

## Data collection of Environmental Report in fiscal year 2011

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### ■Acquisition of ISO 14001 Certification

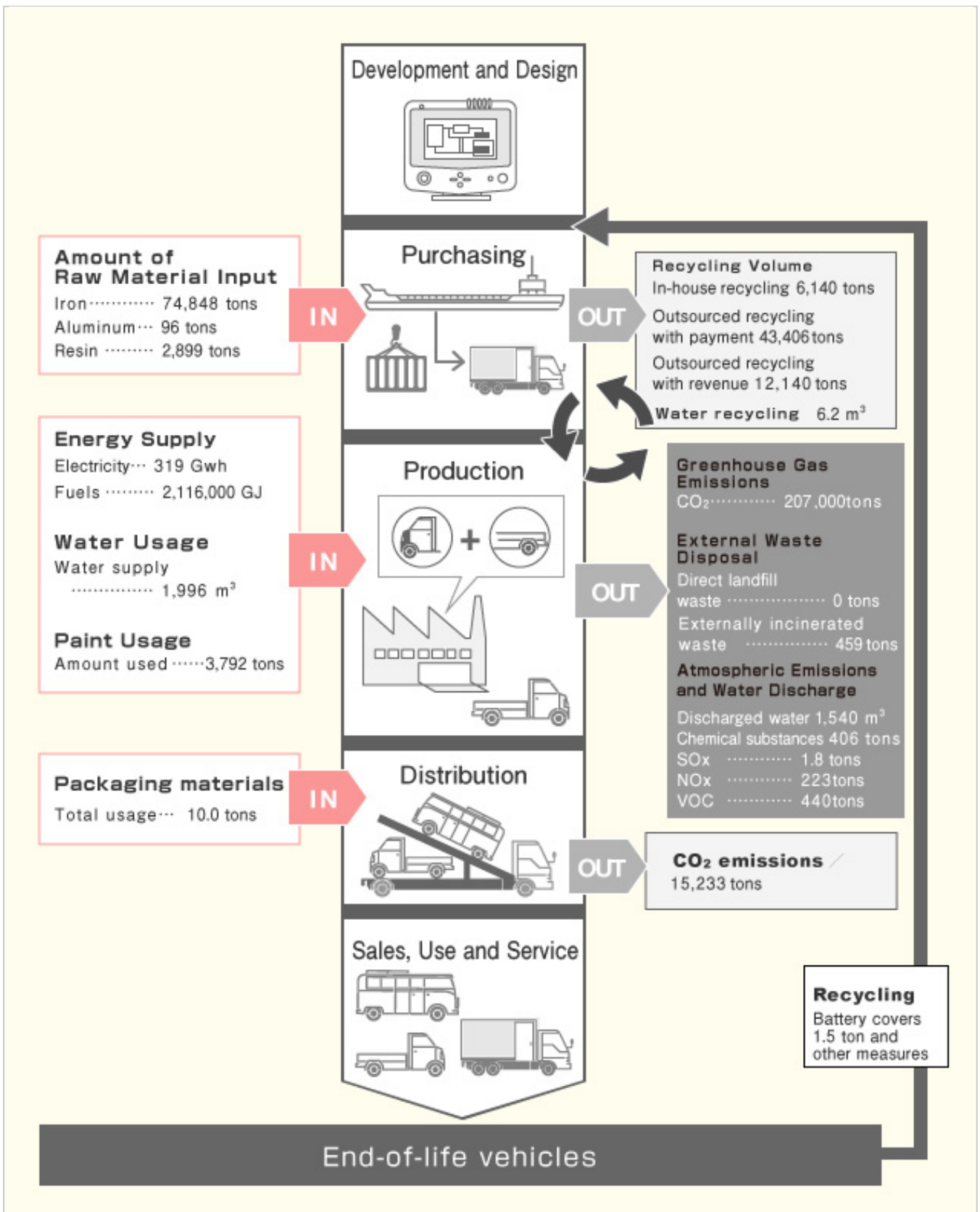
Organization/Entity	Function	Date of acquisition
Headquarters & Hino Plant	Manufacturing, product development, production engineering, headquarters and sales operation in Japan and overseas.	March 24, 2001
Hamura Plant	Manufacturing	March 10, 1999
Nitta Plant	Manufacturing	March 27, 2000
Oume Parts Center	Parts distribution	January 11, 2002

**■Fiscal 2010 Audit Results**

(Unit: Number of instances)

Office/Entity	Type of Audit	Imperative Non-Conformity	Non-Conformity	Observations
Headquarters & Hino Plant	Surveillance	0	0	2
Hamura Plant	Surveillance	0	0	5
Nitta Plant	Re-Certification audit	0	0	6
Oume Parts Center/ Hidaka Delivery Center	Surveillance	0	0	3

**■Hino Motors' Business Activities and Their Environmental Impact in Fiscal 201**



■Participants in Environment-Related Educational Programs in Fiscal 2011

Program	Number of participants
New Employee Training	484
Environmental Management	198

■Environmental Conservation Costs

Unit: millions of yen

Environmental Conservation Costs		FY2011 Results		FY2010 Results		Cause of discrepancy
Item	Description of major initiatives	Investments	Costs	Investments	Costs	

(1) Costs in operational areas		261	735	245	754	
①Pollution prevention costs	Expenses for environmental risk countermeasures, drainage water treatment, and other activities	74	368	93	377	Investment: Decreased investment in vehicle noise reduction systems
②Global environmental conservation costs	Installation of energy-saving equipment	102	11	98	7	Costs: Promoted energy savings by converting to LED lighting and other measures
③Resource recycling costs	3R promotional activities, waste disposal, and other activities	85	357	54	369	Investment: Increased investment in a dissolution system to reduce liquid waste
(2)Upstream and downstream costs	Additional costs for reducing environmental load	0	88	0	88	
(3)Management activity costs	Measures to comply with Japan's Automobile Recycling Law, ongoing implementation of environmental management systems, and information disclosure	0	375	0	443	
(4)Research & development costs	R&D expenses for reducing environmental load	0	23,692	0	25,060	
(5)Social activity costs		0	3	0	0	Monetary donations to the Hino Green Fund
(6)Environmental remediation costs		0	0	0	0	
Total		261	24,893	245	26,345	

Note: Because certain investment items are difficult to determine as solely environmental, only those items for which a clear and exclusive environmental objective can be unquestionably ascertained are posted.

## ■Results of Environmental Conservation

### Economic results

Unit: millions of yen

	Details of results	FY2011	FY2010	Cause of discrepancy
Profits	Operational income from recycling	1,594	1,539	
	Others			
Reduced costs	Reduction in energy costs due to energy conservation	86	71	Energy savings from reducing electricity consumption during peak summer hours
	Reduction in waste treatment costs due to resource conservation and recycling	-	-	
	Others			
Total		1,680	1,610	

## Quantitative results

Item	FY2011	FY2010
CO <sub>2</sub> reduction (tons-CO <sub>2</sub> )	1,797	1,499
Waste reduction (tons)	2,034	4,269

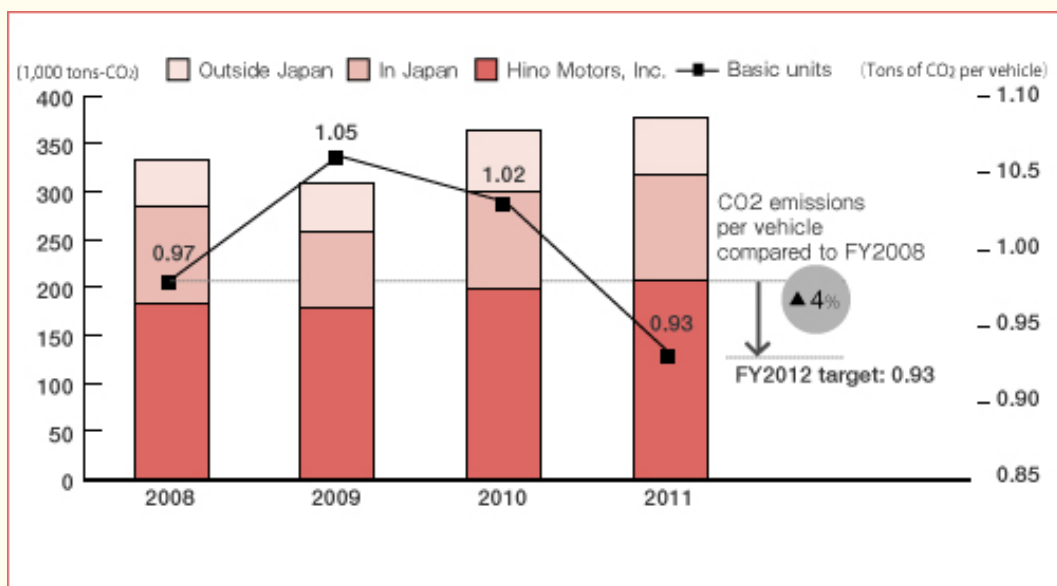
Note:

The results of environmental conservation are calculated only for those items that can be definitely identified as having an effect over a single year.

The improved effectiveness in reducing waste was the result of progress made in activities to save resources and more advanced methods for determining total effects.

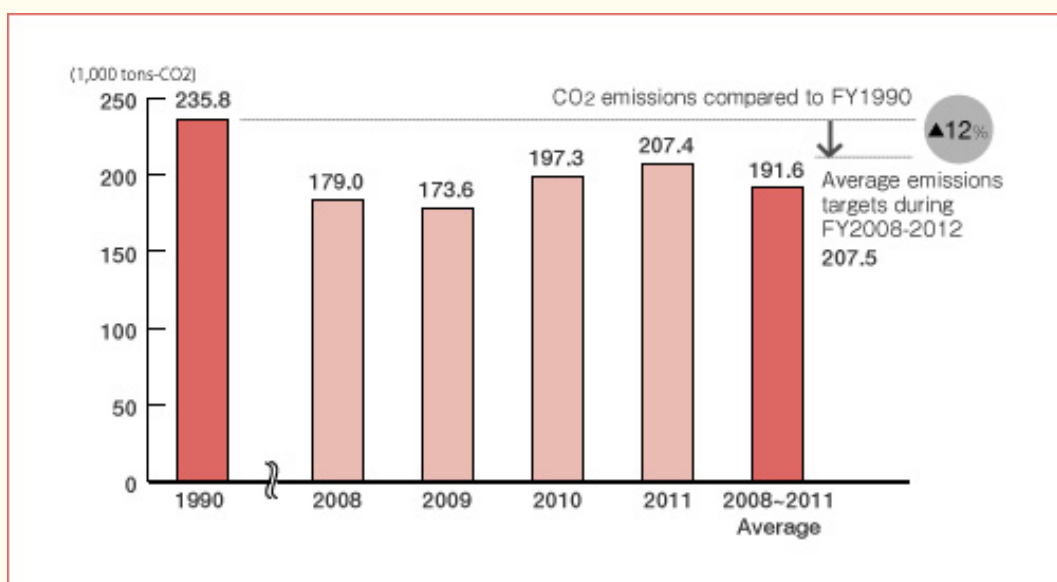
### ■Major Environmental Performance Trends in Fiscal 2011

#### ■CO<sub>2</sub> emissions per vehicle by company and region\*

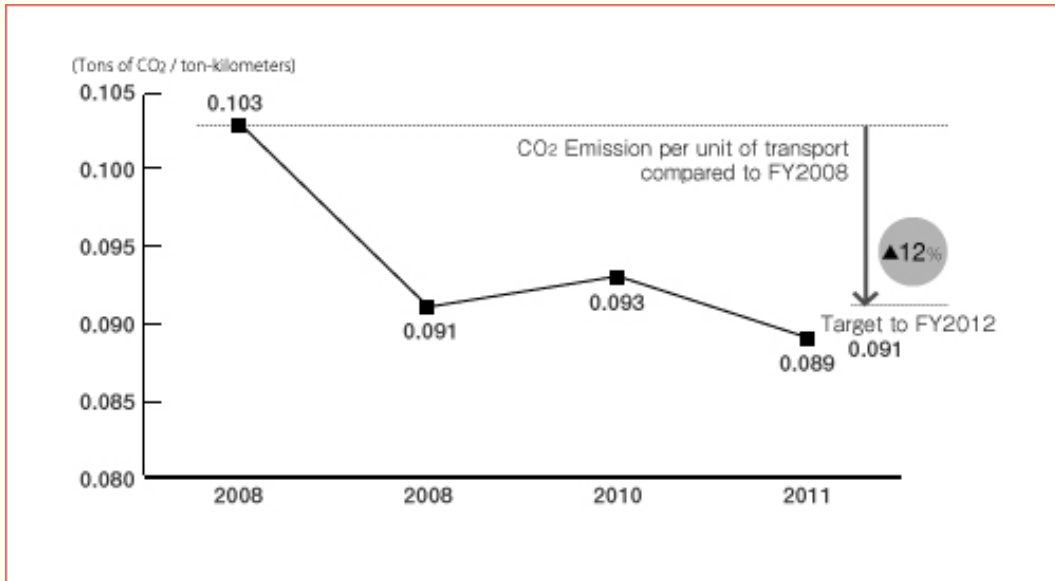


\*Hino Motors, Inc., 5 affiliated companies in Japan, and 4 affiliated companies outside Japan

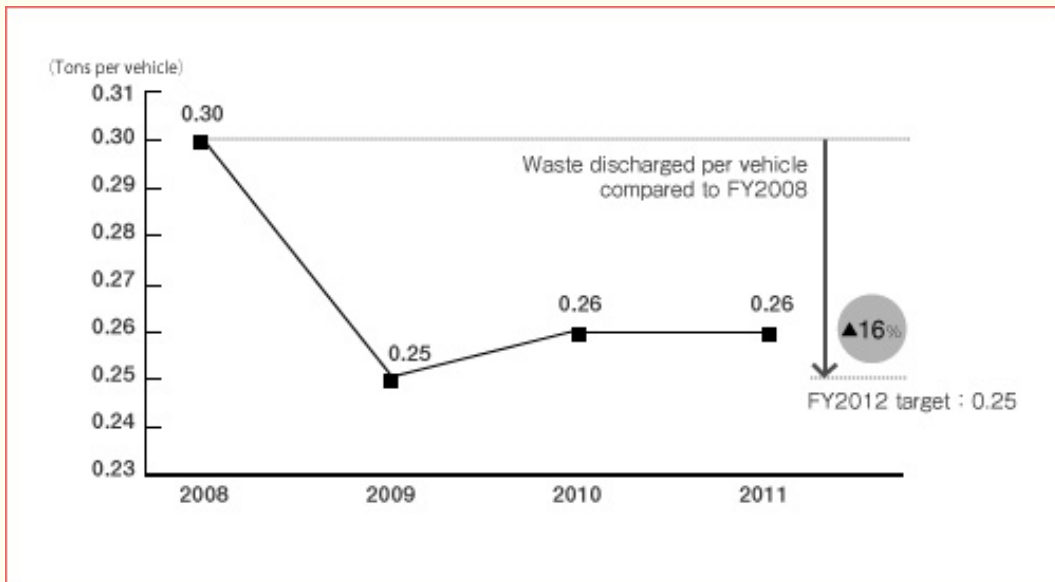
#### ■Non-consolidated CO<sub>2</sub> emissions



■CO2 emissions in logistics from consolidated companies in Japan

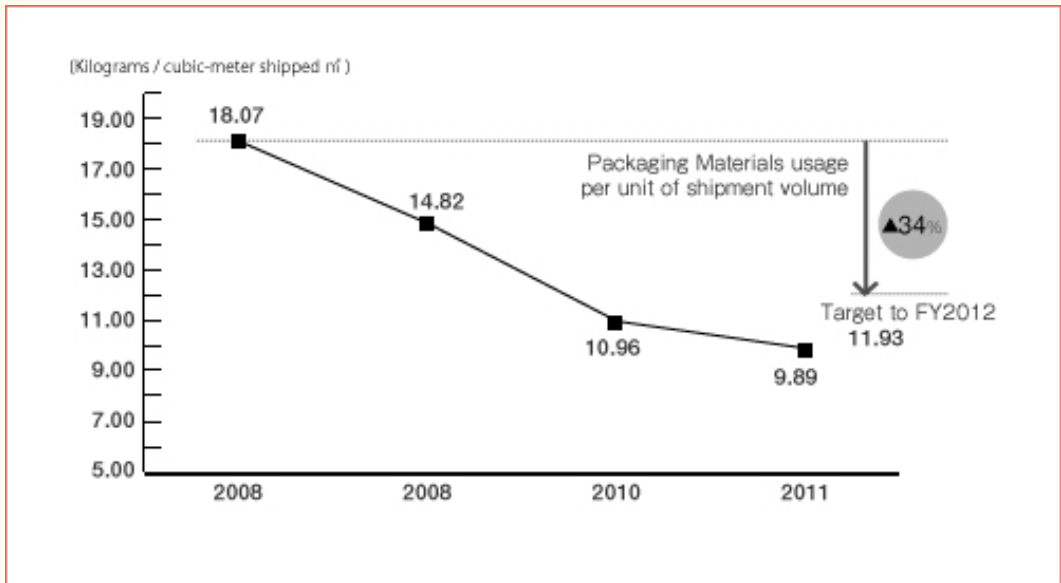


■Waste emissions from consolidated companies in Japan\*

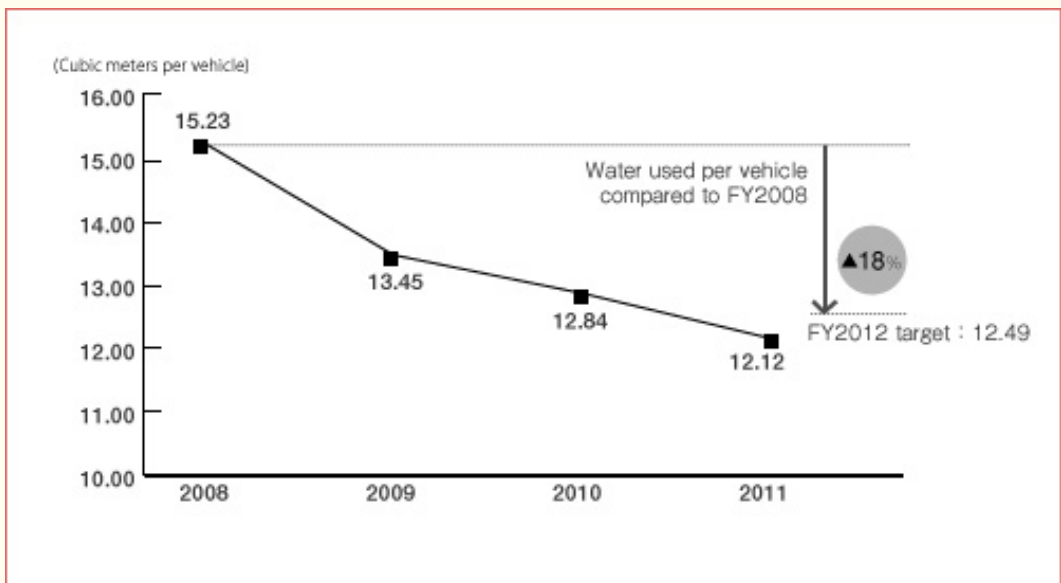


\*Hino Motors, Inc., 5 affiliated companies in Japan

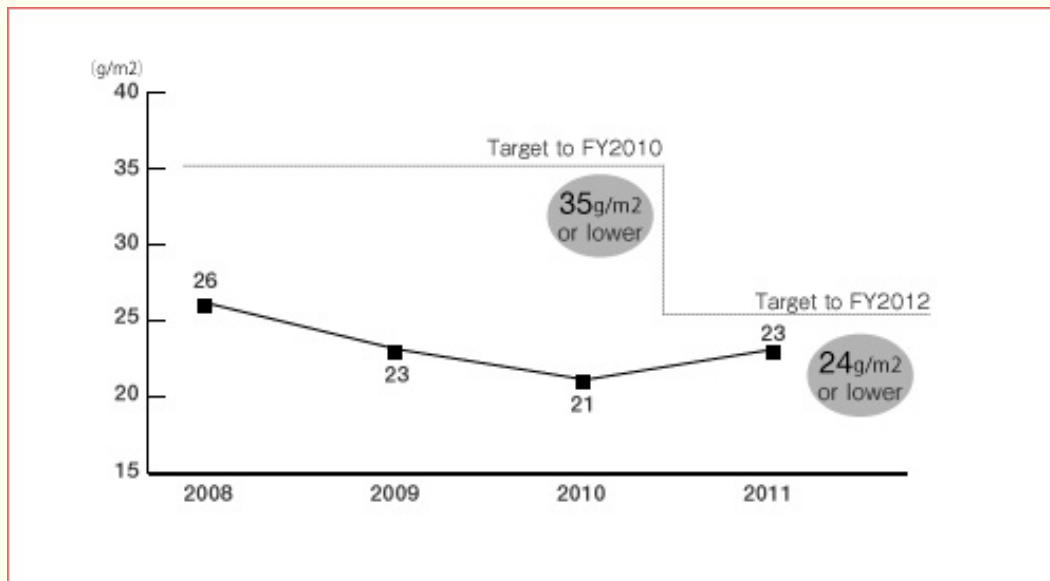
■Packaging Materials usage by consolidated companies in Japan



■Water usage by consolidated companies in Japan



■Volatile organic compound (VOC) emissions from the Hamura Plant



### Measured trichloroethylene levels in underground water

(Environmental limits: 0.03 mg/l)

Location	FY2011 level
Headquarters and the Hino Plant	ND~0.026*
Hamura Plant	ND~0.25*
Nitta Plant	ND~0.0017

\* Ongoing purification measures and monitoring are in progress

### ■Environmental Activities at Plants and Data based on Environment-Related Laws and Regulations

#### Headquarters and Hino Plant

#### Headquarters and Hino Plant Overview

Address	1-1, Hinodai 3-chome, Hino-shi, Tokyo
Major products	Heavy-duty trucks (Hino Profia) Medium-duty trucks (Hino Ranger)
Employees	6,000
Site area	447,081 m <sup>2</sup>
Total floor space	405,011 m <sup>2</sup>



Acquisition of ISO 14001 certification: March 24, 2001

#### Environmental Policies

1. Harmonious coexistence with society and the environment
2. Continuous improvements and prevention of environmental pollution
3. Compliance with laws and regulations
4. *Mottainai* mindset is the basis for all activities
5. Enhancement of individual environmental awareness

#### Through Each Plant Hino Motors Strives to Manufacture Quality Vehicles and Support Transportation that is Friendly to the Earth and People

At our Headquarters & Hino Plant, we are actively establishing varied and diverse targets that set the direction for our environmental initiatives. In diligently working to achieve these goals, Hino Motors is endeavoring to minimize the environmental load created by both production and distribution processes. Based on these activities, we recognize that continuing efforts to supply products with leading environmental performance to



society lie at the heart of our corporate social responsibility. As a result, we constantly review and work to lower the environmental load of every function of our business from development to purchasing, production, preparation, and office management. In this manner, our ultimate goal is to harmoniously coexist with the global environment. Furthermore, in addition to the mottainai mindset held by each employee, which in Japanese conveys an attitude of preventing waste, we make efforts to eliminate muda, mura, and muri (unprofitable, unsteady and unreasonable, respectively) in our energy-saving and resource-saving activities while at the same time engaging in activities aimed at protecting the natural environment.

Located in close proximity to a residential area, Hino Plant makes every effort not to disturb or comprise the lives of its neighbors. As a result, we strictly adhere to measures that minimize noise, vibration, and odor. Looking ahead, we will continue to manufacture quality vehicles and support transportation that is friendly to the earth and people.

## Award Record

FY2003	Winner of the Highest Award presented by the Chairperson of the Electric Safety Kanto Committee
FY2005	Winner of the Highest Award presented by the Kanto Region Electricity Usage Rationalization Committee
FY2006	Winner of the Highest Award presented by the Kanto Region Electricity Usage Rationalization Committee
FY2007	Winner of the Highest Award for Electric Safety and Electricity Usage Rationalization Committee
FY2008	Winner of the Highest Award for Electric Safety and Electricity Usage Rationalization Committee
FY2008	Winner of the Highest Award presented by the Kanto Region Electricity Usage Rationalization Committee
FY2008	Winner of the Chairperson's Award presented by the High Pressure Gas Safety Institute of Japan
FY2009	Winner of the Highest Award presented by the Kanto Region Electricity Usage Rationalization Committee
FY2010	Winner of the Highest Award presented by the Kanto Region Electricity Usage Rationalization Committee Winner of the Highest Award for Electric Safety and Electricity Usage Rationalization Committee
FY2011	Winner of the Highest Award presented by the Kanto Region Electricity Usage Rationalization Committee Winner of the Highest Award for Electric Safety and Electricity Usage Rationalization Committee

## ■Data Based on Environment-Related Laws and Regulations

### Water Quality (Water Pollution Control Law and Prefectural Ordinances)

Effluent water quality analysis (river channel and discharge site: Tama River via Yaji River)

Item	Regulatory limit	Max.	Min.	Avg.
Discharge volume (m <sup>3</sup> /day)	-	5,067	458	2,116
pH	5.8-8.6	7.5	7.0	7.3
BOD (mg/l)	20	2.4	0.5	1.2
COD (mg/l)	-	13	6.3	8.9
SS (mg/l)	40	2.0	1.0	1.5
N-hexane (mg/l)	5	ND	ND	ND
Total phosphorous (mg/l)	2	7.6*	0.1	0.59
Total nitrogen (mg/l)	20	13.6	1.9	8.5
Zinc content (mg/l)	2	0.16	0.11	0.14
Fluorine compounds (g/l)	8	0.23	0.15	0.19

ND: Not Detected (Less than the minimum determined limit)

\*Counter-measures have taken in accordance with an administrative directive. The level of total phosphorous temporarily exceeded regulatory limits and then returned to levels below these limits. Hino Motors is continuously monitoring water quality while working to prevent any recurrence of this incident.

## ■Air Quality (Air Pollution Control Law and Prefectural Ordinances)

Equipment	Measured substance	Regulatory limit	Max.	Min.	Avg.
Boilers (processed natural gas)	NOx(ppm)	-	43	18	30
	Soot and dust (g/Nm <sup>3</sup> )	-	0.02	ND	0.0004
Gas carburizing furnace #1 (processed natural gas)	NOx(ppm)	180	123	110	117
	Soot and dust (g/Nm <sup>3</sup> )	0.2	0.008	ND	0.004

ND: Not Detected (Less than the minimum determined limit)

## Hamura Plant

### Plant Overview

Address	3-1-1 Midorigaoka, Hamura-shi, Tokyo
Major products	Light-duty trucks (Hino Dutro, Dyna, Toyoace, Land Cruiser Prado, and FJ Cruiser)
Employees	3,300
Site area	750,770 m <sup>2</sup>
Total floor space	382,455 m <sup>2</sup>



Acquisition of ISO 14001 certification:  
March 10, 1999

### Environmental Policies

1. Compliance with laws and regulations
2. Preventive measures through continuous improvements and prevention of pollution
3. Promotion of energy saving, resource saving, and reduction of waste
4. Harmonious relations with local communities

### Striving to Make Vehicles that People Value at a Safe and Reliable Plant

The environmental policy of the Hamura Plant is based around three priorities: the environment, safety, and quality. The plant promotes improvement measures while considering environmental conservation in every aspect of operations. All employees hold high aspirations to help protect and sustain the environment, and actively strive toward reducing CO<sub>2</sub> emissions to meet regulatory targets and address climate change. The Hamura Plant works to be a safe and reliable plant that makes vehicles that people value, thereby fulfilling its responsibility to the community as a good, trusted corporate citizen.

### Award Record

October 2004	Winner of the Chairperson's Award presented by the High Pressure Gas Safety Institute of Japan
February 2005	Winner of the Director-General's Award presented by the Natural Resources and Energy Agency
November 2005	Winner of the Prevention Manager's Award presented by the Tokyo Fire Department
February 2006	Winner of the Highest Award presented by the Kanto Region Electricity Usage Rationalization Committee
July 2006	Winner of the Champion's Award presented by the Firefighting Training Board
February 2007	Winner of the Highest Award presented by the Kanto Region Electricity Usage Rationalization Committee
February 2008	Winner of the Highest Award presented by the Kanto Region Electricity Usage Rationalization Committee
February	Winner of the Chairperson's Award presented by the Energy Conservation Center

2008	
February 2009	Winner of the Ministry of Economy, Trade and Industry Minister's Award for Excellence in Plant Energy Management

### ■Data Based on Environment-Related Laws and Regulations

#### Water Quality (Sewerage Law) and Effluent Water Quality Analysis (Sewer Effluent)

Item	Regulatory limit	Max.	Min.	Avg.
Discharge volume (m <sup>3</sup> /day)	-	3,947	15	1,746
pH	5.7-8.7	7.9	7.0	7.3
BOD (mg/l)	300	4.7	1.1	2.8
SS (mg/l)	300	7.0	1.0	2.3
N-hexane (mg/l)	5	ND	ND	ND
Total phosphorous (mg/l)	16	3.8	0.6	1.8
Total nitrogen (mg/l)	120	14.7	1.6	3.6
Zinc content (mg/l)	2	0.15	0.15	0.15
Fluorine compounds (mg/l)	8	0.81	0.68	0.75

ND: Not Detected (Less than the minimum determined limit)

### ■Air Quality (Air Pollution Control Law and Prefectural Ordinances)

Equipment	Measured substance	Regulatory limit	Max.	Min.	Avg.
Cogeneration equipment (processed natural gas)	NOx (ppm)	35	17	13	16
	Soot and dust (g/Nm <sup>3</sup> )	0.05	ND	ND	ND
Drying furnaces (processed natural gas)	NOx(ppm)	230	61	4	25
	Soot and dust (g/Nm <sup>3</sup> )	0.2	0.004	ND	0.001

ND: Not Detected (Less than the minimum determined limit)

## Nitta Plant

### Plant Overview

Address	10-1 Nittahayakawa-cho, Ota-shi, Gunma Prefecture
Major products	Medium- and light-duty truck engines, medium- and heavy-duty truck transmissions, and medium-duty truck axles
Employees	1,500
Site area	393,932 m <sup>2</sup>
Total floor space	195,592 m <sup>2</sup>



Acquisition of ISO 14001 certification:  
March 27, 2000

### Environmental Policies

1. Harmony with the community and harmonious coexistence with the environment
2. Prevention of environmental pollution as the base for all operations
3. Compliance with laws and regulations

4. No waste and no wasteful use
5. Enhancement of each individual's environmental awareness

### Striving to Become a People-Friendly, Environment-Friendly, Clean Plant

At the Nitta Plant, located in a lush green setting, we have made the 3Ss (*seiri*, *seiton* and *seisou*, meaning well-organized, well-arranged and clean) as the basis for all plant activities. We are also promoting environmental conservation and improvement activities with a sustained awareness of environmental load based on the Nitta Plant Environment Policy.

By working to prevent environmental risks before they occur focusing particularly on upstream production activities, we are working to alleviate environmental risk. As a further initiative for reducing load of the environment, all plant personnel are aiming at higher goals for the prevention of global warming. At the same time, we will make efforts to maintain a clean plant that is accepted by the local community as friendly to people and the environment.

### Award Record

FY1999	Winner of the Director's Award in the Electric Lighting category presented by the Kanto Bureau of International Trade and Industry
FY2001	Winner of the Director's Award in the Heating category presented by the Kanto Bureau of Economy, Trade and Industry
FY2002	Winner of the Director-General's Award (Electrical Division) presented by the Natural Resources and Energy Agency
FY2003	Winner of the Energy Conservation Activity Excellent Group Award presented by the Kanto Bureau of Economy, Trade and Industry
FY2004	Winner of the Director-General's Award (Heat Division) presented by the Agency for Natural Resources and Energy

### ■Data Based on Environment-Related Laws and Regulations

#### Water Quality (Water Pollution Control Law, Prefectural Ordinances and Environmental Pollution Prevention Agreement with the Local Government)

Effluent water quality analysis (river channel and discharge site: Tone River via Hayakawa River)

Item	Regulatory limit	Max.	Min.	Avg.
Discharge volume (m <sup>3</sup> /day)	-	643	0.1	350
pH	6.0-8.0	7.9	7.2	7.6
BOD (mg/l)	10	1	ND	0.07
SS (mg/l)	15	5	ND	0.7
N-hexane (mg/l)	3	ND	ND	ND
Total phosphorous (mg/l)	60	0.14	ND	0.01
Total nitrogen (mg/l)	120	9.8	5.7	7.6
Zinc content (mg/l)	1	0.14	0.06	0.10
Fluorine compounds (mg/l)	1.5	ND	ND	ND

ND: Not Detected (Less than the minimum determined limit)

#### ■Air Quality (Air Pollution Control Law and Prefectural Ordinances)

Equipment	Measured substance	Regulatory limit	Max.	Min.	Avg.
Continuous furnaces #1 (kerosene)	NOx (ppm)	180	140	52	97
	Soot and dust (g/Nm <sup>3</sup> )	0.1	0.018	ND	0.005

## Oume Parts Center



The Center is responsible for truck and bus parts and components, and transports them nationwide.



Acquisition of ISO 14001 certification: January 11, 2002

### Center Overview

Address	1-5-1 Suehiro-cho, Ome-shi, Tokyo
Description of business	Management and transport of service parts
Employees	70
Site area	26,288 m <sup>2</sup>
Total floor space	31,533 m <sup>2</sup>

### Environmental Policies

1. Harmonious coexistence with the environment
2. Prevention of environmental pollution and sustained improvement
3. Compliance with laws and regulations
4. Streamlining the flow of goods
5. Enhancing each individual environmental awareness

## Hidaka Delivery Center



Hidaka Delivery Center manages and controls finished products (trucks) and delivery to body manufacturers and dealers nationwide.



Acquisition of ISO 14001 certification: January 11, 2002

### Center Overview

Address	689-1 Kamikayama, Hidaka-shi, Saitama Prefecture
Description of business	Management and transport of products (trucks)
Employees	12
Site area	265,989 m <sup>2</sup>
Total floor space	10,118m <sup>2</sup>

### Environmental Policies

1. Harmonious coexistence with the environment
2. Prevention of environmental pollution and sustained improvement
3. Compliance with laws and regulations
4. Streamlining the flow of goods
5. Enhancing each individual environmental awareness

## The Americas



## Company Overview

Company name	Hino Motors Manufacturing U.S.A., Inc.
Head office address	37777 Interchange Drive, Farmington Hills, MI 48335
Description of business	Manufacture of Hino Motors vehicles, sale of service parts, manufacture and sale of automobile parts and components, other

## Environmental Policies

1. **H**elp reduce our impact on the environment.
2. **I**ncrease prevention of pollution efforts and recycle.
3. **N**ever be out of compliance with regulations.
4. **O**pportunities for continual Improvement.

## ■Data Based on Environment-Related Laws and Regulations

CO <sub>2</sub> emissions	1855 t-CO <sub>2</sub>
Incinerated waste	188 t
Water usage	4,000m <sup>3</sup>

Note: Environmental policies and environment-related data are from the California Plant. Data from the company's two other plants are in the process of being collected for public disclosure.

## Thailand



## Company Overview

Company name	Hino Motors Manufacturing (Thailand) Ltd.
Head office address	No. 99 Moo 3, Thepharak Road, Samrong Nua, Muang Samutprakarn, Samutprakarn Province, Thailand
Description of business	Manufacture and sale of Hino Motors trucks and buses, manufacture and sale of automobile parts and components

## Environmental Policies

1. Coexist in harmony with the global environment
2. Strengthen and manage the company's environmental pollution prevention structure and systems
3. Ensure strict compliance with laws, regulations and other environmental policies
4. Protect energy and natural resources
5. Ensure appropriate waste disposal and treatment
6. Promote employee awareness
7. Promote environmental policy disclosure

## ■Data Based on Environment-Related Laws and Regulations

CO <sub>2</sub> emissions	26,179 t-CO <sub>2</sub>
Incinerated waste	0 t

Water usage

347,000 m<sup>3</sup>

## Indonesia



### Company Overview

Company name	PT. Hino Motors Manufacturing Indonesia
Head office address	Kawasan Industri Kota Bukit Indah Blok D1 No.1 Purwakarta 41181, Jawa Barat, Indonesia
Description of business	Manufacture and sale of Hino Motors trucks and buses

### Environmental Policies

1. Coexist harmoniously with the environment
2. Position prevention at the heart of all business activities
3. Ensure strict compliance with laws and other regulations
4. No waste and no wasteful use
5. Promote individual awareness

### ■Data Based on Environment-Related Laws and Regulations

CO <sub>2</sub> emissions	4,982 t-CO <sub>2</sub>
Incinerated waste	160 t
Water usage	67,000 m <sup>3</sup>

## Pakistan



### Company Overview

Company name	Hinopak Motors Limited
Head office address	D-2, S.I.T.E. Manghopir Road Karachi-75700, Pakistan
Description of business	Manufacture and sale of Hino Motors trucks and buses, supply and sale of mounting superstructures and the import and sale of service parts

### Environmental Policies

1. Promote the prevention of pollution and environmental load reduction
2. Effectively use energy and other resources
3. Ensure strict compliance with environmental laws and regulations
4. Continuously improve environmental performance
5. Implement employee education and training

### ■Data Based on Environment-Related Laws and Regulations

CO <sub>2</sub> emissions	2,118 t-CO <sub>2</sub>
Incinerated waste	45 t
Water usage	69,000 m <sup>3</sup>



## Shanghai, China



### Company Overview

Company name	Shanghai Hino Engine Co., Ltd.
Head office address	179, Huancheng East Road, Fengxian District, Shanghai, China
Description of business	Manufacture and sale of Hino Motors' brand engines

### Environmental Policies

1. Comply with statutory and regulatory requirements
2. Take personal ownership and responsibility for environmental protection endeavors
3. Enhance the effective use of resources and energy as the means for eliminating waste
4. Raise employee awareness of environmental protection

### ■Data Based on Environment-Related Laws and Regulations

CO <sub>2</sub> emissions	2,654 t-CO <sub>2</sub>
Incinerated waste	162 t
Water usage	38,000 m <sup>3</sup>

## Vietnam



### Company Overview

Company name	Hino Motors Vietnam, Ltd.
Head office address	Hoang Liet, Hoang Mai, Hanoi, Vietnam
Description of business	Manufacture and sale of Hino Motors trucks, and the import and sale of imported service parts

### Environmental Policies

1. Comply with legal requirements and relevant regulations
2. Employ capable human resources as a means to minimize serious environmental risks
3. Continuously implement environmental management systems to minimize consumption of resources
4. Promote environmental policies that raise employees' awareness of the environment and their responsibilities

### ■Data Based on Environment-Related Laws and Regulations

CO <sub>2</sub> emissions	212 t-CO <sub>2</sub>
Incinerated waste	4 t
Water usage	2,000 m <sup>3</sup>

## Canada





### Company Overview

Company name	Hino Motors Canada, Ltd.
Head office address	395 Ambassador Drive, Mississauga, Ontario, Canada L5T 2J3
Description of business	Manufacture and sale of Hino trucks; import and sale of service parts

### Environmental Policies

1. **H**elp reduce our impact on the environment.
2. **I**ncrease prevention of pollution efforts and recycle.
3. **N**ever be out of compliance with regulations.
4. **O**pportunities for continual Improvement.

### ■Data Based on Environment-Related Laws and Regulations

CO2 emissions	690
Direct landfill waste	80
Water usage	1

## Mexico



### Company Overview

Company name	Hino Motors Manufacturing Mexico, S.A. de C.V.
Head office address	Circuito Mexiamora Sur #302, Parque Industrial, Santa Fe
Description of business	Manufacture and wholesale of Hino trucks

### Environmental Policies

1. Protect the environment through activities designed to conserve resources, encourage recycling, and prevent pollution
2. Ensure compliance with legal requirements and environment-related regulations
3. Implement continuous improvements to the environmental management system
4. Promote environmental policies to employees and business partners such as suppliers

### ■Data Based on Environment-Related Laws and Regulations

CO2 emissions	86
Direct landfill waste	48
Water usage	6

### ■Acquisition of ISO and EMD Certification by Hino Motors Group

Certification Status at the Hino Motors Group

	FY2011 Performance
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Subject companies		No. of subject companies	No. of ISO registered companies	No. of dealers with EMD certification at all facilities
Domestic	Affiliated companies	23	21	-
	Dealers	42	3	35
Overseas	Affiliated companies	10	8	-

## ■Main Environmental Data for Hino Group Plants in Fiscal 2011

### ■CO<sub>2</sub> emissions

(Unit: thousands of tons)

	FY2008	FY2009	FY2010	FY2011
Hino Motors	179	174	197	207
Domestic affiliated production companies	102	81	102	111
Overseas affiliated production companies	48	49	63	59

### ■Waste emissions

(Unit: tons)

	FY2008	FY2009	FY2010	FY2011
Hino Motors	45,815	38,649	47,313	54,972
Domestic affiliated production companies	56,271	34,911	45,960	52,619
Overseas affiliated production companies	19,277	18,186	21,905	20,143

### ■Water usage

(Unit: tons)

	FY2008	FY2009	FY2010	FY2011
Hino Motors	1,880	1,678	1,971	1,996
Domestic affiliated production companies	1,368	1,004	1,133	1,130
Overseas affiliated production companies	447	413	506	499