## HONDA MOTOR CO., LTD. REPORTS

# CONSOLIDATED FINANCIAL RESULTS <br> FOR THE FISCAL SECOND QUARTER AND FISCAL FIRST HALF YEAR ENDED SEPTEMBER 30, 2014 

Tokyo, October 28, 2014--- Honda Motor Co., Ltd. today announced its consolidated financial results for the fiscal second quarter and fiscal first half year ended September 30, 2014.

## Second Quarter Results

Honda's consolidated net income attributable to Honda Motor Co., Ltd. for the fiscal second quarter ended September 30, 2014 totaled JPY 141.8 billion (USD 1,296 million), an increase of $17.9 \%$ from the same period last year. Basic net income attributable to Honda Motor Co., Ltd. per common share for the quarter amounted to JPY 78.73 (USD 0.72 ), an increase of JPY 11.94 (USD 0.11) from JPY 66.79 for the corresponding period last year. One Honda American Depository Share represents one common share.

Consolidated net sales and other operating revenue (herein referred to as "revenue") for the quarter amounted to JPY 3,014.7 billion (USD 27,545 million), an increase of 4.3\% from the same period last year, due primarily to increased revenue in motorcycle and automobile business operations, as well as favorable foreign currency translation effects.

Consolidated operating income for the quarter amounted to JPY 164.4 billion (USD 1,502 million), a decrease of $4.1 \%$ from the same period last year, due primarily to a decrease in sales volume and model mix as well as increased R\&D expenses, despite continuing cost reduction efforts and favorable foreign currency effects.

Consolidated income before income taxes and equity in income of affiliates for the quarter totaled JPY 179.8 billion (USD 1,643 million), an increase of $8.6 \%$ from the same period last year.

Equity in income of affiliates amounted to JPY 22.7 billion (USD 208 million) for the quarter, a decrease of $28.2 \%$ from the corresponding period last year.

## Business Segment

## Motorcycle Business

For the three months ended September 30, 2013 and 2014

|  | Honda Group Unit Sales |  |  |  | Consolidated Unit Sales |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Three months } \\ \text { ended } \\ \text { Sep. 30, } 2013 \end{gathered}$ | $\begin{aligned} & \hline \text { Three months } \\ & \text { ended } \\ & \text { Sep. 30, } 2014 \\ & \hline \end{aligned}$ | Change | \% | $\begin{gathered} \hline \text { Three months } \\ \text { ended } \\ \text { Sep. 30, } 2013 \end{gathered}$ | $\begin{aligned} & \hline \text { Three months } \\ & \text { ended } \\ & \text { Sep. } 302014 \\ & \hline \end{aligned}$ | Change | \% |
| Motorcycle business | 4,216 | 4,581 | 365 | 8.7 | 2,585 | 2,743 | 158 | 6.1 |
| Japan | 63 | 50 | -13 | -20.6 | 63 | 50 | -13 | -20.6 |
| North America | 68 | 69 | 1 | 1.5 | 68 | 69 | 1 | 1.5 |
| Europe | 38 | 47 | 9 | 23.7 | 38 | 47 | 9 | 23.7 |
| Asia | 3,536 | 3,998 | 462 | 13.1 | 1,905 | 2,160 | 255 | 13.4 |
| Other Regions | 511 | 417 | -94 | -18.4 | 511 | 417 | -94 | -18.4 |

Note: Honda Group Unit Sales is the total unit sales of completed products of Honda, its consolidated subsidiaries and its affiliates accounted for under the equity method. Consolidated Unit Sales is the total unit sales of completed products corresponding to consolidated net sales to external customers, which consists of unit sales of completed products of Honda and its consolidated subsidiaries.

With respect to Honda's sales for the fiscal second quarter by business segment, in motorcycle business operations, revenue from sales to external customers increased 4.9\%, to JPY 438.3 billion (USD 4,005 million) from the same period last year due mainly to increased consolidated unit sales as well as favorable foreign currency translation effects. Operating income totaled JPY 38.1 billion (USD 348 million), a decrease of 16.3\% from the same period last year, due primarily to increased SG\&A expenses.

## Automobile Business

For the three months ended September 30, 2013 and 2014
Unit (Thousands)


Note: Honda Group Unit Sales is the total unit sales of completed products of Honda, its consolidated subsidiaries and its affiliates accounted for under the equity method. Consolidated Unit Sales is the total unit sales of completed products corresponding to consolidated net sales to external customers, which consists of unit sales of completed products of Honda and its consolidated subsidiaries. Certain sales of automobiles that are financed with residual value type auto loans by our Japanese finance subsidiaries and sold through our consolidated subsidiaries are accounted for as operating leases in conformity with U.S. generally accepted accounting principles and are not included in consolidated net sales to the external customers in our Automobile business. As a result, they are not included in Consolidated Unit Sales, but are included in Honda Group Unit Sales of our Automobile business.

In automobile business operations, revenue from sales to external customers increased 3.7\%, to JPY 2,310.4 billion (USD 21,109 million) from the same period last year due mainly to increased consolidated unit sales as well as favorable foreign currency translation effects. Operating income totaled JPY 79.1 billion (USD 723 million), a decrease of $1.3 \%$ from the same period last year, due primarily to increased expenses for incentives in North America and increased R\&D expenses, despite continuing cost reduction efforts, decreased SG\&A expenses, as well as favorable foreign currency effects.

## Financial Services Business

Revenue from customers in the financial services business operations increased 13.5\%, to JPY 192.9 billion (USD 1,763 million) from the same period last year due mainly to an increase in revenue from operating leases and favorable foreign currency translation effects. Operating income increased $3.6 \%$ to JPY 48.2 billion (USD 441 million) from the same period last year due mainly to favorable foreign currency effects.

## Power Product and Other Businesses

For the three months ended September 30, 2013 and 2014

|  | Unit (Thousands) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Honda Group Unit Sales/ Consolidated Unit Sales |  |  |  |
|  | $\begin{gathered} \text { Three months } \\ \text { ended } \\ \text { Sep. 30, } 2013 \\ \hline \end{gathered}$ | $\begin{gathered} \text { Three months } \\ \text { ended } \\ \text { Sep. 30, } 2014 \\ \hline \end{gathered}$ | Change | \% |
| Power product business | 1,295 | 1,286 | -9 | -0.7 |
| Japan | 93 | 85 | -8 | -8.6 |
| North America | 504 | 497 | -7 | -1.4 |
| Europe | 156 | 191 | 35 | 22.4 |
| Asia | 426 | 410 | -16 | -3.8 |
| Other Regions | 116 | 103 | -13 | -11.2 |

Note: Honda Group Unit Sales is the total unit sales of completed products of Honda, its consolidated subsidiaries and its affiliates accounted for under the equity method. Consolidated Unit Sales is the total unit sales of completed products corresponding to consolidated net sales to external customers, which consists of unit sales of completed products of Honda and its consolidated subsidiaries. In power product business, there is no discrepancy between Honda Group Unit Sales and Consolidated Unit Sales for the three months ended September 30, 2013 and for the three months ended September 30, 2014, since no affiliate accounted for under the equity method was involved in the sale of Honda power products.

Revenue from sales to external customers in power product and other businesses totaled to JPY 73.0 billion (USD 667 million) basically unchanged from the same period last year. Honda reported an operating loss of JPY 1.0 billion (USD 10 million) a decline of 0.2 billion (USD 2 million) from the same period last year, due mainly to increased SG\&A expenses, despite continuing cost reduction efforts.

## Geographical Information

With respect to Honda's sales for the fiscal second quarter by geographic segment, in Japan, revenue from domestic and export sales amounted to JPY 975.5 billion (USD 8,913 million), a decrease of $3.8 \%$ from the same period last year due mainly to decreased revenue in automobile business operations. Operating income totaled JPY 59.8 billion (USD 547 million), an increase of $21.5 \%$ from the same period last year, due mainly to continuing cost reduction efforts, as well as favorable foreign currency effects, despite increased SG\&A expenses and R\&D expenses.

In North America, revenue increased by 2.7\%, to JPY 1,512.2 billion (USD 13,817 million) from the same period last year due mainly to favorable foreign currency translation effects, despite decreased revenue in automobile business operations. Operating income totaled JPY 38.9 billion (USD 356 million), a decrease of $15.4 \%$ from the same period last year due mainly to a decrease in sales volume and model mix and increased expenses for incentives, despite decreased SG\&A expenses.

In Europe, revenue increased by 5.9\%, to JPY 184.8 billion (USD 1,689 million) from the same period last year due mainly to increased revenue in motorcycle business operations as well as favorable foreign currency translation effects. Honda reported an operating loss of JPY 7.5 billion (USD 69 million), an improvement of JPY 6.0 billion (USD 55 million) from the same period last year due mainly to an increase in sales volume and model mix, despite unfavorable foreign currency effects.

In Asia, revenue increased by $13.7 \%$, to JPY 789.0 billion (USD 7,209 million) from the same period last year mainly due to increased revenue in automobile and motorcycle business operations, as well as favorable foreign currency translation effects. Operating income increased by $14.1 \%$, to JPY 68.4 billion (USD 626 million) from the same period last year due mainly to an increase in sales volume and model mix, continuing cost reduction efforts, as well as favorable foreign currency effects, despite increased SG\&A expenses.

In Other regions, which includes South America, the Middle/Near East, Africa and Oceania, revenue decreased by $11.9 \%$, to JPY 247.0 billion (USD 2,257 million) from the same period last year mainly due to decreased revenue in automobile and motorcycle business operations as well as unfavorable foreign currency translation effects. Operating income totaled JPY 9.1 billion (USD 84 million), a decrease of $50.7 \%$ from the same period last year mainly due to a decrease in sales volume and model mix as well as unfavorable foreign currency effects.

Explanatory note:
United States dollar amounts have been translated from yen solely for the convenience of the reader at the rate of JPY 109.45=USD 1, the mean of the telegraphic transfer selling exchange rate and the telegraphic transfer buying exchange rate prevailing on the Tokyo foreign exchange market on September 30, 2014.

## First Half Year Results

Honda's consolidated net income attributable to Honda Motor Co., Ltd. for the fiscal half year ended September 30, 2014 totaled JPY 288.4 billion, an increase of $18.8 \%$ from the same period last year. Basic net income attributable to Honda Motor Co., Ltd. per common share for the fiscal first half year amounted to JPY 160.02, an increase of JPY 25.27 from JPY 134.75 for the same period last year.

Consolidated net sales and other operating revenue for the fiscal half year amounted to JPY 6,003.0 billion, an increase of $4.9 \%$ from the same period last year, due primarily to increased revenue in automobile and motorcycle business operations as well as favorable foreign currency translation effects.

Consolidated operating income for the fiscal first half year amounted to JPY 362.4 billion, an increase of $1.7 \%$ from the same period last year, due primarily to continuing cost reduction efforts, despite increased SG\&A expenses and R\&D expenses.

Consolidated income before income taxes and equity in income of affiliates for the fiscal first half year totaled JPY 378.6 billion, an increase of $12.2 \%$ from the same period last year.

Equity in income of affiliates amounted to JPY 61.3 billion for the fiscal first half year, a decrease of $3.3 \%$ from the same period last year.

## Business Segment

## Motorcycle Business

For the six months ended September 30, 2013 and 2014
Unit (Thousands)

|  | Honda Group Unit Sales |  |  |  | Consolidated Unit Sales |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Six months ended Sep. 30,2013 | $\begin{gathered} \text { Six months } \\ \text { ended } \\ \text { Sep. 30, } 2014 \end{gathered}$ | Change | \% | Six months ended Sep. 30,2013 | $\begin{gathered} \text { Six months } \\ \text { ended } \\ \text { Sep. 30, } 2014 \end{gathered}$ | Change | \% |
| Motorcycle business | 8,270 | 8,718 | 448 | 5.4 | 4,956 | 5,200 | 244 | 4.9 |
| Japan | 117 | 98 | -19 | -16.2 | 117 | 98 | -19 | -16.2 |
| North America | 130 | 131 | 1 | 0.8 | 130 | 131 | 1 | 0.8 |
| Europe | 90 | 107 | 17 | 18.9 | 90 | 107 | 17 | 18.9 |
| Asia | 7,015 | 7,591 | 576 | 8.2 | 3,701 | 4,073 | 372 | 10.1 |
| Other Regions | 918 | 791 | -127 | -13.8 | 918 | 791 | -127 | -13.8 |

Note: Honda Group Unit Sales is the total unit sales of completed products of Honda, its consolidated subsidiaries and its affiliates accounted for under the equity method. Consolidated Unit Sales is the total unit sales of completed products corresponding to consolidated net sales to external customers, which consists of unit sales of completed products of Honda and its consolidated subsidiaries.

With respect to Honda's sales for the fiscal first half year by business segment, in motorcycle business operations, revenue from sales to external customers increased 3.8\%, to JPY 846.1 billion from the same period last year, due mainly to increased consolidated unit sales. Operating income totaled JPY 82.1 billion, a decrease of $6.8 \%$ from the same period last year, due primarily to increased SG\&A expenses, despite an increase in sales volume and model mix.

## Automobile Business

For the six months ended September 30, 2013 and 2014

|  |  |  |  |  | Unit (Thousands) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Honda Group Unit Sales |  |  |  | Consolidated Unit Sales |  |  |  |
|  | Six months ended Sep. 30,2013 | Six months ended Sep. 30, 2014 | Change | \% | Six months ended Sep. 30, 2013 | $\begin{gathered} \text { Six months } \\ \text { ended } \\ \text { Sep. 30, } 2014 \end{gathered}$ | Change | \% |
| Automobile business | 2,046 | 2,132 | 86 | 4.2 | 1,727 | 1,775 | 48 | 2.8 |
| Japan | 320 | 378 | 58 | 18.1 | 317 | 374 | 57 | 18.0 |
| North America | 906 | 879 | -27 | -3.0 | 906 | 879 | -27 | -3.0 |
| Europe | 80 | 85 | 5 | 6.3 | 80 | 85 | 5 | 6.3 |
| Asia | 594 | 666 | 72 | 12.1 | 278 | 313 | 35 | 12.6 |
| Other Regions | 146 | 124 | -22 | -15.1 | 146 | 124 | -22 | -15.1 |

Note: Honda Group Unit Sales is the total unit sales of completed products of Honda, its consolidated subsidiaries and its affiliates accounted for under the equity method. Consolidated Unit Sales is the total unit sales of completed products corresponding to consolidated net sales to external customers, which consists of unit sales of completed products of Honda and its consolidated subsidiaries. Certain sales of automobiles that are financed with residual value type auto loans by our Japanese finance subsidiaries and sold through our consolidated subsidiaries are accounted for as operating leases in conformity with U.S. generally accepted accounting principles and are not included in consolidated net sales to the external customers in our Automobile business. As a result, they are not included in Consolidated Unit Sales, but are included in Honda Group Unit Sales of our Automobile business.

In automobile business operations, revenue from sales to external customers increased $4.6 \%$, to JPY 4,629.9 billion from the same period last year due mainly to increased consolidated unit sales as well as favorable foreign currency translation effects. Operating income totaled JPY 178.9 billion, an increase of $1.4 \%$ from the same period last year, due primarily to continuing cost reduction efforts, despite increased expenses for incentives in North America and increased R\&D expenses.

## Financial Services Business

Revenue from customers in the financial services business operations increased $13.2 \%$, to JPY 379.6 billion from the same period last year due mainly to increase in revenue from operating leases and favorable foreign currency translation effects. Operating income increased $9.7 \%$ to JPY 100.0 billion from the same period last year due mainly to increased revenue as well as favorable foreign currency effects.

## Power Product and Other Businesses

For the six months ended September 30, 2013 and 2014
Unit (Thousands)

|  | Honda Group Unit Sales/ Consolidated Unit Sales |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Six months } \\ \text { ended } \\ \text { Sep. } 30,2013 \\ \hline \end{gathered}$ | $\begin{gathered} \text { Six months } \\ \text { ended } \\ \text { Sep. 30, } 2014 \\ \hline \end{gathered}$ | Change | \% |
| Power product business | 2,884 | 2,796 | -88 | -3.1 |
| Japan | 156 | 153 | -3 | -1.9 |
| North America | 1,332 | 1,270 | -62 | -4.7 |
| Europe | 393 | 431 | 38 | 9.7 |
| Asia | 790 | 746 | -44 | -5.6 |
| Other Regions | 213 | 196 | -17 | -8.0 |

Note: Honda Group Unit Sales is the total unit sales of completed products of Honda, its consolidated subsidiaries and its affiliates accounted for under the equity method. Consolidated Unit Sales is the total unit sales of completed products corresponding to consolidated net sales to external customers, which consists of unit sales of completed products of Honda and its consolidated subsidiaries. In power product business, there is no discrepancy between Honda Group Unit Sales and Consolidated Unit Sales for the six months ended September 30, 2013 and for the six months ended September 30, 2014, since no affiliate accounted for under the equity method was involved in the sale of Honda power products.

Revenue from sales to external customers in power product and other businesses decreased $0.7 \%$, to JPY 147.2 billion from the same period last year, due mainly to decreased revenue in other businesses operations and decreased consolidated unit sales in power products business operations, despite favorable foreign currency translation effects. Operating income increased $144.5 \%$ to JPY 1.3 billion from the same period last year, due mainly to continuing cost reduction efforts and decreased $R \& D$ expenses.

## Geographical Information

With respect to Honda's sales for the fiscal first half year by geographic segment, in Japan, revenue from domestic and export sales amounted to JPY 1,963.4 billion, a decrease of $1.4 \%$ from the same period last year due mainly to decreased revenue in automobile business operations. Operating income totaled JPY 122.0 billion, an increase of $9.5 \%$ from the same period last year due mainly to continuing cost reduction efforts and favorable foreign currency effects, despite increased SG\&A expenses and R\&D expenses.

In North America, revenue increased by 2.8\%, to JPY 3,057.8 billion from the same period last year due mainly to favorable foreign currency translation effects, despite decreased revenue in automobile business operations. Operating income totaled JPY 106.4 billion, a decrease of $9.7 \%$ from the same period last year due mainly to increased expenses for incentives, a decrease in sales volume and model mix as well as unfavorable foreign currency effects, despite decreased SG\&A expenses as well as continuing cost reduction efforts.

In Europe, revenue increased by 8.3\%, to JPY 379.4 billion from the same period last year mainly due to increased revenue in motorcycle business operations as well as favorable foreign currency translation effects. Honda reported an operating loss of JPY 9.0 billion, an improvement of JPY 14.3 billion from the same period last year mainly due to an increase in sales volume and model mix and decreased SG\&A expenses, despite unfavorable foreign currency effects.

In Asia, revenue increased by $8.7 \%$, to JPY 1,522.4 billion from the same period last year mainly due to increased revenue in automobile and motorcycle business operations as well as favorable foreign currency translation effects. Operating income increased by 17.6\%, to JPY 133.7 billion from the same period last year due mainly to an increase in sales volume and model mix as well as favorable foreign currency effects, despite increased SG\&A expenses.

In Other regions, which includes South America, the Near/Middle East, Africa and Oceania, revenue decreased by $12.6 \%$, to JPY 455.2 billion from the same period last year mainly due to decreased revenue in automobile business operations as well as unfavorable foreign currency translation effects. Operating income totaled JPY 13.7 billion, a decrease of $42.7 \%$ from the same period last year mainly due to unfavorable foreign currency effects.

## Consolidated Statements of Balance Sheets for the Fiscal First Half Ended September 30, 2014

Total assets increased by JPY 850.5 billion, to JPY 16,472.5 billion from March 31, 2014, mainly due to increases in Property on operating lease and Property, plant and equipment, as well as foreign currency translation effects, despite a decrease in Trade accounts and notes receivables. Total liabilities increased by JPY 447.1 billion, to JPY 9,955.7 billion from March 31, 2014, mainly due to an increase in Short-term debt as well as foreign currency translation effects, despite a decrease in Trade accounts payable. Total equity increased by JPY 403.3 billion, to JPY 6,516.7 billion from March 31, 2014 due mainly to increased Retained earnings attributable to net income as well as foreign currency translation effects.

## Consolidated Statements of Cash Flow for the Fiscal First Half Ended September 30, 2014

Consolidated cash and cash equivalents on September 31, 2014 decreased by JPY 6.2 billion from March 31, 2014, to JPY 1,162.7 billion. The reasons for the increases or decreases for each cash flow activity, when compared with the same period of the previous fiscal year, are as follows:

## Cash flow from operating activities

Net cash provided by operating activities amounted to JPY 657.3 billion for the fiscal first half ended September 30, 2014. Cash inflows from operating activities decreased by JPY 14.1 billion compared with the same period of the previous fiscal year due mainly to increased payments for parts and raw materials, despite an increase in cash received from customers as a result of increased unit sales of automobiles.

## Cash flow from investing activities

Net cash used in investing activities amounted to JPY 729.1 billion. Cash outflows from investing activities decreased by JPY 260.2 billion compared with the same period of the previous fiscal year, due mainly to a decrease in acquisitions of finance subsidiaries-receivables, despite an increase in purchases of operating lease assets.

## Cash flow from financing activities

Net cash provided by financing activities amounted to JPY 33.9 billion. Cash inflows from financing activities decreased by JPY 175.7 billion compared with the same period of the previous fiscal year, due mainly to a decrease in proceeds from debt as well as an increase in cash outflow due to an increase in dividends paid.

## Forecasts for the Fiscal Year Ending March 31, 2015

In regard to the forecasts of the financial results for the fiscal year ending March 31, 2015, Honda projects consolidated results to be as shown below:

## Fiscal year ending March 31, 2015

| Yen (billions) | Changes from FY 2014 |
| :---: | :---: |
| Net sales and other operating revenue 12,750.0 | + 7.7\% |
| Operating income 770.0 | + 2.6\% |
| Income before income taxes and equity in income of affiliates | + 4.9\% |
| Net income attributable to Honda Motor Co., Ltd. | - 1.6\% |
|  |  |
| Basic net income attributable to <br> Honda Motor Co., Ltd. per common share $313.49$ |  |
| Note: The forecasts are based on the assumption that the average exchange rates for the Japanese yen to the U.S. dollar and the Euro will be JPY 104 and JPY 137, respectively, for the full year ending March 31, 2015 |  |
| The reasons for the increases or decreases in the forecasts of the operating income, and income before income taxes and equity in income of affiliates for the fiscal year ending March 31, 2015 from the previous year are as follows. |  |
|  | Yen (billions) |
| Revenue, model mix, etc. | 73.7 |
| Cost reduction, the effect of raw material cost fluctuations, etc. | 43.0 |
| SG\&A expenses | - 84.0 |
| R\&D expenses | - 12.0 |
| Currency effect | - 1.0 |
| Operating income compared with fiscal year 2014 | 19.7 |
| Fair value of derivative instruments | 43.0 |
| Others | 59.3 |
| Income before income taxes and equity in income of affiliates compared with fiscal year 2014 | 36.0 |

## Dividend per Share of Common Stock

The Board of Directors of Honda Motor Co., Ltd., at its meeting held on October 28, 2014, resolved to make the quarterly dividend JPY 22 per share of common stock, the record date of which is September 30, 2014. The total expected annual dividend per share of common stock for the fiscal year ending March 31, 2015, is JPY 88 per share.

This announcement contains "forward-looking statements" as defined in Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Such statements are based on management's assumptions and beliefs taking into account information currently available to it. Therefore, please be advised that Honda's actual results could differ materially from those described in these forward-looking statements as a result of numerous factors, including general economic conditions in Honda's principal markets and foreign exchange rates between the Japanese yen and the U.S. dollar, the Euro and other major currencies, as well as other factors detailed from time to time.

## Other Information

1. Accounting policies specifically applied for quarterly consolidated financial statements

## Income taxes

Honda computes interim income tax expense (benefit) by multiplying a 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 six months ended September 30, 2014. If a reliable estimate cannot be made, Honda utilizes the actual year-to-date effective tax rate.

## Consolidated Financial Summary

For the three months and six months ended September 30, 2013 and 2014
Financial Highlights

|  | Yen (millions) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Three months } \\ \text { ended } \\ \text { Sep. 30, } 2013 \end{gathered}$ | $\begin{gathered} \hline \text { Three months } \\ \text { ended } \\ \text { Sep. 30, } 2014 \\ \hline \end{gathered}$ | $\begin{gathered} \text { Six months } \\ \text { ended } \\ \text { Sep. } 30,2013 \end{gathered}$ | $\begin{gathered} \hline \text { Six months } \\ \text { ended } \\ \text { Sep. } \mathbf{3 0}, 2014 \\ \hline \end{gathered}$ |
| Net sales and other operating revenue | 2,890,221 | 3,014,776 | 5,724,316 | 6,003,055 |
| Operating income | 171,451 | 164,442 | 356,414 | 362,485 |
| Income before income taxes and equity in income of affiliates | 165,587 | 179,865 | 337,622 | 378,678 |
| Net income attributable to Honda Motor Co., Ltd. | 120,368 | 141,898 | 242,867 | 288,410 |


|  | Yen |  |  |  |
| :--- | :--- | :---: | :---: | :---: |
| Basic net income <br> attributable to Honda | $\mathbf{7 8 . 7 3}$ |  |  |  |
| Motor Co., Ltd per <br> common share | 66.79 |  | 134.75 | $\mathbf{1 6 0 . 0 2}$ |



## [1] Consolidated Balance Sheets

| Assets | Yen (millions) |  |
| :---: | :---: | :---: |
|  | Mar. 31, 2014 | Sep. 30, 2014 |
| Current assets: |  |  |
| Cash and cash equivalents | 1,168,914 | 1,162,705 |
| Trade accounts and notes receivable | 1,158,671 | 1,061,633 |
| Finance subsidiaries-receivables, net | 1,464,215 | 1,575,834 |
| Inventories | 1,302,895 | 1,384,676 |
| Deferred income taxes | 202,123 | 194,330 |
| Other current assets | 474,448 | 490,778 |
| Total current assets | 5,771,266 | 5,869,956 |
| Finance subsidiaries-receivables, net | 3,317,553 | 3,491,702 |
| Investments and advances: |  |  |
| Investments in and advances to affiliates | 564,266 | 603,479 |
| Other, including marketable equity securities | 253,661 | 277,765 |
| Total investments and advances | 817,927 | 881,244 |

## Property on operating leases:

Vehicles
Less accumulated depreciation

Net property on operating leases

| $2,718,131$ | $\mathbf{3 , 1 3 5 , 0 8 7}$ |
| ---: | ---: |
| 481,410 | $\mathbf{5 3 4 , 3 4 7}$ |
| $2,236,721$ | $\mathbf{2 , 6 0 0 , 7 4 0}$ |

Property, plant and equipment, at cost:
Land
Buildings
Machinery and equipment
Construction in progress
Less accumulated depreciation and amortization

## Net property, plant and equipment

Other assets
Total assets

| 521,806 | 530,421 |
| ---: | ---: |
| $1,895,140$ | $\mathbf{1 , 9 9 4 , 8 3 7}$ |
| $4,384,255$ | $\mathbf{4 , 6 1 3 , 0 5 6}$ |
| 339,093 | $\mathbf{3 5 4 , 2 8 6}$ |
| $7,140,294$ | $\mathbf{7 , 4 9 2 , 6 0 0}$ |
| $4,321,862$ | $\mathbf{4 , 5 3 9 , 7 0 6}$ |
| $2,818,432$ | $\mathbf{2 , 9 5 2 , 8 9 4}$ |
|  |  |
| 660,132 | $\mathbf{6 7 6 , 0 2 2}$ |
| $15,622,031$ | $\mathbf{1 6 , 4 7 2 , 5 5 8}$ |

## [1] Consolidated Balance Sheets - continued

## Liabilities and Equity

## Current liabilities:

| Short-term debt | 1,319,344 | 1,560,838 |
| :---: | :---: | :---: |
| Current portion of long-term debt | 1,303,464 | 1,325,411 |
| Trade payables: |  |  |
| Notes | 28,501 | 27,809 |
| Accounts | 1,071,179 | 1,047,031 |
| Accrued expenses | 626,503 | 613,964 |
| Income taxes payable | 43,085 | 48,504 |
| Other current liabilities | 319,253 | 340,476 |
| Total current liabilities | 4,711,329 | 4,964,033 |
| Long-term debt, excluding current portion | 3,234,066 | 3,398,044 |
| Other liabilities | 1,563,238 | 1,593,710 |
| Total liabilities | 9,508,633 | 9,955,787 |
| Equity: |  |  |
| Honda Motor Co., Ltd. shareholders' equity: |  |  |
| Common stock, authorized 7,086,000,000 shares; issued 1,811,428,430 shares on Mar. 31, 2014 and Sep. 30, 2014 | 86,067 | 86,067 |
| Capital surplus | 171,117 | 171,117 |
| Legal reserves | 49,276 | 50,964 |
| Retained earnings | 6,431,682 | 6,639,104 |
| Accumulated other comprehensive income (loss), net | $(793,014)$ | $(608,583)$ |
| Treasury stock, at cost $9,137,234$ shares on Mar. 31, 2014 and 9,139,220 shares on Sep. 30, 2014 | $(26,149)$ | $(26,156)$ |
| Total Honda Motor Co., Ltd. shareholders' equity | 5,918,979 | 6,312,513 |
| Noncontrolling interests | 194,419 | 204,258 |
| Total equity | 6,113,398 | 6,516,771 |
| Commitments and contingent liabilities |  |  |
| Total liabilities and equity | 15,622,031 | 16,472,558 |

[2] Consolidated Statements of Income and Consolidated Statements of Comprehensive Income

## Consolidated Statements of Income

For the three months ended September 30, 2013 and 2014
Yen (millions)

|  | $\begin{aligned} & \text { Three months } \\ & \text { ended } \\ & \text { Sep. } 30,2013 \end{aligned}$ | Three months ended <br> Sep. 30, 2014 |
| :---: | :---: | :---: |
| Net sales and other operating revenue | 2,890,221 | 3,014,776 |
| Operating costs and expenses: |  |  |
| Cost of sales | 2,150,812 | 2,270,897 |
| Selling, general and administrative | 416,863 | 417,146 |
| Research and development | 151,095 | 162,291 |
|  | 2,718,770 | 2,850,334 |
| Operating income | 171,451 | 164,442 |
| Other income (expenses): |  |  |
| Interest income | 5,928 | 6,457 |
| Interest expense | $(2,838)$ | $(4,386)$ |
| Other, net | $(8,954)$ | 13,352 |
|  | $(5,864)$ | 15,423 |
| Income before income taxes and equity in income of affiliates | 165,587 | 179,865 |
| Income tax expense: |  |  |
| Current | 59,142 | 59,577 |
| Deferred | 10,288 | $(9,233)$ |
|  | 69,430 | 50,344 |
| Income before equity in income of affiliates | 96,157 | 129,521 |
| Equity in income of affiliates | 31,686 | 22,751 |
| Net income | 127,843 | 152,272 |
| Less: Net income attributable to noncontrolling interests | 7,475 | 10,374 |
| Net income attributable to Honda Motor Co., Ltd. | 120,368 | 141,898 |
|  |  |  |
| Basic net income attributable to Honda Motor Co., Ltd. per common share | 66.79 | 78.73 |

## Consolidated Statements of Comprehensive Income

For the three months ended September 30, 2013 and 2014

|  | Yen (millions) |  |
| :--- | ---: | ---: |
| $\begin{array}{ll}\text { Net income }\end{array}$ | $\begin{array}{c}\text { Three months } \\ \text { ended } \\ \text { Sep. 30, 2013 }\end{array}$ |  | \(\left.\begin{array}{c}Three months <br>

ended <br>
Sep. 30, 2014\end{array}\right]\)

## Consolidated Statements of Income

For the six months ended September 30, 2013 and 2014
$\qquad$

|  | Six months ended Sep. 30, 2013 | Six months ended Sep. 30, 2014 |
| :---: | :---: | :---: |
| Net sales and other operating revenue | 5,724,316 | 6,003,055 |
| Operating costs and expenses: |  |  |
| Cost of sales | 4,275,221 | 4,509,159 |
| Selling, general and administrative | 799,924 | 825,986 |
| Research and development | 292,757 | 305,425 |
|  | 5,367,902 | 5,640,570 |
| Operating income | 356,414 | 362,485 |
| Other income (expenses): |  |  |
| Interest income | 11,920 | 11,609 |
| Interest expense | $(5,812)$ | $(8,799)$ |
| Other, net | $(24,900)$ | 13,383 |
|  | $(18,792)$ | 16,193 |
| Income before income taxes and equity in income of affiliates | 337,622 | 378,678 |
| Income tax expense: |  |  |
| Current | 103,008 | 138,144 |
| Deferred | 37,261 | $(6,004)$ |
|  | 140,269 | 132,140 |
| Income before equity in income of affiliates | 197,353 | 246,538 |
| Equity in income of affiliates | 63,453 | 61,339 |
| Net income | 260,806 | 307,877 |
| Less: Net income attributable to noncontrolling interests | 17,939 | 19,467 |
| Net income attributable to Honda Motor Co., Ltd. | 242,867 | 288,410 |
|  |  |  |
| Basic net income attributable to Honda Motor Co., Ltd. per common share | 134.75 | 160.02 |

## Consolidated Statements of Comprehensive Income

For the six months ended September 30, 2013 and 2014

|  | Yen (millions) |  |
| :---: | :---: | :---: |
|  | Six months ended Sep. 30, 2013 | Six months ended Sep. 30, 2014 |
| Net income | 260,806 | 307,877 |
| Other comprehensive income (loss), net of tax: |  |  |
| Adjustments from foreign currency translation | 165,750 | 180,781 |
| Unrealized gains (losses) on available-for-sale securities, net | 18,450 | 9,979 |
| Unrealized gains (losses) on derivative instruments, net | 346 | - |
| Pension and other postretirement benefits adjustments | 81,394 | (104) |
| Other comprehensive income (loss), net of tax | 265,940 | 190,656 |
| Comprehensive income (loss) | 526,746 | 498,533 |
| Less: Comprehensive income attributable to noncontrolling interests | 23,139 | 25,692 |
| Comprehensive income (loss) attributable to Honda Motor Co., Ltd. | 503,607 | 472,841 |

## [3] Consolidated Statements of Cash Flows

|  | Yen (millions) |  |
| :---: | :---: | :---: |
|  | Six months ended <br> Sep. 30, 2013 | Six months ended <br> Sep. 30, 2014 |
| Cash flows from operating activities: |  |  |
| Net income | 260,806 | 307,877 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |
| Depreciation excluding property on operating leases | 216,736 | 235,389 |
| Depreciation of property on operating leases | 164,334 | 195,580 |
| Deferred income taxes | 37,261 | $(6,004)$ |
| Equity in income of affiliates | $(63,453)$ | $(61,339)$ |
| Dividends from affiliates | 8,060 | 19,743 |
| Provision for credit and lease residual losses on finance subsidiaries-receivables | 10,341 | 8,273 |
| Impairment loss on property on operating leases | 1,322 | 1,887 |
| Loss (gain) on derivative instruments, net | $(39,142)$ | $(2,959)$ |
| Decrease (increase) in assets: |  |  |
| Trade accounts and notes receivable | 99,663 | 117,890 |
| Inventories | 39,676 | $(44,031)$ |
| Other current assets | 22,522 | 3,199 |
| Other assets | $(7,883)$ | $(26,220)$ |
| Increase (decrease) in liabilities: |  |  |
| Trade accounts and notes payable | $(1,393)$ | $(24,587)$ |
| Accrued expenses | $(16,923)$ | $(19,663)$ |
| Income taxes payable | $(15,829)$ | 3,523 |
| Other current liabilities | 27,696 | 5,988 |
| Other liabilities | $(6,138)$ | $(2,332)$ |
| Other, net | $(66,154)$ | $(54,850)$ |
| Net cash provided by operating activities | 671,502 | 657,364 |
| Cash flows from investing activities: |  |  |
| Increase in investments and advances | $(23,411)$ | $(16,424)$ |
| Decrease in investments and advances | 25,214 | 16,131 |
| Payments for purchases of available-for-sale securities | $(27,590)$ | $(11,806)$ |
| Proceeds from sales of available-for-sale securities | 4,085 | 9,608 |
| Payments for purchases of held-to-maturity securities | (58) | $(18,443)$ |
| Proceeds from redemptions of held-to-maturity securities | 1,753 | 20,862 |
| Capital expenditures | $(355,990)$ | $(350,158)$ |
| Proceeds from sales of property, plant and equipment | 14,588 | 28,098 |
| Proceeds from insurance recoveries for damaged property, plant and equipment | 6,800 | - |
| Acquisitions of finance subsidiaries-receivables | $(1,582,865)$ | $(1,287,722)$ |
| Collections of finance subsidiaries-receivables | 1,219,326 | 1,269,162 |
| Purchases of operating lease assets | $(582,206)$ | $(723,222)$ |
| Proceeds from sales of operating lease assets | 310,900 | 334,421 |
| Other, net | - | 328 |
| Net cash used in investing activities | $(989,454)$ | $(729,165)$ |

## [3] Consolidated Statements of Cash Flows - continued

| Yen (millions) |  |
| :---: | :---: |
| $\begin{aligned} & \text { Six months ended } \\ & \text { Sep. 30, } 2013 \\ & \hline \end{aligned}$ | $\begin{gathered} \text { Six months ended } \\ \text { Sep. 30, } 2014 \\ \hline \end{gathered}$ |
| 4,307,274 | 3,849,955 |
| $(4,133,849)$ | $(3,680,867)$ |
| 821,199 | 607,425 |
| $(688,583)$ | $(625,855)$ |
| $(70,289)$ | $(79,300)$ |
| $(8,467)$ | $(13,070)$ |
| (10) | (7) |
| $(17,581)$ | $(24,303)$ |
| 209,694 | 33,978 |
| 34,413 | 31,614 |
| $(73,845)$ | $(6,209)$ |
| 1,206,128 | 1,168,914 |
| 1,132,283 | 1,162,705 |

[4] Assumptions for Going Concern
None
[5] Significant changes in Honda Motor Co., Ltd. shareholders' equity
None

## [6] Segment Information

Honda has four reportable segments: Motorcycle business, Automobile business, Financial services business and 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:

| Segment | Principal products and services | Functions |
| :--- | :--- | :--- |
| Motorcycle Business | Motorcycles, all-terrain vehicles <br> (ATVs) and relevant parts | Research \& Development, Manufacturing, <br> Sales and related services |
| Automobile Business | Automobiles and relevant parts | Research \& Development, Manufacturing, <br> Sales and related services |
| Financial Services Business | Financial, insurance services | Retail loan and lease related to Honda <br> products, and Others |
| Power Product <br> and Other Businesses | Power products and relevant parts, <br> and others | Research \& Development, Manufacturing, <br> Sales and related services, and Others |

1. Segment information based on products and services
(A) For the three months ended September 30, 2013

| Yen (millions) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Motorcycle Business | Automobile Business | Financial Services Business | Power Product \& Other Businesses | Segment | Reconciling Items | Consolidated |
| Net sales and other operating revenue: |  |  |  |  |  |  |  |
| External customers | 418,089 | 2,229,004 | 170,016 | 73,112 | 2,890,221 | - | 2,890,221 |
| Intersegment | - | 4,186 | 2,567 | 2,839 | 9,592 | $(9,592)$ | - |
| Total | 418,089 | 2,233,190 | 172,583 | 75,951 | 2,899,813 | $(9,592)$ | 2,890,221 |
| Segment income (loss) | 45,542 | 80,153 | 46,585 | (829) | 171,451 | - | 171,451 |

## For the three months ended September 30, 2014

| Yen (millions) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Motorcycle Business | Automobile Business | Financial Services Business | Power Product \& Other Businesses | Segment Total <br> Total | Reconciling Items | Consolidated |
| Net sales and other operating revenue: |  |  |  |  |  |  |  |
| External customers | 438,369 | 2,310,402 | 192,982 | 73,023 | 3,014,776 | - | 3,014,776 |
| Intersegment | - | 6,089 | 2,665 | 2,415 | 11,169 | $(11,169)$ | - |
| Total | 438,369 | 2,316,491 | 195,647 | 75,438 | 3,025,945 | $(11,169)$ | 3,014,776 |
| Segment income (loss) | 38,130 | 79,149 | 48,250 | $(1,087)$ | 164,442 | - | 164,442 |

(B) As of and for the six months ended September 30, 2013

|  | Yen (millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Motorcycle Business | Automobile Business | Financial Services Business | Power Product \& Other Businesses | Segment Total | Reconciling Items | Consolidated |
| Net sales and other operating revenue: |  |  |  |  |  |  |  |
| External customers | 814,959 | 4,425,595 | 335,412 | 148,350 | 5,724,316 | - | 5,724,316 |
| Intersegment | - | 8,590 | 5,159 | 5,557 | 19,306 | $(19,306)$ | - |
| Total | 814,959 | 4,434,185 | 340,571 | 153,907 | 5,743,622 | $(19,306)$ | 5,724,316 |
| Segment income | 88,124 | 176,530 | 91,228 | 532 | 356,414 | - | 356,414 |
| Assets | 1,220,606 | 5,906,273 | 7,404,632 | 334,588 | 14,866,099 | $(357,905)$ | 14,508,194 |
| Depreciation and amortization | 22,110 | 188,703 | 165,122 | 5,135 | 381,070 | - | 381,070 |
| Capital expenditures | 26,147 | 294,398 | 584,140 | 6,632 | 911,317 | - | 911,317 |

## As of and for the six months ended September 30, 2014

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

Net sales and other operating revenue:

| External customers | 846,111 | 4,629,996 | 379,683 | 147,265 | 6,003,055 | - | 6,003,055 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Intersegment | - | 10,247 | 5,302 | 5,174 | 20,723 | $(20,723)$ | - |
| Total | 846,111 | 4,640,243 | 384,985 | 152,439 | 6,023,778 | $(20,723)$ | 6,003,055 |
| Segment income | 82,115 | 178,985 | 100,084 | 1,301 | 362,485 | - | 362,485 |
| Assets | 1,284,029 | 6,605,208 | 8,659,064 | 373,544 | 16,921,845 | $(449,287)$ | 16,472,558 |
| Depreciation and amortization | 23,820 | 204,804 | 197,060 | 5,285 | 430,969 | - | 430,969 |
| Capital expenditures | 21,093 | 297,268 | 725,022 | 4,235 | 1,047,618 | - | 1,047,618 |

Explanatory notes:

1. Intersegment sales and revenues are generally made at values that approximate arm's-length prices.
2. Unallocated corporate assets, included in reconciling items, amounted to JPY 300,860 million as of September 30, 2013 and JPY 281,684 million as of September 30, 2014 respectively, which consist primarily of cash and cash equivalents, available-for-sale securities and held-to-maturity securities held by the Company. Reconciling items also include elimination of intersegment transactions.
3. Depreciation and amortization of Financial Services Business include JPY 164,334 million for the six months ended September 30, 2013 and JPY 195,580 million for the six months ended September 30, 2014, respectively, of depreciation of property on operating leases.
4. Capital expenditure of Financial Services Business includes JPY 582,206 million for the six months ended September 30, 2013 and JPY 723,222 million for the six months ended September 30, 2014 respectively, of purchase of operating lease assets.

In addition to the disclosure required by U.S. GAAP, Honda provides the following supplemental information in order to provide financial statements users with useful information:
2. Supplemental geographical information based on the location of the Company and its subsidiaries
(A) For the three months ended September 30, 2013


For the three months ended September 30, 2014

|  | Yen (millions) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Japan | North America | Europe | Asia | Other <br> Regions | Total | Reconciling Items | Consolidated |
| Net sales and other operating revenue: |  |  |  |  |  |  |  |  |
| External customers | 514,195 | 1,428,983 | 169,497 | 655,733 | 246,368 | 3,014,776 | - | 3,014,776 |
| Transfers between geographic areas | 461,328 | 83,255 | 15,344 | 133,272 | 655 | 693,854 | $(693,854)$ | - |
| Total | 975,523 | 1,512,238 | 184,841 | 789,005 | 247,023 | 3,708,630 | $(693,854)$ | 3,014,776 |
| Operating income (loss) | 59,891 | 38,921 | $(7,527)$ | 68,495 | 9,189 | 168,969 | $(4,527)$ | 164,442 |

(B) As of and for the six months ended September 30, 2013

|  | Yen (millions) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Japan | North America | Europe | Asia | Other <br> Regions | Total | Reconciling Items | Consolidated |
| Net sales and other operating revenue: |  |  |  |  |  |  |  |  |
| External customers | 938,540 | 2,790,218 | 313,679 | 1,167,258 | 514,621 | 5,724,316 | - | 5,724,316 |
| Transfers between geographic areas | 1,051,814 | 183,003 | 36,778 | 233,363 | 6,547 | 1,511,505 | $(1,511,505)$ | - |
| Total | 1,990,354 | 2,973,221 | 350,457 | 1,400,621 | 521,168 | 7,235,821 | $(1,511,505)$ | 5,724,316 |
| Operating income (loss) | 111,468 | 117,887 | $(23,314)$ | 113,775 | 24,066 | 343,882 | 12,532 | 356,414 |
| Assets | 3,234,347 | 8,239,650 | 619,640 | 1,751,665 | 747,168 | 14,592,470 | $(84,276)$ | 14,508,194 |
| Long-lived assets | 1,210,069 | 2,735,896 | 128,953 | 489,710 | 154,364 | 4,718,992 | - | 4,718,992 |

## As of and for the six months ended September 30, 2014



Explanatory notes:

1. Major countries or regions in each geographic area:

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

2. Sales and revenues between geographic areas are generally made at values that approximate arm's-length prices.
3. Unallocated corporate assets, included in reconciling items, amounted to JPY 300,860 million as of September 30, 2013 and JPY 281,684 million as of September 30, 2014 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.

## [7] Other

## Impairment loss on investments in affiliates

For the three months ended September 30, 2014, Honda recognized impairment loss of JPY 15,901 million, on certain investments in affiliates which have quoted market values because of other-than-temporary decline in fair value below their carrying values. The fair values of the investments were based on quoted market price. The impairment loss is included in equity in income of affiliates in the accompanying consolidated statement of income.

## CONSOLIDATED FINANCIAL SUMMARY 1

FOR THE FISCAL SECOND QUARTER AND THE FISCAL FIRST HALF ENDED SEPTEMBER 30, 2014


Note: Capital expenditures exclude purchase of operating lease assets and capital lease assets and acquisition of intangible assets, and depreciation and amortization exclude depreciation of property on operating leases and capital leases and amortization of intangible assets.
 results could differ materially from those described in these forward-looking statements as a result of numerous factors, including general economic conditions in Honda's principal markets and foreign exchange rates between the Japanese yen and the U.S. dollar, the Euro and other major currencies, as well as other factors detailed from time to time. The various factors for increases and decreases in income have been classified in accordance with a method that Honda considers reasonable.

CONSOLIDATED FINANCIAL SUMMARY 2
FOR THE FISCAL SECOND QUARTER AND THE FISCAL FIRST HALF ENDED SEPTEMBER 30, 2014
Honda Group Unit Sales Breakdown by geographical markets based on the location of the external customers

|  | Second Quarter Results |  |  |  | First Half Results |  |  |  | Fiscal Year Results and Forecasts |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3 months ended | 3 months ended |  |  | 6 monthsendedSep. 30,2013 | 6 monthsendedSep. 30, 2014 |  |  | Year ended <br> Mar. 31, 2014 | Year ending <br> Mar. 31, 2015 | change | \% |
|  | Sep. 30, 2013 | $\text { Sep. 30, } 2014$ | change | \% |  |  | change | \% |  |  |  |  |
| Motorcycle Business | 4,216 | 4,581 | 365 | 8.7 | 8,270 | 8,718 | 448 | 5.4 | 17,021 | 17,950 | 929 | 5.5 |
| Japan | 63 | 50 | -13 | -20.6 | 117 | 98 | -19 | -16.2 | 226 | 220 | -6 | -2.7 |
| North America | 68 | 69 | 1 | 1.5 | 130 | 131 | 1 | 0.8 | 276 | 300 | 24 | 8.7 |
| Europe | 38 | 47 | 9 | 23.7 | 90 | 107 | 17 | 18.9 | 166 | 180 | 14 | 8.4 |
| Asia | 3,536 | 3,998 | 462 | 13.1 | 7,015 | 7,591 | 576 | 8.2 | 14,536 | 15,640 | 1,104 | 7.6 |
| Other Regions | 511 | 417 | -94 | - 18.4 | 918 | 791 | -127 | -13.8 | 1,817 | 1,610 | -207 | - 11.4 |
| Automobile Business | 1,047 | 1,071 | 24 | 2.3 | 2,046 | 2,132 | 86 | 4.2 | 4,323 | 4,620 | 297 | 6.9 |
| Japan | 180 | 176 | -4 | -2.2 | 320 | 378 | 58 | 18.1 | 818 | 890 | 72 | 8.8 |
| North America | 447 | 434 | -13 | -2.9 | 906 | 879 | -27 | -3.0 | 1,757 | 1,810 | 53 | 3.0 |
| Europe | 40 | 45 | 5 | 12.5 | 80 | 85 | 5 | 6.3 | 169 | 170 | 1 | 0.6 |
| Asia | 309 | 350 | 41 | 13.3 | 594 | 666 | 72 | 12.1 | 1,286 | 1,490 | 204 | 15.9 |
| Other Regions | 71 | 66 | -5 | -7.0 | 146 | 124 | -22 | -15.1 | 293 | 260 | -33 | -11.3 |
| Power Product Business | 1,295 | 1,286 | -9 | -0.7 | 2,884 | 2,796 | -88 | - 3.1 | 6,036 | 6,185 | 149 | 2.5 |
| Japan | 93 | 85 | -8 | -8.6 | 156 | 153 | -3 | -1.9 | 314 | 335 | 21 | 6.7 |
| North America | 504 | 497 | -7 | -1.4 | 1,332 | 1,270 | -62 | -4.7 | 2,718 | 2,815 | 97 | 3.6 |
| Europe | 156 | 191 | 35 | 22.4 | 393 | 431 | 38 | 9.7 | 1,032 | 1,075 | 43 | 4.2 |
| Asia | 426 | 410 | -16 | - 3.8 | 790 | 746 | -44 | - 5.6 | 1,500 | 1,480 | -20 | -1.3 |
| Other Regions | 116 | 103 | -13 | - 11.2 | 213 | 196 | -17 | -8.0 | 472 | 480 | 8 | 1.7 |

1 Honda Group Unit Sales is the total unit sales of completed products of Honda, its consolidated subsidiaries and its affiliates accounted for under the equity method.
2 Certain sales of automobiles that are financed with residual value type auto loans by our Japanese finance subsidiaries and sold through our consolidated subsidiaries are accounted for as operating leases in conformity with U.S. generally accepted accounting principles and are not included in consolidated net sales to the external customers in our Automobile business. As a result, they are not included in Consolidated Unit Sales, but are included in Honda Group Unit Sale of our Automobile business.
3 Honda Group Unit Sales of ATV included in Motorcycle business for the three months ended September 30, 2013 and 2014 are 28 thousand units and 31 thousand units, for the six months ended September 30 , 2013 and 2014 are 49 thousand units and 53 thousand units, respectively

## Consolidated Unit Sales Breakdown by geographical markets based on the location of the external customers

|  | Second Quarter Results |  |  |  | First Half Results |  |  |  | Fiscal Year Results and Forecasts |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3 months ended | 3 months ended |  |  | 6 monthsendedSep. 30,2013 | 6 monthsendedSep. 30, 2014 | change |  | Year ended <br> Mar. 31, 2014 | Year ending <br> Mar. 31, 2015 | change | \% |
|  | Sep. 30, 2013 | Sep. 30, 2014 | change | \% |  |  |  | \% |  |  |  |  |
| Motorcycle Business | 2,585 | 2,743 | 158 | 6.1 | 4,956 | 5,200 | 244 | 4.9 | 10,343 | 10,850 | 507 | 4.9 |
| Japan | 63 | 50 | -13 | -20.6 | 117 | 98 | -19 | -16.2 | 226 | 220 | -6 | -2.7 |
| North America | 68 | 69 | 1 | 1.5 | 130 | 131 | 1 | 0.8 | 276 | 300 | 24 | 8.7 |
| Europe | 38 | 47 | 9 | 23.7 | 90 | 107 | 17 | 18.9 | 166 | 180 | 14 | 8.4 |
| Asia | 1,905 | 2,160 | 255 | 13.4 | 3,701 | 4,073 | 372 | 10.1 | 7,858 | 8,540 | 682 | 8.7 |
| Other Regions | 511 | 417 | -94 | -18.4 | 918 | 791 | -127 | -13.8 | 1,817 | 1,610 | -207 | -11.4 |
| Automobile Business | 869 | 880 | 11 | 1.3 | 1,727 | 1,775 | 48 | 2.8 | 3,560 | 3,760 | 200 | 5.6 |
| Japan | 178 | 173 | -5 | -2.8 | 317 | 374 | 57 | 18.0 | 812 | 880 | 68 | 8.4 |
| North America | 447 | 434 | -13 | -2.9 | 906 | 879 | -27 | - 3.0 | 1,757 | 1,810 | 53 | 3.0 |
| Europe | 40 | 45 | 5 | 12.5 | 80 | 85 | 5 | 6.3 | 169 | 170 | 1 | 0.6 |
| Asia | 133 | 162 | 29 | 21.8 | 278 | 313 | 35 | 12.6 | 529 | 640 | 111 | 21.0 |
| Other Regions | 71 | 66 | -5 | - 7.0 | 146 | 124 | -22 | -15.1 | 293 | 260 | -33 | -11.3 |
| Power Product Business | 1,295 | 1,286 | -9 | -0.7 | 2,884 | 2,796 | -88 | - 3.1 | 6,036 | 6,185 | 149 | 2.5 |
| Japan | 93 | 85 | -8 | -8.6 | 156 | 153 | -3 | -1.9 | 314 | 335 | 21 | 6.7 |
| North America | 504 | 497 | -7 | -1.4 | 1,332 | 1,270 | -62 | -4.7 | 2,718 | 2,815 | 97 | 3.6 |
| Europe | 156 | 191 | 35 | 22.4 | 393 | 431 | 38 | 9.7 | 1,032 | 1,075 | 43 | 4.2 |
| Asia | 426 | 410 | -16 | -3.8 | 790 | 746 | -44 | - 5.6 | 1,500 | 1,480 | -20 | -1.3 |
| Other Regions | 116 | 103 | -13 | -11.2 | 213 | 196 | -17 | -8.0 | 472 | 480 | 8 | 1.7 |

1 Consolidated Unit Sales is the total unit sales of completed products corresponding to consolidated net sales, which consists of unit sales of completed products of Honda and its consolidated subsidiaries.
2 Consolidated Unit Sales of ATV included in Motorcycle business for the three months ended September 30, 2013 and 2014 are 28 thousand units and 31 thousand units, for the six months ended September 30 , 2013 and 2014 are 49 thousand units and 53 thousand units, respectively.

## CONSOLIDATED FINANCIAL SUMMARY 3

FOR THE FISCAL SECOND QUARTER AND THE FISCAL FIRST HALF ENDED SEPTEMBER 30, 2014

Net Sales Breakdown by geographical markets based on the location of the external customers

| Yen (millions) | Second Quarter Results |  |  |  | First Half Results |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3 months ended | 3 monthsendedSep. 30, 2014 |  |  | $\begin{gathered} 6 \text { months } \\ \text { ended } \\ \text { Sep. } 30,2013 \\ \hline \end{gathered}$ | 6 monthsendedSep. 30,2014 | change | \% |
|  | Sep. 30, 2013 |  | change | \% |  |  |  |  |
| Total | 2,890,221 | 3,014,776 | 124,555 | 4.3 | 5,724,316 | 6,003,055 | 278,739 | 4.9 |
| Japan | 427,337 | 438,469 | 11,132 | 2.6 | 781,886 | 903,319 | 121,433 | 15.5 |
| North America | 1,377,663 | 1,421,370 | 43,707 | 3.2 | 2,775,888 | 2,868,406 | 92,518 | 3.3 |
| Europe | 152,372 | 167,162 | 14,790 | 9.7 | 309,346 | 340,819 | 31,473 | 10.2 |
| Asia | 619,686 | 698,960 | 79,274 | 12.8 | 1,259,911 | 1,352,416 | 92,505 | 7.3 |
| Other Regions | 313,163 | 288,815 | -24,348 | -7.8 | 597,285 | 538,095 | - 59,190 | -9.9 |
| Motorcycle Business | 418,089 | 438,369 | 20,280 | 4.9 | 814,959 | 846,111 | 31,152 | 3.8 |
| Japan | 22,559 | 18,492 | -4,067 | -18.0 | 42,215 | 37,234 | - 4,981 | -11.8 |
| North America | 32,474 | 34,480 | 2,006 | 6.2 | 64,848 | 66,348 | 1,500 | 2.3 |
| Europe | 22,799 | 27,026 | 4,227 | 18.5 | 52,203 | 63,554 | 11,351 | 21.7 |
| Asia | 205,123 | 237,012 | 31,889 | 15.5 | 415,101 | 455,027 | 39,926 | 9.6 |
| Other Regions | 135,134 | 121,359 | -13,775 | -10.2 | 240,592 | 223,948 | - 16,644 | -6.9 |
| Automobile Business | 2,229,004 | 2,310,402 | 81,398 | 3.7 | 4,425,595 | 4,629,996 | 204,401 | 4.6 |
| Japan | 373,994 | 388,583 | 14,589 | 3.9 | 684,030 | 808,637 | 124,607 | 18.2 |
| North America | 1,173,647 | 1,195,871 | 22,224 | 1.9 | 2,364,862 | 2,420,736 | 55,874 | 2.4 |
| Europe | 114,535 | 123,739 | 9,204 | 8.0 | 223,857 | 241,630 | 17,773 | 7.9 |
| Asia | 401,199 | 448,910 | 47,711 | 11.9 | 819,646 | 871,975 | 52,329 | 6.4 |
| Other Regions | 165,629 | 153,299 | -12,330 | - 7.4 | 333,200 | 287,018 | - 46,182 | -13.9 |
| Financial Service Business | 170,016 | 192,982 | 22,966 | 13.5 | 335,412 | 379,683 | 44,271 | 13.2 |
| Japan | 8,401 | 10,858 | 2,457 | 29.2 | 16,872 | 21,583 | 4,711 | 27.9 |
| North America | 149,921 | 167,790 | 17,869 | 11.9 | 296,566 | 330,267 | 33,701 | 11.4 |
| Europe | 3,368 | 3,234 | -134 | -4.0 | 6,328 | 6,460 | 132 | 2.1 |
| Asia | 1,842 | 2,680 | 838 | 45.5 | 3,430 | 5,229 | 1,799 | 52.4 |
| Other Regions | 6,484 | 8,420 | 1,936 | 29.9 | 12,216 | 16,144 | 3,928 | 32.2 |
| Power Product and Other Businesses | 73,112 | 73,023 | -89 | -0.1 | 148,350 | 147,265 | -1,085 | -0.7 |
| Japan | 22,383 | 20,536 | - 1,847 | -8.3 | 38,769 | 35,865 | - 2,904 | -7.5 |
| North America | 21,621 | 23,229 | 1,608 | 7.4 | 49,612 | 51,055 | 1,443 | 2.9 |
| Europe | 11,670 | 13,163 | 1,493 | 12.8 | 26,958 | 29,175 | 2,217 | 8.2 |
| Asia | 11,522 | 10,358 | -1,164 | -10.1 | 21,734 | 20,185 | -1,549 | - 7.1 |
| Other Regions | 5,916 | 5,737 | -179 | -3.0 | 11,277 | 10,985 | -292 | -2.6 |

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## HONDA

October 28, 2014
Honda Motor Co., Ltd.

## CONSOLIDATED FINANCIAL SUMMARY 4 <br> FOR THE FISCAL FIRST HALF ENDED SEPTEMBER 30, 2014

## Unaudited Consolidated Balance Sheets <br> Divided into Non-financial Services Businesses and Finance Subsidiaries

|  | Yen (millions) |  |
| :---: | :---: | :---: |
|  | Mar. 31, 2014 | Sep. 30, 2014 |
| Assets |  |  |
| < Non-financial Services Businesses > |  |  |
| Current assets: | 4,223,690 | 4,268,411 |
| Cash and cash equivalents | 1,148,611 | 1,082,172 |
| Trade accounts and notes receivable, net | 660,079 | 620,803 |
| Inventories | 1,302,895 | 1,384,676 |
| Other current assets | 1,112,105 | 1,180,760 |
| Investments and advances | 1,156,389 | 1,275,540 |
| Property, plant and equipment, net | 2,806,443 | 2,939,306 |
| Other assets | 403,998 | 398,063 |
| Total assets | 8,590,520 | 8,881,320 |
| < Finance Subsidiaries > |  |  |
| Cash and cash equivalents | 20,303 | 80,533 |
| Finance subsidiaries-short-term receivables, net | 1,465,159 | 1,576,899 |
| Finance subsidiaries-long-term receivables, net | 3,319,362 | 3,493,511 |
| Net property on operating leases | 2,236,721 | 2,600,740 |
| Other assets | 939,444 | 907,381 |
| Total assets | 7,980,989 | 8,659,064 |
| Reconciling items | ( 949,478) | ( 1,067,826) |
| Total assets | 15,622,031 | 16,472,558 |
| Liabilities and Equity |  |  |
| < Non-financial Services Businesses > |  |  |
| Current liabilities: | 2,339,581 | 2,314,728 |
| Short-term debt | 278,106 | 235,426 |
| Current portion of long-term debt | 96,795 | 140,934 |
| Trade payables | 1,108,428 | 1,083,843 |
| Accrued expenses | 578,209 | 577,289 |
| Other current liabilities | 278,043 | 277,236 |
| Long-term debt, excluding current portion | 190,418 | 166,200 |
| Other liabilities | 851,715 | 859,747 |
| Total liabilities | 3,381,714 | 3,340,675 |
| < Finance Subsidiaries > |  |  |
| Short-term debt | 1,566,865 | 1,894,968 |
| Current portion of long-term debt | 1,206,876 | 1,184,589 |
| Accrued expenses | 72,049 | 66,037 |
| Long-term debt, excluding current portion | 3,064,476 | 3,253,923 |
| Other liabilities | 829,043 | 883,630 |
| Total liabilities | 6,739,309 | 7,283,147 |
| Reconciling items | (612,390) | ( 668,035) |
| Total liabilities | 9,508,633 | 9,955,787 |
| Honda Motor Co., Ltd. shareholders' equity | 5,918,979 | 6,312,513 |
| Noncontrolling interests | 194,419 | 204,258 |
| Total equity | 6,113,398 | 6,516,771 |
| Total liabilities and equity | 15,622,031 | 16,472,558 |

## CONSOLIDATED FINANCIAL SUMMARY 5 <br> FOR THE FISCAL FIRST HALF ENDED SEPTEMBER 30, 2014

Unaudited Consolidated Statements of Cash Flows
Divided into Non-financial Services Businesses and Finance Subsidiaries

| For the six months ended September 30, 2013 | Yen (millions) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Non-financial Services Businesses | Finance Subsidiaries | Reconciling Items | Consolidated |
| Cash flows from operating activities: |  |  |  |  |
| Net income | 207,282 | 53,524 | - | 260,806 |
| Adjustments to reconcile net income |  |  |  |  |
| to net cash provided by operating activities: |  |  |  |  |
| Depreciation | 215,948 | 165,122 | - | 381,070 |
| Deferred income taxes | 23,463 | 13,798 | - | 37,261 |
| Equity in income of affiliates | $(63,453)$ | - | - | $(63,453)$ |
| Dividends from affiliates | 8,060 | - | - | 8,060 |
| Impairment loss on long-lived assets | - | 1,322 | - | 1,322 |
| Loss (gain) on derivative instruments, net | $(47,988)$ | 8,846 | - | $(39,142)$ |
| Decrease (increase) in trade accounts and notes receivable | 31,427 | 67,268 | 968 | 99,663 |
| Decrease (increase) in inventories | 39,676 | - | - | 39,676 |
| Increase (decrease) in trade accounts and notes payable | $(1,062)$ | 2,226 | $(2,557)$ | $(1,393)$ |
| Other, net | 2,154 | $(52,603)$ | $(1,919)$ | $(52,368)$ |
| Net cash provided by (used in) operating activities | 415,507 | 259,503 | $(3,508)$ | 671,502 |
| Cash flows from investing activities: |  |  |  |  |
| * Decrease (increase) in investments and advances | $(51,259)$ | ( 471) | 31,723 | $(20,007)$ |
| Capital expenditures | $(354,056)$ | $(1,934)$ | - | $(355,990)$ |
| Proceeds from sales of property, plant and equipment | 13,253 | 1,335 | - | 14,588 |
| Proceeds from insurance recoveries for damaged property, plant and equipment | 6,800 | - | - | 6,800 |
| Collections (acquisitions) of finance subsidiaries-receivables | - | ( 368,341 ) | 4,802 | $(363,539)$ |
| Purchase of operating lease assets | - | $(582,206)$ | - | $(582,206)$ |
| Proceeds from sales of operating lease assets | - | 310,900 | - | 310,900 |
| Net cash provided by (used in) investing activities | ( 385,262) | (640,717) | 36,525 | ( 989,454) |
| Cash flows from financing activities: |  |  |  |  |
| * Proceeds from (repayment of) short-term debt, net | $(83,007)$ | 278,819 | $(22,387)$ | 173,425 |
| * Proceeds from long-term debt | 67,623 | 764,206 | $(10,630)$ | 821,199 |
| * Repayment of long-term debt | $(24,644)$ | $(663,939)$ | - | $(688,583)$ |
| Dividends paid | $(70,289)$ | - | - | $(70,289)$ |
| Dividends paid to noncontrolling interests | $(8,467)$ | - | - | $(8,467)$ |
| Sales (purchases) of treasury stock, net | (10) | - | - | ( 10) |
| Other, net | $(17,581)$ | - | - | $(17,581)$ |
| Net cash provided by (used in) financing activities | $(136,375)$ | 379,086 | $(33,017)$ | 209,694 |
| Effect of exchange rate changes on cash and cash equivalents | 33,196 | 1,217 | - | 34,413 |
| Net change in cash and cash equivalents | $(72,934)$ | ( 911) | - | $(73,845)$ |
| Cash and cash equivalents at beginning of period | 1,180,029 | 26,099 | - | 1,206,128 |
| Cash and cash equivalents at end of period | 1,107,095 | 25,188 | - | 1,132,283 |

## CONSOLIDATED FINANCIAL SUMMARY 5 <br> FOR THE FISCAL FIRST HALF ENDED SEPTEMBER 30, 2014

Unaudited Consolidated Statements of Cash Flows
Divided into Non-financial Services Businesses and Finance Subsidiaries


Notes:
1 Non-financial services businesses provide loans to finance subsidiaries. These cash flows are included in the decrease (increase) in investments and advances, proceeds from (repayment of) short-term debt, proceeds from long-term debt, and repayment of long-term debt (marked by *). The amount of the loans to finance subsidiaries is a JPY 31,723 million increase for the fiscal first half ended September 30, 2013, and a JPY 12,383 million increase for the fiscal first half ended September 30, 2014, respectively.
2 Decrease (increase) in trade accounts and notes receivable for finance subsidiaries is due to the reclassification of finance subsidiaries-receivables which relate to sales of inventory in the unaudited consolidated statements of cash flows presented above.


[^0]:    Note: For detailed information of principal products and services, and functions of each segment, please refer to Fiscal Second Quarter Financial Results "[6] Segment Information."

