

# Others



The New Komame F220 minitiller



The EU6i generator



The GX100 engine



The BF9.9 outboard engine

Revenues from Honda's others business sector includes all businesses not directly related to automobile or motorcycle operations, and includes revenues from power products and related components as well as finance, leisure and trading subsidiaries.

Revenues from Honda's others business sector showed a 2.0% increase in net sales for fiscal 2001, to ¥427.2 billion (\$3,448 million), due mainly to higher revenue from the financial services business.

## Power Products Business

In fiscal year 2001, although unit sales of Honda's power products were up in Asia, unit sales were down in Japan, North America and Europe, resulting in a 4.3% decline in worldwide sales for the year, to 3,884,000 units. Reasons for the decline in unit sales include lower sales of general-purpose engines in North America and Europe and a relative decline in sales of generators after a surge in demand in the prior fiscal year related to the Y2K issue.

In Japan, power products unit sales declined 10.4%, to 164,000 units, due to weaker sales of generators and general-purpose engines.

In North America, due to the decline in sales of generators and greater price

competition in the lawnmower engine category, unit sales of power products declined 12.5%, to 1,412,000 units.

In Europe, power products unit sales declined 4.2%, to 1,269,000 units, as a result of weaker orders for general-purpose engines from lawnmower manufacturers.

In other regions, unit sales of power products increased 11.1%, to 1,039,000 units.

By enhancing operations in every field, Honda anticipates worldwide unit sales of power products for fiscal 2002 to increase 18.9%, to 4,620,000 units.

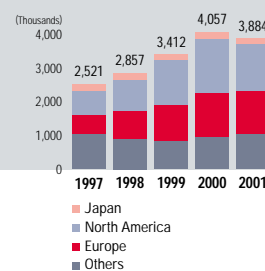
## Financial Services Business

Honda's financial services business supports Honda's sales activities, providing financial services for authorized dealers and their customers in Japan, the United States, Canada, the United Kingdom, Germany, and Brazil.

In fiscal 2001, due primarily to favorable automobile sales in North America, net sales from Honda's financial services business increased 23.5% from the previous fiscal year, to ¥169.2 billion (\$1,366 million). Operating income increased 70.6%, to ¥30.8 billion (\$249 million), resulting in an operating margin of 18.2%.

## POWER PRODUCT UNIT SALES

Years ended March 31	Thousands		% change (2001/2000)
	2000	2001	
Japan .....	183	164	(10.4)%
North America .....	1,614	1,412	(12.5)
Europe .....	1,325	1,269	(4.2)
Others .....	935	1,039	11.1
Total .....	4,057	3,884	(4.3)%



## NET SALES

Years ended March 31	Millions of yen		% change (2001/2000)
	2000	2001	
Japan .....	¥117,955	¥113,896	(3.4)%
North America .....	207,562	222,638	7.3
Europe .....	56,092	53,135	(5.3)
Others .....	37,295	37,531	0.6
Total .....	¥418,904	¥427,200	2.0%

