3. The future of Honda in Brazil, South America

Honda takes root in each local market and grows together with the region

## Edgar Filing: HONDA MOTOR CO LTD - Form 6-K

- $\quad$ To achieve the best automobile brand in Brazil
- Brazil has attracted attention as a country where bio-ethanol has gained in popularity


## 4. Honda sorigin

Earning trust from the market is the origin of Honda s Brand.

As Honda first looked to expand its motorcycle business overseas, our thinking was Unless a product can become a hit in the United States, the center of the world s economy, it cannot be a hit anywhere in the world. Honda first came to America in 1959 with the establishment of a wholly owned subsidiary, American Honda Motor Co., Inc. which created its own dealer network and began selling motorcycles.

## Table of Contents

## 5. Honda Topics:

- September 14, 2006

RITE and Honda Jointly Develop New Technology To Produce Ethanol From Cellulosic Biomass
(Details are as filed in Form 6-K of September 2006)

- September 19, 2006

Second Guangzhou Honda Auto Plant Began Operation
(Details are as filed in Form 6-K of September 2006)

- October 10, 2006

Honda Vietnam, which manufactures and exports motorcycles and parts, increased capacity up to 1 million units per year

- January 8, 2007

Honda Accord Coupe Concept Poised to Reset Segment Benchmark (Details are as filed in Form 6-K of January 2007)

## 6. Introduction of New Products:

CR-V: A runabout vehicle that offers the comfort of a sedan with the off-road maneuverability and utility of a minivan, creating new possibilities in mobility. The engine is a 2.4 -liter DOHC i-VTEC, which delivers

Oct 13, 2007

Elysion A premium minivan with a unique presence and luxurious utility.The engine is a lighter, more compact V6 3.5-liter VTEC (Variable Valve Timing and Lift Electronic Control), which generates a generous 300

Prestage: horsepower. The engine also achieves outstanding emissions performance, with emission levels 75\% below 2005 Japanese government standards.

Jan 25, 2007
(4-stroke marine outboard engines)

New BF90/75:

Nov 1, 2006
(Generator) The new EU55is is an ultra-quiet, high-output electrical generator capable of simultaneous 100V and 200V single-phase current output. The EU55is employs Honda s original sine-wave inverter technology to deliver New EU55is: high-quality electrical output in a compact, low-noise design. In addition, noise reduction measures including double-layer soundproof construction for the engine compartment and a tri-compartment configuration with
Dec 1, 2006
(Mini Tiller) A mini tiller for home gardening, which is lightweight and compact with superior tilling performance, highly stable straight-line operation and a tight turning radius and easy handling.

Punch-X

Jan 30, 2007

## Edgar Filing: HONDA MOTOR CO LTD - Form 6-K

7. Consolidated financial results for the nine months ended December 31, 2006

Honda announced its consolidated financial results for the nine months ended December 31, 2006. (Details are as filed in Form 6-K of January 2007)
(end)

Table of Contents

## Table of Contents

## Consolidated Financial Summary

## Financial Highlights

Honda Motor Co., Ltd. and Subsidiaries

For the three months and nine months ended December 31, 2005 and 2006

|  | Yen (millions) |  |  |  | U.S. dollar (millions) hree months |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three months |  | Nine months |  |  |  |  |
|  | ended |  | ended |  | ended | Nine months ended |  |
|  | Dec. 31, | Dec. 31, | Dec. 31, | Dec. 31, | Dec. 31, |  |  |
|  | 2005 | 2006 | 2005 | 2006 | 2006 |  | $\begin{aligned} & \text { c. 31, } \\ & 2006 \end{aligned}$ |
| Net sales and other operating revenue | $¥ 2,472,006$ | ¥ 2,768,652 | $¥ 7,074,255$ | ¥ 7,999,250 | \$ 23,244 | \$ | 67,159 |
| Operating income | 194,986 | 205,110 | 528,073 | 601,655 | 1,722 |  | 5,051 |
| Income before income taxes and equity in income of affiliates | 166,097 | 191,537 | 479,797 | 537,409 | 1,608 |  | 4,512 |
| Net income | 133,146 | 144,827 | 377,520 | 416,138 | 1,216 |  | 3,494 |
|  | Yen |  |  |  | U.S. dollar |  |  |
| Basic net income per Share | $¥ \quad 72.41$ | $\geq \quad 79.45$ | $¥ 204.71$ | ¥ 227.96 | \$ 0.67 | \$ | 1.91 |
| Explanatory notes: |  |  |  |  |  |  |  |

Share means both Common Share and ADS. The Company did a two-for-one stock split for the Company s common stock effective July $1,2006$. Concurrently, Honda s common stock-to-ADS exchange ratio was changed from one share of common stock to two ADSs, to one share of common stock to one ADS. Basic net income per common stock and ADS were calculated based on the number of common shares after the stock split.

## Unit Sales Breakdown

|  | Unit (thousands) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three months ended |  |  |  | Nine months ended |  |  |  |
|  | Dec. 31, |  | Dec. 31, |  | Dec. 31, |  | Dec. 31, |  |
|  | 2005 |  | 2006 |  | 2005 |  | 2006 |  |
| MOTORCYCLES |  |  |  |  |  |  |  |  |
| Japan | 76 | (76) | 71 | (71) | 275 | (275) | 258 | (258) |
| North America | 160 | (83) | 107 | (60) | 404 | (211) | 339 | (183) |
| Europe | 61 | (58) | 56 | (54) | 255 | (246) | 232 | (225) |
| Asia | 2,225 | $(2,225)$ | 2,217 | $(2,217)$ | 6,157 | $(6,157)$ | 6,189 | $(6,189)$ |
| Other Regions | 266 | (263) | 314 | (310) | 767 | (756) | 943 | (932) |
| Total | 2,788 | $(2,705)$ | 2,765 | $(2,712)$ | 7,858 | $(7,645)$ | 7,961 | $(7,787)$ |
| AUTOMOBILES |  |  |  |  |  |  |  |  |
| Japan | 156 |  | 156 |  | 506 |  | 483 |  |
| North America | 434 |  | 471 |  | 1,248 |  | 1,338 |  |
| Europe | 59 |  | 72 |  | 204 |  | 222 |  |
| Asia | 117 |  | 155 |  | 384 |  | 471 |  |
| Other Regions | 50 |  | 61 |  | 148 |  | 181 |  |

## Edgar Filing: HONDA MOTOR CO LTD - Form 6-K

| Total | 816 | $\mathbf{9 1 5}$ | 2,490 | $\mathbf{2 , 6 9 5}$ |
| :--- | :--- | :--- | ---: | ---: |
| POWER PRODUCTS | 110 | $\mathbf{1 2 4}$ | 349 | $\mathbf{3 8 8}$ |
| Japan | 445 | $\mathbf{6 1 5}$ | 1,699 | $\mathbf{2 , 0 8 0}$ |
| North America | 357 | $\mathbf{3 6 5}$ | 881 | $\mathbf{1 , 0 0 1}$ |
| Europe | 122 | $\mathbf{1 6 1}$ | 563 | $\mathbf{5 3 0}$ |
| Asia | 100 | $\mathbf{1 1 7}$ | 265 | $\mathbf{2 9 4}$ |
| Other Regions |  |  |  |  |
| Total | 1,134 | $\mathbf{1 , 3 8 2}$ | 3,757 | $\mathbf{4 , 2 9 3}$ |

Explanatory notes:

1. The geographical breakdown of unit sales is based on the location of unaffiliated customers.
2. Figures in brackets represent unit sales of motorcycles only.

Table of Contents

Net Sales Breakdown


## POWER PRODUCT \& OTHER

BUSINESSES

| Japan | 38,530 | $(41.7) \%$ | $\mathbf{4 0 , 0 4 0}$ | $\mathbf{( 4 1 . 2 ) \%}$ | 96,656 | $(37.0) \%$ | $\mathbf{1 1 2 , 7 1 9}$ | $\mathbf{( 3 7 . 6 ) \%}$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| North America | 24,666 | $(26.7) \%$ | $\mathbf{2 4 , 7 4 4}$ | $\mathbf{( 2 5 . 4 ) \%}$ | 85,308 | $(32.6) \%$ | $\mathbf{9 1 , 9 4 1}$ | $\mathbf{( 3 0 . 7 ) \%}$ |
| Europe | 15,803 | $(17.1) \%$ | $\mathbf{1 8 , 0 7 9}$ | $\mathbf{( 1 8 . 6 ) \%}$ | 46,148 | $(17.7) \%$ | $\mathbf{5 4 , 9 0 4}$ | $\mathbf{( 1 8 . 3 ) \%}$ |
| Asia | 7,991 | $(8.6) \%$ | $\mathbf{8 , 0 6 1}$ | $\mathbf{( 8 . 3 ) \%}$ | 19,811 | $(7.6) \%$ | $\mathbf{2 4 , 7 4 0}$ | $\mathbf{( 8 . 2 ) \%}$ |
| Other Regions | 5,410 | $(5.9) \%$ | $\mathbf{6 , 3 5 8}$ | $\mathbf{( 6 . 5 ) \%}$ | 13,395 | $(5.1) \%$ | $\mathbf{1 5 , 4 5 4}$ | $\mathbf{( 5 . 2 ) \%}$ |
|  |  |  |  |  |  |  |  |  |
| Total | 92,400 | $(100.0) \%$ | $\mathbf{9 7 , 2 8 2}$ | $\mathbf{( 1 0 0 . 0 ) \%}$ | 261,318 | $(100.0) \%$ | $\mathbf{2 9 9 , 7 5 8}$ | $\mathbf{( 1 0 0 . 0 ) \%}$ |


| TOTAL | 397,916 | $(16.1) \%$ | $\mathbf{4 2 0 , 6 9 3}$ | $\mathbf{( 1 5 . 2 ) \%}$ | $1,248,297$ | $(17.6) \%$ | $\mathbf{1 , 2 4 3 , 9 7 4}$ | $\mathbf{( 1 5 . 6 ) \%}$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Japan | $1,437,694$ | $(58.2) \%$ | $\mathbf{1 , 5 6 3 , 9 9 1}$ | $\mathbf{( 5 6 . 5 ) \%}$ | $3,880,583$ | $(54.9) \%$ | $\mathbf{4 , 3 6 9 , 8 5 3}$ | $\mathbf{( 5 4 . 6 ) \%}$ |
| North America | 204,731 | $(8.3) \%$ | $\mathbf{2 5 9 , 5 1 6}$ | $\mathbf{( 9 . 4 ) \%}$ | 691,303 | $(9.8) \%$ | $\mathbf{8 1 6 , 3 9 1}$ | $\mathbf{( 1 0 . 2 ) \%}$ |
| Europe | 259,677 | $(10.5) \%$ | $\mathbf{3 0 1 , 4 6 9}$ | $\mathbf{( 1 0 . 9 ) \%}$ | 782,951 | $(11.1) \%$ | $\mathbf{9 2 3 , 3 0 3}$ | $\mathbf{( 1 1 . 5 ) \%}$ |
| Asia | 171,988 | $(6.9) \%$ | $\mathbf{2 2 2 , 9 8 3}$ | $\mathbf{( 8 . 0 ) \%}$ | 471,121 | $(6.6) \%$ | $\mathbf{6 4 5 , 7 2 9}$ | $\mathbf{( 8 . 1 ) \%}$ |
| Other Regions |  |  |  |  |  |  |  |  |
|  | $¥ 2,472,006$ | $(100.0) \%$ | $\mathbf{¥ 2 , 7 6 8 , 6 5 2}$ | $\mathbf{( 1 0 0 . 0 ) \%}$ | $¥ 7,074,255$ | $(100.0) \%$ | $¥ \mathbf{7 , 9 9 9 , 2 5 0}$ | $\mathbf{( 1 0 0 . 0 ) \%}$ |
| Total |  |  |  |  |  |  |  |  |
| Explanatory notes: |  |  |  |  |  |  |  |  |

## Edgar Filing: HONDA MOTOR CO LTD - Form 6-K

1. The geographical breakdown of net sales is based on the location of unaffiliated customers.
2. Net sales of power product \& other businesses include revenue from sales of power products and relevant parts, leisure businesses and trading.

## Table of Contents

## To Our Shareholders

## n Third Quarter Results

Honda s consolidated net income for the fiscal third quarter ended December 31, 2006 totaled JPY 144.8 billion (USD 1,216 million), an increase of $8.8 \%$ from the corresponding period in 2005. Basic net income per Common share for the quarter amounted to JPY 79.45 (USD 0.67), an increase of $9.7 \%$ compared to JPY 72.41 for the corresponding period in 2005. One of Honda s American Depository Shares represents one Common Share.

[^3]Consolidated operating income for the quarter totaled JPY 205.1 billion (USD 1,722 million), an increase of $5.2 \%$ compared to the corresponding period in 2005. This increase in operating income was primarily due to the positive impact of the increased profit attributable to higher revenue in automobile, power product and financial services business segments and higher revenue in all regions, the effect of newly consolidated subsidiaries, the decreased amount of unrealized profit in inventories, continuing cost reduction effects and the currency effects caused by the depreciation of the Japanese yen, which offset the negative impact of the change in model mix, the increased sales incentives in North America, the soaring raw material costs, the increased SG\&A expenses mainly because of quality-related expenses, freight and storage costs due to the increase in sales, and the increased R\&D expenses.

Consolidated income before income taxes and equity in income of affiliates for the quarter totaled JPY 191.5 billion (USD 1,608 million), an increase of $15.3 \%$ from the corresponding period in 2005. This increase was primarily due to the difference between transaction rates and average rates and proceeds from sales of securities.

Equity in income of affiliates amounted to JPY 25.8 billion (USD 217 million) for the quarter, a decrease of $13.0 \%$ from the corresponding period in 2005, due mainly to the decline in automobile business in China.

## Business Segment

With respect to Honda s sales for the fiscal third quarter by business segment, unit sales of motorcycles totaled 2,765 thousand units, a decrease of $0.8 \%$ from the corresponding period in 2005. Unit sales in Japan was 71 thousand units, a decrease of $6.6 \%$. Overseas unit sales was 2,694 thousand units, a decrease of $0.7 \%$ *, due mainly to the decrease in unit sales of ATVs and kids motorcycles in North America offsetting the positive impact of the increased unit sales in other regions, especially in Latin America. Revenue from unaffiliated customers increased $7.0 \%$, to JPY 303.2 billion (USD 2,546 million) from the corresponding period in 2005, due mainly to the positive impact of the currency translation effects, offsetting the negative impact of the decrease in unit sales. Operating income decreased by $17.0 \%$ to JPY 11.1 billion (USD 94 million) from the corresponding period in 2005, due mainly to the increased SG\&A expenses and the increased R\&D expenses offsetting the positive impact of the currency effects caused by the depreciation of the Japanese yen.

[^4]
## Table of Contents

Honda s unit sales of automobiles was 915 thousand units, increased by $12.1 \%$ from the corresponding period in 2005. In Japan, unit sales was 156 thousand units, which was approximately the same level as the corresponding period in 2005. Overseas unit sales increased $15.0 \%$ to 759 thousand units, due to the increased unit sales in North America, Europe, Asia and other regions. This increase of unit sales was attributable to good sales of, for example, the Accord and the $C R-V$ in North America, and to the increase in unit sales of parts for local production at Honda saffiliates accounted for under the equity method in China. Revenue from unaffiliated customers increased $12.3 \%$ to JPY $2,263.8$ billion (USD 19,007 million) from the corresponding period in 2005, due to the increased unit sales and the positive impact of the currency translation effects. Operating income increased $6.4 \%$ to JPY 160.7 billion (USD 1,350 million) from the corresponding period in 2005, due mainly to the positive impact of the increased profit attributable to higher revenue, the change in sales price in North America, continuing cost reduction effects and the currency effects caused by the depreciation of the Japanese yen, which offset the negative impact of the change in model mix, the increased sales incentives in North America, the soaring raw material costs, the increased SG\&A expenses and the increased R\&D expenses.

Revenue from unaffiliated customers in financial services business increased $29.9 \%$ to JPY 104.2 billion (USD 875 million) from the corresponding period in 2005, due to the increased sales attributable to the increase of finance subsidiaries-receivables from the growth of automobile business in North America and the positive impact of the currency translation effects. Operating income increased $3.3 \%$ to JPY 22.7 billion (USD 191 million) from the corresponding period in 2005, due primarily to the increased sales, which were attributable to the increase of finance subsidiaries-receivables from the growth of business, and to the currency effects caused by the depreciation of the Japanese yen, offsetting the negative impact of the increase in SG\&A expenses including the increase of losses on lease residual values.

Honda s unit sales of power products was 1,382 thousand units, up by $21.9 \%$ from the corresponding period in 2005, due mainly to the increased unit sales of general purpose engines in the U.S. and China and in Japan. In Japan, unit sales totaled 124 thousand units, an increase of $12.7 \%$. Overseas unit sales was 1,258 thousand units, an increase of $22.9 \%$, due mainly to the positive impact of the increased unit sales in North America, Europe, Asia and other regions. Revenue from unaffiliated customers in power product and other businesses increased by $5.3 \%$ to JPY 97.2 billion (USD 817 million) from the corresponding period in 2005, due mainly to the increased unit sales of power products and the positive impact of the currency translation effects. Operating income increased $23.5 \%$ to JPY 10.4 billion (USD 88 million) from the corresponding period in 2005. This was primarily due to the positive impact of the increased profit attributable to higher revenue and the currency effects caused by the depreciation of the Japanese yen, which offset the negative impact of the increased SG\&A expenses.

## Table of Contents

## n Forecasts for the Fiscal Year Ending March 31, 2007

In regard to the forecasts of the financial results for the fiscal year ending March 31, 2007, Honda projects consolidated and unconsolidated results to be as shown below:

FY2007 Forecasts for Consolidated Results Fiscal year ending March 31, 2007

|  | Cen (billions) | Changes <br> from FY 2006 |
| :--- | ---: | ---: |
| Net sales and other operating revenue | $¥ 11,100$ | $+12.0 \%$ |
| Operating income | 820 | $5.6 \%$ |
| Income before income taxes and equity in income of affiliates | 755 | $7.3 \%$ |
| Net income | 560 | $6.2 \%$ |


| Basic net income per Common share | $¥ 307.33$ | Yen |
| :--- | :--- | :--- |

## FY2007 Forecasts for Unconsolidated Results Fiscal year ending March 31, 2007

|  | Yen (billions) | Changes <br> from FY 2006 |
| :--- | ---: | ---: | ---: |
| Net sales | $¥ 4,010$ | $+6.7 \%$ |
| Operating income | 190 | $20.8 \%$ |
| Ordinary income | 308 | $4.3 \%$ |
| Net income | 262 | $13.2 \%$ |

These forecasts are based on the assumption that the average exchange rates for the Japanese yen to the U.S. dollar and the Euro for the fiscal fourth quarter ending March 31, 2007 will be JPY 118 and JPY 153 and for the full year ending March 31, 2007, JPY 117 and JPY 149, respectively.

## n Dividend per Share of Common Stock

During the year ending March 31, 2007, the Company s Board of Directors resolved on January 31, 2007 to make a distribution of surplus to the stockholders of record on December 31, 2006, at JPY 17 per share of common stock. It also intends to distribute year-end cash dividends of JPY 17 per share of the record date on March 31, 2007, respectively. As a result, total cash dividends for the year ending March 31, 2007, together with the interim cash dividends of JPY 30, are planned to be JPY 64 per share. The Company did a two-for-one stock split for the Company s common stock effective July 1, 2006. Had the stock split not been carried out, annual dividends would have corresponded to JPY 128, an increase of JPY 28 per share from the annual dividends paid for fiscal 2006.

[^5]February 2007

## Edgar Filing: HONDA MOTOR CO LTD - Form 6-K

## Takeo Fukui

President and Chief Executive Officer

## Table of Contents

## News Briefs

## Summary of 2006 Year-End CEO Speech

Accelerate our effort to strengthen the core characteristics that make Honda unique and proactively pursue creation of advanced technologies and products that represents the uniqueness of Honda

Japan, December 19, 2006-Honda Motor Co., Ltd. announced that it would further accelerate its effort to strengthen the core characteristics that make Honda unique in each business area in order to continue creating new value and providing products and services which are beyond customers expectations. Toward this end, Honda will steadily make progress with plans and initiatives in the following three areas, which Honda first announced in May.

1) Establishing advanced manufacturing systems and capabilities
2) Strengthening the foundation for overseas growth
3) Accelerating Honda s effort to reduce environmental footprint http://world.honda.com/news/2006/c061219YearEndCEOSpeech/

## North America

n HONDA Increasing Capacity, Investment and Employment At Automobile and Motorcycle/ Parts Plants, And Starting CR-V Production in Mexico.
Mexico, December 18, 2006- Honda de Mexico S.A. de C.V. announced an investment plan to expand its facility in El Salto, Jalisco.

The total amount of these 2 years investment plan is US $\$ 80$ million.

With this investment, HDM will increase its automobile production capacity from current 30,000 units per year to 50,000 units per year, will expand the production capacity of the service parts which are mainly exported to U.S.A., and will start the $C R-V$ production from Autumn 2007.

This will increase the number of associates from 1,400 to 2,000.

## n Acura Advanced Sports Car Concept Debuts at North American International Auto Show Concept Provides a Glimpse of the Next Generation Acura Exotic Sports Car

DETROIT, U.S.A., January 7, 2007- The show-stopping Acura Advanced Sports Car Concept made its world debut at the 2007 North American International Auto Show. The dynamically styled concept provides a preview of the design direction for the successor to the Acura NSX.

Created to take exotic sports car styling to a new level, the concept is designed to incorporate a powerful front-mounted, V-10 engine and a new high-performance, rear-wheel-drive based version of Acura s exclusive Super Handling All-Wheel Drive ${ }^{\mathrm{M}}$ (SH-AWD ${ }^{\mathrm{TM}}$ ).
http://world.honda.com/news/2007/4070107Acura/

## Edgar Filing: HONDA MOTOR CO LTD - Form 6-K

## $n$ Honda Accord Coupe Concept Poised to Reset Segment Benchmark

DETROIT, U.S.A., January 8, 2007- The Honda Accord Coupe Concept revealed a totally new look for the next-generation Accord, along with key technologies for safety, fuel efficiency and performance, American Honda Motor Co., Inc., announced at the North American International Auto Show (NAIAS) in Detroit. The Accord is Honda s best-selling model in North America and its debut at NAIAS marks the first time that an Accord concept vehicle has ever been shown at a major auto show.

Honda Accord Coupe Concept

## Honda Accord Coupe Concept Specifications

Type:
Seating Capacity:
Engine:
Two-door Coupe
5-passenger
http://world.honda.com/news/2007/4070108AccordCoupe/

## Table of Contents

## Japan

## n Honda Zest Achieves Highest Collision Safety Test Rating of 6 Stars

 Meeting FY 2007 Requirement in The New Car Assessment Japan
## First time for a mini car to achieve 6-stars for both driver and front seat passenger

Japan, November 14, 2006-Honda Motor Co., Ltd. announced that its brand new mini car Zest went on sale in March 2006, and achieved the highest 6 -star collision safety test rating, meeting the fiscal year 2007 (ending March 31, 2007) requirement in The New Car Assessment Japan a first for mini cars. In addition, it achieves advanced performance such as the fourth level in pedestrian head protection and demonstrates outstanding overall safety performance.

## Zest $G$

Frontal crash test

## n Honda Establishes Solar Cell Subsidiary Company, Honda Soltec to Make Full-Scale Entry into Solar Cell Business

Japan, December 1, 2006- Honda Motor Co., Ltd. announced plans to establish a wholly-owned subsidiary, Honda Soltec Co., Ltd., which will produce and sell the next-generation thin film solar cell independently developed by Honda. The new company will lead Honda to make a full-scale entry into the solar cell business.

The next-generation solar cell to be produced and sold by Honda Soltec was developed by Honda Engineering Co., Ltd., the production engineering subsidiary of Honda. By using thin film made from a compound of copper, indium, gallium and selenium (CIGS), Honda s next-generation solar cell achieves a major reduction in the amount of energy consumed during the manufacturing process by approximately $50 \%$ compared to what is required to produce conventional crystal silicon solar cells. This makes the new solar cell more environmentally-friendly by reducing the amount of CO 2 generated even from the production stage.
http://world.honda.com/news/2006/c061201HondaSoltec/

## n Honda to Build a New Engine Plant in Japan Establishing Production Systems and Capabilities for Advanced Engines to Achieve Further Reduction of CO2 Emissions

Japan, December 19, 2006-Honda Motor Co., Ltd. announced plans to build a new engine plant in Ogawa, Saitama prefecture, Japan in order to accelerate establishment of production systems and capabilities for advanced engines to enable Honda to meet increasing global demand for fuel efficient vehicles. Honda plans to begin operation of this new engine plant in summer 2009, with an annual production capacity of approximately 200,000 units. Advanced engines produced at this plant will be supplied to Honda auto plants inside and outside Japan. Honda will invest approximately 25 billion yen in the new plant, with employment of approximately 500 associates.

Due to a number of factors including the high price of crude oil and increasing public concern about environmental issues, demand for fuel efficient automobiles is expected to grow rapidly in the future. As for the engine production, prior to the 2010 start-up of the new auto plant to be built in Yorii, Saitama, Honda decided to build a new engine plant in Ogawa, Saitama, near Yorii, in order to establish production systems and capabilities which can meet flexibly increases in demand, to enable Honda to offer advanced engines to customers as quickly as possible.
http://world.honda.com/news/2006/c061219NewEnginePlant/

## Table of Contents

Asia
n Honda Motor India Commences Operations, Beginning with HSCI Parts Operations
India, December 1, 2006- Honda Motor India Pvt Ltd. (HMI), the wholly owned subsidiary of Honda Motor Co., Ltd. formally began its operations from its corporate office in Greater Noida, UP to begin with Honda Siel Cars India Ltd. (HSCI) parts operations. Formation of HMI is part of the overall strategy to strengthen and integrate operations of Honda companies including motorcycle and power product businesses in India with respect to service parts.
http://world.honda.com/news/2006/c061201HondaMotorIndia/
n Honda Siel Cars India s second car plant to be located in Rajasthan
India, January 14, 2007-Honda Siel Cars India (HSCI), has selected Rajasthan as the state for locating its second car plant in India.
A Letter of Intent to this effect was signed by representatives of HSCI and the Rajasthan government.

HSCI eventually selected Rajasthan because of its proximity to Honda s biggest market (North and East account for about 45\% of total HSCI sales), as well as logistics advantages and managerial convenience.

The second plant will manufacture Honda s small car in the Indian market and will have an initial capacity of 50,000 units per annum.
http://world.honda.com/news/2007/c070114Indiasecondcarplant/

## Others

## n Honda to Build New Motorcycle Plant in Peru

Peru, November 29, 2006- Honda del Peru S.A. (HDP) announced plans to establish a wholly-owned manufacturing subsidiary, Honda Selva del Peru S.A. (HSP), which began construction of a new plant in Iquitos, Loreto, in December. HSP will begin production of motorcycles in 2007, in order to meet growing demand in Peru.

HSP will be built in the Selva (Amazon) area with a capital investment of US $\$ 2$ million. The plant will have an annual capacity of 25,000 units. The new $6,500 \mathrm{~m}^{2}$ plant building will be located on a $30,000 \mathrm{~m}^{2}$ site and will begin production of the first model, $N X R 125$, in late 2007. The potential capacity is expandable up to 100,000 units in the future with additional expansion of the building and the equipment.
http://world.honda.com/news/2006/c061129MotorcyclePlantPeru/

## n Expansion of annual production capacity in Brazil

Brazil, December 19, 2006-Honda Motor Co., Ltd. announced that Honda will expand annual production capacity of its motorcycle plant, Moto Honda da Amazonia Ltda in Brazil from the current 1 million units to 1.35 million units in early 2007, and further to 1.5 million units by the end of 2007 and that Honda will double production capacity of its automobile plant, Honda Auto Moveis do Brazil Ltda. in Brazil to 100,000 units by mid-2007.

## Table of Contents

## Consolidated Balance Sheets

Honda Motor Co., Ltd. and Subsidiaries

December 31, 2005 and March 31 and December 31, 2006

|  | Yen (millions) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec. 31, |  | Mar. 31, |  | Dec. 31, |  |
|  |  | 2005 |  | 2006 |  | 2006 |
| Assets |  |  |  |  |  |  |
| Current assets: |  |  |  |  |  |  |
| Cash and cash equivalents | ¥ | 634,836 | ¥ | 747,327 | ¥ | 749,130 |
| Trade accounts and notes receivable |  | 765,413 |  | 963,320 |  | 885,427 |
| Finance subsidiaries-receivables, net |  | 1,295,772 |  | 1,230,912 |  | 1,474,747 |
| Inventories |  | 1,019,907 |  | 1,036,304 |  | 1,170,848 |
| Deferred income taxes |  | 214,020 |  | 198,033 |  | 189,445 |
| Other current assets |  | 432,682 |  | 450,002 |  | 474,154 |
| Total current assets |  | 4,362,630 |  | 4,625,898 |  | 4,943,751 |
| Finance subsidiaries-receivables, net |  | 2,934,244 |  | 2,982,425 |  | 3,201,359 |
| Investments and advances: |  |  |  |  |  |  |
| Investments in and advances to affiliates |  | 400,886 |  | 408,993 |  | 445,947 |
| Other, including marketable equity securities |  | 296,696 |  | 298,460 |  | 261,864 |
| Total investments and advances |  | 697,582 |  | 707,453 |  | 707,811 |
| Property, plant and equipment, at cost: |  |  |  |  |  |  |
| Land |  | 378,467 |  | 384,447 |  | 417,420 |
| Buildings |  | 1,094,466 |  | 1,149,517 |  | 1,283,626 |
| Machinery and equipment |  | 2,454,230 |  | 2,562,507 |  | 2,935,111 |
| Construction in progress |  | 171,912 |  | 115,818 |  | 192,827 |
|  |  | 4,099,075 |  | 4,212,289 |  | 4,828,984 |
| Less accumulated depreciation and amortization |  | 2,347,541 |  | 2,397,022 |  | 2,745,309 |
| Net property, plant and equipment |  | 1,751,534 |  | 1,815,267 |  | 2,083,675 |
| Other assets |  | 504,390 |  | 440,638 |  | 573,388 |
| Total assets |  | $¥ 10,250,380$ |  | 10,571,681 |  | 11,509,984 |

## Liabilities and Stockholders Equity

| Current liabilities: | $\neq 703,232$ | $¥$ | 693,557 | $\mathbf{¥}$ |
| :--- | ---: | ---: | ---: | ---: |
| $\mathbf{1 , 3 7 7 , 4 9 3}$ |  |  |  |  |
| Short-term debt | 673,633 | 657,645 | $\mathbf{7 4 1 , 2 9}$ |  |
| Current portion of long-term debt | 27,847 | 31,698 | $\mathbf{3 1 , 2 2 9}$ |  |
| Trade payables: | 942,291 | $1,099,902$ | $\mathbf{1 , 0 2 4 , 2 9 2}$ |  |
| Notes | 950,502 | 930,115 | $\mathbf{9 0 2 , 4 7 0}$ |  |
| Accounts | 103,495 | 110,160 | $\mathbf{5 6 , 2 5 8}$ |  |
| Accrued expenses |  |  |  |  |
| Income taxes payable |  |  |  |  |

Table of Contents

## Edgar Filing: HONDA MOTOR CO LTD - Form 6-K

| Other current liabilities | 465,470 | 466,332 | 506,661 |
| :---: | :---: | :---: | :---: |
| Total current liabilities | 3,866,470 | 3,989,409 | 4,639,632 |
| Long-term debt, excluding current portion | 1,827,743 | 1,879,000 | 1,760,678 |
| Other liabilities | 737,458 | 577,522 | 611,926 |
| Total liabilities | 6,431,671 | 6,445,931 | 7,012,236 |
| Stockholders equity: |  |  |  |
| Common stock | 86,067 | 86,067 | 86,067 |
| Capital surplus | 172,531 | 172,529 | 172,529 |
| Legal reserves | 35,811 | 35,811 | 37,730 |
| Retained earnings | 4,114,719 | 4,267,886 | 4,572,332 |
| Accumulated other comprehensive income (loss), net |  |  |  |
| Adjustments from foreign currency translation | $(377,973)$ | $(375,777)$ | $(293,494)$ |
| Net unrealized gains on marketable equity securities | 56,438 | 62,710 | 58,324 |
| Net unrealized gains (losses) on derivative instruments |  | (64) | (250) |
| Minimum pension liabilities adjustments | $(202,779)$ | $(94,056)$ | $(94,063)$ |
| Total accumulated other comprehensive loss, net | $(524,314)$ | $(407,187)$ | $(329,483)$ |
| Treasury stock | $(66,105)$ | $(29,356)$ | $(41,427)$ |
| Total stockholders equity | 3,818,709 | 4,125,750 | 4,497,748 |
| Total liabilities and stockholders equity | $¥ 10,250,380$ | $¥ 10,571,681$ | $¥ 11,509,984$ |

## Table of Contents

## Consolidated Statements of Income

Honda Motor Co., Ltd. and Subsidiaries

For the three months and nine months ended December 31, 2005 and 2006

|  | Yen (millions) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Three months ended |  | Nine months ended |  |
|  | Dec. 31, | Dec. 31, | Dec. 31, | Dec. 31, |
|  | 2005 | 2006 | 2005 | 2006 |
| Net sales and other operating revenue | $¥ 2,472,006$ | ¥ 2,768,652 | $¥ 7,074,255$ | ¥ 7,999,250 |
| Operating costs and expenses: |  |  |  |  |
| Cost of sales | 1,731,527 | 1,945,754 | 4,967,376 | 5,691,553 |
| Selling, general and administrative | 420,736 | 474,746 | 1,207,009 | 1,318,054 |
| Research and development | 124,757 | 143,042 | 371,797 | 387,988 |
| Operating income | 194,986 | 205,110 | 528,073 | 601,655 |
| Other income: |  |  |  |  |
| Interest | 7,236 | 10,945 | 17,162 | 31,070 |
| Other | 700 | 7,196 | 1,739 | 12,477 |
| Other expenses: |  |  |  |  |
| Interest | 1,719 | 2,218 | 8,456 | 8,900 |
| Other | 35,106 | 29,496 | 58,721 | 98,893 |
| Income before income taxes and equity in income of affiliates | 166,097 | 191,537 | 479,797 | 537,409 |
| Income tax (benefit) expense: |  |  |  |  |
| Current | 67,987 | 67,766 | 217,518 | 202,210 |
| Deferred | $(5,370)$ | 4,757 | $(38,368)$ | 2,509 |
| Income before equity in income of affiliates | 103,480 | 119,014 | 300,647 | 332,690 |
| Equity in income of affiliates | 29,666 | 25,813 | 76,873 | 83,448 |
| Net income | ¥ 133,146 | ¥ 144,827 | ¥ 377,520 | ¥ 416,138 |

Retained earnings:

| Balance at beginning of period | $4,018,709$ | $\mathbf{4 , 4 8 2 , 6 1 2}$ | $3,809,383$ | $\mathbf{4 , 2 6 7 , 8 8 6}$ |
| :--- | ---: | ---: | ---: | ---: |
| Retirement of treasury stocks |  | $\mathbf{( 1 )}$ | $\mathbf{2 7 9}$ |  |
| Cash dividends | 36,841 | $\mathbf{5 4 , 7 1 0}$ | 71,061 | $\mathbf{1 0 9 , 4 9 4}$ |
| Transfer to legal reserves | 295 | $\mathbf{3 9 8}$ | 1,123 | $\mathbf{1 , 9 1 9}$ |
| Balance at end of period | $¥ 4,114,719$ | $¥ \mathbf{4 , 5 7 2 , 3 3 2}$ | $¥ 4,114,719$ | $\mathbf{¥ 4 , 5 7 2 , 3 3 2}$ |



Explanatory note:
Share means both Common Share and ADS. The Company did a two-for-one stock split for the Company s common stock effective July 1, 2006. Concurrently, Honda s common stock-to-ADS exchange ratio was changed from one share of common stock to two ADSs, to one share of common stock to one ADS. Basic net income per common stock and ADS were calculated based on the number of common shares after the stock split.

## Table of Contents

## Consolidated Statements of Cash Flows

Honda Motor Co., Ltd. and Subsidiaries

For the nine months ended December 31, 2005 and 2006

|  | Yen (millions) Nine months ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Dec. 31, |  | Dec. 31, |  |
|  |  | 2005 |  | 2006 |
| Cash flows from operating activities: |  |  |  |  |
| Net income | ¥ | 377,520 | ¥ | 416,138 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |  |
| Depreciation and amortization |  | 176,808 |  | 255,719 |
| Deferred income taxes |  | $(38,368)$ |  | 2,509 |
| Equity in income of affiliates |  | $(76,873)$ |  | $(83,448)$ |
| Dividends from affiliates |  | 32,171 |  | 37,955 |
| Provision for credit and lease residual losses on finance subsidiaries-receivables |  | 29,163 |  | 34,802 |
| Loss (gain) on derivative instruments, net |  | 4,263 |  | 63,626 |
| Decrease (increase) in assets: |  |  |  |  |
| Trade accounts and notes receivable |  | 29,637 |  | 118,926 |
| Inventories |  | $(97,244)$ |  | $(86,075)$ |
| Other current assets |  | $(31,003)$ |  | $(36,694)$ |
| Other assets |  | $(39,653)$ |  | $(25,002)$ |
| Increase (decrease) in liabilities: |  |  |  |  |
| Trade accounts and notes payable |  | $(115,889)$ |  | $(114,613)$ |
| Accrued expenses |  | 2,608 |  | $(45,597)$ |
| Income taxes payable |  | 33,046 |  | $(56,368)$ |
| Other current liabilities |  | 13,093 |  | 22,577 |
| Other liabilities |  | 766 |  | 5,760 |
| Other, net |  | $(2,222)$ |  | $(13,840)$ |
| Net cash provided by operating activities |  | 297,823 |  | 496,375 |
| Cash flows from investing activities: |  |  |  |  |
| Increase in investments and advances |  | $(15,027)$ |  | $(9,223)$ |
| Decrease in investments and advances |  | 3,624 |  | 583 |
| Payment for purchase of available-for-sale securities |  | (800) |  | $(1,935)$ |
| Proceeds from sales of available-for-sale securities |  | 5,551 |  | 13,467 |
| Payment for purchase of held-to-maturity securities |  | $(63,394)$ |  | $(7,364)$ |
| Proceeds from redemption of held-to-maturity securities |  | 45,932 |  | 27,046 |
| Capital expenditures |  | $(302,617)$ |  | $(415,004)$ |
| Proceeds from sales of property, plant and equipment |  | 28,460 |  | 13,233 |
| Acquisitions of finance subsidiaries-receivables |  | $(2,257,283)$ |  | $(2,226,908)$ |
| Collections of finance subsidiaries-receivables |  | 1,366,978 |  | 1,565,719 |
| Proceeds from sales of finance subsidiaries-receivables |  | 686,876 |  | 274,811 |
| Purchase of investment in operating leases |  |  |  | $(126,223)$ |
| Net cash used in investing activities |  | $(501,700)$ |  | $(891,798)$ |
| Cash flows from financing activities: |  |  |  |  |
| Increase (decrease) in short-term debt |  | $(115,224)$ |  | 411,329 |
| Proceeds from long-term debt |  | 661,259 |  | 629,433 |

## Edgar Filing: HONDA MOTOR CO LTD - Form 6-K

| Repayment of long-term debt | $(404,748)$ | $(530,380)$ |
| :---: | :---: | :---: |
| Cash dividends paid | $(71,061)$ | $(109,494)$ |
| Payment for purchase of treasury stock, net | $(46,664)$ | $(26,679)$ |
| Net cash provided by financing activities | 23,562 | 374,209 |
| Effect of exchange rate changes on cash and cash equivalents | 41,613 | 23,017 |
| Net change in cash and cash equivalents | $(138,702)$ | 1,803 |
| Cash and cash equivalents at beginning of period | 773,538 | 747,327 |
| Cash and cash equivalents at end of period | $¥ 634,836$ | $\geq \mathbf{7 4 9 , 1 3 0}$ |

## Table of Contents

## Consolidated Balance Sheets

## Divided into Non-financial Services Businesses and Finance Subsidiaries

Honda Motor Co., Ltd. and Subsidiaries

December 31, 2005 and March 31 and December 31, 2006

|  | Yen (millions) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |
|  | 2005 |  | 2006 |  | 2006 |  |
| Assets |  |  |  |  |  |  |
| Non-financial services businesses |  |  |  |  |  |  |
| Current assets | $¥$ | 3,478,039 | ¥ | 3,788,184 | ¥ | 3,852,601 |
| Cash and cash equivalents |  | 612,920 |  | 727,735 |  | 730,845 |
| Trade accounts and notes receivable |  | 409,373 |  | 504,101 |  | 451,320 |
| Inventories |  | 1,019,907 |  | 1,036,304 |  | 1,170,848 |
| Other current assets |  | 1,435,839 |  | 1,520,044 |  | 1,499,588 |
| Investment and advances |  | 942,150 |  | 955,338 |  | 974,183 |
| Property, plant and equipment, at cost |  | 1,731,203 |  | 1,795,173 |  | 2,064,185 |
| Other assets |  | 300,424 |  | 225,575 |  | 228,498 |
| Total assets |  | 6,451,816 |  | 6,764,270 |  | 7,119,467 |
| Finance subsidiaries |  |  |  |  |  |  |
| Cash and cash equivalents |  | 21,916 |  | 19,592 |  | 18,285 |
| Finance subsidiaries short-term receivables, net |  | 1,321,406 |  | 1,240,581 |  | 1,509,116 |
| Finance subsidiaries long-term receivables, net |  | 2,935,092 |  | 2,982,832 |  | 3,202,150 |
| Other assets |  | 641,043 |  | 765,053 |  | 877,820 |
| Total assets |  | 4,919,457 |  | 5,008,058 |  | 5,607,371 |
| Eliminations |  | $(1,120,893)$ |  | (1,200,647) |  | $(1,216,854)$ |
| Total assets |  | 10,250,380 |  | 10,571,681 |  | 11,509,984 |

## Liabilities and Stockholders Equity

| Non-financial services businesses |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Current liabilities | ¥ | 2,201,840 | $¥$ | 2,355,999 | ¥ | 2,321,731 |
| Short-term debt |  | 194,313 |  | 171,122 |  | 237,132 |
| Current portion of long-term debt |  | 4,303 |  | 9,138 |  | 17,565 |
| Trade payables |  | 982,026 |  | 1,144,159 |  | 1,068,581 |
| Accrued expenses |  | 789,138 |  | 763,879 |  | 733,947 |
| Other current liabilities |  | 232,060 |  | 267,701 |  | 264,506 |
| Long-term debt, excluding current portion |  | 22,183 |  | 34,396 |  | 55,638 |
| Other liabilities |  | 729,635 |  | 575,034 |  | 610,308 |
| Total liabilities |  | 2,953,658 |  | 2,965,429 |  | 2,987,677 |
| Finance subsidiaries |  |  |  |  |  |  |
| Short-term debt |  | 1,290,244 |  | 1,369,177 |  | 1,963,237 |
| Current portion of long-term debt |  | 672,473 |  | 653,276 |  | 726,413 |


| Accrued expenses | 172,567 | 181,140 | 175,035 |
| :---: | :---: | :---: | :---: |
| Long-term debt, excluding current portion | 1,820,483 | 1,858,362 | 1,723,097 |
| Other liabilities | 418,447 | 392,316 | 413,330 |
| Total liabilities | 4,374,214 | 4,454,271 | 5,001,112 |
| Eliminations | $(896,201)$ | $(973,769)$ | $(976,553)$ |
| Total liabilities | 6,431,671 | 6,445,931 | 7,012,236 |
| Common stock | 86,067 | 86,067 | 86,067 |
| Capital surplus | 172,531 | 172,529 | 172,529 |
| Legal reserves | 35,811 | 35,811 | 37,730 |
| Retained earnings | 4,114,719 | 4,267,886 | 4,572,332 |
| Accumulated other comprehensive income (loss) | $(524,314)$ | $(407,187)$ | $(329,483)$ |
| Treasury stock | $(66,105)$ | $(29,356)$ | $(41,427)$ |
| Total stockholders equity | 3,818,709 | 4,125,750 | 4,497,748 |
| Total liabilities and stockholders equity | $¥ 10,250,380$ | ¥ 10,571,681 | ¥ 11,509,984 |

## Table of Contents

## Consolidated Statements of Cash Flows

## Divided into Non-financial Services Businesses and Finance Subsidiaries

Honda Motor Co., Ltd. and Subsidiaries
For the nine months ended December 31, 2005

|  | Non-financial services businesses | Yen (millions) |  |  |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Finance subsidiaries |  | Elimination among subsidiaries |  |  |  |
| Cash flows from operating activities: |  |  |  |  |  |  |  |
| Net income | ¥ 332,803 | ¥ | 44,731 | ¥ | (14) |  | 377,520 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |  |  |  |  |
| Depreciation and amortization | 176,251 |  | 557 |  |  |  | 176,808 |
| Deferred income taxes | (412) |  | $(37,956)$ |  |  |  | $(38,368)$ |
| Equity in income of affiliates | $(80,134)$ |  |  |  | 3,261 |  | $(76,873)$ |
| Cash dividends from affiliates | 32,171 |  |  |  |  |  | 32,171 |
| Loss (gain) on derivative instruments, net | 7,177 |  | $(2,914)$ |  |  |  | 4,263 |
| Decrease (increase) in trade accounts and notes receivable | 43,436 |  | $(15,672)$ |  | 1,873 |  | 29,637 |
| Decrease (increase) in inventories | $(97,244)$ |  |  |  |  |  | $(97,244)$ |
| Increase (decrease) in trade payables | $(112,623)$ |  |  |  | $(3,266)$ |  | $(115,889)$ |
| Other, net | $(103,059)$ |  | 129,175 |  | $(20,318)$ |  | 5,798 |
| Net cash provided by operating activities | 198,366 |  | 117,921 |  | $(18,464)$ |  | 297,823 |
| Cash flows from investing activities: |  |  |  |  |  |  |  |
| *Decrease (increase) in investments and advances | 52,740 |  |  |  | $(76,854)$ |  | $(24,114)$ |
| Capital expenditures | $(301,493)$ |  | $(1,124)$ |  |  |  | $(302,617)$ |
| Proceeds from sales of property, plant and equipment | 28,284 |  | 176 |  |  |  | 28,460 |
| Decrease (increase) in finance subsidiaries-receivables |  |  | $(237,532)$ |  | 34,103 |  | $(203,429)$ |
| Purchase of investment in operating leases |  |  |  |  |  |  |  |
| Net cash used in investing activities | $(220,469)$ |  | $(238,480)$ |  | $(42,751)$ |  | $(501,700)$ |
| Cash flows from financing activities: |  |  |  |  |  |  |  |
| *Increase (decrease) in short-term debt | $(48,070)$ |  | $(131,081)$ |  | 63,927 |  | $(115,224)$ |
| *Proceeds from long-term debt | 13,857 |  | 659,430 |  | $(12,028)$ |  | 661,259 |
| *Repayment of long-term debt | $(11,485)$ |  | $(402,565)$ |  | 9,302 |  | $(404,748)$ |
| Proceeds from issuance of common stock |  |  |  |  |  |  |  |
| Cash dividends paid | $(71,075)$ |  |  |  | 14 |  | $(71,061)$ |
| Payment for purchase of treasury stock, net | $(46,664)$ |  |  |  |  |  | $(46,664)$ |
| Net cash provided by (used in) financing activities | $(163,437)$ |  | 125,784 |  | 61,215 |  | 23,562 |
| Effect of exchange rate changes on cash and cash equivalents | 40,566 |  | 1,047 |  |  |  | 41,613 |
| Net change in cash and cash equivalents | $(144,974)$ |  | 6,272 |  |  |  | $(138,702)$ |
| Cash and cash equivalents at beginning of period | 757,894 |  | 15,644 |  |  |  | 773,538 |
| Cash and cash equivalents at end of period | $¥ 612,920$ | ¥ | 21,916 | ¥ |  |  | 634,836 |

## Table of Contents

Honda Motor Co., Ltd. and Subsidiaries

For the nine months ended December 31, 2006

|  | Non-financial services businesses | Yen (millions) |  |  |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Finance subsidiaries |  | Elimination among subsidiaries |  |  |
| Cash flows from operating activities: |  |  |  |  |  |  |
| Net income | ¥ 382,424 | ¥ | 33,727 | ¥ | (13) | ¥ 416,138 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |  |  |  |
| Depreciation and amortization | 253,449 |  | 2,270 |  |  | 255,719 |
| Deferred income taxes | $(2,075)$ |  | 4,584 |  |  | 2,509 |
| Equity in income of affiliates | $(83,448)$ |  |  |  |  | $(83,448)$ |
| Cash dividends from affiliates | 37,955 |  |  |  |  | 37,955 |
| Loss (gain) on derivative instruments, net | 41,857 |  | 21,769 |  |  | 63,626 |
| Decrease (increase) in trade accounts and notes receivable | 84,942 |  | 40,252 |  | $(6,268)$ | 118,926 |
| Decrease (increase) in inventories | $(86,075)$ |  |  |  |  | $(86,075)$ |
| Increase (decrease) in trade payables | $(114,112)$ |  |  |  | (501) | $(114,613)$ |
| Other, net | $(100,548)$ |  | $(19,033)$ |  | 5,219 | $(114,362)$ |
| Net cash provided by operating activities | 414,369 |  | 83,569 |  | $(1,563)$ | 496,375 |
| Cash flows from investing activities: |  |  |  |  |  |  |
| *Decrease (increase) in investments and advances | 73,913 |  |  |  | $(51,339)$ | 22,574 |
| Capital expenditures | $(414,382)$ |  | (622) |  |  | $(415,004)$ |
| Proceeds from sales of property, plant and equipment | 12,926 |  | 307 |  |  | 13,233 |
| Decrease (increase) in finance subsidiaries-receivables |  |  | $(411,462)$ |  | 25,084 | $(386,378)$ |
| Purchase of investment in operating leases |  |  | $(126,223)$ |  |  | $(126,223)$ |
| Net cash used in investing activities | $(327,543)$ |  | $(538,000)$ |  | $(26,255)$ | $(891,798)$ |
| Cash flows from financing activities: |  |  |  |  |  |  |
| *Increase (decrease) in short-term debt | 27,264 |  | 348,741 |  | 35,324 | 411,329 |
| *Proceeds from long-term debt | 15,347 |  | 616,678 |  | $(2,592)$ | 629,433 |
| *Repayment of long-term debt | $(12,503)$ |  | $(520,563)$ |  | 2,686 | $(530,380)$ |
| Proceeds from issuance of common stock |  |  | 7,613 |  | $(7,613)$ |  |
| Cash dividends paid | $(109,507)$ |  |  |  | 13 | $(109,494)$ |
| Payment for purchase of treasury stock, net | $(26,679)$ |  |  |  |  | $(26,679)$ |
| Net cash provided by (used in) financing activities | $(106,078)$ |  | 452,469 |  | 27,818 | 374,209 |
| Effect of exchange rate changes on cash and cash equivalents | 22,362 |  | 655 |  |  | 23,017 |
| Net change in cash and cash equivalents | 3,110 |  | $(1,307)$ |  |  | 1,803 |
| Cash and cash equivalents at beginning of period | 727,735 |  | 19,592 |  |  | 747,327 |
| Cash and cash equivalents at end of period | $\geq 730,845$ | $¥$ | 18,285 | $\geq$ |  | ¥ 749,130 |

Explanatory notes:

## Edgar Filing: HONDA MOTOR CO LTD - Form 6-K

1. The cash flows derived from non-financial services businesses loans to finance subsidiaries were included in the items of Decrease (increase) in investments and advances of non-financial services businesses, and Increase (decrease) in short-term debt , Proceeds from long-term debt and Repayment of long-term debt of finance subsidiaries (marked by *).
Loans from non-financial services businesses to finance subsidiaries decreased by JPY 76,854 million for the fiscal nine months ended December 31, 2005, and decreased by JPY 58,952 million for the fiscal nine months ended December 31, 2006.
2. Decrease (increase) in trade accounts and notes receivable for finance subsidiaries is due to the reclassification of finance subsidiaries-receivables which relate to sales of inventory in the unaudited consolidated statements of cash flows presented above.

## Table of Contents

## Segment Information

## Business Segment Information

For the three months ended December 31, 2005

|  | Motorcycle Business |  | Automobile Business | Financial Services Business |  | Yen (millions) <br> Power <br> Product <br> \& Other <br> Businesses |  |  | Total | Eliminations |  | Consolidated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales and other operating revenue: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Unaffiliated customers | $¥$ | 283,462 | $¥ 2,015,891$ | ¥ | 80,253 | $¥$ | 92,400 | ¥ | 2,472,006 | $¥$ |  | ¥ | 2,472,006 |
| Intersegment |  |  |  |  | 812 |  | 2,668 |  | 3,480 |  | $(3,480)$ |  |  |
| Total |  | 283,462 | 2,015,891 |  | 81,065 |  | 95,068 |  | 2,475,486 |  | $(3,480)$ |  | 2,472,006 |
| Cost of sales, SG\&A and R\&D expenses |  | 270,023 | 1,864,798 |  | 59,053 |  | 86,626 |  | 2,280,500 |  | $(3,480)$ |  | 2,277,020 |
| Operating income | ¥ | 13,439 | $¥ 151,093$ | ¥ | 22,012 | $¥$ | 8,442 | ¥ | 194,986 | ¥ |  | ¥ | 194,986 |

For the three months ended December 31, 2006

|  | Motorcycle Business |  | Automobile Business | Financial Services Business |  | Yen (millions) Power Product \& Other Businesses |  | Total |  | Eliminations |  | Consolidated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales and other operating revenue: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Unaffiliated customers | ¥ | 303,245 | ¥ 2,263,899 | ¥ | 104,226 | ¥ | 97,282 | ¥ | 2,768,652 | Y |  |  | 2,768,652 |
| Intersegment |  |  |  |  | 810 |  | 7,810 |  | 8,620 |  | $(8,620)$ |  |  |
| Total |  | 303,245 | 2,263,899 |  | 105,036 |  | 105,092 |  | 2,777,272 |  | $(8,620)$ |  | 2,768,652 |
| Cost of sales, SG\&A and R\&D expenses |  | 292,090 | 2,103,108 |  | 82,295 |  | 94,669 |  | 2,572,162 |  | $(8,620)$ |  | 2,563,542 |
| Operating income | $\geq$ | 11,155 | ¥ 160,791 | $\geq$ | 22,741 | ¥ | 10,423 | ¥ | 205,110 | ¥ |  | $\geq$ | 205,110 |

For the nine months ended December 31, 2005

|  | Motorcycle Business |  | Automobile Business | Financial <br> Services <br> Business |  | Yen (millions) <br> Power <br> Product <br> \& Other <br> Businesses |  |  | Total | Corporate <br> Assets and <br> Eliminations |  | Consolidated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales and other operating revenue: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Unaffiliated customers | ¥ | 834,404 | ¥ 5,754,521 | ¥ | 224,012 | ¥ | 261,318 | ¥ | 7,074,255 | ¥ |  | ¥ | 7,074,255 |
| Intersegment |  |  |  |  | 2,858 |  | 9,707 |  | 12,565 |  | $(12,565)$ |  |  |
| Total |  | 834,404 | 5,754,521 |  | 226,870 |  | 271,025 |  | 7,086,820 |  | $(12,565)$ |  | 7,074,255 |
| Cost of sales, SG\&A and R\&D expenses |  | 781,025 | 5,369,213 |  | 160,258 |  | 248,251 |  | 6,558,747 |  | $(12,565)$ |  | 6,546,182 |

## Edgar Filing: HONDA MOTOR CO LTD - Form 6-K

| Operating income | $¥$ | 53,379 | $¥$ | 385,308 | $¥$ | 66,612 | $¥$ | 22,774 | $¥$ | 528,073 | $¥$ |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Assets | 952,215 | $4,525,217$ | $4,919,457$ | 272,480 | $10,669,369$ | $(418,989)$ | $10,250,380$ |  |  |  |  |  |
| Depreciation and amortization | 20,898 | 149,028 | 557 | 6,325 | 176,808 |  | 176,808 |  |  |  |  |  |
| Capital expenditures | 36,828 | 257,421 | 1,124 | 7,244 | 302,617 |  |  | 302,617 |  |  |  |  |

For the nine months ended December 31, 2006

|  |  | otorcycle Business | Automobile Business |  Yen (millions) <br>  Power <br> Financial Product <br> Services \& Other <br> Business Businesses |  |  |  | Total |  | Corporate <br> Assets and <br> Eliminations |  | Consolidated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales and other operating revenue: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Unaffiliated customers | \# | 948,891 | ¥ 6,458,335 | ¥ | 292,266 | ¥ | 299,758 | ¥ | 7,999,250 | ¥ |  | ¥ | 7,999,250 |
| Intersegment |  |  |  |  | 2,601 |  | 13,834 |  | 16,435 |  | $(16,435)$ |  |  |
| Total |  | 948,891 | 6,458,335 |  | 294,867 |  | 313,592 |  | 8,015,685 |  | $(16,435)$ |  | 7,999,250 |
| Cost of sales, SG\&A and R\&D expenses |  | 892,513 | 6,016,582 |  | 220,265 |  | 284,670 |  | 7,414,030 |  | $(16,435)$ |  | 7,397,595 |
| Operating income | ¥ | 56,378 | ¥ 441,753 | ¥ | 74,602 | ¥ | 28,922 | ¥ | 601,655 | ¥ |  | $\geq$ | 601,655 |
| Assets |  | ,103,219 | 5,086,960 |  | 5,607,371 |  | 304,268 |  | 12,101,818 |  | $(591,834)$ |  | 11,509,984 |
| Depreciation and amortization |  | 29,121 | 215,526 |  | 2,270 |  | 8,802 |  | 225,719 |  |  |  | 255,719 |
| Capital expenditures |  | 44,418 | 351,095 |  | 126,845 |  | 7,795 |  | 530,153 |  |  |  | 530,153 |

## Table of Contents

Honda has four reportable business segments: the Motorcycle business, the Automobile business, the Financial services business and the Power product and other businesses, which are based on Honda s organizational structure and characteristics of products and services. Operating segments are defined as components of Honda s about which separate financial information is available that is evaluated regularly by management in deciding how to allocate resources and in assessing performance. The accounting policies used for these reportable segments are consistent with the accounting policies used in Honda s consolidated financial statements.

Principal products and functions of each segment are as follows:

| Business <br> Motorcycle business | Principal products and services <br> Motorcycles, all-terrain vehicles (ATVs), personal <br> watercraft and relevant parts | Functions <br> Research \& Development |
| :--- | :--- | :--- |
| Automobile business | Automobiles and relevant parts | Manufacturing |
|  |  | Sales and related services <br> Research \& Development |
| Financial services business | Financial, insurance services | Manufacturing |
| Power product \& other |  |  |
| businesses | Power products and relevant parts, and others | Sales and related services <br> Retail loan and lease related to Honda products Others |
| Research \& Development |  |  |

1. Intersegment sales and revenues are generally made at values that approximate arm s-length prices.
2. Unallocated corporate assets, included in reconciling items, amounted to JPY 353,915 million as of December 31, 2005 and JPY 301,005 million as of December 31, 2006 respectively, which consist primarily of cash and cash equivalents and marketable securities held by the Company. Reconciling items also include elimination of intersegment transactions.

Table of Contents

## Geographical Segment Information

For the three months ended December 31, 2005

|  | Yen (millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Japan |  | North America |  | Europe | Asia | Others |  | Total |  | Eliminations |  | Consolidated |  |
| Net sales and other operating revenue: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Sales to unaffiliated customers | $¥$ | 477,803 | $¥$ | 1,441,801 | ¥ 202,984 | $¥ 207,142$ |  | 142,276 | ¥ | 2,472,006 | $¥$ |  | ¥ | 2,472,006 |
| Transfers between geographical segments |  | 641,292 |  | 37,158 | 68,661 | 41,605 |  | 4,348 |  | 793,064 |  | $(793,064)$ |  |  |
| Total |  | 1,119,095 |  | 1,478,959 | 271,645 | 248,747 |  | 146,624 |  | 3,265,070 |  | $(793,064)$ |  | 2,472,006 |
| Cost of sales, SG\&A and R\&D expenses |  | 1,043,147 |  | 1,372,197 | 268,782 | 231,524 |  | 129,948 |  | 3,045,598 |  | $(768,578)$ |  | 2,277,020 |
| Operating income | $¥$ | 75,948 | ¥ | 106,762 | $¥ \quad 2,863$ | ¥ 17,223 | ¥ | 16,676 | ¥ | 219,472 | $¥$ | $(24,486)$ | $¥$ | 194,986 |

For the three months ended December 31, 2006


For the nine months ended December 31, 2005

|  |  |  |  |  |  | Yen (millions) |  |  | Corporate <br> Assets and |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Eliminations |  |  |  |  |  |  |  |  |  | Consolidated


| Operating income | $¥ 186,141 ¥$ | $248,046 ¥$ | 16,445 | $52,218 ¥$ | $45,472 ¥$ | $548,322 ¥$ | $(20,249)$ | $¥$ | 528,073 |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Assets | 991,376 | $58,200,755$ | 153,395 | 151,736 | 64,258 | $1,869,520$ |  |  | $1,869,520$ |  |  |

For the nine months ended December 31, 2006

|  | Yen (millions) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Japan | North America | Europe | Asia | Others | Total | Corporate Assets and Eliminations | Consolidated |
| Net sales and other operating revenue: |  |  |  |  |  |  |  |  |
| Sales to unaffiliated customers | ¥ 1,528,151 $~$ | 4,384,934 | ¥ 806,855 | ¥ 732,941 | ¥ 546,369 | ¥ 7,999,250 | ¥ | ¥ 7,999,250 |
| Transfers between geographical segments | 1,980,820 | 116,240 | 100,748 | 171,560 | 19,967 | 2,389,335 | $(2,389,335)$ |  |
| Total | 3,508,971 | 4,501,174 | 907,603 | 904,501 | 566,336 | 10,388,585 | $(2,389,335)$ | 7,999,250 |
| Cost of sales, SG\&A and R\&D expenses | 3,349,102 | 4,172,758 | 888,312 | 846,548 | 513,611 | 9,770,331 | $(2,372,736)$ | 7,397,595 |
| Operating income | ¥ 159,869 $¥$ | 328,416 | ¥ 19,291 | ¥ 57,953 | ¥ 52,725 | ¥ 618,254 | ¥ (16,599) | $\geq$ 601,655 |
| Assets | 2,918,026 | 6,626,639 | 863,274 | 867,189 | 385,851 | 11,660,979 | $(150,995)$ | 11,509,984 |
| Long-lived assets | 1,041,039 | 798,658 | 194,610 | 209,779 | 85,758 | 2,329,844 |  | 2,329,844 |

## Table of Contents

Explanatory notes:

1. The geographical segments are based on the location of the company and its subsidiaries.
2. Major countries or regions in each geographic segment:

| North America | United States, Canada, Mexico |
| :--- | :--- |
| Europe | United Kingdom, Germany, France, Italy, Belgium |
| Asia | Thailand, Indonesia, China, India |
| Others | Brazil, Australia |

3. Intersegment sales and revenues are generally made at values that approximate arm s-length prices.
4. Unallocated corporate assets, included in reconciling items, amounted to JPY 353,915 million as of December 31, 2005 and JPY 301,005 million as of December 31, 2006 respectively, which consist primarily of cash and cash equivalents and marketable securities held by the Company. Reconciling items also include elimination of intersegment transactions.

## Overseas Sales and Revenues

For the three months ended December 31, 2005

|  | North America | Europe | $\begin{gathered} \text { Yen (millions) } \\ \text { Asia } \end{gathered}$ | Others | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Overseas sales | $¥ 1,437,694$ | ¥ 204,731 | ¥ 259,677 | $¥ 171,988$ | $¥ 2,074,090$ |
| Consolidated sales |  |  |  |  | 2,472,006 |
| Overseas sales ratio to consolidated sales | 58.2\% | 8.3\% | 10.5\% | 6.9\% | 83.9\% |

For the three months ended December 31, 2006

|  | Yen (millions) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | North America | Europe | Asia | Others | Total |
| Overseas sales | ¥ 1,563,991 | ¥ 259,516 | ¥ 301,469 | ¥ 222,983 | ¥ 2,347,959 |
| Consolidated sales |  |  |  |  | 2,768,652 |
| Overseas sales ratio to consolidated sales | 56.5\% | 9.4\% | 10.9\% | 8.0\% | 84.8\% |

For the nine months ended December 31, 2005

|  | Yen (millions) |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | North <br> America | Europe | Asia | Others | Total |  |
| Overseas sales | $¥ 3,880,583$ | $¥ 691,303$ | $¥ 782,951$ | $¥ 471,121$ | $¥ 5,825,958$ |  |
| Consolidated sales |  |  |  |  | $7,074,255$ |  |
| Overseas sales ratio to consolidated sales | $54.9 \%$ | $9.8 \%$ | $11.1 \%$ |  | $6.6 \%$ | $82.4 \%$ |

For the nine months ended December 31, 2006
Yen (millions)

## Edgar Filing: HONDA MOTOR CO LTD - Form 6-K

|  | North America | Europe | Asia | Others | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Overseas sales | $¥ \mathbf{4 , 3 6 9 , 8 5 3}$ | ¥ 816,391 | ¥ 923,303 | ¥ 645,729 | ¥ 6,755,276 |
| Consolidated sales |  |  |  |  | 7,999,250 |
| Overseas sales ratio to consolidated sales | 54.6\% | 10.2\% | 11.5\% | 8.1\% | 84.4\% |
| Explanatory notes: |  |  |  |  |  |

1. The geographical segments are based on the location where sales are originated.
2. Major countries or regions in each geographic segment:

| North America | United States, Canada, Mexico |
| :--- | :--- |
| Europe | United Kingdom, Germany, France, Italy, Belgium |
| Asia | Thailand, Indonesia, China, India |
| Others | Brazil, Australia |

## Table of Contents

## Explanatory notes:

1. Consolidated subsidiaries

Number of consolidated subsidiaries: 409
2. Affiliated companies

Number of affiliated companies: 102
3. Changes of consolidated subsidiaries and affiliated companies

Consolidated subsidiaries:

Newly formed consolidated subsidiaries: 79
Reduced through reorganization: 9

## Affiliated companies:

Newly formed affiliated companies: 10

Reduced through reorganization: 23
4. The Company prepares its consolidated financial statements in conformity with accounting principles generally accepted in the United States of America, since the Company has listed its American Depositary Shares on the New York Stock Exchange and files reports with the U.S. Securities and Exchange Commission.
5. The average exchange rates for the fiscal third quarter ended December 31,2006 were $¥ 117.82=$ U.S. $\$ 1$ and $¥ 151.94=$ euro 1 . The average exchange rates for the corresponding period last year were $¥ 117.35=$ U.S. $\$ 1$ and $¥ 139.44=$ euro 1 . The average exchange rates for the fiscal nine months ended December 31, 2006 were $¥ 116.19=$ U.S. $\$ 1$ and $¥ 147.96=$ euro 1 as compared with $¥ 112.11=$ U.S. $\$ 1$ and $¥ 136.91=$ euro 1 for the corresponding period last year.
6. United States dollar amounts have been translated from yen solely for the convenience of the reader at the rate of $¥ 119.11=$ U.S. $\$ 1$, the mean of the telegraphic transfer selling exchange rate and the telegraphic transfer buying exchange rate prevailing on the Tokyo foreign exchange market on December 29, 2006.
7. The Company s Common Stock-to-ADS exchange rate was changed from two shares of Common Stock to one ADS to one share of Common Stock to two ADSs, effective January 10, 2002.
Also, the Company decided to change the ratio of its ADS to Honda s underlying Shares.
As a result, one American Share which represented one-half of one Share represented one Share and the change of ratio of ADS was handled by Honda s depositary, JPMorgan Chase Bank, and the first trading date with the new ratio was Monday, July 3, 2006.

## Edgar Filing: HONDA MOTOR CO LTD - Form 6-K

8. Minority interests in net assets and income are not significant and, accordingly, are not presented separately in the accompanying consolidated balance sheets and statements of income. The amount of minority interest recognized in earnings, included in Other expenses: Other, for the fiscal nine months ended December 31, 2005 and 2006 were JPY 11,490 million and JPY 16,384 million, respectively.
9. Inventories are stated at the lower of cost, determined principally by the first-in, first-out method, or market.
10. Honda classifies its debt and equity securities in one of three categories: available-for-sale, trading, or held-to-maturity. Debt securities that are classified as held-to-maturity securities are reported at amortized cost. Debt and equity securities classified as trading securities are reported at fair value, with unrealized gains and losses included in earnings. Other debt and equity securities are classified as available-for-sale securities and are reported at fair value, with unrealized gains or losses, net of deferred taxes included in accumulated other comprehensive income (loss) in the stockholders equity section of the consolidated balance sheets.
11. Honda does not amortize goodwill but instead is tested for impairment at least annually.
12. Depreciation of property, plant and equipment is calculated principally by the declining-balance method based on estimated useful lives and salvage values of the respective assets.
13. Honda applies hedge accounting for some of fits forward foreign currency exchange contracts between the Company and its subsidiaries.
14. The allowance for credit losses for finance-subsidiaries receivables is maintained at an amount management deems adequate to cover estimated losses on finance receivables. The allowance is based on management s evaluation of many factors, including current economic trends, industry experience, inherent risks in the portfolio and the borrower $s$ ability to pay.
15. The allowance for losses on lease residual values is maintained at an amount management deems adequate to cover estimated losses on the uninsured portion of the vehicles lease residual values. The allowance is also based on management s evaluation of many factors, including current economic conditions, industry experience and the finance subsidiaries historical experience with residual value losses.
16. Provisions for retirement benefits are provided based on the fair value of both projected benefit obligations and plan assets at the end of the fiscal year to cover for employees retirement benefits. If the provisions for retirement benefits are less than the unfunded accumulated benefit obligations, accrued pension cost is adjusted as an additional minimum pension liability that is at least equal to the unfunded accumulated benefit obligation. Unrecognized net transition obligation has been amortized over approximately 19 years since the fiscal year ended March 31, 1990. Unrecognized prior service cost (benefit) is amortized by using the straight-line method and the estimated average remaining service years of employees.
Unrecognized actuarial loss is amortized if unrecognized net gain or loss exceeds ten percent of the greater of the projected benefit obligation or the market-related value of plan assets by using the straight-line method and the estimated average remaining service years of employees.
17. Our warranty expense accruals are costs for general warranties on product we sell, products recalls and service actions outside the general warranties. Estimated warranty expenses are provided based on historical warranty claim experience with consideration given to the expected level of future warranty costs as well as current information on repair costs.

## Table of Contents

Notes to Consolidated Balance Sheets:

1. The allowance for doubtful trade accounts and notes receivable, and the allowance for credit losses for finance subsidiaries-receivables are as follows:

|  | Yen (millions) |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Dec. 31, } \\ 2005 \end{gathered}$ | $\begin{gathered} \text { Mar. 31, } \\ 2006 \end{gathered}$ | $\begin{gathered} \text { Dec. 31, } \\ 2006 \end{gathered}$ |
| The allowance for doubtful trade accounts and notes receivables | ¥ 10,163 | ¥ 10,689 | $\geq \mathbf{8 , 0 2 3}$ |
| The allowance for credit losses for finance subsidiaries receivables | 33,987 | 32,950 | 38,567 |

2. Net book value of property, plant and equipment which were subject to specific mortgages securing indebtedness are as follows:

|  |  | Yen (millions) |  |
| :--- | ---: | ---: | ---: |
|  | Dec. 31, | Mar. 31, | Dec. 31, |
| 2006 |  |  |  |
| Property, plant and equipment |  | $\mathbf{2 0 0 5}$ | $\mathbf{2 0 0 6}$ |
| A finance subsidiary pledged as collateral finance subsidiaries receivables | 10,408 | $¥ 22,592$ | $\mathbf{~} \mathbf{3 9 , 1 9 9}$ |
|  | 13,002 | 8,993 | $\mathbf{3 , 1 8 1}$ |

3. Honda has entered into various guarantee and indemnification agreements which are primarily for employee bank loans to costs for their housing costs are as follows:

|  | Yen (millions) |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Dec. 31, } \\ 2005 \end{gathered}$ | $\begin{aligned} & \text { Mar. 31, } \\ & 2006 \end{aligned}$ | $\begin{aligned} & \text { Dec. 31, } \\ & 20066 \end{aligned}$ |
| Bank loans of employees for their housing costs | ¥ 48,877 | ¥ 46,737 | ¥ 42,203 |

4. If an employee defaults on his/her loan payments, Honda is required to perform its obligation under the guarantee. The undiscounted maximum amount of Honda s obligation to make future payments in the event of defaults were shown as above. As of December 31, 2006, no amount has been accrued for any possible estimated losses under the guarantee obligations, as it is probable that the employees will be able to make all scheduled payments.

## Reclassifications:

Certain reclassifications have been made consolidated financial statements to conform to the presentation used for the fiscal third quarter and the fiscal nine months ended December 31, 2006. In the fiscal first quarter ended June 30, 2006, management has classified cash dividends from affiliates in operating activities in the consolidated statements of cash flows.

## Unconsolidated Financial Summary:

(Parent company only)
Quarterly dividends

Three months ended Dec. 31, Dec. 31, 20052006 The third quarter-end cash dividend ¥ 17.0 Explanatory note:

The dividends are scheduled to become payable on February 23, 2007 (Friday).

## Table of Contents

## Investor Information

## Shareholders Register Manager for Common Stock

The Chuo Mitsui Trust and Banking Co., Ltd.

33-1, Shiba 3-chome, Minato-ku,
Tokyo 105-8574, Japan

Depositary and Transfer Agent for American Depositary Receipts
JPMorgan Chase Bank, N.A.

4 New York Plaza,
New York, NY 10004, U.S.A.

Stock Exchange Listings
[Japan] Tokyo, Osaka, Nagoya, Fukuoka and
Sapporo stock exchanges
[Overseas] New York, London, Swiss and Paris stock exchanges Total Number of Shares Issued
$1,834,828,430$ shares (Common Stock)

## IR Offices

[Japan]

Honda Motor Co., Ltd.
1-1, 2-chome, Minami-Aoyama,
Minato-ku, Tokyo 107-8556, Japan
TEL: 81-(0)3-3423-1111 (Switchboard)
[U.S.A.]

Honda North America, Inc.

New York Office
540 Madison Avenue, 32nd Floor,

New York, NY 10022, U.S.A.
TEL: 1-212-355-9191

## [U.K.]

## Honda Motor Europe Limited

Public Relations Division

470 London Road, Slough,

Berkshire SL3 8QY, U.K.

TEL: 44 (0) 1753-590-590

## IR Websites

[Japanese] http://www.honda.co.jp/investors/
[English] http://world.honda.com/investors/


[^0]:    1 Measurement based on front corner of vehicle body
    2 1.8-liter to 2.0 -liter class minivans and SUVs

[^1]:    $5 \quad$ 1.8-liter to 2.0 -liter class minivans and SUVs

[^2]:    $7 \quad$ Standard equipment on 2.0-liter types

[^3]:    * The Company did a two-for-one stock split for the Company s common stock effective July 1, 2006. Concurrently, Honda s common stock-to-ADS exchange ratio was changed from one share of common stock to two ADSs, to one share of common stock to one ADS. Basic net income per common share and ADS were calculated based on the number of common shares after the stock split.
    Consolidated net sales and other operating revenue (herein referred to as revenue ) for the quarter amounted to JPY 2,768.6 billion (USD 23,244 million), an increase of $12.0 \%$ from the corresponding period in 2005. This increase was due mainly to the increased revenue in automobile business in North America and Europe. Honda estimates that if the exchange rate of the Japanese yen had remained unchanged from the corresponding period in 2005, revenue for the quarter would have increased by approximately $9.6 \%$.

[^4]:    * Of the net sales of Honda-brand motorcycle products that are manufactured and sold by overseas affiliates accounted for under the equity method, those with respect to which parts for manufacturing were not supplied from Honda or its subsidiaries are not included in net sales and other operating revenue, in conformity with U.S. generally accepted accounting principles. Accordingly, these unit sales are not included in the financial results. Sales of such products amounted to approximately 640 thousand units for the quarter.

[^5]:    * This announcement contains forward-looking statements as defined in Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Such statements are based on management s assumptions and beliefs taking into account information currently available to it. Therefore, please be advised that Honda sactual results could materially differ from those described in these forward-looking statements as a result of numerous factors, including general economic conditions in Honda s principal markets and foreign exchange rates between the Japanese yen and the U.S. dollar, the Euro and other major currencies, as well as other factors detailed from time to time. The various factors for increases and decreases in income have been classified in accordance with a method that Honda considers reasonable.

