# Annual Report 2007 <br> Year Ended March 31, 2007 

Honda Motor Co., Ltd.


HONNDA
The Power of Dreams

(Cover)
Left:- TRX450R ATV
This high-performance all-terrain vehicle (ATV) handles road surfaces with ease and delivers powerful racing performance.
Middle: CR-V SUV (for the North American market) Since its launch in September 2006, this compact sport-utility vehicle (SUV) has earned praise from customers around the world.
Right: HRR lawn mower
This serious push lawn mower handles tasks ranging from lawn trimming to full-scale garden care.

## Corporate Profile

Honda Motor Co., Ltd. operates under the basic principles of "Respect for the Individual" and "The Three Joys"-commonly expressed as The Joy of Buying, The Joy of Selling and The Joy of Creating. "Respect for the Individual" reflects our desire to respect the unique character and ability of each individual person, trusting each other as equal partners in order to do our best in every situation. Based on this, "The Three Joys" expresses our belief and desire that each person working in, or coming into contact with our company, directly or through or products, should share a sense of joy through that experience.

In line with these basic principles, since its establishment in 1948, Honda has remained on the leading edge by creating new value and providing products of the highest quality at a reasonable price, for worldwide customer satisfaction. In addition, the Company has conducted its activities with a commitment to protecting the environment and enhancing safety in a mobile society.

The Company has grown to become the world's largest motorcycle manufacturer and one of the leading automakers. With a global network of $507^{*}$ subsidiaries and affiliates accounted for under the equity method, Honda develops, manufactures and markets a wide variety of products, ranging from small general-purpose engines and scooters to specialty sports cars, to earn the Company an outstanding reputation from customers worldwide.
*As of March 31, 2007

Reports Published by Honda


## Environmental Report

This report describes Honda's position on environmenta initiatives, environmental performance for the fiscal year ended March 31, 2007, and future environmental targets. http://world.honda.com/environment/reports/

## CSR Report

This report provides an overview of Honda's position on corporate social responsibility (CSR) activities and an corporate social responsibility (CSR) activities and an
overview of its performance in the areas of business, th environment, corporate citizenship, and quality and safety during the fiscal year ended March 31, 2007. http://world.honda.com/CSR/
Annual Report
This report outines Honda's operating performance for the fiscal year ended March 31, 2007, and describes uture initiatives.
http://world.honda.com/investors/annualreport/

Driving Safety Promotion Report
This report (available only in Japanese) summarizes Honda's efforts to promote safe driving and principal activities in this area in 2006.

Philanthropy Report
This report explains Honda's position on philanthropy and profiles major performance areas during the fiscal year ended March 31, 2007.
http://world.honda.com/community/

Through its reports on these topics, Honda provides its stakeholders with annual overviews of its initiatives and evaluations of its performance. These media also provide opportunities for communication between Honda and its stakeholders in each domain. We look forward to enhancing these communications in the future.

Honda discloses the majority of its information on the web sites shown on the right.

Honda's Major Areas Disclosure Web Sites
Corporate profile
CSR
Investor relations
Environment
Community
Safety
Promoting safer driving http://world.honda.com/safety/safer-driving/

## Contents

| 2 | Financial Highlights |
| ---: | :--- |
| 4 | To Our Shareholders |
| 11 | Review of Operations <br> Summary of Operating Results <br> by Business <br> Motorcycle Business <br> Automobile Business <br> Power Product and Other Businesses <br> Financial Services Business |
| 27 | Special Feature: Targeting the World's <br> Cleanest Diesel Engine |
| 35 | Environment and Safety |
| 40 | Preparing for the Future <br> 41Risk Factors <br> 43 <br> 50 <br> Corporate Governance <br> 127Operating Officers |
| 128 | Principal Manufacturing Facilities Section |
| 130 | Corporate Information |
| 132 | Investor Information History |

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## Financial Data

Honda Motor Co., Ltd., and Subsidiaries
Years ended or at March 31

(Notes) 1. On July 1, 2006, the Board of Directors declared a two-for-one stock split of the Company's common stock. All share-related information in this financial highlights are stated according to the number of shares following the stock split.
2. The information in the consolidated financial statements for the year under review is presented according to the method used until the preceding fiscal year, and is adjusted to reflect the current method. For details, please refer to the note to the consolidated financial statements entitled "3. Revisions of Classifications" in the financial section.
3. The consolidated financial statements as of and for the year ended March 31, 2007 have been translated into U.S. dollars at the rate of $¥ 118.05=$ U.S.\$1, the approximate exchange rate prevailing on the Tokyo Foreign Exchange Market on March 31, 2007. Those U.S. dollar amounts presented in the consolidated financial statements and related notes are included solely for the reader. This translation should not be construed as a representation that all the amounts shown could be converted into U.S. dollars.

## Operating Data

Years ended March 31

| Unit Sales Breakdown (Thousands) | Motorcycles |  |  | Automobiles |  |  | Power Products |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2006 | 2007 | Change | 2006 | 2007 | Change | 2006 | 2007 | Change |
| Japan | 368 | 337 | (8.4)\% | 696 | 672 | (3.4)\% | 487 | 527 | 8.2\% |
| North America | 615 | 503 | (18.2) | 1,682 | 1,788 | 6.3 | 2,827 | 3,103 | 9.8 |
| Europe | 353 | 329 | (6.8) | 291 | 324 | 11.3 | 1,477 | 1,625 | 10.0 |
| Asia | 7,907 | 7,895 | (0.2) | 521 | 620 | 19.0 | 717 | 760 | 6.0 |
| Other Regions | 1,028 | 1,305 | 26.9 | 201 | 248 | 23.4 | 368 | 406 | 10.3 |
| Total | 10,271 | 10,369 | 1.0\% | 3,391 | 3,652 | 7.7\% | 5,876 | 6,421 | 9.3\% |


| Net Sales Breakdown | Motorcycle Business |  |  | Automobile Business |  |  | Financial Services Business |  |  | Power Product and Other Businesses |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Yen (millions) | 2006 | 2007 | Change | 2006 | 2007 | Change | 2006 | 2007 | Change | 2006 | 2007 | Change |
| Japan | ¥ 99,009 $¥$ | 101,753 | 2.8\% | $¥ 1,447,388$ | ¥1,412,726 | (2.4)\% | $¥ 21,140$ | ¥ 21,497 | 1.7\% | $¥ 126,507$ | $¥ 145,214$ | 14.8\% |
| North America | 349,741 | 308,293 | (11.9) | 4,722,354 | 5,179,139 | 9.7 | 267,485 | 364,892 | 36.4 | 123,779 | 128,552 | 3.9 |
| Europe | 208,092 | 219,773 | 5.6 | 717,360 | 917,199 | 27.9 | 10,108 | 12,642 | 25.1 | 73,861 | 87,143 | 18.0 |
| Asia | 324,026 | 383,389 | 18.3 | 731,833 | 861,612 | 17.7 | 1,966 | 3,150 | 60.2 | 27,626 | 35,003 | 26.7 |
| Other Regions | 244,944 | 357,409 | 45.9 | 385,759 | 518,404 | 34.4 | 6,170 | 7,520 | 21.9 | 18,848 | 21,830 | 15.8 |
| Total | $¥ 1,225,812 ¥ 1$ | 1,370,617 | 11.8\% | ¥8,004,694 | ¥8,889,080 | 11.0\% | $¥ 306,869$ | ¥409,701 | 33.5\% | $¥ 370,621$ | $¥ 417,742$ | 12.7\% |

Primary Data for Five Years
Years ended or at March 31


## The Year in Review

During fiscal 2007, ended March 31, 2007, Honda set in place a number of measures aimed at global growth and advancement. To propel ourselves forward over the medium to long term, we outlined specific measures for our three initiatives that are; developing advanced systems at our production facilities in Japan, solidifying the foundation for growth in our overseas business and working to reduce our $\mathrm{CO}_{2}$ emissions on a global level by promoting innovative products and production facilities. We also accelerated
efforts to strengthen the core characteristics that make Honda unique in order to continue creating new value for our customers, such as by commercializing the HondaJet and solar cell businesses, bringing these projects a step closer to reality.

## Environment

As to the economic conditions surrounding Honda during fiscal 2007, although crude oil prices became relatively more stable other raw materials prices continued to significantly increase. In the United States, despite slowing growth in personal consumption and capital investment, strong economic growth continued, albeit at a slightly slower rate, and the economies of Europe sustained a gradual recovery. Rapid economic growth also persisted in Asian countries, particularly China and India. In Japan, increases in capital investments and other factors supported a gradual economic recovery, although personal consumption was lackluster.

## Overview of Fiscal 2007 Operating Performance

Tumultuous change characterized the business environment in key world markets. Amid increasingly stringent competition, we remained proactive in our efforts to launch products that create new value. These undertakings paid off in the form of higher unit sales in each of our businessesmotorcycles, automobiles and power products-and revenues grew for the seventh consecutive year as each of our businesses expanded.

Despite a demanding competitive environment, increased overseas unit sales and the currency effects caused by the depreciation of the Japanese yen rose profits, but income fell for a variety of reasons. We experienced the negative impact of changes in our model mix, as significantly increasing gasoline prices prompted a shift in demand toward compact cars. The cost of steel, aluminium and precious metals substantially increased, and selling, general and administrative expenses accompanied the rise in unit sales. R\&D expenses also rose, as we spent more on safety and environmental technologies and worked to improve the attractiveness of our products. Furthermore, the gain that we posted in fiscal 2006 on the return of the substitutional portion of the Employees' Pension Funds to the Japanese government was absent in fiscal 2007.

## Motorcycle Business

In key Asian markets, demand for motorcycles as an essential mode of transportation continued to grow. Sales in Latin America remained strong, mainly in Brazil, where economic performance was stable.

Since mid-2005, Indonesia, which is a major market for our products in Asia, has been affected by substantially increasing gasoline prices, coupled with substantially high inflation and interest rates, which depressed overall demand. However, a turnaround in this situation from mid-2006 allowed our equity-method affiliate there to stage a recovery in sales.


The $C R-V$, posting strong sales in all markets (North American market version shown)


Honda Aircraft Company groundbreaking ceremony

## Automobile Business

On a global basis, a sharp rise in gasoline prices spurred demand for automobiles featuring good fuel economy, leading to steady increases in sales of Honda vehicles in North America and Europe. Sales remained strong in China, India, Brazil and other emerging economies. In particular, strong worldwide sales of the new Civic, introduced in September 2005, continued in fiscal 2007. Sales of the new $C R-V$, which we launched in September 2006, also recorded strong worldwide sales results and contributed to the steady expansion of unit sales.

## Power Product and Other Businesses

Unit sales in the power product business increased in all regions in fiscal 2007, mainly in North America and Europe. This rise was supported by products that play a role in customer lifestyles, such as lawn mowers and generators, as well as engines for OEM*1 use in construction equipment and generators.

In December 2006, we established a subsidiary in Japan to manufacture and sell next-generation thin-film solar cells that we developed using proprietary technologies. Sales began in Japan on a limited regional basis in June 2007, and by fall 2007 we expect to commence mass production on an annual capacity of 27.5 megawatts and full-fledged sales.

Fulfilling an objective that Honda has set through R\&D since the time of its establishment, in October 2004 we formed a joint venture with General Electric Company, and in 2006, that venture secured orders to supply compact turbofan engines to two aircraft manufacturers. Furthering these efforts, in August 2006 we established a subsidiary in the United States to construct R\&D, manufacturing and sales of compact jets. In October 2006, we began accepting orders for HondaJet, a compact business jet. Deliveries and associated revenue are scheduled to begin in 2010.
*1: OEM (Original equipment manufacturing)
OEM refers to a manufacturing of products and components supplied for sale under a third-party brand.

## Future Initiatives

The environment in which Honda operates is likely to grow increasingly challenging. Honda will address this situation by accelerating efforts to strengthen the core characteristics that make Honda unique as we create new value and continue to deliver products and services that exceed the expectations of our customers. In May 2006, I discussed three themes for achieving this vision-"Establishing advanced manufacturing systems and capabilities," "Strengthening the foundation for global growth" and "Strengthening our commitment to reducing our environmental footprint"-and we continue to move forward along these lines.

I would now like to introduce our recent initiatives under these themes, and talk about the measures we have implemented.

## Establishing Advanced Manufacturing Systems and Capabilities

First, let me outline our initiatives to create advanced systems in the realm of manufacturing and R\&D, as these areas support the ongoing global expansion of Honda's businesses.

In terms of strengthening our manufacturing systems, the new Yorii plant-scheduled to begin operations in 2010-will feature high-quality and highly efficient production and logistics systems, allowing us to make state-of-the-art automobiles quickly and in response to diverse customer demands. Also taking the environment into consideration, each of the cars produced at this plant will produce $20 \%$ lower $\mathrm{CO}_{2}$ emissions, compared with vehicles produced in 2000. As demand in various regions around the world for fuel-efficient vehicles is rising more quickly than we had anticipated, we have decided to build a new engine plant nearby, in Ogawa, Saitama. This plant is scheduled to begin production in mid-2009.

Amid expanding global demand for our motorcycles, both small and large, we have elected to strengthen our manufacturing system by concentrating motorcycle production at our Kumamoto plant by the end of 2009, incorporating functions that will make it one of the world's leading factories. This move will enable us to enhance production technologies and expertise, which we can subsequently share with our plants worldwide.

Moving to the topic of strengthening our R\&D system from a manufacturing standpoint, for motorcycles we will work to respond to increasingly diverse consumer needs and provide products that are attractive and highly competitive by pursuing ease of use, improving riding performance, adding features and making them more fun to ride. We have reorganized our R\&D structure to meet these objectives. In automobiles as well, we have reorganized our R\&D structure into Honda and Acura brand areas, prompted by the expansion of our premium Acura brand, which has gained a strong foothold in North America. We have created a product development system to clearly emphasize individual brand characteristics. In May 2007, we opened the Acura Design Studio in the United States to emphasize the important role that design strategy plays in defining the characteristics of the Acura brand.

## Strengthening the Foundation for Global Growth

Addressing the topic of strengthening the foundation for global growth, this fall we will undertake a full model change for the Accord, a core model in North America. We are reconfiguring our production system in response to the rising demand for fuel-efficient cars, stemming from significantly increasing gasoline prices. In April 2007, we began manufacturing the Civic, which we have already produced at our East Liberty plant and at line one of our plant in Canada, at line two of our plant in Canada. In line with strong ongoing sales of the CR-V, from fall 2007 we will begin manufacturing this model at our plant in Mexico. We are also planning to begin production in a new plant in Indiana, in the United States, and a new engine factory in Canada in 2008. Honda is reinforcing its North American business foundations by putting in place a manufacturing system that can respond flexibly, both to increasing demand and to market shifts.


Acura Design Studio, which opened in May 2007


Groundbreaking ceremony for new factory in Indiana


The FCX Concept fuel cell vehicle, which offers greatly improved environmental and driving performance

In Europe, we have experienced an increase in sales of locally manufactured models with diesel engines, mainly the new Civic and the new CR-V. In response, we plan to raise production at our U.K. plant to its annual capacity of 250,000 units in late 2007.

In China, Guangzhou Honda Automobile Co., Ltd., an affiliate accounted for under the equity method, began operating a second factory in September 2006. Together with the annual production capacity of this plant, which specializes in producing automobiles for export, our total annual production capacity in China has reached 530,000 units. In March 2007, operations began at a new plant in China that manufactures transmissions and engine parts, raising our local content and cost performance. In April 2007, Guangzhou Honda established Guanzghou Honda Automobile Research \& Development Co., Ltd. The purposes of this company are to promote local autonomy, enhance product development and enhance our ability to deliver products that meet the needs of clients in this market.

In the rapidly growing Indian market, in addition to raising annual production from 50,000 units to 100,000 units in 2007, we have begun building a second factory with an annual capacity of 60,000 units that will begin operations at the end of 2009.

Demand for motorcycles and automobiles in South America continues to grow, spurred by strong economic performance. In Brazil, in January 2007 we raised annual capacity at our motorcycle plant from 1 million units to 1.35 million units, and this level is scheduled to rise to 1.5 million units by the end of 2007. At our automobile plant, we also plan to double annual capacity to 100,000 units in mid-2007.

## Strengthening Our Efforts to Reduce Our Environmental Footprint

Concluding on the theme of strengthening our efforts to reduce our environmental footprint, Honda currently puts the highest priority on its efforts to address global environmental issues. We have announced targets for reducing $\mathrm{CO}_{2}$ emission levels for all products and manufacturing activities throughout the world, and we are progressing diligently toward these goals.

In terms of products, we are introducing new technologies to raise the fuel efficiency of gasoline-powered automobiles, showcased in the advanced VTEC*2 engine and the Variable Cylinder Management System**. We are enthusiastically integrating advanced environmental technologies into our products. For example, in 2009 we plan to introduce a new dedicated hybrid vehicle, a clean diesel engine that will achieve tailpipe emissions on par with gasoline-powered automobiles, and a new fuel cell vehicle.

In manufacturing, we are stepping up efforts to reduce the environmental impact of each of our factories. We are also conducting broad-ranging research and development on a variety of energy-related production topics, such as using biotechnology to produce ethanol and solar power to generate hydrogen.

[^1]
## Accelerating Efforts to Strengthen the Core Characteristics that Make Honda Unique

## Establishing Advanced Manufacturing Systems and Capabilities

Strengthening Production Systems in Japan Establishing a New Automobile Plant (annual production capacity: approximately 200,000 units)

- New automobile plant to be established in Yorii, Saitama. Production scheduled to begin in 2010.
- New engine plant to be established in Ogawa, Saitama. Production scheduled to begin in summer 2009.
- After new plants begin operating, Sayama plant will be renovated to serve as a leading-edge manufacturing facility.

Strengthening Motorcycle Production Systems

- Gradually concentrate motorcycle production at Kumamoto Factory, with 2009 as target. Strengthen leading functions and provide technical guidance to overseas production facilities.

Strengthening AT Production

- Strengthen automobile automatic transmission (AT) and transmission gear production systems at Hamamatsu Factory.


## Strengthening R\&D Structure

Strengthening R\&D systems

- Updating our Operations Organizationally

Motorcycles: Divide into two domains-one for people wanting convenience and the other for people pursuing the joy of riding. Automobiles: Separate the Honda and Acura brands.

- New R\&D center to be established in Sakura, Tochigi. Operations scheduled to start in 2009.


## Strengthening Our Foundation for Global Growth

Further Strengthening the Business Foundation of North American Operations
Establishing a new automobile plant in Indiana

- Production scheduled to begin in fall 2008. Annual production capacity of approximately 200,000 units.

Establishing a New Automobile Engine Plant in Canada
Adjoining Existing Auto Plant

- Production scheduled to begin in 2008. Annual production capacity of approximately 200,000 units.

Expanding Production at Our Plant in Mexico

- From fall 2007, annual production capacity scheduled to increase from 30,000 units to 50,000 units. CR-V production scheduled to begin.
Strengthening European Business
Creating a system with an annual production capacity of 300,000 units
- In February 2007, U.K. plant has shifted to full automobile production of annual capacity of 250,000 units.
- In early 2008, expand automobile production capacity of plant in Turkey from 30,000 units to 50,000 units.


## Expanding Business and Strengthening Foundation in

 Developing AreasExpanding production capacity in India

- Expand annual motorcycle production capacity to exceed 5.6 million units by 2010 .
- During 2007, double automobile annual production capacity to 100,000 units. Within two years, build a second automobile plant.

Expanding Motorcycle Production Capacity in Vietnam

- In mid-2007, expand annual production capacity to 1 million units.
- Made decision to build a second plant. (Production scheduled to begin in the latter half of 2008.)

Expanding Motorcycle and Automobile Production Capacity in Brazil

- By the end of 2007, expand annual production capacity to 1.5 million units.
- In mid-2007, double automobile annual production capacity to 100,000 units.

Promote localization and product development in China

- Guangzhou Honda established automobile R\&D company.
- Guangzhou Honda received government approval to begin engine production.


## Strengthening Our Efforts to Reduce Our Environmental Footprint

Reduce worldwide $\mathrm{CO}_{2}$ emissions levels by 2010 (compared to

## 2000 levels)

- Reduce $\mathrm{CO}_{2}$ emissions volumes for motorcycles, automobiles and power products by $10 \%$ per unit $t^{\star_{1}}$.
- Reduce $\mathrm{CO}_{2}$ emissions volumes per unit during use for motorcycles and power products by $20 \%$, and for automobiles by $10 \%{ }^{*}$.

New Gasoline Engine Technologies

- On automobiles, introduce the advanced VTEC engine and the advanced Variable Cylinder Management system.
- On motorcycles, expand use of fuel injection.
- On motorcycles, introduce low-friction engine and Variable Cylinder Management system.

Expanding Scope of Hybrid Vehicles to Include Compact Cars

- In 2009, plan to begin selling an affordably priced new dedicated hybrid vehicle.

Expanding Use of New Clean Diesel Engine on Mid- and Full-Sized Vehicles

- Develop a new four-cylinder clean diesel engine that will meet the same TierII Bin5 U.S. exhaust emission standards that are required of gasolinepowered vehicles and aim to begin sales in the United States in 2009.
- Pursue development of a V6 diesel engine.
- Also decided to begin sales of this product in the Japanese market.

Bioethanol

- In Brazil, in November 2006 began sale of Flexible Fuel Vehicle (FFV) capable of running on up to $100 \%$ ethanol.
- Developed new technology to produce bioethanol from rice straw. In May 2007, established pilot plant to promote mass-production technologies.

Fuel Cell Vehicles

- In 2008, begin leasing a new fuel cell vehicle in Japan and the United States based on the FCX Concept car.
- Promote initiatives involving home energy stations that produce hydrogen from natural gas, as well as solar cell-based hydrogen stations.

Solar Cell

- Established manufacturing and production subsidiary Honda Soltec Co., Ltd., in December 2006.
- Established a production line at Kumamoto Factory with annual capacity of 27.5 megawatts.
- In fall 2007, begin mass production and full-fledged sales.
*1: For motorcycles and automobiles, units are grams/kilometer; for power products, kilograms/hour.
*2: For motorcycles, automobiles and power products, units are kilograms/unit.

Honda's Expected Global Sales in 2010


[^2]
## Returning Profits to Shareholders

Honda strives to carry out its operations from a global perspective and to increase its corporate value. With respect to the redistribution of profits to its shareholders, which we consider to be one of the most important management issues, Honda's basic policy for dividends is to make distributions after taking into account its long-term consolidated earnings performance. Honda will also acquire its own shares at the optimal timing with the goals of improving efficiency of the Company's capital structure and facilitating efforts to enhance capital agility.

The present goal is to maintain a shareholder return ratio (i.e., the ratio of the total of the dividend payment and the repurchase of Company shares to consolidated net income) of approximately $30 \%$.

Retained earnings will be allocated toward financing R\&D activities that are essential for the future growth of Honda and capital expenditures and investment programs that will expand operations for the purpose of improving business results and strengthening Honda's financial condition.

For fiscal 2007, Honda set a year-end cash dividend of $¥ 20$ per share, bringing total cash dividends for the year to $¥ 67$ per share, when adding in the interim dividend of $¥ 30$ and a third-quarter dividend of $¥ 17$ per share. Honda also implemented a two-for-one stock split on July 1, 2006. Had this stock split not been carried out, dividends would have been equal to $¥ 134$ per share, a $¥ 34$ increase over the previous year.

For the fiscal year ending March 31, 2008, we plan to pay quarterly dividends of $¥ 20$ per share, amounting to annual dividends of $¥ 80$ per share, up $¥ 13$.

We will continue doing our utmost to meet the expectations of our shareholders.

## In Closing

Honda's overriding quest is to become a company that society wants to exist throughout the world. To this end, we will strive to provide greater levels of enjoyment and inspiration to our customers and emphasize the characteristics that make Honda unique.

We look forward to the continued understanding and support of shareholders and other investors as we embrace the challenges of the future.

June 22, 2007


Takeo Fukui
President and Chief Executive Officer

## Review of Operations

| 12 | Summary of Operating Results |
| :--- | :--- |
| 14 | by Business |
| 19 | Motorcycle Business |
| 25 | Automobile Business |
| 26 | Power Product and Other Businesses |

## Review of Operations (Year ended March 31, 2007)



Motorcycle Business

Net Sales $\quad ¥ 1,370.6$ billion (11.8\%)<br>Operating Income $¥ 100.6$ billion ( $-11.7 \%$ )

Revenue from unaffiliated customers increased $11.8 \%$, to $¥ 1,370.6$ billion, from the previous fiscal year, due mainly to increased unit sales and the positive impact of currency translation effects. Operating income decreased $11.7 \%$, to $¥ 100.6$ billion, from the previous fiscal year, due mainly to increased SG\&A expenses, increased R\&D expenses and the gain on the return of the substitutional portion of employees' pension funds to the Japanese government recorded in fiscal 2006. This contributed to offsetting the positive impact of increased profit attributable to higher revenue and the currency effects that were caused by the depreciation of the Japanese yen.


# Automobile Business <br> $\begin{array}{ll}\text { Net Sales } & ¥ 8,889.0 \text { billion (11.0\%) } \\ \text { Operating Income } & ¥ 599.5 \text { billion ( }-4.6 \% \text { ) }\end{array}$ <br> Operating Income $¥ 599.5$ billion ( $-4.6 \%$ ) 

Revenue from unaffiliated customers increased $11.0 \%$, to $¥ 8,889.0$ billion, due to increased unit sales and the positive impact of currency translation effects. Operating income decreased $4.6 \%$, to $¥ 599.5$ billion, due mainly to the negative impact of changes in the model mix, substantially increased raw material costs, increased SG\&A expenses, increased R\&D expenses and the gain on the return of the substitutional portion of employees' pension funds to the Japanese govemment recorded in fiscal 2006, which offset the positive impacts of increased profit attributable to higher revenue, continuing cost reduction effects and the currency effects caused by the depreciation of the Japanese yen.


# Power Product and Other Businesses 

| Net Sales | $¥ 417.7$ billion $(12.7 \%)$ |
| :--- | ---: |
| Operating Income | $¥ 36.1$ billion $(0.6 \%)$ |

Revenue from unaffiliated customers in power product and other businesses increased $12.7 \%$, to $¥ 417.7$ billion, due mainly to increased unit sales of power products and the positive impact of currency translation effects. Operating income was $¥ 36.1$ billion, an increase of $0.6 \%$ from the previous fiscal year, due mainly to the positive impact of 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 and the gain on the return of the substitutional portion of employees' pension funds to the Japanese govermment that was recorded in fiscal 2006.

## Financial Services Business

| Net Sales | $¥ 409.7$ billion ( $33.5 \%$ ) |
| :--- | :--- |
| Operating Income | $¥ 115.5$ billion $(27.6 \%)$ |

Revenue from unaffiliated customers in our financial services business increased $33.5 \%$, to $¥ 409.7$ billion. Operating income increased $27.6 \%$, to $¥ 115.5$ billion, benefiting from increased profit attributable to higher revenue and positive impact of currency effects caused by the depreciation of the Japanese yen, despite higher interest rates to raise funds.

Percentage of Unit Sales by Region Unit Sales by Region Net Sales/Operating Income





(48\%)
(Thousands of units)
North America
406
Other
Regions



## Initiatives in Emerging Markets

## 1. India—Honda's Largest Market

Overall Indian Market and Honda's Market Share (Year)



CBZ Extreme


CD Deluxe

## Ongoing Market Expansion, but Increasingly Challenging Competition

Against the backdrop of overall robust economic performance, the size of the Indian market continued to expand since motorcycle makers launched a number of highly competitive models. Honda's unit sales* in fiscal 2007 rose $13.3 \%$, to $3,930,000$ units, from the previous fiscal year. This total represents the combined sales of Hero Honda Motors Limited (Hero Honda), an affiliate accounted for under the equity method, which saw an $11.4 \%$ increase in sales from the previous fiscal year, to 3,239,000 units, and Honda Motorcycle and Scooter India Private Limited (Honda Motorcycle and Scooter India), a consolidated subsidiary, which experienced a $23.0 \%$ rise in sales to 691,000 units. From the second half of fiscal 2007, sales benefited from the November 2006 launch of the new CBZ Extreme and the December introduction of full model change versions of CD Dawn and CD Deluxe, which are two of the core models, spurring a recovery in Honda's market share.

* Wholesale units sold locally



## Boosting Production Capacity to Meet Growing Demand in the Long Term

Demand in India continues to expand for motorcycles, which are an essential mode of transportation in this market. Consequently, by approximately 2010 total demand is expected to rise to the 12,000,000-unit level. To meet this growing demand, Hero Honda is adding to the annual production capacity of $3,900,000$ units at its two existing plants by building a third plant with an annual production capacity of 500,000 units. In September 2006, Honda Motorcycle and Scooter India also raised its annual production capacity to 1,000,000 units.

## 2. Indonesia-the World's Third Largest Motorcycle Market

## Financial Policies in the First Half of Fiscal 2007 Lead to Sluggish Market

In Indonesia-the world's third largest motorcycle market, following China and India—overall demand in calendar 2006* came to approximately 4,630,000 units, down 13.8\% from the previous year. In fall 2005, the Indonesian government raised interest rates in an effort to curb the climbing rate of inflation initiated by rising gasoline prices. This move, in turn, caused a credit crunch that dampened consumer purchasing power.

In this problematic market environment, P.T. Astra Honda Motors (Astra Honda), an affiliate accounted for under the equity method, endeavored to arouse demand by launching the Mega Pro and Tiger 2000, as well as for the Vario, a newly introduced scooter equipped with an automatic transmission (AT) that automatically changes gears according to speed and engine revolutions. Nevertheless, unit sales declined $11.6 \%$ from the previous year, to $2,340,000$ units.
*Wholesale units sold locally

## Easing of Financial Policies Contributes to Recovery from Second Half of Fiscal 2007

Looking at the economic environment in Indonesia, in fall 2006 inflation and interest rate policy returned to single-digit levels. In calendar 2007, overall motorcycle demand is expected to return to 2005 levels. As in India, economic expansion in Indonesia is expected to continue prompting high rates of market expansion. Astra Honda continues to promote sales growth by launching new models and strengthening its sales promotion efforts. The company is also encouraging rider safety through an enhanced riding trainer at its dealerships to create an environment that promotes motorcycles.

Demand Recovery in line with declining both inflation rate and policy Interest Rate


Overall Brazilian Market and Honda's Market Share (Year)


[^3]Model Introduced in Fiscal 2008


POP100
An easy-to-handle, reasonably priced family motorcycle

## 3. Robust Economic Growth Spurs Ongoing Expansion of Brazilian Market

In 2006, the size of the Brazilian market expanded 24.0\% year-on-year, to approximately $1,270,000$ units, with currency exchange and inflation rates stable in a robust economic climate. Honda's unit sales in fiscal 2007 increased $22.0 \%$ from the previous term, to 1,021,000 units, despite competition from expanding local production by a Chinese manufacturer.

The country's economic outlook remains stable for calendar 2007, and motorcycle demand is expected to continue expanding and rise more than 20\%, to 1,550,000 units. To meet this increasing demand, in January 2007 we raised annual production capacity from 1,000,000 units to 1,350,000 units. By the end of calendar 2007, we intend to further increase annual capacity, to 1,500,000 units.

## Sources of Honda's Strong Position in the Brazilian Market

Since beginning local production in Brazil in 1976, we have raised local procurement rates and bolstered cost competitiveness, and in the process developed a solid operation with deep local roots. As a result of many years of effort, Honda currently holds approximately $80 \%$ share of the Brazilian market.


The Manaus plant, which is scheduled to expand annual production to 1.5 million units by the end of calendar 2007

Units Manufactured by Honda in Brazil


## Business Development in Developed Countries of Matured Markets

## 1. Soaring Gasoline Prices and Rising Interest Rates Affect North American Market

The U.S. market is divided into motorcycles and ATVs. In calendar 2006, the U.S. motorcycle market for on-road models expanded, spurred by new model launches by various manufacturers, but off-road category demand for enduro models suffered a decline as soaring gasoline prices and concerns about the economy prompted customers to curtail recreational spending. Consequently, overall demand remained approximately on par with the previous year. At the same time, in calendar 2006 the U.S. ATV market was relatively strong in the sport category, in response to the introduction of new products by various manufacturers. Higher interest rates and concerns about an economic slowdown affected demand in the utility category, however, driving down overall ATV demand compared with the preceding fiscal year.

In fiscal 2007, Honda's unit sales in North America fell 18.2\%, to 503,000 units. In the motorcycle category, sales of new sports and off-road models were strong, but enduro models experienced a sales decline as a result of the shifts in the market environment. In the ATV category, sales were strong for new models, such as the FourTrax Rancher series, launched in December 2006, following a full model change. However, shifts in the market environment caused overall sales to decline.

| Motorcycles | Off-road models: |
| :--- | :--- |
| On-road motorcycles: |  |
| Models suited for long-distance riding over paved |  |
| surfaces and focused on rideability | Primarily for recreational <br> and competitive racing <br> in forests and on sandy <br> trails | | Used mainly for |
| :--- |
| practical applications, |
| such as in agriculture |

Overall Japanese Demand, by Category (Year)


Total Registered Vehicle Demand in Europe (Year)


[^4]Motorcycle Demand in Key European Countries (Registered Vehicles) (Year)


## 2. The Japanese Market, Impacted by a Declining Birthrate

In fiscal 2007, demand in the Japanese motorcycle market for motorcycles under 50cc of engine displacement-the largest demand category-fell as a result of the declining number of youth in the population, resulting in the declining number of licensed motorcycle drivers. Overall, demand declined approximately $2 \%$, to 730,000 units.

Looking at recent trends in the Japanese motorcycle market, restrictions on motorcycles with passengers traveling on expressways have been lifted, auto-matic-only vehicle licenses have been introduced, and the ETC*1 system has been expanded to include motorcycles. Each of these changes has helped to improve the riding environment, a culmination of years of effort. As a result, demand stopped declining in certain categories during fiscal 2007.

Due to the decline in demand for inexpensively priced scooters under 50cc, in fiscal 2007 Honda's unit shipments decreased $7.0 \%$, to 343,000 units. In fiscal 2008, we expect demand to shrink slightly to approximately 720,000 units.

To meet anticipated increases in the diverse recreational mobility needs of Japanese customers, we will work to meet customers' demand focusing on customers' satisfaction, developing "Dream Shops" in Japan which offer products and services of high value, centering on sport models.
*1: ETC System (Electronic Toll Collection System)
This system for paying expressway tolls without stopping at toll booths uses a wireless system for toll collection by communicating between the antenna of a vehicle-mounted ETC unit and a toll collection machine.

## 3. Expanding Demand in Southern Europe, Particularly for Scooters

The motorcycle market in Europe in calendar 2006 was characterized by growing demand in Southern Europe, including Italy, Spain and France, driving up demand $8.5 \%$, to approximately 1,310,000 units*2. A licensing system revision in Spain in October 2004, raised from 50cc to 125cc the maximum size of motorcycles that could be ridden legally with a standard automobile license, prompting a surge in demand in this country. Demand in France and Germany also surged in advance of the January 2007 introduction of Euro3*3 emissions restrictions in 15 European countries.

Honda's unit sales in Europe in fiscal 2007 came to 297,000 units, down $6.6 \%$. Sales of SH125i, SH150i and other scooters were robust, but sales of large super sport models and motorcycles in the 125cc class were lackluster.
*2: Number of motorcycles registered in the European market (12 countries: Italy, Spain, France, Germany, the United Kingdom, the Netherlands, Belgium, Austria, Switzerland, Portugal, the Czech Republic and Hungary)
*3: Euro3: An emission regulation that calls for a $55 \%$ reduction against previous levels of carbon monoxide (CO), a reduction in hydrocarbons of between 33\% and 70\%, depending on vehicle type and a $50 \%$ reduction in nitrogen oxides ( NOx ).

## Scooter



SH125i / SH150i
Strongest selling Itaianmade model in fiscal 2007

Motorcycles


CBF1000
Touring-sport model made in Italy


Deauville Touring model made in Spain

## Automobile Business

## 1. Japanese Market Affected by Declining Birthrate, Aging Population and Shifting Consumer Preferences

Total automobile demand in Japan in calendar 2006 declined roughly 2\%, to approximately $5,740,000$ units. Various manufacturers launched new mini-car models, which pushed demand in this segment up $5.2 \%$, to approximately 2,020,000 units. Demand for registered vehicles, however, decreased $5.4 \%$, to approximately $3,720,000$ units.

Bolstered by the introduction of the Zest at the end of the preceding fiscal year, Honda's sales of mini-cars grew 16.8\% in fiscal 2007, to 283,000 units. Conversely, registered vehicle sales dropped $12.6 \%$, to 408,000 units, impacted negatively by a harsh market environment despite favorable sales of the Stream and CR-V following full model changes.

Given such ongoing issues as an aging population, a declining birthrate and increasingly diverse consumer preferences, as well as the trend toward a longer average period of car ownership, market conditions are expected to remain severe. Against this backdrop, the Fit-Honda's highest-selling mass production model-will undergo a full model change in fall 2007, in the effort to ensure that the vehicle retains its appeal. At the same time, Honda will endeavor to provide services to its 9 million existing customers to ensure that they enjoy the full automobile ownership experience.



## Honda's Unit Sales



Registered vehicles
Mini-cars

Models Introduced in Fiscal 2007


Stream


Elysion Prestige


Total U.S. Market Demand by Category (Year)


## 2. Growing North American Demand for Fuel-Efficient Vehicles

Total demand in the United States in calendar 2006 fell 2.6\% from the preceding year, to approximately 16,550,000 units. Soaring gasoline prices in the summer buying season pushed up demand for fuel-efficient cars. This trend enhanced demand for subcompact cars and crossover-utility vehicles (CUVs), which aim for SUV* utility and are based on passenger car platforms.

* Sport-utility vehicle (SUV): A vehicle designed and developed for recreational purposes

Crude Oil Prices and Prices of Regular Gasoline in the United States


Source: EIA (Energy Information Administration)

Demand for Passenger Cars Overall and by Segment


Demand for Light Trucks Overall and by Segment

Honda enjoyed a $2.8 \%$ increase in sales in the United States during fiscal 2007, to 1,529,000 units. We benefited from the launch of the Fit, which first went on sale in April, and the introduction of the CR-V, an entry-level CUV, in September following a full model change. In the area of manufacturing, we responded to rising demand for the fuel-efficient Civic by starting production in April 2007 on the second line in Canada. As part of this process, we shifted production of the Pilot from this line to our plant in Alabama.

In calendar 2007, we expect overall U.S. automobile demand to fall slightly below the level of calendar 2006, coming to slightly less than $16,400,000$ units. Affecting this demand, the U.S. economic environment
should benefit from strong employment and personal consumption, but we expect a deteriorating housing situation to have a negative impact on automobile demand. Although relatively warm winter weather in calendar 2006 brought a temporary respite in gasoline prices, prices have again soared. We expect demand for fuel-efficient cars to rise in response.

On the sales front, in fall 2007 we will implement a full model change of the Accord, which is our core model. Production of the $C R-V$, which continues to experience brisk demand, is scheduled to begin at our plant in Mexico. With respect to development, in May 2007 we opened the Acura Design Studio in the United States, reflecting the important role that design strategy plays in defining the characteristics of the Acura brand.

The United States is one of the few advanced countries with a clearly growing population, and we expect stable growth in the automobile market there to continue expanding. In response to market growth and to further


The new Accord Coupe solidify our operating foundation in North America, we are building a new auto plant in Indiana with an annual capacity of 200,000 units and an engine plant in Canada, both of which are scheduled to begin operations in fall 2008.

## Finished Auto Plants in North America



## Production Bases in North America (Automobiles)




Honda's Unit Sales in Europe and Percentage of Diesel-Powered Cars


## 3. Ongoing Demand for Diesel-Powered Cars in Western Europe and Sharp Demand Growth in Eastern Europe, Centered on Russia

In calendar 2006, total demand for passenger cars in Western Europe*2 came to approximately $14,620,000$ units, up $1.8 \%$ from the previous year. Germany-Europe's largest market-experienced a 4.5\% year-on-year rise in demand, to approximately $3,470,000$ units, as consumers sought to make purchases ahead of a January 2007 increase in the value-added tax (VAT). Demand increased in Italy and Spain against a background of strong economic performance.

Further, demand for diesel-powered cars remained strong, helped by their impressive fuel and power efficiency. This demand, as well as a growing awareness of their environmental benefits, pushed diesels above $50 \%$ as a percentage of registered passenger cars in calendar 2006.

Amid the emerging countries of Eastern Europe, as a producer of abundant crude oil, natural gas and other energy resources, Russia continues its rapid economic growth. In line with its strong economic performance, in fiscal 2006 passenger car demand in the country expanded $25.5 \%$, to approximately $1,870,000$ units. Foreign brands increased rapidly in the Russian passenger car market and gained a majority share of the market.
*2 Western Europe: 15 EU countries (Ireland, United Kingdom, Italy, Austria, the Netherlands, Greece, Sweden, Spain, Denmark, Germany, Finland, France, Belgium, Poland and Luxembourg) and the 3 European Free Trade Association Countries (Iceland, Switzerland and Norway)


Honda's unit sales in fiscal 2007 came to 327,000 units, up 14.8\% from the previous year. In Western Europe, the new Civic enjoyed positive sales, while consumers also responded positively to the $C R-V$ following its launch in January 2007. Sales were also robust in Eastern Europe, propelled by a doubling of sales in Russia, compared with the preceding year.

Since equipping the Accord with the first Honda-developed diesel engine in January 2004, we have expanded our lineup and sales of diesel-powered cars. In fiscal 2007, diesel-powered cars accounted for $27.4 \%$ of unit sales in this market, or 89,000 units. In fiscal 2008, we are targeting dieselpowered car sales to exceed 100,000 units.

From a production standpoint, in February 2007 we responded to brisk sales of the locally produced Civic and CR-V by beginning full-scale operations at our second U.K. plant. In addition, we shifted some of the mechanical processes for manufacturing diesel engines from Japan to the United Kingdom as part of our ongoing shift toward local production.

## 4. Growing Asian Markets, Centered on China and India

## (1) China Growing into the World's Second Largest Automobile Market

In calendar 2006, the Chinese automobile market, including commercial vehicles, grew $25.3 \%$, to approximately $7,220,000$ units ${ }^{*}$, following the United States as the world's second-largest market. Economic expansion is enabling a growing segment of society to purchase automobiles, and the move toward motorization is rippling outward from urban centers into the countryside, enlarging the market.

However, in December 2006 China's National Development and Reform Commission announced policies designed to address a surplus of facilities of small and medium-sized manufacturers in the country by restructuring automobile production and encouraging development of their own brands. Attention continues to focus on the potential impact of this development.

Source: China Association of Automobile Manufacturers
In this climate, Guangzhou Honda Automobile Co., Ltd. (Guangzhou Honda), and Dongfeng Honda Automobile Co., Ltd. (Dongfeng Honda), affiliates accounted for under the equity method, posted strong unit sales, helped by the City and the Civic, which launched in April 2006. As a result, in fiscal 2007 these two companies delivered combined sales of 323,000 units, up $25.9 \%$ from the previous year.

From a production standpoint, to meet growing demand, in February 2006 Dongfeng Honda expanded its capacity to 120,000 vehicles per year and, in September 2006 Guangzhou Honda began production at its second plant, which has an annual capacity of 120,000 units. In expanding their capacity, the two plants introduced leading-edge technologies that take into consideration the global and production environments.

In addition to raising capacity for finished cars, Honda Auto Parts Manufacturing Co., Ltd., began operations in March 2007, to provide the advanced automatic transmissions (AT) that require advanced manufacturing technology.

To support the provision of products that meet the needs of customers in China, Guangzhou Honda established a wholly owned R\&D subsidiary, Guangzhou Honda Automobile Research \& Development Co., Ltd., in April 2007.

## (2) The Growing Indian Market

Supported by brisk economic expansion, total automobile demand in India, excluding commercial vehicles, increased to approximately 1,240,000 units in calendar 2006, up $18.2 \%$ from the preceding year.

Honda's sales in this market in fiscal 2007, came to 60,000 units, up 40.3\%. In addition to the core City model, the Civic, which launched in July 2006, posted favorable sales.

To meet growing demand, at the end of calendar 2007 Honda Ciel Cars India Limited plans to expand its annual capacity from 50,000 units to 100,000 units, and in May 2007 the company acquired a site with the goal of building a second plant.



Total Market in India (Excluding Commercial Vehicles) (Year)


Source: Global Insight

Honda's Unit Sales in India (Year)



The South American Automobile Market (Including Commercial Vehicles)



## (3) Political Uncertainty and Natural Disaster Affects Demand in the ASEAN Market

In the key ASEAN countries, such factors as soaring gasoline prices and rising interest rates, as well as political instability in Thailand, caused the automobile market to shrink.

In Indonesia, Honda's sales in fiscal 2007 fell compared with the preceding year affected by its economical situation, but strong sales performance by the new Civic prompted year-on-year increases in Honda's sales in Thailand and Malaysia. Introduced into each of these markets in the second half of fiscal 2007, the new CR-V registered brisk sales. To expand localized production, in April 2007 we began the production in Thailand of camshafts, connecting rods, crankshafts and other engine parts that require sophisticated technologies.

## 5. Expanding Market Demand and the Growth of Alternative Fuel (Ethanol) Vehicles in Brazil

Brazil, the largest market in South America, is experiencing robust economic growth. Buoyed by such factors as rising incomes and falling interest rates, total demand in calendar 2006 (excluding large trucks and buses), reached approximately $1,830,000$ units, up 13.1\% from the previous year. As market expansion is expected to continue, we anticipate total demand growth in calendar 2007 of more than 15\%, to 2,110,000 units.

In fiscal 2007, Honda's unit sales rose 18.0\%, to 67,000 units. Sales of the new Civic, which went on sale in April 2006, were extremely favorable.

## The Expanding Market for Flexible Fuel Vehicles (FFVs)

Following the first oil shock in the latter 1970s, the Brazilian government began promoting ethanol fuels as an alternative to petroleum fuels. The market for FFVs, which can run on a mixture of ethanol and gasoline-and is less expensive than gasoline-has expanded to the point where as of March 2007, more than 80\% of passenger cars were FFVs. In November 2006, Honda introduced the Civic FFV, followed by the Fit FFV in December.

In fiscal 2008, we expect favorable sales of the Civic and the sale of FFVs to raise unit sales approximately $25 \%$ from the previous year and are expanding supply capacity in preparation. In January 2007, Honda raised annual production capacity from 50,000 units to 80,000 units. Midway through calendar 2007, we expect to further raise this level to 100,000 units.

(Excludin

## Enhancing Customer Enjoyment of Power Products

Honda's history in the power product business began in 1953, with the introduction of the model "H," its first general purpose engine. Since that time, we have developed this business to include a host of products that use such engines, including tillers, generators, outboard engines, lawnmowers and snowblowers. Currently, approximately 70\% of Honda's general purpose engines are supplied to original equipment manufacturers (OEM)*.
*OEM: (Original Equipment Manufacturing)
OEM refers to a manufacturing of products and components supplied for sale under a thirdparty brand.


Sales were brisk in fiscal 2007, with unit sales increasing in all regions compared with the preceding term. Honda posted strong sales in North America-the largest market for this segment-of engines provided on an OEM basis for use in lawnmowers, generators and pressure washers. Sales of engines on an OEM basis for use in lawn mowers, generators and construction equipment were also favorable in Europe.

Our OEM business received a major boost from brisk sales in North America, reflecting the launch of new lawn mower models. With demand for generators down across all markets, we also recorded a year-on-year decline


Honda Soltec: Scheduled to start operation in fall 2007
in generator sales. In Europe, despite flagging sales of core push lawnmowers, due to inclement weather, and a decline in generator sales attributable to rising sales of lower-priced Chinese models, overall sales were approximately the same level as the previous year, thanks to an increase in OEM engine sales.

Since 2003, Honda's sales of home-use cogeneration* units to gas companies in Japan have exceeded 45,000 units. In March 2007, Climate Energy LLC of the United States began sales of Freewatt, a compact homeuse system that combines the Honda cogeneration unit with Climate Energy's heating unit.

* Cogeneration refers to the application of energy derived from a single source to two or more applications, such as using the heat supplied during the combustion process that drives an engine for other heating or cooling purposes. In addition to being highly efficient during operation, such systems reduce $\mathrm{CO}_{2}$ emissions by reducing the need for other forms of energy.


## Solar Business

Honda has developed a next-generation thin film solar cell that requires only half as much energy to manufacture as conventional solar cells made of crystalline silicon. In December 2006, Honda established Honda Soltec Co., Ltd., in Ozu-machi, Kumamoto Prefecture, to sell these solar cells. Although we plan to begin sales in autumn 2007, we began sales of solar cells made by Honda Engineering in June 2007 in only the Kanto area (including Tokyo).

## Financial Services Business

## Financial Services Business, Supporting Honda's Core Businesses

Honda offers a variety of financial services to support sales of Honda motorcycles, automobiles and other products. These services are provided through financial subsidiaries in Japan, North America, Europe and other areas. The services of these subsidiaries include loans, leases and other financial services, such as wholesale financial services to dealerships. Financial services are particularly prevalent in the United States, where Honda's financing services are used for approximately half of all its automobile purchases.

Honda maintains some of the best credit and receivables management in the industry, which is reflected in its low rates of credit loss and delinquent payments.

In fiscal 2007, operating income rose $27.6 \%$, to $¥ 115.5$ billion. Particularly in the United States, financial services subsidiaries experienced changes in the costs of raising fund due to interest rate shifts, as well as movement in credit loss percentages and used vehicle prices, which affected reserve levels.

## Special

 Feature
## Targeting the World's Cleanest Diesel Engine



## Improved Environmental Performance

## Makes Diesel Engines Worth Another Look

One of Every Two Cars in Europe Powered by Diesel



Although the overall size of the European auto market has not changed markedly, the percentage of diesel-powered vehicles has continued to increase.

Note: Figures for this graph are totals for the 15 EU countries (Ireland, United Kingdom, Italy, Austria, the Netherlands, Greece, Sweden, Spain, Denmark, Germany, Finland, France, Belgium, Poland and Luxembourg) and the 3 European Free Trade Association countries (Iceland, Switzerland and Norway).
Source: AAA (Association Auxiliaire de l'Automobile)

Diesel-powered vehicles are very popular in Europe. For many years, diesel-powered passenger cars have been more prevalent in Europe than any other part of the world, and this trend has grown stronger each year, to the point that in 2006, diesel-powered vehicles accounted for more than $50 \%$ of new car sales in Europe. In some European countries, such as France and Belgium, this ratio is as high as $60 \%$ to $70 \%$.

One reason for the popularity of diesel-powered vehicles in Europe is the issue of global warming. European consumers are aware that diesel-powered vehicles offer good fuel economy, emit less CO 2 and in general are more environmentally-responsible. Frequent long-distance trips enhance the importance of fuel economy, and many European countries offer tax credits that encourage diesel-powered vehicles.

Another major factor for the popularity of diesel-powered vehicles is the advancement of diesel engines. In the early 1990s, efforts to improve diesel engine emissions accelerated rapidly, against a backdrop of increasingly stringent emission regulations throughout the world. Ever since the Euro 1 automobile emission standards went into effect in 1992, emission regulations in Europe have gradually become more stringent. The current Euro 4 standards which were enacted in 2005 require a 97\% reduction in NOx and hydrocarbon (HC) emissions and a 91\% reduction in particulate matter (PM) compared with 1990 levels. In regions other than Europe as well, pollution is attributed to NOx and PM emissions. Particularly in Europe, automakers have improved electronic combustion-control and exhaust gas post-processing technologies to overcome this issue and meet regulatory standards. One such improvement emerged in the late 1990s. The common rail system, which used high-pressure fuel injection, offered substantially cleaner exhaust while at the same time boosting diesel engine performance. This system played a major role in accelerating the popularity of diesel-powered vehicles in Europe.

## Targeting the World's Cleanest Diesel Engine

## Common Rail System Transformed the Diesel Engine

The advent of the common rail system was a major factor in the ensuing popularity of diesel-powered passenger cars in Europe. The common rail system electronically controls fuel-injection timing and volume with high-pressure fuel injection, ensuring that combustion is appropriate for current vehicle conditions.

Diesel engines employ spontaneous combustion. As piston pressure compresses air to a high temperature, fuel is injected directly, resulting in combustion. Injecting this fuel at high pressure causes fuel and air to mix, creating the right conditions for combustion. In the past, fuel-injection mechanisms were linked to the motive force of the engine, so reduced engine speed caused injection pressure to fall. As a result, air and fuel mixed incompletely, resulting in incomplete combustion and PM tended to form. PM tended to be more prevalent at lower travel speeds.

Diesel engines using the common rail system, on the other hand, employ an accumulator for high fuel pressurization. As a result, high-pressure fuel injection is sustained without relying on engine speed. Ultrahigh fuel-injection pressures have enabled finer fuel atomization, and therefore higher injection speeds. This situation makes it easier to mix air and fuel and allows fuel to be injected several times during each combustion cycle. Electronic control ensures consistently optimal combustion conditions so that NOx and PM production is kept to a minimum, even during low-speed travel.

Achieving smooth patterns of combustion also addressed such issues as noise and vibration that are normally associated with diesel engines. The common rail system delivered significant technological improvements and

(1)The supply pump sends fuel to the common rail (accumulator) (2) From the common rail, highly pressurized fuel is sent to the injector. (3)Injection pressure and timing are electronically controlled.

# An Innovative Diesel Engine Appreciated in Europe, Home of the Diesel 

## Developing Honda's First Diesel Engine for Automobiles

Honda launched a diesel engine development project in fall 1997, when diesel-powered vehicles were gradually becoming popular in Europe. Keenly aware of the issue of global warming, Honda was looking into CO 2 reduction from the perspectives of improving gasoline engine fuel economy and developing new technologies involving hybrids and fuel cell vehicles. We recognized, however, that our CO 2 reduction efforts needed to include development of the diesel engine's potential.

Recalling his assignment as the person responsible for achieving this task, Kenichi Nagahiro-Executive Chief Engineer at Honda R\&D Co., Ltd.-now comments, "At first, I thought it was a joke." Honda researchers and particularly the people who were involved in engine development had a strong preference for gasoline engines. Mr. Nagahiro himself had spent nearly 20 years working on the development of gasoline engines such as VTEC* that served as the foundation of Honda's gasoline engine technology. By comparison, diesel engines produced dirty exhaust, were noisy and offered poor drivability compared with gasoline-powered vehicles. For Honda's engineers, even though diesel engines were


Principal members of the diesel engine development project, standing around the Accord, equipped with Honda's independently developed diesel engine. The third person from the right is Kenichi Nagahiro, the large project leader for the development.
also internal combustion engines they were on an entirely different track. Therefore, hardly anyone had any experience with developing diesel engines. However, precisely because they had no experience in developing diesel engines and they were so strongly oriented toward gasoline engines, these engineers took it as a personal challenge to develop a diesel engine that seemed nothing like a diesel enginewhich ultimately culminated in a successful venture.

When the project started, the common rail system had just been introduced, and the trend in fuel-injection systems was starting to shift from mechanical to electronic controls. Honda had already accumulated a wealth of experience in electronically controlled combustion gasoline engines and was approaching leadership status in this area. Still, Honda knew little about developing diesel engines. Many technical issues had to be overcome, and a steady parade of problems emerged that never would have occurred while developing gasoline engines. Even so, the project team applied the technical expertise and experience it had cultivated in developing gasoline engines to resolve these issues.

[^5]
## Achieving Clean, Smooth and Efficient Combustion

"Catching up with the leading automakers and developing a cutting-edge diesel engine meant that we had to be faster than the competitors and had to introduce new technologies that had not been used in the past," explains Mr. Nagahiro.

During this period, the project team had almost completely tossed out their initial drawings, as they
were making improvement after improvement.
First of all, it was essential for the project to fully utilize the common rail system. Overcoming conventional diesel engine weaknesses such as reducing NOx and PM and cutting down on noise and vibration depended on how to control combustion. The project objective was to achieve clean, smooth and efficient combustion. The team adjusted the timing and amount of fuel-injection as they pursued ideal combustion. As they approached ideal combustion volumes, the team was able to apply new technologies that derived from their gasoline engine experience, such as to vary the circulatory speed of intake air in the cylinders in line with engine speed. The team also made efforts to reduce engine weight by using an aluminum cylinder block.

Recognizing that reduced engine weight contributes to fuel economy and improves drivability, Honda now applies aluminum to all of its engines. Diesel engines, however, have higher combustion pressures than gasoline engines, which requires more rigid engine blocks. Suitable casting technology was required, therefore, to meet diesel engineering requirements. Utilizing its cumulative casting expertise, Honda succeeded in mass-producing the first such engine in the 2-liter class.

Honda announced its new i-CTDi, 2.2-liter diesel engine at a motor show in Geneva, Switzerland, in March 2003. In January 2004, we began equipping Accord models sold in Europe with this engine.

Fuel-Injection Timing under the Common Rail System


Pilot injection
The air-fuel mixture is prepared in advance, simplifying combustion.
Pre-injection
A pilot flame is prepared in the combustion chamber.
Main injection
Main combustion
After-injection
Complete combustion of fuel remaining after combustion
Post-injection
Injection to handle exhaust gas that remains after combustion


A diesel engine production line at Honda's U.K. automobile plant


Advanced casting technology is required for this aluminum cylinder block to ensure sufficient space for the coolant to circulate around the cylinders in the area known as the water jacket.
 diesel engine, the 2.2-liter i-CTDi

## The Challenges for the Super-Clean Diesel

## Astonishing Europe with an Unconventional Diesel

The Accord models equipped with our diesel engines first went on sale in January 2004. They invigorated Honda's dealers throughout Europe that have long looked forward to highly competitive diesel-powered vehicles that embodied the Honda spirit. Our diesel-powered lineup eventually expanded to four models, as we added the CR-V in January 2005, the FR-V in August 2005 and the Civic in January 2006.


Building on their popularity in Europe, cumulative sales of diesel-powered vehicles reached 100,000 units in only three years.

The i-CTDi diesel engine consolidated its popularity in Europe, the birthplace and heart of the diesel-powered vehicle market, and in 2005 this engine was named International Engine of the Year in the 2 -liter to 2.5 -liter category. Bestowed by the U.K. publication Engine Technology International, the award was deemed appropriate for the i-CTDi diesel engine by 56 journalists from 26 countries. Among the reasons cited for the selection were its exceptional comfort while driving, its low levels of noise and vibration, and its many differences from other diesel engines. Environmental performance naturally being important, these comments were high praise for Hondawhich had concentrated on the development of diesel-powered vehicles equal to gasoline-powered cars in the area of driving comfort.

In our pursuit of both environmental performance and the joy of driving, the i-CTDi diesel engine has opened our eyes to the possibilities of diesel-powered vehicles.

## Meeting the U.S. TierII Bin5 Exhaust Standard

One expectation of diesel-powered vehicles is that they deliver the same level of emission cleanliness as their gasoline-powered counterparts. U.S. TierII Bin5 emission requirements provide some of the world's most stringent standards in this category. Rather than resting on the laurels of its success in Europe, Honda decided to pursue technical developments to take on the challenge of clearing this hurdle. In September 2006, Honda announced its own developed next generation super-clean diesel engine that exceeds the Tier I Bin5 standard (according to our in-house measurement).

## Targeting the World's Cleanest Diesel Engine

Based on the i-CTDi diesel engine, this next generation super-clean diesel engine involves an optimally shaped combustion chamber, a shortened fuel injection interval through a common rail system with injection pressure of 2,000 atmospheres and highly efficient exhaust gas recirculation*. This system controls combustion with even better precision, reducing NOx and PM generation. The new NOx catalyst we have developed for the next-generation diesel engine also makes exhaust emissions cleaner.

The catalysts that have been used in the past for gasoline engines are insufficient for diesel engines, which consume large amounts of oxygen during combustion. Large diesel engines, such as those used in trucks, employ urea as a catalyst, inconveniently requiring periodic refilling of large tanks of urea that resulted in the increased size of the system.

By contrast, our own developed NOx catalyst for next-generation diesel engines converts NOx to N 2 by using ammonia, which is generally regarded as an excellent cleaner. We use a two-layer structure, generating the ammonia inside that catalyst. The first layer absorbs the NOx in exhaust gases and converts it to ammonia, while the second absorbs the converted ammonia and uses it to clean the NOx in the exhaust gas to N 2 . This method avoids the hassle of supplying urea periodically, results in a compact and lightweight catalyst and improves NOx cleaning performance in the range in which diesel engines mainly operate-between $200^{\circ} \mathrm{C}$ and $300^{\circ} \mathrm{C}$. The end result is cleaner exhaust gases.

In addition to commercializing this exhaust gas cleaning technology, Honda is developing a diesel fuel that has a different cetane number, and is therefore more easily combustible. Based on this research, we expect to begin sales in the United States by 2009.

[^6]

Reaction Mechanism of Newly Developed Diesel Engine NOx Catalyst

(1)The newly developed diesel engine NOx catalyst has a two-layer structure, consisting of an NOx absorption layer and an Ammonia ( $\mathrm{NH}_{3}$ ) absorption layer.
(2)Fuel economy improves during lean burn when fuel is less concentrated, but NOx is emitted. This NOx is absorbed by adsorbents on the NOx absorption layer.

(3)When needed, the system shifts to a rich burn where fuel is concentrated, and CO and $\mathrm{H}_{2} \mathrm{O}$ are emitted.
(4) NOx that is absorbed is converted to Ammonia as it flows past the platinum in the NOx absorption layer.
(5) Any Ammonia that is emitted is absorbed by the Ammonia absorption layer.

(6) Fuel that is again lean-burned emits NOx, which reacts with the ammonia that was adsorbed into the ammonia absorption layer, turning it into harmless nitrogen.

## Continuing to Challenge

## Environmental Issues Ahead of the Times

## Strive to Reduce CO2 While Maintaining a Global Viewpoint

At a press conference in mid-2006, Honda announced its 2010 global CO2 reduction targets for products and production operations, which the Company is currently striving to achieve. In accordance with these targets, we aim to reduce automobile emissions by 10\% from our 2000 figures, and diesel-powered vehicle emissions are also in line with these targets. In 2009, we plan to offer a vehicle with a clean diesel engine in the U.S., and we are developing a V-6 diesel engine to power larger cars.

Masaaki Kato, President of Honda R\&D Co., Ltd., elaborated on the role of R\&D in the future as follows.
"We are pursuing initiatives to raise the fuel economy of our gasoline engines, strengthen hybrids in the compact car market and expand diesel offerings into the mid-size and larger vehicle markets. As we move in these directions, we will optimize environmental technologies and work to reduce CO2 emissions."

The performance of our diesel-powered vehicles has been greatly improved as demonstrated by the praise for our diesel-powered vehicle in Europe. By clearing the same Tier I Bin5 environmental
performance standards that requires the emissions levels equivalent to their gasoline-powered counterparts, we have expanded the possibilities for diesel-powered vehicles. At the same time, diesel engine technologies have become an important part of Honda's CO 2 reduction efforts.

In 1973, Honda became the first company to achieve the 1970 U.S. Clean Air Act (Muskie Law*) regulations with its CVCC engine* ${ }^{* 2}$. An ongoing link exists between our interpretation of this success as the basic concept of developing environmental technologies, and our announcement of 2010 global CO 2 reduction targets and the development of a superclean diesel engine. Automobiles remain essential to our lifestyles, and as long as this remains the case Honda will work to meet the expectations of its customers and society and strive to fulfill the environmental targets it has established for itself.
*1 Muskie Law
In 1970, the so-called "Muskie Law," an amendment to the U.S. Clean Air Act, was passed. Under the new law, the carbon monoxide, hydrocarbon and nitrogen oxide levels in emissions of 1975- and 1976-model vehicles had to be at least $90 \%$ lower than for 1970 and 1971 models. At the time, these were the most stringent emission standards in the world.
*2 CVCC engine
This engine employs a pre-combustion chamber alongside the main combustion chamber, enabling lean combustion and making possible substantial reductions in $\mathrm{CO}, \mathrm{HC}$ and NOx. This engine was used on the Civic CVCC, which in 1973, became the first vehicle to pass the 1970 U.S. Clean Air Act requirements. CVCC is an acronym for Compound Vortex Controlled Combustion.


Masaaki Kato President of Honda R\&D Co., Ltd.


## Environment and Safety

Honda proactively employs advanced environmental and safety technologies, reflecting its commitment not only to comply with regulations, but also to pass on the "joy of mobility" to future generations.


FCX Concept Fuel Cell Vehicle
In 2008, we plan to begin limited sales based on this concept model in Japan and the United States.

## Environmental Initiatives

From its earliest days, Honda has developed environmental initiatives to meet the challenges of each era. In 1992, Honda established the "Honda Environment Statement," which clarifies our position on environmental conservation. Since then, we have carried out our environmental activities in line with this statement.

In fiscal 2006, Honda achieved all of its own fiscal 2006 environmental impact reduction targets. In fiscal 2007, we took the initiative in announcing our new global $\mathrm{CO}_{2}$ reduction targets for products and production activities for 2010. This stringent target requires us to reduce $\mathrm{CO}_{2}$ emissions by $10 \%$ for products and production activities by 2010 compared to fiscal 2000. We have recently set and announced new environmental impact reduction targets for 2010 within Japan. These achievements and targets indicate our determination to further advance our efforts to address environmental issues and be at the forefront of the times in the area of the environment.

## Working to Achieve 2010 Global $\mathrm{CO}_{2}$ <br> Reduction Targets for Products and Production Activities

Honda's goal is to manufacture products that produce
the lowest level of $\mathrm{CO}_{2}$ emissions at plants that also emit the least $\mathrm{CO}_{2}$. We have established targets to reduce $\mathrm{CO}_{2}$ emissions from our products and production activities worldwide.

2010 CO $_{2}$ Emissions Targets for Products and Production Activities Worldwide (compared to fiscal 2000)

|  | Motorycles | $\text { Automobiles }=0$ | Power Products |
| :---: | :---: | :---: | :---: |
| $\mathrm{CO}_{2}$ reduction target for products Average $\mathrm{CO}_{2}$ emission from Honda's products wortawide | 10\% reduction <br> ( $\mathrm{g} / \mathrm{km}$ ) | 10\% reduction (g/km) | 10\% reduction (kg/hour of operation) |
| $\mathrm{CO}_{2}$ reduction target for production activities Average $\mathrm{CO}_{2}$ emission foom Honda's manuracturing process per unit | 20\% reduction <br> (per unit produced) | $10 \%$ reduction <br> (per unit produced) | $20 \%$ reduction <br> (per unit produced) |

## Scope of Data Collection

$<\mathrm{CO}_{2}$ reduction target for Motorcycles>
$<\mathrm{CO}_{2}$ reduction target for Automobiles> $<\mathrm{CO}_{2}$ reduction target for Power Products>
$<\mathrm{CO}_{2}$ reduction target for production activities>

For more than $90 \%$ of products sold worldwide, including Japan, North America, Europe, Thailand, India, China, Indonesia, Vietnam, Brazil, the Philippines, Malaysia and Pakistan.
For more than $90 \%$ of products sold worldwide, including Japan, North America, Europe, Asia, the Pacific, China and Latin America.
Including all products sold worldwide except outboard.
In addition to Honda Motor Co., Ltd., all Honda manufacturing plants and major parts suppliers in Japan and worldwide are subject to this target. It includes almost $100 \%$ of Honda's consolidated subsidiaries, affiliated companies, and manufacturing plants of major affiliated companies.

Progress of $\mathrm{CO}_{2}$ Reduction by Fiscal 2007 for Products and Production Activities


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## Honda's Advanced Environmental Initiatives

Honda's mission is to operate manufacturing facilities throughout the world that place as little burden on the environment as possible as they manufacture products with superior environmental performance. Following is a look at the environmental performance of automobiles in our major regions. Through our unique technologies, Honda introduces products that demonstrate environmental performance that exceeds the regulations established in each region for the reduction of emissions and improvement of fuel efficiency. It is our responsibility to contribute to the achievement of a sustainable mobility society by meeting people's mobility needs while minimizing the environmental impacts caused by our products. In the product domain, we are implementing measures based on the following three approaches.

1. Further improvements in the reduction of emissions from internal combustion engines and improvement of fuel efficiency
2. Evolution of hybrid vehicles
3. Promotion of alternative fuel-powered vehicles

## 1. Further Improvements in the Reduction of Emissions from Internal Combustion Engines and Improvement of Fuel Efficiency

- North America (the United States)

In the United States, Honda continues to lead the automotive industry in corporate average fuel economy for cars and trucks combined. Moreover, in terms of cleaner emissions all Honda and Acura brand vehicles meet or exceed the U.S. EPA*'s stringent TierII Bin5*2 exhaust gas standard for clean emissions.

## - Europe

In Europe, since the introduction of the 2001 Civic (with some local variations) Honda has promoted reductions in exhaust emissions by ensuring that all models meet the Euro4 emissions standard when they undergo full model changes. By increasing the fuel economy of existing models and introducing hybrid and diesel vehicles, we are steadily reducing vehicle $\mathrm{CO}_{2}$ emissions, particularly for diesel vehicles. Since the Accord equipped with a Honda-developed 2.2-liter engine went on sale in December 2003, we
have equipped the FR-V (called Edix in Japan) with this engine. In January 2006, we also began offering the new Civic with this engine. In January 2007, we released a new $C R-V$ equipped with a diesel particulate filter (DPF) ${ }^{* 3}$ to achieve higher fuel efficiency and cleaner exhaust.

- Asia

In Thailand, Honda's locally produced Jazz (called Fit in Japan) has already achieved the Euro4 emissions standard, which is to be required in the future. Since the introduction of the Jazz, all models introduced in Thailand have achieved the Euro4 emissions standard. The new Civic, introduced in 2005, and the new CR-V, introduced in 2006, are also made in Thailand and are compliant with the Euro4*4 emissions standard.

- China

Honda has attained Europe's Euro4*4 emissions standards ahead of Chinese regulations for all models introduced in the country. In July 2007, the Company plans to release the Civic Hybrid, a vehicle with even higher fuel efficiency than the City (called Fit ARIA in Japan) and the Civic, which are already at the top of their class in this area.

## 2. Evolution of Hybrid Vehicles

In November 1999, Honda introduced the Insight, the first hybrid vehicle equipped with the Honda integrated motor assist (IMA*5) system, achieving the world's highest fuel economy among mass-produced gasoline-powered vehicles. In December 2001, we introduced the Civic Hybrid, and in December 2004, we began sales in North America of the Accord Hybrid, adopting Honda's Variable Cylinder Management system for its V6 engine. Further, in November 2005 we began sales of an all-new Civic Hybrid, equipped with the new 3 -Stage $i$-VTEC + IMA Honda Hybrid System. In the future, Honda is developing a new dedicated hybrid vehicle suitable for family use in major automobile markets in the world. With this new dedicated hybrid vehicle, Honda will achieve further advancement of fuel efficient technologies and a reduction in cost. We plan to contribute to the reduction of $\mathrm{CO}_{2}$ emissions by delivering hybrid vehicles that are priced affordably enough to be practical for more customers throughout the world.

## 3. Promotion of Alternative Fuel-Powered Vehicles

- North America (the United States)

In 2005, we were the first company in the world to lease a fuel cell vehicle to an individual owner. Honda's track record now extends to 23 FCX fuel cell vehicles leased in North America (a total of 34 leases of the FCX in Japan and the United States). In 2007, we also delivered one of these vehicles to American actress Q'orianka Kilcher. In Torrance, California, we are converting natural gas to hydrogen and using the hydrogen to power fuel cell vehicles. We are in the process of testing hydrogen fueling stations, such as the Home Energy Station, which also provides hydrogen to generate heat and electric power in homes. We have substantially enhanced the power and highway fuel economy of the third generation natural gas-powered Civic GX, following the first-generation in 1998 and the second-generation in 2001. As these vehicles have advanced, we have offered affordable a home refueling appliance for natural gas-powered vehicles. Honda is thus playing a leading role in promoting alternative fuel-powered vehicles.

## - Other Regions (Brazil)

In Brazil, where ethanol produced from sugar cane is commonly used as fuel, since the mid-1980s Honda has offered motorcycles and automobiles that run on a mixture of ethanol and gasoline. The ethanol ratio of fuels in Brazil is increasing, and a 100\% ethanol fuel-E100-is now available. To meet this challenge, Honda introduced flex-fuel models of the Civic in November 2006 and the Fit in December, both of which can operate on any gasoline-ethanol mixture.

- Other Product Deployment

Since Honda released its home-use cogeneration unit in Japan in March 2003, total unit sales through gas companies have reached 45,000. In March 2007, the Company launched Freewatt, a compact home-use cogeneration system developed in cooperation with Climate Energy, LLC, in North America. We began sales in the cold northeastern United States and aim to expand into other cold regions of the country.
*1: EPA
The U.S. Environmental Protection Agency
*2: TierII Bin5
This standard for exhaust emissions was established in the United States by the Environmental Protection Agency based on the U.S. Clean Air Act and went into effect in 2004. Regulating the value of NOx for emissions category BIN5: $0.07 \mathrm{~g} / \mathrm{mile}$. To meet TierII Bin5 standards, we have cut emissions by $75 \%$ or more from the previous levels.
*3: Diesel particulate filter (DPF)
This ceramic filter attracts and strains out black smoke and other particulate matter from the exhaust of diesel vehicles, cleaning their emissions.
*4: Euro4
Emissions regulations implemented in Europe from 2005. Although China and many Asian countries have introduced European regulations, at present they only require compliance with Euro3 standards. Euro4 is a stringent level that Thailand is considering adopting from 2008.
*5: Honda IMA (Integrated Motor Assist)
A new hybrid system developed independently by Honda. While the engine is the primary power source, an electric motor will assist during acceleration. Due to a design that is more simple than a conventional hybrid system, a structure that is both lighter weight and more compact in size was achieved. Using energy efficiently, this new hybrid system achieves high fuel efficiency during both city and highway driving.


Freewatt, manufactured by Climate Energy, LLC (Honda's cogeneration unit at left)

## Safety Initiatives

As a manufacturer of mobility products, Honda is committed to making products that provide high levels of safety, not only for drivers and passengers but also for pedestrians. At the same time, we engage in activities that promote safe driving and actively work to solve issues related to traffic systems.

To create a mobility society with fewer traffic accidents and greater comfort, Honda is pursuing safety for all people through technology and education based on the idea of living in safety and harmony.

## Safety Technologies

Honda will develop safety technologies to enhance accident prediction and prevention, technologies to help reduce injuries to passengers and pedestrians from car accidents, and technologies for enhancing compatibility, while expanding our lineup of products incorporating such technologies. The Zest mini-car, introduced in March 2006, was the first mini-car to achieve the maximum rating of six stars in the 2006 New Car Assessment*1 collision safety tests for overall collision safety performance in both the driver's seat and the front passenger's seat. Honda has long advanced real-world safety research that even takes pedestrians into account. The Company employs the world's first indoor omnidirectional collision test facility to more accurately recreate actual collision conditions. Honda continues to pursue its own safety goals above and beyond regulatory standards.


Omnidirectional collision testing
Source: Japan's National Agency for Automotive Safety \& Victims' Aid

## Promoting Safer Driving

Honda intends to enhance its contribution to traffic safety in mobility societies, including Asian countries. Honda also intends to remain active in a variety of traffic safety programs, including advanced driving and motorcycle training provided by local dealerships.

Our activities to promote safer driving include reflecting the characteristics of traffic information and
licensing systems in Japan. These had been extended to 24 other countries as of March 31, 2007.

For motorcycles, in Thailand and Indonesia we have introduced a new training device for safe driving called Riding Trainer, and we held seminars at dealerships to provide safety advice. In Turkey, we worked to develop motorcycle safety promotion activities, such as by expanding course offerings and class days for our popular workshops held in a traffic education center.

For automobiles, in April 2006 we began developing a Russian version of the Rainbow Dealer System, which certifies dealerships that satisfy Honda's safety criteria. In Vietnam, we have been particularly focused on road safety activities, educating dealership sales staff as role models for safe driving.

By listening closely to opinions from our customers and society at large, Honda is seeking to further extend its safety developments in the future.


At the Bukit Batok Driving Centre in Singapore, we have introduced a children's traffic safety education program developed in Japan and opened a motorcycle school for children and their parents.
*1: The New Car Assessment is an automotive safety assessment carried out by the Ministry of Land, Infrastructure and Transportation and the National Agency for Automotive Safety \& Victims' Aid. The overall evaluation of collision safety performance is a battery of three tests: a full-wrap frontal collision test, an offset frontal collision test and a side collision test. Vehicles are assessed by point values calculated for each test method employed, the points for the three tests are added together, and the sum is expressed as a graded rating from one up to a maximum of six stars.

## Preparing for the Future

Looking globally, the U.S. economy is showing signs of a moderate downturn, while European economies are expected to continue recovering and Asian economies are expected to continue expanding. Japan's economy is forecast to sustain its gradual recovery. However, the global environment in which Honda's management operates still remains uncertain because of global political and economic uncertainties, fluctuations in oil and raw material prices and currency movements. As a result, we expect the operating environment to remain difficult.

It is under these circumstances that Honda seeks to strengthen its corporate structure quickly and flexibly to meet the requirements of our customers and society and the changes in its business environment. Also, in order to improve the competitiveness of its products, Honda will endeavor to enhance its R\&D, production and sales ability. Furthermore, Honda will continue striving to earn even more trust and understanding from society through Companywide activities. Honda recognizes that further enhancing the following specific areas is essential to its success:

## 1. Research and Development

Along with efforts to develop even more effective safety and environmental technologies, Honda will enhance creativity in its advanced technology and products, and will seek to create and swiftly introduce new value-added products that meet specific needs in various markets around the world. Honda will also continue its efforts to research future technologies.

## 2. Production Efficiency

Honda will seek to establish efficient and flexible production systems and expand production capacity at its global production bases, with the aim of increasing its capability of supplying high quality products.

## 3. Sales Efficiency

Honda will remain proactive in its efforts to expand product lines through the innovative use of IT and to upgrade sales and service structure, in order to further satisfy its customers.

## 4. Product Quality

Responding to increasing consumer demand, Honda will seek to upgrade its quality control through enhancing the functions of and coordination among
the development, purchasing, production, sales and service departments.

## 5. Safety Technologies

Honda will seek to develop safety technologies for accident prediction and prevention, technologies to reduce injuries to passengers and pedestrians from car accidents, and technologies for reducing aggressivity, as well as expand its line-up of products incorporating such technologies. Honda will reinforce and continue to advance its contributions to traffic safety in motorized societies in Japan and overseas. Honda also intends to remain active in a variety of traffic safety programs, including advanced driving and motorcycling training schemes provided by local dealerships.

## 6. The Environment

Honda will step up its efforts to create better, cleaner and more fuel-efficient engine technologies and to further improve recyclables throughout its product lines. The Company also plans to make further progress with fuel cells and solar cells, and to promote commercialization of solar cells. In addition, Honda will further its efforts to minimize its environmental impact. To this end, we set global targets to reduce the environmental burden as measured by the Life Cycle Assessment**, in all areas of business, spanning production, logistics and sales.

* Life Cycle Assessment:

A comprehensive system for quantifying the impact Honda's products have on the environment at different stages in their life cycles, from material procurement and energy consumption to waste disposal.

## 7. Continuing to Increase Society's Trust in and Understanding toward Honda

In addition to continuing to provide products incorporating Honda's advanced safety and environmental technologies, Honda will continue striving to earn even more trust and understanding from society by, among other things, undertaking activities for corporate governance, compliance, and risk management and contributing to society.

Through these Company-wide activities, we will strive to materialize Honda's visions of "Value Creation (Creating New Value for our Customers),"
"Glocalization (Expanding Regional Operations)," and "Commitment to the Future (Developing Safety and Environmental Solutions)," with the aim of sharing joy with Honda's customers, thus becoming a company valued by society.

## Relating to Honda's Industry

## 1. Honda may be adversely affected by market conditions

Honda conducts its operations in Japan and throughout the world, including North America, Europe and Asia. A continued economic slowdown, recession or sustained loss of consumer confidence in these markets, which may be caused by rising fuel prices or other factors, could trigger a decline in demand for automobiles, motorcycles and power products that may adversely affect Honda's results of operations.

## 2. Prices for automobiles, motorcycles and power products can be volatile

Prices for automobiles, motorcycles and power products in certain markets may experience sharp changes over short periods of time. This volatility is caused by many factors, including increasingly fierce competition, short-term fluctuations in demand from underlying economic conditions, changes in import regulations, shortages of certain supplies, high material prices and sales incentives by Honda or other manufacturers or dealers. There can be no assurance that such price volatility will not continue or intensify or that price volatility will not occur in markets that to date have not experienced such volatility. Overcapacity within the industry has increased and will likely continue to increase if the economic downturn continues in Honda's major markets or worldwide, leading, potentially, to further increased price pressure. Price volatility in any or all of Honda's markets could adversely affect Honda's results of operations in a particular period.

## General Risks Relating to Honda's Business

## (Currency and Interest Rate Risks)

## 1. Honda's operations are subject to currency fluctuations

Honda has manufacturing operations throughout the world, including Japan, and exports products and components to various countries. Honda purchases materials and parts, and sells its products in foreign currencies. Therefore, currency fluctuations may affect Honda's pricing of products sold and materials
purchased. Accordingly, currency fluctuations have an effect on Honda's results of operations and financial condition, as well as Honda's competitiveness, which will over time affect its results. Since Honda exports many products and components from Japan and generates a substantial portion of its revenues in currencies other than the Japanese yen, Honda's results of operations would be adversely affected by an appreciation of the Japanese yen against other currencies, particularly the U.S. dollar.

## 2. Honda's hedging of currency and interest rate risk exposes Honda to other risks

Although it is impossible to hedge against all currency or interest risk, Honda uses derivative financial instruments to reduce the substantial effects of currency fluctuations and interest rate exposure on its cash flow and financial condition. These instruments include foreign currency forward contracts, currency swap agreements and currency option contracts, as well as interest rate swap agreements. Honda has entered into, and expects to continue to enter into, such hedging arrangements. As with all hedging instruments, there are risks associated with the use of such instruments. While limiting to some degree our risk fluctuations in currency exchange and interest rates by utilizing such hedging instruments, Honda potentially forgoes benefits that might result from other fluctuations in currency exchange and interest rates. Honda also is exposed to the risk that its counterparties to hedging contracts will default on their obligations. Honda manages exposure to counterparty credit risk by limiting the counterparties to major international banks and financial institutions meeting established credit guidelines. However, any default by such counterparties might have an adverse effect on Honda.

## (Legal and Regulatory Risks)

1. The automobile, motorcycle and power product industries are subject to extensive environmental and other governmental regulation
Regulations regarding vehicle emission levels, fuel economy, noise, safety and noxious substances, as well as levels of pollutants from production plants, are extensive within the automobile, motorcycle and power product industries. These regulations are
subject to change, and are often made more restrictive. The costs to comply with these regulations can be significant to Honda's operations.

## 2. Honda is reliant on the protection and preservation of its intellectual property

 Honda owns or otherwise has rights in a number of patents and trademarks relating to the products it manufactures, which have been obtained over a period of years. These patents and trademarks have been of value in the growth of Honda's business and may continue to be of value in the future. Honda does not regard any of its businesses as being dependent upon any single patent or related group of patents. However, an inability to protect this intellectual property generally, or the illegal breach of some or a large group of Honda's intellectual property rights, would have an adverse effect on Honda's operations.
## (Risks Relating to Honda's Operations)

## 1. Honda's financial services business conducts business under highly competitive conditions in an industry with inherent risks

Honda's financial services business offers customers various financing plans designed to increase the opportunity for sales of its products. However, customers can also obtain financing for the lease or purchase of Honda's products through a variety of other sources that compete with its financing services, including commercial banks and finance and leasing companies. The financial services offered by us also involve risks relating to residual value, credit risk and cost of capital. Competition for customers and/or these risks that are specific to the financing business may affect Honda's results of operations in the future.
ability of its suppliers to provide a continued source of supply and Honda's ability to compete with other users in obtaining the supplies. Loss of a key supplier in particular may affect our production and increase our costs.

## 3. Honda conducts its operations in various regions of the world

Honda conducts its businesses worldwide and in several countries through joint ventures with local entities, in part due to the legal and other requirements of those countries. These businesses are subject to various regulations, including the legal and other requirements of each country. If these regulations or the business conditions or policies of these local entities change, it may have an adverse affect on Honda's business, financial condition or results of operations.

## 4. Honda may be adversely affected by wars, use of force by foreign countries, terrorism, multinational conflicts, natural disasters, epidemics and labor strikes

Honda conducts its businesses worldwide, and its operations may variously be subject to wars, use of force by foreign countries, terrorism, multinational conflicts, natural disasters, epidemics, labor strikes and other events beyond its control which may delay or disrupt Honda's local operations in the affected regions, including the purchase of raw materials and parts, the manufacture, sales and distribution of products and the provision of services. Delays or disruptions in one region may in turn affect our global operations. If such delay or disruption occurs and continues for a long period of time, Honda's business, financial condition or results of operations may be adversely affected.

## 2. Honda relies on various suppliers for the provision of certain raw materials and components

Honda purchases raw materials, and certain components and parts, from numerous external suppliers, and relies on some key suppliers for some items and the raw materials it uses in the manufacture of its products. Honda's ability to continue to obtain these supplies in an efficient and cost-effective manner is subject to a number of factors, some of which are not within Honda's control. These factors include the

## Corporate Governance

## Basic Position

Based on its fundamental corporate philosophy, the Company is working to enhance corporate governance as one of its most important management issues. Our aim is to have our customers and society, as well as our shareholders and investors, place even greater trust in us and to ensure that Honda is "a company that society wants to exist."

To ensure objective control of the Company's management, outside directors and corporate auditors are appointed to the Board of Directors and the Board of Auditors, which are responsible for the supervision and auditing of the Company. Honda has also introduced an operating officer system, aimed at strengthening both the execution of business operations at the regional and local levels and the supervision by the Board of Directors. The term of office of each director is limited to one year, and the amount of remuneration payable to them is determined
according to a standard that reflects their performance in the Company. Our goal in doing this is to maximize the flexibility with which our directors respond to changes in the operating environment.

With respect to business execution, Honda has established a system for operating its organizational units that reflects its fundamental corporate philosophy. For example, separate headquarters have been set up for each region, business and function, and a general manager from the Board of Directors or an operating officer has been assigned to each headquarters and main division. In addition, the Executive Council deliberates important matters concerning management, and regional operating councils deliberate important matters concerning management of their respective regions. The result is a system that functions effectively and efficiently, and addresses the needs of customers and societies around the world in a swift and appropriate manner.

With respect to internal control, each division within

## Management Organization of the Company's Corporate Governance for DecisionMaking, Execution, Supervision and Others


the Company is working autonomously to strengthen legal and ethical compliance and risk management. The task of the Audit Office is to carry out effective audits of the performance of each division's business.

To enhance even further the trust and understanding shareholders and investors have in it, Honda's basic policy emphasizes the appropriate disclosure of company information, such as by disclosing financial results on a quarterly basis and timely and accurately giving public notice of and disclosing its management strategies. Honda will continue raising its level of transparency in the future.

## (1) Management Organization

## Board of Directors

The Board of Directors consists of 20 directors, including two outside directors, and determines important items that are related to business execution or that are designated by law and supervises business execution.

In the year under review, the Board of Directors met eight times.

## Outside Directors

The Company has appointed outside director Satoru Kishi to receive advice on its corporate activities from an objective, broad-ranging and advanced viewpoint based on extensive experience and a high level of insight in corporate management.

The Company has appointed outside director Kensaku Hogen to receive advice on its corporate activities from an objective, broad-ranging and advanced viewpoint based on extensive experience and a high level of insight in diplomacy.

Outside director Satoru Kishi attended nearly all of the Board of Directors' meetings held during the fiscal year and commented as necessary during the deliberation of proposals.

Outside director Kensaku Hogen attended nearly all of the Board of Directors' meetings held during the fiscal year and commented as necessary during the deliberation of proposals.

There is no particular relationship between the Company and outside director Satoru Kishi.

There is no particular relationship between the Company and outside director Kensaku Hogen.

The Board of Directors also provides information on items of business and other topics as necessary to outside directors.

## Board of Auditors

The Board of Auditors consists of six corporate auditors, including three outside corporate auditors. In accordance with the Company's auditing standards, auditing policies, apportionment of responsibilities and other such matters as determined by the Board of Auditors, each corporate auditor audits the directors' execution of duties. Corporate auditors accomplish these audits through various means, including attending meetings of the Board of Directors and inspecting the state of the Company's assets and liabilities. In addition, a Corporate Auditors' Office was established to provide direct support to the Board of Auditors.

The Company maintains Standards for Reporting to Corporate Auditors to ensure that relevant matters are reported to corporate auditors in a timely and accurate manner. The standards require regular reports to be submitted to corporate auditors on the business conditions of the Company and its subsidiaries, the maintenance and operation of internal control systems and any other matters that would have a substantial impact on the Company or its subsidiaries. In addition, corporate auditors are required to attend Executive Council and other important meetings.

In the year under review, the Board of Auditors met 13 times.

The Board of Auditors has certified Shinichi Sakamoto, a corporate auditor of the Company, as an "audit committee financial expert," as set out in the rules of the Securities and Exchange Commission pursuant to Section 407 of the U.S. Sarbanes-Oxley Act of 2002. As stipulated in Item 8, Article 121, of the Company Law Enforcement Regulations, Shinichi Sakamoto has substantial knowledge related to finance and accounting.

In the year under review, meetings between the Company's corporate auditors and its independent auditor were held on five occasions. At those meetings, the independent auditor provided the corporate auditors with explanations and reports on accounting audit plans and results, and opinions were exchanged.

The corporate auditors coordinate closely with the Audit Office, which is responsible for internal audits, with respect to audit policies and schedules. In the year under review, corporate auditors and the Audit Office, either independently or in collaboration, conducted business audits of a total of 130
companies among Honda's domestic and overseas subsidiaries and affiliates.

## Outside Corporate Auditors

The Company has appointed outside corporate auditor Koukei Higuchi to receive audits of its corporate activities from a broad-ranging and advanced viewpoint based on extensive experience and a high level of insight in corporate management.

The Company has appointed outside corporate auditor Fumihiko Saito to receive audits of its corporate activities from a broad-ranging and advanced viewpoint based on extensive experience and a high level of insight in legal affairs.

The Company has appointed outside corporate auditor Yuij Matsuda to receive audits of its corporate activities from a broad-ranging and advanced viewpoint based on extensive experience and a high level of insight in corporate management.

Outside corporate auditor Koukei Higuchi attended nearly all of the Board of Directors' meetings held during the fiscal year and commented as necessary during the deliberation of proposals.

Outside corporate auditor Kuniyasu Yamada (who stepped down in June 2007) attended nearly all of the Board of Directors' meetings held during the fiscal year and commented as necessary during the deliberation of proposals.

Outside corporate auditor Fumihiko Saito attended nearly all of the Board of Directors' meetings held during the fiscal year and commented as necessary during the deliberation of proposals.

There is no particular relationship between the Company and outside corporate auditor Koukei Higuchi.

There is no particular relationship between the Company and outside corporate auditor Fumihiko Saito.

Fumihiko Saito serves as a partner of Saito Law Office. There is no particular relationship between Saito Law Office and the Company.

There is no particular relationship between the Company and outside corporate auditor Yuji Matsuda.

Yuji Matsuda serves as president and director of Mitsubishi UFJ Trust and Banking Corp. There is no particular relationship between this organization and the Company.

The Board of Directors also provides information on items of business and other topics as necessary to outside directors.

## Directors' Remuneration

The total amount of remuneration and bonuses of directors and corporate auditors is determined according to criteria that reflect their performance in the Company.

Remuneration for directors and corporate auditors is paid based on criteria approved by the Board of Directors, and it is paid within the extent of the maximum amount resolved by the Ordinary General Meeting of Shareholders.

Bonuses for directors and corporate auditors are paid based on a decision of the Ordinary General Meeting of Shareholders, taking into consideration the Company's profits during the fiscal year, past bonuses paid and various other factors.

The total remuneration paid to directors and corporate auditors during fiscal 2007 was $¥ 879$ million: $\nexists 772$ million to the 21 directors (including one director who retired during the year) and $¥ 106$ million to the six corporate auditors. The remuneration paid to directors includes remuneration paid by subsidiaries of the Company to directors who had business execution responsibilities for the subsidiaries. The remuneration paid to corporate auditors includes amounts paid by subsidiaries of the Company to corporate auditors who also served as corporate auditors for those subsidiaries.

Executive bonuses paid during fiscal 2007 totaled $¥ 590$ million: $¥ 513$ million to the 21 directors who were directors at the end of fiscal 2006 and $¥ 77$ million to the six corporate auditors who were corporate auditors as at the end of fiscal 2006.

In the fiscal year under review, retirement allowances paid to three directors (including two operating officers who previously served as directors) totaled $¥ 330$ million, in accordance with a resolution of the General Meeting of Shareholders.

The total remuneration and other compensation paid to outside directors and outside corporate auditors during the fiscal year under review was $¥ 67$ million to the two outside directors and three outside corporate auditors.

## Decisions Regarding Director Candidates

Candidates for directors are decided at meetings of
the Board of Directors. Candidates for corporate auditors are decided by resolution of the Board of Directors, subject to agreement of the Board of Corporate Auditors.

## Accounting Audits

To ensure proper auditing of the Company's accounts, the Board of Corporate Auditors and the Board of Directors receive auditing reports based on the Company Law, the Securities and Exchange Law and the U.S. Securities Exchange Act. In addition, they supervise the election of independent auditors, their remuneration and their non-audit services.

In the fiscal year under review, the Company elected KPMG AZSA \& Co. as its independent auditor under the Company Law, the Securities and Exchange Law and the U.S. Securities Exchange Act.

A total of 48 people from KPMG AZSA \& Co. provided auditing services for Honda: three Japanese certified public accountants (Masanori Sato, Kensuke Sodegawa and Shuji Ohtsu ) and 45 assistants (eight certified public accountants, 16 assistant accountants, three U.S. certified public accountants and 18 others).

In fiscal 2007, the Company and its consolidated subsidiaries paid a total of $¥ 2,708$ million in fees to KPMG AZSA \& Co. and its affiliated accounting firm, KPMG, for audit certification services under the Company Law, the Securities and Exchange Law and the U.S. Securities Exchange Act. In fiscal 2007, the Company’s overseas consolidated subsidiaries paid a total of $¥ 214$ million in fees to KPMG AZSA \& Co. and its affiliated accounting firm, KPMG, for non-auditing services.

## Policy and Procedures for Obtaining Board of Auditors' Prior Consent

To ensure that the independent auditor and its affiliate involved in audit certification services under the U.S. Securities Exchange Act behave in accordance with all applicable laws and regulations and maintain complete independence from the Company, they must obtain the prior consent of the Company's Board of Auditors before they carry out auditing services, auditing related services, tax services and other services for Honda.

The Company's initial policy required that each contractual agreement have a separate prior consent
from the Board of Auditors. In order to make the decision-making process more efficient, however, we are enhancing procedural efficiency by establishing categories of matters requiring comprehensive prior consent. These categories are reviewed regularly by the Board of Auditors.

Any matter that does not fall under one of these categories still requires separate consent of the Board of Auditors.

## (2) Business Execution System

## Organization

As for execution of business, the Company has six regional operations around the world to develop business based on its fundamental corporate philosophy. These operations adopt long-term perspectives and maintain close ties with local communities.

The Company's four business operationsmotorcycles, automobiles, power products and service parts-formulate the medium- and long-term plans for their business development, and each operation aims to maximize its business performance on a global basis. Each functional operation-such as Customer Service Operations, Production Operations, Purchasing Operations, Business Management Operations and Business Support Operationssupports the other functional operations, with the aim of increasing Honda's effectiveness and efficiencies.

Research and development activities are conducted principally at the independent subsidiaries of the Company.

Honda R\&D Co., Ltd., is responsible for research and development on products, while Honda Engineering Co., Ltd., handles research and development in the area of production technology. The Company actively carries out research and development in advanced technologies with the aim of creating products that are distinctive and internationally competitive.

## Business Execution Officer System

The Company has assigned a general manager from the Board of Directors or an operating officer to each regional, business and functional division, as well as to each research and development subsidiary. By ensuring swift, optimal decision-making in each region and workplace, the Company is building a highly effective and efficient business execution system.

## Executive Council

The Company has established the Executive Council, consisting of the Company's 10 Representative Directors (nine from June 22, 2007), including the President, the Vice President and the Senior Managing Directors. Along with discussing in advance the items to be resolved at meetings of the Board of Directors, the Executive Council discusses important management issues within the scope of authority conferred upon it by the Board of Directors.

In the year under review, the Executive Council met 27 times.

## Regional Operating Boards

To enhance the independence of each regional operation and ensure swift decision-making, regional operating boards have been established at each regional operation to discuss important management issues in the region within the scope of authority conferred upon it by the Executive Council.

## Status of Measures Related to Shareholders and Others with Vested Interests

## (1) Measures to Invigorate Ordinary General Meetings of Shareholders and Ensure the Smooth Exercise of Voting Rights

To invigorate the annual Ordinary General Meeting of Shareholders, the Company holds the meeting as early as possible. The Company also presents easy-to-understand reports using video and slides, and displays its products at the conference room.

The Company sends convocation notices before the date required by law, and also allows shareholders to exercise their voting rights via the Internet, using personal computers or mobile phones. Convocation notices are sent in English to overseas investors. In these and other ways, the Company strives to make the exercise of rights as smooth as possible.

## (2) IR Activities

For analysts and institutional investors, the Company holds meetings to present its results four times a year and meetings with the president twice a year. Company representatives visit and hold information meetings as needed for major Japanese and overseas institutional investors to explain the Honda Group's
future business strategies. Representatives based in North America and Europe also hold information meetings for institutional investors as appropriate. In addition, the Company holds information meetings for investors at motor shows and other major events, where presentations on such topics as Honda Group strategies are made by the president or relevant director. Moreover, the Company conducts regular tours of facilities in Japan and overseas for shareholders and other investors.

The latest information for investors is available on the Company's website (http://www.honda.co.jp/ investors/ in Japanese; http://world.honda.com/ investors/ in English). All new information is uploaded to the site simultaneously in Japanese and English.

The Company issues a regular publication for shareholders, containing information about its businesses, products, financial status and other matters.

## (3) Respecting the Perspective of Stakeholders

Seeking to earn the unwavering trust of customers and society, the Honda Group has formulated a set of behavioral guidelines, which is observed by all individual associates (employees).

In addition to supplying products incorporating the most advanced safety and environmental technologies, the Company pursues environmental protection activities, safe driving campaigns and social contribution activities covering all aspects of its operations, including production, logistics and sales. These initiatives reflect the Company's effort to earn the trust and understanding of society via its corporate activities.

The Company provides information about its corporate activities via financial reports and other disclosures according to law. We also publish yearly reports on environmental protection activities, safe driving campaigns and social contribution activities, which are posted on our website. In addition, we publish a corporate social responsibility (CSR) report that comprehensively explains our activities related to the environment, safety and society.

## Internal Control System: Fundamental Position and Implementation Status

## Basic Position

To earn the trust of customers and society, the Company's divisions, under the guidance of their respective corporate officers, have systems in place
to ensure a systematic approach to compliance and risk management, in accordance with the Basic Policy concerning the Maintenance of Internal Control Systems adopted by the Board of Directors. These systems include the formulation of behavioral guidelines and procedures for self-assessment. The Company also has a system to support initiatives of each division.

Moreover, effective audits are carried out to monitor the execution status of each division.

## Group Governance System

## Behavioral Guidelines

The "Honda Conduct Guideline," formulated to guide the behavior of all associates, is posted on the Company's website (http://www.honda.co.jp/ conductguideline/ in Japanese; http:// world.honda.com/conductguideline/ in English). In addition, each division produces more detailed behavioral guidelines according to its specific attributes.

## Self-Assessment Checklist

Each division of the Company approaches compliance and risk management in a systematic way. For example, each division has a checklist that clarifies specific laws and risks to consider related to its particular business, and conducts regular self-assessments. The results of the selfassessments are reported to the corporate officer in charge of each division, and the overall status of compliance and risk management is evaluated regularly by the Executive Council.

## Compliance System

The Company has appointed a Compliance Officer, who is a director in charge of compliance-related initiatives. Other key elements of our compliance system include the Business Ethics Committee and the Business Ethics Improvement Proposal Line.

## Business Ethics Committee

Honda's Business Ethics Committee is chaired by the Compliance Officer and consists of directors and operating officers. The Committee deliberates matters related to corporate ethics and compliance.

It met two times in the year under review.

Business Ethics Improvement Proposal Line Honda places high priority on open communications in its divisions. It has also set up the Business Ethics Improvement Proposal Line to receive suggestions related to corporate ethics issues. By devising appropriate responses to suggestions received, Honda is constantly working to enhance corporate ethics. The system is designed to protect informants, who can either reveal their identity or remain anonymous.

The Business Ethics Committee supervises the operation of the Business Ethics Improvement Proposal Line and submits status reports to the Board of Auditors.

## Risk Management System

Each division works to prevent and address its particular set of risks. In addition, the Honda Crisis Response Rules are designed to address Companywide crises, such as major natural disasters.

The Company has appointed a Risk Management Officer, who is a director in charge of risk management related initiatives. It also established the Company-wide Response Headquarters to address crisis situations.

## Retention and Management of Information on Execution of Business by Directors

Documents and other information related to the execution of business by directors are retained and managed appropriately, according to the document management policies of Honda and its major regional subsidiaries.

## Business Audits

The Audit Office is an independent supervisory department under the direct control of the president. This office audits the performance of each department and works to improve the internal auditing of subsidiaries and affiliates in each region.

## Disclosure Committee

The Disclosure Committee, which consists of relevant directors, deliberates matters related to the accuracy and appropriateness of corporate information to be disclosed in business results announcements and financial reports.

## Code of Ethics

The Company has also established a "Code of Ethics" as set forth in the rules of the U.S. Securities and Exchange Commission regulations pursuant to Section 406 of the Sarbanes-Oxley Act of 2002.

Companies listed on the NYSE must comply with certain standards regarding corporate governance under Section 303A of the NYSE Listed Company Manual.

## Corporate Governance Practices Followed by

NYSE-listed U.S. Companies
A NYSE-listed U.S. company must have a majority of directors meeting the independence requirements under Section 303A of the NYSE-Listed Company Manual.

A NYSE-listed U.S. company must have an audit committee composed entirely of independent directors, and the audit committee must have at least three members.

A NYSE-listed U.S. company must have a nominating/corporate governance committee composed entirely of independent directors.

A NYSE-listed U.S. company must have a compensation committee composed entirely of independent directors.

A NYSE-listed U.S. company must generally obtain shareholder approval with respect to any equity compensation plan.

However, listed companies that are foreign private issuers, such as Honda, are permitted to follow home country practice in lieu of certain provisions of Section 303A.

The following table shows the significant differences between the corporate governance practices followed by U.S. listed companies under Section 303A of the NYSE-listed Company Manual and those followed by Honda.

## Corporate Governance Practices Followed by Honda

For Japanese companies that employ a corporate governance system based on a board of corporate auditors (the "corporate auditor system"), including Honda, Japan's company law has no independence requirement with respect to directors. The task of overseeing management and, together with the accounting audit firm, accounting is assigned to the corporate auditors, who are separate from the company's management and who satisfy the independency requirements under Japan's Company Law. In the case of Japanese companies that employ the board of corporate auditors system, including Honda, at least half of the corporate auditors must be "outside" corporate auditors who must meet additional independence requirements under Japan's company law. An outside corporate auditor is defined as a corporate auditor who has not served as a director, accounting councilor, executive officer, manager or any other employee of the company or any of its subsidiaries. Currently, Honda has three outside corporate auditors which constitute 50\% of Honda's corporate auditors.

Like a majority of Japanese listed companies, Honda employs the corporate auditor system as described above. Under this system, the board of corporate auditors is a legally separate and independent body from the board of directors. The main function of the board of corporate auditors is similar to that of independent directors, including those who are members of the audit committee, of a U.S. company: to monitor the performance of the directors, and review and express opinion on the method of auditing by the company's accounting audit firm and on such accounting audit firm's audit reports, for the protection of the company's shareholders.
Japanese companies that employ a corporate auditor system, including Honda, are required to have at least three corporate auditors. Currently, Honda has six corporate auditors. Each corporate auditor has a four-year term. In contrast, the term of each director of Honda is one year.
With respect to the requirements of Rule 10A-3 under the U.S. Securities Exchange Act of 1934 relating to listed company audit committees, Honda relies on an exemption under that rule which is available to foreign private issuers with boards of corporate auditors meeting certain criteria.

Honda's directors are elected at a meeting of shareholders. Its Board of Directors does not have the power to fill vacancies thereon.
Honda's corporate auditors are also elected at a meeting of shareholders. A proposal by Honda's Board of Directors to elect a corporate auditor must be approved by a resolution of its Board of Auditors. The Board of Auditors is empowered to request that Honda's directors submit a proposal for election of a corporate auditor to a meeting of shareholders. The corporate auditors have the right to state their opinion concerning election of a corporate auditor at the meeting of shareholders.

Maximum total amounts of compensation for Honda directors and corporate auditors are proposed to, and voted on, by a meeting of shareholders. Once the proposals for such maximum total amounts of compensation are approved at the meeting of shareholders, each of the Board of Directors and Board of Auditors determines the compensation amount for each member within the respective maximum total amounts

Currently, Honda does not adopt stock option compensation plans. If Honda adopts such plans, Honda must obtain shareholder approval for stock options only if the stock options are issued with specifically favorable conditions or price concerning the issuance and exercise of the stock options.


## Directors

|  | Name | Area of Responsibility or Principal Occupations |
| :---: | :---: | :---: |
| Chairman and Representative Director | Satoshi Aoki |  |
| President and Representative Director | Takeo Fukui |  |
| Executive Vice President and Representative Director | Koichi Kondo | Chief Operating Officer for Regional Sales Operations (Japan) |
|  |  | Chairman and Director of American Honda Motor Co., Inc. |
| Senior Managing and Representative Director | Minoru Harada | Chief Operating Officer for Motorcycle Operations |
|  |  | Purchasing Operations Support |
| Senior Managing and Representative Director | Atsuyoshi Hyogo | Chief Operating Officer for Regional Operations (China) |
|  |  | President of Honda Motor (China) Investment Corporation, Limited |
| Senior Managing and Representative Director | Satoshi Toshida | Chief Operating Officer for Power Product Operations |
| Senior Managing and Representative Director | Koki Hirashima | Chief Operating Officer for Production Operations |
|  |  | Risk Management Officer |
|  |  | General Supervisor, Information Systems |
| Senior Managing and Representative Director | Mikio Yoshimi | Chief Operating Officer for Business Support Operations |
|  |  | Chief Officer of Driving Safety Promotion Center |
|  |  | Compliance Officer |
|  |  | Government \& Industrial Affairs |
| Senior Managing and Representative Director | Takanobu Ito | Chief Operating Officer for Automobile Operations |
| Senior Managing and Representative Director | Masaaki Kato | General Supervisor, Quality |
|  |  | President and Director of Honda R\&D Co., Ltd. |


|  | Name | Area of Responsibility or Principal Occupations |
| :---: | :---: | :---: |
| Managing Director | Toru Onda | Chief Operating Officer for Purchasing Operations |
| Managing Director | Akira Takano | Chief Operating Officer for Customer Service Operations |
| Managing Director | Shigeru Takagi | Chief Operating Officer for Regional Operations (Europe, the Middle \& Near East and Africa) |
|  |  | President and Director of Honda Motor Europe Limited |
| Managing Director | Tetsuo Iwamura | Chief Operating Officer for Regional Operations (North America) |
|  |  | President and Director of Honda North America, Inc. |
|  |  | President and Director of American Honda Motor Co., Inc. |
| Managing Director | Tatsuhiro Oyama | Chief Operating Officer for Regional Operations (Asia \& Oceania) |
|  |  | President and Director of Asian Honda Motor Co., Ltd. |
| Managing Director | Fumihiko Ike | Chief Operating Officer for Business Management Operations |
| Director | Satoru Kishi | Advisor of the Board of The Bank of Tokyo-Mitsubishi UFJ, Ltd. |
| Director | Kensaku Hogen |  |
| Director and Advisor | Hiroyuki Yoshino |  |
| Director | Sho Minekawa | Chief Operating Officer for Regional Operations (Latin America) |
|  |  | President and Director of Honda South America Ltda. |
|  |  | President and Director of Moto Honda da Amazonia Ltda. |
|  |  | President and Director of Honda Automoveis do Brasil Ltda. |

(Notes) 1. Mr. Satoru Kishi and Mr. Kensaku Hogen satisfy the required conditions for the outside director provided for in Article 2, Paragraph 1, Item 15 of the Company Law.
2. The term of office of a Director is one year after his/her election to office at the close of the ordinary general meeting of shareholders on June 22,2007 .

## Corporate Auditors

|  | Name | Area of Responsibility or Principal Occupations |
| :--- | :--- | :--- |
| Corporate Auditor (Full-time) | Hiroshi Okubo |  |
| Corporate Auditor (Full-time) | Koji Miyajima |  |
| Corporate Auditor (Full-time) | Shinichi Sakamoto |  |
| Corporate Auditor | Koukei Higuchi | Advisor of the Board of Tokio Marine \& Nichido Fire Insurance Co., Ltd. |
| Corporate Auditor | Fumihiko Saito | Representative of Saito Law Office |
| Corporate Auditor | Yuji Matsuda | President and Director of Mitsubishi UFJ Trust Investment Technology Institute Co., Ltd. |

(Notes) 1. Corporate Auditors Mr. Koukei Higuchi, Mr. Fumihiko Saito and Mr. Yuji Matsuda are outside corporate auditors as provided for in Article 2, Paragraph 1, Item 16 of the Company Law.
2. The term of Corporate Auditors (full-time) Mr. Hiroshi Okubo, Mr. Koji Miyajima and a Corporate Auditor Mr. Fumihiko Saito is four years after his/her election to office at the close of the ordinary general meeting of shareholders on June 23, 2004.
3. The term of a Corporate Auditor (full-time) Mr. Shinichi Sakamoto is four years after his/her election to office at the close of the ordinary general meeting of shareholders on June 23, 2005.
4. The term of Corporate Auditors Mr. Koukei Higuchi and Mr. Yuji Matsuda is four years after his/her election to office at the close of the ordinary general meeting of shareholders on June 22, 2007.

## Operating Officers

|  | Name | Principal Occupations |
| :---: | :---: | :---: |
| Managing Officer | Akio Hamada | President and Director of Honda of America Mfg., Inc. |
| Managing Officer | Takashi Yamamoto | General Manager of Saitama Factory of Production Operations |
| Managing Officer | Suguru Kanazawa | Executive Vice President and Director of Honda Motor Europe Limited |
|  |  | President and Director of Honda of the U.K. Manufacturing Ltd. |
| Operating Officer | Manabu Nishimae | Deputy Chief Operating Officer for Regional Sales Operations (Japan) |
|  |  | General Manager of Automobile Sales Operations for Regional Sales Operations (Japan) |
|  |  | General Manager of Aftermarket Operations in Regional Sales Operations (Japan) |
|  |  | General Manager of Asimo Business Office in Regional Sales Operations (Japan) |
| Operating Officer | Masaya Yamashita | General Manager of Kumamoto Factory of Production Operations |
| Operating Officer | Hiroshi Kobayashi | President and Director of Honda Canada Inc. |
| Operating Officer | Hiroshi Oshima | Corporate Communications, Motor Sports |
|  |  | General Manager of Corporate Communications Division |
| Operating Officer | Tsutomu Saka | General Manager of Hamamatsu Factory of Production Operations |
| Operating Officer | Hidenobu Iwata | General Manager of Suzuka Factory of Production Operations |
| Operating Officer | Gen Tsujii | Production for Production Operations |
|  |  | General Manager of Automobile Production Planning Office in Production Operations |
|  |  | President and Director of Honda Engineering Co., Ltd. |
| Operating Officer | Koichi Fukuo | Quality, Certification \& Regulation Compliance |
| Operating Officer | Hiroshi Soda | Executive Vice President and Director of Honda North America, Inc. |
|  |  | Executive Vice President and Director of American Honda Motor Co., Inc. |
| Operating Officer | Takuji Yamada | President and Director of Honda Motor Europe (North) GmbH |
| Operating Officer | Hideki Okada | General Manager of Regional Operation Planning Office in Regional Operations (North America) |
|  |  | Executive Vice President and Director of American Honda Motor Co., Inc. |
| Operating Officer | Masahiro Takedagawa | President and Director of Honda Siel Cars India Ltd. |
|  |  | President and Director of Honda Motor India Private Ltd. |
| Operating Officer | Yoichi Hojo | General Manager of Automobile Purchasing Division 2 in Purchasing Operations |
| Operating Officer | Tsuneo Tanai | Executive Vice President and Director of Honda of America Mfg., Inc. |
| Operating Officer | Yoshiyuki Matsumoto | Automobile Products for Automobile Operations |
| Operating Officer | Eiji Okawara | Production in China in Production Operations |
|  |  | President of Guangzhou Honda Automobile Co., Ltd. |
| Operating Officer | Ko Katayama | Manufacturing of Honda Canada Inc. |
| Operating Officer | Masahiro Yoshida | Human Resources and Associate Relations for Business Support Operations |
|  |  | General Manager of Human Resources Division for Business Support Operations |
| Operating Officer | Seiji Kuraishi | Vice President of Honda Motor (China) Investment Corporation, Ltd. |
| Operating Officer | Takashi Nagai | Executive Vice President and Director of Asian Honda Motor Co., Ltd. |

(Note) The Company has introduced an operating officer system to facilitate transfer of authority to regions and local workplaces and effectively separate the supervisory and executive roles, while also making the Board of Directors more versatile.

## Financial Section

Contents

## 54 Financial Review

70 Consolidated Balance Sheets
72 Consolidated Statements of Income
73 Consolidated Statements of Stockholders' Equity and Comprehensive Income
75 Consolidated Statements of Cash Flows
76 Notes to Consolidated Financial Statements
118 Management's Report on Internal Control over Financial Reporting
119 Reports of Independent Registered Public Accounting Firm
121 Selected Quarterly Financial Data (Unaudited and Not Reviewed)
122 Consolidated Balance Sheets Divided into Non-Financial Services Businesses and Finance Subsidiaries (Unaudited)
123 Consolidated Statements of Cash Flows Divided into Non-Financial Services Businesses and Finance Subsidiaries (Unaudited)
124 Financial Summary

## Operating and Financial Review <br> Net Sales and Other Operating Revenue

Honda's consolidated net sales and other operating revenue (hereafter, "net sales") for fiscal year 2007, ended March 31, 2007, grew $11.9 \%$, compared with fiscal year 2006, to $¥ 11,087.1$ billion. Behind this increase were higher unit sales in the motorcycle business in Other regions, higher overseas unit sales in the automobile business and higher unit sales in all regions in power product and other businesses, as well as the positive impact of currency effects. Honda estimates that if the exchange rate of the Japanese yen had remained unchanged from the previous fiscal year, consolidated net sales and operating revenue for the period would have increased by approximately $7.4 \%$.

Domestic net sales decreased by $0.8 \%$ to $¥ 1,681.1$ billion, but overseas net sales were up 14.5\% from fiscal year 2006, to $¥ 9,405.9$ billion.

## Cost of Sales

Despite the cost reduction effects, the cost of sales rose $12.2 \%$, to $¥ 7,865.1$ billion. The cost of sales was affected by increased unit sales, substantially increased raw materials prices, such as steel, aluminum and precious grade metals, as well as the negative impact of currency effects caused by the depreciation of the Japanese yen.

## Selling, General and Administrative Expenses/Research and Development Expenses

Selling expenses increased in line with higher unit sales, higher freight costs as the result of substantially increased crude oil prices, higher expenses related to product quality and the impact of currency effects. G\&A expenses increased due mainly to the impact of currency effects and the effects from newly consolidated subsidiaries. Total of SG\&A expenses rose 9.8\% from fiscal year 2006, to $¥ 1,818.2$ billion.

R\&D expenses also grew $8.1 \%$, to $¥ 551.8$ billion, as we spent more on safety and environmental technologies and worked to enhance the attractiveness of our products.

## Operating Income

Operating income declined 2.0\%, compared with the preceding year, to $¥ 851.8$ billion. In addition to the above mentioned factors, changes in model mix due mainly to shift of customers' demands towards more fuel efficient (compact) models especially in U.S. market negatively affected operating income.

## Other Income and Expenses

Other income and expenses, net, fell $¥ 20.0$ billion, due to an increase in losses on the valuation of interest rate swaps and other derivatives.

## Income before Income Taxes, Minority Interest and Equity in Income of Affiliates

Income before income taxes, minority interest and equity in income of affiliates fell $4.5 \%$, to $¥ 792.8$ billion.

## Income Tax Expense

Income tax expense decreased by $10.5 \%$, to $¥ 283.8$ billion. The effective tax rate was $35.8 \%$, a decrease by 2.4 percentage points from the previous fiscal year. Additional detailed information is described in Note (11) to the accompanying consolidated financial statements.

## Minority Interest in Income of Consolidated Subsidiaries

The amount deducted for minority interest in income of consolidated subsidiaries grew $31.6 \%$ from the previous year, to $¥ 20.1$ billion, due mainly to the impact of a newly consolidated subsidiary.

## Equity in Income of Affiliates

Equity in income of affiliates grew $3.8 \%$, to $¥ 103.4$ billion.

## Net Income

Net income was down $0.8 \%$ from the previous year, to $¥ 592.3$ billion.

## Net Income and Net Income per Common Share Years ended March 31



In fiscal year 2006, operating income and income before income taxes, minority interest and equity in income of affiliates were impacted by the posting of a $¥ 138.0$ billion gain on the return of the substitutional portion of the Employees Pension Funds (hereafter, "gain on return") to the Japanese government, which also affected income after tax.

## Review of Operations

## Motorcycle Business

Unit sales of Honda motorcycles, all-terrain vehicles (ATVs) and personal watercraft (PWC) in fiscal 2007 amounted to 10,369,000 units, an increase of $1.0 \%$, from the previous fiscal year. Unit sales in Japan were 337,000 units, a decrease of $8.4 \%$. Overseas unit sales in the motorcycle totaled $10,032,000$ units, an increase of $1.3 \%$, due mainly to an increase in unit sales in Other regions, especially in Latin America. Revenue from unaffiliated customers increased $11.8 \%$, to $¥ 1,370.6$ billion, from the previous fiscal year, due mainly to increased unit sales and the positive impact of currency translation effects. Operating income decreased 11.7 \%, to $¥ 100.6$ billion, from the previous fiscal year, due mainly to increased SG\&A expenses, higher R\&D expenses and the gain on return which was recorded in the fiscal year ended March 31, 2006, offsetting the positive impact of increased profit attributable to higher revenue and positive currency effects. The operating margin was 7.3\%.

Unit Sales

|  | Thousands |  |  |
| :--- | ---: | :---: | :---: |
| Years ended March 31 | 2006 | 2007 |  |
| Japan | 368 | 337 | $(8.4) \%$ |
| North America | 615 | 503 | $(18.2)$ |
| Europe | 353 | 329 | $(6.8)$ |
| Asia | 7,907 | $\mathbf{7 , 8 9 5}$ | $(0.2)$ |
| Other Regions | 1,028 | $\mathbf{1 , 3 0 5}$ | 26.9 |
| Total | 10,271 | $\mathbf{1 0 , 3 6 9}$ | $1.0 \%$ |

Net Sales

|  | Yen (millions) |  |  |  |
| :--- | ---: | ---: | ---: | :---: |
| Years ended March 31 | 2006 | 2007 |  | \% change |
| Japan | $¥$ | 99,009 | $¥ \mathbf{1 0 1 , 7 5 3}$ | $2.8 \%$ |
| North America | 349,741 | $308, \mathbf{2 9 3}$ | $(11.9)$ |  |
| Europe | 208,092 | $\mathbf{2 1 9 , 7 7 3}$ | 5.6 |  |
| Asia | 324,026 | $\mathbf{3 8 3}, \mathbf{3 8 9}$ | 18.3 |  |
| Other Regions | 244,944 | $\mathbf{3 5 7 , 4 0 9}$ | 45.9 |  |
| Total | $¥ 1,225,812$ | $¥ \mathbf{1 , 3 7 0 , 6 1 7}$ | $11.8 \%$ |  |

## Japan

In Japan, total demand for motorcycles in fiscal year 2007, was approximately 730,000 units, down from the previous year. Demand increased for second-class motor-driven cycles ( $51 \mathrm{cc}-125 \mathrm{cc}$ ) and small-size two-wheeled motor vehicles (over 251cc), but fell for first-class motor-driven cycles (up to 50cc) and mini-size two-wheeled motor vehicles (126cc-250cc).

To meet increasingly diverse customer needs, we strengthened the Honda Dream Shop and other parts of our sales network, and strove to develop even more appealing motorcycles. Nevertheless, unit sales of motorcycles fell $8.4 \%$ in fiscal year 2007, to 337,000 units.

We adopted advanced technologies from specialized racing motorcycles in small-size two-wheeled motor vehicles, and sales of the fun-to-ride and maneuverable CBR1000RR super sports model were favorable, but sales of the CB1300 Super Bol d'Or decreased. In mini-size two-wheeled motor vehicles, sales of the Hornet, a naked sports model with refined and exciting styling, were strong. On the other hand, Forza sales declined. Sales of first- and second-class motor-driven cycles, such as the Today and the Duo, decreased.

## North America

Looking at calendar year 2006, demand in the United States for motorcycles, ATVs and personal watercraft came roughly equal to the previous year's demand. Demand for road bikes grew, but demand for ATVs-particularly utility ATVs-declined.

Of this number, Honda motorcycle sales fell 18.2\%, to 503,000 units, in fiscal year 2007. Sales of the CBR1000RR, a super sports model, and our new off-road model, the CRF150R, were strong, but higher interest rates and economic uncertainty impacted demand for leisure products. Particularly affected by this impact were sales of off road-models, mainly Enduro*1 models such as CRF50F and CRF70F, which dropped $15.1 \%$, to 282,000 units.

As one of our safety initiatives, we launched the world's first mass-market motorcycle with an airbag system, the Gold Wing touring bike, in the United States and Canada.

Although sales of the FourTrax Rancher series of utility ATVs, which underwent a full model change in December 2006, were strong, total unit sales of ATVs and personal watercraft came to 221,000 units in fiscal year 2007, down 21.9\%. ${ }^{*} 1$ Enduro
A motor sport involving long races on relatively flat off-road courses and lasting between two and 12 hours



## Europe

In calendar year 2006, total European motorcycle demand*2 increased from the previous year, to approximately 1,290,000 units, particularly in Spain due to changes in licensing systems as well as economic expansion, followed by increases in Italy, France and the United Kingdom.

In fiscal year 2007, unit sales decreased 6.8\%, to 329,000 units. Sales were strong for the SH300i, which launched in December 2006. Sales of PS125i, PS150i and Silver Wing 400 scooters were also stable, as were sales of the Deauville touring bike model. However, sales of large super sports models and models mainly in the 125cc class declined.
*2 Motorcycle registrations in Europe (10 countries)

## Asia

In Asia, demand for motorcycles as an essential mode of transportation has continued to grow. In fiscal year 2007, unit sales in Asia of completed products of Honda and its consolidated subsidiaries, and unit sales of parts to Honda's affiliates accounted for under the equity method for purposes of local production by such affiliates in the aggregate, declined $0.2 \%$, to $7,895,000$ units.

The Honda Group is working hard to expand local businesses in the region through its active promotion of local procurement of parts used in overseas production. In Asia, this strategy has resulted in an increase in sales of Honda-brand motorcycles that are manufactured and sold by affiliates accounted for under the equity method in India and China, but do not include any parts supplied by Honda or its consolidated subsidiaries, therefore not included in the consolidated unit sales.

Total demand in India in calendar 2006 expanded to approximately $8,390,000$ units, buoyed by growing market of motorcycles which is the largest category. Hero Honda Motors Limited, an affiliate accounted for under the equity method, enjoyed strong sales of its mainstay Splendor, Splendor Plus and Super Splendor models. In December 2006, the Company launched the new $C D$ Dawn and $C D$ Deluxe models, which feature class-leading fuel efficiency. Honda Motorcycle and Scooter India Private Limited, a consolidated subsidiary, reported strong sales of the Shine equipped with a newly developed engine and the Activa scooter. In India in fiscal year 2007, total unit sales of completed motorcycles of Honda and its consolidated subsidiaries, and unit sales of parts to Honda's affiliates accounted for under the equity method for purposes of local production by such affiliates in the aggregate, grew $10.3 \%$, to $2,134,000$ units.

In calendar year 2006, the Indonesian market experienced increasing inflation and interest rates, caused by a sharp rise in gasoline prices, which substantially dampened consumer purchasing power in the first half of the year. Fortunately, a midyear monetary policy relaxation helped ease the inflation rate. Companies in Indonesia responded by strengthening measures to expand sales, but total demand fell to approximately 4,630,000 units nevertheless. P.T. Astra Honda Motors, an affiliate accounted for under the equity method, experienced strong sales of Vario, an automatic transmission (AT) equipped scooter launched in September 2006. Sales of Karizma by P.T. Astra Honda Motors, however, declined. As a result, in fiscal
year 2007 total unit sales of completed motorcycles of Honda and its consolidated subsidiaries, and unit sales of parts to Honda's affiliates accounted for under the equity method for purposes of local production by such affiliates in the aggregate, fell $7.7 \%$, to $2,467,000$ units from the previous fiscal year.

In Thailand, total demand in calendar year 2006 came to approximately 2,060,000 units, down from the previous year. A maturing motorcycle market, the sharp rise in gasoline prices, political upheaval and irregular weather all had some impact on these results. Unit sales in fiscal year 2007 fell $7.5 \%$, to 1,401,000 units from the previous year, although two ATequipped scooters-the Click, which launched in fiscal year 2006, and the Air Blade, which went on sale in June 2006were favorable.

Total demand for motorcycles in Vietnam in calendar year 2006 benefited greatly from the country's thorough abolition of a regulation limiting riders to one per motorcycle. This move caused the market to expand and pushed up demand to approximately 2,370,000 units. Similarly, in fiscal year 2007, unit sales significantly increased $25.3 \%$, to 787,000 units.

China's 2005 implementation of Euro2 emission standards caused motorcycle demand to plunge, but in calendar year 2006, this demand returned to 2004 level, expanding to approximately 14,830,000 units. Sundiro Honda Motorcycle Co., Ltd., an affiliate accounted for under the equity method, experienced strong sales of the $M$-Power, which launched in June 2006. Sales of the Fight Hawk, featuring a large half cowl, were also strong. Similarly, another affiliate accounted for under the equity method, Wuyang-Honda Motors (Guangzhou) Co., Ltd., introduced the SCR110-the first model in China to be equipped with programmed fuel injection (PGM-FI)—in September 2006. In February 2007, the company also launched the SCR125 sports bike. Both models enjoyed favorable sales. As parts for manufacturing these new models are not supplied by Honda or its consolidated subsidiaries, their numbers are not included in Honda's consolidated unit sales. For this reason, together with the decrease in unit sales of other models, total unit sales of completed motorcycles of Honda and its consolidated subsidiaries, and unit sales of parts to Honda's affiliates accounted for under the equity method for purposes of local production by such affiliates in the aggregate, fell $39.3 \%$, to 204,000 units.

To meet increasing demand in the region, two new plants began operations-one in the Philippines in May 2006, and the other in July in Pakistan.

## Other Regions

Other regions-including Latin America, the Middle \& Near East, Africa and Oceania-unit sales grew 26.9\%, to 1,305,000 units from the previous fiscal year. In Brazil, where economic performance was stable, Honda posted solid sales of such models as the Biz 125 and the CG125 Fan.

In June 2006, we began local production in Argentina to meet rising demand.

## Automobile Business

Honda's unit sales of automobiles amounted to 3,652,000 units, up $7.7 \%$ from the previous fiscal year. In Japan, unit
sales decreased $3.4 \%$, to 672,000 units. Overseas unit sales increased $10.6 \%$, to $2,980,000$ units, due mainly to increased unit sales in North America, Europe, Asia and other regions. Revenue from unaffiliated customers increased 11.0\%, to $¥ 8,889.0$ billion, from the previous fiscal year, due to increased unit sales and the positive impact of the currency translation effects. Honda estimates that if the exchange rate of the Japanese yen had remained unchanged from the previous fiscal year, consolidated net sales and operating revenue for the period would have increased by approximately $7.0 \%$. Operating income decreased $4.6 \%$, to $¥ 599.5$ billion, from the previous fiscal year, due mainly to the negative impact of changes in the model mix, substantially increased raw material costs, increased SG\&A expenses, higher R\&D expenses and the gain on return recorded in the fiscal year ended March 31, 2006, which offset the positive impacts of higher revenue attributable to the increased unit sales, continuing cost reduction effects and the currency effects caused by the depreciation of the Japanese yen. The operating margin was $6.7 \%$.

Unit Sales

|  | Thousands |  |  |
| :--- | ---: | ---: | :---: |
| Years ended March 31 | 2006 | $\mathbf{2 0 0 7}$ | \% change |
| Japan | 696 | 672 | $(3.4) \%$ |
| North America | 1,682 | $\mathbf{1 , 7 8 8}$ | 6.3 |
| Europe | 291 | 324 | 11.3 |
| Asia | 521 | 620 | 19.0 |
| Other Regions | 201 | $\mathbf{2 4 8}$ | 23.4 |
| Total | 3,391 | $\mathbf{3 , 6 5 2}$ | $7.7 \%$ |

Net Sales

|  | Yen (millions) |  |  |
| :--- | ---: | ---: | :---: |
|  |  |  |  |
| Years ended March 31 | 2006 | 2007 | \% change |
| Japan | $¥ 1,447,388$ | $¥ 1,412,726$ | $(2.4) \%$ |
| North America | $4,722,354$ | $5,179,139$ | 9.7 |
| Europe | 717,360 | 917,199 | 27.9 |
| Asia | 731,833 | 861,612 | 17.7 |
| Other Regions | 385,759 | 518,404 | 34.4 |
| Total | $¥ 8,004,694$ | $¥ 8,889,080$ | $11.0 \%$ |

Unit Sales
Years ended March 31


Net Sales
Years ended March 31
Yen (billions)
10,000


## Japan

Total automobile demand in Japan in calendar year 2006 remained largely unchanged, at around 5,740,000 units. With the number of mini-cars increased and the number of registered vehicles declined.

In fiscal year 2007, unit sales declined $3.4 \%$, to 672,000 units. Although Honda's sales of the Zest and new Stream, $C R-V$ and Crossroad models increased, sales of the Step Wagon, Life and Airwave decreased. In July 2006, Honda introduced the new Stream, a stylish model that offers powerful driving performance. In October, the new $C R-V$ also went on sale. This model features advancements in design, userfriendliness and driving performance, as well as an increased number of advanced safety features. In February 2007, Honda launched the Crossroad. This new model combines the handling ease of a compact car with the rugged exterior and versatility of an SUV.

Since integrating our sales channels in March 2006, sales have increased for mini-cars and other vehicles used to be sold exclusively by each channel.

In the mini-car segment, Honda strengthened its capital relationship with Yachiyo Industry Co., Ltd., strengthening its alliance with the Company. The objective of this move was to strengthen Honda's ability to develop highly competitive products and strengthen its business in this segment.

## North America

In calendar year 2006, total demand in the United States was down to approximately 16,550,000 units. Impacted by the sharp rise in gasoline prices, demand for fuel-efficient vehicles expanded, while sales of large SUVs and pickup trucks was stagnant.

Total North American unit sales in fiscal year 2007 came to 1,788,000 units, up $6.3 \%$ from the previous year. Unit sales in the passenger car segment benefited from the April 2006 introduction of the Fit, but sales of Acura-brand cars declined, causing overall unit sales in this segment to be approximately the same level as the previous fiscal year. In the light truck segment, on the other hand, the new Acura RDX-an entrypremium SUV—launched in August. The CR-V, a compact SUV which underwent a full model change, went on sale in September, and the new Acura MDX, a premium SUV, launched in October. A favorable market response to these new models strengthened overall sales performance in this region.

To increase the local production of powertrain components, in May 2006 we started operating a new automatic transmission plant in Georgia. The Pilot, which was being manufactured on the second line of our plant in Canada, was transferred to Honda's plant in Alabama in February 2007 and the second line of our plant in Canada began manufacturing the Civic in April 2007, raising annual capacity by 60,000 units, so as to respond to heightened demand for fuel-efficient vehicles.

Honda vehicles were selected as Top Picks in three of the 10 automobile categories rated by U.S. Consumer Reports magazine for 2007 models, earning particularly high marks for their fuel efficiency and safety performance. Earning top place were the Civic in the small sedan category, the Accord in the family sedan category and the Fit in the budget car category.

## Europe

Total demand in Europe* in calendar year 2006 amounted to approximately 14,620,000 units, roughly the same level as in 2005.

Unit sales for fiscal year 2007 climbed 11.3\%, to 324,000 units from the previous year. Recording strong sales results were the five-door Civic and the Accord, as well as the CR-V, a compact SUV that was launched in January 2007 which underwent a full model change, and the three-door Civic.

In production, consolidated subsidiary Honda of the U.K. Manufacturing Ltd. responded to rising demand for the Civic and the $C R-V$, ramping up to full production in calendar year 2007 by starting two-shift production in February at its second plant. The company is strengthening its production system through the gradual transfer of diesel engine production from Japan.

* Source: European Automobile Manufacturers' Association (ACEA), passenger car category (15 countries in the European Union, three countries in the European Free Trade Association)


## Asia

In Asia in fiscal year 2007, total unit sales of completed automobiles of Honda and its consolidated subsidiaries, and unit sales of parts to Honda's affiliates accounted for under the equity method for purposes of local production by such affiliates in the aggregate, grew $19.0 \%$, to 620,000 units from the previous fiscal year.

Total demand amounted to approximately 5,200,000 units in China in calendar year 2006, rising substantially from the previous year. Particularly strong were sales of the City by Guangzhou Honda Automobile Co., Ltd., an affiliate accounted for under the equity method, and Civic sales by Dongfeng Honda Automobile Co., Ltd., also an equity-method affiliate. In September 2006, the Acura brand was introduced in China, in the brand's first launch outside North America, through sales of the Acura RL and the Acura TL. In fiscal year 2007, total unit sales of completed automobiles of Honda and its consolidated subsidiaries, and unit sales of parts to Honda's affiliates accounted for under the equity method for purposes of local production by such affiliates in the aggregate, significantly increased $37.6 \%$, to 361,000 units from the previous fiscal year. In production, in September 2006 operations began at the second plant of Guangzhou Honda Automobile Co., Ltd., which has an annual production capacity of 120,000 units. In March 2007, production also began at a new plant in China that manufactures automobile transmissions and other powertrain components. These advances are in line with Honda's move to strengthen its structure to meet burgeoning Chinese demand.

In India, where the market continues to expand, an Indianmade Civic model went on sale in July 2006, contributing to higher unit sales.

In Vietnam, consolidated subsidiary Honda Vietnam Co., Ltd., began local production of the Civic in July 2006.

## Other Regions

Due to expansion in Latin America, the Pacific, and the Middle \& Near East, unit sales in Other regions rose 23.4\% in fiscal year 2007, to 248,000 units.

In Brazil, Honda began local production of the Civic in April 2006, and sales of this model were strong. In November 2006, we introduced the Civic FFV, a flexible-fuel vehicle that runs on $100 \%$ ethanol or any gasoline-ethanol mixture, followed by the launch of the Fit FFV in December. Australian sales of the Civic, Jazz and the new $C R-V$ were strong.

## Power Product and Other Businesses

Honda's unit sales of power products totaled 6,421,000 units, up $9.3 \%$ from the previous fiscal year. In Japan, unit sales totaled 527,000 units, an increase of $8.2 \%$. Overseas unit sales came to $5,894,000$ units, an increase of $9.4 \%$, due mainly to increased unit sales in North America and Europe. Revenue in power product and other businesses, including intersegment sales within Honda, increased $14.7 \%$, to $¥ 438.9$ billion, from the previous fiscal year, due mainly to increased unit sales of power products and the positive impact of currency translation effects. Operating income was $¥ 36.1$ billion, an increase of $0.6 \%$ from the previous fiscal year, due mainly to the positive impact of 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 and the gain on return which was recorded in the fiscal year ended March 31, 2006. The operating margin was 8.2\%.

Unit Sales

|  | Thousands |  |  |
| :--- | ---: | ---: | ---: |
| Years ended March 31 | 2006 | 2007 | \% change |
| Japan | 487 | 527 | $8.2 \%$ |
| North America | 2,827 | $\mathbf{3 , 1 0 3}$ | 9.8 |
| Europe | 1,477 | $\mathbf{1 , 6 2 5}$ | 10.0 |
| Asia | 717 | 760 | 6.0 |
| Other Regions | 368 | $\mathbf{4 0 6}$ | 10.3 |
| Total | 5,876 | $\mathbf{6 , 4 2 1}$ | $9.3 \%$ |

## Unit Sales

Years ended March 31

## (Thousands)

8,000


Japan - North America Other Regions - Europe

Net Sales
Years ended March 31


## Japan

In Japan, unit sales rose 8.2\%, to 527,000 units from the previous fiscal year. Sales of snowblowers, compact home-use cogeneration systems*1, the GX-series engines supplied to pump and generator manufacturers on an $\mathrm{OEM}^{* 2}$ basis applications increased.

## North America

In North America, sales were strong for GCV series enginesmainly for OEM use in lawn mowers, as well as GX- and GCseries engines for such OEM applications as generators and high-pressure washers. Sales of completed equipment expanded, due to Honda's introduction of the new HRR lawn mower, but sales of generators declined as a result of overall market shrinkage. As a result of these factors, unit sales from power product grew $9.8 \%$ in fiscal year 2007, to 3,103,000 units.

During the year, Honda ranked highest in the electronic fuelinjected (EFI) four-stroke outboard segment for a third consecutive year in the United States according to the customer satisfaction study*3 conducted by J.D. Power and Associates.

## Europe

In Europe, OEM sales of GCV-series engines for lawn mowers were favorable, as were sales of GX-series engines for OEM use in generators and construction equipment. As a result, unit sales grew $10.0 \%$, to $1,625,000$ units.

## Asia

Unit sales in Asia expanded 6.0\%, to 760,000 units, due to increased sales of pumps and other equipment in China and India.

## Other Regions

In other regions, increased unit sales of GX-series engines for OEM production, mainly in South Africa, pushed up sales
$10.3 \%$, to 406,000 units from the previous fiscal year.
*1: Compact, home-use cogeneration system Honda has combined its original electromagnetic inverter technologies with the world's smallest(1) natural gas engine (GE160V) in an efficient layout to create a small, lightweight cogeneration unit. Due to its compactness, the unit can be installed in the home and boasts an overall energy efficiency of $85 \%$. It also emits approximately $30 \%$ less carbon dioxide than conventional natural gas-powered generators or hot-water heating units using natural gas. ${ }^{(i)}$
(i): A Honda development, the reciprocal gas engine
(ii): Data from Honda test results. Data compares electricity from the grid with hot-water heating units that use natural gas.
*2: OEM (Original equipment manufacturing)
OEM refers to a manufacturing of products and components supplied for sale under a third-party brand.
*3: Disclaimer: J.D. Power and Associates 2005-2007 U.S. Marine Engine Competitive Information Studies ${ }^{\text {SM }} .2007$ Study is based on responses from 12,140 U.S. owners who registered a new boat between June 2005 and May 2006. www.jdpower.com

In fiscal year 2007, Honda introduced two four-stroke outboard engines, the BF90 and BF75 that underwent a full model change, responding to needs throughout the world by simultaneously addressing demands for high levels of both environmental performance, power performance and fuel efficiency. Honda also began sales in Japan of the EU55is generator, which employs electromagnetic inverter technology to supply a
high level of power, but emit a low level of noise, and of the EU6500is generator in North America. In Japan, we introduced a compact home-use cogeneration system with improved generation efficiency which underwent a full model change. We also launched this model in the United States. In addition, Honda launched the Punch X compact tiller in Japan, and the F501 and FE500 compact tillers in Europe which underwent a full model change. In China, we launched the new EM10000 high-output 10kVA generator, which is compact and equipped with a newly developed alternator.

## Financial Services Business

Honda offers a variety of financial services to its customers and dealers, with the aim of supporting sales of Honda products. These services are provided through finance subsidiaries in Japan, the United States, Canada, the United Kingdom, Germany, Brazil and Thailand.

In fiscal year 2007, net sales of our financial services business, including intersegment sales within Honda, rose 32.9\%, to $¥ 413.3$ billion from the previous fiscal year, due mainly to a higher loan balance accompanying the expansion of automobile business in North America, increased net sales in operating leases, as well as positive currency translation effects. Operating income also expanded $27.6 \%$, to $¥ 115.5$ billion from the previous fiscal year, due mainly to the increased profit attributable to higher revenue benefiting from a higher loan balance and positive currency translation effects, which offset the negative impact of the increased interest rates. The operating margin came to $28.0 \%$.

Our finance subsidiaries in North America have historically accounted for all leases as direct finance leases. However, starting in the year ended March 31, 2007, some of the leases which do not qualify for direct financing leases accounting treatment are accounted for as operating leases. Generally, direct financing lease revenues and interest income consist of the recognition of finance lease revenue at inception of the lease arrangement and subsequent recognition of the interest income component of total lease payments using the effective interest method. In comparison, operating lease revenues include the recognition of the gross lease payment amounts on a straight line basis over the term of the lease arrangement, and operating lease vehicles are depreciated to their estimated residual value on a straight line basis over the term of the lease. It is not anticipated that the differences in accounting for operating leases and direct finance leases will have a material net impact on the Company's results of operations overall, however, operating lease revenues and associated depreciation of leased assets do result in differing presentation and timing compared to those of direct financing leases.

Finance Subsidiaries-Receivables, Net

|  | Yen (millions) |  |  |
| :--- | ---: | ---: | ---: |
|  |  |  |  |
| Years ended March 31 | 2006 | $\mathbf{2 0 0 7}$ | \% change |
| Non-current | $¥ 3,139,591$ | $¥ 3,208, \mathbf{7 7 8}$ | $2.2 \%$ |
| Current | $\mathbf{1 , 7 0 0 , 9 1 4}$ | $\mathbf{1 , 9 3 5 , 9 2 1}$ | 13.8 |
| Total | $¥ 4,840,505$ | $\mathbf{¥ 5 , 1 4 4 , 6 9 9}$ | $6.3 \%$ |

## Net Sales

Years ended March 31


Finance Subsidiaries-Receivables, Net


The finance subsidiaries-receivables category above includes items that have been reclassified as trade receivables and other assets. For more detailed information, refer to Note (4) to the consolidated financial statements, Finance Subsidiaries-Receivables and Securitizations.

## Geographical Information Japan

In Japan, revenue from domestic and export sales was $\neq 4,774.1$ billion, up $7.6 \%$ compared to the previous fiscal year, due primarily to the increased revenue from exports in automobile business which offset the negative impact of the decreased unit sales in domestic automobile business. Operating income was $¥ 228.1$ billion, down $38.5 \%$, compared to the previous fiscal year, due primarily to the negative impact of the changes in the model mix, substantially increased raw material costs, increased SG\&A expenses, increased R\&D expenses and the absence of a gain on the return of the substitutional portion of the Employee Pension Funds of the Japanese government which was present in fiscal year 2006, which offset the positive impact of the increased profit attributable to higher revenue, continuing cost reduction effects and the currency effects caused by the depreciation of the Japanese yen. The operating margin was $4.8 \%$.

## North America

In North America, which mainly consists of the United States, revenue increased $9.9 \%$, to $¥ 6,172.6$ billion, due mainly to increased unit sales in the automobile business and the positive impact of currency translation effects. Operating income increased $29.1 \%$, to $¥ 456.8$ billion, from the previous fiscal year, due primarily to the positive impacts of increased profit attributable to higher revenue, continuing cost reduction effects, decreased SG\&A expenses and the currency effects caused by the depreciation of the Japanese yen, which offset the negative impacts of the change in model mix and substantially increased raw material costs. The operating margin was 7.4\%.

## Europe

In Europe, revenue increased $13.3 \%$, to $¥ 1,347.7$ billion, compared to the previous fiscal year, due primarily to increased unit sales in the automobile and power product businesses and the positive impact of currency translation effects. Operating
income increased $21.6 \%$, to $¥ 31.9$ billion, from the previous fiscal year, due mainly to the positive impacts of increased profit attributable to higher revenue, continuing cost reduction and the currency effects caused by the depreciation of the Japanese yen, which offset the negative impacts of the change in model mix and increased SG\&A expenses. The operating margin was $2.4 \%$.

## Asia

In Asia, revenue increased $27.5 \%$, to $¥ 1,271.4$ billion from the previous fiscal year, due primarily to increased unit sales in the automobile business and the positive impact of currency translation effects. Operating income increased $18.7 \%$, to $¥ 77.1$ billion, from the previous fiscal year, due mainly to the positive impacts of increased profit attributable to higher revenue, which offset the negative impact of increased SG\&A expenses. The operating margin was $6.1 \%$.

## Other Regions

In other regions, revenue increased $39.5 \%$, to $¥ 797.6$ billion, compared to the previous fiscal year, due mainly to increased unit sales in all of the business segments and the positive impact of currency translation effects. Operating income rose $26.4 \%$, to $¥ 72.2$ billion, from the previous fiscal year, due mainly to the positive impact of the increased profit attributable to higher revenue, and the currency effects caused by the depreciation of the Japanese yen, offsetting the negative impact of increased SG\&A expenses. The operating margin was 9.1\%.

As described in Note (1) (v) and Note (3) to our consolidated financial statements, certain revisions for misclassifications and reclassifications have been made to the prior years' consolidated financial statements to conform to the presentation used for the fiscal year ended March 31, 2007.

## Research and Development

Using the most advanced technologies, Honda Motor Company and its consolidated subsidiaries conduct R\&D activities aimed at creating distinctive products that are internationally competitive. The Group's main R\&D divisions operate independently as subsidiaries, allowing technicians to pursue their tasks with significant freedom.

Product-related research and development is spearheaded by the Honda R\&D Co., Ltd., Honda R\&D Americas, Inc., in the United States and Honda R\&D Europe (Deutschland) GmbH in Germany. Research and development on production technologies centers on Honda Engineering Co., Ltd., in Japan and Honda Engineering North America, Inc. All of these entities work in close association with our other entities and business in their respective regions. Total consolidated R\&D expenditures for the year ended March 31, 2007 amounted to $¥ 551.8$ billion. Main R\&D activities conducted by each business segment are outlined below.

## Motorcycle Business

Honda is committed to developing motorcycles with new value-added features that meet the individual needs of customers around the world, and to implementing timely local
development of regional products at its overseas locations. At the same time, we focus on developing industry-leading technologies that address safety and environmental issues.

Breakthroughs during fiscal 2007 include the development in the United States and Canada of the Gold Wing touring bike equipped with the world's first motorcycle airbag system. In North America and Europe, the CBR600RR underwent a full model change, achieving lower weight than the previous model through a more compact engine installed in a newly designed Fine Die-Cast aluminum frame. It also employs a newly designed compact, electrically controlled steering damper that facilitates further enhanced riding performance. In Asia, we began production and sales at an equity-method affiliate in India of the Glamour-F/ 125cc motorcycle, equipped with a PGM-FI electronic fuel-injection system, which meets new demands for low fuel consumption and clean performance through exhaust emissions. In China, we commenced production and sales at an equity-method affiliate of two new models: CBF150 motorcycle, mounted with a newly developed Core 2 150cc engine with low fuel consumption and robust power achieved through substantially reduced friction loss and improved cooling performance; and SCR110 scooter, which employs PGM-FI low-friction technologies to become the first model in the country to clear Euro3 motorcycle emission gas standards.

Other technological R\&D highlights include the announced development of Honda's Variable Cylinder Management (VCM) system, which is based on high-performance Variable Valve Timing and Lift, Electronic Control (VTEC) technologies for three-phase control over the number of active cylinders, facilitating low fuel consumption and high power capacity. We also developed an engine that offers one of the world's lowest levels of friction, achieved by improving fuel efficiency through a twoplug system and reducing mechanical resistance in the engine.

Research and development expenses (which do not include research and development at equity-method affiliates described above) in the Motorcycle Business segment in fiscal 2007 totaled $¥ 90.1$ billion.

## Automobile Business

In the Automobile Business segment, we strive to develop innovative technologies and products through creativityoriented development in response to customer needs. We also actively develop technologies that address environmental issues and provide enhanced safety performance.

Major achievements during the year include a full model change for the $C R-V$ in markets around the world. For fourwheel drive models, we introduced a new real-time 4WD system that improves rear-wheel torque transmissibility by bolstering the existing dual-pump system with a one-way cam unit. In Japan, we melded steering maneuver and voice guidance in the Honda Smart Parking Assist System, which is used on the Life. Further, we released the Crossroad, an automobile that transcends existing categories by combining the design and functionality of an SUV, the convenient size of a compact car, and the three-row, seven-seat configuration of a minivan. In North America, we commenced sales of the Acura RDX entry-premium SUV, which features a newly developed 2.3-liter i-VTEC (intelligent VTEC) turbo engine and Super-Handling All

Wheel Drive (SH-AWD) to provide good fuel economy, high output and excellent driving performance. Breakthroughs in other regions included sales of flexible fuel vehicle (FFV) versions of the Civic and Fit in Brazil that can be powered by ethanol or an ethanol-gasoline mixture.

Another technology development milestone was the development of a clean diesel engine on par with a gasoline engine for environmental performance. This is achieved through a newly developed NOx catalyst that efficiently purifies NOx gases to nitrogen through a reduction reaction using ammonia produced within the catalytic converter. In addition, we have developed an evolutionary VTEC engine with high power and low fuel consumption and emissions, attained by combining VTEC and Valve Timing Control (VTC)—which dynamically controls the intake valve lift amount and aperture angle-for continuously variable control.

In the field of automotive fuel cell technologies, Honda announced the operation of its next-generation fuel cellpowered FCX Concept, with the compact, high efficiency Honda FC STACK run through the central tunnel, to deliver radically improved performance in terms of driving, as well as environmental performance.

Research and development expenses in the Automobile Business segment in fiscal 2007 totaled $¥ 447.0$ billion.

## Power Product and Other Businesses

In the Power Product Business, we seek to develop products that match customers' lifestyles and needs while strengthening our lineup of offerings that address environmental issues.

In fiscal 2007, BF90 four-stroke marine outboard motor underwent a full model change. This motor features such intelligent technologies as a VTEC structure based on a 1.5-liter passenger car engine, PGM-FI, a Lean Burn Control system and the world's first air-fuel timing ignition control for a marine outboard. The BF90 is lightweight and compact, while achieving excellent drive performance and economizing on fuel consumption. We also carried out a model change for our compact, home-use cogeneration system, scoring improvements in power generation efficiency and reducing the $\mathrm{CO}_{2}$ emissions ratio. An electronic control variable jet to automatically optimize fuel flow is also employed to enhance cold-start performance.

Other technical development spawned a high-expansionratio engine with an original intake/compression stroke and expansion/exhaust stroke structure that was prototyped during fiscal 2007.

In other businesses, ongoing research into jet engines and HondaJet, our advanced, compact business jet, has reached fruition with development moving toward commercial production.

Research and development expenses in this segment in fiscal 2007 amounted to $¥ 14.6$ billion.

## Fundamental Research

In the area of fundamental research, Honda pursues steady and varied research activities into technologies that may lead to innovative applications in the future.

During the year, we announced a new brain-machine interface creating basic technology for manipulating robots using
human brain activity as a result of joint research with Advanced Telecommunications Research Institute International. Honda has also developed a biofabric with excellent levels of durability, aesthetics and smoothness for use as an automobile interior finish. As this fabric is derived from plant materials, the material manufacturing process results in an energy savings of $10 \%$ to $15 \%$, compared with such conventional oil-based fabrics as polyester. Further, through joint research with the Research Institute of Innovative Technology for the Earth we have established a technological base for ethanol production from softbiomass, cellulose from plant stalk and leaf matter, such as cultivated rice byproducts, that are not suitable for human consumption. This step from cellulose to bioethanol production surmounts a problem that had been thwarting progress in this field.

Expenses incurred in fundamental research are distributed among Honda's business segments.


## Capital Expenditures

Capital expenditures in fiscal 2007 were applied to the expansion of manufacturing facilities, streamlining efforts, and the replacement of older equipment. Other expenditures included funds used to augment sales and R\&D facilities.

Total capital expenditures for the year amounted to $¥ 993.8$ billion, up $¥ 536.0$ billion from the previous year. Also, total capital expenditures excluding property on operating leases for the year amounted to $¥ 627.0$ billion, up $¥ 169.2$ billion from the previous year.

In the motorcycle business, we made capital expenditures of $¥ 68.8$ billion in the fiscal year ended March 31, 2007. Funds were allocated to the introduction of new models, as well as the improvement, streamlining and modernization of production facilities, and improvement of Sales and R\&D facilities.

In the automobile business, we made capital expenditures of $¥ 540.8$ billion in the fiscal year ended March 31, 2007. Funds were allocated to the introduction of new models, as well as the
improvement, streamlining and modernization of production facilities, and improvement of Sales and R\&D facilities.

In the financial services segment, capital expenditures excluding property on operating leases amounted to $¥ 0.9$ billion in the fiscal year ended March 31, 2007, while capital expenditures for property on operating leases were $¥ 366.7$ billion. Capital expenditures in power product and other businesses in the fiscal year ended March 31, 2007, totaling $¥ 16.3$ billion, were deployed to upgrade, streamline, and modernize manufacturing facilities for power products, and to improve R\&D facilities for power products.

The Company did not sell or dispose of any major facilities in the fiscal year ended March 31, 2007.

Spending by business segment is shown below.

|  | Yen (millions) |  |
| :--- | ---: | ---: |
| Years ended March 31 | 2006 | 2007 |
| Motorcycle Business | $¥ 52,246$ | $¥ 68,880$ |
| Automobile Business | 392,934 | 540,859 |
| Financial Services | 1,316 | 933 |
| Power Product and | 11,345 | $\mathbf{1 6 , 3 9 4}$ |
| Other Businesses $¥ 457,841$ $¥ 627,066$ <br> Total   <br>    <br> Purchase of operating   <br> lease assets   | $\neq$ | $¥ 366,795$ |



## Plans after Fiscal 2007

Honda plans to build a new engine plant in Ogawa-machi Hikigun, Saitama with an investment of approximately $¥ 25,000$ million. The annual production capacity of this new plant will be approximately 200,000 units. This new plant should begin operation in 2009. The amount of this capital expenditure is included in the plan of new auto plant in Yorii-machi Oosatogun, Saitama with an investment of approximately $¥ 70,000$ million, which was announced last fiscal year.

The estimated amount of capital expenditures in fiscal 2008 is shown below.

|  | Yen (millions) |
| :--- | ---: |
| Year ending March 31 | 2008 |
| Motorcycle Business | $¥ 92,800$ |
| Automobile Business | 588,000 |
| Financial Services | 1,300 |
| Power Product and Other Businesses | 27,900 |
| Total | $¥ 710,000$ |

The estimated amount of capital expenditures in fiscal 2008 for financial services does not include property on operating leases.

## Liquidity and Capital Resources

## Overview of Capital Requirements, Sources and Uses

The policy of Honda is to support its business activities by maintaining sufficient capital resources, a sufficient level of liquidity and a sound balance sheet.

Honda's main business is the manufacturing and sale of motorcycles, automobiles and power products. To support this business, it also provides retail financing and automobile leasing services for customers, as well as wholesale financing services for dealers.

In its manufacturing and sales business, Honda requires operating capital mainly to purchase parts and materials required for production, as well as to control inventory of finished products and cover receivables from dealers. Honda also requires funds for capital expenditures, mainly to introduce new models, upgrade, rationalize and renew production facilities, as well as to expand and reinforce Sales and R\&D facilities.

Honda meets its operating capital requirements mainly through cash generated by operations. Honda funds its financial programs for customers and dealers primarily from corporate bonds, medium-term notes, commercial paper, and securitization of finance receivables. The year-end balance of liabilities associated with fund-raising by finance subsidiaries was $¥ 4,470.4$ billion as of March 31, 2007.

## Cash Flows

Consolidated cash and cash equivalents amounted to $¥ 945.5$ billion as of March 31, 2007, up $¥ 228.7$ billion, or $31.9 \%$, from a year earlier, mainly owing to the increases in net cash provided by operating and financing activities, offset in part by the increase in net cash used in investing activities as described below.

Net cash provided by operating activities amounted to $¥ 904.5$ billion. Factors increasing operating cash flows included continued significant growth in sales and stable operating margins (excluding the effect of the non-cash gain on return in the prior year), accompanied by lower increases in net operating assets and liabilities in the current year.

Net cash used in investing activities totaled $¥ 1,130.7$ billion. Factors increasing net cash used in investing cash flows were mainly due to $¥ 597.9$ billion in capital expenditures associated with introducing new models, upgrading, streamlining and renewing production facilities, and the improvement of Sales and R\&D facilities. Other factors were $¥ 240.2$ billion increase in acquisition of finance subsidiaries-receivables and $¥ 365.5$ billion increase of property on operating leases associated with
higher sales of automobiles in North America and elsewhere.
Net cash provided by financing activities was $¥ 423.4$ billion. During the year, Honda raised $¥ 306.0$ billion in short-term debt through the issue of commercial paper, and also raised $¥ 969.4$ billion in long-term debt through the issue of bonds and medium-term notes to meet capital requirements associated mainly with an increase in liabilities of finance subsidiaries, as well as to repay $¥ 677.5$ billion in long-term debt. By contrast, Honda also made $¥ 26.6$ billion in payments for purchase of treasury stock and $¥ 140.4$ billion in cash dividends paid.

## Liquidity

The $¥ 945.5$ billion in cash and cash equivalents at end of year corresponds to approximately 1.0 month of net sales, and Honda believes it has sufficient liquidity for its business operations. At the same time, Honda is aware of the possibility that various factors, such as recession-induced market contraction and financial and foreign exchange market volatility, may adversely affect liquidity.

For this reason, finance subsidiaries carry total short-term borrowings of $¥ 1,842.1$ billion in the form of commercial paper issued regularly to replace debt. This serves as alternative liquidity for a back-up credit line equivalent to $¥ 826.1$ billion. Honda believes it currently has sufficient credit limits, extended by prominent international banks.

Honda believes it has adequate liquidity to meet its cash obligations for the near future at least for the year ending March 31, 2008.

Honda's short- and long-term debt securities are rated by credit rating agencies, such as Moody's Investor Service, Inc., and Standard \& Poor's Rating Services. Based on major current ratings, which are shown below, Honda will be able to raise funds even if it requires more capital than its present level of liquidity would allow.

The following table shows the ratings of Honda's unsecured debt securities by Moody's and Standard \& Poor's as of the date of the filing of this Form 20-F.

|  | Credit Ratings for |  |
| :--- | :---: | :---: |
|  | Short-term <br> unseccured <br> debt securities | Long-term <br> unsecured <br> debt securities |
| Moody's Investors Service | P-1 | Aa3 |
| Standard \& Poor's Rating Services | A-1 | A+ |

The above ratings are based on information provided by Honda and other information deemed credible by the rating agencies. They are also based on the agencies' assessment of credit risk associated with designated securities issued by Honda. Each rating agency uses different standards for calculating Honda's credit rating, and also makes its own assessments. Ratings can be revised or nullified by agencies at any time. These ratings are not meant to serve as a recommendation for trading in or holding debt.

## Off-Balance Sheet Arrangements Special Purpose Entity

For the purpose of accelerating the receipt of cash related to our finance receivables, we periodically securitize and sell pools of these receivables. In these securitizations, we sell a portfolio of
finance receivables to a special purpose entity, which is established for the limited purpose of buying and reselling finance receivables. We remain as a servicer of the finance receivables and are paid a servicing fee for our services. The special purpose entity transfers the receivables to a trust or bank conduit, which issues interest-bearing asset-backed securities or commercial paper, respectively, to investors. We retain certain subordinated interests in the sold receivables in the form of subordinated certificates, servicing assets and residual interests in certain cash reserves provided as credit enhancements for investors. We apply significant assumptions regarding prepayments, credit losses and average interest rates in estimating expected cash flows from the trust or bank conduit, which affect the recoverability of our
retained interests in the sold finance receivables. We periodically evaluate these assumptions and adjust them, if appropriate, to reflect the performance of the finance receivables.

## Guarantee

At March 31, 2007, we guaranteed $¥ 41.1$ billion of employee bank loans for their housing costs. If an employee defaults on his/her loan payments, we are required to perform under the guarantee. The undiscounted maximum amount of our obligation to make future payments in the event of defaults is $¥ 41.1$ billion. As of March 31, 2007, no amount was accrued for any estimated losses under the obligations, as it was probable that the employees would be able to make all scheduled payments.

Tabular Disclosure of Contractual Obligations
The following table shows our contractual obligations at March 31, 2007:

|  | Yen (millions) |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Payments due by period |  |  |  |  |
|  | Total | Less than 1 year | $1-3$ years | $3-5$ years | After 5 years |
| Long-term debt | $¥ 2,681,152$ | $¥ 775,409$ | $¥ 1,374,355$ | $¥ 504,705$ | $¥ 26,683$ |
| Operating leases | 128,978 | 25,354 | 34,703 | 23,543 | 45,378 |
| Purchase commitments (*) | 78,027 | 78,027 | - | - | - |

${ }^{*}{ }^{*}$ ) Honda had commitments for purchases of property, plant and equipment at March 31, 2007.

Honda expects to contribute $¥ 33,953$ million to its domestic pension plans and $¥ 37,187$ million to its foreign pension plans in the year ending March 31, 2008.

At March 31, 2007, we had no material capital lease obligations or long-term liabilities reflected on our balance sheet under U.S. GAAP other than those set forth in the table above.

## Application of Critical Accounting Policies

Critical accounting policies are those which require us to apply the most difficult, subjective or complex judgments, often requiring us to make estimates about the effect of matters that are inherently uncertain and which may change in subsequent periods, or for which the use of different estimates that could have reasonably been used in the current period would have had a material impact on the presentation of our financial condition and results of operations.

The following is not intended to be a comprehensive list of all our accounting policies. Our significant accounting policies are more fully described in Note (1) to the accompanying consolidated financial statements.

We have identified the following critical accounting policies with respect to our financial presentation.

## (Product Warranty)

We warrant our products for specific periods of time.
Product warranties vary depending upon the nature of the product, the geographic location of their sales and other factors.

We recognize costs for general warranties on products we sell and product recalls. We provide for estimated warranty costs at the time products are sold to customers or the time new warranty programs are initiated. Estimated warranty costs are provided based on historical warranty claim experience with consideration given to the expected level of future
warranty costs, including current sales trends, the expected number of units to be affected and the estimated average repair cost per unit for warranty claims. Our products contain certain parts manufactured by third party suppliers. Since suppliers typically warrant these parts, the expected receivables from warranties of these suppliers are deducted from our estimates of accrued warranty obligations.

We believe our accrued warranty liability is a "critical accounting estimate" because changes in the calculation can materially affect net income, and require us to estimate the frequency and amounts of future claims, which are inherently uncertain.

Our policy is to continuously monitor warranty cost accruals to determine their adequacy of the accrual. Therefore, warranty expense accruals are maintained at an amount we deem adequate to cover estimated warranty expenses.

Actual claims incurred in the future may differ from the original estimates, which may result in material revisions to the warranty expense accruals.

Additional detailed information about the changes in provisions for the product warranties for each of the years in the two-year period ended March 31, 2007 is described in Note (18) to the accompanying consolidated financial statements.

## (Credit Losses)

Our finance subsidiaries provide wholesale financing to dealers and retail lending and direct financing leases to customers mainly in order to support sales of our products, principally in North America. We classify the receivables derived from those services as finance subsidiaries-receivables. Certain finance receivables related to sales of inventory are included in trade receivables and other assets in the consolidated balance sheets.

To determine the overall allowance for credit loss amount, receivables are segmented into pools with common characteristics such as product and collateral types, credit grades, and original loan terms. For each of these pools, we estimate losses primarily based on our historic loss experiences, delinquency rates, recovery rates and scale and composition of the portfolio, taking factors into consideration such as changing economic conditions and changes in operational policies and procedures.

We believe our allowance for credit losses is a "critical accounting estimate" because it requires us to make assumptions about inherently uncertain items such as future economic trends, quality of finance subsidiaries-receivables and other factors. We review the adequacy of the allowance for credit losses, and the allowance for credit losses is maintained at an amount that we deem sufficient to cover the estimated credit
losses incurred on our owned portfolio of finance receivables. However, actual losses may differ from the original estimates as a result of actual results varying from those assumed in our estimates.

As an example of the sensitivity of the allowance calculation, the following scenario demonstrates the impact that a deviation in one of the primary factors estimated as a part of our allowance calculation would have on the provision and allowance for credit losses. If we had experienced a $10 \%$ increase in net credit losses during fiscal 2007 in our North America portfolio, the provision for fiscal 2007 and the allowance balance at the end of fiscal 2007 would have increased by approximately $¥ 5.5$ billion and $¥ 2.8$ billion, respectively. Note that this sensitivity analysis may be asymmetric, and are specific to the base conditions in fiscal 2007.

Additional Narrative of the Change in Credit Loss as Below
The following table shows information related to our credit loss experience in our North America portfolio:

|  | Yen (billions) |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Fiscal years ended March 31 | 2005 | 2000 | 2007 |  |
| Charge-offs (net of recoveries) | $\nexists$ | 23.1 | $\nexists$ | 22.8 |
| Provision for credit losses | 31.7 | 27.4 | 26.2 |  |
| Allowance for credit losses | 29.2 | 30.1 | 25.5 |  |
| Ending receivable balance | $3,613.6$ | $4,166.5$ | $\mathbf{2 8 . 7}$ |  |
| Average receivable balance, net | $3,333.5$ | $3,938.2$ | $4,330.8$ |  |
| Charge-offs as a \% of average receivable balance | $0.70 \%$ | $0.58 \%$ | $0.61 \%$ |  |
| Allowance as a \% of ending receivable balance | $0.81 \%$ | $0.72 \%$ | $\mathbf{0 . 6 6 \%}$ |  |

## Fiscal Year 2007 Compared with Fiscal Year 2006

Net charge-offs in our North American portfolio increased by $¥ 3.4$ billion, or $15 \%$. Higher originations of finance receivables due to business expansion in fiscal year 2006 compared to fiscal year 2005 resulted in higher charge-offs in fiscal year 2007.

The provision for credit losses decreased by $¥ 1.9$ billion, or $7 \%$ and the allowance for credit losses decreased by $¥ 1.4$ billion, or $5 \%$. The decreases were due to lower estimates of losses incurred as of March 31, 2007 even though finance receivables increased.

## (Losses on Lease Residual Values)

End-customers of leased vehicles typically have an option to buy the leased vehicle for the contractual residual value of the vehicle or to return the vehicle to our finance subsidiaries through the dealer at the end of the lease term. Likewise, dealers have the option to buy the vehicle returned by the customer or to return the vehicle to our finance subsidiaries. The likelihood that the leased vehicle will be purchased varies depending on the difference between the actual market value of the vehicle at the end of the lease term and the contractual value determined at the inception of the lease. Our finance subsidiaries in North America have historically accounted for all leases as direct finance leases. However, starting in the year ended March 31, 2007, some of the leases which do not qualify for direct financing leases accounting treatment are accounted for as operating leases.

We initially determine the contract residual values by using our estimate of future used vehicle values, taking into consideration data obtained from third parties. We are exposed to risk of loss on the disposition of returned lease vehicles when the proceeds from the sale of the vehicles are less than the contractual residual values at the end of the lease term. We periodically review the estimate of residual values. Downward adjustments are made for declines in estimated residual values that are deemed to be other-than-temporary. For direct financing leases, our finance subsidiaries in North America purchase insurance to cover a portion of the estimated residual value. The adjustments on the uninsured portion of the vehicle's residual value are recognized as a loss in the period in which the estimate changed. For vehicle leases accounted for as operating leases, adjustments to estimated residual values result in changes to the remaining depreciation expense to be recognized prospectively on a straight-line basis over the remaining term of the lease.

The primary components in estimating losses on lease residual values are the expected frequency of returns, or the percentage of leased vehicles we expect to be returned by customers at the end of the lease term, and the expected loss severity, or the expected difference between the residual value and the amount we receive through sales of returned vehicles plus proceeds from insurance, if any. We estimate losses on lease residual values by evaluating several different factors, including trends in historical and projected used vehicle values and general economic measures.

We believe that our estimated losses on lease residual values is a "critical accounting estimate" because it is highly susceptible to market volatility and requires us to make assumptions about future economic trends and lease residual values, which are inherently uncertain. We believe that the assumptions used are appropriate. However, actual losses incurred may differ from original estimates.

If future auction values for all Honda and Acura vehicles in our North American direct financing lease portfolio as of March 31,2007 , were to decrease by approximately $¥ 10,000$ per unit from our present estimates, the total impact would be an increase in losses on lease residual values by about $¥ 0.8$ billion. Similarly, if future return rates for our existing portfolio of all Honda and Acura vehicles were to increase by one percentage point from our present estimates, the total impact would be an increase in losses on lease residual values by about $¥ 0.1$ billion. For operating lease portfolio as of March 31 with the same prerequisite shown above, the impacts would be immaterial. Note that this sensitivity analysis may be asymmetric, and are specific to the base conditions in fiscal 2007.

## (Pension and Other Postretirement Benefits)

We have various pension plans covering substantially all of our employees in Japan and certain employees in foreign countries. Benefit obligations and pension costs are based on assumptions of many factors, including the discount rate, the rate of salary increase and the expected long-term rate of return on plan assets. The discount rate and expected long-
term rate of return on plan assets are determined based on our evaluation of current market conditions, including changes in interest rates. The salary increase assumptions reflect our actual experience as well as near-term outlook. Our assumed discount rate and rate of salary increase as of March 31, 2007 were $2.0 \%$ and $2.3 \%$, respectively, and our assumed expected long-term rate of return for the year ended March 31, 2007 was $4.0 \%$ for Japanese plans. Our assumed discount rate and rate of salary increase as of March 31, 2007 were 5.2-6.0\% and $2.9-6.4 \%$, respectively, and our assumed expected longterm rate of return for fiscal 2007 was 6.8-8.0\% for foreign plans.

We believe that the accounting estimates related to our pension plans is "critical accounting estimate" because changes in these estimates can materially affect our financial condition and results of operations.

Actual results may differ from our assumptions, and the difference is accumulated and amortized over future periods. Therefore, the difference will be generally reflected as our recognized expenses and recorded obligations in future period. We believe that the assumptions currently used are appropriate, however, differences in actual expenses or changes in assumptions could affect our pension costs and obligations, including our cash requirements to fund such obligations.

The following table shows the effect of a $0.5 \%$ change in the assumed discount rate and the expected long-term rate of return on our funded status, equity, and pension expense.

| Japanese Plans |  |  | Yen (billions) |  |
| :--- | :---: | :---: | :---: | :---: |
| Assumptions | Percentage point change (\%) | Funded status | Equity | Pension expense |
| Discount rate | $+0.5 /-0.5$ | $-88.1 /+99.3$ | $+47.9 /-59.8$ | $-5.2 /+6.3$ |
| Expected long-term rate of return | $+0.5 /-0.5$ | - | - | $-3.3 /+3.3$ |


| Foreign Plans |  |  | Yen (billions) |  |
| :--- | :---: | :---: | :---: | :---: |
| Assumptions | Percentage point change (\%) | Funded status | Equity | Pension expense |
| Discount rate | $+0.5 /-0.5$ | $-43.4 /+49.8$ | $+30.7 /-35.8$ | $-6.3 /+7.3$ |
| Expected long-term rate of return | $+0.5 /-0.5$ | - | - | $-1.8 /+1.8$ |

(*1) Note that this sensitivity analysis may be asymmetric, and are specific to the base conditions at March 31, 2007.
(*2) Funded status for fiscal 2007 is affected by March 31, 2007 assumptions. Pension expense for fiscal 2007 is affected by March 31, 2006 assumptions.

## Quantitative and Qualitative Disclosure About Market Risk

Honda is exposed to market risks, which are changes in foreign currency exchanges rates, in interest rates and in prices of marketable equity securities. Honda is a party to derivative financial instruments in the normal course of business in order to manage risks associated with changes in foreign currency exchange rates and in interest rates. Honda does not hold any derivative financial instruments for trading purposes.

## (Foreign Currency Exchange Rate Risk)

Foreign currency forward exchange contracts and purchased
option contracts are normally used to hedge sale commitments denominated in foreign currencies (principally U.S. dollars).

Foreign currency written option contracts are entered into in combination with purchased option contracts to offset premium amounts to be paid for purchased option contracts.

The tables on the next page provide information about our derivatives related to foreign currency exchange rate risk as of March 31, 2006 and 2007. For forward exchange contracts and currency options, the table presents the contract amounts and fair value. All forward exchange contracts and currency options to which we are a party have original maturities of less than one year.

Foreign Exchange Risk

|  | 2006 |  |  | 2007 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Yen (millions) |  | Average contractual rate (Yen) | Yen (millions) |  | Average contractual rate (Yen) |
|  | Contract amounts | Fair value |  | Contract amounts | Fair value |  |
| Forward Exchange Contract |  |  |  |  |  |  |
| To sell US\$ | ¥270,070 | $(1,771)$ | 115.88 | ¥336,005 | 1,299 | 117.84 |
| To sell EUR | 132,694 | $(3,333)$ | 138.57 | 60,305 | (963) | 154.35 |
| To sell CA\$ | 19,225 | (1) | 100.59 | 16,548 | (67) | 100.88 |
| To sell GBP | 82,546 | (984) | 201.67 | 173,894 | $(1,352)$ | 228.48 |
| To sell other foreign currencies | 82,985 | 310 | - | 36,344 | (670) | - |
| To buy US\$ | 5,535 | 45 | 115.78 | 9,864 | (122) | 114.93 |
| To buy other foreign currencies | 992 | 22 | - | 11,358 | (85) | - |
| Cross-currencies | 304,078 | 2,228 | - | 334,676 | $(1,533)$ | - |
| Total | ¥898,125 | $(3,484)$ |  | ¥978,994 | $(3,493)$ |  |
| Currency Option |  |  |  |  |  |  |
| Option purchased to sell US\$ | $¥ 58,446$ | 520 | - | $¥$ | - | - |
| Option written to sell US\$ | 104,576 | (323) | - | - | - | - |
| Option purchased to sell other currencies | 4,982 | 19 | - | 2,317 | 24 | - |
| Option written to sell other currencies | 8,544 | (85) | - | 3,476 | (42) | - |
| Total | $¥ 176,548$ | 131 |  | $¥ 5,793$ | (18) |  |

## (Interest Rate Risks)

Honda is exposed to market risk for changes in interest rates related primarily to its debt obligations and finance receivables. In addition to short-term financing such as commercial paper, Honda has long-term debt with both fixed and floating rates. Our finance receivables are primarily fixed rate. Interest rate swap agreements are mainly used to convert floating rate financing (normally three-five years) to fixed rate financing in order to match financing costs with income from finance receivables. Foreign currency and interest rate swap agreements used among different currencies, also serve to hedge foreign
currency exchange risk as well as interest rate risk.
The following tables provide information about Honda's financial instruments that were sensitive to changes in interest rates at March 31, 2006 and 2007. For finance receivables and long-term debt, these tables present principal cash flows, fair value and related weighted average interest rates. For interest rate swaps and currency \& interest rate swaps, the table presents notional amounts, fair value and weighted average interest rates. Variable interest rates are determined using formulas such as LIBOR $+\alpha$ and an index.

Finance Subsidiaries-Receivables

|  | 2006 |  | 2007 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Yen (millions) |  | Yen (millions) |  |  |  |  |  |  |  |  |
|  | Total | Fair value | Total | Expected maturity date |  |  |  |  |  | Fair value | Average interest rate |
|  |  |  |  | Within 1 year | 1-2 year | 2-3 year | 3-4 year | $4-5$ year | Thereater |  |  |
| Direct Finance Leases**: |  |  |  |  |  |  |  |  |  |  |  |
| JP¥ | ¥ 24,450 | - | ¥ 26,894 | 15,811 | 5,571 | 3,247 | 1,465 | 800 | - | - | 4.82\% |
| US\$ | 1,846,959 | - | 1,426,173 | 558,263 | 531,211 | 309,651 | 27,039 | 9 | - | - | 4.75\% |
| Other | 348,691 | - | 439,499 | 127,160 | 97,709 | 108,119 | 102,209 | 4,285 | 17 | - | 4.52\% |
| Total-Direct Finance Leases | ¥2,220,100 | - | ¥1,892,566 | 701,234 | 634,491 | 421,017 | 130,713 | 5,094 | 17 | - |  |
| Other Finance Receivables: |  |  |  |  |  |  |  |  |  |  |  |
| JPF | $\ddagger 412,415$ | 377,036 | ¥ 402,970 | 135,176 | 103,753 | 75,794 | 48,250 | 25,086 | 14,911 | 398,869 | 4.82\% |
| US\$ | 1,982,413 | 1,935,956 | 2,485,210 | 876,988 | 525,019 | 466,471 | 350,458 | 210,906 | 55,368 | 2,545,210 | 7.03\% |
| Other | 428,934 | 405,397 | 487,922 | 265,085 | 94,556 | 67,451 | 40,621 | 17,573 | 2,636 | 411,955 | 7.48\% |
| Total-Other Finance Receivables | ¥2,823,762 | 2,718,389 | ¥3,376,102 | 1,277,249 | 723,328 | 609,716 | 439,329 | 253,565 | 72,915 | 3,356,034 |  |
| Retained interest in the sold pools of finance receivables*2 | 94,634 | 94,634 | 88,110 |  |  |  |  |  |  | 88,110 |  |
| Tota* ${ }^{* 3}$ | ¥5,138,496 |  | $\overline{75,356,778}$ |  |  |  |  |  |  |  |  |

[^8]Long-Term Debt (including current maturities)

|  | 2006 |  | 2007 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Yen (millions) |  | Yen (millions) |  |  |  |  |  |  |  | Average interest rate |
|  | Total | Fair value | Total | Expected maturity date |  |  |  |  |  | Fair value |  |
|  |  |  |  | Within 1 year | 1-2 year | 2-3 year | 3-4 year | 4-5 year | Thereater |  |  |
| Japanese yen bonds | $¥ 231,200$ | 228,555 | ¥ 230,129 | 50,050 | 30,048 | 60,049 | 59,992 | 29,990 | - | 229,379 | 0.89\% |
| Japanese yen medium-term notes (Fixed rate) | 374,624 | 374,887 | 367,900 | 114,000 | 103,400 | 70,500 | 62,000 | 18,000 | - | 368,425 | 0.80\% |
| Japanese yen medium-term notes (Floaing rate) | e) 100,696 | 101,328 | 85,200 | 24,500 | 38,000 | 19,700 | - | 3,000 | - | 85,525 | 0.77\% |
| U.S. dollar medium-term notes (Fixed rate) | 336,512 | 334,377 | 354,500 | 35,409 | 107,539 | 88,147 | 58,764 | 41,135 | 23,506 | 357,121 | 4.52\% |
| U.S. dollar medium-term notes (Foating rate) | 986,010 | 995,905 | 1,171,527 | 444,023 | 480,341 | 153,140 | 35,259 | 58,764 | - | 1,183,041 | 5.38\% |
| U.S. dollar commercial paper | 204,893 | 204,893 | - | - - | - | - | - | - | - | - | - |
| Loans and others-primarily fixed rate | 302,710 | 303,969 | 471,896 | 107,427 | 129,322 | 94,169 | 101,964 | 35,837 | 3,177 | 471,384 | 4.14\% |
| Total | $¥ 2,536,645$ | 2,543,914 | ¥2,681,152 | 775,409 | 888,650 | 485,705 | 317,979 | 186,726 | 26,683 | 2,694,875 |  |

Interest Rate Swaps

|  |  | 200 |  |  |  |  |  | 2007 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Yen (mill | ons) |  |  |  | Yen (mi | ons) |  |  |  |  |  |
| Notional |  |  |  |  |  |  | Expected m | aturity da |  |  |  | Average | rage |
| principal currency | Receive/Pay | Contract amounts | Fair value | Contract amounts | $\begin{aligned} & \text { Within } \\ & 1 \text { year } \end{aligned}$ | 1-2 year | 2-3 year | 3-4 year | $4-5$ year | Thereater | Fair value | receive rate | pay rate |
| JP¥ | Float/Fix | $\ddagger 1,455$ | (3) | $\ddagger$ 5,858 | 150 | 4,582 | 326 | 800 | - | - | - | 1.01\% | 1.45\% |
| US\$ | Float/Fix | 2,712,564 | 39,965 | 2,933,563 | 1,195,922 | 964,636 | 633,560 | 120,409 | 19,036 | - | 8,661 | 5.35\% | 4.65\% |
|  | Fix/Float | 337,726 | $(6,426)$ | 355,921 | 35,414 | 108,016 | 88,538 | 59,025 | 41,318 | 23,610 | $(1,878)$ | 4.52\% | 5.50\% |
|  | Float/Float | 52,274 | (311) | 90,899 | 32,464 | 49,581 | 8,854 | - | - | - | (205) | 5.20\% | 5.36\% |
| CA\$ | Float/Fix | 433,089 | 4,445 | 490,691 | 126,528 | 134,859 | 116,808 | 89,792 | 22,704 | - | 2,186 | 4.09\% | 3.94\% |
|  | Fix/Float | 71,663 | $(1,067)$ | 75,961 | 6,817 | 18,832 | 18,677 | 6,373 | 25,196 | 66 | (346) | 3.95\% | 4.44\% |
|  | Float/Float | 185,057 | (303) | 195,325 | 74,134 | 64,383 | 37,207 | 14,701 | 4,834 | 66 | (302) | 4.04\% | 4.13\% |
| GBP | Float/Fix | 54,927 | 32 | 48,314 | 16,408 | 10,321 | 11,377 | 10,208 | - | - | 333 | 4.81\% | 4.90\% |
|  | Fix/Float | 8,993 | - | 1,931 | 1,563 | 368 | - | - | - | - | - | 5.11\% | 5.62\% |
|  |  | $¥ 3,857,748$ | 36,332 | ¥4,198,463 | 1,489,400 | ,355,578 | 915,347 | 301,308 | 113,088 | 23,742 | 8,449 |  |  |

Currency \& Interest Rate Swaps


## (Equity Price Risk)

Honda is exposed to equity price risk as a result of its holdings of marketable equity securities. Marketable equity securities included in Honda's investment portfolio are held for purposes other than trading, and are reported at fair value, with unrealized gains or losses, net of deferred taxes included in accumu-
lated other comprehensive income (loss) in the stockholders' equity section of the consolidated balance sheets. At March 31, 2006 and 2007, the estimated fair value of marketable equity securities was $¥ 141.8$ billion and $¥ 169.2$ billion, respectively.

## Legal Proceedings

Various legal proceedings are pending against us. We believe that such proceedings constitute ordinary routine litigation incidental to our business. With respect to product liability, personal injury claims or lawsuits, we believe that any judgment that may be recovered by any plaintiff for general and special damages and court costs will be adequately covered by our insurance and reserves. Punitive damages are claimed in certain of these lawsuits. We are also subject to potential liability by other various lawsuits and claims.

75 purported class actions on behalf of all purchasers of new motor vehicles in the United States since January 1, 2001, have been filed in various state and federal courts against American Honda Motor Co., Inc., Honda Canada, Inc., General Motors, Ford, Daimler Chrysler, Toyota, Nissan, and Volkswagen and their Canadian affiliates, the National Automobile Dealers Association and the Canadian Automobile Dealers Association. Several of the state court actions also name Honda Motor Co., Ltd. as a defendant, as well as other Japanese and German parent companies of United States based subsidiaries. The federal court actions have been consolidated for coordinated pretrial proceedings in federal court in Maine and 37 California cases have been consolidated in the state court in San Francisco. Additionally, there are pending cases in seven other states.

The nearly identical complaints allege that the manufacturer defendants, aided by the association defendants, conspired among themselves and with their dealers to prevent United States citizens from purchasing vehicles produced for the Canadian market and sold by dealers in Canada. The complaints allege that new vehicle prices in Canada are 10 to 30\% lower than those in the United States and that preventing the sale of these vehicles to United States citizens resulted in the payment of supracompetitive prices by United States consumers. The complaints seek treble damages under the antitrust laws, but do not specify damages. The federal court has certified a class for injunctive relief and damages. We believe our actions have been lawful and are vigorously defending these cases.

In accordance with Statement of Financial Accounting Standards (SFAS) No. 5, "Accounting for Contingencies", Honda has recorded a contingent liability when it is probable that an obligation has been incurred and the amount of loss can be reasonably estimated. After consultation with legal counsel, and taking into account all known factors pertaining to existing lawsuits and claims, we believe that the overall results of all lawsuits and pending claims should not result in liability to us that would be likely to have an adverse material effect on our consolidated financial position and results of operations.

| Honda Motor Co., Ltd. and Subsidiaries March 31, 2006 and 2007 <br> Assets | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  | U.S. dollars (millions) (note 2) |
| :---: | :---: | :---: | :---: |
|  | 2006* | 2007 | 2007 |
| Current assets: |  |  |  |
| Cash and cash equivalents | $¥ 716,788$ | $¥ 945,546$ | \$ 8,010 |
| Trade accounts and notes receivable, net of allowance for doubtful accounts of $¥ 10,689$ million in 2006 and |  |  |  |
| $¥ 8,199$ million (\$69 million) in 2007 (notes 4 and 20) | 963,320 | 1,055,470 | 8,941 |
| Finance subsidiaries-receivables, net (notes 4, 9 and 20) | 1,230,912 | 1,426,224 | 12,082 |
| Inventories (note 5) | 1,036,304 | 1,183,116 | 10,022 |
| Deferred income taxes (note 11) | 221,294 | 215,172 | 1,823 |
| Other current assets (notes 7, 9 and 16) | 406,985 | 426,863 | 3,615 |
| Total current assets | 4,575,603 | 5,252,391 | 44,493 |
| Finance subsidiaries-receivables, net (notes 4, 9 and 20) | 2,982,425 | 3,039,826 | 25,750 |
| Investments and advances: |  |  |  |
| Investments in and advances to affiliates (note 6) | 408,993 | 487,538 | 4,130 |
| Other, including marketable equity securities (note 7) | 298,460 | 254,610 | 2,157 |
| Total investments and advances | 707,453 | 742,148 | 6,287 |
| Property on operating leases (note 8): |  |  |  |
| Vehicles | - | 345,909 | 2,930 |
| Less accumulated depreciation | - | 9,700 | 82 |
| Net property on operating leases | - | 336,209 | 2,848 |
| Property, plant and equipment, at cost (note 9): |  |  |  |
| Land | 384,447 | 429,373 | 3,637 |
| Buildings | 1,149,517 | 1,322,394 | 11,202 |
| Machinery and equipment | 2,562,507 | 2,988,064 | 25,312 |
| Construction in progress | 115,818 | 204,318 | 1,731 |
|  | 4,212,289 | 4,944,149 | 41,882 |
| Less accumulated depreciation and amortization | 2,397,022 | 2,865,421 | 24,273 |
| Net property, plant and equipment | 1,815,267 | 2,078,728 | 17,609 |
| Other assets (notes 4, 9, 11 and 16) | 550,652 | 587,198 | 4,974 |
| Total assets | ¥10,631,400 | ¥12,036,500 | \$101,961 |

[^9]

Commitments and contingent liabilities (notes 18 and 19)
Total liabilities, minority interests and stockholders’ equity $\quad ¥ 10,631,400 \quad ¥ 12,036,500 \quad \$ 101,961$

| Honda Motor Co., Ltd. and Subsidiaries Years ended March 31, 2005, 2006 and 2007 | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  |  | U.S. dollars (millions) (note 2) |
| :---: | :---: | :---: | :---: | :---: |
|  | 2005* | 2006* | 2007 | 2007 |
| Net sales and other operating revenue (note 4) | $¥ 8,650,105$ | $79,907,996$ | $¥ 11,087,140$ | \$93,919 |
| Operating costs and expenses: |  |  |  |  |
| Cost of sales (note 4) | 6,038,172 | 7,010,357 | 7,865,142 | 66,626 |
| Selling, general and administrative | 1,513,259 | 1,656,365 | 1,818,272 | 15,402 |
| Research and development | 467,754 | 510,385 | 551,847 | 4,675 |
| Gain on transfer of the substitutional portion of the Employees' Pension Funds (note 13) | 8,019,185 | 9,177,107 | 10,235,261 | 86,703 |
|  | - | 138,016 | - | - |
| Operating income | 630,920 | 868,905 | 851,879 | 7,216 |
| Other income (notes 1 (q) and 7): |  |  |  |  |
| Interest | 10,696 | 27,363 | 42,364 | 359 |
| Other | 60,541 | 2,214 | 13,243 | 112 |
|  | 71,237 | 29,577 | 55,607 | 471 |
| Other expenses (notes 1 (q) and 7): |  |  |  |  |
| Interest | 11,655 | 11,902 | 12,912 | 109 |
| Other | 22,138 | 56,676 | 101,706 | 862 |
|  | 33,793 | 68,578 | 114,618 | 971 |
| Income before income taxes, minority interest and equity in income of affiliates | 668,364 | 829,904 | 792,868 | 6,716 |
| Income tax (benefit) expense (note 11): |  |  |  |  |
| Current | 151,146 | 319,945 | 300,294 | 2,544 |
| Deferred | 115,519 | $(2,756)$ | $(16,448)$ | (140) |
|  | 266,665 | 317,189 | 283,846 | 2,404 |
| Income before minority interest and |  |  |  |  |
| Minority interest in income of consolidated subsidiaries | $(11,559)$ | $(15,287)$ | $(20,117)$ | (170) |
| Equity in income of affiliates (note 6) | 96,057 | 99,605 | 103,417 | 876 |
| Net income | $¥$ 486,197 | $¥ 597,033$ | ¥ 592,322 | \$ 5,018 |
|  |  | Yen |  | U.S. dollars (note 2) |
|  | 2005 | 2006 | 2007 | 2007 |
| Basic net income per common share (note 1 (0)) | $¥ 260.34$ | $¥ 324.33$ | $¥ 324.62$ | \$ 2.75 |

See accompanying notes to consolidated financial statements.

* See note 3.

| Honda Motor Co., Ltd. and Subsidiaries Years ended March 31, 2005, 2006 and 2007 | Yen (millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Common stock | Capital surplus | Legal reserves | Retained earnings | Accumulated other comprehensive income (loss), ne | Treasury stock | Total stockholders' equity |
| Balance at March 31, 2004 | $\ddagger 86,067$ | $¥ 172,719$ | $¥ 32,418$ | $¥ 3,589,434$ | $¥(854,573)$ | $¥(151,665)$ | $¥ 2,874,400$ |
| Transfer to legal reserves |  |  | 2,270 | $(2,270)$ |  |  | - |
| Cash dividends |  |  |  | $(47,797)$ |  |  | $(47,797)$ |
| Comprehensive income (loss): |  |  |  |  |  |  |  |
| Net income |  |  |  | 486,197 |  |  | 486,197 |
| Other comprehensive income (loss), net of tax (note 15) |  |  |  |  |  |  |  |
| Adjustments from foreign currency translation |  |  |  |  | 40,476 |  | 40,476 |
| Unrealized gains (losses) on marketable securities: |  |  |  |  |  |  |  |
| Unrealized holding gains (losses) |  |  |  |  | $(3,668)$ |  | $(3,668)$ |
| Reclassification adjustments for losses (gain realized in net income |  |  |  |  | 1,346 |  | 1,346 |
| Unrealized gains (losses) on derivative instruments: |  |  |  |  |  |  |  |
| Reclassification adjustments for losses (gains) realized in net income |  |  |  |  |  |  |  |
| Minimum pension liabilities adjustment |  |  |  |  | 22,485 |  | 22,485 |
| Total comprehensive income |  |  |  |  |  |  | 546,836 |
| Purchase of treasury stock |  |  |  |  |  | $(84,160)$ | (84,160) |
| Reissuance of treasury stock |  | 2 |  | - |  | 13 | 15 |
| Retirement of treasury stock |  | (190) |  | $(216,181)$ |  | 216,371 | - |
| Balance at March 31, 2005 | 86,067 | 172,531 | 34,688 | 3,809,383 | $(793,934)$ | $(19,441)$ | 3,289,294 |
| Transfer to legal reserves |  |  | 1,123 | $(1,123)$ |  |  | - |
| Cash dividends |  |  |  | $(71,061)$ |  |  | (71,061) |
| Comprehensive income (loss): |  |  |  |  |  |  |  |
| Net income |  |  |  | 597,033 |  |  | 597,033 |
| Other comprehensive income (loss), net of tax (note 15) |  |  |  |  |  |  |  |
| Adjustments from foreign currency translation |  |  |  |  | 249,160 |  | 249,160 |
| Unrealized gains (losses) on marketable securities: |  |  |  |  |  |  |  |
| Unrealized holding gains (losses) |  |  |  |  | 29,807 |  | 29,807 |
| Reclassification adjustments for losses (gains) realized in net income |  |  |  |  | (841) |  | (841) |
| Unrealized gains (losses) on derivative instruments: |  |  |  |  |  |  |  |
| Reclassification adjustments for losses (gains) realized in net income |  |  |  |  | (38) |  | (38) |
| Minimum pension liabilities adjustment |  |  |  |  | 108,685 |  | 108,685 |
| Total comprehensive income |  |  |  |  |  |  | 983,780 |
| Purchase of treasury stock |  |  |  |  |  | $(77,067)$ | $(77,067)$ |
| Reissuance of treasury stock |  |  |  | (125) |  | 928 | 803 |
| Retirement of treasury stock |  | (2) |  | $(66,221)$ |  | 66,224 | 1 |
| Balance at March 31, 2006 | ¥86,067 | $¥ 172,529$ | $¥ 35,811$ | $\ddagger 4,267,886$ | $¥(407,187)$ | $¥(29,356)$ | $¥ 4,125,750$ |


|  | Yen (millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Common stock | Capital surplus | Legal reserves | Retained earnings |  | Treasury stock | $\begin{aligned} & \text { Total } \\ & \text { stockholders' } \\ & \text { equity } \end{aligned}$ |
| Balance at March 31, 2006 | ¥86,067 | $¥ 172,529$ | $¥ 35,811$ | $¥ 4,267,886$ | $¥(407,187)$ | $¥(29,356)$ | $¥ 4,125,750$ |
| Cumulative effect of adjustments resulting from the adoption of SAB No. 108, net of tax (note 1(u)) | - | - | - | $(62,640)$ | 18,149 | - | $(44,491)$ |
| Adjusted balances as of March 31, 2006 | 86,067 | 172,529 | 35,811 | 4,205,246 | $(389,038)$ | $(29,356)$ | 4,081,259 |
| Transfer to legal reserves |  |  | 1,919 | $(1,919)$ |  |  | - |
| Cash dividends |  |  |  | $(140,482)$ |  |  | $(140,482)$ |
| Comprehensive income (loss): |  |  |  |  |  |  |  |
| Net income |  |  |  | 592,322 |  |  | 592,322 |
| Other comprehensive income (loss), net of tax (note 15) |  |  |  |  |  |  |  |
| Adjustments from foreign currency translation |  |  |  |  | 96,775 |  | 96,775 |
| Unrealized gains (losses) on marketable securities: |  |  |  |  |  |  |  |
| Unrealized holding gains (losses) |  |  |  |  | 1,004 |  | 1,004 |
| Reclassification adjustments for losses (gains) realized in net income |  |  |  |  | $(5,575)$ |  | $(5,575)$ |
| Unrealized gains (losses) on derivative instruments: |  |  |  |  |  |  |  |
| Unrealized holding gains (losses) |  |  |  |  | (337) |  | (337) |
| Reclassification adjustments for losses (gains) |  |  |  |  |  |  |  |
| Minimum pension liabilities adjustment |  |  |  |  | 8,908 |  | 8,908 |
| Total comprehensive income |  |  |  |  |  |  | 693,518 |
| Adjustment for initially applying SFAS No. 158, net of tax (note 13) |  |  |  |  | $(139,324)$ |  | $(139,324)$ |
| Purchase of treasury stock |  |  |  |  |  | $(30,974)$ | $(30,974)$ |
| Reissuance of treasury stock |  |  |  | (277) |  | 18,891 | 18,614 |
| Retirement of treasury stock |  |  |  |  |  |  | - |
| Balance at March 31, 2007 | ¥86,067 | $¥ 172,529$ | ¥37,730 | ¥4,654,890 | $¥(427,166)$ | $¥(41,439)$ | $¥ 4,482,611$ |
|  | U.S. dollars (millions) (note2) |  |  |  |  |  |  |
|  | $\begin{aligned} & \text { Common } \\ & \text { stock } \end{aligned}$ | Capital surplus | $\begin{gathered} \text { Legal } \\ \text { reserve } \end{gathered}$ | Retained earnings |  | Treasury stock | $\begin{gathered} \text { Total } \\ \text { stockholders' } \\ \text { equity } \end{gathered}$ |
| Balance at March 31, 2006 | \$729 | \$1,461 | \$303 | \$36,153 | \$( 3,449 ) | \$(249) | \$34,948 |
| Cumulative effect of adjustments resulting from the adoption of SAB No. 108, net of tax (note 1(u)) | - | - | - | (530) | 153 | - | (377) |
| Adjusted balances as of March 31, 2006 | 729 | 1,461 | 303 | 35,623 | $(3,296)$ | (249) | 34,571 |
| Transfer to legal reserves |  |  | 17 | (17) |  |  |  |
| Cash dividends |  |  |  | $(1,190)$ |  |  | $(1,190)$ |
| Comprehensive income (loss): |  |  |  |  |  |  |  |
| Net income |  |  |  | 5,018 |  |  | 5,018 |
| Other comprehensive income (loss), net of tax (note 15) |  |  |  |  |  |  |  |
| Adjustments from foreign currency translation |  |  |  |  | 820 |  | 820 |
| Unrealized gains (losses) on marketable securities: |  |  |  |  |  |  |  |
| Unrealized holding gains (losses) |  |  |  |  | 8 |  | 8 |
| Reclassification adjustments for losses (gains) realized in net income |  |  |  |  | (47) |  | (47) |
| Unrealized gains (losses) on derivative instruments: |  |  |  |  |  |  |  |
| Unrealized holding gains (losses) |  |  |  |  | (3) |  | (3) |
| Reclassification adjustments for losses (gains) realized in net income |  |  |  |  | 4 |  | 4 |
| Minimum pension liabilities adjustment |  |  |  |  | 75 |  | 75 |
| Total comprehensive income |  |  |  |  |  |  | 5,875 |
| Adjustment for initially applying SFAS No. 158, net of tax (note 13) |  |  |  |  | $(1,180)$ |  | $(1,180)$ |
| Purchase of treasury stock |  |  |  |  |  | (262) | (262) |
| Reissuance of treasury stock |  |  |  | (2) |  | 160 | 158 |
| Retirement of treasury stock |  |  |  |  |  |  | - |
| Balance at March 31, 2007 | \$729 | \$1,461 | \$320 | \$39,432 | \$(3,619) | \$(351) | \$37,972 |

[^10]| Honda Motor Co., Ltd. and Subsidiaries Years ended March 31, 2005, 2006 and 2007 | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  |  | U.S. dollars (millions) (note 2) |
| :---: | :---: | :---: | :---: | :---: |
|  | 2005* | 2006* | 2007 | 2007 |
| Cash flows from operating activities (note 14): |  |  |  |  |
| Net income | $¥ 486,197$ | $¥ 597,033$ | ¥ 592,322 | \$ 5,018 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |  |
| Depreciation excluding property on operating leases | 225,752 | 262,225 | 361,747 | 3,064 |
| Depreciation of property on operating leases | - |  | 9,741 | 83 |
| Deferred income taxes | 115,519 | $(2,756)$ | $(16,448)$ | (139) |
| Minority interest in income | 11,559 | 15,287 | 20,117 | 170 |
| Equity in income of affiliates | $(96,057)$ | $(99,605)$ | $(103,417)$ | (876) |
| Dividends from affiliates | 35,824 | 64,055 | 54,849 | 465 |
| Provision for credit and lease residual losses on finance |  |  |  |  |
| Loss (gain) on derivative instruments, net | $(60,432)$ | 10,351 | 56,836 | 481 |
| Gain on transfer of the substitutional portion of the Employees' Pension Funds (note 13) | - | $(138,016)$ | - | - |
| Decrease (increase) in assets: |  |  |  |  |
| Trade accounts and notes receivable | $(70,145)$ | $(113,259)$ | $(49,529)$ | (420) |
| Inventories | $(79,483)$ | $(109,661)$ | $(96,839)$ | (820) |
| Other current assets | 10,280 | $(59,484)$ | $(15,206)$ | (129) |
| Other assets | $(78,130)$ | $(81,796)$ | $(5,523)$ | (47) |
| Increase (decrease) in liabilities: |  |  |  |  |
| Trade accounts and notes payable | 66,488 | 21,420 | 38,186 | 323 |
| Accrued expenses | 41,101 | 51,653 | 41,898 | 355 |
| Income taxes payable | 33,704 | 39,900 | $(37,282)$ | (316) |
| Other current liabilities | 19,973 | 6,126 | 1,103 | 9 |
| Other liabilities | 66,621 | 80,410 | 14,274 | 121 |
| Other, net | 5,761 | 604 | $(6,432)$ | (54) |
| Net cash provided by operating activities | 785,170 | 580,640 | 904,525 | 7,662 |
| Cash flows from investing activities: |  |  |  |  |
| Increase in investments and advances | $(25,661)$ | $(17,314)$ | $(9,874)$ | (84) |
| Decrease in investments and advances | 15,985 | 3,711 | 3,829 | 32 |
| Payment for purchase of available-for-sale securities | $(96,829)$ | $(158,011)$ | $(141,902)$ | $(1,202)$ |
| Proceeds from sales of available-for-sale securities | 154,253 | 129,496 | 172,806 | 1,464 |
| Payment for purchase of held-to-maturity securities | $(20,856)$ | $(63,395)$ | $(13,614)$ | (115) |
| Proceeds from redemption of held-to-maturity securities | - | 55,990 | 41,109 | 348 |
| Capital expenditures | $(373,980)$ | $(460,021)$ | $(597,958)$ | $(5,065)$ |
| Proceeds from sales of property, plant and equipment | 14,216 | 39,951 | 20,641 | 175 |
| Acquisitions of finance subsidiaries-receivables | $(2,710,520)$ | $(3,031,644)$ | $(2,857,024)$ | $(24,202)$ |
| Collections of finance subsidiaries-receivables | 1,561,299 | 1,870,675 | 2,138,875 | 18,118 |
| Proceeds from sales of finance subsidiaries-receivables | 684,308 | 930,595 | 477,927 | 4,049 |
| Purchase of operating lease assets | - | - | $(366,795)$ | $(3,107)$ |
| Proceeds from sales of operating lease assets | - | - | 1,276 | 11 |
| Net cash used in investing activities | $(797,785)$ | $(699,967)$ | $(1,130,704)$ | $(9,578)$ |
| Cash flows from financing activities: |  |  |  |  |
| Increase (decrease) in short-term debt, net | 20,244 | $(124,941)$ | 306,063 | 2,593 |
| Proceeds from long-term debt | 704,433 | 865,677 | 969,491 | 8,213 |
| Repayment of long-term debt | $(495,238)$ | $(568,605)$ | $(677,539)$ | $(5,740)$ |
| Cash dividends paid (note 12) | $(47,797)$ | $(71,061)$ | $(140,482)$ | $(1,190)$ |
| Cash dividends paid to minority interests | $(2,722)$ | $(4,083)$ | $(7,434)$ | (63) |
| Payment for purchase of treasury stock, net | $(84,147)$ | $(77,064)$ | $(26,689)$ | (226) |
| Net cash provided by financing activities | 94,773 | 19,923 | 423,410 | 3,587 |
| Effect of exchange rate changes on cash and cash equivalents | s 12,394 | 43,406 | 31,527 | 267 |
| Net change in cash and cash equivalents | 94,552 | $(55,998)$ | 228,758 | 1,938 |
| Cash and cash equivalents at beginning of year* | 678,234 | 772,786 | 716,788 | 6,072 |
| Cash and cash equivalents at end of year | $¥ 772,786$ | $¥ 716,788$ | $¥ 945,546$ | \$ 8,010 |

[^11]
## Notes to Consolidated Financial Statements

Honda Motor Co., Ltd. and Subsidiaries

## 1. General and Summary of Significant Accounting Policies

## (a) Description of Business

Honda Motor Co., Ltd. (the "Company") and its subsidiaries (collectively "Honda") develop, manufacture, distribute and provide financing for the sale of its motorcycles, automobiles and power products. Honda's manufacturing operations are principally conducted in 32 separate factories, four of which are located in Japan. Principal overseas manufacturing facilities are located in the United States of America, Canada, Mexico, the United Kingdom, France, Italy, Spain, China, India, Indonesia, Malaysia, Pakistan, the Philippines, Taiwan, Thailand, Vietnam, Brazil and Turkey.

## (b) Basis of Presenting Consolidated Financial Statements

The Company and its domestic subsidiaries maintain their books of account in conformity with financial accounting standards of Japan, and its foreign subsidiaries generally maintain their books of account in conformity with those of the countries of their domicile.

The consolidated financial statements presented herein have been prepared in a manner and reflect the adjustments which are necessary to conform them with U.S. generally accepted accounting principles.

## (c) Consolidation Policy

The consolidated financial statements include the accounts of the Company, its subsidiaries and those variable interest entities where the Company is the primary beneficiary under the Financial Accounting Standard Boards (FASB) Interpretation (FIN) No. 46 (revised December 2003), "Consolidation of Variable Interest Entities". All significant intercompany balances and transactions have been eliminated in consolidation.

Investments in affiliates in which the Company has the ability to exercise significant influence over their operating and financial policies, but where the Company does not have a controlling financial interest are accounted for using the equity method.

## (d) Use of Estimates

Management of Honda has made a number of estimates and assumptions relating to the reporting of assets, liabilities, revenues and expenses, and the disclosure of contingent assets and liabilities to prepare these consolidated financial statements in conformity with U.S. generally accepted accounting principles. Significant items subject to such estimates and assumptions include, but are not limited to, allowance for
credit losses, losses on lease residual values, realizable values of inventories, realization of deferred tax assets, impairment of long-lived assets, product warranty obligations, and the fair values of assets and obligations related to employee benefits. Actual results could differ from those estimates.

## (e) Revenue Recognition

Sales of manufactured products are recognized when persuasive evidence of an arrangement exists, delivery has occurred, title and risk of loss have passed to the customers, the sales price is fixed or determinable, and collectibility is probable.

Honda provides dealer incentives passed on to the end customers generally in the form of below-market interest rate loans or lease programs. The amount of interest or lease subsidies paid is the difference between the amount offered to retail customers and a market-based interest or lease rate. Honda also provides dealer incentives retained by the dealer, which generally represent discounts provided by Honda to the dealers. These incentives are classified as a reduction of sales revenue as the consideration is paid in cash and Honda does not receive an identifiable benefit in exchange for this consideration. The estimated costs are accrued at the time the product is sold to the dealer.

Operating lease revenues are recorded on a straight-line basis over the term of the lease.

Interest income from finance receivables is recognized using the interest method. Finance receivable origination fees and certain direct origination costs are deferred, and the net fee or cost is amortized using the interest method over the contractual life of the finance receivables.

Finance subsidiaries of the Company periodically sell finance receivables. Gain or loss is recognized equal to the difference between the cash proceeds received and the carrying value of the receivables sold and is recorded in the period in which the sale occurs. Honda allocates the recorded investment in finance receivables between the portion(s) of the receivables sold and portion(s) retained based on the relative fair values of those portions on the date the receivables are sold. Honda recognizes gains or losses attributable to the change in the fair value of the retained interests, which are recorded at estimated fair value and accounted for as "trading" securities. Honda determines the fair value of the retained interests by discounting the future cash flows. Those cash flows are estimated based on prepayments, credit losses and other information as available and are discounted at a rate which Honda believes is commensurate with the risk free rate plus a risk premium. A
servicing asset or liability is amortized in proportion to and over the period of estimated net servicing income. Servicing assets and servicing liabilities at March 31, 2006 and 2007 were not significant.

## (f) Cash Equivalents

Honda considers all highly liquid debt instruments with an original maturity of three months or less to be cash equivalents. Cash equivalents consist of money market funds and commercial paper, and amount to $¥ 96,325$ million and $\neq 117,182$ million ( $\$ 993$ million) as of March 31, 2006 and 2007, respectively.

## (g) Inventories

Inventories are stated at the lower of cost, determined principally by the first-in, first-out method, or market.

## (h) Investments in Securities

Honda classifies its debt and equity securities in the following 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 marketable debt and equity securities are classified as "avail-able-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. Honda did not hold any "trading" securities at March 31, 2006 and 2007, except for retained interests in the sold pools of finance receivables, which are accounted for as "trading" securities and included in finance subsidiariesreceivables.

Honda periodically compares the fair value of investment securities with their cost basis. If the fair value of investment securities has declined below our cost basis and such decline is judged to be other-than-temporary, Honda recognizes the impairment of the investment securities and the carrying value is reduced to its fair value through a charge to income. The determination of other-than-temporary impairment is based upon an assessment of the facts and circumstances related to each investment security. In determining the nature and extent of impairment, Honda considers such factors as financial and operating conditions of the issuer, the industry in which the issuer operates, degree and period of the decline in fair value and other relevant factors.

Non-marketable equity securities are carried at cost, and are examined the possibility of impairment periodically.

## (i) Goodwill

Honda accounts for goodwill in accordance with Statement of Financial Accounting Standards (SFAS) No. 142, "Goodwill and Other Intangible Assets". Goodwill, all of which is allocated to Honda's reporting units, is not amortized but instead is tested for impairment at least annually. Honda completed its annual tests for March 31, 2005, 2006, and 2007 and concluded no impairment needed to be recognized. The carrying amount of goodwill at March 31, 2006 and 2007 was $¥ 27,951$ million and $¥ 30,590$ million ( $\$ 259$ million), respectively.

## (j) Property on Operating Leases

Property on operating leases is reported at cost, less accumulated depreciation. Depreciation of the vehicles is generally provided on a straight-line basis to an estimated residual value over the lease term. The residual values of the vehicles related to the operating leases are estimated at inception by using our estimate of future used vehicle values, taking into consideration data obtained from third parties.

## (k) Depreciation

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.

The estimated useful lives used in computing depreciation of property, plant and equipment are as follows:

| Asset | Life |
| :--- | :--- |
| Buildings | 3 to 50 years |
| Machinery and equipment | 2 to 20 years |

## (I) Impairment of Long-Lived Assets and Long-Lived Assets to Be Disposed Of

Honda's long-lived assets and identifiable intangibles assets other than goodwill having finite useful lives are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Recoverability of assets to be held and used is measured by a comparison of the carrying amount of an asset to future net cash flows (undiscounted and without interest charges) expected to be generated by the asset. If such assets are considered to be impaired, the impairment to be recognized is measured by the amount by which the carrying amount of the assets exceeds the estimated fair value of the assets. Assets to be disposed of by sale are reported at the lower of the carrying amount or estimated fair value less costs to sell.

## (m) Income Taxes

Income taxes are accounted for under the asset and liability method. Deferred tax assets and liabilities are recognized for the future tax consequences attributable to differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax bases and operating loss and tax credit carryforwards. Deferred tax assets and liabilities are measured using enacted tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in earnings in the period that includes the enactment date.

## (n) Product-Related Expenses

Advertising and sales promotion costs are expensed as incurred. Advertising expenses for each of the years in the three-year period ended March 31, 2007 were $¥ 246,997$ million, $¥ 287,901$ million and $¥ 308,409$ million ( $\$ 2,613$ million), respectively. Provisions for estimated costs related to product warranty are made at the time the products are sold to customers or new warranty programs are initiated. 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. Included in warranty expenses accruals are costs for general warranties on vehicles Honda sells and product recalls.

## (o) Basic Net Income per Common Share

Basic net income per common share has been computed by dividing net income available to common stockholders by the weighted average number of common shares outstanding during each year. The weighted average number of common shares outstanding for the years ended March 31, 2005, 2006 and 2007 was 1,867,535,957, 1,840,799,671 and $1,824,675,228$ respectively. There were no potentially dilutive shares outstanding during the years ended March 31, 2005, 2006 or 2007.

The Company executed a two-for-one stock split for the Company's common stock effective July 1, 2006. All per share information has been adjusted retroactively for all periods presented to reflect this stock split.

## (p) Foreign Currency Translation

Foreign currency financial statement amounts are translated into Japanese yen on the basis of the year-end rate for all assets and liabilities and the weighted average rate for the year for all income and expense amounts. The resulting
translation adjustments are included in accumulated other comprehensive income (loss) in the stockholders' equity section of the consolidated balance sheets.

Foreign currency receivables and payables are translated at the applicable current rates on the balance sheet date. All revenues and expenses associated with foreign currencies are converted at the rates of exchange prevailing when such transactions occur. The resulting exchange gains or losses are reflected in other income (expense) in the consolidated statements of income.

Foreign currency transaction gains (losses) included in other income (expenses) - other for each of the years in the three-year period ended March 31, 2007 are as follows:

|  | Yen <br> (millions) |  | U.S. dollars <br> (millions) <br> (note 2) |
| :---: | :---: | :---: | :---: |
|  | 2006 | 2007 |  |
| $¥(17,146)$ | $¥(38,880)$ | $¥(48,261)$ |  |

## (q) Derivative Financial Instruments

Honda has entered into foreign exchange agreements and interest rate agreements to manage currency and interest rate exposures. These instruments include foreign currency forward contracts, currency swap agreements, currency option contracts and interest rate swap agreements.

Honda recognizes at fair value of all derivative financial instruments in its consolidated balance sheet.

Honda applies hedge accounting for certain foreign currency forward contracts related to forecasted foreign currency transactions between the Company and its subsidiaries. These are designated as cash flow hedges on the date derivative contracts entered into. The Company has a currency rate risk management policy documented. In addition, it documents all relationships between derivative financial instruments designated as cash flow hedges and the relevant hedged items to identify the relationship between them. The Company assesses, both at the hedge's inception and on an ongoing basis, whether the derivative financial instruments designated as cash flow hedge are highly effective to offset changes in cash flows of hedged items.

When it is determined that a derivative financial instrument is not highly effective as a cash flow hedge, when the hedged item matures, is sold or is terminated, or when it is identified that the forecasted transaction is no longer probable, the Company discontinues hedge accounting. To the extent derivative financial instruments are designated as cash flow hedges and have been assessed as being highly effective, changes in their fair value are recognized in other comprehensive income (loss). The amounts are reclassified into
earnings in the period when forecasted hedged transactions affect earnings. When these cash flow hedges prove to be ineffective, changes in the fair value of the derivatives are immediately recognized in earnings.

Changes in the fair value of derivative financial instruments not designated as accounting hedges are recognized in earnings in the period of the change.

The amount recognized in earnings included in other income (expenses)—other during the year ended March 31, 2005,2006 and 2007 are $¥ 44,905$ million gain, $¥ 55,516$ million loss and $¥ 48,485$ million ( $\$ 411$ million) loss, respectively. In relation to this, the Company included gains and losses on translation of debts of finance subsidiaries denominated in foreign currencies intended to be hedged of $¥ 10,667$ million gain, $¥ 45,046$ million gain and $¥ 8,351$ million ( $\$ 71$ million) loss in other income (expenses)—other during the years ended March 31, 2005, 2006 and 2007, respectively. In addition, net realized gains and losses on interest rate swap contracts not designated as accounting hedges by mainly finance subsidiaries of $¥ 28,000$ million loss, $¥ 827$ million gain and $¥ 3,309$ million ( $\$ 28$ million) gain are included in other income (expenses)—other during the years ended March 31, 2005, 2006 and 2007, respectively. These gains and losses are presented on a net basis.

Honda doesn't hold any derivative financial instruments for trading purposes.

## (r) Shipping and Handling Costs

Shipping and handling costs included in selling, general and administrative expenses for each of the years in the threeyear period ended March 31, 2007 are as follows:

|  | Yen <br> (milions) |  | U.S. dollars <br> (millions) <br> (note 2) |
| :---: | :---: | :---: | :---: |
| 2005 | 2006 | 2007 |  |
|  | $¥ 159,472$ | $¥ 181,675$ | $¥ 219,361$ |

## (s) Asset Retirement Liability

Honda applies Financial Accounting Standards Board (FASB) Interpretation (FIN) No. 47, "Accounting for Conditional Asset Retirement Obligations-an interpretation of FASB Statement No.143". FIN47 clarifies the term conditional asset retirement obligation as used in SFAS No. 143 and requires a liability to be recorded if the fair value of the obligation can be reasonably estimated. Asset retirement obligations covered by this Interpretation include those for which an entity has a legal obligation to perform an asset retirement activity, however the timing and (or) method of settling the obligation are conditional on a future event that may or may not be within the control of the entity.

## (t) New Accounting Pronouncements

In March 2006, the Financial Accounting Standards Board (FASB) issued Statement of Financial Accounting Standards (SFAS) No. 156, "Accounting for Servicing of Financial Assets". This statement amends SFAS No. 140, "Accounting for Transfers and Servicing of Financial Assets and Extinguishments of Liabilities", with respect to the accounting for separately recognized servicing assets and servicing liabilities. SFAS No. 156 gives revised guidance as to when servicing assets and servicing liabilities should be recognized. It also revises guidance regarding the initial and subsequent measurement of servicing assets and liabilities. SFAS No. 156 is effective as of the beginning of an entity's first fiscal year that begins after September 15, 2006. Management is currently in process of quantifying the financial impact of adoption. It is not anticipated that adoption will have a material impact on the Company's financial position or results of operations.

In June 2006, the Financial Accounting Standards Board (FASB) issued FASB Interpretation (FIN) No. 48, "Accounting for Uncertainty in Income Taxes". This Interpretation clarifies the accounting for uncertainty in income taxes recognized in an enterprise's financial statements in accordance with SFAS No. 109, "Accounting for Income Taxes". This Interpretation prescribes a two step process for the recognition and measurement in the financial statement of a tax position taken or expected to be taken in a tax return. This statement is effective as of an entity's first fiscal year that begins after December 15, 2006. Management is currently in the process of quantifying the financial impact of adoption.

In September 2006, the Financial Accounting Standards Board (FASB) issued Statement of Financial Accounting Standards (SFAS) No.157, "Fair Value Measurements". This statement defines fair value, establishes a framework for measuring fair value in generally accepted accounting principles, and expands disclosures about fair value measurements. This Statement applies under other accounting pronouncements that require or permit fair value measurements and does not require any new fair value measurements. This statement is effective as of an entity's first fiscal year that begins after November 15, 2007, with early adoption encouraged. Management is currently in the process of determining whether to early adopt this statement and quantifying the financial impact of adoption. It is not anticipated that adoption will have a material impact on the Company's financial position or results of operation.

In September 2006, the Financial Accounting Standards Board (FASB) issued Statement of Financial Accounting Standards (SFAS) No. 158, "Employers' Accounting for Defined Benefit Pension and Other Postretirement Plans-an
amendment of FASB Statements No. 87, 88, 106, and 132(R)". This statement amends SFAS No. 87, "Employers' Accounting for Pensions", SFAS No. 88, "Employers' Accounting for Settlements and Curtailments of Defined Benefit Pension and for Termination Benefits", SFAS No. 106, "Employers' Accounting for Postretirement Benefits Other Than Pensions", and SFAS No. 132(R), "Employers' Disclosures about Pensions and Other Postretirement Benefits". This statement requires an employer to recognize the overfunded or underfunded status as an asset or liability in its statement of financial position and to recognize changes in that funded status in comprehensive income in the year in which the changes occur. This statement replaces SFAS No. 87's requirement to report at least minimum pension liability measured as excess at the accumulated benefit obligation over the fair value at the plan assets. The Company and its consolidated subsidiaries adopted SFAS No. 158 on March 31, 2007. Detailed information about the impact of the adoption of SFAS No. 158 is provided in note 13 to the accompanying consolidated financial statements.

This statement also changes the date at which benefit obligations are to be measured to the date of the year-end statement of financial position. The measurement provisions of this statement are effective for fiscal years ending after December 15, 2008.

In February 2007, the Financial Accounting Standards Board (FASB) issued Statement of Financial Accounting Standards (SFAS) No. 159, "The Fair Value Option for Financial Assets and Financial Liabilities-including an amendment of SFAS No.115". This statement permits entities to choose to measure at fair value many financial instruments and certain other items that are not currently required to be measured at fair value. Subsequent changes in fair value for designated items will be required to be reported in earnings in the current period. The statement also establishes presentation and disclosure requirements for similar types of assets and liabilities measured at fair value. The statement is effective for financial statements issued for fiscal years beginning after November 15, 2007, with early adoption being permitted. Management is currently in process of determining whether to early adopt this statement and quantifying the financial impact of adoption.

## (u) Cumulative Effect of Prior Year Adjustments

In September 2006, the Securities and Exchange Commission (SEC) issued Staff Accounting Bulletin No. 108, "Considering the Effects of Prior Year Misstatements when Quantifying Misstatements in Current Year Financial Statements" ("SAB No. 108"). SAB No. 108 provides interpretive
guidance on how the effects of the carryover or reversal of prior year misstatements should be considered in quantifying current year misstatements for the purpose of materiality assessment. SAB No. 108 requires that registrants quantify a current year misstatement using an approach that considers both the impact of prior year misstatements that remain on the balance sheet and those that were recorded in the current year income statement. The Company historically quantified misstatements and assessed materiality based on a current year income statement approach. The transition provisions of SAB No. 108 permit the Company to adjust for the cumulative effect on retained earnings of immaterial errors related to prior years.

The Company adopted SAB No. 108 effective beginning of the fiscal year ended March 31, 2007, and adjusted the items described below in the accompanying consolidated financial statements as of the beginning of the fiscal year ended March 31, 2007 to correct the prior year misstatements, which were considered to be immaterial to the consolidated statements of income and consolidated balance sheets in prior years under the income statement approach. The net impact of these adjustments decreased the Company's beginning retained earnings and beginning accumulated other comprehensive loss for 2007 by $¥ 62,640$ million ( $\$ 530$ million), net of tax effect of $¥ 31,235$ million ( $\$ 265$ million), and $¥ 18,149$ million ( $\$ 153$ million), respectively, for the items described below and incremental effects on the consolidated balance sheet are shown in the table below: 1. The Company and its certain domestic subsidiaries in Japan historically calculated depreciation of property, plant and equipment, using a salvage value determined as $5 \%$ of the acquisition cost. However, since the sales proceeds received for the liquidated assets and their economical value at the end of its useful life historically have been nominal, the Company and its certain domestic subsidiaries assessed the adequacy of the salvage value and concluded that they should have calculated depreciation using the salvage value of $¥ 1$ for its properly, plant and equipment. The Company and its certain domestic subsidiaries recalculated depreciation expenses retrospectively considering the corrected salvage value. The reassessment indicated that an accumulated overstatement of property, plant and equipment in the consolidated financial statements had occured.
2. Equity in income of affiliates should be recognized based on affiliates'consolidated financial statements in accordance with U.S. generally accepted accounting principles. However, the Company historically recognized equity in income of affiliates based on the results of operations of the parent-only financial statements of the affiliates, as the Company
assessed that the difference between the total amounts of equity in income on the consolidation basis and those on the parent-only basis had been immaterial to the Company's consolidated financial statements under the income statement approach. This misstatement resulted in an accumulated understatement of equity in income of affiliates and the carrying value of the investments in affiliates in the consolidated financial statements.
3. The Company reclassified the residual tax effect of minimum pension liabilities included in accumulated other comprehensive income during the year ended March 31, 2006,
which related to corporate tax rate changes in the past based on the proportional allocation over the expiration of unrecognized obligation. However, the residual tax effect should have been reclassified only when the pension plan is liquidated or dissolved under the portfolio approach. This misstatement resulted in an understatement of accumulated other comprehensive loss and corresponding overstatement in income tax benefit.

The impact of the affected line items in the consolidated balance sheet at the beginning of fiscal year ended March 31,2007 is as follows.

Consolidated Balance Sheet

| Assets | Yen (millions) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1 | 2 | 3 | Cumulative Effect of Prior Year Adjustment as of April 1, 2006 |
| Investments and advances: |  |  |  |  |
| Investments in and advances to affiliates | $(4,546)$ | 36,274 | - | 31,728 |
| Total investments and advances | $(4,546)$ | 36,274 | - | 31,728 |
| Property, plant and equipment, at cost: |  |  |  |  |
| Less accumulated depreciation and amortization | 109,308 | - | - | 109,308 |
| Net property, plant and equipment | $(109,308)$ | - | - | $(109,308)$ |
| Other assets | 43,722 | - | - | 43,722 |
| Total assets | $(70,132)$ | 36,274 | - | $(33,858)$ |
|  |  |  |  |  |
|  | Yen (millions) |  |  |  |
| Liabilities, Minority Interests and Stockholders' Equity | 1 | 2 | 3 | Cumulative Effect of Prior Year Adjustment as of April 1, 2006 |
| Other liabilities | $(1,818)$ | 14,305 | - | 12,487 |
| Total liabilities | $(1,818)$ | 14,305 | - | 12,487 |
| Minority interests in consolidated subsidiaries | $(1,854)$ | - | - | $(1,854)$ |
| Stockholders' equity: |  |  |  |  |
| Retained earnings | $(66,460)$ | 21,969 | $(18,149)$ | $(62,640)$ |
| Accumulated other comprehensive income (loss), net | - | - | 18,149 | 18,149 |
| Total stockholders' equity | $(66,460)$ | 21,969 | - | $(44,491)$ |
| Total liabilities, minority interests and stockholders' equity | $(70,132)$ | 36,274 | - | $(33,858)$ |

## (v) Reclassifications and Revisions of Classifications

Certain revisions for misclassifications and reclassifications have been made to the prior years' consolidated financial
statements to conform to the presentation used for the fiscal year ended March 31, 2007. Detailed information is provided in note 3.

## 2. Basis of Translating Financial Statements

The consolidated financial statements are expressed in Japanese yen. However, the consolidated financial statements as of and for the year ended March 31, 2007 have been translated into United States dollars at the rate of $¥ 118.05=$ U.S.\$1, the approximate exchange rate prevailing on the Tokyo Foreign Exchange Market on March 31, 2007. Those
U.S. dollar amounts presented in the consolidated financial statements and related notes are included solely for the reader. This translation should not be construed as a representation that all the amounts shown could be converted into U.S. dollars.
finance subsidiaries, which were classified in other current liabilities and deferred income taxes, have been revised to be classified in other liabilities and other assets, respectively.
(d) The long-term portion of accrued expenses and prepaid expenses related to pension benefit plans, which were included in accrued expenses and other current assets have been revised to be classified in other liabilities and other assets, respectively. The long-term portion of deferred tax liabilities, which were included in other current liabilities, and deferred tax assets, have also been revised to classified in other liabilities and other assets.
(e) The long-term portion of prepaid expenses, deferred income and accrued expenses related to extended vehicle service contracts of the subsidiaries in the United States, which were included in other current assets, trade payables accounts and accrued expenses, respectively, have been revised to be classified in other liabilities and other assets. The long-term portion of related deferred tax liabilities, which were included in other current liabilities, and deferred income taxes have also been revised to be classified in other liabilities and other assets.
(f) Certain consolidated subsidiaries' assets, which were classified in investment and advances-other, have been revised to be classified in other assets.

The impact of the affected line items in the consolidated balance sheet at March 31, 2006 and in the consolidated statements of income and the consolidated statements of cash flows for the years ended March 31, 2005 and 2006 are as follows:

Consolidated Balance Sheet

| Assets | Yen (millions) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2006 <br> Previously reported | (a) | (b) | (c) | (d) | (e) | (f) | Total | $\begin{gathered} 2006 \\ \text { After } \\ \text { revised } \end{gathered}$ |
| Cash and cash equivalents | 747,327 |  | $(30,539)$ |  |  |  |  | $(30,539)$ | 716,788 |
| Deferred income taxes | 198,033 |  |  | 80,859 | $(33,845)$ | $(23,753)$ |  | 23,261 | 221,294 |
| Other current assets | 450,002 |  | 30,539 |  | $(22,097)$ | $(51,459)$ |  | $(43,017)$ | 406,985 |
| Total current assets | 4,625,898 | - | - | 80,859 | $(55,942)$ | $(75,212)$ | - | $(50,295)$ | 4,575,603 |
| Investments and advances: |  |  |  |  |  |  |  |  |  |
| Other, including marketable |  |  |  |  |  |  |  |  | 298,460 |
| Total investments and advances | 695,085 | - | - | - | - | - | 12,368 | 12,368 | 707,453 |
| Other assets | 453,006 |  |  |  | 22,097 | 87,917 | $(12,368)$ | 97,646 | 550,652 |
| Total assets | 10,571,681 | - | - | 80,859 | $(33,845)$ | 12,705 | - | 59,719 | 10,631,400 |
|  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  | en (millions) |  |  |  |  |
| Liailities, Minority Interests and Stockholders' Equity | 2006 Previously reported | (a) | (b) | (c) | (d) | (e) | (f) | Total | $\begin{gathered} 2006 \\ \text { After } \\ \text { revised } \end{gathered}$ |
| Trade payables: |  |  |  |  |  |  |  |  |  |
| Accounts | 1,099,902 |  |  |  |  | $(84,493)$ |  | $(84,493)$ | 1,015,409 |
| Accrued expenses | 930,115 |  |  |  | $(105,605)$ | $(37,538)$ |  | $(143,143)$ | 786,972 |
| Other current liabilities | 466,332 |  |  | $(268,106)$ |  |  |  | $(268,106)$ | 198,226 |
| Total current liabilities | 3,989,409 | - | - | $(268,106)$ | $(105,605)$ | $(122,031)$ | - | $(495,742)$ | 3,493,667 |
| Other liabilities | 577,522 | $(87,460)$ |  | 348,965 | 71,760 | 134,736 |  | 468,001 | 1,045,523 |
| Total liabilities | 6,445,931 | $(87,460)$ | - | 80,859 | $(33,845)$ | 12,705 | - | $(27,741)$ | 6,418,190 |
| Minority interests in |  |  |  |  |  |  |  |  |  |
| Total liabilities, minority interests and stockholders' equity | 10,571,681 | - | - | 80,859 | $(33,845)$ | 12,705 | - | 59,719 | 10,631,400 |

Consolidated Statements of Income

|  | Yen (millions) |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \hline 2006 \\ & \text { Previously } \\ & \text { reported } \end{aligned}$ | (a) | $\begin{aligned} & 2006 \\ & \text { After } \\ & \text { revised } \end{aligned}$ |
| Income before income taxes, minority interest and equity in income of affiliates | 814,617 | 15,287 | 829,904 |
| Income before minority interest and equity in income of affiliates | 497,428 | 15,287 | 512,715 |
| Minority interest in income of consolidated subsidiaries | - | $(15,287)$ | $(15,287)$ |
| Net income | 597,033 | - | 597,033 |
|  |  |  |  |
|  |  | Yen (millions) |  |
|  | $\begin{aligned} & 2005 \\ & \begin{array}{l} \text { Previously } \\ \text { reported } \end{array} \end{aligned}$ | (a) | $\begin{gathered} 2005 \\ \text { After } \\ \text { revise } \end{gathered}$ |
| Income before income taxes, minority interest and equity in income of affiliates | 656,805 | 11,559 | 668,364 |
| Income before minority interest and equity in income of affiliates | 390,140 | 11,559 | 401,699 |
| Minority interest in income of consolidated subsidiaries | - | $(11,559)$ | $(11,559)$ |
| Net income | 486,197 | - | 486,197 |


|  | Yen (millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2006 Previously reported | (a) | (b) | (d) | (e) | Total | $\begin{aligned} & 2006 \\ & \text { After } \\ & \text { revised } \end{aligned}$ |
| Cash flows from operating activities |  |  |  |  |  |  |  |
| Adjustments to reconcile net income to |  |  |  |  |  |  |  |
| net cash provided by operating activities: |  |  |  |  |  |  |  |
| Minority interest in income | - | 15,287 |  |  |  | 15,287 | 15,287 |
| Decrease (increase) in assets: |  |  |  |  |  |  |  |
| Other current assets | $(75,771)$ |  |  | 7,765 | 8,522 | 16,287 | $(59,484)$ |
| Other assets | $(61,482)$ |  |  | $(7,765)$ | $(12,549)$ | $(20,314)$ | $(81,796)$ |
| Increase (decrease) in liabilities: |  |  |  |  |  |  |  |
| Trade accounts and notes payable | 41,360 |  |  |  | $(19,940)$ | $(19,940)$ | 21,420 |
| Accrued expenses | 98,273 |  |  | $(36,426)$ | $(10,194)$ | $(46,620)$ | 51,653 |
| Other liabilities | 5,740 | 4,083 |  | 36,426 | 34,161 | 74,670 | 80,410 |
| Other, net | 15,891 | $(15,287)$ |  |  |  | $(15,287)$ | 604 |
| Net cash provided by operating activities | 576,557 | 4,083 | - | - | - | 4,083 | 580,640 |
| Cash flows from investing activities: |  |  |  |  |  |  |  |
| Payment for purchase of available-for-sale securities | $(6,915)$ |  | $(151,096)$ |  |  | $(151,096)$ | $(158,011)$ |
| Proceeds from sales of available-for-sale securities | 5,666 |  | 123,830 |  |  | 123,830 | 129,496 |
| Net cash used in investing activities | $(672,701)$ | - | $(27,266)$ | - | - | $(27,266)$ | $(699,967)$ |
| Cash flows from financing activities: |  |  |  |  |  |  |  |
| Cash dividends paid to minority interests | - | $(4,083)$ |  |  |  | $(4,083)$ | $(4,083)$ |
| Net cash provided by financing activities | 24,006 | $(4,083)$ | - | - | - | $(4,083)$ | 19,923 |
| Effect of exchange rate changes on |  |  |  |  |  |  |  |
| Net change in cash and cash equivalents | $(26,211)$ | - | $(29,787)$ | - | - | $(29,787)$ | $(55,998)$ |
| Cash and cash equivalents at beginning of year | 773,538 |  | (752) |  |  | (752) | 772,786 |
| Cash and cash equivalents at end of year | 747,327 | - | $(30,539)$ | - | - | $(30,539)$ | 716,788 |


|  |  |  | Yen (millions) |  |
| :--- | :---: | :---: | :---: | :---: |
|  | 2005 <br> Previously <br> reported | (a) | (b) | (d) |

## 4. Finance Subsidiaries-Receivables and Securitizations

Finance subsidiaries-receivables represent finance receivables generated by finance subsidiaries. Certain finance receivables related to sales of inventory are included in trade receivables and other assets in the consolidated balance sheets. Finance receivables include wholesale financing to dealers and retail financing and direct financing leases to consumers.

The allowance for credit losses 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.
Finance subsidiaries of the Company purchase insurance to cover a substantial amount of the estimated residual value of vehicles leased to customers. 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.

Finance subsidiaries-receivables, net, consisted of the following at March 31, 2006 and 2007:

|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  | U.S. dollars (millions) (note 2) |
| :---: | :---: | :---: | :---: |
|  | 2006 | 2007 | 2007 |
| Direct financing leases | $¥ 2,220,100$ | $¥ 1,892,566$ | \$16,032 |
| Retail | 2,405,926 | 2,923,944 | 24,769 |
| Wholesale | 403,499 | 437,242 | 3,704 |
| Term loans to dealers | 14,337 | 14,916 | 126 |
| Total finance receivables | 5,043,862 | 5,268,668 | 44,631 |
| Retained interests in the sold pools of finance receivables | 94,634 | 88,110 | 746 |
|  | 5,138,496 | 5,356,778 | 45,377 |
| Less: |  |  |  |
| Allowance for credit losses | 35,316 | 35,020 | 297 |
| Allowance for losses on lease residual values | 37,774 | 33,928 | 287 |
| Unearned interest income and fees | 224,901 | 143,131 | 1,212 |
|  | 4,840,505 | 5,144,699 | 43,581 |
| Less: |  |  |  |
| Finance receivables included in trade receivables, net | 470,002 | 509,697 | 4,318 |
| Finance receivables included in other assets, net | 157,166 | 168,952 | 1,431 |
| Finance subsidiaries-receivables, net | 4,213,337 | 4,466,050 | 37,832 |
| Less current portion | 1,230,912 | 1,426,224 | 12,082 |
| Noncurrent finance subsidiaries-receivables, net | $¥ 2,982,425$ | ¥3,039,826 | \$25,750 |

The following schedule shows the contractual maturities of finance receivables for each of the five years following March 31, 2007 and thereafter:

|  | Yen <br> Years ending March 31 |
| :--- | ---: |
| 2008 | $¥ 1,978,483$ |
| 2009 | $1,357,819$ |
| 2010 | $1,030,733$ |
| 2011 | 570,042 |
| 2012 | 258,659 |
| After five years | 72,932 |
|  | $3,290,185$ |
| Total | $¥ 5,268,668$ |

Net sales and other operating revenue and cost of sales include finance income and related cost of finance subsidiaries for each of the years in the three-year period ended March 31, 2007 as follows:

|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  |  | U.S. dollars (millions) (note 2) |
| :---: | :---: | :---: | :---: | :---: |
|  | 2005 | 2006 | 2007 | 2007 |
| Finance income | ¥259,188 | $¥ 310,937$ | $¥ 413,334$ | \$3,501 |
| Finance cost | 54,815 | 115,636 | 188,844 | 1,600 |

Finance subsidiaries of the Company periodically sell finance receivables. Finance subsidiaries sold retail finance receivables subject to limited recourse provisions totaling approximately $¥ 731,508$ million, $¥ 930,629$ million and $¥ 562,488$ million ( $\$ 4,765$ million) to investors in fiscal years 2005, 2006 and 2007, respectively. Pre-tax net gains or losses on such sales resulted in losses of $¥ 4,291$ million, $¥ 11,849$ million and a gain of $¥ 1,175$ million ( $\$ 10$ million) in fiscal years 2005 , 2006 and 2007, respectively, which are included in loss on sale of receivables.

Finance subsidiaries sold direct financing lease receivables subject to limited recourse provisions totaling approximately $¥ 100,374$ million in fiscal year 2006. Pre-tax net gains or losses on such sales resulted in a net gain of $¥ 483$ million is included in loss on sale of receivables for fiscal year 2006. The leases sold during fiscal year 2006 had 100\% insurance coverage of the residual value of the vehicles collateralizing those leases. Finance subsidiaries did not sell any direct financing lease receivable in fiscal year 2007.

Retained interests in securitizations were comprised of the following at March 312006 and 2007:

|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  | U.S. dollars (millions) (note 2) |
| :---: | :---: | :---: | :---: |
|  | 2006 | 2007 | 2007 |
| Subordinated certificates | $\ddagger 52,572$ | ¥44,198 | \$374 |
| Residual interests | 42,062 | 43,912 | 372 |
| Total | $¥ 94,634$ | ¥88,110 | \$746 |

Key economic assumptions used in initially estimating the fair values at the date of the securitizations during each of the years in the three-year period ended March 31, 2007 are as follows:

|  | 2005 | 2006 | 2007 |
| :--- | :--- | :--- | :--- |
| Weighted average life (years) | 1.64 to 1.77 | 1.60 to 1.75 | $\mathbf{1 . 6 6}$ to $\mathbf{1 . 7 7}$ |
| Prepayment speed | $1.25 \%$ to $1.30 \%$ | $1.00 \%$ to $1.30 \%$ | $\mathbf{1 . 2 5 \%}$ to $\mathbf{1 . 3 0 \%}$ |
| Expected credit losses | $0.30 \%$ to $0.70 \%$ | $0.35 \%$ to $0.55 \%$ | $\mathbf{0 . 2 3 \%}$ to $0.27 \%$ |
| Residual cash flows discount rate | $6.55 \%$ to $12.00 \%$ | $6.53 \%$ to $12.00 \%$ | $\mathbf{5 . 4 3 \%}$ to $\mathbf{1 2 . 0 0 \%}$ |

At March 31, 2007, the significant assumptions used in estimating the retained interest in the sold pools of finance receivables are as follows:

|  | Weighted average <br> assumption |
| :--- | :---: |
| Prepayment speed | $1.27 \%$ |
| Expected credit losses | $0.24 \%$ |
| Residual cash flows discount rate | $8.80 \%$ |

The sensitivity of the current fair value to immediate $10 \%$ and $20 \%$ adverse changes from expected levels for each significant assumption above mentioned were immaterial.

The following illustration presents quantitative information about balances of outstanding securitized portfolios as of March 31, 2006 and 2007.

|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  | U.S. dollars (millions) (note 2) |
| :---: | :---: | :---: | :---: |
|  | 2006 | 2007 | 2007 |
| Securitized receivables |  |  |  |
| Retail | $¥ 1,402,552$ | ¥1,208,409 | \$10,236 |
| Direct finance leases | 97,711 | 67,758 | 574 |
| Total securitized receivables | $¥ 1,500,263$ | $¥ 1,276,167$ | \$10,810 |

## 5. Inventories

Inventories at March 31, 2006 and 2007 are summarized as follows:

|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  |  |  | U.S. dollars (millions) (note 2) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2006 |  | 2007 |  | 2007 |
| Finished goods | ¥ | 687,230 | $¥$ | 772,917 | \$ 6,547 |
| Work in process |  | 28,218 |  | 34,970 | 296 |
| Raw materials |  | 320,856 |  | 375,229 | 3,179 |
|  |  | ,036,304 |  | ,183,116 | \$10,022 |

## 6. Investments and Advances-Affiliates

Investments in affiliates are accounted for using the equity method. Differences between the cost of investments in affiliates and the amount of underlying equity in net assets of the affiliates principally represent investor level goodwill.

Honda considers whether the fair value of any of its equity method investments have declined below their carrying value whenever adverse events or changes in circumstances indicate that recorded values may not be recoverable. If Honda considered any such decline to be other than temporary based on various factors, then a write-down would be recorded to estimated fair value.

Significant investments in affiliates accounted for under
the equity method at March 31, 2006 and 2007 are Showa Corporation (33.5\%), Keihin Corporation (42.2\%), Guangzhou Honda Automobile Co., Ltd. (50.0\%), Dongfeng Honda Engine Co., Ltd. (50.0\%), and P.T. Astra Honda Motor (50.0\%).

Certain adjustments were recorded to investments and advances to affiliates as of April 1, 2006, please refer to note 1 (u) for further information.

The difference between the carrying amount of investment in affiliates and the amount of underlying equity in net assets is not material as of March 31, 2006 and 2007.

Investments in affiliates include equity securities which have quoted market values at March 31, 2006 and 2007 compared with related carrying amounts as follows:

|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  | U.S. dollars (millions) (note 2) |
| :---: | :---: | :---: | :---: |
|  | 2006 | 2007 | 2007 |
| Carrying amount | $¥ 130,802$ | ¥184,879 | \$1,566 |
| Market value | 444,250 | 412,892 | 3,498 |

Certain combined financial information in respect of affiliates accounted for under the equity method at March 31, 2006 and 2007, and for each of the years in the three-year period ended March 31, 2007 is shown below:

|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  | U.S. dollars (millions) (note 2) |
| :---: | :---: | :---: | :---: |
|  | 2006 | 2007 | 2007 |
| Current assets | $71,056,428$ | $¥ 1,434,855$ | \$12,155 |
| Other assets, principally property, plant and equipment | 1,063,235 | 1,317,057 | 11,157 |
| Total assets | 2,119,663 | 2,751,912 | 23,312 |
| Current liabilities | 762,660 | 1,038,968 | 8,801 |
| Other liabilities | 182,503 | 306,418 | 2,596 |
| Total liabilities | 945,163 | 1,345,386 | 11,397 |
| Stockholders' equity | $¥ 1,174,500$ | $¥ 1,406,526$ | \$11,915 |


|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  |  | U.S. dollars (millions) (note 2) |
| :---: | :---: | :---: | :---: | :---: |
|  | 2005 | 2006 | 2007 | 2007 |
| Net sales | $¥ 3,039,751$ | $¥ 3,426,348$ | $¥ 4,598,573$ | \$38,954 |
| Net income | 220,596 | 229,640 | 268,577 | 2,275 |
| Cash dividends received by Honda during the year | 35,824 | 64,055 | 54,849 | 465 |

Sales to affiliates by the Company and its subsidiaries and sales among such affiliates are made on the same basis as sales to unaffiliated parties.

Honda's equity in undistributed income of affiliates at

March 31, 2006 and 2007 included in retained earnings was $¥ 275,874$ million and $¥ 354,552$ million ( $\$ 3,003$ million), respectively.

Trade receivables and trade payables include the following balances with affiliates at March 31, 2006 and 2007, and purchases and sales include the following transactions with affiliates for each of the years in the three-year period ended March 31, 2007. Honda mainly purchases materials, supplies and services from affiliates, and sells parts used in its products, equipment and services to affiliates.

|  |  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  | U.S. dollars (millions) (note 2) |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 2006 | 2007 | 2007 |
| Trade receivables from |  | $¥ 59,292$ | $\geq 77,317$ | \$ 655 |
| Trade payables to |  | 112,547 | 155,603 | 1,318 |
|  |  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  | U.S. dollars (millions) (note 2) |
|  | 2005 | 2006 | 2007 | 2007 |
| Purchases from | 7595,589 | $¥ 611,711$ | $¥ 1,083,686$ | \$9,180 |
| Sales to | 148,352 | 155,195 | 329,398 | 2,790 |

Mr. Minekawa, a Director of the Company, served as the President of Guangzhou Honda Automobile Co., Ltd., one of our affiliates in China until June 23, 2005. In fiscal year 2006 from April to June, Honda sold automobile parts, equipment
and services to the affiliated company in the amount of $¥ 10,008$ million. In fiscal year 2005, Honda sold automobile parts, equipment and services to the affiliated company in the amount of $¥ 37,023$ million.

## 7. Investments and Advances

Investments and advances at March 31, 2006 and 2007 consisted of the following:

|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  | $\begin{gathered} \text { U.S. dollars } \\ \text { (millions) } \\ \text { (note 2) } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: |
|  | 2006* | 2007 | 2007 |
| Current |  |  |  |
| Auction rate securities | $¥ 30,539$ | ¥ 41,318 | \$350 |
| Corporate debt securities | 13,100 | 311 | 3 |
| U.S. government and agency debt securities | 18,733 | 2,993 | 25 |
| Commercial paper | 5,998 | - | - |
| Advances | 829 | 581 | 5 |
|  | ¥69,199 | ¥45,203 | \$383 |

* See note 3.

Investments and advances due within one year are included in other current assets.

|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  | U.S. dollars (millions) (note 2) |
| :---: | :---: | :---: | :---: |
|  | 2006* | 2007 | 2007 |
| Noncurrent |  |  |  |
| Marketable equity securities | $¥ 141,846$ | ¥169,280 | \$1,434 |
| Convertible preferred stocks | 22,934 | - | - |
| Convertible notes | 56,635 | - | - |
| Government bonds | 2,999 | 2,999 | 25 |
| U.S. government and agency debt securities | 2,937 | 10,034 | 85 |
| Non-marketable equity securities accounted for under the cost method |  |  |  |
| Non-marketable preferred stocks | 6,000 | 2,000 | 17 |
| Other | 13,357 | 11,639 | 99 |
| Guaranty deposits | 30,110 | 30,847 | 261 |
| Advances | 2,209 | 2,481 | 21 |
| Other | 19,433 | 25,330 | 215 |
|  | $¥ 298,460$ | ¥254,610 | \$2,157 |

* See note 3.

Certain information with respect to marketable securities at March 31, 2006 and 2007, is summarized below:

|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  | U.S. dollars (millions) (note 2) |
| :---: | :---: | :---: | :---: |
|  | 2006 | 2007 | 2007 |
| Available-for-sale |  |  |  |
| Cost | $¥ 60,905$ | ¥107,573 | \$ 911 |
| Fair value | 172,385 | 210,598 | 1,784 |
| Gross unrealized gains | 111,540 | 103,113 | 874 |
| Gross unrealized losses | 60 | 88 | 1 |
| Held-to-maturity |  |  |  |
| Amortized cost | ¥ 43,767 | ¥ 16,337 | \$138 |
| Fair value | 43,428 | 16,348 | 138 |
| Gross unrealized gains | 1 | 26 | 0 |
| Gross unrealized losses | 340 | 15 | 0 |

Maturities of debt securities classified as held-to-maturity at March 31, 2007 were as follows:

|  | Yen <br> (millions) | U.S. dollars <br> (millions) <br> (note 2) |
| :--- | ---: | ---: |
| Due within one year | $¥ 3,304$ | $\$ 28$ |
| Due after one year through five years | 11,035 | 93 |
| Due after five years through ten years | 1,998 | 17 |
| Total | $¥ 16,337$ | $\$ 138$ |

Realized gains and losses from available-for-sale securities included in other expenses (income)—other for each of the years in the three-year period ended March 31, 2007, were,
$¥ 2,206$ million net gains, $¥ 462$ million net losses and $¥ 10,463$ million (\$89 million) net gains, respectively.

Gross unrealized losses on marketable securities and fair value of the related securities, aggregated by length of time that individual securities have been in a continuous unrealized loss position at March 31, 2007 were as follows:

|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  | U.S. dollars (millions) (note 2) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Fair value | Unrealized losses | Fair value | Unrealized losses |
| Available-for-sale |  |  |  |  |
| Less than 12 months | ¥329 | ¥ (88) | \$ 3 | \$ (1) |
| 12 months or longer | - | - | - | - |
|  | ¥329 | ¥ 88 ) | \$ 3 | \$ (1) |
| Held-to-maturity |  |  |  |  |
| Less than 12 months | ¥ 3,540 | $¥$ (1) | \$30 | \$(0) |
| 12 months or longer | 3,938 | (14) | 33 | (0) |
|  | ¥7,478 | $¥(15)$ | \$63 | \$(0) |

Honda judged this decline in fair value of investment securities to be temporary, with considering such factors as financial and operating conditions of the issuer, the industry in
which the issuer operates, degree and period of the decline in fair value and other relevant factors.

## 8. Property on Operating Leases

Future minimum lease rentals expected to be received from property on operating leases at March 31, 2007 are as follows:

|  | Yen <br> (millions) |
| :--- | ---: |
| 2008 | $¥ 61,045$ |
| 2009 | 60,168 |
| 2010 | 46,470 |
| 2011 | 6,885 |
| 2012 | 112 |
| Total future minimum lease rentals | $¥ 174,680$ |

Future minimum rentals as shown above should not necessarily be considered indicative of future cash collections.

## 9. Short-term and Long-term Debt

Short-term debt at March 31, 2006 and 2007 is as follows:

|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  | U.S. dollars (millions) (note 2) |
| :---: | :---: | :---: | :---: |
|  | 2006 | 2007 | 2007 |
| Short-term bank loans | $¥ 314,124$ | $¥ 311,117$ | \$ 2,635 |
| Medium-term notes | 152,246 | 182,355 | 1,545 |
| Commercial paper | 227,187 | 772,396 | 6,543 |
|  | $¥ 693,557$ | ¥1,265,868 | \$10,723 |

The weighted average interest rates on short-term debt outstanding at March 31, 2006 and 2007 were $3.21 \%$ and 4.00\%, respectively.

Long-term debt at March 31, 2006 and 2007 is as follows:

|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  | U.S. dollars (millions) (note 2) |
| :---: | :---: | :---: | :---: |
|  | 2006 | 2007 | 2007 |
| Honda Motor Co., Ltd.: |  |  |  |
| Loans, maturing through 2031: |  |  |  |
| Unsecured, principally from banks | $¥ 603$ | $¥ \quad 516$ | \$ 4 |
|  | 603 | 516 | 4 |
| Subsidiaries: |  |  |  |
| Commercial paper | 205,573 | - | - |
| Loans, maturing through 2030 |  |  |  |
| Secured, principally from banks | 19,765 | 18,581 | 157 |
| Unsecured, principally from banks | 94,509 | 134,949 | 1,143 |
| 0.69\% Japanese yen unsecured bond due 2006 | 60,000 | - | - |
| 0.81\% Japanese yen unsecured bond due 2006 | 1,000 | - | - |
| 0.47\% Japanese yen unsecured bond due 2007 | 50,000 | 50,000 | 424 |
| 0.79\% Japanese yen unsecured bond due 2008 | 30,000 | 30,000 | 254 |
| 0.99\% Japanese yen unsecured bond due 2009 | 30,000 | 30,000 | 254 |
| 1.14\% Japanese yen unsecured bond due 2009 | - | 30,000 | 254 |
| 0.31\% Japanese yen unsecured bond due 2010 | 200 | 150 | 1 |
| 0.66\% Japanese yen unsecured bond due 2010 | 30,000 | 30,000 | 254 |
| 0.94\% Japanese yen unsecured bond due 2010 | 30,000 | 30,000 | 254 |
| 1.51\% Japanese yen unsecured bond due 2011 | - | 30,000 | 254 |
| 3.65\% Thai baht unsecured bond due 2007 | 6,040 | 7,340 | 62 |
| 5.32\% Thai baht unsecured bond due 2008 | - | 3,670 | 31 |
| 5.46\% Thai baht unsecured bond due 2009 | - | 5,505 | 47 |
| Medium-term notes, maturing through 2019 | 1,981,201 | 2,282,138 | 19,332 |
| Less unamortized discount, net | 2,246 | 1,697 | 13 |
|  | 2,536,042 | 2,680,636 | 22,708 |
| Total long-term debt | 2,536,645 | 2,681,152 | 22,712 |
| Less current portion | 657,645 | 775,409 | 6,568 |
|  | $¥ 1,879,000$ | $¥ 1,905,743$ | \$16,144 |

The loans maturing through 2031 and through 2030 are either secured by property, plant and equipment or subject to collateralization upon request, and their interest rates range from $0.69 \%$ to $16.17 \%$ per annum at March 31, 2007 and weighted average interest rate on total outstanding long-term debt at March 31, 2006 and 2007 is $4.35 \%$ and $3.96 \%$, respectively. Property, plant and equipment with a net book value of approximately $¥ 22,592$ million and $¥ 23,654$ million ( $\$ 200$ million) at March 31, 2006 and 2007, respectively, were subject to specific mortgages securing indebtedness. Furthermore, finance subsidiaries-receivables of approximately $¥ 8,993$ million and $¥ 1,931$ million ( $\$ 16$ million) at March 31, 2006 and 2007 respectively, were pledged as
collateral by a financial subsidiary for certain loans.
At March 31, 2006, $¥ 205,573$ million of commercial paper borrowings were classified as long-term, as it is the respective finance subsidiary's intention to refinance them on a long-term basis and it has established the necessary credit facilities to do so. During fiscal year 2007, management decided not to classify the commercial paper as long term since management has no intention of refinancing them on a long-term basis. The weighted average interest rate on commercial paper at March 31, 2006 was approximately $4.32 \%$.

Medium-term notes are unsecured, and their interest rates range from $0.63 \%$ to $4.66 \%$ at March 31, 2006 and from $0.77 \%$ to $5.38 \%$ at March 31, 2007.

The following schedule shows the maturities of long-term debt for each of the five years following March 31, 2007 and thereafter:

|  | Yen <br> Years ending March 31: |
| :--- | ---: |
| 2008 | $¥$ |
| 2009 | $\mathbf{7 m 5 , 4 0 9}$ |
| 2010 | 888,650 |
| 2011 | 485,705 |
| 2012 | 317,979 |
| After five years | $\mathbf{1 8 6 , 7 2 6}$ |
| Total | $\mathbf{2 6 , 6 8 3}$ |

Certain of the Company's subsidiaries have entered into currency swap and interest rate swap agreements for hedging currency and interest rate exposures resulting from the issuance of long-term debt. Fair value of contracts related to currency swaps and interest rate swaps is included in other assets/liabilities and/or other current assets/liabilities in the consolidated balance sheets, as appropriate (see note 16). Unless a right of setoff exists, the offsetting of assets and liabilities is not made in the consolidated balance sheets.

At March 31, 2007, Honda had unused line of credit facilities amounting to $¥ 1,127,722$ million ( $\$ 9,553$ million), of which $¥ 390,278$ million ( $\$ 3,306$ million) related to commercial paper programs and $¥ 737,444$ million ( $\$ 6,247$ million) related to medium-term notes programs. Honda is authorized to obtain financing at prevailing interest rates under these programs.

At March 31, 2007, Honda also had committed lines of credit amounting to $¥ 840,889$ million ( $\$ 7,123$ million), none of which was in use. The committed lines are used to back up the commercial paper programs. Borrowings under those committed lines of credit generally are available at the prime interest rate.

As is customary in Japan, both short-term and long-term bank loans are made under general agreements which provide that security and guarantees for present and future indebtedness will be given upon request of the bank, and that the bank shall have the right to offset cash deposits against obligations that have become due or, in the event of default, against all obligations due to the bank. Certain debenture trust agreements provide that Honda must give additional security upon request of the trustee.

## 10. Other Liabilities

Other liabilities at March 31, 2006 and 2007 are summarized as follows:

|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  |  |  | U.S. dollars <br> (millions) <br> (note 2) <br> 2007 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2006* |  | 2007 |  |
| Accrued liabilities for product warranty, excluding current portion | $¥$ | 137,503 | ¥ | 153,409 | \$ 1,300 |
| Additional minimum pension liabilities (note 13) |  | 171,773 |  | - | - |
| Pension and other postretirement benefits (note 13) |  | 117,286 |  | 524,457 | 4,443 |
| Deferred income taxes |  | 406,727 |  | 316,048 | 2,677 |
| Other |  | 212,234 |  | 243,798 | 2,064 |
|  |  | ,045,523 |  | ,237,712 | \$10,484 |

* See note 3.


## 11. Income Taxes

Total income taxes for each of the years in the three-year period ended March 31, 2007 were allocated as follows:

|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  |  | U.S. dollars (millions) (note 2) |
| :---: | :---: | :---: | :---: | :---: |
|  | 2005 | 2006 | 2007 | 2007 |
| Income from continuing operations | ¥266,665 | $¥ 317,189$ | $¥ 283,846$ | \$2,404 |
| Other comprehensive income (note 15) | 12,718 | 154,370 | 935 | 8 |
|  | $\ddagger 279,383$ | $¥ 471,559$ | ¥284,781 | \$2,412 |

Income before income taxes and equity in income of affiliates by domestic and foreign source and income tax expense (benefit) for each of the years in the three-year period ended March 31, 2007 consisted of the following:

|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Income before income taxes | Income taxes |  |  |
|  |  | Current | Deferred | Total |
| 2005*: |  |  |  |  |
| Japanese | $¥ 148,860$ | $\ddagger 57,066$ | ¥ 24,134 | $¥ 81,200$ |
| Foreign | 519,504 | 94,080 | 91,385 | 185,465 |
|  | $¥ 668,364$ | $¥ 151,146$ | $¥ 115,519$ | $¥ 266,665$ |
| 2006*: |  |  |  |  |
| Japanese | $¥ 317,997$ | ¥103,697 | $¥ 38,225$ | $¥ 141,922$ |
| Foreign | 511,907 | 216,248 | $(40,981)$ | 175,267 |
|  | ¥829,904 | $¥ 319,945$ | $¥(2,756)$ | $¥ 317,189$ |
| 2007: |  |  |  |  |
| Japanese | ¥182,433 | ¥ 89,155 | $¥(13,798)$ | $¥ 75,357$ |
| Foreign | 610,435 | 211,139 | $(2,650)$ | 208,489 |
|  | ¥792,868 | $¥ 300,294$ | $¥(16,448)$ | ¥283,846 |


|  | U.S. dollars (millions) (note 2) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Income before income taxes | Income taxes |  |  |
|  |  | Current | Deferred | Total |
| 2007: |  |  |  |  |
| Japanese | \$1,545 | \$ 755 | \$(117) | \$ 638 |
| Foreign | 5,171 | 1,789 | (23) | 1,766 |
|  | \$6,716 | \$2,544 | \$(140) | \$2,404 |

* See note 3.

The statutory income tax rate is approximately $40 \%$ for each of the years in the three-year period ended March 31, 2007. The foreign subsidiaries are subject to taxes based on income at rates ranging from $16 \%$ to $40 \%$.

The effective tax rate for Honda for each of the years in the three-year period ended March 31, 2007 differs from the Japanese statutory income tax rate for the following reasons:

|  | 2005 | 2006 | 2007 |
| :--- | :---: | :---: | :---: |
| Statutory income tax rate | $40.0 \%$ | $40.0 \%$ | $40.0 \%$ |
| Valuation allowance provided for current year operating losses of subsidiaries | 0.5 | 0.3 | 0.4 |
| Difference in statutory tax rates of foreign subsidiaries | $(1.9)$ | $(2.3)$ | $(3.7)$ |
| Reversal of valuation allowance due to utilization of operating loss carryforwards | $(1.1)$ | $(0.8)$ | $(0.2)$ |
| Research and development credit | $(2.3)$ | $(3.0)$ | $\mathbf{( 3 . 3 )}$ |
| Tax authority assessment relating to prior years* | 1.8 | - | - |
| Other adjustments relating to prior years | - | 3.1 | - |
| Other | 2.9 | 0.9 | $\mathbf{2 . 6}$ |
| Effective tax rate | $39.9 \%$ | $38.2 \%$ | $35.8 \%$ |

* The prior year income taxes in 2005 are due to assessment by the Japanese tax authorities as a result of their transfer pricing audit relating to the Company's motorcycle business in Brazil.

The tax effects of temporary differences that give rise to significant portions of the deferred tax assets and deferred tax liabilities at March 31, 2006 and 2007 are presented below:

|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  | $\begin{gathered} \text { U.S. dollars } \\ \text { (millions) } \\ \text { (note 2) } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: |
|  | 2006 | 2007 | 2007 |
| Deferred tax assets: |  |  |  |
| Inventories | $\ddagger 30,012$ | $¥ 35,114$ | \$ 297 |
| Allowance for dealers and customers | 141,141 | 153,328 | 1,299 |
| Accrued bonus | 35,968 | 40,628 | 344 |
| Property, plant and equipment | 17,817 | 61,409 | 520 |
| Foreign tax credit | 9,267 | 10,427 | 88 |
| Operating loss carryforwards | 75,131 | 39,781 | 337 |
| Minimum pension liabilities adjustment | 68,566 | - | - |
| Pension and other postretirement benefits | 62,829 | 210,378 | 1,782 |
| Other | 121,951 | 141,104 | 1,196 |
| Total gross deferred tax assets | 562,682 | 692,169 | 5,863 |
| Less valuation allowance | 70,239 | 35,447 | 300 |
| Net deferred tax assets | 492,443 | 656,722 | 5,563 |


|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \\ \hline \end{gathered}$ |  | U.S. dollars (millions) (note 2) |
| :---: | :---: | :---: | :---: |
|  | 2006 | 2007 | 2007 |
| Deferred tax liabilities: |  |  |  |
| Inventories | $(11,018)$ | $(13,650)$ | (116) |
| Prepaid pension expenses | $(29,019)$ | $(34,422)$ | (292) |
| Property, plant and equipment, |  |  |  |
| Lease transactions | $(357,578)$ | $(405,516)$ | $(3,435)$ |
| Undistributed earnings of subsidiaries and affiliates | $(81,675)$ | $(106,273)$ | (900) |
| Net unrealized gains on marketable securities | $(44,580)$ | $(41,039)$ | (347) |
| Other | $(52,059)$ | $(27,262)$ | (230) |
| Total gross deferred tax liabilities | $(643,192)$ | $(687,842)$ | $(5,826)$ |
| Net deferred tax (liability) asset | $\ddagger(150,749)$ | $¥(31,120)$ | \$ (263) |

Deferred income tax assets and liabilities at March 31, 2006 and 2007 are reflected in the consolidated balance sheets under the following captions:

|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  | U.S. dollars (millions) (note 2) |
| :---: | :---: | :---: | :---: |
|  | 2006* | 2007 | 2007 |
| Current assets-Deferred income taxes | $¥ 221,294$ | ¥ 215,172 | \$ 1,823 |
| Other assets | 37,686 | 71,583 | 606 |
| Other current liabilities | $(3,002)$ | $(1,827)$ | (15) |
| Other liabilities | $(406,727)$ | $(316,048)$ | $(2,677)$ |
| Net deferred tax (liability) asset | $¥(150,749)$ | $¥(31,120)$ | \$ (263) |

* See note 3.

In assessing the realizability of deferred tax assets, management considers whether it is more likely than not that some portion or all of the deferred tax assets will not be realized. The ultimate realization of deferred tax assets is dependent upon the generation of future taxable income over the periods in which those temporary differences become deductible and operating loss carryforwards utilized. Management considered the scheduled reversal of deferred tax liabilities, projected future taxable income and tax planning strategies in making this assessment. Based upon the level of historical taxable income and projections for future taxable income over the periods which the deferred tax assets are
deductible, management believes it is more likely than not that Honda will realize the benefits of these deductible differences and operating loss carryforwards, net of the existing valuation allowances at March 31, 2006 and 2007.

The net change in the total valuation allowance for the years ended March 31, 2005 was decrease of $¥ 11,989$ million, for the year ended March 31, 2006 was increase of $¥ 10,502$ million, and for the year ended March 31, 2007 was decrease of $¥ 34,792$ million ( $\$ 295$ million). The valuation allowance primarily relates to deferred tax assets associated with net operating loss carryforwards incurred by certain foreign subsidiaries.

At March 31, 2007, certain of the Company's subsidiaries have operating loss carryforwards for income tax purposes of $\nexists 128,162$ million ( $\$ 1,086$ million), which are available to offset future taxable income, if any. Periods available to offset future taxable income vary in each tax jurisdiction and range from one year to an indefinite period as follows:

|  |  | Yen <br> (millions) | U.S. dollars <br> (millions) <br> (note 2) |
| :--- | ---: | ---: | ---: |
| Within 1 year | $¥ 58$ | $\$$ | 5 |
| 1 to 5 years | 10,599 | 90 |  |
| 5 to 15 years | 11,947 | 101 |  |
| Indefinite periods | 105,088 | 890 |  |
|  | $¥ 128,162$ | $\$ 1,086$ |  |

At March 31, 2006 and 2007, Honda did not recognize deferred tax liabilities of $¥ 60,703$ million and $¥ 78,252$ million (\$663million), respectively, for certain portions of the undistributed earnings of the Company's foreign subsidiaries

## 12. Dividends and Legal Reserves

The Company law of Japan enforced on May 1, 2006 provides that earnings in an amount equal to 10\% of dividends of retained earnings shall be appropriated as a capital surplus or a legal reserve on the date of distribution of retained earnings until an aggregated amount of capital surplus and a legal reserve equals $25 \%$ of stated capital. The Japanese Commercial Code, effective until the enforcement of the Company law of Japan, provided that earnings in an amount equal to at least $10 \%$ of appropriations of retained earnings that were paid in cash shall be appropriated as a legal reserve until an aggregated amount of capital surplus and the legal reserve equaled $25 \%$ of stated capital. Certain foreign subsidiaries are also required to appropriate their earnings to legal reserves under the laws of the respective countries.

Dividends and appropriations to the legal reserves
because such portions were considered permanently reinvested. At March 31, 2006 and 2007, the undistributed earnings not subject to deferred tax liabilities were $¥ 2,676,892$ million and $¥ 2,995,170$ million ( $\$ 25,372$ million), respectively.
charged to retained earnings during the years in the threeyear period ended March 31, 2007 represent dividends paid out during those years and the related appropriations to the legal reserves. Dividends per share for each of the years in the three-year period ended March 31, 2007 were $¥ 25.5$, $¥ 38.5$ and $¥ 77$ ( $\$ 0.65$ ), respectively. The accompanying consolidated financial statements do not include any provision for the dividend of $¥ 20$ ( $\$ 0.17$ ) per share aggregating $¥ 36,456$ million ( $\$ 309$ million) proposed and resolved in the general stockholders' meeting held in June 2007.

The Company executed a two-for-one stock split for the Company's common stock effective July 1, 2006. Information pertaining to dividends per share has been adjusted retroactively for all periods presented to reflect this stock split.
receive special lump-sum payments at retirement. Such payments are charged to income as paid since amounts vary with circumstances and it is impractical to compute a liability for future payments.

In January 2003, the Emerging Issues Task Force (EITF) reached a final consensus on Issue No. 03-2 "Accounting for the Transfer to the Japanese Government of the Substitutional Portion of Employee Pension Fund Liabilities" ("EITF 03-2"). EITF 03-2 addresses accounting for a transfer to the Japanese government of a substitutional portion of an Employees' Pension Fund ("EPF") plan, which is a defined
benefit pension plan established under the Welfare Pension Insurance Law. EITF 03-2 requires employers to account for the separation process of the substitutional portion from the entire EPF plan (which includes a corporation portion) upon completion of the transfer to the government of the substitutional portion of the benefit obligation and related plan assets. The separation process is considered the culmination of a series of steps in a single settlement transaction. Under this approach, the difference between the fair value of the obligation and the assets required to be transferred to the government should be accounted for and separately disclosed as a subsidy.

As stipulated in the Japanese Welfare Pension Insurance Law, the "Honda Employees' Pension Fund (a confederated welfare pension fund, the "Fund")", of which the Company and a part of its domestic subsidiaries and affiliates accounted for under the equity method were members, has obtained approval from the Japanese Minister of Health, Labor and Welfare for exemption from benefits obligations
related to past employee service with respect to the substitutional portion of the Fund on July 1, 2005 and completed its transfer on March 9, 2006. Previously on April 1, 2004, the Company received approval of exemption from the obligation for benefits related to future employee services with respect to the fund. As a result, the Company recognized a gain of $¥ 228,681$ million, which is the difference between the settled accumulated benefit obligation and the assets transferred to the government; a gain of $¥ 56,448$ million for the derecognition of previous accrued salary progression; and settlement loss of $¥ 147,113$ million for the related unrecognized loss. Collectively, the Company recognized a net gain of $¥ 138,016$ million for the fiscal year ended March 31, 2006.

The Company and its consolidated subsidiaries adopted SFAS No.158, "Employers' Accounting for Defined Benefit Pension and Other Postretirement Plans-an amendment of FASB Statements No. 87, 88, 106, and 132(R)" on March 31, 2007, recognized its overfunded or underfunded status as an asset or liability in its consolidated balance sheets.

The incremental effect of applying SFAS No. 158 at March 31, 2007, on balance sheet items is as follows:

|  | Yen (millions) |  |  |
| :---: | :---: | :---: | :---: |
|  | Before Application of SFAS 158 | Adjustments | After Application of SFAS 158 |
| Other assets | $¥ 575,851$ | $¥ 11,347$ | $¥ 587,198$ |
| Total assets | 12,025,153 | 11,347 | 12,036,500 |
| Accrued expenses | 847,008 | $(39,667)$ | 807,341 |
| Total current liabilities | 4,327,194 | $(39,667)$ | 4,287,527 |
| Other liabilities | 1,047,374 | 190,338 | 1,237,712 |
| Total liabilities | 7,280,311 | 150,671 | 7,430,982 |
| Accumulated other comprehensive loss, net* | $(287,842)$ | $(139,324)$ | $(427,166)$ |
| Total stockholders' equity | 4,621,935 | $(139,324)$ | 4,482,611 |


|  | U.S. dollars (millions) (note 2) |  |  |
| :---: | :---: | :---: | :---: |
|  | Before Application of SFAS 158 | Adjustments | After Application of SFAS 158 |
| Other assets | \$ 4,878 | \$ 96 | \$ 4,974 |
| Total assets | 101,865 | 96 | 101,961 |
| Accrued expenses | 7,175 | (336) | 6,839 |
| Total current liabilities | 36,656 | (336) | 36,320 |
| Other liabilities | 8,873 | 1,612 | 10,485 |
| Total liabilities | 61,672 | 1,276 | 62,948 |
| Accumulated other comprehensive loss, net* | $(2,439)$ | $(1,180)$ | $(3,619)$ |
| Total stockholders' equity | 39,152 | $(1,180)$ | 37,972 |

[^12]Reconciliations of beginning and ending balances of the pension benefit obligations and the fair value of the plan assets are as follows:

|  | Yen (millions) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Japanese plans |  | Foreign plans |  |
|  | 2006 | 2007 | 2006 | 2007 |
| Change in benefit obligations: |  |  |  |  |
| Benefit obligations at beginning of year | $¥(1,641,593)$ | ¥ $(1,133,325)$ | $\ddagger(301,379)$ | $¥(395,416)$ |
| Service cost | $(41,271)$ | $(42,115)$ | $(25,121)$ | $(30,492)$ |
| Interest cost | $(31,788)$ | $(23,809)$ | $(18,838)$ | $(22,373)$ |
| Plan participants' contributions | (94) | - | (111) | (129) |
| Actuarial gain (loss) | 9,198 | $(4,165)$ | $(22,421)$ | 21,746 |
| Benefits paid | 33,957 | 31,638 | 2,949 | 3,731 |
| Amendment | 20,652 | - | $(1,584)$ | (10) |
| Transfer of the substitutional portion | 517,614 | - | - | - |
| Business combination | - | $(34,643)$ | - | (906) |
| Foreign exchange translation | - | - | $(28,911)$ | $(10,908)$ |
| Benefit obligations at end of year | $(1,133,325)$ | $(1,206,419)$ | $(395,416)$ | $(434,757)$ |
| Change in plan assets: |  |  |  |  |
| Fair value of plan assets at beginning of year | 842,542 | 712,331 | 257,165 | 358,075 |
| Actual return on plan assets | 98,450 | 36,223 | 27,240 | 46,161 |
| Employer contributions | 37,687 | 33,649 | 49,912 | 40,163 |
| Plan participants' contributions | 94 | - | 111 | 129 |
| Benefits paid | $(33,957)$ | $(31,638)$ | $(2,949)$ | $(3,731)$ |
| Transfer of the substitutional portion | $(232,485)$ | - | - | - |
| Business combination | - | 32,270 | - | 875 |
| Foreign exchange translation | - | - | 26,596 | 7,795 |
| Fair value of plan assets at end of year | 712,331 | 782,835 | 358,075 | 449,467 |
| Funded status | $(420,994)$ | $(423,584)$ | $(37,341)$ | 14,710 |
| Unrecognized actuarial loss (gain) | 354,172 | - | 100,047 | - |
| Unrecognized net transition obligations | 3,733 | - | 317 | - |
| Unrecognized prior service cost (benefit) | $(75,797)$ | - | 8,345 | - |
| Net amount recognized | $(138,886)$ | - | 71,368 | - |
| Adjustments to recognize additional minimum liabilities (notes 10 and 15): |  |  |  |  |
| Intangible assets | - | - | (316) | - |
| Amount included in accumulated other comprehensive income (loss) | $(171,158)$ | - | (299) | - |

Amounts recognized in the consolidated balance sheets are as follows:

|  | Yen (millions) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Japanese plans |  |  | Foreign plans |  |
|  | 2006 |  | 2007 | 2006 | 2007 |
| Noncurrent assets | $\ddagger$ | $¥$ | 3,283 | $¥ 75,367$ | $¥ 51,000$ |
| Current liabilities | $(33,281)$ |  | $(5,272)$ | $(3,999)$ | (6) |
| Noncurrent liabilities | $(276,763)$ |  | $(421,595)$ | (615) | $(36,284)$ |
| Total | $(310,044)$ |  | $(423,584)$ | 70,753 | 14,710 |

Amounts recognized in accumulated other comprehensive income are as follows:

|  | Yen (millions) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Japanese plans |  |  |  | Foreign plans |  |  |  |
|  | 2006 |  | 2007 |  | 2006 |  | 2007 |  |
| Actuarial loss (gain) | $¥$ | - | ¥ | 331,485 | $¥$ | - | ¥ | 57,578 |
| Net transition obligation |  | - |  | 1,741 |  | - |  | 279 |
| Prior service cost (benefit) |  | - |  | $(68,507)$ |  | - |  | 8,064 |
| Total |  | - |  | 264,719 |  | - |  | 65,921 |

Pension plans with accumulated benefit obligations in excess of plan assets are as follows:

|  | Yen (millions) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Japanese plans |  | Foreign plans |  |
|  | 2006 | 2007 | 2006 | 2007 |
| Projected benefit obligations | $¥(1,117,157)$ | $¥(1,164,971)$ | $¥(70,415)$ | $¥(4,403)$ |
| Accumulated benefit obligations | $(1,007,022)$ | $(1,054,331)$ | $(45,686)$ | $(3,888)$ |
| Fair value of plan assets | 696,128 | 740,407 | 40,114 | 2,476 |

Reconciliations of beginning and ending balances of the pension benefits obligations and the fair value of the plan assets are as follows:

|  | U.S. dollars (millions) (note2) |  |
| :---: | :---: | :---: |
|  | Japanese plans | Foreign plans |
|  | 2007 | 2007 |
| Change in benefit obligations: |  |  |
| Benefit obligations at beginning of year | \$ $(9,600)$ | \$(3,350) |
| Service cost | (357) | (258) |
| Interest cost | (202) | (190) |
| Plan participants' contributions | - | (1) |
| Actuarial gain (loss) | (36) | 184 |
| Benefits paid | 268 | 32 |
| Amendment | - | (0) |
| Business combination | (293) | (8) |
| Foreign exchange translation | - | (92) |
| Benefit obligations at end of year | $(10,220)$ | $(3,683)$ |
| Change in plan assets: |  |  |
| Fair value of plan assets at beginning of year | 6,034 | 3,033 |
| Actual return on plan assets | 307 | 392 |
| Employer contributions | 285 | 340 |
| Plan participants' contributions | - | 1 |
| Benefits paid | (268) | (32) |
| Business combination | 273 | 7 |
| Foreign exchange translation | - | 66 |
| Fair value of plan assets at end of year | 6,631 | 3,807 |
| Funded status | $(3,589)$ | 124 |

Amounts recognized in the consolidated balance sheets are as follows:

|  | U.S. dollars (millions) (note2) |  |
| :---: | :---: | :---: |
|  | Japanese plans | Foreign plans |
|  | 2007 | 2007 |
| Noncurrent assets | \$ 28 | \$ 432 |
| Current liabilities | (45) | (0) |
| Noncurrent liabilities | $(3,572)$ | (308) |
| Total | $(3,589)$ | 124 |

Amounts recognized in accumulated other comprehensive income are as follows:

|  | U.S. dollars (millions) (note2) |  |  |
| :--- | ---: | ---: | ---: |
|  |  | Japanese plans | Foreign plans |
|  | 2007 | 2007 |  |
| Actuarial loss (gain) | 2,807 | $\$$ | 488 |
| Net transition obligation | 15 | 2 |  |
| Prior service cost (benefit) | $(580)$ | 68 |  |
| Total | 2,242 | 558 |  |

Pension plans with accumulated benefit obligations in excess of plan assets:

|  | U.S. dollars (millions) (note2) |  |
| :---: | :---: | :---: |
|  | Japanese plans | Foreign plans |
|  | 2007 | 2007 |
| Projected benefit obligations | \$ $(9,868)$ | \$ (37) |
| Accumulated benefit obligations | $(8,931)$ | (33) |
| Fair value of plan assets | 6,272 | 21 |

Pension expense for each of the years in the three-year period ended March 31, 2007 included the following:

|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  |  | $\begin{gathered} \text { U.S. dollars } \\ \text { (millions) } \\ \text { (note 2) } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
|  | 2005 | 2006 | 2007 | 2007 |
| Japanese plans: |  |  |  |  |
| Service cost-benefits earned during the year | $¥ 40,963$ | $¥ 41,271$ | ¥ 42,115 | \$ 357 |
| Interest cost on projected benefit obligations | 32,368 | 31,788 | 23,809 | 202 |
| Expected return on plan assets | $(33,589)$ | $(33,102)$ | $(27,580)$ | (234) |
| Amortization of actuarial loss (gain) | 32,799 | 28,394 | 16,326 | 138 |
| Amortization of net transition obligation | 1,035 | 1,992 | 1,992 | 17 |
| Amortization of prior service cost (benefit) | $(5,913)$ | $(6,945)$ | $(7,289)$ | (62) |
|  | $¥ 67,663$ | $¥ 63,398$ | $¥ 49,373$ | \$ 418 |


| Foreign plans: |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Service cost-benefits earned during the year | $\neq 17,560$ | $¥ 25,121$ | $¥ 30,492$ | $\$ 258$ |
| Interest cost on projected benefit obligations | 14,445 | 18,838 | $\mathbf{2 2 , 3 7 3}$ | $\mathbf{1 9 0}$ |
| Expected return on plan assets | $(17,418)$ | $(21,013)$ | $(27,597)$ | $(234)$ |
| Amortization of actuarial loss (gain) | 1,948 | 4,192 | 5,041 | 43 |
| Amortization of net transition obligation | 76 | 62 | 41 | 0 |
| Amortization of prior service cost (benefit) | 552 | 577 | 752 | 6 |
|  | $¥ 17,163$ | $¥ 27,777$ | $¥ 31,102$ | $\mathbf{\$ 2 6 3}$ |

The estimated actuarial loss (gain), net transition obligation and prior service benefit for all domestic defined pension plans that will be amortized from accumulated other comprehensive income into net periodic benefit cost over the next fiscal year are $¥ 14,290$ million, $¥ 1,741$ million and $¥ 7,289$ million, respectively. And the estimated actuarial loss (gain),
net transition obligation and prior service cost for all foreign defined pension plans that will be amortized from accumulated other comprehensive income into net periodic benefit cost over the next fiscal year are $¥ 4,341$ million, $¥ 41$ million and $¥ 772$ million, respectively.

Weighted-average assumptions used to determine benefit obligation at March 31, 2006 and 2007 were as follows:

|  | 2006 | 2007 |
| :--- | ---: | :---: |
| Japanese plans: |  |  |
| Discount rate | $2.0 \%$ | $2.0 \%$ |
| Rate of salary increase | $2.2 \%$ | $2.3 \%$ |
| Foreign plans: | $4.9-5.8 \%$ | $5.2-6.0 \%$ |
| Discount rate | $3.5-5.2 \%$ | $2.9-6.4 \%$ |
| Rate of salary increase |  |  |

Weighted-average assumptions used to determine net periodic benefit cost for each of the years in the three-year period ended March 31, 2007 were as follows:

|  | 2005 | 2006 | 2007 |
| :--- | :--- | :--- | :--- |
| Japanese plans: |  |  |  |
| Discount rate | $2.0 \%$ | $2.0 \%$ | $2.0 \%$ |
| Rate of salary increase | $2.3 \%$ | $2.3 \%$ | $2.2 \%$ |
| Expected long-term rate of return | $4.0 \%$ | $4.0 \%$ | $4.0 \%$ |
| Foreign plans: |  |  |  |
| Discount rate | $5.8-6.8 \%$ | $5.4-6.3 \%$ | $4.9-5.8 \%$ |
| Rate of salary increase | $3.5-6.7 \%$ | $3.5-6.7 \%$ | $3.5-5.2 \%$ |
| Expected long-term rate of return | $6.8-8.5 \%$ | $6.8-8.0 \%$ | $6.8-8.0 \%$ |

Honda determines the expected long-term rate of return based on the expected long-term return of the various asset categories. Honda considers the current expectations for future returns and the actual historical returns of each plan asset category.

## Measurement date

Honda uses a March 31 measurement date for their plans excluding certain foreign subsidiaries which use a December 31 measurement date for their plans.

## Plan Assets

Honda's domestic and foreign pension plan weighted-average asset allocations at March 31, 2006 and 2007, by asset category are as follows:

|  | 2006 | 2007 |
| :--- | ---: | ---: |
| Japanese plans: |  |  |
| Equity securities | $48 \%$ | $43 \%$ |
| Debt securities | $37 \%$ | $36 \%$ |
| Other | $15 \%$ | $21 \%$ |
|  | $100 \%$ | $100 \%$ |
| Foreign plans: |  |  |
| Equity securities | $65 \%$ | $70 \%$ |
| Debt securities | $24 \%$ | $27 \%$ |
| Other | $11 \%$ | $3 \%$ |
|  | $100 \%$ | $\mathbf{1 0 0 \%}$ |

Honda investment policies for the domestic and foreign pension benefit are designed to maximize total returns that are available to provide future payments of pension benefits to eligible participants under accepted risks. Honda sets target assets allocations for the individual asset categories based on the estimated returns and risks in the long future. Plan assets are invested in individual equity and debt securities using the target assets allocation.

## Obligations

The accumulated benefit obligations for all domestic defined benefit plans at March 31, 2006 and 2007 were $¥ 1,019,764$ million and $¥ 1,088,890$ million ( $\$ 9,224$ million), respectively. The accumulated benefit obligations for all foreign defined benefit plans at March 31,2006 and 2007 were $¥ 303,509$ million and $¥ 340,527$ million ( $\$ 2,885$ million), respectively.

## Cash flows

Honda expects to contribute $¥ 33,953$ million to its domestic pension plans and $¥ 37,187$ million to its foreign pension plans in the year ending March 31, 2008.

## Estimated future benefit Payment

The following table presents estimated future gross benefit payments:

|  | Yen <br> (millions) |  |
| :--- | ---: | ---: |
|  | Japanese plans | Foreign plans |
| 2008 | $¥ 40,130$ | $¥ 4,540$ |
| 2009 | 42,885 | 5,138 |
| 2010 | 45,546 | 6,144 |
| 2011 | 43,660 | 7,178 |
| 2012 | 45,339 | 8,582 |
| $2013-2017$ | 250,746 | 74,946 |

Certain of the Company's subsidiaries in North America provide certain health care and life insurance benefits to retired employees. Such benefits have no material effect on Honda's financial position and results of operations.

## 14. Supplemental Disclosures of Cash Flow Information

|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  |  | U.S. dollars (millions) (note 2) |
| :---: | :---: | :---: | :---: | :---: |
|  | 2005 | 2006 | 2007 | 2007 |
| Cash paid during the year for: |  |  |  |  |
| Interest | ¥ 99,475 | ¥134,609 | ¥187,268 | \$1,586 |
| Income taxes | 159,041 | 282,986 | 351,225 | 2,975 |

During the fiscal year ended March 31, 2005, the Company retired shares totaling $46,000,000$ shares at a cost of $¥ 216,371$ million by offsetting with capital surplus of $¥ 190$ million and unappropriated retained earnings of $¥ 216,181$ million based on the resolution of board of directors.

During the year ended March 31, 2006, the Company reissued certain of its treasury stock at fair value of $¥ 802$ million to the minority shareholder of subsidiary, which the Company made a wholly owned subsidiary, and the

Company retired shares totaling $11,000,000$ shares at a cost of $¥ 66,224$ million by offsetting with capital surplus of $¥ 2$ million and unappropriated retained earnings of $¥ 66,221$ million based on the resolution of board of directors.

During the year ended March 31, 2007, the Company reissued certain of its treasury stock at fair value of $¥ 18,521$ million ( $\$ 155$ million) to the outside shareholder of affiliates to obtain $100 \%$ share of these companies.

## 15. Accumulated Other Comprehensive Income (Loss)

The components and related changes in accumulated other comprehensive income (loss) for each of the years in the three-year period ended March 31, 2007 are as follows:

|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  |  | $\begin{gathered} \hline \text { U.S. dollars } \\ \text { (millions) } \\ \text { (note 2) } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
|  | 2005 | 2006 | 2007 | 2007 |
| Adjustments from foreign currency translation: |  |  |  |  |
| Balance at beginning of year | $¥(665,413)$ | $\ddagger(624,937)$ | $¥(375,777)$ | \$( 3,183$)$ |
| Adjustments for the year | 40,476 | 249,160 | 96,775 | 820 |
| Balance at end of year | $(624,937)$ | $(375,777)$ | $(279,002)$ | $(2,363)$ |
| Net unrealized gains on marketable securities: |  |  |  |  |
| Balance at beginning of year | 36,066 | 33,744 | 62,710 | 531 |
| Reclassification adjustments for realized (gain) loss on marketable securities | 1,346 | (841) | $(5,575)$ | (47) |
| Increase (decrease) in net unrealized gains on marketable securities | $(3,668)$ | 29,807 | 1,004 | 8 |
| Balance at end of year | 33,744 | 62,710 | 58,139 | 492 |
| Net unrealized gains (losses) on derivative instruments: |  |  |  |  |
| Balance at beginning of year | - | - | (64) | (1) |
| Reclassification adjustments for realized (gain) loss on derivative instruments | - | (38) | 421 | 4 |
| Increase (decrease) in net unrealized gains on derivative instruments | - | (26) | (337) | (3) |
| Balance at end of year | - | (64) | 20 | 0 |
| Minimum pension liabilities adjustment: |  |  |  |  |
| Balance at beginning of year | $(225,226)$ | $(202,741)$ | $(94,056)$ | (796) |
| Cumulative effect of adjustments resulting from the adoption of SAB No. 108, net of tax (note 1(u)) | - | - | 18,149 | 153 |
| Adjusted balances at beginning of year | $(225,226)$ | $(202,741)$ | $(75,907)$ | (643) |
| Adjustments for the year | 22,485 | 108,685 | 8,908 | 75 |
| Adjustment for initially applying SFAS No. 158, net of tax (note 13) | - | - | 66,999 | 568 |
| Balance at end of year | $(202,741)$ | $(94,056)$ | - | - |

Pension and other postretirement benefits adjustment

| Adjustment for initially applying SFAS No. 158, <br> net of tax (note 13) |
| :--- |
| Balance at end of year |


| Total accumulated other comprehensive income (loss): |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Balance at beginning of year | $(854,573)$ | $(793,934)$ | $(407,187)$ | $(3,449)$ |
| Cumulative effect of adjustments resulting from the adoption of SAB No. 108, net of tax (note 1(u)) | - | - | 18,149 | 153 |
| Adjusted balances at beginning of year | $(854,573)$ | $(793,934)$ | $(389,038)$ | $(3,296)$ |
| Adjustments for the year | 60,639 | 386,747 | 101,196 | 857 |
| Adjustment for initially applying SFAS No. 158, |  |  |  |  |
| Balance at end of year | $¥(793,934)$ | $¥(407,187)$ | $¥(427,166)$ | \$(3,619) |

The tax effects allocated to each component of other comprehensive income (loss) and reclassification adjustments are as follows:

|  | $\begin{gathered} \hline \text { Yen } \\ \text { (millions) } \end{gathered}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Before-tax amount | Tax (expense) or benefit (note 11) |  | Net-of-tax amount |  |
| 2005: |  |  |  |  |  |
| Adjustments from foreign currency translation | $¥ 39,469$ | $¥$ | 1,007 |  | 40,476 |
| Unrealized gains (losses) on marketable securities: |  |  |  |  |  |
| Unrealized holding gains (losses) arising during the year | $(6,104)$ |  | 2,436 |  | $(3,668)$ |
| Reclassification adjustments for losses (gains) realized in net income | 2,114 |  | (768) |  | 1,346 |
| Net unrealized gains (losses) | $(3,990)$ |  | 1,668 |  | $(2,322)$ |
| Minimum pension liabilities adjustment | 37,878 |  | $(15,393)$ |  | 22,485 |
| Other comprehensive income (loss) | $¥ 73,357$ | $¥$ | $(12,718)$ |  | 60,639 |
| 2006: |  |  |  |  |  |
| Adjustments from foreign currency translation | $¥ 301,737$ | $¥$ | $(52,577)$ |  | 249,160 |
| Unrealized gains (losses) on marketable securities: |  |  |  |  |  |
| Unrealized holding gains (losses) arising during the year | 49,675 |  | $(19,868)$ |  | 29,807 |
| Reclassification adjustments for losses (gains) realized in net income | $(1,395)$ |  | 554 |  | (841) |
| Net unrealized gains (losses) | 48,280 |  | $(19,314)$ |  | 28,966 |
| Unrealized gains (losses) on derivative instruments: |  |  |  |  |  |
| Unrealized holding gains (losses) arising during the year | (43) |  | 17 |  | (26) |
| Reclassification adjustments for losses (gains) realized in net income | (64) |  | 26 |  | (38) |
| Net unrealized gains (losses) | (107) |  | 43 |  | (64) |
| Minimum pension liabilities adjustment | 191,207 |  | $(82,522)$ |  | 108,685 |
| Other comprehensive income (loss) | $¥ 541,117$ |  | 54,370) |  | 386,747 |
| 2007: |  |  |  |  |  |
| Adjustments from foreign currency translation | $¥ 95,275$ | ¥ | 1,500 | $¥$ | 96,775 |
| Unrealized gains (losses) on marketable securities: |  |  |  |  |  |
| Unrealized holding gains (losses) arising during the year | 1,408 |  | (404) |  | 1,004 |
| Reclassification adjustments for losses (gains) realized in net income | $(9,520)$ |  | 3,945 |  | $(5,575)$ |
| Net unrealized gains (losses) | $(8,112)$ |  | 3,541 |  | $(4,571)$ |
| Unrealized gains (losses) on derivative instruments |  |  |  |  |  |
| Unrealized holding gains (losses) arising during the year | (562) |  | 225 |  | (337) |
| Reclassification adjustments for losses (gains) realized in net income | 703 |  | (282) |  | 421 |
| Net unrealized gains (losses) | 141 |  | (57) |  | 84 |
| Minimum pension liabilities adjustment | 14,827 |  | $(5,919)$ |  | 8,908 |
| Other comprehensive income (loss) | ¥ 102,131 | $¥$ | (935) |  | 101,196 |

$\begin{array}{lccc}\hline & & \begin{array}{c}\text { U.S. dollars } \\ \text { (millions) (note 2) }\end{array} \\$\cline { 3 - 5 } \& $\left.\begin{array}{c}\text { Tax (expense) } \\ \text { or benefit } \\ \text { (note 11) }\end{array} & \begin{array}{c}\text { Nefore-tax } \\ \text { amount }\end{array} & \\ \text { anount }\end{array}\right]$

## 16. Fair Value of Financial Instruments

The estimated fair values of significant financial instruments at March 31, 2006 and 2007 are as follows:

|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  |  |  | U.S. dollars <br> (millions) <br> (note 2) <br> 2007 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2006 |  | 2007 |  |  |  |
|  | Carrying amount | Estimated fair value | Carrying amount | Estimated fair value | Carrying amount | Estimated fair value |
| Finance subsidiaries-receivables (a) | $¥ 2,843,819$ | ¥2,813,023 | $¥ 3,434,721$ | $¥ 3,444,144$ | \$29,095 | \$29,175 |
| Marketable securities | 172,385 | 172,385 | 210,598 | 210,598 | 1,784 | 1,784 |
| Held-to-maturity securities | 43,767 | 43,428 | 16,337 | 16,348 | 138 | 138 |
| Convertible preferred stocks |  |  |  |  |  |  |
| Host contracts | 8,943 | 8,943 | - | - | - | - |
| Embedded derivatives | 13,991 | 13,991 | - | - | - | - |
|  | 22,934 | 22,934 | - | - | - | - |
| Convertible notes (b) |  |  |  |  |  |  |
| Host contracts | 8,156 | 8,156 | - | - | - | - |
| Embedded derivatives | 48,479 | 48,479 | - | - | - | - |
|  | 56,635 | 56,635 | - | - | - | - |

Debt $\quad(3,230,202) \quad(3,237,471) \quad(3,947,020) \quad(3,960,743) \quad(33,435) \quad(33,551)$

Foreign exchange instruments (c)

| Asset position | $¥$ | 4,477 | $¥$ | 4,477 | $¥$ | 3,735 | $¥$ | 3,735 | $\$$ | 32 | $\$$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Liability position |  | $(35,979)$ | $(35,979)$ |  | $(24,783)$ | $(24,783)$ |  | $(210)$ | $(210)$ |  |  |
| Net | $¥$ | $(31,502)$ | $¥$ | $(31,502)$ | $¥$ | $(21,048)$ | $¥$ | $(21,048)$ | $\$$ | $(178)$ | $\$$ |

Interest rate instruments (d)

| Asset position <br> Liability position | $¥$ | 36,334 | $¥$ | 36,334 | $¥$ | 10,866 | $¥$ | 10,866 | $\$$ | 92 | $\$$ | 92 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | :---: | :---: |
| $(2)$ | $(2)$ |  | $(2,417)$ | $(2,417)$ |  | $(20)$ | $(20)$ |  |  |  |  |  |
| Net | $¥ r$ | 36,332 | $¥$ | 36,332 | $¥$ | 8,449 | $¥$ | 8,449 | $\$$ | 72 | $\$$ | 72 |

(a) The carrying amounts of finance subsidiaries-receivables at March 31, 2006 and 2007 in the table exclude $¥ 1,996,686$ million and $¥ 1,709,978$ million ( $\$ 14,486$ million) of direct financing leases, net, classified as finance subsidiaries-receivables in the consolidated balance sheets, respectively. The carrying amounts of finance sub-sidiaries-receivables at March 31, 2006 and 2007 in the table also include $¥ 627,168$ million and $¥ 678,649$ million ( $\$ 5,749$ million) of finance receivables classified as trade receivables and other assets in the consolidated balance sheets.
(b) A subsidiary had a forward sale contract in relation to a portion of the above convertible notes. The carrying amount and estimated fair value of the derivative financial instrument as of March 31, 2006 is $¥ 5,462$ million, asset position.

In the year ended March 31, 2007, the subsidiary exercised the forward sale contract, and there was no balance of the derivative financial instrument as of March 31, 2007.
(c) The fair values of foreign currency forward exchange contracts, foreign currency option contracts and foreign currency swap agreements are included in other liabilities and other current assets/liabilities in the consolidated balance sheets as follows (see note 9):

|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  | U.S. dollars (millions) (note 2) |
| :---: | :---: | :---: | :---: |
|  | 2006 | 2007 | 2007 |
| Other current assets | $¥ 4,477$ | $¥ 3,735$ | \$ 32 |
| Other current liabilities | $(35,113)$ | $(24,783)$ | (210) |
| Other liabilities | (866) | - | - |
|  | $¥(31,502)$ | $¥(21,048)$ | \$(178) |

(d) The fair values of interest rate swap agreements are included in other assets/liabilities and other current assets/liabilities in the consolidated balance sheets as follows (see note 9):

|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  | U.S. dollars (millions) (note 2) |
| :---: | :---: | :---: | :---: |
|  | 2006 | 2007 | 2007 |
| Other current assets | $¥ 3,101$ | $¥ 3,890$ | \$ 33 |
| Other assets | 33,233 | 6,976 | 59 |
| Other current liabilities | - | $(2,417)$ | (20) |
| Other liabilities | (2) | - | - |
|  | ¥36,332 | $¥ 8,449$ | \$ 72 |

The estimated fair values have been determined using relevant market information and appropriate valuation methodologies. However, these estimates are subjective in nature and involve uncertainties and matters of significant judgment and, therefore, cannot be determined with precision. The effect of using different assumptions and/or estimation methodologies may be significant to the estimated fair values.

The methodologies and assumptions used to estimate the fair values of financial instruments are as follows:

## Cash and cash equivalents, trade receivables and trade payables

The carrying amounts approximate fair values because of the short maturity of these instruments.

## Finance subsidiaries-receivables

The fair values of retail receivables and term loans to dealers were estimated by discounting future cash flows using the current rates for these instruments of similar remaining maturities. Given the short maturities of wholesale receivables, the carrying amount of such receivables approximates fair value. The fair value of the retained interest in the sold pools of finance receivables were estimated by calculating the present value of the future cash flows using a discount rate commensurate with the risks involved.

## Marketable securities

The fair value of marketable securities was estimated using quoted market prices.

## Held-to-maturity securities

The fair value of held-to-maturity security was estimated using quoted market prices.

## Convertible notes and convertible preferred stock investment

Convertible instruments were bifurcated into two portions for accounting purposes. The note and preferred stock portions of these convertible instruments were treated as available-for-sale and were marked-to-market through other comprehensive income (loss). The fair value was determined based on an analysis of interest rate movements and an assessment of credit worthiness. The embedded derivative was marked-to-market through the statement of income and fair value was estimated using a trinomial convertible bond pricing model.

## Debt

The fair values of bonds and notes were estimated based on the quoted market prices for the same or similar issues. The fair value of long-term loans was estimated by discounting future cash flows using rates currently available for loans of similar terms and remaining maturities. The carrying amounts of short-term bank loans and commercial paper approximate fair values because of the short maturity of these instruments.

## Foreign exchange and interest rate instruments

The fair values of foreign currency forward exchange contracts and foreign currency option contracts were estimated by obtaining quotes from banks. The fair values of currency swap agreements and interest rate swap agreements were estimated by discounting future cash flows using rates currently available for these instruments of similar terms and remaining maturities.

## 17. Risk Management Activities and Derivative Financial Instruments

Honda is a party to derivative financial instruments in the normal course of business to reduce their exposure to fluctuations in foreign exchange rates and interest rates. Currency swap agreements are used to convert long-term debt denominated in a certain currency to long-term debt denominated in other currencies. Foreign currency forward exchange contracts and purchased option contracts are normally used to hedge sale commitments denominated in foreign currencies (principally U.S. dollars). Foreign currency written option contracts are entered into in combination with purchased option contracts to offset premium amounts to be paid for purchased option contracts. Interest rate swap agreements are mainly used to convert floating rate financing, such as commercial paper, to (normally three-five years) fixed rate financing in order to match financing costs with income from finance receivables. These instruments involve, to varying degrees, elements of credit, exchange rate and interest rate risks in excess of the amount recognized in the consolidated balance sheets.

The aforementioned instruments contain an element of risk in the event the counterparties are unable to meet the terms of the agreements. However, Honda minimizes the risk exposure by limiting the counterparties to major international banks and financial institutions meeting established credit guidelines. Management of Honda does not expect any counterparty to default on its obligations and, therefore, does not expect to incur any losses due to counterparty default. Honda generally does not require or place collateral for these financial instruments.

Foreign currency forward contracts and currency swap agreements are agreements to exchange different currencies at a specified rate on a specific future date. Foreign currency option contracts are contracts that allow the holder of the option the right but not the obligation to exchange different currencies at a specified rate on a specific future date. Foreign currency forward exchange contracts, foreign currency option contracts and currency swap agreements outstanding at March 31,2006 were $¥ 898,125$ million, $¥ 176,548$ million and $¥ 584,358$ million, respectively and totaled $¥ 1,659,031$ million. At March 31, 2007, foreign currency forward exchange contracts, foreign currency option contracts and currency swap agreements outstanding were $¥ 978,994$ million ( $\$ 8,293$ million), $¥ 5,793$ million ( $\$ 49$ million) and $¥ 608,534$ million ( $\$ 5,155$ million), respectively and totaled $¥ 1,593,321$ million ( $\$ 13,497$ million).

## Cash flow hedge

The Company applies hedge accounting for certain foreign currency forward exchange contracts related to forecasted foreign currency transactions between the Company and its subsidiaries. Changes in the fair value of derivative financial instruments designated as cash flow hedges are recognized in other comprehensive income (loss). The amounts are reclassified into earnings in the same period when forecasted hedged transactions affect earnings. The amount recognized in accumulated other comprehensive income (loss) was $¥ 64$ million loss in the fiscal year ended March 31, 2006 and $¥ 20$ million (\$0 million) gain in the fiscal year ended March 31,

2007, respectively. All amounts recorded in accumulated other comprehensive income (loss) as year-end are expected to be recognized in earnings within the next twelve months. The period that hedges the changes in cash flows related to the risk of foreign currency rate is at most around two months.

There are no derivative financial instruments where hedge accounting has been discontinued due to the forecasted transaction no longer being probable. The Company excludes financial instruments' time value component from the assessment of hedge effectiveness, of which amount was $¥ 421$ million loss for the year ended March 31, 2006, and $¥ 1,187$ million ( $\$ 10$ million) loss for the year ended March 31, 2007, respectively. There are no derivative
financial instruments that have been assessed as being ineffectiveness.

## Derivative financial instruments not designated as accounting hedges

Changes in the fair value of derivative financial instruments not designated as accounting hedges are recognized in earnings in the period of the change.

Interest rate swap agreements generally involve the exchange of fixed and floating rate interest payment obligations without the exchange of the underlying principal amount. At March 31, 2006 and 2007, the notional principal amounts of interest rate swap agreements were $¥ 3,857,748$ million and $¥ 4,198,463$ million ( $\$ 35,565$ million), respectively.

## 18. Commitments and Contingent Liabilities

At March 31, 2007, Honda had commitments for purchases of property, plant and equipment of approximately $¥ 78,027$ million (\$661 million).

Honda has entered into various guarantee and indemnification agreements. At March 31, 2006 and 2007, Honda has guaranteed $¥ 46,737$ million and $¥ 41,151$ million ( $\$ 349$ million) of bank loan of employees for their housing costs, respectively. If an employee defaults on his/her loan payments, Honda is required to perform under the guarantee. The undiscounted maximum amount of Honda's obligation
to make future payments in the event of defaults is $¥ 46,737$ million and $¥ 41,151$ million ( $\$ 349$ million), respectively, at March 31, 2006 and 2007. At March 31, 2007, no amount has been accrued for any estimated losses under the obligations, as it is probable that the employees will be able to make all scheduled payments.

Honda warrants its vehicles for specific periods of time. Product warranties vary depending upon the nature of the product, the geographic location of its sale and other factors.

The changes in provisions for those product warranties for each of the years in the two-year period ended March 31, 2007 are as follow:

|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  | U.S. dollars (millions) (note 2 |
| :---: | :---: | :---: | :---: |
|  | 2006 | 2007 | 2007 |
| Balance at beginning of year | ¥268,429 | ¥283,947 | \$2,405 |
| Warranty claims paid during the period | $(126,834)$ | $(113,454)$ | (961) |
| Liabilities accrued for warranties issued during the period | 125,732 | 143,280 | 1,214 |
| Changes in liabilities for pre-existing warranties during the period | 332 | 605 | 5 |
| Foreign currency translation | 16,288 | 2,725 | 23 |
|  | $¥ 283,947$ | ¥317,103 | \$2,686 |

With respect to product liability, personal injury claims or lawsuits, Honda believes that any judgment that may be recovered by any plaintiff for general and special damages and court costs will be adequately covered by Honda's insurance and reserves. Punitive damages are claimed in certain of these lawsuits. Honda is also subject to potential liability under other various lawsuits and claims. In accordance with Statement of Financial Accounting Standards (SFAS) No. 5,
"Accounting for Contingencies", Honda has recorded a contingent liability when it is probable that an obligation has been incurred and the amount of loss can be reasonably estimated. Honda reviews these pending lawsuits and claims periodically and adjusts the amounts recorded for these contingent liabilities, if necessary, by considering the nature of lawsuits and claims, the progress of the case and the opinions of legal counsel. Honda does not record liabilities for
lawsuits or potential claims that it believes will not result in an unfavorable outcome or when a reasonable estimate of the amount of probable loss cannot be determined. After consultation with legal counsel, and taking into account all known factors pertaining to existing lawsuits and claims, Honda
believes that the ultimate outcome of such lawsuits and pending claims should not result in liability to Honda that would be likely to have an adverse material effect on its consolidated financial position, results of operations or cash flows.

## 19. Leases

Honda is the lessee under several operating leases, primarily for office and other facilities, and certain office equipment.
Future minimum lease payments under noncancelable operating leases that have initial or remaining lease terms in excess of one year at March 31, 2007 are as follows:

|  | Yen <br> (millions) |
| :--- | ---: |
| Years ending March 31 | $\neq 25,354$ |
| 2008 | 19,349 |
| 2009 | 15,354 |
| 2010 | 12,752 |
| 2011 | 10,791 |
| 2012 | 45,378 |
| After five years | $\mathbf{7 1 2 8 , 9 7 8}$ |
| Total minimum lease payments |  |

Rental expenses under operating leases for each of the years in the three-year period ended March 31, 2007 were $¥ 44,619$ million, $¥ 46,102$ million and $¥ 46,910$ million ( $\$ 397$ million), respectively.

## 20. Allowances for Trade Receivable and Finance Subsidiaries-receivables

The allowances for trade receivable and finance subsidiaries-receivables for the years ended March 31, 2005, 2006 and 2007 are set forth in the following table:

|  | Yen (millions) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Balance at beginning of period | Additions <br> Charged to <br> costs and <br> expenses | Deductions <br> Bad debts written off | Translation difference | Balance at end of period |
|  |  |  |  |  |  |
| March 31, 2005: |  |  |  |  |  |
| Trade accounts and notes receivable |  |  |  |  |  |
| Allowance for doubtful accounts | $¥ 10,919$ | $¥ 693$ | ¥ 2,121 | $¥ 219$ | $¥ 9,710$ |
| Finance subsidiaries-receivables |  |  |  |  |  |
| Allowance for credit losses | $¥ 24,411$ | $¥ 33,365$ | $¥ 27,575$ | $¥ 725$ | $\ddagger 30,926$ |
| Allowance for losses on lease residual values | 26,124 | 17,273 | 10,156 | 784 | 34,025 |
|  | $\ddagger 50,535$ | ¥50,638 | $¥ 37,731$ | ¥1,509 | $¥ 64,951$ |


| March 31, 2006: |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Trade accounts and notes receivable |  |  |  |  |  |  |
| $\quad$ Allowance for doubtful accounts |  |  |  |  |  |  |
| Finance subsidiaries-receivables | $¥ 30,926$ | $¥ 28,155$ | $\neq 29,373$ | $¥ 3,242$ | $\neq 32,950$ |  |
| $\quad$ Allowance for credit losses | 34,025 | 7,998 | 7,974 | 3,725 | 37,774 |  |
| $\quad$ Allowance for losses on lease residual values | $¥ 64,951$ | $¥ 36,153$ | $\neq 37,347$ | $\neq 6,967$ | $\neq 70,724$ |  |


|  | Yen (millions) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Balance at beginning of period | Additions <br> Charged to costs and expenses | Deductions <br> Bad debts written off | Translation difference | Balance at end of period |
|  |  |  |  |  |  |
| March 31, 2007: |  |  |  |  |  |
| Trade accounts and notes receivable |  |  |  |  |  |
| Allowance for doubtful accounts | ¥10,689 | ¥ 2 ,918 | $¥ 5,850$ | $¥ 442$ | $¥ 8,199$ |
| Finance subsidiaries-receivables |  |  |  |  |  |
| Allowance for credit losses | ¥ 32,950 | ¥ 27,286 | ¥ 27,273 | ¥ 549 | ¥33,512 |
| Allowance for losses on lease residual values | 37,774 | 16,842 | 20,807 | 119 | 33,928 |
|  | ¥70,724 | $¥ 44,128$ | ¥48,080 | $¥ 668$ | $¥ 67,440$ |
|  |  |  |  |  |  |
|  | U.S. dollars (millions) (note 2) |  |  |  |  |
|  |  | Additions | Deductions |  |  |
|  | Balance at beginning of period | Charged to costs and expenses | Bad debts written off | Translation difference | Balance at end of period |
| March 31, 2007: |  |  |  |  |  |
| Trade accounts and notes receivable |  |  |  |  |  |
| Allowance for doubtful accounts | \$ 90 | \$ 25 | \$ 50 | \$4 | \$ 69 |
| Finance subsidiaries-receivables |  |  |  |  |  |
| Allowance for credit losses | \$279 | \$231 | \$231 | \$5 | \$284 |
| Allowance for losses on lease residual values | 320 | 143 | 177 | 1 | 287 |
|  | \$599 | \$374 | \$408 | \$6 | \$571 |

## 21. Segment Information

Honda has four reportable 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:

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

## Segment Information

As of and for the year ended March 31, 2005

|  | Yen (millions) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Motorcycle Business | Automobile Business |  | Financial Services Business | Power Product and Other Businesses | Segment Total | Reconciling Items | Consolidated |
| Net sales and other operating revenue: |  |  |  |  |  |  |  |  |
| External customers | $¥ 1,097,754$ | $¥ 6,963,635$ | $\ddagger$ | 255,741 | $¥ 332,975$ | $¥ 8,650,105$ | $¥$ | $¥ 8,650,105$ |
| Intersegment | - | - |  | 3,447 | 9,869 | 13,316 | $(13,316)$ | - |
| Total | 1,097,754 | 6,963,635 |  | 259,188 | 342,844 | 8,663,421 | $(13,316)$ | 8,650,105 |
| Cost of sales, SG\&A and R\&D expenses | 1,028,422 | 6,511,253 |  | 169,287 | 323,539 | 8,032,501 | $(13,316)$ | 8,019,185 |
| Gain on transfer of the substitutional portion of the Employee's Pension Funds | - | - |  | - | - | - | - | - |
| Segment income | 69,332 | 452,382 |  | 89,901 | 19,305 | 630,920 | - | 630,920 |
| Equity in income of affiliates | 29,921 | 65,183 |  | - | 953 | 96,057 | - | 96,057 |
| Assets | 848,671 | 4,265,636 |  | 4,333,605 | 261,843 | 9,709,755 | $(341,519)$ | 9,368,236 |
| Investments in affiliates | 79,143 | 249,876 |  | - | 17,279 | 346,298 | - | 346,298 |
| Depreciation and amortization | 28,606 | 189,150 |  | 419 | 7,577 | 225,752 | - | 225,752 |
| Capital expenditures | 41,845 | 317,271 |  | 1,941 | 12,923 | 373,980 | - | 373,980 |
| Provision for credit and lease residual losses on finance subsidiaries-receivables | $¥ \quad-$ | $¥ \quad$ - | $\ddagger$ | 50,638 |  | ¥ 50,638 | $\ddagger$ | $\ddagger$ 50,638 |

As of and for the year ended March 31, 2006

|  | Yen (millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Motorcycle Business | Automobile Business | Financial Services Business | Power Product and Other Businesses | Segment Total | $\begin{aligned} & \text { Reconciling } \\ & \text { Items } \end{aligned}$ | Consolidated |
| Net sales and other operating revenue: |  |  |  |  |  |  |  |
| External customers | $¥ 1,225,812$ | $¥ 8,004,694$ | ¥306,869 | $¥ 370,621$ | $79,907,996$ | $¥$ | ¥9,907,996 |
| Intersegment | - | - | 4,068 | 11,941 | 16,009 | $(16,009)$ | - |
| Total | 1,225,812 | 8,004,694 | 310,937 | 382,562 | 9,924,005 | $(16,009)$ | 9,907,996 |
| Cost of sales, SG\&A and R\&D expenses | 1,127,157 | 7,492,257 | 220,352 | 353,350 | 9,193,116 | $(16,009)$ | 9,177,107 |
| Gain on transfer of the substitutional portion <br> of the Employee's Pension Funds 15,319 115,935 - 6,762 138,016 - 138,016 |  |  |  |  |  |  |  |
| Segment income | 113,974 | 628,372 | 90,585 | 35,974 | 868,905 | - | 868,905 |
| Equity in income of affiliates | 30,700 | 67,439 | - | 1,466 | 99,605 | - | 99,605 |
| Assets | 1,006,308 | 4,843,148 | 5,008,718 | 294,170 | 11,152,344 | $(520,944)$ | 10,631,400 |
| Investments in affiliates | 87,041 | 304,477 | - | 13,194 | 404,712 | - | 404,712 |
| Depreciation and amortization | 30,232 | 222,165 | 771 | 9,057 | 262,225 | - | 262,225 |
| Capital expenditures | 52,246 | 392,934 | 1,316 | 11,345 | 457,841 | - | 457,841 |
| Provision for credit and lease residual losses on finance subsidiaries-receivables | $¥ \quad-$ | $¥ \quad-$ | $¥ 36,153$ | - | $¥ 36,153$ | $¥$ | $¥ 36,153$ |

As of and for the year ended March 31, 2007

|  | Yen (millions) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Motorcycle Business | Automobile Business |  | Financial Services Business | Power Product and Other Businesses | Segment Total | Reconciling Items | Consolidated |
| Net sales and other operating revenue: |  |  |  |  |  |  |  |  |
| External customers | $¥ 1,370,617$ | ¥8,889,080 | $¥$ | 409,701 | ¥417,742 | $¥ 11,087,140$ | $¥$ | $¥ 11,087,140$ |
| Intersegment | - | - |  | 3,633 | 21,168 | 24,801 | $(24,801)$ | - |
| Total | 1,370,617 | 8,889,080 |  | 413,334 | 438,910 | 11,111,941 | $(24,801)$ | 11,087,140 |
| Cost of sales, SG\&A and R\&D expenses | 1,270,009 | 8,289,537 |  | 297,792 | 402,724 | 10,260,062 | $(24,801)$ | 10,235,261 |
| Gain on transfer of the substitutional portion of the Employee's Pension Funds | - | - |  | - | - | - | - | - |
| Segment income | 100,608 | 599,543 |  | 115,542 | 36,186 | 851,879 | - | 851,879 |
| Equity in income of affiliates | 23,380 | 78,537 |  | - | 1,500 | 103,417 | - | 103,417 |
| Assets | 1,161,707 | 5,437,709 |  | 5,694,204 | 338,671 | 12,632,291 | $(595,791)$ | 12,036,500 |
| Investments in affiliates | 109,538 | 359,811 |  | - | 15,065 | 484,414 | - | 484,414 |
| Depreciation and amortization | 40,576 | 309,877 |  | 10,676 | 10,359 | 371,488 | - | 371,488 |
| Capital expenditures | 68,880 | 540,859 |  | 367,728 | 16,394 | 993,861 | - | 993,861 |
| Provision for credit and lease residual losses on finance subsidiaries-receivables | ¥ - | * | $¥$ | 44,128 | ¥ | ¥ 44,128 | $¥$ | ¥ 44,128 |

As of and for the year ended March 31, 2007

|  | U.S. dollars (millions) (note2) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Motorcycle Business | Automobile Business | Financial Services Business | Power Product and Other Businesses | Segment Total | Reconciling Items | Consolidated |
| Net sales and other operating revenue: |  |  |  |  |  |  |  |
| External customers | \$11,611 | \$75,300 | \$ 3,471 | \$3,537 | \$ 93,919 | \$ - | \$ 93,919 |
| Intersegment | - | - | 30 | 180 | 210 | (210) | - |
| Total | 11,611 | 75,300 | 3,501 | 3,717 | 94,129 | (210) | 93,919 |
| Cost of sales, SG\&A and R\&D expenses | 10,759 | 70,221 | 2,522 | 3,411 | 86,913 | (210) | 86,703 |
| Gain on transfer of the substitutional portion of the Employee's Pension Funds | - | - | - | - | - | - | - |
| Segment income | 852 | 5,079 | 979 | 306 | 7,216 | - | 7,216 |
| Equity in income of affiliates | 198 | 665 | - | 13 | 876 | - | 876 |
| Assets | 9,841 | 46,063 | 48,235 | 2,869 | 107,008 | $(5,047)$ | 101,961 |
| Investments in affiliates | 928 | 3,048 | - | 127 | 4,103 | - | 4,103 |
| Depreciation and amortization | 344 | 2,625 | 90 | 88 | 3,147 | - | 3,147 |
| Capital expenditures | 583 | 4,582 | 3,115 | 139 | 8,419 | - | 8,419 |
| Provision for credit and lease residual losses on finance subsidiaries-receivables | \$ - | \$ - | \$ 374 | - | \$ 374 | \$ - | \$ 374 |

Explanatory notes:

1. Segment income is measured in a consistent manner with consolidated operating income, which is net income before other income, other expenses, income tax (benefit) expense, minority interest in income, and equity in income of affiliates. Expenses not directly associated with specific segments are allocated based on the most reasonable measures applicable.
2. Assets of each segment are defined as total assets, including derivative financial instruments, investments in affiliates, and deferred tax assets. Segment assets are
based on those directly associated with each segment and those not directly associated with specific segments are allocated based on the most reasonable measures applicable except for the corporate assets described below.
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 $¥ 464,504$ million as of March 31, 2005 , $¥ 354,903$ million as of March 31,2006 , and
$¥ 377,873$ million ( $\$ 3,201$ million) as of March 31, 2007 respectively, which consist primarily of cash and cash equivalents and marketable securities held by the Company. Reconciling items also include elimination of intersegment transactions.
5. Depreciation and amortization of Financial Services Business include $¥ 9,741$ million ( $\$ 83$ million) of deprecia-
tion of property on operating leases for the year ended March 31, 2007.
6. Capital expenditure of Financial Services Business includes $¥ 366,795$ million ( $\$ 3,107$ million) of purchase of operating lease assets for the year ended March 31, 2007.

## External Sales and Other Operating Revenue by Product or Service Groups

|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  |  | U.S. dollars (millions) (note 2) |
| :---: | :---: | :---: | :---: | :---: |
|  | 2005 | 2006 | 2007 | 2007 |
| Motorcycles and relevant parts | $¥ 933,740$ | $¥ 1,051,855$ | ¥ 1,221,638 | \$10,349 |
| All-terrain vehicles (ATVs), personal watercraft and relevant parts | 164,014 | 173,957 | 148,979 | 1,262 |
| Automobiles and relevant parts | 6,963,635 | 8,004,694 | 8,889,080 | 75,300 |
| Financial, insurance services | 255,741 | 306,869 | 409,701 | 3,471 |
| Power products and relevant parts | 229,760 | 263,651 | 287,302 | 2,433 |
| Others | 103,215 | 106,970 | 130,440 | 1,104 |
| Total | $¥ 8,650,105$ | ¥9,907,996 | ¥11,087,140 | \$93,919 |

## Geographical Information

As of and for the year ended March 31, 2005

|  | Yen (millions) |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | Japan |  |  |  |
| United States | Other Countries | Total |  |  |
| Sales to external customers | $\neq 1,983,182$ | $¥ 4,138,049$ | $\not \approx 2,528,874$ | $\neq 8,650,105$ |
| Long-lived assets | 894,065 | 428,467 | 360,680 | $1,683,212$ |

As of and for the year ended March 31, 2006

|  | Yen (millions) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Japan | United States | Other Countries | Total |
| Sales to external customers | ¥2,021,999 | $74,876,436$ | $¥ 3,009,561$ | $79,907,996$ |
| Long-lived assets | 949,713 | 499,599 | 487,208 | 1,936,520 |

As of and for the year ended March 31, 2007

|  | Yen (millions) |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | Japan |  |  |  |
| United States | Other Countries | Total |  |  |
| Sales to external customers | $¥ 2,061,720$ | $¥ 5,291,683$ | $¥ 3,733,737$ | $¥ 11,087,140$ |
| Long-lived assets | 993,078 | 929,107 | $\mathbf{6 1 9 , 5 4 4}$ | $\mathbf{2 , 5 4 1 , 7 2 9}$ |

As of and for the year ended March 31, 2007

|  | U.S. dollars (millions) (note 2) |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Japan | United States | Other Countries | Total |
| Sales to external customers | $\$ 17,465$ | $\$ 44,826$ | $\$ 31,628$ | $\$ 93,919$ |
| Long-lived assets | $\mathbf{8 , 4 1 2}$ | $\mathbf{7 , 8 7 1}$ | $\mathbf{5 , 2 4 8}$ | $\mathbf{2 1 , 5 3 1}$ |

The above information is based on the location of the Company and its subsidiaries.

## Supplemental Geographical Information

In addition to the disclosure required by U.S.GAAP, Honda provides the following supplemental information as required by Japanese Securities and Exchange Law:
(1) Overseas sales and revenues based on the location of the customer

|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  |  | U.S. dollars (millions) (note 2) |
| :---: | :---: | :---: | :---: | :---: |
|  | 2005 | 2006 | 2007 | 2007 |
| North America | $¥ 4,575,076$ | $¥ 5,463,359$ | ¥5,980,876 | \$50,664 |
| Europe | 870,795 | 1,009,421 | 1,236,757 | 10,477 |
| Asia | 977,011 | 1,085,451 | 1,283,154 | 10,870 |
| Other regions | 528,018 | 655,721 | 905,163 | 7,668 |


| Explanatory notes: |  |
| :--- | :--- |
| Major countries or regions in each geographic area: |  |
| North America | United States, Canada, Mexico |
| Europe | United Kingdom, Germany, France, Italy, Belgium |
| Asia | Thailand, Indonesia, China, India |
| Other Regions | Brazil, Australia |

(2) Supplemental geographical information based on the location of the Company and its subsidiaries

As of and for the year ended March 31, 2005


As of and for the year ended March 31, 2006

|  | Yen (millions) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Japan | North America | Europe | Asia | Other Regions | Total | Reconciling Items | Consolidated |
| Net sales and other operating revenue: |  |  |  |  |  |  |  |  |
| External customers | $¥ 2,021,999$ | $¥ 5,475,261$ | $¥ 1,001,177$ | ¥856,892 | $¥ 552,667$ | $\ddagger$ 9,907,996 | $¥ \quad-$ | $¥ 9,907,996$ |
| Transfers between geographic areas | 2,415,874 | 141,064 | 188,341 | 140,501 | 19,023 | 2,904,803 | $(2,904,803)$ | - |
| Total | 4,437,873 | 5,616,325 | 1,189,518 | 997,393 | 571,690 | 12,812,799 | $(2,904,803)$ | 9,907,996 |
| Cost of sales, SG\&A and |  |  |  |  |  |  |  |  |
| R\&D expenses | 4,204,939 | 5,262,382 | 1,163,213 | 932,394 | 514,527 | 12,077,455 | $(2,900,348)$ | 9,177,107 |
| Gain on transfer of the substitutional portion of the Employees' Pension |  |  |  |  |  |  |  |  |
| Funds | 138,016 | - | - | - | - | 138,016 | - | 138,016 |
| Operating income | 370,950 | 353,943 | 26,305 | 64,999 | 57,163 | 873,360 | $(4,455)$ | 868,905 |
| Assets | 2,695,212 | 6,128,303 | 800,786 | 717,933 | 309,209 | 10,651,443 | $(20,043)$ | 10,631,400 |
| Long-lived assets | $¥ 949,713$ | $¥ 589,596$ | $¥ 157,819$ | ¥167,148 | $¥ 72,244$ | $\ddagger 1,936,520$ | $\nexists$ | $¥ 1,936,520$ |

As of and for the year ended March 31, 2007

|  | Yen (millions) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Japan | North America | Europe | Asia | Other Regions | Total | Reconciling Items | Consolidated |
| Net sales and other operating revenue: |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
| External customers | ¥2,061,720 | $¥ \begin{aligned} & \text { \% 002,797 }\end{aligned}$ | $¥ 1,228,564$ | $¥ 1,024,680$ | $¥ 769,379$ | $¥ 11,087,140$ | $¥$ | $¥ 11,087,140$ |
| Transfers between |  |  |  |  |  |  |  |  |
| geographic areas | 2,712,403 | 169,847 | 119,161 | 246,723 | 28,259 | 3,276,393 | $(3,276,393)$ | - |
| Total | 4,774,123 | 6,172,644 | 1,347,725 | 1,271,403 | 797,638 | 14,363,533 | $(3,276,393)$ | 11,087,140 |
| Cost of sales, SG\&A and |  |  |  |  |  |  |  |  |
| R\&D expenses | 4,545,988 | 5,715,817 | 1,315,736 | 1,194,250 | 725,377 | 13,497,168 | $(3,261,907)$ | 10,235,261 |
| Gain on transfer of the substitutional portion of the Employees' Pension |  |  |  |  |  |  |  |  |
| Funds | - | - | - | - | - | - | - | - |
| Operating income | 228,135 | 456,827 | 31,989 | 77,153 | 72,261 | 866,365 | $(14,486)$ | 851,879 |
| Assets | 2,985,123 | 6,834,409 | 948,922 | 935,963 | 414,147 | 12,118,564 | $(82,064)$ | 12,036,500 |
| Long-lived assets | ¥ 993,078 | $¥ 1,028,132$ | ¥ 198,232 | ¥ 228,802 | $\geq 93,485$ | ¥ 2,541,729 | $\geq$ | $¥ 2,541,729$ |

As of and for the year ended March 31, 2007

|  | U.S. dollars (millions) (note2) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Japan | North America | Europe | Asia | Other Regions | Total | Reconciling Items | Consolidated |
| Net sales and other operating revenue: |  |  |  |  |  |  |  |  |
| External customers | \$17,465 | \$50,849 | \$10,408 | \$ 8,680 | \$6,517 | \$ 93,919 | \$ | \$ 93,919 |
| Transfers between geographic areas | 22,977 | 1,438 | 1,009 | 2,090 | 240 | 27,754 | $(27,754)$ | - |
| Total | 40,442 | 52,287 | 11,417 | 10,770 | 6,757 | 121,673 | $(27,754)$ | 93,919 |
| Cost of sales, SG\&A and |  |  |  |  |  |  |  |  |
| R\&D expenses | 38,509 | 48,418 | 11,146 | 10,116 | 6,145 | 114,334 | $(27,631)$ | 86,703 |

Gain on transfer of the substitutional
portion of the Employees' Pension

| Funds | - | - | - | - | - | - | - | - |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Operating income | 1,933 | 3,869 | 271 | 654 | 612 | 7,339 | $(123)$ | 7,216 |
| Assets | 25,287 | 57,894 | 8,038 | 7,929 | 3,508 | 102,656 | $(695)$ | 101,961 |
| Long-lived assets | $\$ 8,412$ | $\$ 8,709$ | $\$ 1,679$ | $\$ 1,938$ | $\$ 793$ | $\$ 21,531$ | $\$$ | - |

Explanatory notes:

1. Major countries or regions in each geographic area:
\(\left.$$
\begin{array}{ll}\text { North America } & \begin{array}{l}\text { United States, Canada, Mexico } \\
\text { United Kingdom, Germany, } \\
\text { Furope }\end{array}
$$ <br>

France, Italy, Belgium\end{array}\right\}\)| Thailand, Indonesia, China, India |
| :--- |
| Other Regions |
| Brazil, Australia |

2. Operating income of each geographical region is measured in a consistent manner with consolidated operating income, which is net income before other income, other expenses, income tax (benefit) expense, minority interest in income and equity in income of affiliates.
3. Assets of each geographical region are defined as total

## 22. Subsequent Event

The Board of Directors, at its meeting held on May 15, 2007, resolved that the Company will purchase its own shares pursuant to Article 156 of the Company Law, which applies pursuant to Article 165, Paragraph 3, of that law. The main purpose for the acquisition are enhancing its capital efficiency and enabling greater flexibility in its capital policies.
(1) Type of shares and maximum number of shares to be acquired:

Shares of Common Stock 10,000,000 shares
(2) Maximum amount of acquisition:

38 billion yen
assets, including derivative financial instruments, investments in affiliates, and deferred tax assets.
4. Sales and revenues between geographic areas are generally made at values that approximate arm's-length prices.
5. Unallocated corporate assets, included in reconciling items, amounted to $¥ 464,504$ million as of March 31, 2005 , $¥ 354,903$ million as of March 31, 2006, and $¥ 377,873$ million ( $\$ 3,201$ million) as of March 31, 2007 respectively, which consist primarily of cash and cash equivalents and marketable securities held by the Company. Reconciling items also include elimination of transactions between geographic areas.
(3) Period of acquisition:

Starting on May 16, 2007 and ending on June 12, 2007
(4) Method of acquisition:

Purchase through ToSTNet-2 (as a closing-price transaction) over the Tokyo Stock Exchange

Total number and amount of shares the Company acquired during the period were $8,204,000$ shares and $¥ 34,128,640,000$.

The management of Honda is responsible for establishing and maintaining adequate internal control over financial reporting (as defined in Rules 13a-15(f) and 15d-15(f) under the U.S. Securities Exchange Act of 1934). The Company's internal control over financial reporting is designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with U.S. generally accepted accounting principles and includes those policies and procedures that (1) pertain to the maintenance of records that in reasonable detail accurately and fairly reflect the transactions and dispositions of the assets of the Company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with U.S. generally accepted accounting principles, and that receipts and expenditures of the Company are being made only in accordance with authorizations of management and directors of the Company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use or disposition of the Company's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions or because the degree of compliance with policies or procedures may deteriorate.

Our management, including our Chief Executive Officer and Chief Operating Officer for Business Management Operations (who is our principal financial officer), assessed the effectiveness of internal control over financial reporting as of March 31, 2007 based on the criteria established in "Internal Control-Integrated Framework" published by the Committee of Sponsoring Organizations of the Treadway Commission ("COSO"). Based on that assessment, our management concluded that our internal control over financial reporting was effective as of March 31, 2007.

Management's assessment of the effectiveness of internal control over financial reporting has been audited by KPMG AZSA \& Co., an independent registered public accounting firm, as stated in their report which is included herein.


Takeo Fukui
Chief Executive Officer

Chief Operating Officer for Business Management Operations

The Board of Directors and Stockholders
Honda Motor Co., Ltd.:
We have audited the accompanying consolidated balance sheets of Honda Motor Co., Ltd. and subsidiaries as of March 31, 2006 and 2007, and the related consolidated statements of income, stockholders' equity and comprehensive income, and cash flows for each of the years in the three-year period ended March 31, 2007, expressed in Japanese yen. These consolidated financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audits.

We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Honda Motor Co., Ltd. and subsidiaries as of March 31, 2006 and 2007, and the results of their operations and their cash flows for each of the years in the three-year period ended March 31, 2007 in conformity with U.S. generally accepted accounting principles.

As described in Note 13 to the consolidated financial statements, the Company adopted the provisions of Statement of Financial Accounting Standards No. 158, Employers' Accounting for Defined Benefit Pension and Other Postretirement Plans - an amendment of FASB Statements of No. 87,88,106 and 132(R) as of March 31, 2007. As described in Note 1 (u) to the consolidated financial statements, the Company changed its method of quantifying errors as of March 31, 2007. Also as further described in Note 3, the Company made certain classification adjustments to its consolidated financial statements as of and for the years ended March 31, 2006 and 2005.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), the effectiveness of the Company's internal control over financial reporting as of March 31, 2007, based on criteria established in Internal Control - Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission, and our report dated July 17, 2007 expressed an unqualified opinion on management's assessment of, and the effective operation of, internal control over financial reporting.

The accompanying consolidated financial statements as of and for the year ended March 31, 2007 have been translated into United States dollars solely for the convenience of the reader. We have recomputed the translation and, in our opinion, the consolidated financial statements expressed in yen have been translated into dollars on the basis set forth note 2 to the consolidated financial statements.

## KPMG AzsA\&Co.

Tokyo, Japan
July 17, 2007

The Board of Directors and Stockholders
Honda Motor Co., Ltd.:
We have audited management's assessment, included in the accompanying Management's Report on Internal Control over Financial Reporting, that Honda Motor Co., Ltd. and subsidiaries maintained effective internal control over financial reporting as of March 31, 2007, based on criteria established in Internal Control-Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission. The Company's management is responsible for maintaining effective internal control over financial reporting and for its assessment of the effectiveness of internal control over financial reporting. Our responsibility is to express an opinion on management's assessment and an opinion on the effectiveness of the Company's internal control over financial reporting based on our audit.

We conducted our audit in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether effective internal control over financial reporting was maintained in all material respects. Our audit included obtaining an understanding of internal control over financial reporting, evaluating management's assessment, testing and evaluating the design and operating effectiveness of internal control, and performing such other procedures as we considered necessary in the circumstances. We believe that our audit provides a reasonable basis for our opinion.

A company's internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with U.S. generally accepted accounting principles. A company's internal control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with U.S. generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

In our opinion, management's assessment that Honda Motor Co., Ltd. and subsidiaries maintained effective internal control over financial reporting as of March 31, 2007, is fairly stated, in all material respects, based on the criteria established in Internal Control-Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission. Also, in our opinion, Honda Motor Co., Ltd. and subsidiaries maintained, in all material respects, effective internal control over financial reporting as of March 31, 2007, based on the criteria established in Internal Control-Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), the consolidated balance sheets of Honda Motor Co., Ltd. and subsidiaries as of March 31, 2006 and 2007, and the related consolidated statements of income, stockholders' equity and comprehensive income, and cash flows for each of the years in the three-year period ended March 31, 2007, expressed in Japanese yen, and our report dated July 17, 2007 expressed an unqualified opinion on those consolidated financial statements.

Tokyo, Japan
July 17, 2007

|  | Yen (millions except per share amounts) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year ended March 31, 2006 |  |  |  | Year ended March 31, 2007 |  |  |  |
|  | I | II | III | IV | 1 | II | III | IV |
| Net sales and other operating revenue | ¥2,264,579 | $¥ 2,337,670$ | $¥ 2,472,006$ | ¥2,833,741 | ¥2,599,724 | ¥2,630,874 | ¥2,768,652 | ¥3,087,890 |
| Operating income | 170,393 | 162,694 | 194,986 | 340,832 | 203,521 | 193,024 | 205,110 | 250,224 |
| Income before income taxes | 148,042 | 173,245 | 170,000 | 338,617 | 191,365 | 163,643 | 198,785 | 239,075 |
| Net income | 110,666 | 133,708 | 133,146 | 219,513 | 143,402 | 127,909 | 144,827 | 176,184 |
| Basic net income per American depositary share | $¥ 59.87$ | $¥ 72.45$ | $¥ 72.41$ | $¥ 119.89$ | ¥78.46 | $¥ 70.05$ | ¥79.45 | $¥ 96.70$ |
| Tokyo Stock Exchange: (TSE) (in yen) |  |  |  |  |  |  |  |  |
| High | ¥2,835 | $¥ 3,310$ | $¥ 3,570$ | $¥ 3,750$ | 74,285 | ¥4,030 | $¥ 4,740$ | ¥4,940 |
| Low | 2,510 | 2,690 | 3,070 | 3,050 | 3,270 | 3,410 | 3,910 | 4,050 |
| New York Stock Exchange: (NYSE) (in U.S. dollars) |  |  |  |  |  |  |  |  |
| High | \$26.00 | \$29.08 | \$29.70 | \$31.74 | \$37.95 | \$35.00 | \$39.87 | \$40.82 |
| Low | 23.75 | 24.06 | 26.50 | 27.10 | 29.13 | 29.43 | 33.49 | 34.64 |

*1 All quarterly financial data is unaudited and has not been reviewed by the independent registered public accounting firm (KPMG AZSA \& Co.).
*2 Certain revisions for misclassifications and reclassifications have been made to the prior years' consolidated financial statements to conform to the presentation used for the fiscal year ended March 31, 2007. Detailed information is described in note 3.
*3 The Company executed a two-for-one stock split for the Company's common stock effective July 1, 2006. All per share information has been adjusted retroactively for all periods presented to reflect this stock split. The prices of shares on the Tokyo Stock Exchange prior to the split have been retroactively for consistency. Consequently, the prices shown here are not the actual prices of shares on the Tokyo Stock Exchange.

| At March 31, 2006 and 2007 | Yen (millions) |  |
| :---: | :---: | :---: |
|  | 2006 | 2007 |
| Assets |  |  |
| Non-financial services businesses |  |  |
| Current Assets: | ¥ 3,686,503 | ¥ 4,109,667 |
| Cash and cash equivalents | 697,196 | 921,309 |
| Trade accounts and notes receivable | 504,101 | 546,790 |
| Inventories | 1,036,304 | 1,183,116 |
| Other current assets | 1,448,902 | 1,458,452 |
| Investments and advances | 955,338 | 1,013,215 |
| Property, plant and equipment, at cost | 1,795,173 | 2,059,514 |
| Other assets | 337,800 | 367,342 |
| Total assets | 6,774,814 | 7,549,738 |
| Finance subsidiaries |  |  |
| Cash and cash equivalents | 19,592 | 24,237 |
| Finance subsidiaries-short-term receivables, net | 1,240,581 | 1,451,606 |
| Finance subsidiaries-long-term receivables, net | 2,982,832 | 3,040,572 |
| Property on operating leases | - | 336,209 |
| Other assets | 765,713 | 841,580 |
| Total assets | 5,008,718 | 5,694,204 |
| Eliminations | $(1,152,132)$ | $(1,207,442)$ |
| Total assets | ¥10,631,400 | $¥ 12,036,500$ |


| Liabilities, Minority Interests and Stockholders' Equity |  |  |
| :---: | :---: | :---: |
| Non-financial services businesses |  |  |
| Current liabilities: | $¥ 2,165,901$ | ¥ 2,359,648 |
| Short-term debt | 171,122 | 243,487 |
| Current portion of long-term debt | 9,138 | 19,713 |
| Trade payables | 1,059,666 | 1,182,894 |
| Accrued expenses | 658,274 | 671,467 |
| Other current liabilities | 267,701 | 242,087 |
| Long-term debt | 34,396 | 55,468 |
| Other liabilities | 688,240 | 910,966 |
| Total liabilities | 2,888,537 | 3,326,082 |
| Finance subsidiaries |  |  |
| Short-term debt | 1,369,177 | 1,842,119 |
| Current portion of long-term debt | 653,276 | 758,855 |
| Accrued expenses | 175,286 | 178,236 |
| Long-term debt | 1,858,362 | 1,869,470 |
| Other liabilities | 398,806 | 421,673 |
| Total liabilities | 4,454,907 | 5,070,353 |
| Eliminations | $(925,254)$ | (965,453) |
| Total liabilities | 6,418,190 | 7,430,982 |
| Minority interests in consolidated subsidiaries | 87,460 | 122,907 |
| Common stock | 86,067 | 86,067 |
| Capital surplus | 172,529 | 172,529 |
| Legal reserves | 35,811 | 37,730 |
| Retained earnings | 4,267,886 | 4,654,890 |
| Accumulated other comprehensive income (loss) | $(407,187)$ | $(427,166)$ |
| Treasury stock | $(29,356)$ | $(41,439)$ |
| Total stockholders' equity | 4,125,750 | 4,482,611 |
| Total liabilities, minority interests and stockholders' equity | ¥10,631,400 | $\ddagger 12,036,500$ |

Notes:

1. The Company and its subsidiaries engaged in financial services are referred to as finance subsidiaries. Other subsidiaries are referred to as non-financial services businesses.
2. See note 3 to the consolidated financial statements.


Cash flows from investing activities:
Decrease (increase) in investments

| and advances | $(64,220)$ | - | 14,697 | $(49,523)$ | 93,311 | - | $(40,957)$ | 52,354 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Capital expenditures | $(458,705)$ | $(1,316)$ | - | $(460,021)$ | $(597,025)$ | (933) | - | $(597,958)$ |
| Proceeds from sales of property, plant and equipment | 39,645 | 306 | - | 39,951 | 20,364 | 277 | - | 20,641 |
| Decrease (increase) in finance subsidiaries-receivables | - | $(231,909)$ | 1,535 | $(230,374)$ | - | $(256,274)$ | 16,052 | $(240,222)$ |
| Purchase of operating lease assets | - | - | - | - | - | $(366,795)$ | - | $(366,795)$ |
| Proceeds from sales of operating lease assets | - | - | - | - | - | 1,276 | - | 1,276 |
| Net cash used in investing activities | $(483,280)$ | $(232,919)$ | 16,232 | $(699,967)$ | $(483,350)$ | $(622,449)$ | $(24,905)$ | (1,130,704) |

Cash flows from financing activities:

| Increase (decrease) in short-term debt, net | $(66,144)$ | $(54,391)$ | $(4,406)$ | $(124,941)$ | 32,964 | 241,349 | 31,750 | 306,063 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Proceeds from long-term debt | 25,995 | 851,710 | $(12,028)$ | 865,677 | 25,424 | 949,360 | $(5,293)$ | 969,491 |
| Repayment of long-term debt | $(11,485)$ | $(566,422)$ | 9,302 | $(568,605)$ | $(18,077)$ | $(664,906)$ | 5,444 | $(677,539)$ |
| Proceeds from issuance of common stock | - | 1,490 | $(1,490)$ | - | - | 7,613 | $(7,613)$ | - |
| Cash dividends paid | $(71,075)$ | - | 14 | $(71,061)$ | $(140,495)$ | - | 13 | $(140,482)$ |
| Cash dividends paid to minority interests | $(4,083)$ | - | - | $(4,083)$ | $(7,434)$ | - | - | $(7,434)$ |
| Payment for purchase of treasury stock, net | $(77,064)$ | - | - | $(77,064)$ | $(26,689)$ | - | - | $(26,689)$ |


| Net cash provided by (used in) financing activities | $(203,856)$ | 232,387 |  | $(8,608)$ | 19,923 | $(134,307)$ |  | 533,416 |  | 24,301 | 423,410 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Effect of exchange rate changes on cash and cash equivalents | 42,398 | 1,008 |  | - | 43,406 | 31,057 |  | 470 |  | - | 31,527 |
| Net change in cash and cash equivalents | $(59,946)$ | 3,948 |  | - | $(55,998)$ | 224,113 |  | 4,645 |  | - | 228,758 |
| Cash and cash equivalents at beginning of year | 757,142 | 15,644 |  | - | 772,786 | 697,196 |  | 19,592 |  | - | 716,788 |
| Cash and cash equivalents at end of year | $¥ 697,196$ | ¥ 19,592 | $¥$ | - | $¥ 716,788$ | ¥ 921,309 | ¥ | 24,237 | ¥ | - | $¥ 945,546$ |

## 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 longterm debt. The amount of the loans to finance subsidiaries is a $¥ 13,242$ million increase for the year ended March 31,2006 , and a $¥ 48,570$ million decrease for the year ended March 31, 2007, 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.
3. See note 3 to the consolidated financial statements.

| Honda Motor Co., Ltd. and Subsidiaries Years ended or at March 31 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1997 | 1998 | 1999 | 2000 |
| Sales, income, and dividends |  |  |  |  |
| Net sales and other operating revenue | $75,293,302$ | $¥ 5,999,738$ | $¥ 6,231,041$ | $¥ 6,098,840$ |
| Operating income | 397,328 | 456,852 | 540,978 | 418,639 |
| Income before income taxes, minority interest and |  |  |  |  |
| Income taxes | 189,044 | 201,278 | 229,624 | 170,434 |
| Minority interest in income | $(4,611)$ | $(2,232)$ | $(2,657)$ | $(3,595)$ |
| Equity in income of affiliates | 19,490 | 18,552 | 14,158 | 16,786 |
| Net income | 221,168 | 260,625 | 305,045 | 262,415 |
| As percentage of sales | 4.2\% | 4.3\% | 4.9\% | 4.3\% |
| Cash dividends paid during the period | 13,640 | 16,563 | 20,463 | 20,463 |
| Research and development | 251,128 | 285,863 | 311,632 | 334,036 |
| Interest expense | 27,514 | 27,655 | 27,890 | 18,920 |
| Assets, long-term debt, and stockholders' equity |  |  |  |  |
| Total assets | $74,239,794$ | $74,870,128$ | $\ddagger 5,073,660$ | $¥ 4,935,976$ |
| Long-term debt | 734,255 | 677,750 | 673,084 | 574,566 |
| Total stockholders' equity | 1,388,430 | 1,607,914 | 1,763,855 | 1,930,373 |
| Capital expenditures (excluding purchase of operating lease assets) | 217,782 | 309,517 | 237,080 | 222,891 |
| Purchase of operating lease assets |  |  |  |  |
| Depreciation (excluding property on operating leases) | 141,351 | 153,337 | 177,666 | 172,139 |
| Depreciation of property on operating leases |  |  |  |  |
| Per common share |  |  |  |  |
| Net income: |  |  |  |  |
| Basic | $¥ 113.50$ | $¥ 133.74$ | $¥ 156.52$ | $¥ 134.65$ |
| Diluted | 113.48 | 133.72 | 156.52 | 134.65 |
| Cash dividends paid during the period | 7.0 | 8.5 | 10.5 | 10.5 |
| Stockholders' equity | 712.52 | 825.07 | 905.10 | 990.53 |
| Sales progress |  |  |  |  |
| Sales amounts:* |  |  |  |  |
| Japan | ¥1,826,284 | $¥ 1,710,813$ | ¥1,556,333 | $¥ 1,612,191$ |
|  | 35\% | 29\% | 25\% | 26\% |
| Overseas | 3,467,018 | 4,288,925 | 4,674,708 | 4,486,649 |
|  | 65\% | 71\% | 75\% | 74\% |
| Total | $¥ 5,293,302$ | $¥ 5,999,738$ | $¥ 6,231,041$ | $¥ 6,098,840$ |
|  | 100\% | 100\% | 100\% | 100\% |
| Unit sales: |  |  |  |  |
| Motorcycles | 5,325 | 5,257 | 4,295 | 4,436 |
| Automobiles | 2,184 | 2,343 | 2,333 | 2,473 |
| Power Products | 2,521 | 2,857 | 3,412 | 4,057 |
| Number of employees | 101,100 | 109,400 | 112,200 | 112,400 |
| Exchange rate (yen amounts per U.S. dollar) |  |  |  |  |
| Rates for the period-end | $¥ \quad 124$ | ¥ 132 | $¥ \quad 121$ | $¥ 106$ |
| Average rates for the period | 113 | 123 | 128 | 112 |

[^13]|  |  |  |  |  |  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ | U.S. dollars (millions) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2007 |
| $¥ 6,463,830$ | $¥ 7,362,438$ | $¥ 7,971,499$ | $¥ 8,162,600$ | $¥ 8,650,105 \quad ¥$ | $¥ 9,907,996$ | $¥ 11,087,140$ | \$ 93,919 |
| 401,438 | 661,202 | 724,527 | 600,144 | 630,920 | 868,905 | 851,879 | 7,216 |
| 388,419 | 555,854 | 619,413 | 653,680 | 668,364 | 829,904 | 792,868 | 6,716 |
| 178,439 | 231,150 | 245,065 | 252,740 | 266,665 | 317,189 | 283,846 | 2,404 |
| $(3,443)$ | $(4,512)$ | $(9,658)$ | $(11,753)$ | $(11,559)$ | $(15,287)$ | $(20,117)$ | (170) |
| 25,704 | 42,515 | 61,972 | 75,151 | 96,057 | 99,605 | 103,417 | 876 |
| 232,241 | 362,707 | 426,662 | 464,338 | 486,197 | 597,033 | 592,322 | 5,018 |
| 3.6\% | 4.9\% | 5.4\% | 5.7\% | 5.6\% | 6.0\% | 5.3\% |  |
| 22,412 | 24,360 | 30,176 | 33,541 | 47,797 | 71,061 | 140,482 | 1,190 |
| 352,829 | 395,176 | 436,863 | 448,967 | 467,754 | 510,385 | 551,847 | 4,675 |
| 21,400 | 16,769 | 12,207 | 10,194 | 11,655 | 11,902 | 12,912 | 109 |
| $¥ 5,719,020$ | $¥ 7,064,787$ | $¥ 7,821,403$ | $¥ 8,380,549$ | $¥ 9,368,236$ | $¥ 10,631,400$ | $¥ 12,036,500$ | \$101,961 |
| 368,173 | 716,614 | 1,140,182 | 1,394,612 | 1,559,500 | 1,879,000 | 1,905,743 | 16,144 |
| 2,230,291 | 2,573,941 | 2,629,720 | 2,874,400 | 3,289,294 | 4,125,750 | 4,482,611 | 37,972 |
| 285,687 | 303,424 | 316,991 | 287,741 | 373,980 | 457,841 | 627,066 | 5,312 |
|  |  |  |  |  |  | 366,795 | 3,107 |
| 170,342 | 194,944 | 220,874 | 213,445 | 225,752 | 262,225 | 361,747 | 3,064 |
|  |  |  |  |  |  | 9,741 | 83 |
|  |  |  |  |  |  | Yen | U.S. dollars |
| $¥ 119.17$ | ¥ 186.11 | ¥ 219.71 | ¥ 243.45 | $¥ 260.34 \quad ¥$ | $¥ 324.33$ | $¥ 324.62$ | \$ 2.75 |
| 119.17 | 186.11 | 219.71 | 243.45 | 260.34 | 324.33 | 324.62 | 2.75 |
| 11.5 | 12.5 | 15.5 | 17.5 | 25.5 | 38.5 | 77 | 0.65 |
| 1,144.43 | 1,320.77 | 1,367.34 | 1,527.45 | 1,778.24 | 2,259.26 | 2,460.28 | 20.84 |
|  |  |  |  |  |  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ | U.S. dollars (millions) |
| $¥ 1,740,340$ | $¥ 1,868,746$ | ¥1,748,706 | $¥ 1,628,493$ | $¥ 1,699,205 \quad ¥$ | $¥ 1,694,044$ | $¥ 1,681,190$ | \$14,241 |
| 27\% | 25\% | 22\% | 20\% | 20\% | 17\% | 15\% |  |
| 4,723,490 | 5,493,692 | 6,222,793 | 6,534,107 | 6,950,900 | 8,213,952 | 9,405,950 | 79,678 |
| 73\% | 75\% | 78\% | 80\% | 80\% | 83\% | 85\% |  |
| $¥ 6,463,830$ | $¥ 7,362,438$ | $¥ 7,971,499$ | $¥ 8,162,600$ | $¥ 8,650,105 \quad ¥$ | $¥$ 9,907,996 $¥$ | $¥ 11,087,140$ | \$93,919 |
| 100\% | 100\% | 100\% | 100\% | 100\% | 100\% |  |  |
|  |  |  |  |  |  | Thousands |  |
| 5,118 | 6,095 | 8,080 | 9,206 | 10,482 | 10,271 | 10,369 |  |
| 2,580 | 2,666 | 2,888 | 2,983 | 3,242 | 3,391 | 3,652 |  |
| 3,884 | 3,926 | 4,584 | 5,047 | 5,300 | 5,876 | 6,421 |  |

## Notes:

(1) The consolidated financial statements as of and for the year ended March 31, 2007 have been translated into United States dollars at the rate of $¥ 118.05=$ U.S. $\$ 1$, the approximate exchange rate prevailing on the Tokyo Foreign Exchange Market on March 31, 2007. Those U.S. dollar amounts presented in the consolidated financial statements and related notes are included solely for the reader. This translation should not be construed as a representation that all the amounts shown could be converted into U.S. dollars.
(2) Net income per common (or American depositary) share amounts are computed based on Statement of Financial Accounting Standards (SFAS) No. 128, "Earnings per Share." All net income per common (or American depositary) share data presented prior to fiscal 1998 has been restated to conform with the provisions of SFAS No. 128.
(3) Effective fiscal 2000, due to the change in method of business segment categorization, all prior years' unit sales under Sales progress have been restated to reflect the change: i.e., unit sales of all-terrain vehicles (ATVs) are now included in Motorcycles, but were previously included in Power Products.
(4) Previously, revenue from domestic sales of general-purpose engines to customers who install them in products that are subsequently exported were recorded as overseas sales. However, owing to various factors including changes in transaction formats and contract terms, as of fiscal 2002, such sales are now recorded as domestic sales. The sales amount from such sales for fiscal 2002 amounted to $¥ 5,468$ million.
(5) Certain gains and losses on sale and disposal of property, plant and equipment, which were previously recorded in other income (expenses), have been reclassified to selling, general and administrative expenses in the year ended March 31, 2004. In addition, net realized gains and losses on interest rate swap contracts not designated as accounting hedges by finance subsidiaries, which were previously recorded in cost of sales, have been reclassified to and included in other income (expenses)-other. Operating income prior to fiscal 2003 has been presented to conform with the reclassifications mentioned above.
(6) On April 26, 2006, the Board of Directors declared a two-for-one stock split of the Company's common stock. All shareholders of record on June 30, 2006 will receive one additional share of common stock for each share on July 1 , 2006. Information pertaining to shares and earnings per share has been restated in the accompanying consolidated financial statements and notes to the consolidated financial statements to reflect this split.
(7) The Company executed a two-for-one stock split for the Company's common stock effective July 1, 2006. All per share information has been adjusted retroactively for all periods presented to reflect this stock split.
(8) Certain revisions for misclassifications and reclassifications have been made to the prior years' consolidated financial statements to conform to the presentation used for the fiscal year ended March 31, 2007.
(a) Minority interest in income, which were included in other expenses-other, has been revised to be disclosed independently in consolidated statements of income. (b) The long-term portion of deferred tax liabilities and deferred tax assets related to the lease transactions of finance subsidiaries, which were classified in other current liabilities and deferred income taxes, have been revised to be classified in other liabilities and other assets, respectively.
(c) The long-term portion of accrued expenses and prepaid expenses related to pension benefit plans, which were included in accrued expenses and other current assets have been revised to be classified in other liabilities and other assets, respectively. The long-term portion of deferred tax liabilities, which were included in other current liabilities, and deferred tax assets, have also been revised to classified in other liabilities and other assets.
(d) The long-term portion of prepaid expenses, deferred income and accrued expenses related to extended vehicle service contracts of the subsidiaries in the United States, which were included in other current assets, trade payables accounts and accrued expenses, respectively, have been revised to be classified in other liabilities and other assets. The long-term portion of related deferred tax liabilities, which were included in other current liabilities, and deferred income taxes have also been revised to be classified in other liabilities and other assets.

Principal Manufacturing Facilities



Company Name<br>Established<br>Lines of Business<br>Head Office<br>Honda Motor Co., Ltd.<br>September 24, 1948<br>Motorcycles, Automobiles, Financial Services and Power Products and Others<br>1-1, 2-chome, Minami-Aoyama, Minato-ku, Tokyo, Japan

Principal Subsidiaries

| Region | Country of Incorporation | Company | Percentage Ownership and Voting Interest | Main Lines of Business |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Motorcycle Business | Automobile Business | Financial Services Business | Power Product \& Other Businesses | Function |
| Japan | Saitama | Honda R\&D Co., Ltd. | 100.0 | $\bigcirc$ | $\bigcirc$ |  | $\bigcirc$ | Research \& development |
|  | Tochigi | Honda Engineering Co., Ltd. | 100.0 | $\bigcirc$ | $\bigcirc$ |  | $\bigcirc$ | Manufacturing and sales of equipment and development of production technology |
|  | Saitama | Yachiyo Industry Co., Ltd. | 50.5 | $\bigcirc$ | $\bigcirc$ |  |  | Manufacturing |
|  | Miyazaki | Honda Lock Mfg. Co., Ltd. | 100.0 | $\bigcirc$ | $\bigcirc$ |  | $\bigcirc$ | Manufacturing |
|  | Shizuoka | Yutaka Giken Co., Ltd. | 69.7 | $\bigcirc$ | $\bigcirc$ |  | $\bigcirc$ | Manufacturing |
|  | Nagano | Asama Giken Co., Ltd. | 81.7 | $\bigcirc$ | $\bigcirc$ |  | $\bigcirc$ | Manufacturing |
|  | Saitama | Honda Foundry Co., Ltd. | 82.1 | $\bigcirc$ | $\bigcirc$ |  | $\bigcirc$ | Manufacturing |
|  | Tokyo | Honda Motorcycle Japan Co., Ltd. | 100.0 | $\bigcirc$ |  |  |  | Sales |
|  | Tokyo | Honda Finance Co., Ltd. | 100.0 |  |  | $\bigcirc$ |  | Finance |
|  | Mie | Mobilityland Corporation | 100.0 |  |  |  | $\bigcirc$ | Others (Leisure) |
|  | Tokyo | Honda Trading Corporation | 100.0 | $\bigcirc$ | $\bigcirc$ |  | $\bigcirc$ | Others (Trading) |
|  | Mie | Honda Logistics Inc. | 100.0 | $\bigcirc$ | $\bigcirc$ |  | $\bigcirc$ | Others (Physical distribution) |
| North America | U.S.A. | American Honda Motor Co., Inc. | 100.0 | $\bigcirc$ | $\bigcirc$ |  | $\bigcirc$ | Sales |
|  |  | Honda North America, Inc. | 100.0 | $\bigcirc$ | $\bigcirc$ | $\bigcirc$ | $\bigcirc$ | Coordination of subsidiaries' operation |
|  |  | Honda of America Mfg., Inc. | 100.0 | $\bigcirc$ | $\bigcirc$ |  |  | Manufacturing |
|  |  | American Honda Finance Corporation | 100.0 |  |  | $\bigcirc$ |  | Finance |
|  |  | Honda Manufacturing of Alabama, LLC | 100.0 |  | $\bigcirc$ |  |  | Manufacturing |
|  |  | Honda of South Carolina Mfg., Inc. | 100.0 | $\bigcirc$ |  |  |  | Manufacturing |
|  |  | Honda Transmission Mfg. of America, Inc. | 100.0 |  | $\bigcirc$ |  |  | Manufacturing |
|  |  | Honda Precision Parts of Georgia, LLC | 100.0 |  | $\bigcirc$ |  |  | Manufacturing |
|  |  | Honda Power Equipment Mfg., Inc. | 100.0 |  | $\bigcirc$ |  | $\bigcirc$ | Manufacturing |
|  |  | Honda R\&D Americas, Inc. | 100.0 | $\bigcirc$ | $\bigcirc$ |  | $\bigcirc$ | Research \& development |
|  |  | Cardington Yutaka Technologies Inc. | 100.0 | $\bigcirc$ | $\bigcirc$ |  |  | Manufacturing |
|  |  | Celina Aluminum Precision Technology Inc. | 100.0 |  | $\bigcirc$ |  |  | Manufacturing |
|  |  | Honda Trading America Corporation | 100.0 | $\bigcirc$ | $\bigcirc$ |  | $\bigcirc$ | Others (Trading) |
|  |  | Honda Engineering North America, Inc. | 100.0 | $\bigcirc$ | $\bigcirc$ |  | $\bigcirc$ | Manufacturing and sales of equipment and development of production technology |
|  | Canada | Honda Canada Inc. | 100.0 | $\bigcirc$ | $\bigcirc$ |  | $\bigcirc$ | Manufacturing and sales |
|  |  | Honda Canada Finance Inc. | 100.0 |  |  | $\bigcirc$ |  | Finance |
|  | Mexico | Honda de Mexico, S.A. de C.V. | 100.0 | $\bigcirc$ | $\bigcirc$ |  | $\bigcirc$ | Manufacturing and sales |
| Europe | Belgium | Honda Europe NV | 100.0 | $\bigcirc$ | $\bigcirc$ |  | $\bigcirc$ | Sales |
|  | U.K. | Honda Motor Europe Limited | 100.0 | $\bigcirc$ | $\bigcirc$ | $\bigcirc$ | $\bigcirc$ | Coordination of subsidiaries' operation and sales |
|  |  | Honda of the U.K. Manufacturing Ltd. | 100.0 |  | $\bigcirc$ |  |  | Manufacturing |
|  |  | Honda Finance Europe plc | 100.0 |  |  | $\bigcirc$ |  | Finance |
|  | France | Honda Motor Europe (South) S.A. | 100.0 | $\bigcirc$ | $\bigcirc$ |  |  | Sales |
|  |  | Honda Europe Power Equipment, S.A. | 100.0 |  |  |  | $\bigcirc$ | Manufacturing and sales |
|  | Germany | Honda Motor Europe (North) GmbH | 100.0 | $\bigcirc$ | $\bigcirc$ |  | $\bigcirc$ | Sales |
|  |  | Honda Bank GmbH | 100.0 |  |  | $\bigcirc$ |  | Finance |
|  |  | Honda R\&D Europe (Deutschland) GmbH | 100.0 | $\bigcirc$ | $\bigcirc$ |  |  | Research \& development |
|  | Italy | Honda Italia Industriale S.p.A. | 100.0 | $\bigcirc$ |  |  | $\bigcirc$ | Manufacturing and sales |
|  | Spain | Montesa Honda S.A. | 100.0 | $\bigcirc$ |  |  |  | Manufacturing and sales |


| Region | Country of Incorporation | Company | Percentage Ownership and Voting Interest | Main Lines of Business |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Motorcycle Business | Automobile Business | Financial Services Business | Power Product \& Other Businesses | Function |
| Asia | China | Honda Motor (China) Investment Corporation, Limited | 100.0 | $\bigcirc$ | $\bigcirc$ |  | $\bigcirc$ | Holding company and sales |
|  |  | Jialing-Honda Motors Co., Ltd. | 70.0 |  |  |  | $\bigcirc$ | Manufacturing and sales |
|  |  | Honda Automobile (China) Co., Ltd. | 65.0 |  | $\bigcirc$ |  |  | Manufacturing |
|  | India | Honda Motorcycle and Scooter India Private Limited | 100.0 | $\bigcirc$ |  |  |  | Manufacturing and sales |
|  |  | Honda Siel Cars India Limited | 97.4 |  | $\bigcirc$ |  |  | Manufacturing and sales |
|  | Indonesia | P.T. Honda Precision Parts Manufacturing | 100.0 |  | $\bigcirc$ |  |  | Manufacturing |
|  |  | P.T. Honda Prospect Motor | 51.0 |  | $\bigcirc$ |  |  | Manufacturing and sales |
|  | Malaysia | Honda Malaysia SDN. BHD. | 51.0 |  | $\bigcirc$ |  |  | Manufacturing and sales |
|  | Pakistan | Honda Atlas Cars (Pakistan) Limited | 51.0 |  | $\bigcirc$ |  |  | Manufacturing and sales |
|  | Philippines | Honda Philippines, Inc. | 99.6 | $\bigcirc$ |  |  | $\bigcirc$ | Manufacturing and sales |
|  |  | Honda Cars Philippines, Inc. | 74.2 |  | $\bigcirc$ |  |  | Manufacturing and sales |
|  | Taiwan | Honda Taiwan Co., Ltd. | 100.0 |  | $\bigcirc$ |  |  | Sales |
|  | Thailand | Asian Honda Motor Co., Ltd. | 100.0 | $\bigcirc$ | $\bigcirc$ | $\bigcirc$ | $\bigcirc$ | Coordination of subsidiaries' operation and sales |
|  |  | Honda Leasing (Thailand) Company Limited | 100.0 |  |  | $\bigcirc$ |  | Finance |
|  |  | Honda Automobile (Thailand) Co., Ltd. | 89.0 |  | $\bigcirc$ |  |  | Manufacturing and sales |
|  |  | Thai Honda Manufacturing Co., Ltd. | 60.0 | $\bigcirc$ |  |  | $\bigcirc$ | Manufacturing |
|  | Vietnam | Honda Vietnam Co., Ltd. | 70.0 | $\bigcirc$ | $\bigcirc$ |  |  | Manufacturing and sales |
| Others | Brazil | Honda South America Ltda. | 100.0 | $\bigcirc$ | $\bigcirc$ | $\bigcirc$ | $\bigcirc$ | Coordination of subsidiaries operation and holding company |
|  |  | Honda Automoveis do Brasil Ltda. | 100.0 |  | $\bigcirc$ |  |  | Manufacturing and sales |
|  |  | Moto Honda da Amazonia Ltda. | 100.0 | $\bigcirc$ |  |  | $\bigcirc$ | Manufacturing and sales |
|  |  | Honda Componentes da Amazonia Ltda. | 100.0 | $\bigcirc$ |  |  |  | Manufacturing |
|  | Turkey | Honda Turkiye A.S. | 100.0 | $\bigcirc$ | $\bigcirc$ |  |  | Manufacturing and sales |
|  | Australia | Honda Australia Pty. Ltd. | 100.0 |  | $\bigcirc$ |  |  | Sales |
|  | New Zealand | Honda New Zealand Limited | 100.0 |  | $\bigcirc$ |  |  | Sales |

Note: Percentage Ownership and Voting Interest include ownership through consolidated subsidiaries.

Major Affiliated Companies Accounted for Under the Equity Method

| Region | Country of Incorporation | Company | Percentage Ownership and Voting Interest | Main Lines of Business |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Motorcycle Business | Automobile Business | Financial Services Business | Power Product \& Other Businesses | Function |
| Japan | Saitama | Showa Corporation | 33.5 | $\bigcirc$ | $\bigcirc$ |  | $\bigcirc$ | Manufacturing |
|  | Tokyo | Keihin Corporation | 42.2 | $\bigcirc$ | $\bigcirc$ |  | $\bigcirc$ | Manufacturing |
|  | Saitama | TS Tech Co., Ltd. | 22.7 | $\bigcirc$ | $\bigcirc$ |  |  | Manufacturing |
|  | Shizuoka | F.C.C. Co., Ltd. | 20.7 | $\bigcirc$ | $\bigcirc$ |  | $\bigcirc$ | Manufacturing |
|  | Nagano | Nissin Kogyo Co., Ltd. | 34.7 | $\bigcirc$ | $\bigcirc$ |  |  | Manufacturing |
|  | Saitama | H-one Co., Ltd. | 23.5 | $\bigcirc$ | $\bigcirc$ |  | $\bigcirc$ | Manufacturing |
|  | Aichi | Musashi Seimitsu Industry Co., Ltd. | 26.2 | $\bigcirc$ | $\bigcirc$ |  | $\bigcirc$ | Manufacturing |
|  | Saitama | F-Tech Inc. | 20.6 |  | $\bigcirc$ |  |  | Manufacturing |
|  | Toyama | Tanaka Seimitsu Kogyo Co., Ltd. | 24.3 | $\bigcirc$ | $\bigcirc$ |  | $\bigcirc$ | Manufacturing |
| North America | U.S.A. | KTH Parts Industries, Inc. | 39.3 |  | $\bigcirc$ |  |  | Manufacturing |
|  |  | Jefferson Industries Corp. | 29.4 |  | $\bigcirc$ |  |  | Manufacturing |
|  |  | Kehin Indiana Precision Technology, Inc. | 25.9 |  | $\bigcirc$ |  |  | Manufacturing |
|  |  | Findlex Corporation | 25.9 | $\bigcirc$ | $\bigcirc$ |  |  | Manufacturing |
|  | Canada | F\&P Mfg., Inc. | 35.0 |  | $\bigcirc$ |  |  | Manufacturing |
| Asia | China | Sundiro Honda Motorcycle Co., Ltd. | 50.0 | $\bigcirc$ |  |  |  | Manufacturing and sales |
|  |  | Wuyang-Honda Motors (Guangzhou) Co., Ltd. | 50.0 | $\bigcirc$ |  |  |  | Manufacturing and sales |
|  |  | Dongfeng Honda Automobile Co., Ltd. | 50.0 |  | $\bigcirc$ |  |  | Manufacturing and sales |
|  |  | Guangzhou Honda Automobile Co., Ltd. | 50.0 |  | $\bigcirc$ |  |  | Manufacturing and sales |
|  |  | Dongfeng Honda Engine Co., Ltd. | 50.0 |  | $\bigcirc$ |  |  | Manufacturing |
|  | India | Hero Honda Motors Ltd. | 26.0 | $\bigcirc$ |  |  |  | Manufacturing and sales |
|  | Indonesia | P.T. Astra Honda Motor | 50.0 | $\bigcirc$ |  |  |  | Manufacturing and sales |
|  | Malaysia | Armstrong Auto Parts SDN. BHD. | 23.4 | $\bigcirc$ | $\bigcirc$ |  |  | Manufacturing |
| Other | Brazil | Musashi do Brasil Ltda. | 25.1 | $\bigcirc$ | $\bigcirc$ |  |  | Manufacturing |

Note: Percentage Ownership and Voting Interest include ownership through consolidated subsidiaries.

| Year | Noteworthy Events M | Major Products and Technologies |
| :---: | :---: | :---: |
| 1946 | Soichiro Honda establishes Honda Technical Research Institute |  |
| 1947 | Honda's first product, the A-type bicycle engine, produced |  |
| 1948 | Honda Motor Co., Ltd. incorporated (capital: $¥ 1$ million, employees: 34 ) |  |
| 1949 | Dream D-type, Honda's first motorcycle, produced | 4 ata ${ }^{2}$ |
| 1953 | H-type engine, Honda's first power product, produced | ${ }^{\circ}$ |
| 1957 | Listed on the Tokyo Stock Exchange | ABA |
| 1958 | Super Cub motorcycle released | Dream D-type (1949) |
| 1959 | American Honda Motor Co., Inc. established (Honda's first overseas subsidiary) |  |
| 1960 | Motorcycle production begins at Suzuka Factory | a |
|  | Honda R\&D Co., Ltd. established |  |
| 1961 | Honda racing team sweeps first 5 places in Isle of Man TT Race (125cc, 250cc) | crse 1 ls |
| 1962 | American Depositary Receipts (ADRs) issued at market price. Adopts consolidated accounting using U.S. Securities and Exchange Commission (SEC) standards Construction of Suzuka Circuit completed |  |
| 1963 | Honda Benelux N.V. (Belgium) begins production of motorcycles (Honda's first overseas production. The first Japanese company to open a manufacturing facility in the EEC) | Super Cub (1958) |
| 1964 | Asian Honda Motor Co., Ltd. (Thailand) established <br> Automobile production begins at Sayama Factory (presently Saitama Factory) | $15 \sqrt{\square}$ |
| 1965 | Thai Honda Manufacturing Co., Ltd. (Bangkok) established Honda (U.K.) Limited established in London Honda wins its first F1 victory, in Mexico | Bee |
| 1967 | Automobile production begins at Suzuka Factory Motorcycle production begins in Thailand | T360 (1963) |
| 1969 | Canadian Honda Motor Ltd. established in Toronto (presently Honda Canada Inc.) Automobile and motorcycle production begins in Malaysia (N360) |  |
| 1971 | Honda Motor do Brazil Ltda. established in Sao Paulo (presently Honda South America Ltda.) Knockdown motorcycle production begins in Mexico | 5 |
| 1972 | CVCC engine, world's first to comply with the U.S. Clean Air Act of 1975, released | - 0 |
| 1973 | Motorcycle production begins in the Philippines |  |
|  | Civic CVCC introduced | S500 (1963) |
| 1974 | Motorcycle production begins in Indonesia |  |
| 1975 | Automobile production begins in Indonesia (TN Truck, Life, Civic) |  |
| 1976 | Kumamoto Factory begins operation <br> Motorcycle production begins at Honda Italia Industriale S.p.A. Accord introduced |  |
| 1977 | ADRs listed on the New York Stock Exchange (NYSE) Consolidated financial disclosure begins |  |
| 1979 | Quarterly financial disclosure begins | Dream CB750FOUR (1969) |
|  | Honda of America Mfg., Inc. begins motorcycle production (The first Japanese automaker to open a manufacturing facility in the U.S.) |  |
| 1981 | Listed on the London Stock Exchange |  |
| 1982 | Honda of America Mfg., Inc. begins automobile production | $15 / 5$ |
| 1983 | Listed on the Zurich, Geneva and Basel stock exchanges | Crat |
| 1984 | Automobile production begins in Thailand (Accord) | - D |
| 1985 | Listed on the Paris Stock Exchange |  |
|  | Motorcycle engine production begins in the U.S. | Civic CVCC (1973) |
|  | Motorcycle production begins in India |  |
|  | Motorcycle engine production begins in Malaysia |  |
| 1986 | Automobile production begins at Honda Canada Inc. (Accord) Motorcycle production begins in Spain Power product production begins in France |  |
| 1987 | Cumulative motorcycle production reaches 50 million units, a world first |  |
| 1988 | Automobile production begins in Mexico |  |
|  | High-performance VTEC engine announced | Accord (1976) |


| Year | Noteworthy Events M | Major Products and Technologies |
| :---: | :---: | :---: |
| 1989 | Common stock-to-ADR exchange ratio changed from 10 shares of common stock to 1 ADR, to 2 shares of common stock to 1 ADR. <br> Second automobile plant in the U.S. begins production in East Liberty, Ohio Honda Motor Europe Ltd. (U.K.) established |  |
| 1991 | Honda posts its 60th Grand Prix victory in the Brazil GP | - |
| 1992 | Automobile production in the U.K. begins (Accord) |  |
|  | Automobile production begins in the Philippines | NSX (1990) |
| 1994 | Automobile production begins in Pakistan |  |
| 1995 | Honda introduced first gasoline-powered vehicle to meet ULEV (Ultra Low Emission Vehicle) standards in California, the U.S. <br> Cumulative automobile production reaches 30 million units | $s$ |
| 1996 | Motorcycle production begins in Turkey |  |
| 1997 | Construction of Twin Ring Motegi completed (Tochigi Prefecture) | 1 |
|  | Automobile production begins in Brazil (Civic) |  |
|  | Automobile production begins in Turkey (Civic) | Odyssey (1994) |
|  | Cumulative motorcycle production reaches 100 million units |  |
|  | Motorcycle production begins in Vietnam |  |
|  | Automobile production begins in India (City) |  |
| 1998 | The 50th anniversary of the founding of Honda | 1 |
| 1999 | Automobile production begins at Guangzhou Honda Automobile Co., Ltd. in China (Accord) Fuel cell vehicle FCX-V1 and FCX-V2 announced |  |
| 2000 | ASIMO humanoid robot announced |  |
| 2001 | Motorcycle production begins at new production company in India | CR-V (1995) |
|  | Second automobile plant in the U.K. begins operations |  |
|  | Minimum investment unit lowered to 100 shares, from 1,000 |  |
|  | Honda Manufacturing of Alabama, LLC in the U.S. begins operations |  |
| 2002 | Common stock-to-ADR exchange ratio changed from 2 shares of common stock to 1 ADR, to 1 share of common stock to 2 ADRs |  |
|  | New automobile plant in Taiwan begins operations | $\geq 0$ |
|  | Honda FCX fuel cell vehicle first to receive certification for the commercial use in the U.S. |  |
|  | Lease marketing started in Japan and the U.S. | Fit (2001) |
| 2003 | New automobile plant in Malaysia begins operations |  |
|  | New automobile plant in Indonesia begins operations |  |
|  | Cumulative automobile production reaches 50 million units Honda FC STACK, a next-generation fuel cell stack capable of starting in sub-zero temperatures, announced |  |
| 2004 | Honda Motor (China) Investment Co., Ltd. established Honda Motor RUS LLC (Russia) established |  |
|  | Dongfeng Honda Automobile Co. Ltd. in China begins automobile production (CR-V) | FCX (2002) |
|  | Honda enter cooperative agreement with General Electric to jointly market our independently developed HF118 jet engine |  |
| 2005 | Cumulative motorcycle production reaches 150 million units |  |
|  | Cumulative worldwide production of the Super Cub series reaches 50 million units | +3> |
| 2006 | Honda Philippines begins mass production at new motorcycle plant | $\cdots 3$ |
|  | Integrated three dealer channels into one Honda brand Cumulative production of power products reaches 70 million units |  |
|  | Honda establishes subsidiary in Ukraine | Gold Wing Airbag (2006) |
|  | Implementation of two-for-one stock split for common shares |  |
|  | Common stock-to-ADR exchange ratio changed from 0.5 share of common stock to one ADR, to one share of common stock to one ADR |  |
|  | New automobile plant in Vietnam begins operations (Civic) |  |
|  | Launched the Gold Wing Airbag, the first mass-market motorcycle with an airbag system |  |
|  | Commercialized HondaJet operations and began accepting orders |  |
|  | Resolved to implement quarterly dividends |  |
|  | New company to conduct solar cell business established | Hondajet |
|  | Flexible fuel vehicle introduced in Brazil (Civic FFV, Fit FFV) |  |
| 2007 | New plant of powertrain components in China begins operations |  |

## Honda Motor Co., Ltd.

Company Information

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Established September 24,1948
\square Lines of Business Motorcycles, Automobiles, Financial Services and Power Products and Others
Fiscal year-end
March 31
| Independent Registered
    Public Accounting Firm KPMG AZSA & Co.
Web Site
-Corporate Web Site
http://www.honda.co.jp
-IR Web Sites
[Japanese] http://www.honda.co.jp/investors/
[English] http://world.honda.com/investors/
```


## Stock Information

- Securities Code

7267
■ Number of Shares Authorized
7,086,000,000 shares

- Total Number of Shares Issued

1,834,828,430 shares

Number of Shareholders
179,366

- Number of Shares per Trading Unit

100 shares
Stock Exchange Listings [Japan]
Tokyo, Osaka, Nagoya, Fukuoka and Sapporo stock exchanges

## [Overseas]

New York, London, Swiss and Paris stock exchanges Note: Honda has submitted requests for delisting from the Swiss and Paris stock exchange.

General Meeting of Shareholders June

Record Dates for Dividends
June 30
September 30
December 31
March 31

## 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

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 Contact Address:
The Chuo Mitsui Trust and Banking Co., Ltd. Stock Transfer Agency Dept. Operation Center 8-4, Izumi 2-chome, Suginami-ku, Tokyo 168-0063, Japan TEL: 81-(0)3-3323-7111
TEL: 0120-78-2031 (toll free within 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.

## Contact Address:

JPMorgan Service Center
P.O. Box 3408

South Hackensack, NJ 0706-3408
TEL: 1-800-990-1135
E-mail: adr@jpmorgan.com
Ratio: 1 ADR $=1$ share of underlying stock
Ticker symbol: HMC
With respect to taxation and other matters relating to the acquisition, holding and disposition of the Company's common stock or ADRs by non-residents of Japan, please also refer to "Item 10E. Taxation" of Form 20-F included in the "Investor Relations" section on our website.

■ Major Shareholders

| Individual or Organization | Number of shares held <br> (thousands) | Percentage of total shares <br> outstanding (\%) |
| :--- | ---: | ---: |
| Moxley \& Co. | 120,253 | 6.55 |
| The Master Trust Bank of Japan, Ltd. (Trust Account) | 85,893 | 4.68 |
| Tokio Marine \& Nichido Fire Insurance Co., Ltd. | 70,922 | 3.87 |
| Japan Trustee Services Bank, Ltd. (Trust Account) | 67,052 | 3.65 |
| The Bank of Tokyo-Mitsubishi UFJ, Ltd. | 61,144 | 3.33 |
| Meiji Yasuda Life Insurance Company | 56,888 | 3.10 |
| Sompo Japan Insurance Inc. | 43,666 | 2.38 |
| Mitsui Sumitomo Insurance Co., Ltd. | 35,039 | 1.91 |
| Nippon Life Insurance Company | 34,700 | 1.89 |
| Japan Trustee Services Bank, Ltd. (Trust Account 4) | 33,838 | 1.84 |

■ Breakdown of Shareholders by Type


■ Honda's Stock Price and Trading Volume in Tokyo Stock Exchange


[^14]
## HONDDA

The Power of Dreams


[^0]:    Caution with Respect to Forward-Looking Statements
    This annual report 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.

[^1]:    *2 VTEC: Variable Valve Timing \& Lift Electronic Control System
    *3 Variable Cylinder Management System
    A six-cylinder V6 engine using this system fires on all six cylinders when high output is needed, such as when starting to move or accelerating. When cruising or at other times when less power is required, the engine uses only the three cylinders on one side, improving fuel efficiency.

[^2]:    Dividends per share Dividends per share (before stock spit)
    $\because$ Dividends yield

[^3]:    Other companies
    Honda

    - Honda's share

    Source: Abraciclo
    (Reference) Units sold on a wholesale basis

[^4]:    Other companies
    Honda

    - Honda's share

    Source: Honda and government data from individual countries

[^5]:    * Variable Valve Timing \& Lift Electronic Control (VTEC) system, This system changes the timing and degree of lift of an engine's intake and exhaust valves, depending on whether the engine speed is high or low. By reacting instantaneously to change intake and exhaust valve openings from lower to higher, the system delivers excellent low- and medium-range torque, while also providing exhilarating power at high speeds.

[^6]:    *Exhaust gas recirculation: A system whereby some exhaust gases are returned to the intake to reduce combustion temperatures and decrease NOx production.

[^7]:    *1: We have already reduced emissions by 13.2\%. compared to fiscal 2001 . We will continue to strive to reduce $\mathrm{CO}_{2}$ emissions further with the $\mathrm{CO}_{2}$ reduction target of $10 \%$ by 2010 unchanged.
    *2: We have already achieved the target. However, we see production increasing in regions with a high $\mathrm{CO}_{2}$ emissions coefficient. We will hold our $\mathrm{CO}_{2}$ reduction target unchanged and will continue to strive to further reduce $\mathrm{CO}_{2}$ emissions toward 2010.
    *3: The basic unit of production for power products increased due to products that are higher-value-added as well as larger.

[^8]:    ${ }^{* 1}$ : Under U.S. generally accepted accounting principles, disclosure of fair values of direct finance leases is not required.
    *2 : The retained interest in the sold pools of finance receivables is accounted for as "trading" securities and is reported at fair value.
    ${ }^{* 3}$ : The finance subsidiaries-receivables include finance subsidiaries-receivables included in trade receivables and other assets in the consolidated balance sheets. Additional detailed information is described in Note (4) to the accompanying consolidated financial statements.

[^9]:    See accompanying notes to consolidated financial statements.

    * See note 3.

[^10]:    See accompanying notes to consolidated financial statements.

[^11]:    See accompanying notes to consolidated financial statements.

    * See note 3.

[^12]:    * The incremental effect of applying SFAS No. 158 on accumulated other comprehensive loss, net, includes tax effect of $¥ 72,881$ million ( $\$ 617$ million).

[^13]:    * The geographic breakdown of sales amounts is based on the location of customers.

[^14]:    * The Company executed a two-for-one stock split for the Company's common stock effective July 1, 2006. The prices of shares on the Tokyo Stock Exchange prior to the split have been retroactively for consistency. Consequently, the prices shown here are not the actual prices of shares on the Tokyo Stock Exchange.

