

## Social Performance

### To Our Stakeholders

#### To Our Shareholders

We work hard to anticipate changes in the business environment in order to improve the Hino Group's corporate value.

#### Basic Stance toward Shareholders

Hino Motors works diligently to enhance its corporate value and to contribute to the prosperity and well-being of its shareholders and investors.

**1. Increasing Corporate Value**

We strive to focus on increasing the corporate value of the Hino Group as a whole by increasing profitability and managing risk in the course of our day-to-day work.

**2. Proper Accounting Procedures and Disclosure of Information**

As members of the Hino team, we are responsible for sound, transparent management, and we follow proper accounting procedures and disclose information in a timely manner.

**3. Complying with Insider Trading Regulations**

We never betray the trust and expectations of our shareholders and investors by engaging in insider trading.

( [☒](#) The Hino Code of Conduct [☑](#) )

#### Communicating with Shareholders and Investors

To ensure that shareholders and investors gain an accurate and full understanding of the Company, Hino Motors recognizes that the timely provision of relevant and detailed information on its business activities is essential.

To this end, the Company issues reports to its shareholders in conjunction with the general meeting of shareholders. Hino Motors also issues press releases and holds presentations for analysts each quarter of the fiscal year. When appropriate, briefings and presentations are held to disclose and explain the Company's plans, proposals and initiatives aimed at addressing important issues and improving business performance. As another component in Hino Motors' endeavors to ensure open and fair disclosure, information is simultaneously posted on the Company's website.

In addition, with respect to communicating with investors, Hino Motors is actively working to promote the understanding of investors through interviews and by participating in conferences organized by securities firms.

Hino Motors seeks to ensure that the opinions received from shareholders and investors through these communication activities are used as reference in corporate management with a view to further increasing corporate value in the medium to long term.



Financial results briefing

[☒](#) [Click here for detailed IR information, including the Shareholders' Meeting](#) [☑](#)

#### ■ Key Activities in Fiscal 2017\*

2016 June	104th Ordinary General Meeting of Shareholders.
2016 July	Held a press conference and analyst meetings on financial results for the first quarter of fiscal 2017.
2016 September	Participated in a conference organized by a securities company.
2016 October	Held a press conference and analyst meetings on financial results for the second quarter of fiscal 2017.
2016 December	Participated in a conference organized by a securities company.
2017 January	Held a press conference and analyst meetings on financial results for the third quarter of fiscal 2017.
2017 March	Participated in a conference organized by a securities company.
2017 April	Held a press conference and analyst meetings on annual financial results for fiscal 2017.

\*Fiscal year ended March 31, 2017

#### Dividend Payment Policy

It is one of Hino Motors' basic management policies to strive to continuously provide a stable distribution of earnings to shareholders, taking into consideration factors such as business results, future investment plans, and the consolidated dividend ratio, while enhancing its financial standing.

