HONDA MOTOR CO LTD
Form 6-K
March 09, 2012
Table of Contents

# SECURITIES AND EXCHANGE COMMISSION 

WASHINGTON, D.C. 20549

FORM 6-K

REPORT OF FOREIGN PRIVATE ISSUER

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

UNDER THE SECURITIES EXCHANGE ACT OF 1934

FOR THE MONTH OF February 2012

COMMISSION FILE NUMBER: 1-07628

## HONDA GIKEN KOGYO KABUSHIKI KAISHA

(Name of registrant)
HONDA MOTOR CO., LTD.
(Translation of registrant s name into English)

1-1, Minami-Aoyama 2-chome, Minato-ku, Tokyo 107-8556, Japan
(Address of principal executive offices)

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

Form 20-F x Form 40-F *

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(1):

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

## Table of Contents

## Contents

## Exhibit 1:

Honda Motor Co., Ltd. filed its consolidated financial statements for the fiscal three months ended December 31, 2011 with Financial Services Agency in Japan.

## Exhibit 2:

On February 16, 2012, Honda Siel Cars India Ltd. announced that it has resumed normal production with two shift operations from February 15, 2012

## Exhibit 3:

The Board of Directors of Honda Motor Co., Ltd. (the Company ), at its meeting held on February 21, 2012 has decided on changes of Operating Officers as of April 1, 2012 and has decided a plan for changes to its management as of late June 2012. Those changes as of late June 2012 are subject to approval at the General Meeting of Shareholders of the Company scheduled to be held in late June 2012 and/or decision at the meeting of the Board of Directors to be held immediately thereafter.

## Table of Contents

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

HONDA GIKEN KOGYO KABUSHIKI KAISHA (HONDA MOTOR CO., LTD.)
/s/ Fumihiko Ike
Fumihiko Ike
Senior Managing Officer and Director
Chief Financial Officer
Honda Motor Co., Ltd.

## Table of Contents

## HONDA MOTOR CO., LTD. AND SUBSIDIARIES

Consolidated Balance Sheets
March 31, 2011 and December 31, 2011

| Assets | Yen (millions) |  |
| :---: | :---: | :---: |
|  | $\begin{gathered} \text { March 31, } \\ 2011 \\ \text { audited } \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2011 \\ \text { unaudited } \end{gathered}$ |
| Current assets: |  |  |
| Cash and cash equivalents | $¥$ 1,279,024 | $¥$ 1,142,719 |
| Trade accounts and notes receivable, net of allowance for doubtful accounts of $¥ 7,904$ million at March 31, 2011 and $¥ 6,706$ million at December 31, 2011 (notes 3 and 7) | 787,691 | 605,522 |
| Finance subsidiaries-receivables, net (notes 2, 3, 4 and 7) | 1,131,068 | 1,048,114 |
| Inventories (notes 5 and 7) | 899,813 | 882,931 |
| Deferred income taxes (note 8) | 202,291 | 194,277 |
| Other current assets (notes 3, 6, 7 and 11) | 390,160 | 335,796 |
| Total current assets | 4,690,047 | 4,209,359 |
| Finance subsidiaries-receivables, net (notes 2, 3, 4 and 7) | 2,348,913 | 2,234,563 |
| Investments and advances: |  |  |
| Investments in and advances to affiliates | 440,026 | 456,666 |
| Other, including marketable equity securities (notes 3, 4 and 6) | 199,906 | 155,924 |
| Total investments and advances | 639,932 | 612,590 |
| Property on operating leases: |  |  |
| Vehicles | 1,645,517 | 1,630,150 |
| Less accumulated depreciation | 287,885 | 277,034 |
| Net property on operating leases | 1,357,632 | 1,353,116 |
| Property, plant and equipment, at cost (note 7): |  |  |
| Land | 483,654 | 477,697 |
| Buildings | 1,473,067 | 1,442,417 |
| Machinery and equipment | 3,166,353 | 3,089,143 |
| Construction in progress | 202,186 | 207,583 |
|  | 5,325,260 | 5,216,840 |
| Less accumulated depreciation and amortization | 3,385,904 | 3,369,151 |
| Net property, plant and equipment | 1,939,356 | 1,847,689 |
| Other assets, net of allowance for doubtful accounts of $¥ 23,275$ million at March 31, 2011 and $¥ 23,095$ million at December 31, 2011 (notes 3, 4, 8 and 11) | 594,994 | 624,979 |
| Total assets | ¥ 11,570,874 | ¥ 10,882,296 |

## Table of Contents

## HONDA MOTOR CO., LTD. AND SUBSIDIARIES

Consolidated Balance Sheets
March 31, 2011 and December 31, 2011

| Liabilities and Equity | Yen (millions) |  |
| :---: | :---: | :---: |
|  | $\begin{gathered} \text { March 31, } \\ 2011 \\ \text { audited } \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2011 \\ \text { unaudited } \end{gathered}$ |
| Current liabilities: |  |  |
| Short-term debt (note 4) | ¥ 1,094,740 | ¥ 1,019,866 |
| Current portion of long-term debt (note 4) | 962,455 | 966,466 |
| Trade payables: |  |  |
| Notes | 25,216 | 24,190 |
| Accounts | 691,520 | 653,315 |
| Accrued expenses (note 12) | 525,540 | 430,591 |
| Income taxes payable | 31,960 | 22,992 |
| Other current liabilities (notes 8 and 11) | 236,761 | 196,218 |
| Total current liabilities | 3,568,192 | 3,313,638 |
| Long-term debt, excluding current portion (note 4) | 2,043,240 | 1,849,536 |
| Other liabilities (notes 4, 8 and 12) | 1,376,530 | 1,359,954 |
| Total liabilities | 6,987,962 | 6,523,128 |
| Equity: |  |  |
| Honda Motor Co., Ltd. shareholders equity (note 9): |  |  |
| Common stock, authorized 7,086,000,000 shares at March 31, 2011 and at December 31, 2011; issued 1,811,428,430 shares at March 31, 2011 and at December 31, 2011 | 86,067 | 86,067 |
| Capital surplus | 172,529 | 172,529 |
| Legal reserves | 46,330 | 46,843 |
| Retained earnings (note 13(a)) | 5,666,539 | 5,724,811 |
| Accumulated other comprehensive income (loss), net (notes 6 and 11) | $(1,495,380)$ | $(1,758,752)$ |
| Treasury stock, at cost 9,126,716 shares at March 31, 2011 and 9,128,231 shares at December 31, 2011 | $(26,110)$ | $(26,115)$ |
| Total Honda Motor Co., Ltd. shareholders equity | 4,449,975 | 4,245,383 |
| Noncontrolling interests (note 9) | 132,937 | 113,785 |
| Total equity (note 9) | 4,582,912 | 4,359,168 |
| Commitments and contingent liabilities (note 12) |  |  |
| Total liabilities and equity | ¥ 11,570,874 | ¥ 10,882,296 |

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## Table of Contents

## HONDA MOTOR CO., LTD. AND SUBSIDIARIES

## Consolidated Statements of Income

For the nine months ended December 31, 2010 and 2011
$\left.\begin{array}{lll} & \begin{array}{c}\text { Yen (millions) } \\ \text { December 31, } \\ \text { 2011 }\end{array} \\ \text { unaudited }\end{array}\right)$

See accompanying notes to consolidated financial statements.

## Table of Contents

## HONDA MOTOR CO., LTD. AND SUBSIDIARIES

## Consolidated Statements of Income

For the three months ended December 31, 2010 and 2011
$\left.\begin{array}{llc} & \begin{array}{c}\text { Yen (millions) } \\ \text { December 31, } \\ \text { 2011 }\end{array} \\ \text { unaudited }\end{array}\right)$

See accompanying notes to consolidated financial statements.

## Table of Contents

# HONDA MOTOR CO., LTD. AND SUBSIDIARIES <br> Consolidated Statements of Cash Flows 

For the nine months ended December 31, 2010 and 2011

|  | Yen (millions) |  |
| :---: | :---: | :---: |
|  | $\begin{gathered} \text { December } \\ 31, \\ 2010 \\ \text { unaudited } \end{gathered}$ | $\begin{gathered} \text { December } \\ \text { 31, } \\ 2011 \\ \text { unaudited } \end{gathered}$ |
| Cash flows from operating activities: |  |  |
| Net income | ¥ 510,999 | ¥ 144,660 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |
| Depreciation excluding property on operating leases | 262,251 | 228,448 |
| Depreciation of property on operating leases | 160,036 | 154,054 |
| Deferred income taxes | 117,165 | 29,451 |
| Equity in income of affiliates | $(114,742)$ | $(67,111)$ |
| Dividends from affiliates | 44,156 | 47,261 |
| Provision for credit and lease residual losses on finance subsidiaries-receivables | 11,328 | 7,905 |
| Impairment loss on investments in securities | 673 | 501 |
| Damaged and impairment loss on long-lived assets excluding property on operating leases (note 1(f)) | 534 | 7,654 |
| Loss (gain) on derivative instruments, net | $(26,644)$ | $(27,380)$ |
| Decrease (increase) in assets: |  |  |
| Trade accounts and notes receivable | 73,716 | 123,712 |
| Inventories | $(93,519)$ | $(45,264)$ |
| Other current assets | 18,408 | 57,835 |
| Other assets | $(9,105)$ | $(11,115)$ |
| Increase (decrease) in liabilities: |  |  |
| Trade accounts and notes payable | $(61,340)$ | 14,023 |
| Accrued expenses | $(28,242)$ | $(58,769)$ |
| Income taxes payable | 10,226 | $(8,027)$ |
| Other current liabilities | $(3,940)$ | $(28,872)$ |
| Other liabilities | $(81,850)$ | $(22,696)$ |
| Other, net | $(24,480)$ | $(38,309)$ |
| Net cash provided by operating activities | 765,630 | 507,961 |
| Cash flows from investing activities: |  |  |
| Increase in investments and advances | $(7,432)$ | $(18,363)$ |
| Decrease in investments and advances | 10,759 | 10,458 |
| Payments for purchases of available-for-sale securities | (199) |  |
| Proceeds from sales of available-for-sale securities | 2,319 |  |
| Payments for purchases of held-to-maturity securities | $(164,145)$ | $(14,624)$ |
| Proceeds from redemptions of held-to-maturity securities | 79,517 | 45,827 |
| Capital expenditures | $(204,193)$ | $(240,522)$ |
| Proceeds from sales of property, plant and equipment | 18,311 | 21,921 |
| Proceeds from insurance recoveries for damaged property, plant and equipment (note 1(f)) |  | 4,944 |
| Acquisitions of finance subsidiaries-receivables | $(1,629,600)$ | $(1,546,337)$ |
| Collections of finance subsidiaries-receivables | 1,567,415 | 1,504,989 |
| Purchases of operating lease assets | $(586,391)$ | $(498,380)$ |
| Proceeds from sales of operating lease assets | 298,308 | 272,504 |
| Net cash used in investing activities | $(615,331)$ | $(457,583)$ |
| Cash flows from financing activities: |  |  |

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| Increase (decrease) in short-term debt, net | 127,340 | 5,008 |
| :---: | :---: | :---: |
| Proceeds from long-term debt | 579,844 | 707,736 |
| Repayments of long-term debt | $(612,441)$ | $(711,590)$ |
| Dividends paid (note 13(a)) | $(65,136)$ | $(81,103)$ |
| Dividends paid to noncontrolling interests | $(15,641)$ | $(15,060)$ |
| Sales (purchases) of treasury stock, net | $(34,794)$ | (5) |
| Net cash used in financing activities | $(20,828)$ | $(95,014)$ |
| Effect of exchange rate changes on cash and cash equivalents | $(90,704)$ | $(91,669)$ |
| Net change in cash and cash equivalents | 38,767 | $(136,305)$ |
| Cash and cash equivalents at beginning of the period | 1,119,902 | 1,279,024 |
| Cash and cash equivalents at end of the period | ¥ 1,158,669 | 1,142,719 |

See accompanying notes to consolidated financial statements.

Table of Contents

# HONDA MOTOR CO., LTD. AND SUBSIDIARIES 

Notes to Consolidated Financial Statements

(1) General and Summary of Significant Accounting Policies

## (a) Financial Statements

The accompanying consolidated financial statements have been prepared in accordance with U.S. generally accepted accounting principles (U.S. GAAP). In the opinion of management, all adjustments which are necessary for a fair presentation have been included. The results for interim periods are not necessarily indicative of results which may be expected for any other interim period or for the year. For further information, refer to the March 31, 2011 consolidated financial statements and notes thereto included in Honda Motor Co., Ltd. and Subsidiaries Annual Report for the year ended March 31, 2011. Consolidated financial statements for the year ended March 31, 2011 are derived from the audited consolidated financial statements, while consolidated financial statements for the nine months and the three months ended December 31, 2011 are unaudited.
(b) Basis of Presenting Consolidated Financial Statements

The Company and its Japanese 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. GAAP.
(c) Changes in Accounting Procedures for Consolidated Quarterly Financial Results None

## (d) Accounting Policies Specifically Applied for Quarterly Consolidated Financial Statements Income taxes

Honda computes interim income tax expense (benefit) by multiplying reasonably estimated annual effective tax rate, which includes the effects of deferred taxes, by year-to-date income before income taxes and equity in income of affiliates for the nine months ended December 31, 2011. If a reliable estimate cannot be made, Honda utilizes the actual year-to-date effective tax rate.

## (e) Out-of-period adjustments

During the three months ended December 31, 2010, certain overstatements were found in trade accounts and notes receivable, inventories, net sales and other operating revenue, and cost of sales in previously issued consolidated financial statements, pertaining to the Company sinventory management trading activities at a Japanese subsidiary. This Japanese subsidiary temporarily purchases sea food products from seafood companies with the promise that they will buy back such products after certain period, in order to bridge the gap between the purchasing period

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(the fishing season) and the sales period for sea food products. In the Company s consolidated statements of income for the three months ended December 31, 2010, the Company adjusted net sales and other operating revenue amounted to $¥ 9,888$ million and operating income amounted to $¥ 280$ million overstated in the Company s consolidated statements of income for the six months ended September 30, 2010, in conjunction with the related cumulative loss amounted to $¥ 14,123$ million as of March 31,2010 . As a result, operating income for the nine months and three months ended December 31, 2010, decreased by $¥ 14,123$ million and 14,403 million, respectively. Honda believes that these adjustments are immaterial to the Company s consolidated financial statements or results of operations in prior periods.

Table of Contents

## HONDA MOTOR CO., LTD. AND SUBSIDIARIES

Notes to Consolidated Financial Statements

(f) Impact on the Company s consolidated financial position or results of operations of the flood in Thailand

Since October 2011, Thailand suffered from severe floods, which caused damage to inventories, and machineries and equipments of certain consolidated subsidiaries and affiliates of the Company. Accordingly, production activities in plant facilities at Honda and its affiliates have been affected by floods.

As a result, Honda recognized $¥ 17,348$ million of costs and expenses, of which $¥ 9,387$ million is included in cost of sales and $¥ 7,961$ million is included in selling, general and administrative expenses in the accompanying consolidated statement of income for the three months ended December 31, 2011. These costs and expenses mainly consist of loss on inventories of $¥ 7,330$ million which are included in cost of sales, and loss on damaged property, plant and equipment of $¥ 7,654$ million which is included in selling, general and administrative expenses.

In addition, Honda recognized insurance recoveries of $¥ 11,838$ million which is included in selling, general and administrative expenses in the accompanying consolidated statement of income for the three months ended December 31, 2011. The recognized insurance recovery is limited to the amount of the related incurred losses and Honda will recognize insurance recoveries in excess of the incurred losses when final settlements with insurance companies are reached.

## (2) Allowances for Finance Subsidiaries-receivables

|  | Yen (millions) <br> December 31, |  |  |
| :--- | :---: | :---: | :---: |
| March 31, |  |  |  |
| Finance subsidiaries-receivables | $\mathbf{2 0 1 1}$ | $\mathbf{2 0 1 1}$ |  |
| Allowance for credit losses | $¥ 24,890$ | $¥$ | 19,991 |
| Allowance for losses on lease residual values | 7,225 | 5,166 |  |

Table of Contents

## HONDA MOTOR CO., LTD. AND SUBSIDIARIES

Notes to Consolidated Financial Statements

## (3) Credit Quality of Finance Receivables and Allowance for Credit Losses

The finance subsidiaries of the Company provide retail lending and leasing to customers and wholesale financing to dealers primarily to support sales of our products. Honda classifies retail and direct financing lease receivables derived from those services as finance subsidiaries-receivables. Operating leases are classified as property on operating leases. Certain finance receivables related to sales of inventory are included in trade accounts and notes receivable and other assets in the consolidated balance sheets. Receivables on past due operating lease rental payments are included in other current assets in the consolidated balance sheets.

Finance subsidiaries-receivables, net, consisted of the following at March 31, 2011 and December 31, 2011:
$\left.\begin{array}{lrr} & \begin{array}{c}\text { Yen (millions) } \\ \text { December 31, }\end{array} \\ & \begin{array}{c}\text { March 31, } \\ \mathbf{2 0 1 1}\end{array} & \mathbf{2 0 1 1}\end{array}\right)$

## Allowance for Credit Losses

The majority of the credit risk is with consumer financing and to a lesser extent with dealer financing. Credit risk is affected by general economic conditions such as a rise in unemployment rates or declines in used vehicle prices. The finance subsidiaries of the Company estimate losses incurred on retail and direct financing lease receivables and recognize them in the allowance for credit losses. Consumer finance receivables consist of a large number of smaller-balance homogenous loans and leases. The finance subsidiaries of the Company segment these receivables into groups with common characteristics, and estimate collectively the allowance for credit losses on consumer finance receivables

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by the group. The finance subsidiaries of the Company take into consideration various methodologies when estimating the allowance including vintage loss rate analysis and delinquency roll rate analysis. When performing the vintage loss rate analysis, consumer finance receivables are segregated between retail and direct financing lease, and further segmented into groups with common risk characteristics including collateral type, credit grades and original terms. Loss rates are projected for these pools based on historical rates and adjusted for considerations of emerging trends and changing economic conditions. The roll rate analysis is used primarily by the finance subsidiaries of the Company in North America. This analysis tracks the migration of finance receivables through various stages of delinquency and ultimately to charge-offs. Roll rates are projected based on historical results while also taking into consideration trends and changing economic conditions.

Wholesale receivables are considered to be impaired when it is probable that they will be unable to collect all amounts due according to the original terms of the contract. The finance subsidiaries of the company recognize estimated losses on them in the allowance for credit losses. Credit risk on wholesale receivables is affected primarily by the financial strength of the dealers within the portfolio. Wholesale receivables are evaluated for impairment on an individual dealer basis. Ongoing evaluations of dealerships are performed to determine whether there is evidence of impairment. Factors can include payment performance, overall dealership financial performance, or known difficulties experienced by the dealership.

Table of Contents

# HONDA MOTOR CO., LTD. AND SUBSIDIARIES 

Notes to Consolidated Financial Statements

Honda regularly reviews the adequacy of the allowance for credit losses. The estimates are based on information available as of each reporting date. However actual losses may differ from the original estimates as a result of actual results varying from those assumed in our estimates with inherently uncertain items.

The following table presents the changes of the allowance for credit losses on finance receivables for the nine months ended December 31, 2011.


In the finance subsidiaries of the Company in North America, retail and direct financing lease receivables are charged off when they become 120 days past due or earlier if they have been specifically identified as uncollectible. Wholesale receivables are charged off when they have been individually identified as uncollectible. In the finance subsidiaries of the Company in other areas except for North America, finance receivables are charged off when they have been identified as substantially uncollectible according to the internal standards of each subsidiary.

## Delinquencies

In the finance subsidiaries of the Company in North America, retail and direct financing lease receivables are considered delinquent if more than $10 \%$ of a monthly scheduled payment is contractually past due on a cumulative basis. Wholesale receivables are considered delinquent when any principal payments are past due. In the finance subsidiaries of the Company in other areas except for North America, finance receivables are considered delinquent when any principal payments are past due.

## Table of Contents

## HONDA MOTOR CO., LTD. AND SUBSIDIARIES

Notes to Consolidated Financial Statements

The following tables present an age analysis of past due finance receivables at March 31, 2011 and December 31, 2011.

| As of March 31, 2011 | Yen (millions) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { 30-59 days } \\ & \text { past due } \end{aligned}$ | 60-89 days past due |  | greater <br> past due |  | Total past due |  | Current * | Total <br> finance receivables |
| Retail |  |  |  |  |  |  |  |  |  |
| New auto | ¥ 14,127 | ¥ | 1,625 | ¥ | 3,191 |  | 18,943 | ¥ 2,762,373 | $¥ 2,781,316$ |
| Used \& certified auto | 5,325 |  | 591 |  | 474 |  | 6,390 | 421,605 | 427,995 |
| Others | 1,666 |  | 468 |  | 895 |  | 3,029 | 155,674 | 158,703 |
| Total retail | 21,118 |  | 2,684 |  | 4,560 |  | 28,362 | 3,339,652 | 3,368,014 |
| Direct financing lease | 1,375 |  | 179 |  | 584 |  | 2,138 | 359,998 | 362,136 |
| Wholesale |  |  |  |  |  |  |  |  |  |
| Wholesale flooring | 125 |  | 38 |  | 273 |  | 436 | 267,090 | 267,526 |
| Commercial loans |  |  |  |  |  |  |  | 34,116 | 34,116 |
| Total wholesale | 125 |  | 38 |  | 273 |  | 436 | 301,206 | 301,642 |
| Total finance receivables | $¥ 22,618$ | $¥$ | 2,901 | $¥$ | 5,417 | ¥ | 30,936 | $¥ 4,000,856$ | $¥ 4,031,792$ |


| As of December 31, 2011 | Yen (millions) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30-59 days past due | 60-89 days past due |  | greater <br> past due |  | Total past due |  | Current * | Total finance receivables |
| Retail |  |  |  |  |  |  |  |  |  |
| New auto | ¥ 15,058 | $¥$ | 2,512 | ¥ | 3,312 | ¥ | 20,882 | $¥ 2,630,729$ | $¥ 2,651,611$ |
| Used \& certified auto | 6,876 |  | 1,045 |  | 414 |  | 8,335 | 395,871 | 404,206 |
| Others | 1,744 |  | 736 |  | 992 |  | 3,472 | 134,546 | 138,018 |
| Total retail | 23,678 |  | 4,293 |  | 4,718 |  | 32,689 | 3,161,146 | 3,193,835 |
| Direct financing lease | 1,292 |  | 313 |  | 788 |  | 2,393 | 333,547 | 335,940 |
| Wholesale |  |  |  |  |  |  |  |  |  |
| Wholesale flooring | 41 |  | 23 |  | 305 |  | 369 | 185,674 | 186,043 |
| Commercial loans |  |  |  |  |  |  |  | 36,073 | 36,073 |
| Total wholesale | 41 |  | 23 |  | 305 |  | 369 | 221,747 | 222,116 |
| Total finance receivables | $¥ 25,011$ | $¥$ | 4,629 | $¥$ | 5,811 | $¥$ | 35,451 | $¥ 3,716,440$ | $¥ 3,751,891$ |

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* Includes recorded investment of finance receivables that are less than 30 days past due.

Credit Quality Indicators

The collection experience of consumer finance receivables provides an indication of the credit quality of consumer finance receivables. The likelihood of accounts charging off becomes significantly higher once an account becomes 60 days delinquent. The table below segments the Company s portfolio of consumer finance receivables between groups the Company considers to be performing and nonperforming. Accounts that are delinquent for 60 days or greater are included in the nonperforming group and all other accounts are considered to be performing.

## Table of Contents

HONDA MOTOR CO., LTD. AND SUBSIDIARIES

Notes to Consolidated Financial Statements

The following tables present the balances of consumer finance receivables by the credit quality indicator at March 31, 2011 and December 31, 2011.

| As of March 31, 2011 | Yen (millions) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Performing | Nonperforming |  | Total consumer finance receivables |  |
| Retail |  |  |  |  |  |
| New auto | $¥ 2,776,500$ | ¥ | 4,816 | ¥ | 2,781,316 |
| Used \& certified auto | 426,930 |  | 1,065 |  | 427,995 |
| Others | 157,340 |  | 1,363 |  | 158,703 |
| Total retail | 3,360,770 |  | 7,244 |  | 3,368,014 |
| Direct financing lease | 361,373 |  | 763 |  | 362,136 |
| Total | $¥ 3,722,143$ | ¥ | 8,007 | ¥ | 3,730,150 |


| As of December 31, $\mathbf{2 0 1 1}$ |  | Yen (millions) | Total consumer <br> finance receivables |  |
| :--- | ---: | ---: | ---: | ---: |
| Retail | Performing | Nonperforming | $¥ 2,645,787$ | $¥$ |
| New auto | 402,747 | 5,824 | $¥$ | $2,651,611$ |
| Used \& certified auto | 136,290 | 1,459 | 404,206 |  |
| Others | $3,184,824$ | 138,018 |  |  |
| Total retail | 334,839 | 9,011 | $3,193,835$ |  |
| Direct financing lease | $¥ 3,519,663$ | $¥$ | 10,112 | $¥$ |

A credit quality indicator for wholesale receivables is the internal risk ratings for the dealerships. Dealerships are assigned an internal risk rating based primarily on their financial condition. At a minimum, risk ratings for dealerships are updated annually and more frequently for dealerships with weaker risk ratings. The table below presents outstanding wholesale receivables balances by the internal risk rating group. Group A includes the loans of dealerships with the highest credit quality characteristics in the strongest risk rating tier. Group B includes the loans of all remaining dealers and are considered to have weaker credit quality characteristics. Although the likelihood of losses can be higher for dealerships in Group B, the overall risk of losses is not considered to be significant.

Table of Contents

# HONDA MOTOR CO., LTD. AND SUBSIDIARIES 

Notes to Consolidated Financial Statements

The following tables present the balance of wholesale receivables by credit quality indicators at March 31, 2011 and December 31, 2011.

| As of March 31, 2011 |  | Yen (millions) <br> Group B |  | Total |
| :--- | ---: | ---: | ---: | ---: |
| Wholesale | Group A |  |  |  |
| Wholesale flooring | 144,118 | $¥ 123,408$ | $¥ 267,526$ |  |
| Commercial loans | 14,024 | 20,092 | 34,116 |  |
| Total | $¥ 158,142$ | $¥ 143,500$ | $¥ 301,642$ |  |


| As of December 31, 2011 |  | Yen (millions) <br> Group B | Total |  |
| :--- | ---: | ---: | ---: | ---: |
| Wholesale | $¥ 107,497$ | $¥$ | 78,546 | $¥ 186,043$ |
| Wholesale flooring | 25,144 | 10,929 | 36,073 |  |
| Commercial loans | $¥ 132,641$ | $¥$ | 89,475 | $¥ 222,116$ |

## Other Finance Receivables

Except for the finance subsidiaries-receivables, the other finance receivables about which credit quality information and the allowance for credit losses are required to be disclosed by the FASB Accounting Standards Codification (ASC) 310 Receivables of $¥ 59,520$ million and $¥ 61,206$ million were included in other current assets, investments and advances-other and other assets in the consolidated balance sheets at March 31, 2011 and December 31, 2011, respectively. Honda estimates individually the collectibility of the other finance receivables based on the financial condition of the debtor. The impaired finance receivables amounted to $¥ 19,574$ million and $¥ 20,296$ million at March 31,2011 and December 31, 2011, respectively, for which the allowance for credit losses were $¥ 19,574$ million and $¥ 20,053$ million at March 31, 2011 and December 31, 2011, respectively.

Regarding the other finance receivables which are not impaired, there are no past due receivables.

## (4) Variable Interest Entities

Honda considers its involvement with a variable interest entity (VIE) under the FASB Accounting Standards Codification (ASC) 810
Consolidation . This standard prescribes that the reporting entity shall consolidate a VIE as its primary beneficiary when it deemed to have a controlling financial interest in a VIE, meeting both of the following characteristics:
(a) The power to direct the activities of a VIE that most significantly impact the VIE s economic performance.

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(b) The obligation to absorb losses of the VIE that could potentially be significant to the VIE or the right to receive benefits from the VIE that could potentially be significant to the VIE.
The finance subsidiaries of the Company periodically securitize for liquidity and funding purposes and transfer finance receivables to the trust which is newly established to issue asset-backed securities. The finance subsidiaries of the Company deemed to have the power to direct the activities of these trusts that most significantly impact the trusts economic performance, as they retain servicing rights in all securitizations, and manage delinquencies and defaults of the underlying receivables. Furthermore, the finance subsidiaries of the Company deemed to have the obligation to absorb losses of these trusts that could potentially be significant to these trusts, as they would absorb the majority of the expected losses of these trusts by retaining certain subordinated interests of these trusts. Therefore, the Company has consolidated these trusts, as it deemed to have controlling financial interests in these trusts.

## Table of Contents

## HONDA MOTOR CO., LTD. AND SUBSIDIARIES

Notes to Consolidated Financial Statements

The following table presents the balances of the assets and liabilities of consolidated VIEs at March 31, 2011 and December 31, 2011.

|  | $\begin{array}{c}\text { Yen (millions) } \\ \text { March 31, } \\ \text { December 31, }\end{array}$ |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | 2011 | $\mathbf{2 0 1 1}$ |  |$)$

*1 Restricted cash as collateral for the payment of the related secured debt obligation was included in Investments and advances-Other on the consolidated balance sheets.
*2 Secured debt was included in short-term and long-term debt on the consolidated balance sheets.
The creditors of these trusts do not have recourse to the finance subsidiaries general credit with the exception of representations and warranties customary in the industry provided by the finance subsidiaries to these trusts.

There is no VIE in which Honda holds a significant variable interest but is not the primary beneficiary as of March 31, 2011 and December 31, 2011.

## (5) Inventories

Inventories at March 31, 2011 and December 31, 2011 are summarized as follows:

|  | Yen (millions) |  |
| :--- | :---: | :---: |
|  | December |  |
|  | March | $\mathbf{3 1 ,}$ |
|  | $\mathbf{3 1 ,}$ | $\mathbf{2 0 1 1}$ |
| Finished goods | $¥ 531,071$ | $¥ 462,270$ |
| Work in process | 49,606 | 45,813 |
| Raw materials | 319,136 | 374,848 |

## Table of Contents

HONDA MOTOR CO., LTD. AND SUBSIDIARIES

Notes to Consolidated Financial Statements

## (6) Investments and Advances-Other

Investments and advances at March 31, 2011 and December 31, 2011 consist of the following:

|  | $\begin{array}{c}\text { Yen (millions) } \\ \text { December 31, }\end{array}$ |  |
| :--- | :---: | :---: | :---: |
| March 31, |  |  |
| $\mathbf{2 0 1 1}$ |  |  |$]$

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

|  | $\begin{array}{c}\text { Yen (millions) } \\ \text { December 31, }\end{array}$ |  |
| :--- | ---: | ---: | ---: |
| 2011 |  |  |$)$

Certain information with respect to available-for-sale securities and held-to-maturity securities at March 31, 2011 and December 31, 2011 is summarized below:

|  | $\begin{array}{c}\text { Yen (millions) } \\ \text { December 31, }\end{array}$ |  |
| :--- | ---: | :---: | :---: |
| March 31, |  |  |
| 2011 |  |  |$]$

## Table of Contents

HONDA MOTOR CO., LTD. AND SUBSIDIARIES

Notes to Consolidated Financial Statements

Maturities of debt securities classified as held-to-maturity at December 31, 2011 are as follows:

|  | Yen (millions) |
| :--- | ---: |
| Due within one year | $\neq 7,788$ |
| Due after one year through five years | 4,548 |
| Due after five years through ten years | $\neq$ |
| Total | 7,336 |

There was no amount of significant realized gains and losses from available-for-sale securities included in other income (expenses) other, net for the nine months and the three months ended December 31, 2010 and 2011.

Gross unrealized losses on available-for-sale securities and held-to-maturity 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, 2011 and December 31, 2011 are as follows:

|  | Yen (millions) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | March 31, 2011 |  |  | December 31, 2011 |  |  |
|  | Unrealized |  |  | Fair value | Unrealized losses |  |
| Available-for-sale |  |  |  |  |  |  |
| Less than 12 months | $¥ 9,054$ | ¥ | 1,516 | $¥ 7,600$ | ¥ | 2,939 |
| 12 months or longer | 7,759 |  | 1,151 | 7,032 |  | 949 |
|  | $¥ 16,813$ | ¥ | 2,667 | $¥ 14,632$ | ¥ | 3,888 |
| Held-to-maturity |  |  |  |  |  |  |
| Less than 12 months | $¥ 31,042$ | ¥ | 167 | ¥ 605 | ¥ | 1 |
| 12 months or longer |  |  |  |  |  |  |
|  | $¥ 31,042$ | ¥ | 167 | ¥ 605 | ¥ | 1 |

Honda does not believe the decline in fair value of any of its investment securities to be other than temporary, which is based on factors such 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.

## Table of Contents

# HONDA MOTOR CO., LTD. AND SUBSIDIARIES 

Notes to Consolidated Financial Statements

## (7) Pledged Assets

Pledged assets at March 31, 2011 and December 31, 2011 are as follows:

|  | Yen(millions) |  |  |
| :--- | ---: | ---: | ---: |
|  | March 31, | December 31, |  |
|  | $\mathbf{2 0 1 1}$ | $\mathbf{2 0 1 1}$ |  |
| Trade accounts and notes receivable | $¥$ | 13,808 | $¥$ |
| Inventories | 11,691 | 3,508 |  |
| Other current assets | 5,337 |  |  |
| Property, plant and equipment | 24,548 | 21,013 |  |
| Finance subsidiaries-receivables | 504,587 | 493,545 |  |
| (8) Income taxes |  |  |  |

On November 30, 2011, the National Diet of Japan approved the laws for amendments to previous income tax laws.
Upon the change in the laws, the statutory income tax rate in Japan will be changed to approximately $38 \%$ for fiscal years beginning on or after April 1, 2012, and to approximately $35 \%$ for fiscal years beginning on or after April 1, 2015. Thus, the Company and its Japanese subsidiaries measured deferred tax assets and liabilities based on the tax rates to be applied in the fiscal years in which temporary differences are expected to be recovered or settled.

As a result, net of deferred tax assets decreased $¥ 16,072$ million as of December 31, 2011, and income tax expenses increased $¥ 16,072$ million for the nine months and the three months ended December 31, 2011.

Due primarily to the impact of this tax rate change, the effective tax rates of Honda for the nine months and the three months ended December 31, 2011 differ from Japanese (or the Company s) statutory income tax rate, which is $40 \%$ for the fiscal year ending March 31, 2012.

## Table of Contents

HONDA MOTOR CO., LTD. AND SUBSIDIARIES

Notes to Consolidated Financial Statements

## (9) Equity

The changes in equity for the nine months and three months ended December 31, 2010 and 2011 are as follows:
For the nine months ended December 31, 2010

|  | Yen (millions) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Honda Motor Co., Ltd. shareholders equity |  | ontrolling terests | Total equity |
| Balance at March 31, 2010 | $¥ 4,328,640$ | $¥$ | 127,790 | $¥ 4,456,430$ |
| Cumulative effect of adjustments resulting from the adoption of new accounting standards on variable interest entities, net of tax | 1,432 |  |  | 1,432 |
| Adjusted balance at March 31, 2010 | $¥ 4,330,072$ | ¥ | 127,790 | $¥ 4,457,862$ |
| Dividends paid to Honda Motor Co., Ltd. shareholders | $(65,136)$ |  |  | $(65,136)$ |
| Dividends paid to noncontrolling interests |  |  | $(15,641)$ | $(15,641)$ |
| Capital transactions and others |  |  | 164 | 164 |
| Comprehensive income (loss): |  |  |  |  |
| Net income | 489,534 |  | 21,465 | 510,999 |
| Other comprehensive income (loss), net of tax |  |  |  |  |
| Adjustments from foreign currency translation | $(339,624)$ |  | $(7,727)$ | $(347,351)$ |
| Unrealized gains (losses) on available-for-sale securities, net | 1,655 |  | (13) | 1,642 |
| Unrealized gains (losses) on derivative instruments, net | 621 |  |  | 621 |
| Pension and other postretirement benefits adjustments | 6,158 |  | 112 | 6,270 |
| Total comprehensive income (loss) | 158,344 |  | 13,837 | 172,181 |
| Purchase of treasury stock | $(34,796)$ |  |  | $(34,796)$ |
| Reissuance of treasury stock | 2 |  |  | 2 |
| Balance at December 31, 2010 | $¥ 4,388,486$ | $¥$ | 126,150 | $¥ 4,514,636$ |

During the six months ended September 30, 2010, the Company retired 23,400 thousand shares of its treasury stock at a cost of $¥ 80,417$ million by offsetting with unappropriated retained earnings of $¥ 80,417$ million based on the resolution of the board of directors. It had no effect on the total Honda Motor Co., Ltd. shareholders equity.

## Table of Contents

HONDA MOTOR CO., LTD. AND SUBSIDIARIES

Notes to Consolidated Financial Statements

For the nine months ended December 31, 2011

|  | Yen (millions) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Honda Motor Co., Ltd. shareholders equity |  | controlling <br> terests | Total equity |
| Balance at March 31, 2011 | $¥ 4,449,975$ | ¥ | 132,937 | $¥ 4,582,912$ |
| Dividends paid to Honda Motor Co., Ltd. shareholders | $(81,103)$ |  |  | $(81,103)$ |
| Dividends paid to noncontrolling interests |  |  | $(15,060)$ | $(15,060)$ |
| Capital transactions and others |  |  | $(2,653)$ | $(2,653)$ |
| Comprehensive income (loss): |  |  |  |  |
| Net income | 139,888 |  | 4,772 | 144,660 |
| Other comprehensive income (loss), net of tax |  |  |  |  |
| Adjustments from foreign currency translation | $(262,426)$ |  | $(6,251)$ | $(268,677)$ |
| Unrealized gains (losses) on available-for-sale securities, net | $(6,218)$ |  | (56) | $(6,274)$ |
| Unrealized gains (losses) on derivative instruments, net | 201 |  |  | 201 |
| Pension and other postretirement benefits adjustments | 5,071 |  | 96 | 5,167 |
| Total comprehensive income (loss) | $(123,484)$ |  | $(1,439)$ | $(124,923)$ |
| Purchase of treasury stock | (5) |  |  | (5) |
| Reissuance of treasury stock |  |  |  |  |
| Balance at December 31, 2011 | ¥ 4, 245,383 | ¥ | 113,785 | $¥ 4,359,168$ |

## Table of Contents

## HONDA MOTOR CO., LTD. AND SUBSIDIARIES

Notes to Consolidated Financial Statements

For the three months ended December 31, 2010

|  | Yen (millions) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Honda Motor Co., Ltd. shareholders equity |  | controlling terests | Total equity |
| Balance at September 30, 2010 | $¥ 4,378,376$ | $¥$ | 124,333 | $¥ 4,502,709$ |
| Dividends paid to Honda Motor Co., Ltd. shareholders | $(21,628)$ |  |  | $(21,628)$ |
| Dividends paid to noncontrolling interests |  |  | $(2,377)$ | $(2,377)$ |
| Capital transactions and others |  |  |  |  |
| Comprehensive income (loss): |  |  |  |  |
| Net income | 81,118 |  | 6,869 | 87,987 |
| Other comprehensive income (loss), net of tax |  |  |  |  |
| Adjustments from foreign currency translation | $(59,055)$ |  | $(2,722)$ | $(61,777)$ |
| Unrealized gains (losses) on available-for-sale securities, net | 7,471 |  | 10 | 7,481 |
| Unrealized gains (losses) on derivative instruments, net | 242 |  |  | 242 |
| Pension and other postretirement benefits adjustments | 1,970 |  | 37 | 2,007 |
| Total comprehensive income (loss) | 31,746 |  | 4,194 | 35,940 |
| Purchase of treasury stock | (9) |  |  | (9) |
| Reissuance of treasury stock | 1 |  |  | 1 |
| Balance at December 31, 2010 | $¥ 4,388,486$ | $¥$ | 126,150 | $¥ 4,514,636$ |

## Table of Contents

HONDA MOTOR CO., LTD. AND SUBSIDIARIES

Notes to Consolidated Financial Statements

For the three months ended December 31, 2011

|  | Yen (millions) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Honda Motor Co., Ltd. shareholders equity |  | controlling terests | Total equity |
| Balance at September 30, 2011 | $¥ 4,297,278$ | $¥$ | 117,570 | $¥ 4,414,848$ |
| Dividends paid to Honda Motor Co., Ltd. shareholders | $(27,034)$ |  |  | $(27,034)$ |
| Dividends paid to noncontrolling interests |  |  | (625) | (625) |
| Capital transactions and others |  |  | $(2,653)$ | $(2,653)$ |
| Comprehensive income (loss): |  |  |  |  |
| Net income | 47,662 |  | 494 | 48,156 |
| Other comprehensive income (loss), net of tax |  |  |  |  |
| Adjustments from foreign currency translation | $(73,248)$ |  | $(1,032)$ | $(74,280)$ |
| Unrealized gains (losses) on available-for-sale securities, net | (962) |  | (1) | (963) |
| Unrealized gains (losses) on derivative instruments, net | (1) |  |  | (1) |
| Pension and other postretirement benefits adjustments | 1,689 |  | 32 | 1,721 |
| Total comprehensive income (loss) | $(24,860)$ |  | (507) | $(25,367)$ |
| Purchase of treasury stock | (1) |  |  | (1) |
| Reissuance of treasury stock |  |  |  |  |
| Balance at December 31, 2011 | ¥ 4, 245,383 | $¥$ | 113,785 | $¥ 4,359,168$ |

## Table of Contents

## HONDA MOTOR CO., LTD. AND SUBSIDIARIES

Notes to Consolidated Financial Statements

## (10) Fair Value Measurement

In accordance with FASB Accounting Standards Codification (ASC) 820 Fair Value Measurements and Disclosures , Honda uses a three-level hierarchy when measuring fair value. The following is a description of the three hierarchy levels:

Level 1 Quoted prices (unadjusted) in active markets for identical assets or liabilities that the Company has the ability to access as of the measurement date

Level 2 Inputs other than quoted prices included within Level 1 that are observable for the assets or liabilities, either directly or indirectly
Level 3 Unobservable inputs for the assets or liabilities
The level in the fair value hierarchy within which a fair value measurement in its entirety falls is based on the lowest input that is significant to the fair value measurement in its entirety.

The following tables present the assets and liabilities measured at fair value on a recurring basis as of March 31, 2011 and December 31, 2011.

| As of March 31, 2011 | Yen (millions) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Level 1 | Level 2 | Level 3 | Gross fair value | Netting adjustment | Net amount |
| Assets: |  |  |  |  |  |  |
| Derivative instruments |  |  |  |  |  |  |
| Foreign exchange instruments (note 11) | ¥ | ¥ 57,880 | ¥ | ¥ 57,880 | $¥$ | $¥$ |
| Interest rate instruments (note 11) |  | 29,759 | 154 | 29,913 |  |  |
| Total derivative instruments |  | 87,639 | 154 | 87,793 | $(26,641)$ | 61,152 |
| Available-for-sale securities |  |  |  |  |  |  |
| Marketable equity securities | 92,421 |  |  | 92,421 |  | 92,421 |
| Auction rate securities |  |  | 6,948 | 6,948 |  | 6,948 |
| Total available-for-sale securities | 92,421 |  | 6,948 | 99,369 |  | 99,369 |
| Total | $¥ 92,421$ | ¥ 87,639 | $¥ 7,102$ | ¥ 187,162 | $¥(26,641)$ | ¥ 160,521 |
| Liabilities: |  |  |  |  |  |  |
| Derivative instruments |  |  |  |  |  |  |
| Foreign exchange instruments (note 11) | ¥ | ¥ $(15,712)$ | ¥ | ¥ $(15,712)$ | ¥ | ¥ |
| Interest rate instruments (note 11) |  | $(32,435)$ | (155) | $(32,590)$ |  |  |


| Total derivative instruments |  | $(48,147)$ | $(155)$ | $(48,302)$ |  | 26,641 | $(21,661)$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Total | $¥$ | $¥(48,147)$ | $¥(155)$ | $¥(48,302)$ | $¥$ | 26,641 | $¥(21,661)$ |

## Table of Contents

HONDA MOTOR CO., LTD. AND SUBSIDIARIES

Notes to Consolidated Financial Statements

| As of December 31, 2011 | Yen (millions) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Level 1 | Level 2 | Level 3 | Gross fair value | Netting adjustment | Net amount |
| Assets: |  |  |  |  |  |  |
| Derivative instruments |  |  |  |  |  |  |
| Foreign exchange instruments (note 11) | ¥ | ¥ 56,655 | $¥$ | ¥ 56,655 | ¥ | ¥ |
| Interest rate instruments (note 11) |  | 33,478 | 13 | 33,491 |  |  |
| Total derivative instruments |  | 90,133 | 13 | 90,146 | $(25,735)$ | 64,411 |
| Available-for-sale securities |  |  |  |  |  |  |
| Marketable equity securities | 80,915 |  |  | 80,915 |  | 80,915 |
| Auction rate securities |  |  | 6,418 | 6,418 |  | 6,418 |
| Total available-for-sale securities | 80,915 |  | 6,418 | 87,333 |  | 87,333 |
| Total | $¥ 80,915$ | ¥ 90,133 | $¥ 6,431$ | ¥ 177,479 | ¥ $(25,735)$ | $¥ 151,744$ |
| Liabilities: |  |  |  |  |  |  |
| Derivative instruments |  |  |  |  |  |  |
| Foreign exchange instruments (note 11) | $¥$ | $¥(21,675)$ | $¥$ | ¥ $(21,675)$ | $¥$ | $¥$ |
| Interest rate instruments (note 11) |  | $(20,616)$ | (13) | $(20,629)$ |  |  |
| Total derivative instruments |  | $(42,291)$ | (13) | $(42,304)$ | 25,735 | $(16,569)$ |
| Total | $¥$ | $¥(42,291)$ | ¥ (13) | ¥ $(42,304)$ | ¥ 25,735 | $¥(16,569)$ |

Derivative asset and liability positions are presented net by counterparty on the consolidated balance sheets when valid master netting agreement exists and the other conditions set out in the FASB Accounting Standards Codification (ASC) 210-20 Balance Sheet-Offsetting are met.

## Table of Contents

## HONDA MOTOR CO., LTD. AND SUBSIDIARIES

Notes to Consolidated Financial Statements

The following tables present a reconciliation during the nine months ended December 31, 2010 and 2011 for all Level 3 assets and liabilities measured at fair value on a recurring basis.

For the nine months ended December 31, 2010

|  | Retained interests in securitizations | Yen (millions) |  |  |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Interest rate instruments (note 11) |  | Auction rate securities ¥ 10,041 |  |  |  |
| Balance at beginning of the year | $¥ 27,555$ | ¥ | 1,025 |  |  | ¥ | 38,621 |
| Adjustment resulting from the adoption of new accounting standards on variable interest entities | $(27,555)$ |  | $(1,027)$ |  |  |  | 28,582) |
| Total realized/unrealized gains or losses |  |  |  |  |  |  |  |
| Included in earnings |  |  | 2 |  | (96) |  | (94) |
| Included in other comprehensive income (loss) |  |  |  |  | 282 |  | 282 |
| Purchases, issuances, settlements and sales, net |  |  |  |  | $(1,909)$ |  | $(1,909)$ |
| Foreign currency translation |  |  | (1) |  | 1,159) |  | $(1,160)$ |
| Balance at end of the period | ¥ | ¥ | (1) | ¥ | 7,159 | ¥ | 7,158 |
| The amounts of total gains or losses for the period attributable to the change in unrealized gains or losses relating to assets and liabilities still held at the reporting date |  |  |  |  |  |  |  |
| Included in earnings | ¥ | ¥ |  | ¥ |  | ¥ |  |
| Included in other comprehensive income (loss) |  |  |  |  |  |  |  |

Table of Contents

HONDA MOTOR CO., LTD. AND SUBSIDIARIES

Notes to Consolidated Financial Statements

For the nine months ended December 31, 2011

|  | Yen (millions) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Retained <br> interests in securitizations | Interest rate instruments (note 11) |  | Auction rate securities |  | Total |
| Balance at beginning of the year | ¥ | $\ddagger$ | (1) | $\geq$ | 6,948 | $¥ 6,947$ |
| Total realized/unrealized gains or losses |  |  |  |  |  |  |
| Included in earnings |  |  |  |  |  |  |
| Included in other comprehensive income (loss) |  |  |  |  |  |  |
| Purchases, issuances, settlements and sales |  |  |  |  |  |  |
| Purchases |  |  |  |  |  |  |
| Issuances |  |  |  |  |  |  |
| Settlements |  |  |  |  | (46) | (46) |
| Sales |  |  |  |  | (33) | (33) |
| Foreign currency translation |  |  | 1 |  | (451) | (450) |
| Balance at end of the period | ¥ | ¥ |  | ¥ | 6,418 | $¥$ \% 418 |

The amounts of total gains or losses for the period attributable to the change in unrealized gains or losses relating to assets and liabilities still held at the reporting date
Included in earnings $\quad ¥ \quad ¥ \quad ¥$

Included in other comprehensive income (loss)
Total realized/unrealized gains or losses related to interest rate instruments, including those held at the reporting date, are included in other income (expenses) other, net, in the consolidated statements of income.

The valuation methodologies the assets and liabilities measured at fair value on a recurring basis are as follows:

## Foreign exchange and interest rate instruments (see note 11)

The fair values of foreign currency forward exchange contracts and foreign currency option contracts are estimated using market observable inputs such as spot exchange rates, discount rates and implied volatility. Fair value measurement for foreign currency forward exchange contracts and foreign currency option contracts are classified as Level 2. The fair values of currency swap agreements and interest rate swap agreements are estimated by discounting future cash flows using market observable inputs such as LIBOR rates, swap rates, and foreign exchange rates. Fair value measurement for these currency swap agreements and interest rate swap agreements are classified as Level 2.

The fair values of a limited number of interest rate swap agreements related to certain off balance sheet securitizations are estimated using significant assumptions including market observable inputs, as well as internally developed prepayment assumptions as an input into the model, in order to forecast future notional amounts on these structured derivative contracts. Accordingly, fair value measurement for these derivative

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contracts is classified as Level 3.

The credit risk of Honda and its counterparties are considered on the valuation of foreign exchange and interest rate instruments.

Table of Contents

# HONDA MOTOR CO., LTD. AND SUBSIDIARIES 

Notes to Consolidated Financial Statements

## Marketable equity securities

The fair value of marketable equity securities is estimated using quoted market prices. Fair value measurement for marketable equity securities is classified as Level 1 .

## Auction rate securities

The subsidiary s auction rate securities (ARS) holdings were AAA rated and are insured by qualified guarantee agencies, and reinsured by the Secretary of Education and United States Government, and are guaranteed about $95 \%$ by the United States Government. The ARS market has been illiquid, and no readily observable prices exist, Honda measured the fair value of the ARS based on the discounted future cash flows. In order to assess various kinds of risks, such as liquidity risk, Honda used third-party developed valuation model which obtains a wide array of market observable inputs, as well as unobservable inputs including probability of passing or failing auction at each auction. Fair value measurement for auction rate securities is classified as Level 3.

Honda does not have significant assets and liabilities measured at fair value on a nonrecurring basis for the year ended March 31, 2011 and the nine months ended December 31, 2011.

Honda has not elected the fair value option for the year ended March 31, 2011 and the nine months ended December 31, 2011.
The estimated fair values of significant financial instruments at March 31, 2011 and December 31, 2011 are as follows:

|  | Yen (millions) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | March 31, 2011 |  | December 31, 2011 |  |
|  | Carrying amount | Estimated fair value | Carrying amount | Estimated fair value |
| Finance subsidiaries-receivables * | ¥ 3,642,235 | ¥ 3,701,218 | ¥ 3,393,493 | ¥ 3,427,353 |
| Held-to-maturity securities | 40,725 | 40,649 | 7,336 | 7,420 |
| Debt | $(4,100,435)$ | $(4,159,300)$ | $(3,835,868)$ | $(3,888,352)$ |

* The carrying amounts of finance subsidiaries-receivables at March 31, 2011 and December 31, 2011 in the table exclude $¥ 333,979$ million and $¥ 313,133$ million, respectively, of direct financing leases, net, classified as finance subsidiaries-receivables in the consolidated balance sheets. The carrying amounts of finance subsidiaries-receivables at March 31, 2011 and December 31, 2011 in the table also include $¥ 496,233$ million and $¥ 423,949$ million of finance receivables classified as trade accounts and notes receivable and other assets in the consolidated balance sheets, respectively.
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.

Table of Contents

# HONDA MOTOR CO., LTD. AND SUBSIDIARIES 

Notes to Consolidated Financial Statements

The methodologies and assumptions used to estimate the fair values of financial instruments are as follows:
Cash and cash equivalents, trade accounts and notes receivable 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 commercial loans were estimated by discounting future cash flows using the current rates for these instruments of similar remaining maturities. Given the short maturities of wholesale flooring receivables, the carrying amount of those receivables approximates fair value.

## Held-to-maturity securities

The fair values of Government bonds and U.S. government and agency debt securities were estimated by using quoted market prices. The carrying amount of certificates of deposit approximates fair value because of the short maturity of the instrument.

## 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.

## (11) Risk Management Activities and Derivative Financial Instruments

Honda uses derivative financial instruments in the normal course of business to reduce their exposure to fluctuations in foreign exchange rates and interest rates (see note 10). Currency swap agreements are used to manage currency risk exposure on foreign currency denominated debt. Foreign currency forward exchange contracts and purchased option contracts are used to hedge currency risk of 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 manage interest rate risk exposure and 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 currently does not require or place collateral for these financial instruments with any counterparties.

Table of Contents

## HONDA MOTOR CO., LTD. AND SUBSIDIARIES

Notes to Consolidated Financial Statements

Contract amounts outstanding for foreign currency forward exchange contracts, foreign currency option contracts and currency swap agreements and the notional principal amounts of interest rate swap agreements at March 31, 2011 and December 31, 2011 are as follows:

Derivatives designated as hedging instruments:

|  | Yen (millions) |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | March 31, | December 31, |  |  |
| Foreign currency forward exchange contracts | $\mathbf{2 0 1 1}$ | $\mathbf{2 0 1 1}$ |  |  |
| Foreign exchange instruments | $¥$ | 15,050 | $¥$ | 14,926 |

## Derivatives not designated as hedging instruments:

|  | Yen (millions) |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { March 31, } \\ & 2011 \end{aligned}$ |  | $\begin{gathered} \text { ecember 31, } \\ 2011 \end{gathered}$ |
| Foreign currency forward exchange contracts | $¥ 611,359$ | $¥$ | 558,347 |
| Foreign currency option contracts | 44,237 |  | 173,949 |
| Currency swap agreements | 549,099 |  | 480,338 |
| Foreign exchange instruments | $¥ 1,204,695$ | ¥ | 1,212,634 |
| Interest rate swap agreements | $¥ 3,566,605$ | $¥$ | 3,359,856 |
| Interest rate instruments | $¥ 3,566,605$ |  | 3,359,856 |

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 amounts recognized in accumulated other comprehensive income (loss) at March 31, 2011 and December 31, 2011 were $¥ 156$ million loss and $¥ 45$ million income, respectively. All amounts recorded in accumulated other comprehensive income (loss) as of December 31, 2011 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

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Company excludes financial instruments time value component from the assessment of hedge effectiveness. There is no portion of hedging instruments that has been assessed as hedge 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.

## Table of Contents

HONDA MOTOR CO., LTD. AND SUBSIDIARIES

Notes to Consolidated Financial Statements

The estimated fair values of derivative instruments at March 31, 2011 and December 31, 2011 are as follows.

## As of March 31, 2011

Derivatives designated as hedging instruments:

|  | Yen (millions) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Gross fair value |  | Balance sheet location |  |  |  |
|  | Asset derivatives | Liability derivatives | Other current assets | Other assets |  | rrent ies |
| Foreign exchange instruments | ¥ | (114) | $¥$ | ¥ | ¥ | (114) |

## Derivatives not designated as hedging instruments:

|  | Yen (millions) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Gross fair value |  | Balance sheet location |  |  |  |
|  | Asset derivatives | Liability derivatives | Other current assets | Other assets |  | r current abilities |
| Foreign exchange instruments | $¥ 57,880$ | $¥(15,598)$ | ¥ 20,174 | ¥ 31,702 | $¥$ | $(9,594)$ |
| Interest rate instruments | 29,913 | $(32,590)$ | $(2,082)$ | 11,358 |  | $(11,953)$ |
| Total | ¥ 87,793 | $¥(48,188)$ | $¥ 18,092$ | $¥ 43,060$ | $¥$ | $(21,547)$ |
| Netting adjustment | $(26,641)$ | 26,641 |  |  |  |  |
| Net amount | ¥ 61,152 | $¥(21,547)$ |  |  |  |  |

As of December 31, 2011

Derivatives designated as hedging instruments:

|  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Gross fair value (millions) |  |  |  |  |
| Asset | Liability | Other current | Other | Other current |
| derivatives | derivatives | assets | assets | liabilities |


| Foreign exchange instruments | $¥$ | $¥$ | $¥$ | $¥$ | $¥$ | (49) |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

Derivatives not designated as hedging instruments:

|  | Yen (millions) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Gross fair value |  | Balance sheet location |  |  |
|  | Asset derivatives | Liability derivatives | Other current assets | Other assets | Other current liabilities |
| Foreign exchange instruments | ¥ 56,655 | ¥ ( 21,626 ) | $¥ 39,875$ | ¥ 5,790 | $¥(10,636)$ |
| Interest rate instruments | 33,491 | $(20,629)$ | (831) | 19,577 | $(5,884)$ |
| Total | ¥ 90,146 | $¥(42,255)$ | $¥ 39,044$ | $¥ 25,367$ | $¥(16,520)$ |
| Netting adjustment | $(25,735)$ | 25,735 |  |  |  |
| Net amount | ¥ 64,411 | $¥(16,520)$ |  |  |  |

Derivative asset and liability positions are presented net by counterparty on the consolidated balance sheets when valid master netting agreement exists and the other conditions set out in the FASB Accounting Standards Codification (ASC) 210-20 Balance Sheet-Offsetting are met.

The pre-tax effects of derivative instruments on the Company s results of operations for the nine months and the three months ended December 31, 2010 and 2011 are as follows:

## Table of Contents

HONDA MOTOR CO., LTD. AND SUBSIDIARIES

Notes to Consolidated Financial Statements

For the nine months ended December 31, 2010

## Derivatives designated as hedging instruments

Cash flow hedge:

|  | Gain <br> (Loss) | Yen (millions) |
| :--- | :--- | :--- | :--- |


|  | Yen (millions) <br> Gain (Loss) recognized in earnings <br> Location |  |
| :--- | :--- | :---: |
| Foreign exchange instruments | Other income (expenses) - Other, net | Amount |
| Interest rate instruments | Other income (expenses) - Other, net | $\neq 86,302$ |
| Total |  | $(14,447)$ |

For the nine months ended December 31, 2011

Derivatives designated as hedging instruments

Cash flow hedge:

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|  | Gain (Loss) recognized in other comprehensive income (loss) (effective portion) Amount | Gain (Loss) reclassified from accumulated other comprehensive income (loss) into earnings (effective portion) |  | Gain (Loss) recognized in earnings (financial instruments time value component excluded from the assessment of hedge effectiveness) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Foreign exchange instruments: | ¥ 182 | Other income (expenses) - | $¥$ (152) | Other income (expenses) - | $¥$ (4) |
|  |  | Other, net |  | Other, net |  |

## Derivatives not designated as hedging instruments

|  | Yen (millions) <br> Gain (Loss) recognized in earnings Location |  | Amount |
| :---: | :---: | :---: | :---: |
| Foreign exchange instruments | Other income (expenses) - Other, net | ¥ | 35,146 |
| Interest rate instruments | Other income (expenses) - Other, net |  | 1,363 |
| Total |  | ¥ | 36,509 |

## Table of Contents

HONDA MOTOR CO., LTD. AND SUBSIDIARIES

Notes to Consolidated Financial Statements

For the three months ended December 31, 2010

## Derivatives designated as hedging instruments

Cash flow hedge:

|  | Gain <br> (Loss) | Yen (millions) |
| :--- | :--- | :--- | :--- |

\(\left.$$
\begin{array}{llc} & & \begin{array}{c}\text { Yen (millions) } \\
\\
\text { Gain (Loss) recognized in earnings } \\
\text { Location }\end{array}
$$ <br>

Foreign exchange instruments \& Other income (expenses) - Other, net \& Amount\end{array}\right]\)| 7,112 |
| :--- |
| Interest rate instruments |
| Total |

For the three months ended December 31, 2011

Derivatives designated as hedging instruments

Cash flow hedge:

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|  | Gain (Loss) recognized in other comprehensive income (loss) (effective portion) Amount | Gain (Loss) reclassified from accumulated other comprehensive income (loss) into earnings (effective portion) |  | Gain (Loss) recognized in earnings (financial instruments time value component excluded from the assessment of hedge effectiveness) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Foreign exchange instruments: | $¥ 75$ | Other income (expenses) - | $¥ 77$ | Other income (expenses) - | $¥$ (124) |
|  |  | Other, net |  | Other, net |  |

## Derivatives not designated as hedging instruments

|  | Yen (millions) |  |  |
| :---: | :---: | :---: | :---: |
|  | Gain (Loss) recognized in earnings Location | Amount |  |
|  |  |  |  |
| Foreign exchange instruments | Other income (expenses) - Other, net | ¥ | $(8,421)$ |
| Interest rate instruments | Other income (expenses) - Other, net |  | 3,908 |
| Total |  | $\geq$ | $(4,513)$ |

The gains and losses are included in other income (expenses) other, net on a net basis with related items, such as foreign currency translation.

Table of Contents

# HONDA MOTOR CO., LTD. AND SUBSIDIARIES 

Notes to Consolidated Financial Statements

## (12) Contingent Liabilities

Honda has entered into various guarantee and indemnification agreements. At March 31, 2011 and December 31, 2011, Honda has guaranteed $¥ 30,393$ million and $¥ 28,406$ million of bank loans 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 $¥ 30,393$ million and $¥ 28,406$ million, respectively, at March 31, 2011 and December 31, 2011. At December 31, 2011, 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 products 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 the year ended March 31, 2011 and the nine months ended December 31, 2011 are as follows:

|  | Yen (millions) |  |  |
| :---: | :---: | :---: | :---: |
|  | March 31, 2011 | $\begin{gathered} \text { December 31, } \\ 2011 \end{gathered}$ |  |
| Balance at beginning of the period | ¥ 226,038 | ¥ | 213,943 |
| Warranty claims paid during the period | $(82,080)$ |  | $(63,575)$ |
| Liabilities accrued for warranties issued during the period | 84,920 |  | 43,111 |
| Changes in liabilities for pre-existing warranties during the period | $(3,550)$ |  | $(11,973)$ |
| Foreign currency translation | $(11,385)$ |  | $(9,244)$ |
| Balance at end of the period | $¥ 213,943$ | ¥ | 172,262 |

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 accrued liabilities. Punitive damages are claimed in certain of these lawsuits. Honda is also subject to potential liability under other various lawsuits and claims. Honda recognizes an accrued liability for loss contingencies 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. 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.

## Table of Contents

HONDA MOTOR CO., LTD. AND SUBSIDIARIES
Notes to Consolidated Financial Statements

## (13) Information Related to Honda Motor Co., Ltd. Shareholders Equity

For the nine months ended December 31, 2010
(a) Information concerning dividends

1. Dividend payout

Resolution
Type of shares
Total amount of dividends (million yen)
Dividend per share of common stock (yen)
Record date
Effective date
Resource for dividend

Resolution
Type of shares
Total amount of dividends (million yen)
Dividend per share of common stock (yen)
Record date
Effective date
Resource for dividend

Resolution
Type of shares
Total amount of dividends (million yen)
Dividend per share of common stock (yen)
Record date
Effective date
Resource for dividend

The ordinary general meeting of shareholders on June 24, 2010
Common stock
21,775
12.00

March 31, 2010
June 25, 2010
Retained earnings

The board of directors meeting on July 30, 2010
Common stock
21,733
12.00

June 30, 2010
August 26, 2010
Retained earnings
The board of directors meeting on October 29, 2010
Common stock
21,627
12.00

September 30, 2010
November 25, 2010
Retained earnings
2. Dividends payable of which record date was in the nine months ended December 31, 2010, effective after the period

Resolution
Type of shares

The board of directors meeting on January 31, 2011
Common stock

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Total amount of dividends (million yen) 27,034
Dividend per share of common stock (yen) 15.00
Record date
Effective date
December 31, 2010
Resource for dividend
February 25, 2011
Retained earnings
(b) Significant changes in Honda Motor Co., Ltd. shareholders equity None

## Table of Contents

HONDA MOTOR CO., LTD. AND SUBSIDIARIES

Notes to Consolidated Financial Statements

For the nine months ended December 31, 2011
(a) Information concerning dividends

1. Dividend payout

Resolution
Type of shares
Total amount of dividends (million yen)
Dividend per share of common stock (yen)
Record date
Effective date
Resource for dividend

Resolution
Type of shares
Total amount of dividends (million yen)
Dividend per share of common stock (yen)
Record date
Effective date
Resource for dividend

Resolution
Type of shares
Total amount of dividends (million yen)
Dividend per share of common stock (yen)
Record date
Effective date
Resource for dividend

The ordinary general meeting of shareholders on June 23, 2011
Common stock
27,034
15.00

March 31, 2011
June 24, 2011
Retained earnings
The board of directors meeting on August 1, 2011
Common stock
27,034
15.00

June 30, 2011
August 24, 2011
Retained earnings
The board of directors meeting on October 31, 2011
Common stock
27,034
15.00

September 30, 2011
November 25, 2011
Retained earnings
2. Dividends payable of which record date was in the nine months ended December 31, 2011, effective after the period

Resolution
Type of shares
Total amount of dividends (million yen)
Dividend per share of common stock (yen)

The board of directors meeting on January 31, 2012
Common stock
27,034
15.00

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Record date
Effective date
Resource for dividend

December 31, 2011
February 24, 2012
Retained earnings
(b) Significant changes in Honda Motor Co., Ltd. shareholders equity

None

Table of Contents

HONDA MOTOR CO., LTD. AND SUBSIDIARIES
Notes to Consolidated Financial Statements

## (14) 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 the chief operating decision maker in deciding how to allocate resources and in assessing performance. The accounting policies used for these reportable segments are consistent with the accounting policies used in Honda s consolidated financial statements.

Principal products and services, and functions of each segment are as follows:

| Motorcycle business ${ }^{\text {Segment }}$ | Principal products and services | Functions |
| :---: | :---: | :---: |
|  | Motorcycles, all-terrain vehicles | Research \& Development |
|  | (ATVs) and relevant parts | Manufacturing |
| Automobile business |  | Sales and related services |
|  | Automobiles and relevant parts | Research \& Development |
|  |  | Manufacturing |
| Financial services business |  | Sales and related services |
|  | Financial, insurance services | Retail loan and lease related to |
|  |  | Honda products |
| Power product and other businesses |  | Others |
|  | Power products and relevant parts, | Research \& Development |
|  | and others | Manufacturing |
|  |  | Sales and related services |
| Segment Information |  | Others |
|  |  |  |

For the three months ended December 31, 2010

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|  | Motorcycle Business | Automobile Business | Financial Services Business |  |  | illions) <br> Segment Total |  | conciling Items |  | Other ustments | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales and other operating revenue: |  |  |  |  |  |  |  |  |  |  |  |
| External customers | $¥ 301,996$ | $¥ 1,613,841$ | ¥ 136,442 | ¥ | 68,023 | $¥ 2,120,302$ | $¥$ |  | ¥ | $(9,888)$ | $¥ 2,110,414$ |
| Intersegment |  | 2,087 | 2,854 |  | 4,164 | 9,105 |  | $(9,105)$ |  |  |  |
| Total | $¥ 301,996$ | $¥ 1,615,928$ | ¥ 139,296 | ¥ | 72,187 | $¥ 2,129,407$ | $¥$ | $(9,105)$ | $¥$ | $(9,888)$ | $¥ 2,110,414$ |
| Segment income (loss) | ¥ 29,132 | $¥ 68,400$ | ¥ 44,603 | ¥ | $(2,079)$ | $¥ 140,056$ | $¥$ |  |  | $(14,403)$ | $¥ 125,653$ |

For the three months ended December 31, 2011

|  | Yen (millions) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Motorcycle Business | Automobile Business | Financial Services Business |  | Power roduct d Other sinesses | Segment Total | Reconciling Items | Other <br> Adjustments | Consolidated |
| Net sales and other operating revenue: |  |  |  |  |  |  |  |  |  |
| External customers | ¥ 302,590 | $¥ 1,451,054$ | ¥ 124,806 | ¥ | 64,095 | ¥ 1,942,545 | ¥ | ¥ | ¥ 1,942,545 |
| Intersegment |  | 4,578 | 2,760 |  | 3,951 | 11,289 | $(11,289)$ |  |  |
| Total | $¥ 302,590$ | $¥ 1,455,632$ | ¥ 127,566 | $¥$ | 68,046 | $¥ 1,953,834$ | ¥ $(11,289)$ | ¥ | $¥ 1,942,545$ |
| Segment income (loss) | ¥ 25,866 | ¥ (16,997) | ¥ 37,597 |  | $(2,168)$ | $¥ 44,298$ | $¥$ | ¥ | $¥ 44,298$ |

## Table of Contents

HONDA MOTOR CO., LTD. AND SUBSIDIARIES

Notes to Consolidated Financial Statements

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


As of and for the nine months ended December 31, 2011


Explanatory notes:

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1. Segment income (loss) of each segment is measured in a consistent manner with consolidated operating income, which is income before income taxes and equity in income of affiliates before other income (expenses), except other adjustments, which is out-of-period adjustments. Expenses not directly associated with specific segments are allocated based on the most reasonable measures applicable. For further information on other adjustments, see note 1(e). The amount of out-of-period adjustments are not reported to or used by the chief operating decision maker in deciding how to allocate resources and in assessing the Company s operating performance. Therefore, the adjustments are not included in the Power product and other businesses but as other adjustments for the three months and the nine months periods ended December 31, 2010.
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 $¥ 393,266$ million as of December 31,2010 and $¥ 371,004$ million as of December 31, 2011 respectively, which consist primarily of cash and cash equivalents, available-for-sale securities and held-to-maturity securities held by the Company. Reconciling items also include elimination of intersegment transactions.
5. Depreciation and amortization of the Financial services business include $¥ 160,036$ million for the nine months ended December 31, 2010 and $¥ 154,054$ million for the nine months ended December 31, 2011, respectively, of depreciation of property on operating leases.
6. Capital expenditure of the Financial services business includes $¥ 586,391$ million for the nine months ended December 31, 2010 and $¥ 498,380$ million for the nine months ended December 31, 2011 respectively, of purchase of operating lease assets.
7. The amounts of Net sales and other operating revenue Intersegment for the three months and nine months ended December 31, 2010 have been corrected from the amounts previously disclosed.
8. For the three months ended December 31,2011 , substantially all of the $¥ 17,348$ million of the costs and expenses and $¥ 11,838$ million of insurance recoveries resulting from Thailand flood are included in Segment income (loss) of the Automobile business.

## Table of Contents

HONDA MOTOR CO., LTD. AND SUBSIDIARIES

Notes to Consolidated Financial Statements

## Supplemental Geographical Information

In addition to the disclosure required by U.S. GAAP, Honda provides the following supplemental information in order to provide financial statements users with useful information:

Supplemental geographical information based on the location of the Company and its subsidiaries
For the three months ended December 31, 2010

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

For the three months ended December 31, 2011

|  | Japan |  | North merica | Europe | Asia | Yen (milli Other Regions | ns) ${ }^{\text {Total }}$ | Reconciling Items | Other <br> Adjustments | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales and other operating revenue: |  |  |  |  |  |  |  |  |  |  |
| External customers | ¥ 434,749 | ¥ | 928,336 | ¥ 105,229 | ¥ 269,470 | ¥ 204,761 | ¥ 1,942,545 | $¥$ | ¥ | $¥ 1,942,545$ |
| Transfers between geographic areas | 428,450 |  | 57,956 | 14,233 | 48,210 | 1,373 | 550,222 | $(550,222)$ |  |  |
| Total | $¥ 863,199$ | $¥$ | 986,292 | ¥ 119,462 | $¥ 317,680$ | ¥ 206,134 | ¥ 2,492,767 | ¥ ( 550,222 ) | $¥$ | $¥ 1,942,545$ |
| Operating income (loss) | ¥ (41,219) | ¥ | 74,865 | $¥(3,801)$ | $¥ 13,350$ | $¥ 12,525$ | $¥ \quad 55,720$ | ¥ ( 11,422 ) | ¥ | ¥ 44,298 |

## Table of Contents

HONDA MOTOR CO., LTD. AND SUBSIDIARIES

Notes to Consolidated Financial Statements

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

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

As of and for the nine months ended December 31, 2011

|  | North Yen (millions) <br> Other  |  |  |  |  |  |  |  | Reconciling Items |  | Other <br> Adjustments | Consolidated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales and other operating revenue: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| External customers | $\geq 1,188,657$ | $¥ 2,366,920$ | ¥ 370,471 | ¥ | 945,363 | $¥ 671,622$ | ¥ | 5,543,033 | ¥ |  | ¥ | ¥ | 5,543,033 |
| Transfers between geographic areas | 1,105,253 | 147,445 | 44,461 |  | 153,553 | 8,822 |  | 1,459,534 |  | 1,459,534) |  |  |  |
| Total | $¥ 2,293,910$ | $¥ 2,514,365$ | $¥ 414,932$ | ¥ | ,098,916 | $¥ 680,444$ | ¥ | 7,002,567 |  | (1,459,534) | ¥ | ¥ | 5,543,033 |
| Operating income (loss) | ¥ (122,422) | $¥ 141,083$ | $¥(13,934)$ | ¥ | 60,326 | ¥ 51,333 | ¥ | 116,386 | ¥ | 3,002 | ¥ | $\geq$ | 119,388 |
| Assets | $¥ 2,956,920$ | $¥ 5,809,611$ | ¥ 437,391 | ¥ | 938,207 | $¥ 601,543$ | ¥ | 10,743,672 | $¥$ | 138,624 | ¥ |  | 10,882,296 |
| Long-lived assets | ¥ 1,035,861 | ¥ 1,805,658 | ¥ 97,691 | ¥ | 218,844 | ¥ 126,558 | ¥ | 3,284,612 | ¥ |  | ¥ | ¥ | 3,284,612 |

Explanatory notes:

1. Major countries or regions in each geographic area:

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

2. Operating income (loss) of each geographical region is measured in a consistent manner with consolidated operating income, which is income before income taxes and equity in income of affiliates before other income (expenses), except other adjustments, which is out-of-period adjustments. For further information on other adjustments, see note 1(e). The adjustments are not included in Japan but as other adjustments for the three months and the nine months periods ended December 31, 2010.
3. Assets of each geographical region are defined as total 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 $¥ 393,266$ million as of December 31, 2010 and $¥ 371,004$ million as of December 31, 2011 respectively, which consist primarily of cash and cash equivalents, available-for-sale securities and held-to-maturity securities held by the Company. Reconciling items also include elimination of transactions between geographic areas.
6. For the three months ended December $31,2011, ¥ 17,348$ million of the costs and expenses and $¥ 11,838$ million of insurance recoveries resulting from Thailand flood are included in Operating income (loss) of Asia.

Table of Contents

## HONDA MOTOR CO., LTD. AND SUBSIDIARIES

Notes to Consolidated Financial Statements

## (15) Per Share Data

Basic net income attributable to Honda Motor Co., Ltd. per common share and the bases of computation are as follows:
For the nine months ended December 31, 2010 and 2011

|  |  |  | Yen |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\begin{gathered} \text { December 31, } \\ 2010 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2011 \end{gathered}$ |  |
| Basic net income attributable to Honda Motor Co., Ltd. per common share |  |  | ¥ 270.82 | ¥ | 77.62 |
|  | Yen (millions) |  |  |  |  |
|  | $\begin{gathered} \text { December 31, } \\ 2010 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2011 \end{gathered}$ |  |  |
| The bases of computation |  |  |  |  |  |
| Net income attributable to Honda Motor Co., Ltd. | ¥ | 489,534 | ¥ |  | 139,888 |
| Amount not applicable to common stock |  |  |  |  |  |
| Net income attributable to Honda Motor Co., Ltd. applicable to common stock | ¥ | 489,534 | ¥ |  | 139,888 |
| Weighted average number of common shares | 1,807,578,062 shares |  | 1,802,300,940 shares |  |  |

* Diluted net income attributable to Honda Motor Co., Ltd. per common share is not provided as there is no potential dilution effect. For the three months ended December 31, 2010 and 2011

|  |  |  | Yen |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\begin{gathered} \text { December 31, } \\ 2010 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2011 \end{gathered}$ |  |
| Basic net income attributable to Honda Motor Co., Ltd. per common share |  |  | ¥ 45.01 | ¥ | 26.45 |
|  | Yen (millions) |  |  |  |  |
|  |  |  | $\begin{gathered} \text { December 31, } \\ 2011 \end{gathered}$ |  |  |
| The bases of computation |  |  |  |  |  |
| Net income attributable to Honda Motor Co., Ltd. | ¥ | 81,118 | ¥ |  | 47,662 |
| Amount not applicable to common stock |  |  |  |  |  |

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Net income attributable to Honda Motor Co., Ltd. applicable to

| common stock | $¥$ | 81,118 | $¥$ |
| :--- | :---: | ---: | :--- |
| Weighted average number of common shares | $1,802,304,736$ shares | $1,802,300,521$ shares |  |

* Diluted net income attributable to Honda Motor Co., Ltd. per common share is not provided as there is no potential dilution effect.


## Table of Contents

## Honda Siel Cars India Ltd. resumes normal production at Greater Noida plant

Honda Siel Cars India Ltd. (HSCI), leading manufacturer of premium cars in India, announced that it has resumed normal production with two shift operations from February 15, 2012. In the wake of disruption in supplies from Thailand, the company had been working under severe production constraints since November 2011.

HSCI has resumed two shift operations from February 15, 2012. HSCI will have production of 370 cars per day from February 15, 2012, and from the week commencing on February 19, 2012, HSCI will ramp up to 440 units per day.

Honda has been carefully monitoring the part supply process and has taken all the necessary recovery actions to normalize production situation with critical components now being sourced from Japan \& China.

HSCI s top priority at the moment is to reduce the backlog and closely work with our dealers to ensure prompt deliveries. HSCI is hopeful to clear most of the current Brio bookings within March 2012 and deliver cars to these waiting customers.

The production of the new City and Brio has already been resumed while the production of Honda Jazz will start towards the end of February 2012.

Table of Contents
To: $\quad$ Shareholders of Honda Motor Co., Ltd.

From: Honda Motor Co., Ltd.
1-1, Minami-Aoyama 2-chome,
Minato-ku, Tokyo, 107-8556

Takanobu Ito

President and Representative Director
Notice Concerning Management Changes
The Board of Directors of Honda Motor Co., Ltd. (the Company ), at its meeting held on February 21, 2012 has decided on changes of Operating Officers as of April 1, 2012 and has decided a plan for changes to its management as of late June 2012. Those changes as of late June 2012 are subject to approval at the General Meeting of Shareholders of the Company scheduled to be held in late June 2012 and/or decision at the meeting of the Board of Directors to be held immediately thereafter.

## Particulars

## 1. Planned changes in Operating Officers (as of April 1, 2012)

Operating Officers to change titles

| Name | New Title <br> Tetsuo Iwamura | Current Title |
| :--- | :--- | :--- |
| Takashi Yamamoto | Executive Vice President and Executive Officer | Senior Managing Officer |
| Hidenobu Iwata | Senior Managing Officer | Managing Officer |
| Yoshiharu Yamamoto | Senior Managing Officer | Managing Officer |
| Takuji Yamada | Senior Managing Officer and Director | Managing Officer and Director |
| Masahiro Takedagawa | Managing Officer and Director | Operating Officer and Director |
| Yoshiyuki Matsumoto | Managing Officer | Operating Officer |
| Ko Katayama | Managing Officer | Operating Officer |
| Operating Officers to be newly appointed | Managing Officer | Operating Officer |


| Name | Current Title |
| :--- | :--- |
| Naoto Matsui | General Manager of Purchasing Division 2 in Purchasing Operations |
| Mitsugu Matsukawa | General Manager of Hamamatsu Factory of Production Operations |
| Shinji Aoyama | General Manager of Motorcycle Business Planning Office for Motorcycle Operations |

## Table of Contents

2. Planned changes in Representative Director, Directors and Corporate Auditors (as of late June 2012) Planned changes in Directors (as of late June 2012)

Directors to be newly appointed

| Name <br> Tetsuo Iwamura <br>  <br> Takashi Yamamoto Title | Executive Vice President, Executive | Title as of April 1, 2012 |
| :--- | :--- | :--- |
| Yuji Shiga | Officer and Representative Director | Executive Vice President and |
| Directors to retire | Senior Managing Officer and Director | Executive Officer |


| Name | New Title | Title as of April 1, 2012 |
| :--- | :--- | :--- |
| Koichi Kondo |  | Chairman and Representative Director |
| Akio Hamada | Managing Officer | Executive Vice President, Executive <br> Officer and Representative Director |
| Takuji Yamada | Managing Officer and Director |  |

Planned changes in Corporate Auditors (as of late June 2012)

Corporate Auditors to be newly appointed

| Name |  |
| :--- | :--- |
| Masaya Yamashita |  |
| Toshiaki Hiwatari | Managing Officer |
|  | Former Prosecutor General Post/Previous Post |
|  | Attorney-at-law |
|  | Advisor of TMI Associates |
| Mr. Toshiaki Hiwatari is expected to be an outside corporate auditor as provided for in the Company Law. |  |
| Corporate Auditors to retire |  |


| Name <br> Toru Onda | Present Post |  |
| :--- | :---: | ---: |
| Fumihiko Saito | Corporate Auditor |  |
| Planned change in OperatingOfficer (as of late June 2012) |  |  |
|  |  |  |
| Operating Officer to retire |  |  |

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| Name | Operating Officer |
| :--- | :---: | :---: |
| Takashi Nagai | Current Title |
| Mr. Takashi Nagai is expected to take office as President and Representative Director of Honda Logistics Inc. |  |

## Table of Contents

Resume of Director and Representative Director Candidate

As of February 21, 2012

## Tetsuo IWAMURA

Date of Birth: May 30, 1951 (60 years old)

Professional Experience:

| April | 1978 | Joined Honda Motor Co., Ltd. |
| :---: | :---: | :---: |
| June | 1999 | General Manager of Overseas Operation Office No. 1 for Regional Operations (the Americas), Honda Motor Co., Ltd. |
| April | 2000 | Chief Operating Officer for Parts Operations, Honda Motor Co., Ltd. |
| June | 2000 | Director, Honda Motor Co., Ltd. |
| April | 2003 | Chief Operating Officer for Regional Operations (Latin America), Honda Motor Co., Ltd. |
|  |  | President and Director of Honda South America Ltda. |
|  |  | President and Director of Moto Honda da Amazonia Ltda. |
|  |  | President and Director of Honda Automoveis do Brazil Ltda. |
| June | 2006 | Managing Director, Honda Motor Co., Ltd. |
| April | 2007 | Chief Operating Officer for Regional Operations (North America), Honda Motor Co., Ltd. |
|  |  | President and Director of Honda North America, Inc. |
|  |  | President and Director of American Honda Motor Co., Inc. |
| June | 2008 | Senior Managing Director, Honda Motor Co., Ltd. |
| April | 2011 | Senior Managing Officer and Director, Honda Motor Co., Ltd. |
| June | 2011 | Senior Managing Officer, Honda Motor Co., Ltd. |

* Current responsibilities in boldface

Number of shares held: 20,900 shares


[^0]:    See accompanying notes to consolidated financial statements.

