HONDA MOTOR CO LTD
Form 6-K
February 02, 2011
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# 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 January 2011

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):

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):

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## Exhibit 1:

On January 24, 2011, Honda Motor Co., Ltd. (the Company ) announced that the Sea Food Section of the Foodstuff Division of Honda Trading Corporation ( HT ), a consolidated subsidiary of the Company, was found to have been involved in inappropriate trading activity. HT is a consolidated subsidiary of the Company, providing trading functions within the Honda Group for such products like sea food and agricultural products, in addition to products, parts, facilities and raw materials for the Company s business.

## Exhibit 2:

On January 31, 2011, Honda Motor Co., Ltd. announced its consolidated financial results for the fiscal third quarter and nine months ended December 31, 2010.

## Exhibit 3:

The Board of Directors of Honda Motor Co., Ltd., at its meeting held on January 31, 2011, resolved to make a distribution of surplus (quarterly dividends) the record date of which is December 31, 2010, and revised the amount of the projected dividend per share of common stock for the year ending March 31, 2011

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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 ( HONDA MOTOR CO., LTD. )
/s/ Yoichi Hojo
Yoichi Hojo
Director
Chief Operating Officer for
Business Management Operations
Honda Motor Co., Ltd.

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To: Shareholders of Honda Motor Co., Ltd.

From: Honda Motor Co., Ltd.
1-1, Minami-Aoyama 2-chome,
Minato-ku, Tokyo, 107-8556
Takanobu Ito
President and Representative Director
Inappropriate Trading Activities by a Honda Subsidiary
Honda Motor Co., Ltd. (the Company ) today announced that the Sea Food Section of the Foodstuff Division of Honda Trading Corporation ( HT ), a consolidated subsidiary of the Company, was found to have been involved in inappropriate trading activity. HT is a consolidated subsidiary of the Company, providing trading functions within the Honda Group for such products like sea food and agricultural products, in addition to products, parts, facilities and raw materials for the Company s business. The Company deeply regrets any concern or difficulty that this matter may have caused its shareholders, business partners or other stakeholders.

1. Background of the Company s Investigation

On December 20, 2010, the Company received an overview report from HT s investigation committee with respect to inappropriate trading activity with several seafood companies by HT s Sea Food Section, Foodstuff Division. On the same day, the Company, with the cooperation of external counsel and certified public accountants, established an investigation committee with Koichi Kondo (Executive Vice President, Representative Director and Compliance Officer of the Company) as the Committee Chairperson. Through this committee, the Company is currently investigating the facts, causes, responsible persons, measures to prevent future occurrences, and the occurrence of any similar inappropriate trading activity within HT.

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2. Latest Summary of Inappropriate Trading Activities

HT s Sea Food Section has a long history in inventory management trading (*).
However, since 2004, through the actions of an employee of HT s Sea Food Section, HT became involved in purchasing inventory significantly over priced compared to market price, and repetitive trading and circular trading of the same inventory among a number of its business partners.

Further, in order to avoid attention to the growing outstanding inventory within HT s Sea
Food Section, certain portions of inventory were temporarily sold to other business partners with the promise that HT would buy back such inventory in the future.

As a result of such inappropriate trading activity, HT is facing expansion of its inventory credit against such business partners and delays in collecting trade receivables.

* Inventory management trading means transactions in which HT temporarily purchases sea food products from seafood companies with the promise that they will buy back such products after a certain period, in order to bridge the gap between the purchasing period (the fishing season) and the sales period for sea food products.


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3. Impact on the Company s Financials

Due to such inappropriate trading activity, HT is facing impairment of inventory and trade receivables, and delinquencies in collecting receivables resulting in a total estimated loss of approximately 15 billion yen.

Although, the revenue, profit, inventory and trade receivables in the Company s past quarterly consolidated financials were overstated, due to the impact of such over statements, the Company plans to reflect such revisions in the Company s consolidated financials for the latest quarter (3rd quarter of the Company s fiscal year ending March, 2011) as the amount of such revisions is not material. The impact on the pre-tax earnings of the Company s consolidated financials is estimated to be approximately 15 billion yen.
4. Future Actions

With respect to such inappropriate trading activity, the Company s investigation committee is continuing its investigation into the cause, responsible persons, measures to prevent future occurrences, and the occurrence of any similar inappropriate trading activity, and will announce results as soon as they become available.
[End]

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(Appendix)
[HT General Information]

| Location | Daiichi-Tekko Building, 2F, 1-8-2 Marunouchi, |
| :--- | :--- |
| Date of Establishment | Chiyoda-ku, Tokyo, Japan |
| Capital | March 21, 1972 |
| Shareholders | 1.6 billion yen |
| Representative | Honda (100\%) |
| Business Lines | President \& Representative Director: Motohide Sudo |
|  | Parts for motorcycle/automobile/power equipment; |
| Sales | automotive equipment and machinery; non-ferrous metals; |
|  | steel/plastics; agriculture, forestry and marine products |
| Consolidated: 588.6 billion yen |  |
| Place of Business | Non-consolidated: 251.3 billion yen |
|  | (year ended March 2010) <br> (Domestic) Tokyo, Nagoya, Osaka, Suzuka, Kumamoto, Tochigi, |
|  | Sayama, Gunma, Hiroshima |
| (International) United States, Canada, Brazil, Mexico, |  |
| United Kingdom, Italy, Turkey, Belgium, Romania, Thailand, |  |
| China, Philippines, India, Pakistan, Vietnam, |  |
| Indonesia, Taiwan, Malaysia, S. Korea, Russia, Argentina |  |

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January 31, 2011

## HONDA MOTOR CO., LTD. REPORTS

## CONSOLIDATED FINANCIAL RESULTS

## FOR THE FISCAL THIRD QUARTER ENDED DECEMBER 31, 2010

Tokyo, January 31, 2011 Honda Motor Co., Ltd. today announced its consolidated financial results for the fiscal third quarter ended December 31, 2010.

## Third Quarter Results

Honda s consolidated net income attributable to Honda Motor Co., Ltd. for the fiscal third quarter ended December 31, 2010 totaled JPY 81.1 billion (USD 995 million), a decrease of $39.7 \%$ from the same period last year. Basic net income attributable to Honda Motor Co., Ltd. per common share for the quarter amounted to JPY 45.01 (USD 0.55), a decrease of JPY 29.18 from JPY 74.19 for the corresponding period last year. One Honda American Depository Share represents one common share.

Consolidated net sales and other operating revenue (herein referred to as revenue ) for the quarter amounted to JPY 2,110.4 billion (USD 25,898 million), a decrease of $5.8 \%$ from the same period last year, due primarily to the unfavorable currency translation effects and decreased sales in the automobile business in Japan, despite increased revenue in the motorcycle business centered in Asian countries. Honda estimates that if calculated at the same exchange rate as the corresponding period last year, revenue for the quarter would have decreased by approximately $0.8 \%$.

Despite improved model mix and ongoing cost reduction effects, increased SG\&A expenses and R\&D expenses and unfavorable foreign currency effected consolidated operating income.

Consolidated income before income taxes and equity in income of affiliates for the quarter totaled JPY 131.5 billion (US 1,615 million), a decrease of $23.1 \%$ from the same period last year.

Equity in income of affiliates amounted to JPY 43.4 billion (USD 533 million) for the quarter, an increase of $32.4 \%$ from the corresponding period last year.

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## Business Segment

With respect to Honda s sales for the fiscal third quarter by business segment, motorcycle unit sales totaled 2,895 thousand units, an increase of $21.7 \%$ from the same period last year. Unit sales in Japan totaled 46 thousand units, an increase of $35.3 \%$ from the same period last year. Outside of Japan, total unit sales were 2,849 thousand units, an increase of $21.5 \%$ from the same period last year*, due mainly to increased unit sales in Asia and Other regions including South America. Revenue from sales to external customers increased 10.4\%, to JPY 301.9 billion (USD 3,706 million), from the same period last year, due mainly to increased unit sales, despite the unfavorable currency translation effect. Operating income totaled to JPY 29.1 billion (USD 357 million), an increase of $83.7 \%$ from the same period last year, due primarily to increased sales volume and model mix, despite the unfavorable foreign currency effect.

* 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 1,750 thousand units for the period.
Honda s automobile unit sales totaled 855 thousand units, a decrease of $6.5 \%$ from the same period last year. In Japan, unit sales amounted to 118 thousand units, a decrease of $33.3 \%$ from the same period last year. Unit sales outside of Japan totaled to 737 thousand units, which was the same level with the corresponding period last year, due mainly to increased unit sales in North America, despite decreased unit sales in Europe. Revenue from sales to external customers decreased $7.8 \%$, to JPY 1,613.8 billion (USD 19,804 million), from the same period last year**, due mainly to decreased unit sales and the unfavorable currency translation effects. Operating income was JPY 68.4 billion (USD 839 million), a decrease by $38.1 \%$ from the same period last year, due primarily to decreased sales volume, increased $R \& D$ expenses, and the unfavorable foreign currency effects.
** Certain sales of automobiles that are financed with residual value type auto loans by our domestic finance subsidiaries are accounted for as operating leases in conformity with U.S. generally accepted accounting principles. As a result, they are not included in total sales of our automobile segment or in our measure of unit sales.


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Revenue from customers in the financial services business decreased 9.7\%, to JPY 136.4 billion (USD 1,674 million) from the same period last year, due mainly to unfavorable currency translation effects. Operating income decreased $16.9 \%$ to JPY 44.6 billion (USD 547 million), from the same period last year.

Honda s power product unit sales totaled 1,157 thousand units, an increase of $15.9 \%$ from the same period last year. In Japan, unit sales totaled 89 thousand units, an increase of $20.3 \%$ from the same period last year. Unit sales outside of Japan increased $15.6 \%$ from the corresponding period last year, to 1,068 thousand units, due to an increase of unit sales in all the regions. Revenue from sales to external customers in power product and other businesses increased $2.0 \%$, to JPY 68.0 billion (USD 835 million), from the same period last year, due mainly to increased unit sales in power products, despite the unfavorable currency translation effects. Honda reported an operating loss of JPY 2.0 billion (USD 26 million), an improvement of JPY 0.8 billion from the same period last year, primarily due to increased sales volume and model mix of power products, despite increased SG\&A expenses.

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## Geographical Information

With respect to Honda s sales for the fiscal third quarter by geographic area, in Japan, revenue from domestic and exports sales amounted to JPY 867.5 billion (USD 10,646 million), a decrease of $0.3 \%$ from the same period last year, due mainly to decreased revenue in automobile business, despite increased revenue in motorcycle business. Operating income totaled JPY 14.6 billion (USD 180 million), an increase of $45.8 \%$ from the same period last year, due primarily to decreased SG\&A expenses and continuing cost reduction efforts, despite decreased sales volume, increased R\&D expenses, and unfavorable foreign currency effects.

In North America, revenue decreased by $1.7 \%$, to JPY $1,011.8$ billion (USD 12,416 million), from the same period last year due mainly to the unfavorable currency translation effects. Operating income totaled JPY 89.6 billion (USD 1,101 million), a decrease of $19.0 \%$ from the corresponding period last year, due primarily to increased SG\&A expenses and the unfavorable foreign currency effects.

In Europe, revenue decreased by $17.3 \%$, to JPY 150.7 billion (USD 1,850 million), from the same period last year, due primarily to decreased revenue in the automobile business and the motorcycle business, and the unfavorable currency translation effects. Honda reported an operating loss of JPY 9.4 billion (USD 116 million), a deterioration of JPY 2.5 billion from the same period last year, primarily due to decreased sales volume and the unfavorable foreign currency effects, despite decreased SG\&A expenses.

In Asia, revenue increased by $12.2 \%$, to JPY 445.5 billion (USD 5,467 million), from the same period last year, due mainly to increased revenue in the automobile business and the motorcycle business, despite the unfavorable currency translation effects. Operating income increased by $2.2 \%$, to JPY 35.7 billion (USD 439 million), from the corresponding period last year, due mainly to increased sales volume and mix.

In Asia, in addition to subsidiaries, many affiliates accounted for under the equity method manufacture and sell Honda-brand products. Operating income does not include income from these affiliates. Income from these affiliates is recorded as equity in income of affiliates and reflected in net income. Accounting terms of some of the affiliates differ from the Company $s$.

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In Other regions including South America, the Middle East, Africa and Oceania, revenue decreased by 0.9\%, to JPY 238.8 billion (USD 2,932 billion) from the same period last year, due mainly to decreased revenue in the automobile business and the unfavorable currency translation effect, despite increased revenue in motorcycle business. Operating income totaled JPY 15.6 billion (USD 193 million), a decrease of $10.0 \%$ from the same period last year, primarily due to increased SG\&A expenses.

United States dollar amounts have been translated from yen solely for the convenience of the reader at the rate of JPY $81.49=$ 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 31, 2010.

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## Nine Months Results

Honda s consolidated net income attributable to Honda Motor Co., Ltd. for the fiscal nine months ended December 31, 2010 totaled JPY 489.5 billion (USD 6,077 million), an increase of $149.5 \%$ from the same period last year. Basic net income attributable to Honda Motor Co., Ltd. per common share for the fiscal nine months amounted to JPY 270.82 (USD 3.32), an increase of JPY 162.68 from JPY 108.14 for the same period last year.

Consolidated revenue for the period amounted to JPY 6,723.7 billion (USD 82,511 million), an increase of $6.7 \%$ from the same period last year, primarily due to increased revenue in the automobile business and the motorcycle business, despite the unfavorable currency translation effects. Honda estimates that if calculated at the same exchange rate as the corresponding period last year, revenue for the period would have increased by approximately $10.6 \%$.

Consolidated operating income for the period totaled JPY 523.5 billion (USD 6,425 million), an increase of $95.6 \%$ from the same period last year, due primarily to increased sales volume and model mix, reduction in fixed costs per vehicle as a result of increased production and continuing cost reduction efforts, despite increased SG\&A expenses and R\&D expenses and the unfavorable foreign currency effects.

Consolidated income before income taxes and equity in income of affiliates for the period totaled JPY 553.9 billion (USD 6,798 million), an increase of $128.3 \%$ from the same period last year.

Equity in income of affiliates amounted to JPY 114.7 billion (USD 1,408 million) for the period, an increase of $65.3 \%$ from the corresponding period last year.

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## Business Segment

With respect to Honda s sales for the fiscal nine months by business segment, unit sales of motorcycles totaled 8 million 511 thousand units, an increase of $20.9 \%$ from the same period last year. Unit sales in Japan totaled 138 thousand units, an increase of $5.3 \%$ from the same period last year. Outside of Japan, total unit sales was 8 million 373 thousand units, an increase of $21.2 \%$ from the same period last year*, due mainly to increased unit sales in Asia and Other Regions including South America. Revenue from sales to external customers increased $16.1 \%$, to JPY 935.0 billion (USD 11,475 million) from the same period last year, primarily due to increased unit sales. Operating income totaled to JPY 90.4 billion (USD 1,110 million), an increase of $193.5 \%$ from the same period last year, due primarily to increased sales volume and model mix, and reduction in fixed costs as a result of increased production.


#### Abstract

* 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 5,480 thousand units for the period. Honda s unit sales of automobiles for the fiscal nine months totaled 2 million 652 thousand units, an increase of $5.3 \%$ from the same period last year. In Japan, unit sales totaled 440 thousand units, a decrease of $5.0 \%$ compared to the same period last year. Unit sales outside of Japan totaled to 2 million 212 thousand units, an increase of $7.6 \%$, due mainly to increased unit sales in North America and Asia, despite decreased unit sales in Europe. Revenue from sales to external customers increased 6.5\%, to JPY 5,148.7 billion (USD 63,183 million), from the same period last year**, due mainly to increased unit sales, despite the unfavorable foreign currency translation effects. Operating income totaled JPY 303.7 billion (USD 3,727 million), an increase $195.6 \%$ compared to the same period last year, due primarily to increased sales volume and model mix, reduction in fixed costs as a result of increased production, and continuing cost reduction efforts, despite increased SG\&A expenses and R\&D expenses, and the unfavorable foreign currency effects.


** Certain sales of automobiles that are financed with residual value type auto loans by our domestic finance subsidiaries are accounted for as operating leases in conformity with U.S. generally accepted accounting principles. As a result, they are not included in total sales of our automobile segment or in our measure of unit sales.

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Revenue from the financial services business decreased 7.5\%, to JPY 427.3 billion (USD 5,244 million), from the same period last year, primarily due to the unfavorable currency translation effects. Operating income decreased $0.7 \%$, to JPY 146.6 billion (USD 1,800 million), from the same period last year.

Honda sunit sales of power products totaled 3,763 thousand units, an increase of $20.9 \%$ from the same period last year. In Japan, unit sales totaled 284 thousand units, an increase of $29.1 \%$ from the same period last year. Unit sales outside of Japan increased $20.3 \%$, to 3,479 thousand units, due primarily to an increase in unit sales in all the regions. Revenue from sales to external customers in power product and other businesses increased by $6.8 \%$, to JPY 212.6 billion (USD 2,609 million), from the same period last year, due mainly to increased unit sales of power products, despite unfavorable currency translation effects. Honda reported an operating loss of JPY 3.1 million (USD 39 million), an improvement of JPY 10.4 billion from the same period last year.

## Geographical Information

With respect to Honda s sales for the fiscal nine months by geographic area, in Japan, revenue from domestic and export sales was JPY 2,717.3 billion (USD 33,346 million), an increase of $12.7 \%$ compared to the same period last year, due primarily to increased revenue in the automobile businesses. Operating income totaled JPY 87.9 billion (USD 1,079 million), an increase of JPY 108.2 billion from the same period last year, due primarily to increased sales volume and mix, reduction in fixed costs per vehicle as a result of increased production, and continuing cost reduction efforts, despite the increased R\&D expenses and the unfavorable foreign currency effects.

In North America, revenue increased by $9.2 \%$, to JPY 3,171.2 billion (USD 38,916 million), from the same period last year, due primarily to increased revenue in the automobile business, despite the unfavorable currency translation effect. Operating income totaled JPY 276.3 billion (USD 3,391 million), an increase of $66.8 \%$ from the same period last year, due primarily to increased sales volume and mix, and reduction in fixed costs as a result of increased production.

In Europe, revenue decreased by $18.7 \%$, to JPY 501.9 billion (USD 6,160 million), from the same period last year, due primarily to decreased revenue in the automobile business and the unfavorable currency translation effects. Honda reported an operating loss of JPY 8.4 billion (USD 104 million), a deterioration of JPY 5.2 billion from the same period last year, due primarily to decreased sales volume and mix and the unfavorable foreign currency effects, despite the decreased SG\&A expenses.

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In Asia, revenue increased by $25.6 \%$, to JPY $1,368.7$ billion (USD 16,797 million), from the same period last year, due mainly to increased revenue in the automobile business and in the motorcycle business, despite the unfavorable currency translation effects. Operating income increased by $42.9 \%$, to JPY 118.5 billion (USD 1,455 million), from the same period last year, due primarily to increased sales volume and mix, despite increased SG\&A expenses and the unfavorable foreign currency effects.

In Other Regions, revenue increased by $11.3 \%$, to JPY 717.7 billion (USD 8,808 million), compared to the same period last year, due mainly to increased revenue in the motorcycle business and the favorable currency translation effects. Operating income totaled JPY 56.3 billion (USD 692 million), an increase of $109.6 \%$ from the same period last year, due primarily to an increased sales volume and mix, and favorable impact of foreign currency, despite increased SG\&A expenses.

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## Consolidated Statements of Balance Sheets for the Quarter Ended December 31, 2010

From March 31, 2010, total assets decreased JPY 369.5 billion (USD 4,534 million), to JPY 11,259.6 billion (USD 138,172 million) at December 31, 2010, mainly due to the unfavorable currency translation effects, despite increased property on operating leases, increased investments and advances, increased cash and cash equivalents, and increased finance subsidiaries-receivables, net, primarily due to the consolidation of former qualifying special purpose entities (QSPEs) utilized in legacy off-balance sheet securitizations until the year ended March 31, 2010. From March 31, 2010, total liabilities decreased by JPY 427.7 billion (USD 5,249 million), to JPY 6,744.9 billion (USD 82,771 million) at December 31, 2010, mainly due to the currency translation effects, despite increased current liabilities primarily due to the consolidation of former QSPEs utilized in legacy off-balance sheet securitizations until the year ended March 31, 2010. From March 31, 2010, despite the adverse currency translation effects, total equity increased JPY 58.2 billion (USD 714 million), to JPY 4,514.6 billion (USD 55,401 million).

## Consolidated Statements of Cash Flows for the Fiscal Nine Months

Consolidated cash and cash equivalents at December 31, 2010 increased by JPY 38.7 billion (USD 476 million) from March 31, 2010, to JPY $1,158.6$ billion (USD 14,219 million). The reasons for the increases or decreases for each cash flow activity compared with the previous fiscal nine months are as follows.

## Cash flows from operating activities

Net cash provided by operating activities amounted to JPY 765.6 billion (USD 9,395 million) of cash inflows for the fiscal nine months ended December 31, 2010. Cash inflows from operating activities decreased by JPY 439.7 billion (USD 5,397 million) compared with the corresponding period last year, due mainly to increased payments for parts and raw materials primarily due to an increase in automobile production, despite an increase in cash received from customers, primarily due to increased unit sales in the automobile business.

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## Cash flows from investing activities

Net cash used in investing activities amounted to JPY 615.3 billion (USD 7,551 million) of cash outflows. Cash outflows from investing activities increased by JPY 151.0 billion (USD 1,853 million) compared with the corresponding period last year, due mainly to an increase in acquisitions of finance subsidiaries-receivables and an increase in purchase of operating lease assets, despite an increase in collections of finance subsidiaries-receivables and an increase in proceeds from sales of operating lease assets.

## Cash flows from financing activities

Net cash used in financing activities amounted to JPY 20.8 billion (USD 256 million) of cash outflows. Cash outflows from financing activities decreased by JPY 351.6 billion (USD 4,315 million), compared with the corresponding period last year, due mainly to an increase in debts which decreased in the same period last year, despite purchases of the Company s own shares and an increase in dividends paid.

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## Forecasts for the Fiscal Year Ending March 31, 2011

In regard to the forecasts of the financial results for the fiscal year ending March 31, 2011, Honda projects consolidated results to be as shown below:

The forecasts are based on the assumption that the average exchange rates for the Japanese yen to the U.S. dollar and the Euro will be JPY 85 and JPY 112, respectively, for the fiscal year ending March 31, 2011.

Projected unit sales for the full year ending March 31, 2011 are shown below.

|  | Unit (thousands) | Changes from FY2010 <br> (thousands) |
| :--- | ---: | ---: | ---: |
| Motorcycle business | 11,535 | $+1,896$ |
| Automobile business | 3,580 | +188 |
| Power product and Other businesses | 5,610 | +866 |
| FY2011 Forecasts for Consolidated Results |  |  |

Fiscal year ending March 31, 2011

|  | Yen (billions) | Changes from FY 2010 |
| :--- | ---: | ---: |
| Net sales and other operating revenue | 8,900 | $+3.7 \%$ |
| Operating income | 620 | $+70.4 \%$ |
| Income before income taxes and equity in income of affiliates | 665 | $+97.8 \%$ |
| Net income attributable to Honda Motor Co., Ltd. | 530 | $+97.5 \%$ |
|  | Yen |  |
| Basic net income attributable to Honda Motor Co., Ltd. per common share | 293.41 |  |

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The reasons for the increases or decreases for forecasts of the operating income and income before income taxes and equity in income of affiliates for the fiscal year ending March 31, 2011 from the corresponding period last year are as follows.

|  | Yen (billions) |
| :--- | ---: |
| Revenue, model mix, etc., excluding currency effect | 342.9 |
| Cost reduction, the effect of raw material cost fluctuations, etc. | 148.0 |
| SG\&A expenses, excluding currency effect | -44.0 |
| R\&D expenses | -36.7 |
| Currency effect | -154.0 |
| Operating income compared with fiscal year 2010 | 256.2 |
| Fair value of derivative instruments | 25.2 |
| Others | -23.0 |
| Income before income taxes and equity in income of affiliates compared with fiscal year 2010 | 95.5 |

## Dividend per Share of Common Stock

The Board of Directors of Honda Motor Co., Ltd., at its meeting held on January 31, 2011, resolved to make the quarterly dividend JPY 15 per share of common stock, the record date of which is December 31, 2010. The total expected annual dividend per share of common stock for the fiscal year ending March 31, 2011, is JPY 54 per share.

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 s actual results could differ materially from those described in these forward-looking statements as a result of numerous factors, including general economic conditions in Honda s principal markets and 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.

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## Others

1. Changes in significant subsidiaries for the three months ended September 30, 2010 (i.e. changes in specific subsidiaries that caused a change in the scope of consolidated financial statements)

## None

2. Accounting policies specifically applied for quarterly consolidated financial statements
(a) Income taxes

Honda computes interim income tax expense (benefit) by multiplying reasonably estimated annual effective tax rate, which includes the effects of deferred taxes, by year-to-date income before income taxes and equity in income of affiliates for the fiscal nine months ended December 31, 2010. If a reliable estimate cannot be made, Honda utilizes the actual year-to-date effective tax rate.
3. Changes in accounting procedures for consolidated quarterly financial results
(a) Transfers of Financial Assets, and Consolidation of Variable Interest Entities

Honda adopted Accounting Standards Update (ASU) 2009-16 Accounting for Transfers of Financial Assets , and ASU 2009-17 Improvements to Financial Reporting by Enterprises Involved with Variable Interest Entities , effective April 1, 2010. These standards amend the FASB Accounting Standards Codification (ASC) 860 Transfers and Servicing, and ASC 810 Consolidation. ASU 2009-16 removes the concept of a qualifying special purpose entity (QSPE) and removes the exception from applying consolidation accounting standards to QSPEs. ASU 2009-17 requires reporting entities to evaluate former QSPEs for consolidation, changes the approach to determining a variable interest entity s primary beneficiary from a mainly quantitative assessment to an exclusively qualitative assessment designed to identify a controlling financial interest, and increases the frequency of required reassessments to determine whether a company is the primary beneficiary of a variable interest entity.

Upon the adoption of these standards, former 10 QSPEs treated as legacy off-balance sheet prior to the year ended March 31, 2010 were consolidated by the Company as of April 1, 2010. As a result, previously derecognized assets held by former QSPEs including finance subsidiaries receivables of JPY 282,353 million and their related secured debt of JPY 274,329 million were included in the Company s consolidated balance sheet as of April 1, 2010. The assets and liabilities associated with former legacy off-balance sheet securitizations including retained interests in securitizations and servicing assets were removed from the Company s consolidated balance sheet from April 1 , 2010. The cumulative effect adjustment upon the adoption of these standards increased the Company s beginning retained earnings for the six months ended September 30, 2010 by JPY 1,432 million, net of tax effect.

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4. Out-of-period adjustments

The overstatements of trade accounts and notes receivable, inventories, net sales and other operating revenue, and cost of sales in the previously issued consolidated financial statements, in relation to inventory management trading activities in which a domestic subsidiary of the Company has involved were found. The Company recorded the related cumulative loss amounted to JPY 14,123 million, which incurred in prior fiscal years, as selling, general and administrative expenses in the Company s consolidated statements of income for the nine months ended December 31, 2010, not by retrospectively adjusting the prior year financial statements. As a result, operating income for the nine months ended December 31, 2010 decreased by JPY 14,123 million. The Company also adjusted net sales and other operating revenue amounted to JPY 9,888 million and related operating expenses overstated in the Company s consolidated statements of income for the six months ended September 30, 2010, in the Company s consolidated statements of income for the three months ended December 31, 2010. As a result, operating income for the three months ended December 31, 2010 decreased by JPY 14,403 million, including the above cumulative loss incurred in prior fiscal years. Honda believes that these out-of-period adjustments are immaterial to the Company s consolidated financial statements or results of operations as of and for the three months and nine months ended December 31, 2010 as well as prior periods.

* Inventory management trading means transactions in which a domestic subsidiary of the Company temporarily purchases sea food products from seafood companies with the promise that they will buy back such products after a certain period, in order to bridge the gap between the purchasing period (the fishing season) and the sales period for sea food products.


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## Consolidated Financial Summary

For the three months and nine months ended December 31, 2009 and 2010

## Financial Highlights

|  | Yen (millions) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Three months ended <br> Dec. 31, <br> 2009 <br> unaudited | Three months ended <br> Dec. 31, 2010 unaudited | Nine months ended Dec. 31, 2009 unaudited | Nine months ended Dec. 31, 2010 unaudited |
| Net sales and other operating revenue | 2,240,740 | 2,110,414 | 6,299,607 | 6,723,788 |
| Operating income | 176,971 | 125,653 | 267,678 | 523,569 |
| Income before income taxes and equity in income of affiliates | 171,013 | 131,580 | 242,611 | 553,933 |
| Net income attributable to Honda Motor Co., Ltd. | 134,627 | 81,118 | 196,224 | 489,534 |
|  | Yen |  |  |  |
| Basic net income attributable to Honda Motor Co., Ltd. per common share | 74.19 | 45.01 | 108.14 | 270.82 |


|  | U.S. Dollars (millions) <br> Three months <br> ended <br> Dec. 31, 2010 <br> unaudited | Nine months <br> ended <br> Dec. 31, 2010 <br> unaudited |
| :--- | :---: | :---: |
| Net sales and other operating revenue | $\mathbf{2 5 , 5 9 8}$ | $\mathbf{8 2 , 5 1 1}$ |
| Operating income | $\mathbf{1 , 5 4 2}$ | $\mathbf{6 , 4 2 5}$ |
| Income before income taxes and equity in income <br> of affiliates | $\mathbf{1 , 6 1 5}$ | $\mathbf{6 , 7 9 8}$ |
| Net income attributable to Honda Motor Co., Ltd. | $\mathbf{9 9 5}$ | $\mathbf{6 , 0 0 7}$ |

## U.S. Dollars

Basic net income attributable to Honda Motor Co.,
Ltd. per common share

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## [1] Consolidated Balance Sheets

|  | Yen (millions) |  |
| :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Dec. 31, } 2010 \\ & \text { unaudited } \end{aligned}$ | March 31, 2010 audited |
| Assets |  |  |
| Current assets: |  |  |
| Cash and cash equivalents | 1,158,669 | 1,119,902 |
| Trade accounts and notes receivable | 733,114 | 883,476 |
| Finance subsidiaries-receivables, net | 1,096,616 | 1,100,158 |
| Inventories | 941,723 | 935,629 |
| Deferred income taxes | 181,154 | 176,604 |
| Other current assets | 432,708 | 397,955 |
| Total current assets | 4,543,984 | 4,613,724 |
| Finance subsidiaries-receivables, net | 2,261,545 | 2,361,335 |
| Investments and advances: |  |  |
| Investments in and advances to affiliates | 511,060 | 457,834 |
| Other, including marketable equity securities | 199,614 | 184,847 |
| Total investments and advances | 710,674 | 642,681 |
| Property on operating leases: |  |  |
| Vehicles | 1,570,957 | 1,651,672 |
| Less accumulated depreciation | 293,673 | 343,525 |
| Net property on operating leases | 1,277,284 | 1,308,147 |
| Property, plant and equipment, at cost: |  |  |
| Land | 479,860 | 489,769 |
| Buildings | 1,467,989 | 1,509,821 |
| Machinery and equipment | 3,121,703 | 3,257,455 |
| Construction in progress | 159,799 | 143,862 |
|  | 5,229,351 | 5,400,907 |
| Less accumulated depreciation and amortization | 3,317,762 | 3,314,244 |
| Net property, plant and equipment | 1,911,589 | 2,086,663 |
| Other assets | 554,536 | 616,565 |
| Total assets | 11,259,612 | 11,629,115 |

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## [1] Consolidated Balance Sheets continued

$\left.\begin{array}{llr} & \begin{array}{c}\text { Yen (millions) } \\ \text { March 31, 2010 } \\ \text { audited }\end{array} \\ \text { Liabilities and Equity } & & \\ \hline \text { Dec. } \mathbf{3 1 , 2 0 1 0} \\ \text { unaudited }\end{array}\right)$

Commitments and contingent liabilities
$\begin{array}{lll}\text { Total liabilities and equity } & \mathbf{1 1 , 2 5 9 , 6 1 2} & 11,629,115\end{array}$
Note: Please refer to Other 3. Change in accounting procedures for consolidated quarterly financial results and Other 4. Out-of-period adjustments .

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[2] Consolidated Statements of Income
(A) For the three months ended December 31, 2009 and 2010

|  | Yen (millions) |  |
| :---: | :---: | :---: |
|  | Three months ended Dec. 31, 2009 unaudited | Three months ended Dec. 31, 2010 unaudited |
| Net sales and other operating revenue | 2,240,740 | 2,110,414 |
| Operating costs and expenses: |  |  |
| Cost of sales | 1,610,147 | 1,517,648 |
| Selling, general and administrative | 341,355 | 343,003 |
| Research and development | 112,267 | 124,110 |
| Operating income | 176,971 | 125,653 |
| Other income (expenses): |  |  |
| Interest income | 4,372 | 6,069 |
| Interest expense | $(1,172)$ | $(2,017)$ |
| Other, net | $(9,158)$ | 1,875 |
| Income before income taxes and equity in income of affiliates | 171,013 | 131,580 |
| Income tax expense: |  |  |
| Current | 44,598 | 19,575 |
| Deferred | 19,842 | 67,461 |
| Income before equity in income of affiliates | 106,573 | 44,544 |
| Equity in income of affiliates | 32,806 | 43,443 |
| Net income | 139,379 | 87,987 |
| Less: Net income attributable to noncontrolling interest | $(4,752)$ | $(6,869)$ |
| Net income attributable to Honda Motor Co., Ltd. | 134,627 | 81,118 |


|  |  | Yen |
| :--- | :--- | :--- |
| Basic net income attributable to Honda Motor Co., Ltd. per common share | 74.19 |  |
| Note: Please refer to Other 4. Out-of-period adjustments . | 45.01 |  |

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(B) For the nine months ended December 31, 2009 and 2010

|  | Yen (millions) |  |
| :---: | :---: | :---: |
|  | Nine months ended |  |
|  | $\begin{aligned} & \text { Dec. 31, } \\ & 2009 \\ & \text { unaudited } \end{aligned}$ | Nine months ended Dec. 31, 2010 unaudited |
| Net sales and other operating revenue | 6,299,607 | 6,723,788 |
| Operating costs and expenses: |  |  |
| Cost of sales | 4,720,520 | 4,849,409 |
| Selling, general and administrative | 986,049 | 987,045 |
| Research and development | 325,360 | 363,765 |
| Operating income | 267,678 | 523,569 |
| Other income (expenses): |  |  |
| Interest income | 13,144 | 16,836 |
| Interest expense | $(8,296)$ | $(6,264)$ |
| Other, net | $(29,915)$ | 19,792 |
| Income before income taxes and equity in income of affiliates | 242,611 | 553,933 |
| Income tax expense: |  |  |
| Current | 81,272 | 40,511 |
| Deferred | 26,825 | 117,165 |
| Income before equity in income of affiliates | 108,097 | 157,676 |
| Equity in income of affiliates | 69,398 | 114,742 |
| Net income | 203,912 | 510,999 |
| Less: Net income attributable to noncontrolling interest | $(7,688)$ | $(21,465)$ |
| Net income attributable to Honda Motor Co., Ltd. | 196,224 | 489,534 |


|  |  | Yen |
| :--- | :--- | :--- |
| Basic net income attributable to Honda Motor Co., Ltd. per common share | 108.14 | $\mathbf{2 7 0 . 8 2}$ |
| Note: Please refer to Other 4. Out-of-period adjustments . |  |  |

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## [3] Consolidated Statements of Cash Flows

|  | Yen (millions) |  |
| :---: | :---: | :---: |
|  | Nine months ended <br> Dec. 31, 2009 unaudited | Nine months ended Dec. 31, 2010 unaudited |
| Cash flows from operating activities: |  |  |
| Net income | 203,912 | 510,999 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |
| Depreciation excluding property on operating leases | 299,230 | 262,251 |
| Depreciation of property on operating leases | 171,724 | 160,036 |
| Deferred income taxes | 26,825 | 117,165 |
| Equity in income of affiliates | $(69,398)$ | $(114,742)$ |
| Dividends from affiliates | 86,016 | 44,156 |
| Provision for credit and lease residual losses on finance subsidiaries-receivables | 33,953 | 11,328 |
| Impairment loss on investments in securities | 313 | 673 |
| Impairment loss excluding property on operating leases | 54 | 534 |
| Impairment loss on property on operating leases | 3,265 |  |
| Loss (gain) on derivative instruments, net | $(29,312)$ | $(26,644)$ |
| Decrease (increase) in assets: |  |  |
| Trade accounts and notes receivable | 102,346 | 73,716 |
| Inventories | 351,805 | $(93,519)$ |
| Other current assets | 130,049 | 18,408 |
| Other assets | 18,634 | $(9,105)$ |
| Increase (decrease) in liabilities: |  |  |
| Trade accounts and notes payable | 17,161 | $(61,340)$ |
| Accrued expenses | $(67,690)$ | $(28,242)$ |
| Income taxes payable | $(18,754)$ | 10,226 |
| Other current liabilities | 8,028 | $(3,940)$ |
| Other liabilities | $(18,057)$ | $(81,850)$ |
| Other, net | $(44,694)$ | $(24,480)$ |
| Net cash provided by operating activities | 1,205,410 | 765,630 |
| Cash flows from investing activities: |  |  |
| Increase in investments and advances | $(17,597)$ | $(7,432)$ |
| Decrease in investments and advances | 11,887 | 10,759 |
| Payments for purchases of available-for-sale securities | $(3,324)$ | (199) |
| Proceeds from sales of available-for-sale securities | 1,994 | 2,319 |
| Payments for purchases of held-to-maturity securities | $(11,034)$ | $(164,145)$ |
| Proceeds from redemptions of held-to-maturity securities | 1,230 | 79,517 |
| Capital expenditures | $(296,458)$ | $(204,193)$ |
| Proceeds from sales of property, plant and equipment | 8,280 | 18,311 |
| Acquisitions of finance subsidiaries-receivables | $(1,157,260)$ | $(1,629,600)$ |
| Collections of finance subsidiaries-receivables | 1,276,994 | 1,567,415 |
| Sales (purchases) of finance subsidiaries-receivables, net | $(42,714)$ |  |
| Purchase of operating lease assets | $(379,793)$ | $(586,391)$ |
| Proceeds from sales of operating lease assets | 143,498 | 298,308 |
| Net cash used in investing activities | $(464,297)$ | $(615,331)$ |

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[3] Consolidated Statements of Cash Flows continued

|  | Yen (millions) |  |
| :---: | :---: | :---: |
|  | Nine months ended Dec. 31, 2009 unaudited | Nine months ended <br> Dec. 31, 2010 unaudited |
| Cash flows from financing activities: |  |  |
| Increase (decrease) in short-term debt, net | $(594,131)$ | 127,340 |
| Proceeds from long-term debt | 939,245 | 579,844 |
| Repayment of long-term debt | $(659,844)$ | $(612,441)$ |
| Dividends paid | $(43,550)$ | $(65,136)$ |
| Dividends paid to noncontrolling interests | $(14,185)$ | $(15,641)$ |
| Payment for purchase of treasury stock, net | (12) | $(34,794)$ |
| Net cash provided by (used in) financing activities | $(372,477)$ | $(20,828)$ |
| Effect of exchange rate changes on cash and cash equivalents | 5,968 | $(90,704)$ |
| Net change in cash and cash equivalents | 374,604 | 38,767 |
| Cash and cash equivalents at beginning of year | 690,369 | 1,119,902 |
| Cash and cash equivalents at end of period | 1,064,973 | 1,158,669 |

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## [4] Assumptions for Going Concern

## None

## [5] Segment Information

Honda has four reportable segments: the Motorcycle business, the Automobile business, the Financial services business and the Power product \& 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 services, and functions of each segment are as follows:

| Segment | Principal products and services |
| :--- | :--- | :--- |
| Motorcycles, all-terrain vehicles (ATVs) and |  |
| relevant parts |  |\(\left.\quad \begin{array}{l}Functions <br>

Research \& Development, Manufacturing, <br>
Sales and related services\end{array}\right]\)

1. Segment information based on products and services

## (A) As of and for the three months ended December 31, 2009

|  | Motorcycle Business | Automobile Business | Financial <br> Services <br> Business | Yen (m Power Product \& Other Businesses | ons) <br> Segment Total | Reconciling Items | Other <br> Adjustments | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales and other operating revenue: |  |  |  |  |  |  |  |  |
| External customers | 273,460 | 1,749,537 | 151,031 | 66,712 | 2,240,740 |  |  | 2,240,740 |
| Intersegment |  |  | 2,998 | 7,178 | 10,176 | $(10,176)$ |  |  |
| Total | 273,460 | 1,749,537 | 154,029 | 73,890 | 2,250,916 | $(10,176)$ |  | 2,240,740 |
| Segment income (loss) | 15,855 | 110,426 | 53,655 | $(2,965)$ | 176,971 |  |  | 176,971 |

As of and for the three months ended December 31, 2010

|  | Yen (millions) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Motorcycle Business | Automobile Business | Financial Services Business | Power Product \& Other Businesses | Segment Total | Reconciling Items | Other <br> Adjustments | Consolidated |
| Net sales and other operating revenue: |  |  |  |  |  |  |  |  |

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| External customers | 301,996 | $1,613,841$ | 136,442 | 68,023 | $2,120,302$ |  | $(9,888)$ | $2,110,414$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Intersegment |  | 7,222 | 2,854 | 7,097 | 17,173 | $(17,173)$ |  |  |
| Total | 301,996 | $1,621,063$ | 139,296 | 75,120 | $2,137,475$ | $(17,173)$ | $(9,888)$ | $2,110,414$ |
|  |  |  |  |  |  |  | $(14,403)$ | 125,653 |

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(B) As of and for the nine months ended December 31, 2009

|  | Motorcycle Business | Automobile Business | Financial Services Business | Yen (mi Power Product \& Other Businesses | ons) <br> Segment Total | Reconciling Items | Other <br> Adjustments | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales and other operating revenue: |  |  |  |  |  |  |  |  |
| External customers | 805,138 | 4,833,467 | 461,978 | 199,024 | 6,299,607 |  |  | 6,299,607 |
| Intersegment |  |  | 9,456 | 21,115 | 30,571 | $(30,571)$ |  |  |
| Total | 805,138 | 4,833,467 | 471,434 | 220,139 | 6,330,178 | $(30,571)$ |  | 6,299,607 |
| Segment income (loss) | 30,817 | 102,758 | 147,683 | $(13,580)$ | 267,678 |  |  | 267,678 |
| Assets | 993,332 | 5,019,260 | 5,507,408 | 276,334 | 11,796,334 | $(291,523)$ |  | 11,504,811 |
| Depreciation and amortization | 36,516 | 251,300 | 173,756 | 9,382 | 470,954 |  |  | 470,954 |
| Capital expenditures | 29,175 | 225,260 | 381,575 | 18,389 | 654,399 |  |  | 654,399 |
| As of and for the nine months ended December 31, 2010 |  |  |  |  |  |  |  |  |


|  |  | Yen(millions) |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Motorcycle <br> Business | Automobile <br> Business | Financial <br> Services <br> Business | Power Product <br> \& Other <br> Businesses | Segment <br> Total | Reconciling <br> Items | Other <br> Adjustments | Consolidated |

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 293,235 million as of December 31, 2009 and JPY 393,266 million as of December 31, 2010 respectively, which consist primarily of cash and cash equivalents, available-for-sale securities and held-to-maturity securities held by the Company. Reconciling items also include elimination of intersegment transactions.
3. 

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Depreciation and amortization of Financial Services Business include JPY 171,724 million for the nine months ended December 31, 2009 and JPY 160,036 million for the nine months ended December 31, 2010, respectively, of depreciation of property on operating leases.
4. Capital expenditure of Financial Services Business includes JPY 379,793 million for the nine months ended December 31, 2009 and JPY 586,391 million for the nine months ended December 31, 2010 respectively, of purchase of operating lease assets.
5. For further information on other adjustments, refer to Other 4. Out-of-period adjustments . The amount of out-of-period adjustments are not used by management in deciding how to allocate resources and in assessing the Company s operating performance. Therefore, the adjustments are not included in Power product and other businesses but as other adjustments for the three months and nine months periods ended December 31, 2010.

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In addition to the disclosure required by U.S. GAAP, Honda provides the following supplemental information in order to provide financial statements users with useful information:
2. Supplemental geographical information based on the location of the Company and its subsidiaries
(A) As of and for the three months ended December 31, 2009

|  | Japan | Yen (millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | North America | Europe | Asia | Other Regions | Total | Reconciling Items Ad | onsolidated |
| Net sales and other operating revenue: |  |  |  |  |  |  |  |  |
| External customers | 498,019 | 990,153 | 167,373 | 348,678 | 236,517 | 2,240,740 |  | 2,240,740 |
| Transfers between geographic areas | 372,524 | 38,819 | 14,845 | 48,502 | 4,525 | 479,215 | $(479,215)$ |  |
| Total | 870,543 | 1,028,972 | 182,218 | 397,180 | 241,042 | 2,719,955 | $(479,215)$ | 2,240,740 |
| Operating income (loss) | 10,034 | 110,778 | $(6,857)$ | 35,024 | 17,439 | 166,418 | 10,553 | 176,971 |

## As of and for the three months ended December 31, 2010

|  | Japan | North America | Europe | Asia | Yen (millions) <br> Other <br> Regions | Total | Reconciling Items | Other <br> Adjustment | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales and other operating revenue: |  |  |  |  |  |  |  |  |  |
| External customers | 404,219 | 964,492 | 132,514 | 387,477 | 231,600 | 2,120,302 |  | $(9,888)$ | 2,110,414 |
| Transfers between geographic areas | 463,331 | 47,319 | 18,226 | 58,044 | 7,291 | 594,211 | $(594,211)$ |  |  |
| Total | 867,550 | 1,011,811 | 150,740 | 445,521 | 238,891 | 2,714,513 | $(594,211)$ | $(9,888)$ | 2,110,414 |
| Operating income (loss) | 14,633 | 89,698 | $(9,436)$ | 35,780 | 15,690 | 146,365 | $(6,309)$ | $(14,403)$ | 125,653 |

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(B) As of and for the nine months ended December 31, 2009

|  | Japan | North America | Europe | Asia | Yen (millio <br> Other <br> Regions | Total | Reconciling Items | Other <br> Adjustments | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales and other operating revenue: |  |  |  |  |  |  |  |  |  |
| External customers | 1,351,857 | 2,791,075 | 576,460 | 950,906 | 629,309 | 6,299,607 |  |  | 6,299,607 |
| Transfers between geographic areas | 1,059,593 | 113,129 | 40,896 | 138,519 | 15,861 | 1,367,998 | $(1,367,998)$ |  |  |
| Total | 2,411,450 | 2,904,204 | 617,356 | 1,089,425 | 645,170 | 7,667,605 | $(1,367,998)$ |  | 6,299,607 |
| Operating income (loss) | $(20,348)$ | 165,655 | $(3,227)$ | 82,931 | 26,908 | 251,919 | 15,759 |  | 267,678 |
| Assets | 2,964,280 | 6,255,701 | 617,287 | 1,007,719 | 589,558 | 11,434,545 | 70,266 |  | 11,504,811 |
| Long-lived assets | 1,151,134 | 1,849,406 | 112,493 | 240,728 | 157,041 | 3,510,802 |  |  | 3,510,802 |

## As of and for the nine months ended December 31, 2010

|  | Japan | North America | Europe | Asia | Yen (milli <br> Other <br> Regions | Total | Reconciling Items | Other <br> Adjustments | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales and other operating revenue: |  |  |  |  |  |  |  |  |  |
| External customers | 1,377,539 | 3,017,225 | 447,418 | 1,189,687 | 691,919 | 6,723,788 |  |  | 6,723,788 |
| Transfers between geographic areas | 1,339,789 | 154,054 | 54,521 | 179,068 | 25,858 | 1,753,290 | $(1,753,290)$ |  |  |
| Total | 2,717,328 | 3,171,279 | 501,939 | 1,368,755 | 717,777 | 8,477,078 | $(1,753,290)$ |  | 6,723,788 |
| Operating income (loss) | 87,919 | 276,364 | $(8,438)$ | 118,530 | 56,389 | 530,764 | 6,928 | $(14,123)$ | 523,569 |
| Assets | 2,895,405 | 6,025,463 | 492,882 | 1,046,431 | 663,111 | 11,123,292 | 136,320 |  | 11,259,612 |
| Long-lived assets | 1,059,010 | 1,744,305 | 97,808 | 219,810 | 146,464 | 3,267,397 |  |  | 3,267,397 |
| Explanatory notes: |  |  |  |  |  |  |  |  |  |

1. Major countries or regions in each geographic area:

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

2. Sales and revenues between geographic areas are generally made at values that approximate arm s-length prices.
3. Unallocated corporate assets, included in reconciling items, amounted to JPY 293,235 million as of December 31, 2009 and JPY 393,266 million as of December 31, 2010 respectively, which consist primarily of cash and cash equivalents, available-for-sale securities and held-to-maturity securities held by the Company. Reconciling items also include elimination of transactions between geographic areas.
4. For further information on other adjustments, refer to Other 4. Out-of-period adjustments . The adjustments are not included in Japan but as other adjustments for the three months and nine months periods ended December 31, 2010.

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## [6] Information Related to Honda Motor Co., Ltd. Shareholders Equity

As of and for the nine months ended December 31, 2010

1. Information concerning dividends
(a) Dividends paid during the period

Resolved at the General Meeting of Shareholders on June 24, 2010

| Total amount of dividends (million yen) | 21,775 |
| :--- | ---: |
| Dividend per share of common stock (yen) | 12.00 |
| Record date | March 31, 2010 |
| Effective date | June 25,2010 |
| Resource for dividend | Retained earnings |
| Resolved by the Board of Directors at its meeting held on July 30, 2010 |  |


| Total amount of dividends (million yen) | 21,733 |
| :--- | ---: |
| Dividend per share of common stock (yen) | 12.00 |
| Record date | Junuse 20,2010 |
| Effective date | Retained earnings |
| Resource for dividend |  |


| Total amount of dividends (million yen) | 21,627 |
| :--- | ---: |
| Dividend per share of common stock (yen) | 12.00 |
| Record date | September 30, 2010 |
| Effective date | November 25, 2010 |
| Resource for dividend | Retained earnings |

(b) Dividends to be paid for the nine months ended December 31, 2010, of which effective date is after December 31, 2010 Resolved by the Board of Directors at its meeting held on January 31, 2011

| Total amount of dividends (million yen) | 27,034 |
| :--- | ---: |
| Dividend per share of common stock (yen) | 15.00 |
| Record date | December 31,2010 |
| Effective date | February 25,2011 |
| Resource for dividend | Retained earnings |
| 2. Significant changes in Honda Motor Co., Ltd. shareholders equity |  |

None
[7] Income Taxes

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The Company has decreased a portion of unrecognized tax benefits related to transfer pricing matters of overseas transactions between the Company and foreign affiliates for the three months ended June 30, 2010. Due primarily to this accounting treatment, the effective tax rate of Honda for the nine months ended December 31, 2010 differs from Honda s statutory income tax rate, which is $40 \%$ for the fiscal year ending March 31, 2011.

The Company has reversed the related deferred tax assets due to the decrease in the amount of foreign tax credit expected to be utilized as of December 31, 2010. Due primarily to this accounting treatment, the effective tax rate of Honda for the three months ended December 31, 2010 differs from Honda s statutory income tax rate, which is $40 \%$ for the fiscal year ending March 31, 2011.

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## [8] Unit Sales Breakdown

For the three months and nine months ended December 31, 2009 and 2010

|  | Three months endedDec. 31,$2009$ | Unit (thousands) |  | Nine months ended <br> Dec. 31, 2010 |
| :---: | :---: | :---: | :---: | :---: |
|  |  | Three months ended <br> Dec. 31, 2010 | Nine months ended <br> Dec. 31, 2009 |  |
| MOTORCYCLES |  |  |  |  |
| Japan | 34 | 46 | 131 | 138 |
|  | (34) | (46) | (131) | (138) |
| North America | 47 | 44 | 144 | 147 |
|  | (22) | (21) | (75) | (69) |
| Europe | 38 | 39 | 140 | 144 |
|  | (36) | (36) | (135) | (138) |
| Asia | 1,892 | 2,341 | 5,575 | 6,868 |
|  | $(1,892)$ | $(2,341)$ | $(5,575)$ | $(6,868)$ |
| Other Regions | 367 | 425 | 1,047 | 1,214 |
|  | (363) | (422) | $(1,038)$ | $(1,204)$ |
| Total | 2,378 | 2,895 | 7,037 | 8,511 |
|  | $(2,347)$ | $(2,866)$ | $(6,954)$ | $(8,417)$ |
| AUTOMOBILES |  |  |  |  |
| Japan | 177 | 118 | 463 | 440 |
| North America | 344 | 364 | 967 | 1,102 |
| Europe | 49 | 41 | 191 | 142 |
| Asia | 275 | 265 | 713 | 770 |
| Other Regions | 69 | 67 | 184 | 198 |
| Total | 914 | 855 | 2,518 | 2,652 |
| POWER PRODUCTS |  |  |  |  |
| Japan | 74 | 89 | 220 | 284 |
| North America | 283 | 350 | 1,162 | 1,379 |
| Europe | 233 | 254 | 622 | 684 |
| Asia | 263 | 307 | 778 | 1,018 |
| Other Regions | 145 | 157 | 331 | 398 |
| Total | 998 | 1,157 | 3,113 | 3,763 |

Explanatory notes:

1. The geographical breakdown of unit sales is based on the location of external customers.
2. Unit sales are the total of sales of completed products of Honda and its consolidated subsidiaries, and sales of parts for local production at Honda s affiliates accounted for under the equity method.
3. Figures in brackets represent unit sales of motorcycles only.

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4. Certain sales of automobiles that are financed with residual value type auto loans by our domestic finance subsidiaries are accounted for as operating leases in conformity with U.S. generally accepted accounting principles. As a result, they are not included in total sales of our automobile segment or in our measure of unit sales.
5. Unit sales of Power product business include all trilateral trade transactions from the fiscal year ended March 31, 2010. This change was made and reported by retrospective application in the three months ended March 31, 2010. Honda adjusted unit sales of Power product business for the nine months ended December 31, 2009 to conform to the presentation used for the nine months ended December 31, 2010.

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## [9] Net Sales Breakdown

For the three months and nine months ended December 31, 2009 and 2010

|  | Three months ended <br> Dec. 31, <br> $\mathbf{2 0 0 9}$ | Yen (millions) <br> Three months ended <br> Dec. 31, 2010 | Nine months ended <br> Dec. 31, 2009 | Nine months ended <br> Dec. 31, 2010 |
| :--- | :---: | :---: | :---: | :---: |
| MOTORCYCLE BUSINESS | 14,397 | $\mathbf{1 6 , 8 7 2}$ | 49,991 | $\mathbf{5 2 , 4 7 3}$ |
| Japan | 19,484 | $\mathbf{2 0 , 9 0 4}$ | 77,008 | $\mathbf{7 9 , 3 7 2}$ |
| North America | 22,674 | $\mathbf{1 8 , 6 5 0}$ | 86,955 | $\mathbf{7 3 , 8 9 4}$ |
| Europe | 114,797 | $\mathbf{1 3 6 , 6 7 2}$ | 323,428 | $\mathbf{4 0 9 , 0 1 4}$ |
| Asia | 102,108 | $\mathbf{1 0 8 , 8 9 8}$ | 267,756 | $\mathbf{3 2 0 , 3 2 9}$ |
| Other Regions |  |  |  | $\mathbf{9 3 5 , 0 8 2}$ |
| Total | 273,460 | $\mathbf{3 0 1 , 9 9 6}$ | 805,138 |  |

## AUTOMOBILE BUSINESS

| Japan | 375,535 | $\mathbf{2 8 0 , 3 4 5}$ | 999,182 | $\mathbf{9 9 2 , 5 1 5}$ |
| :--- | ---: | ---: | ---: | ---: |
| North America | 816,679 | $\mathbf{8 0 3 , 3 3 7}$ | $2,233,062$ | $\mathbf{2 , 4 8 8 , 2 6 6}$ |
| Europe | 129,250 | $\mathbf{9 7 , 8 9 8}$ | 443,134 | $\mathbf{3 2 5 , 2 1 9}$ |
| Asia | 280,953 | $\mathbf{2 9 4 , 8 6 5}$ | 766,803 | $\mathbf{9 2 0 , 3 5 1}$ |
| Other Regions | 147,120 | $\mathbf{1 3 7 , 3 9 6}$ | 391,286 | $\mathbf{4 2 2 , 3 9 2}$ |
|  |  |  |  |  |
| Total | $1,749,537$ | $\mathbf{1 , 6 1 3 , 8 4 1}$ | $4,833,467$ | $\mathbf{5 , 1 4 8 , 7 4 3}$ |

## FINANCIAL SERVICES BUSINESS

| Japan | 6,109 | $\mathbf{6 , 7 3 5}$ | 18,428 | $\mathbf{1 9 , 7 2 3}$ |
| :--- | ---: | ---: | ---: | ---: |
| North America | 13,246 | $\mathbf{1 2 1 , 6 2 7}$ | 422,431 | $\mathbf{3 8 4 , 1 6 9}$ |
| Europe | 2,703 | $\mathbf{2 , 2 4 5}$ | $\mathbf{7 , 0 0 4}$ |  |
| Asia | 1,047 | $\mathbf{9 3 8}$ | 3,150 | $\mathbf{1 3 , 8 4 6}$ |
| Other Regions | 3,926 | $\mathbf{4 , 8 9 7}$ | 9,699 |  |
|  |  |  |  | $\mathbf{4 2 7 , 3 4}$ |
| Total | 151,031 | $\mathbf{1 3 6 , 4 4}$ | 461,978 |  |

## POWER PRODUCT \& OTHER BUSINESSES

| Japan | 27,311 | $\mathbf{2 6 , 8 6 5}$ | 73,996 | $\mathbf{7 4 , 5 1 2}$ |
| :--- | ---: | ---: | ---: | ---: |
| North America | 12,496 | $\mathbf{1 2 , 2 4 3}$ | 48,290 | $\mathbf{4 9 , 3 7 6}$ |
| Europe | 11,031 | $\mathbf{1 1 , 4 3 8}$ | 34,589 | $\mathbf{3 4 , 8 9 1}$ |
| Asia | 9,409 | $\mathbf{1 1 , 0 1 2}$ | 26,163 | $\mathbf{3 6 , 3 4 4}$ |
| Other Regions | 6,465 | $\mathbf{6 , 4 6 5}$ | 15,986 | $\mathbf{1 7 , 4 9 4}$ |
|  |  |  |  | $\mathbf{2 1 2 , 6 1 7}$ |
| Total | 66,712 | $\mathbf{6 8 , 0 2 3}$ | 199,024 |  |
| Other Adjustments |  | $(9,888)$ |  |  |

TOTAL

| Japan | 423,352 | $\mathbf{3 3 0 , 8 1 7}$ | $1,141,597$ | $\mathbf{1 , 1 3 9 , 2 2 3}$ |
| :--- | ---: | ---: | ---: | ---: |
| North America | 985,905 | $\mathbf{9 5 8 , 1 1 1}$ | $2,780,791$ | $\mathbf{3 , 0 0 1 , 1 8 3}$ |
| Europe | 165,658 | $\mathbf{1 3 0 , 2 3 1}$ | 572,828 | $\mathbf{4 4 1 , 0 0 8}$ |
| Asia | 406,206 | $\mathbf{4 4 3 , 4 8 7}$ | $1,119,664$ | $\mathbf{1 , 3 6 8 , 5 5 5}$ |
| Other Regions | 259,619 | $\mathbf{2 5 7 , 6 5 6}$ | 684,727 | $\mathbf{7 7 3 , 8 1 9}$ |
|  |  |  |  |  |
| Total | $2,240,740$ | $\mathbf{2 , 1 1 0 , 4 1 4}$ | $6,299,607$ | $\mathbf{6 , 7 2 3 , 7 8 8}$ |

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Other Adjustments
$(9,888)$
Explanatory notes:

1. The geographical breakdown of net sales is based on the location of external customers.
2. Net sales of Power product \& Other businesses include revenue from sales of power products and relevant parts, leisure businesses and trading businesses.
3. For further information on other adjustments, refer to Others 4. Out-of-period adjustments .

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January 31, 2011
Honda Motor Co., Ltd.

## CONSOLIDATED FINANCIAL SUMMARY 1

FOR THE FISCAL THIRD QUARTER AND THE FISCAL NINE MONTHS ENDED DECEMBER 31, 2010


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| Change in R\&D expenses |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Currency effects |  |  | -44.5 |  |  |  | -93.5 |  |  |  | -154.0 |  |
| Change in average rates |  |  | (-32.0) |  |  |  | (-65.5) |  |  |  | (-105.0) |  |
| Translation effects |  |  | (-12.4) |  |  |  | (-27.9) |  |  |  | (-49.0) |  |
| Change Factors in Other income/expenses |  |  | 11.8 |  |  |  | 55.4 |  |  |  | 72.5 |  |
| Unrealized gains and losses related to derivative instruments |  |  | 5.0 |  |  |  | -3.1 |  |  |  | -23.0 |  |
| Others |  |  | 6.7 |  |  |  | 58.5 |  |  |  | 95.5 |  |
| Honda s USD= average rates EUR= | $\begin{array}{r} \text { JPY } 89 \\ \text { JPY } 133 \end{array}$ |  | JPY 83 JPY 112 |  | $\text { JPY } 93$ <br> JPY 133 |  | JPY 87 JPY 114 |  | JPY 93 JPY 130 | JPY JPY | Q : JPY |  |
| Capital expenditures | 98.2 |  | 57.8 |  | 261.8 |  | 190.4 |  | 329.7 |  | 330.0 |  |
| Depreciation and amortization | 89.8 |  | 78.6 |  | 274.8 |  | 242.6 |  | 366.6 |  | 330.0 |  |
| Research and development expenses | 112.2 |  | 124.1 |  | 325.3 |  | 363.7 |  | 463.3 |  | 500.0 |  |
| Unit Sales |  |  |  |  |  |  |  |  |  |  |  |  |
| Motorcycle business | 2,378 | 2,895 | 517 | 21.7\% | 7,037 | 8,511 | 1,474 | 20.9\% | 9,639 | 11,535 | 1,896 | 19.7\% |
| Japan | 34 | 46 | 12 | 35.3\% | 131 | 138 | 7 | 5.3\% | 190 | 190 | 0 | 0.0\% |
| North America | 47 | 44 | -3 | -6.4\% | 144 | 147 | 3 | 2.1\% | 189 | 185 | -4 | -2.1\% |
| Europe | 38 | 39 | 1 | 2.6\% | 140 | 144 | 4 | 2.9\% | 199 | 205 | 6 | 3.0\% |
| Asia | 1,892 | 2,341 | 449 | 23.7\% | 5,575 | 6,868 | 1,293 | 23.2\% | 7,628 | 9,295 | 1,667 | 21.9\% |
| Other Regions | 367 | 425 | 58 | 15.8\% | 1,047 | 1,214 | 167 | 16.0\% | 1,433 | 1,660 | 227 | 15.8\% |
| Automobile business | 914 | 855 | -59 | -6.5\% | 2,518 | 2,652 | 134 | 5.3\% | 3,392 | 3,580 | 188 | 5.5\% |
| Japan | 177 | 118 | -59 | -33.3\% | 463 | 440 | -23 | -5.0\% | 646 | 595 | -51 | -7.9\% |
| North America | 344 | 364 | 20 | 5.8\% | 967 | 1,102 | 135 | 14.0\% | 1,297 | 1,475 | 178 | 13.7\% |
| Europe | 49 | 41 | -8 | -16.3\% | 191 | 142 | -49 | -25.7\% | 249 | 205 | -44 | -17.7\% |
| Asia | 275 | 265 | -10 | -3.6\% | 713 | 770 | 57 | 8.0\% | 950 | 1,040 | 90 | 9.5\% |
| Other Regions | 69 | 67 | -2 | -2.9\% | 184 | 198 | 14 | 7.6\% | 250 | 265 | 15 | 6.0\% |
| Power product business | 998 | 1,157 | 159 | 15.9\% | 3,113 | 3,763 | 650 | 20.9\% | 4,744 | 5,610 | 866 | 18.3\% |
| Japan | 74 | 89 | 15 | 20.3\% | 220 | 284 | 64 | 29.1\% | 322 | 370 | 48 | 14.9\% |
| North America | 283 | 350 | 67 | 23.7\% | 1,162 | 1,379 | 217 | 18.7\% | 1,818 | 2,265 | 447 | 24.6\% |
| Europe | 233 | 254 | 21 | 9.0\% | 622 | 684 | 62 | 10.0\% | 1,066 | 1,130 | 64 | 6.0\% |
| Asia | 263 | 307 | 44 | 16.7\% | 778 | 1,018 | 240 | 30.8\% | 1,069 | 1,310 | 241 | 22.5\% |
| Other Regions | 145 | 157 | 12 | 8.3\% | 331 | 398 | 67 | 20.2\% | 469 | 535 | 66 | 14.1\% |

Notes:

1 In this chart, change is calculated on the comparison with the same period of previous year.

2 Capital expenditures exclude purchase of operating lease assets and acquisition of intangible assets, and depreciation and amortization exclude depreciation of property on operating leases and amortization of intangible assets.

3 Unit sales are the total of sales of completed products of Honda and its consolidated subsidiaries, and sales of parts for local production at Honda s affiliates accounted for under the equity method.

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 and forecasts.

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5 Certain sales of automobiles that are financed with residual value type auto loans by our domestic finance subsidiaries are accounted for as operating leases in conformity with U.S. generally accepted accounting principles. As a result, they are not included in total sales of our automobile segment or in our measure of unit sales.

6 Unit sales of Power product business include all trilateral trade transactions from the fiscal year ended March 31, 2010. This change was made and reported by retrospective application in the three months ended March 31, 2010. Honda adjusted unit sales of Power product business for the three months and the fiscal nine months ended December 31, 2009 to conform to the presentation used for the fiscal year ended March 31, 2010.

7 Please refer to Other 4. Out-of-period adjustments in FY2011 3rd Quarter Financial Results
This announcement contains forward-looking statements of Honda. Such statements are based on management s assumptions and beliefs taking into account information currently available to it. Therefore, please be advised that Honda s actual results could differ materially from those described in these forward-looking statements as a result of numerous factors, including general economic conditions in Honda s principal markets and 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.

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January 31, 2011

Honda Motor Co., Ltd.

## CONSOLIDATED FINANCIAL SUMMARY 2

FOR THE FISCAL NINE MONTHS ENDED DECEMBER 31, 2010

## Unaudited Consolidated Balance Sheets

Divided into Non-financial Services Businesses and Finance Subsidiaries

## Yen (millions)

Dec. 31, 2010 Mar. 31, 2010

## Assets

<Non-financial services businesses>

| Current Assets: | $\mathbf{3 , 4 0 2 , 9 7 5}$ | $3,535,061$ |
| :--- | ---: | ---: |
| Cash and cash equivalents | $\mathbf{1 , 1 0 1 , 6 0 8}$ | $1,100,695$ |
| Trade accounts and notes receivable, net | $\mathbf{4 0 4 , 9 1 5}$ | 525,768 |
| Inventories | $\mathbf{9 4 1 , 7 2 3}$ | 935,629 |
| Other current assets | $\mathbf{9 5 4 , 7 2 9}$ | 972,969 |
| Investments and advances | $\mathbf{9 3 0 , 9 6 2}$ | 880,721 |
| Property, plant and equipment, net | $\mathbf{1 , 8 9 5 , 8 7 8}$ | $2,068,119$ |
| Other assets | $\mathbf{3 5 2 , 6 0 9}$ | 446,218 |
|  |  |  |
| Total assets | $\mathbf{6 , 5 8 2 , 4 2 4}$ | $\mathbf{6 , 9 3 0 , 1 1 9}$ |

<Finance Subsidiaries>

| Cash and cash equivalents | $\mathbf{5 7 , 0 6 1}$ | 19,207 |
| :--- | ---: | ---: |
| Finance subsidiaries short-term receivables, net | $\mathbf{1 , 1 1 3 , 0 1 7}$ | $1,112,984$ |
| Finance subsidiaries long-term receivables, net | $\mathbf{2 , 2 6 6 , 7 3 6}$ | $2,362,813$ |
| Net property on operating leases | $\mathbf{1 , 2 7 3 , 9 2 2}$ | $1,308,147$ |
| Other assets | $\mathbf{7 1 6 , 5 1 7}$ | 738,637 |
|  |  | $\mathbf{5 , 4 2 7 , 2 5 3}$ |
| Total assets | $5,541,788$ |  |
| Reconciling Items | $\mathbf{( 7 5 0 , 0 6 5 )}$ | $(842,792)$ |
| Total assets | $\mathbf{1 1 , 2 5 9 , 6 1 2}$ | $11,629,115$ |


| Liabilities and Equity |  |  |  |
| :--- | :--- | ---: | ---: |
| Non-financial services businesses> | $\mathbf{1 , 5 1 9 , 5 8 4}$ | $1,736,752$ |  |
| Current liabilities: | $\mathbf{2 1 6 , 7 0 0}$ | 211,325 |  |
| Short-term debt | $\mathbf{2 2 , 7 2 9}$ | 24,795 |  |
| Current portion of long-term debt | $\mathbf{6 9 2 , 1 9 1}$ | 833,326 |  |
| Trade payables | $\mathbf{3 8 8 , 8 9 6}$ | 457,146 |  |
| Accrued expenses | $\mathbf{1 9 9 , 0 6 8}$ | 210,160 |  |
| Other current liabilities | $\mathbf{1 6 5 , 0 9 5}$ | 174,197 |  |
| Long-term debt, excluding current portion | $\mathbf{8 7 1 , 9 0 9}$ | $1,024,017$ |  |
| Other liabilities | $\mathbf{2 , 5 5 6 , 5 8 8}$ | $2,934,966$ |  |
| Total liabilities |  |  |  |

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| $<$ Finance Subsidiaries $>$ | $\mathbf{1 , 3 4 4 , 7 0 7}$ | $1,385,032$ |
| :--- | ---: | ---: |
| Short-term debt | $\mathbf{9 0 5 , 7 4 4}$ | 703,434 |
| Current portion of long-term debt | $\mathbf{8 8 , 4 6 5}$ | 125,788 |
| Accrued expenses | $\mathbf{1 , 9 0 4 , 3 9 1}$ | $2,155,243$ |
| Long-term debt, excluding current portion | $\mathbf{4 9 0 , 6 7 4}$ | 488,970 |
| Other liabilities | $\mathbf{4 , 7 3 3 , 9 8 1}$ | $4,858,467$ |
| Total liabilities | $\mathbf{( 5 4 5 , 5 9 3 )}$ | $(620,748)$ |
| Reconciling Items | $\mathbf{6 , 7 4 4 , 9 7 6}$ | $7,172,685$ |
| Total liabilities | $\mathbf{4 , 3 8 8 , 4 8 6}$ | $4,328,640$ |
| Honda Motor Co., Ltd. shareholders | equity | $\mathbf{1 2 6 , 1 5 0}$ |
| Noncontrolling interests | $\mathbf{4 , 5 1 2 7 , 7 9 0}$ |  |
|  | $\mathbf{4 , 5 1 4 , 6 3 6}$ | $4,456,430$ |
| Total equity | $\mathbf{1 1 , 2 5 9 , 6 1 2}$ | $11,629,115$ |

Notes: Please refer to Other 3. Change in accounting procedures for consolidated quarterly financial results and Other 4. Out-of-period adjustments in FY2011 3rd Quarter Financial Results.

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January 31, 2011
Honda Motor Co., Ltd.

## CONSOLIDATED FINANCIAL SUMMARY 3

FOR THE FISCAL NINE MONTHS ENDED DECEMBER 31, 2010

## Unaudited Consolidated Statements of Cash Flows

Divided into Non-financial Services Businesses and Finance Subsidiaries

| For the nine months ended December 31, 2009 | Yen (millions) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Non-financial services businesses | Finance subsidiaries | Reconciling Items | Consolidated |
| Cash flows from operating activities: |  |  |  |  |
| Net Income | 124,702 | 79,210 |  | 203,912 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |  |
| Depreciation | 297,198 | 173,756 |  | 470,954 |
| Deferred income taxes | 1,950 | 24,875 |  | 26,825 |
| Equity in income of affiliates | $(69,398)$ |  |  | $(69,398)$ |
| Dividends from affiliates | 86,016 |  |  | 86,016 |
| Impairment loss on investments in securities | 313 |  |  | 313 |
| Impairment loss on long-lived assets and goodwill | 54 | 3,265 |  | 3,319 |
| Loss (gain) on derivative instruments, net | $(8,370)$ | $(20,942)$ |  | $(29,312)$ |
| Decrease (increase) in trade accounts and notes receivable | 41,488 | 63,615 | $(2,757)$ | 102,346 |
| Decrease (increase) in inventories | 351,805 |  |  | 351,805 |
| Increase (decrease) in trade accounts and notes payable | 20,239 |  | $(3,078)$ | 17,161 |
| Other, net | 10,989 | 24,775 | 5,705 | 41,469 |
| Net cash provided by operating activities | 856,986 | 348,554 | (130) | 1,205,410 |
| Cash flows from investing activities: |  |  |  |  |
| * Decrease (increase) in investments and advances | 113,273 | $(5,708)$ | $(124,409)$ | $(16,844)$ |
| Capital expenditures | $(294,676)$ | $(1,782)$ |  | $(296,458)$ |
| Proceeds from sales of property, plant and equipment | 8,068 | 212 |  | 8,280 |
| Decrease (increase) in finance subsidiaries-receivables |  | 68,214 | 8,806 | 77,020 |
| Purchase of operating lease assets |  | $(379,793)$ |  | $(379,793)$ |
| Proceeds from sales of operating lease assets |  | 143,498 |  | 143,498 |
| Net cash used in investing activities | $(173,335)$ | $(175,359)$ | $(115,603)$ | $(464,297)$ |
| Cash flows from financing activities: |  |  |  |  |
| * Increase (decrease) in short-term debt, net | $(345,805)$ | $(364,457)$ | 116,131 | $(594,131)$ |
| * Proceeds from long-term debt | 104,970 | 836,915 | $(2,640)$ | 939,245 |
| * Repayment of long-term debt | $(16,657)$ | $(645,429)$ | 2,242 | $(659,844)$ |
| Dividends paid | $(43,550)$ |  |  | $(43,550)$ |
| Dividends paid to noncontrolling interests | $(14,185)$ |  |  | $(14,185)$ |
| Sales (purchases) of treasury stock, net | (12) |  |  | (12) |
| Net cash provided by (used in) financing activities | $(315,239)$ | $(172,971)$ | 115,733 | $(372,477)$ |
| Effect of exchange rate changes on cash and cash equivalents | 5,337 | 631 |  | 5,968 |


| Net change in cash and cash equivalents | 373,749 | 855 | 374,604 |
| :--- | :---: | :---: | :---: |
| Cash and cash equivalents at beginning of period | 668,114 | 22,255 | 690,369 |
| Cash and cash equivalents at end of period | $1,041,863$ | 23,110 | $1,064,973$ |

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January 31, 2011

Honda Motor Co., Ltd.

## CONSOLIDATED FINANCIAL SUMMARY 3

FOR THE FISCAL NINE MONTHS ENDED DECEMBER 31, 2010

## Unaudited Consolidated Statements of Cash Flows

Divided into Non-financial Services Businesses and Finance Subsidiaries

| For the nine months ended December 31, 2010 | Yen (millions) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Non-financial services businesses | Finance subsidiaries | Reconciling Items | Consolidated |
| Cash flows from operating activities: |  |  |  |  |
| Net Income | 423,413 | 87,586 |  | 510,999 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |  |
| Depreciation | 261,000 | 161,287 |  | 422,287 |
| Deferred income taxes | 41,234 | 75,931 |  | 117,165 |
| Equity in income of affiliates | $(114,742)$ |  |  | $(114,742)$ |
| Dividends from affiliates | 44,156 |  |  | 44,156 |
| Impairment loss on investments in securities | 673 |  |  | 673 |
| Impairment loss on long-lived assets and goodwill | 534 |  |  | 534 |
| Loss (gain) on derivative instruments, net | $(14,453)$ | $(12,191)$ |  | $(26,644)$ |
| Decrease (increase) in trade accounts and notes receivable | 67,766 | 6,388 | (438) | 73,716 |
| Decrease (increase) in inventories | $(93,519)$ |  |  | $(93,519)$ |
| Increase (decrease) in trade accounts and notes payable | $(59,020)$ |  | $(2,320)$ | $(61,340)$ |
| Other, net | $(87,540)$ | $(23,523)$ | 3,408 | $(107,655)$ |
| Net cash provided by operating activities | 469,502 | 295,478 | 650 | 765,630 |
| Cash flows from investing activities: |  |  |  |  |
| * Decrease (increase) in investments and advances | $(96,029)$ | 5,595 | 11,253 | $(79,181)$ |
| Capital expenditures | $(202,603)$ | $(1,590)$ |  | $(204,193)$ |
| Proceeds from sales of property, plant and equipment | 17,890 | 421 |  | 18,311 |
| Decrease (increase) in finance subsidiaries-receivables |  | $(65,266)$ | 3,081 | $(62,185)$ |
| Purchase of operating lease assets |  | $(586,391)$ |  | $(586,391)$ |
| Proceeds from sales of operating lease assets |  | 298,308 |  | 298,308 |
| Net cash used in investing activities | $(280,742)$ | $(348,923)$ | 14,334 | $(615,331)$ |
| Cash flows from financing activities: |  |  |  |  |
| * Increase (decrease) in short-term debt, net | 28,153 | 114,784 | $(15,597)$ | 127,340 |
| * Proceeds from long-term debt | 12,011 | 571,272 | $(3,439)$ | 579,844 |
| * Repayment of long-term debt | $(18,659)$ | $(597,834)$ | 4,052 | $(612,441)$ |
| Dividends paid | $(65,136)$ |  |  | $(65,136)$ |
| Dividends paid to noncontrolling interests | $(15,641)$ |  |  | $(15,641)$ |
| Sales (purchases) of treasury stock, net | $(34,794)$ |  |  | $(34,794)$ |
| Net cash provided by (used in) financing activities | $(94,066)$ | 88,222 | $(14,984)$ | $(20,828)$ |
| Effect of exchange rate changes on cash and cash equivalents | $(93,781)$ | 3,077 |  | $(90,704)$ |

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| Net change in cash and cash equivalents | 913 | 37,854 | 38,767 |
| :--- | :--- | :--- | :--- |
| Cash and cash equivalents at beginning of period | $1,100,695$ | 19,207 | $1,119,902$ |
| Cash and cash equivalents at end of period | $1,101,608$ | 57,061 | $1,158,669$ |

Notes:

1 Non-financial services businesses lend to finance subsidiaries. These cash flows are included in the decrease (increase) in investments and advances, increase (decrease) in short-term debt, proceeds from long-term debt, and repayment of long-term debt (marked by *). The amount of the loans to finance subsidiaries is a JPY 124,409 million decrease for the fiscal nine months ended December 31, 2009, and a JPY 11,253 million increase for the fiscal nine months ended December 31, 2010, respectively.

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.

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To: Shareholders of Honda Motor Co., Ltd.

From: Honda Motor Co., Ltd.
1-1, Minami-Aoyama 2-chome,
Minato-ku, Tokyo, 107-8556
Takanobu Ito
President and Representative Director

## Notice of Resolution by the Board of Directors

## Concerning Distribution of Surplus (Quarterly Dividends) and Revision of Dividend Forecast for Fiscal 2011

The Board of Directors of Honda Motor Co., Ltd., (the Company ), at its meeting held on January 31, 2011, resolved to make a distribution of surplus (quarterly dividends) the record date of which is December 31, 2010, and revised the amount of the projected dividend per share of common stock for the year ending March 31, 2011 as follows.

## Particulars

1. Details of Distribution of Surplus (Quarterly Dividends)

|  | Resolution | Previous Dividends Forecast <br> (Announced on <br> October 29, 2010) | Dividends Paid for the <br> Third Quarter <br> in Fiscal 2010 |
| :--- | :---: | :---: | :---: |
| Record Date | December 31, 2010 | Same as on left | December 31, 2009 |
| Dividend per Share of Common Stock (yen) | 15 | 12 | 10 |
| Total Amount of Dividends (million yen) | 27,034 |  | 18,146 |
| Effective Date | February 25, 2011 |  | February 26, 2010 |
| Resource for Dividend | Retained Earnings | Retained Earnings |  |

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2. Details of the Revised Dividend Payments

3. The basis for revising the projected dividends for the fiscal year ending March 31, 2011 which was announced on October 29, 2010 The Company considers the redistribution of profits to its shareholders to be one of the most important management issues, and makes distributions after taking into account its long-term consolidated earnings performance. The Company resolved that $¥ 15$ of the quarterly dividend payment per share of common stock for the third quarter is expected to be paid considering its forecast for consolidated financial results for the fiscal year ending March 31, 2011. The Company also revised the amount of the projected dividend per share of common stock for the year ending March 31, 2011 that was announced on October 29, 2010.
