

## ESG Initiatives

# Environment

## Environment Charter

### HINO GLOBAL Environment Charter

In April 1993, Hino Motors formulated the Hino Global Environment Charter, laying out its fundamental approach to environmental conservation. The company creates the Hino Environmental Challenge 2050 and an Environment Initiative Plan based on the charter, and advances activities in accordance with them.

Revised February 1, 2001

#### I. Basic Policies

##### 1. We will promote comprehensive and ongoing environmental protection.

As a leading manufacturer of diesel vehicles, we will endeavor to offer superior products to customers in all countries, and continue to contribute to the achievement of greater prosperity through our products. In this, we are fully aware of the environmental impact of our products, and pledge ourselves to an earnest commitment to sustainable human and global development through ongoing efforts, whilst also paying careful attention to preventing pollution wherever we engage in our corporate activities.

##### 2. We will take concrete and definite steps to protect the global environment.

Through the establishment and operation of our Environmental Management System we will maintain continuous efforts to define, assess and review environmental goals and targets while strictly adhering to all legal and other requirements placed upon us.

#### II. Action Guidelines

##### 1. We will minimize the environmental impact of our vehicles throughout their life cycles, and of all our corporate activities in general.

We are determined to offer the public products having top-level environmental performance, and to engage in continuous technical development designed to minimize the environmental impact of our products and their distribution.

We will also engage in the establishment and operation of an Environmental Management System embracing all stages in the life cycle of our vehicles.

##### 2. We will develop closer partnerships with our affiliated companies.

The cooperation of a great many companies is critical for the effective pursuit of our business activities. We will work closely with vehicle manufacturing partners both in Japan and abroad, and will strive to extend the mutual range of our environmental protection efforts.

##### 3. We will make greater efforts in the areas of information disclosure, education and awareness-promoting activities.

We will engage in activities designed to disseminate to as many people as possible a correct and proper understanding of what we are trying to achieve. At the same time, we will spare no effort to hone our own environmental sensitivity.

##### 4. Our contribution is not limited to the offering of superior products.

As corporate citizens, and as a corporate entity existing within a local community, we will take an active part in a broad range of community and social activities.

## Hino Environmental Challenge 2050

To make the world a better place to live and connect the next generation to the future

### Basic Stance

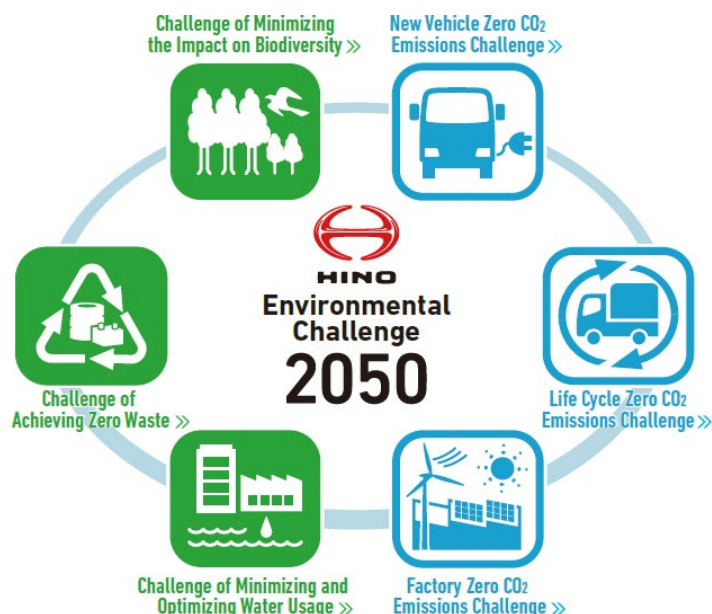
In October 2017, Hino Motors established the Hino Environmental Challenge 2050, a set of new long-term goals to help create a sustainable society for the future.

Hino's corporate mission is "to make the world a better place to live by helping people and goods get to where they need to go safely, economically and with environmental responsibility while focusing on sustainable development." Fulfilling this mission, the Company has supported the businesses of customers and contributed to society by providing trucks and buses suited to the needs of customers around the world.

The Hino Environmental Challenge 2050 presents six challenges to be taken up by the Hino Group as a manufacturer of trucks and buses to address various global environmental issues such as climate change, water shortages, resource depletion, and destruction of nature.



#### Hino Environmental Challenge 2050



The trucks and buses that Hino Motors provides impact the environment in every aspect of their product life cycle, from making parts and materials used in vehicles to vehicle manufacture, use, and disposal. The overall objectives shared across the Hino Group are to reduce environmental impact, make the world a better place to live, and connect the next generation to the future.

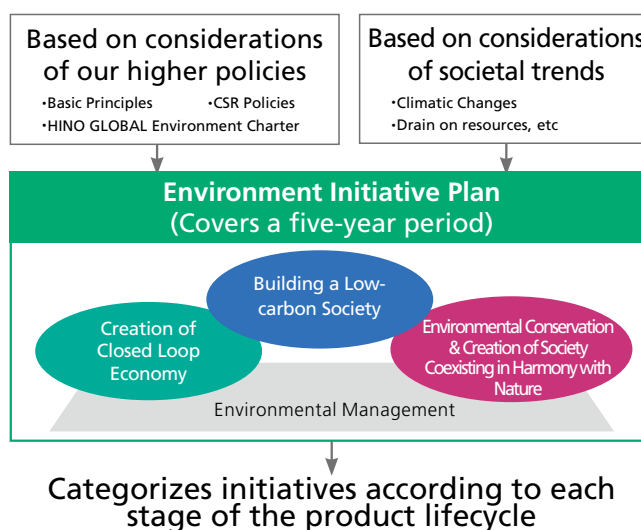
Although the established goals are very high, the Hino Group will work as one to revolutionize logistics through technical innovation of products, manufacturing innovation at production sites, and IoT technologies. As an environmental frontrunner, the Group will take on the challenge of becoming an environmentally advanced company.

## Environment Initiative Plan - Action Plan to Realize the Six Challenges

The Environment Initiative Plan is an action plan based on the Hino Credo, the Hino Global Environment Charter, and other top policies and social trends. In 1993, Hino Motors formulated its first Environment Initiative Plan, and it has implemented and reviewed its targets every five years since then. The sixth 2020 Environment Initiative Plan was planned for implementation from fiscal 2016 to 2020. However, the Company will contribute to the sustainable development of society by linking the knowledge and new challenges thereby gained to the six challenges of the Hino Environment Challenge 2050.


### ● Positioning of the Environment Initiative Plan

The 2020 Environmental Initiative Plan includes Hino Motors' goals of building a low-carbon society, creating a closed loop economy, environmental conservation and creation of a society coexisting in harmony with nature, and environmental management. Hino Motors seeks harmony with the environment throughout the product lifecycle in line with the action plan.



### ● Key initiatives of the 2020 Environmental Initiative Plan that contribute to the Hino Environmental Challenge 2050

Hino Environmental Challenge 2050	2020 Environment Initiative Plan
<b>CHALLENGE! 1</b> New Vehicle Zero CO <sub>2</sub> Emissions Challenge	<ul style="list-style-type: none"> <li>● Improve CO<sub>2</sub> emissions and fuel consumption performance of vehicles</li> <li>● Promote the development of vehicles that run on clean energy</li> </ul>
<b>CHALLENGE! 2</b> Life Cycle Zero CO <sub>2</sub> Emissions Challenge	<ul style="list-style-type: none"> <li>● Make transportation more efficient and reduce CO<sub>2</sub> emissions in logistics</li> <li>● Work to reduce CO<sub>2</sub> emissions in sales activities</li> </ul>
<b>CHALLENGE! 3</b> Factory Zero CO <sub>2</sub> Emissions Challenge	<ul style="list-style-type: none"> <li>● Work to reduce CO<sub>2</sub> emissions in production activities</li> </ul>
<b>CHALLENGE! 4</b> Challenge of Minimizing and Optimizing Water Usage	<ul style="list-style-type: none"> <li>● Work to reduce water usage in production activities</li> </ul>
<b>CHALLENGE! 5</b> Challenge of Achieving Zero Waste	<ul style="list-style-type: none"> <li>● Develop technologies that enable elimination of the use of scarce resources</li> <li>● Develop new vehicles with a higher ratio of recyclable components</li> <li>● Reduce waste from production and logistics, and use resources effectively</li> <li>● Work to reduce usage of packaging materials and use resources effectively</li> </ul>
<b>CHALLENGE! 6</b> Challenge of Minimizing the Impact on Biodiversity	<ul style="list-style-type: none"> <li>● Reduce gas emissions to help improve urban air quality in each country and region</li> <li>● Reduce environmentally hazardous substances (VOC) in production activities</li> <li>● Implement biodiversity preservation activities locally at factories in every region where the Group operates</li> </ul>

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2020 Environment Initiative Plan **Building Low-carbon Society**


New Vehicle Zero  
CO<sub>2</sub> Emissions  
Challenge



Life Cycle Zero  
CO<sub>2</sub> Emissions  
Challenge



Factory Zero  
CO<sub>2</sub> Emissions  
Challenge

Field	Item	Specific Action Items/Targets, etc.	Fiscal 2018 Achievements and Challenges for the future
Product development	<b>Improve CO<sub>2</sub> emissions and fuel consumption performance of vehicles</b>	<ul style="list-style-type: none"> <li>Develop technologies to meet world's top-class fuel efficiency standards</li> <li>Japan</li> <li>Develop technologies to improve fuel efficiency to meet next round of regulations</li> <li>Improve the performance of hybrid vehicles</li> <li>United States</li> <li>Develop technologies for enabling compliance with greenhouse gas emission regulations in 2020</li> <li>Europe</li> <li>Develop technologies to improve fuel efficiency to meet next round of regulations</li> </ul>	<ul style="list-style-type: none"> <li>Released new models of Hino Profia heavy-duty trucks and Hino Ranger medium-duty trucks</li> <li>The Hino Profia has now achieved 10% greater fuel efficiency than fiscal 2015 fuel efficiency standards, and the number of Hino Ranger trucks with 5% greater fuel efficiency was increased.</li> <li>Released an improved model of Hino Dutro light-duty trucks</li> <li>Added to the lineup are hybrid trucks that have now achieved 15% greater fuel efficiency than fiscal 2015 fuel efficiency standards, while diesel trucks now have 5% greater fuel efficiency.</li> <li>Released and improved model of Hino S'elega heavy-duty tourist buses</li> <li>Added to the lineup are a long-bodied bus (overall length of 12m) that achieves 15% greater fuel efficiency with an A09C engine, a bus that achieves 15% greater fuel efficiency with an E13C engine, and a bus that fulfills fuel efficiency standards with an A05C engine.</li> </ul>
	<b>Promote the development of vehicles that run on clean energy</b>	<ul style="list-style-type: none"> <li>Conduct R&amp;D on electric vehicles</li> <li>Plug-in hybrid vehicles</li> <li>Conduct R&amp;D intended for making the technology feasible</li> <li>Fuel cell vehicles</li> <li>Develop fuel cell vehicles and sell a limited number</li> <li>Electric vehicles</li> <li>Conduct R&amp;D intended for commercializing electric trucks and buses</li> <li>Conduct research on technologies for enabling the use of alternative fuels</li> <li>Develop technologies that enable a switchover to biofuels and other alternative fuels</li> </ul>	<ul style="list-style-type: none"> <li>Released heavy-duty electric refrigerated trucks that comply with fiscal 2016 gas emission regulations</li> <li>Released heavy-duty hybrid route buses that comply with fiscal 2016 gas emission regulations</li> <li>Released light-duty hybrid trucks with improved fuel efficiency</li> <li>Jointly developed fuel cell (FC) buses with Toyota Motor Corporation; the Toyota FC Bus is used on bus routes operated by the Bureau of Transportation of the Tokyo Metropolitan Government</li> </ul>
Production and logistics	<b>Initiatives for reducing CO<sub>2</sub> emissions in production activities</b>	<ul style="list-style-type: none"> <li>Carry out initiatives for reducing CO<sub>2</sub> emissions on both a total and per-vehicle basis by introduce low-CO<sub>2</sub> production technologies, and reduce CO<sub>2</sub> through daily improvements</li> <li>Consider to exploit renewable energy and renewable energy</li> <li>(Targets in CO<sub>2</sub> Production Emissions Reduction for FY 2020)</li> <li>Overseas Operations</li> <li>26% reduction in emissions per unit compared to FY 2008</li> <li>Consolidated Companies in Japan</li> <li>24% reduction in emissions per unit compared to FY 2008</li> <li>Hino Motors Ltd.</li> <li>30% reduction in emissions per unit compared to FY 2008</li> <li>Reduction in emissions: Fiscal 2020 output target x active mass</li> <li>Control emissions of other greenhouse gases besides CO<sub>2</sub></li> </ul>	<ul style="list-style-type: none"> <li>Steadily promoted the following goals at the CO<sub>2</sub> Reduction Working Group, which was launched to achieve 2020 goals.</li> </ul> <p>(Results)</p> <p><b>Global:</b></p> <ul style="list-style-type: none"> <li>Reduced emissions per unit by 34% compared to FY2008</li> </ul> <p><b>Consolidated Companies in Japan:</b></p> <ul style="list-style-type: none"> <li>Reduced emissions per unit by 32% compared to FY2008</li> </ul> <p><b>Hino Motors, Ltd.:</b></p> <ul style="list-style-type: none"> <li>Reduced emissions per unit by 42% compared to FY2008</li> <li>Emissions of fiscal 2018 were 211 thousand tons</li> <li>HINO Motors will create technologies and formulate plans to achieve additional long-term goals (30–50 years)</li> </ul>
	<b>Make transportation more efficient and reduce CO<sub>2</sub> emissions in logistics</b>	<ul style="list-style-type: none"> <li>Promote initiatives to reduce CO<sub>2</sub> emissions in logistics by improving efficiency of transportation.</li> <li>Shorten distribution routes between factories and improve shipping efficiency by using tractor-trailers and increasing transport loading rates</li> <li>Use more fuel-efficient vehicles</li> <li>Improve efficiency of vehicle parts shipments</li> <li>(Targets in CO<sub>2</sub> Distribution Emissions Reductions for FY 2020)</li> <li>Consolidated Companies in Japan</li> <li>26% reduction in emissions per unit of transport volume compared to FY 2008</li> <li>Overseas Operations</li> <li>Set targets and promote reduction measures according to the highest standards in each country</li> </ul>	<p>(Results)</p> <p><b>Consolidated Companies in Japan:</b></p> <ul style="list-style-type: none"> <li>Reduced emissions per unit of transport volume by 27% compared to FY2008</li> </ul> <p>(Future Challenge)</p> <p>Further efforts to assess impact due to plant relocation and to promote emissions reduction activities.</p> <p><b>Overseas Operations:</b></p> <ul style="list-style-type: none"> <li>Promoting reduction activities in each country</li> </ul>
Sales and after-sales service	<b>Initiatives for reducing CO<sub>2</sub> emissions in sales activities</b>	<ul style="list-style-type: none"> <li>Create and execute plan to reduce energy consumption per unit by at least 1% per year at Japanese sales offices</li> <li>Assist customers in reducing CO<sub>2</sub> emissions</li> </ul>	<ul style="list-style-type: none"> <li>Achieved reductions by installing energy-saving lighting, etc.</li> <li>Decreased energy consumption rate per unit by 5.6% compared to FY2015</li> </ul>

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2020 Environment Initiative Plan **Creation of Closed Loop Economy**

Challenge of Minimizing  
and Optimizing Water  
Usage

Challenge of  
Achieving Zero  
Waste

Field	Item	Specific Action Items/Targets, etc.	Fiscal 2018 Achievements and Challenges for the future
Product development	<b>Develop technologies that enable elimination of the use of scarce resources</b>	<ul style="list-style-type: none"> <li>Reduce the amount of precious metals used in exhaust-cutting catalytic converters</li> </ul>	<ul style="list-style-type: none"> <li>Excavated precious metal substitutes for gas emission reduction catalysts</li> </ul>
	<b>Develop new vehicles with a higher ratio of recyclable components</b>	<ul style="list-style-type: none"> <li>Initiatives to create assembled structures that are easy to disassemble</li> </ul>	<ul style="list-style-type: none"> <li>Incorporated considerations for recycling and disassembly in the design of vehicle structural components and created manuals explaining disassembly</li> <li>Contributed to effective use of resources by reducing vehicle body weight.</li> </ul>
Production and logistics	<b>Reduce waste from production and logistics, and use resources effectively</b>	<ul style="list-style-type: none"> <li>Adopt waste reduction technologies and promote waste reduction in regular improvement activities</li> <li>Facilitate more effective usage of resources by improving yield rates and managing the sources of waste</li> <li>Promote the usage of the Hino Motors Group's resource</li> </ul> <p>(Targets in Waste Reduction for FY 2020) Consolidated Companies in Japan</p> <ul style="list-style-type: none"> <li>43% reduction of amount of waste generated per unit compared to FY 2008</li> <li>Zero for final disposal amount*</li> </ul> <p>Overseas Operations</p> <ul style="list-style-type: none"> <li>Management of the amount of waste reduction</li> </ul> <p>*Definition of Zero: Landfill amount including ash after incineration is not more than 0.5% compared with total waste including recyclable waste</p>	<p>(Results)</p> <p><b>Consolidated Companies in Japan</b></p> <ul style="list-style-type: none"> <li>Reduced amount of waste generated per unit by 36% compared to FY2008</li> <li>Achieved a final disposal rate of 0.07%</li> <li>Output level worsened due to an imbalance between the quantity of waste generated and production volume, which was impacted by changes in the valuable resources trade market and a fire at a Group company plant.</li> </ul> <p>We will continue reducing activities through each conference</p> <p><b>Overseas operations</b></p> <ul style="list-style-type: none"> <li>Set targets for waste matter in each country and proceeded to make reductions</li> </ul>
	<b>Initiatives for reducing water usage in production activities</b>	<ul style="list-style-type: none"> <li>Promote activities for reducing water consumption in consideration of water supply conditions in each country and region where the Group operates</li> <li>Conserve water through actively introduce water-saving technologies and continual improvement</li> </ul> <p>(Targets in Water Usage Reduction for FY 2020) Consolidated Companies in Japan</p> <p>40% reduction of water usage per unit compared to FY 2008</p> <p>Overseas Operations</p> <ul style="list-style-type: none"> <li>Management of water usage reduction</li> </ul>	<p>(Results)</p> <p><b>Consolidated Companies in Japan</b></p> <ul style="list-style-type: none"> <li>Reduced water usage per unit by 47% compared to FY2008</li> </ul> <p>Further water-saving equipment to be installed and recycling promoted</p> <p><b>Overseas operations</b></p> <ul style="list-style-type: none"> <li>Set targets in each country and proceeded to make reductions</li> </ul>
	<b>Initiatives for reducing usage of packaging materials and use resources effectively</b>	<ul style="list-style-type: none"> <li>Reduce usage of packing and shipping materials by making them returnable and more lightweight</li> <li>Enable use of returnable racks in more countries</li> <li>Improve methods of packing vehicle parts</li> </ul> <p>(Targets in Packaging Materials Usage Reduction for FY 2020) Consolidated Companies in Japan</p> <ul style="list-style-type: none"> <li>57% reduction of shipment volume per unit compared to FY 2008</li> </ul> <p>Overseas Operations</p> <ul style="list-style-type: none"> <li>Calculate the amount of packaging materials used and expand activities to reduce them</li> </ul>	<p>(Results)</p> <p><b>Consolidated Companies in Japan</b></p> <ul style="list-style-type: none"> <li>Reduced amount of packaging materials used per unit of shipment volume by 70% compared to FY2008</li> </ul> <p>(Future Challenge)</p> <p>Continue to pursue efforts to reduce emissions</p> <p><b>Overseas operations</b></p> <ul style="list-style-type: none"> <li>Promoting reduction activities in each country</li> </ul>

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2020 Environment Initiative Plan **Environmental Conservation & Creation of Society Coexisting in Harmony with Nature**


Challenge of Minimizing  
the Impact on Biodiversity

Field	Item	Specific Action Items/Targets, etc.	Fiscal 2018 Achievements and Challenges for the future
Product development	<b>Reduce gas emissions to help improve urban air quality in each country and region</b>	<ul style="list-style-type: none"> <li>• Introduce vehicles with lower gas emissions to help improve urban air quality in each country and region</li> <li><b>Japan</b></li> <li>• Release vehicles to the market that comply with Japan's 2016 exhaust emission regulations</li> <li>• Research and develop new technologies to comply with new exhaust regulations starting in 2016</li> <li><b>United States</b></li> <li>• Bring vehicles to market that comply with US13, and Develop vehicles that comply with U.S. exhaust emission standards effective from 2016</li> <li><b>Europe and developed countries</b></li> <li>• Develop and release vehicles to the market that comply with EURO 6 exhaust emission standards</li> <li><b>General</b></li> <li>• Introduce low-emission vehicles (EURO4 or 5 level)</li> </ul>	<ul style="list-style-type: none"> <li>• The heavy-duty truck Hino Profia tractor series underwent a model change to align it with fiscal 2016 gas emission regulations.</li> </ul>
	<b>Further reduce the use of environmentally harmful materials</b>	<ul style="list-style-type: none"> <li>• Collect and manage information on increasing regulations in each country where the Group operates, and take the lead in switching to alternative materials</li> </ul>	<ul style="list-style-type: none"> <li>• Collected and managed all material data including that for unregulated substances.</li> <li>• Establish early measures for gas emission regulations.</li> </ul>
Production and logistics	<b>Reduce substances that impact the environment in production activities (VOC)</b>	<ul style="list-style-type: none"> <li>• Promote reduction of VOCs through constant improvement</li> <li>• Reduce the use of painting materials and thinners in vehicle painting work</li> <li><b>(Targets in Body Painting Reduction for FY 2020)</b></li> <li><b>Hino Motors Ltd.</b></li> <li>• Reduction of VOC emissions by 22 grams per square meter of painted surface area</li> <li><b>Overseas Operations</b></li> <li>• Broaden initiatives for VOC emissions reductions</li> <li><b>(Other Painting Work Targets for FY 2020)</b></li> <li><b>Hino Motors Ltd.</b></li> <li>• Set annual reduction targets on a per-vehicle basis every year</li> <li><b>Overseas Operations</b></li> <li>• Management of VOC reduction performance</li> </ul>	<p>(Results)</p> <p><b>Hino Motors, Inc.</b></p> <ul style="list-style-type: none"> <li>• Achieved 17 grams of VOCs per square meter of painted surface area</li> <li>• Promote initiatives relating to renovation plan for painting equipment and facilities and continued efforts to reduce volatile organic compounds (VOC) through constant improvements.</li> </ul> <p><b>Overseas Operations</b></p> <ul style="list-style-type: none"> <li>• Conducted research analysis to identify the cause of VOC volume change using constant volume and the trend management method</li> <li>• Implemented initiatives to reduce VOC emissions, such as collecting cleaning thinner</li> </ul>
Social contribution	<b>Implement biodiversity preservation activities locally at factories in every region where the Group operates</b>	<ul style="list-style-type: none"> <li>• Promote initiatives based on biodiversity guidelines</li> <li>• Carry out regular activities in consideration of the unique ecosystems surrounding the factories in each country and region (including forest conservation and protection of local habitats)</li> <li>• Undertake environmental conservation initiatives together with local residents and children</li> </ul>	<ul style="list-style-type: none"> <li>• Implemented initiatives that take the surrounding ecosystem into account in each country and region</li> <li><b>Japan</b></li> <li>• Held exhibits/lectures introducing biodiversity (Head Office, Hamura Plant)</li> <li>• Cleared weeds in Ome City (Head Office)</li> <li>• Cleared weeds using goats (Koga Plant)</li> <li><b>Pakistan</b></li> <li>• Planted trees together with local communities</li> <li><b>USA</b></li> <li>• Cleaned the banks of the Ohio River</li> </ul> <p>Going forward, we will spread awareness of the guidelines in the company and promote related activities.</p>



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2020 Environment Initiative Plan **Environmental Management**

Field	Item	Specific Action Items/Targets, etc.	Fiscal 2018 Achievements and Challenges for the future
Management	<b>Strengthen and promote group environmental management</b>	<ul style="list-style-type: none"> <li>Japan and overseas companies</li> <li>Activities to ensure No.1 of environmental performance in each country and region</li> <li>Comply with environmental laws in each country and region, and enhance activities to prevent environmental risk</li> </ul>	<ul style="list-style-type: none"> <li>The Company's activities are listed below. Issued periodic reports on environmental performance and improvement initiatives at group companies in and outside Japan Made progress in eco-factory initiatives at group companies in and outside Japan</li> <li>Compiled list of requests and created diagnostic tools in order to launch environmental management systems (EMS) diagnosis at overseas production sites.</li> <li>Achieve further improvements by holding interactive seminars and workshops to improve capabilities</li> </ul>
	<b>Promote environmental activities in collaboration with business partners (Our suppliers)</b>	<ul style="list-style-type: none"> <li>Suppliers</li> <li>Compliance with laws by suppliers, and enhance management of substances that impact the environment contained in parts, raw materials, secondary materials, production equipment, etc. Request for environmental performance activities</li> </ul>	<ul style="list-style-type: none"> <li>Suppliers</li> <li>Began improving and employing in-house chemical management systems to account for stricter global chemical substance regulations</li> </ul>
	<b>Promote environmental activities in collaboration with business partners (Dealers and distributors)</b>	<ul style="list-style-type: none"> <li>Sales in Japan</li> <li>Promote environmental activities by sales companies via each Environmental Management System.</li> <li>Sales outside Japan</li> <li>Grasping the burden on the environment and act continually to raise awareness of the environment</li> </ul>	<ul style="list-style-type: none"> <li>Consolidated subsidiaries in Japan</li> <li>Implemented environmental activities at 223 dealers across Japan to facilitate related improvements and upgrades</li> <li>Certified two more dealers as Eco-Management Dealers, bringing the total to 222 nationwide</li> <li>Overseas Sales Operations</li> <li>Shared environment-related data monthly with overseas sales offices</li> <li>Held events to promote environmental awareness during World Environment Month in June</li> </ul>
	<b>Improve global human resources development and training programs</b>	<ul style="list-style-type: none"> <li>Systematically implement environmental education</li> <li>Awareness training programs for every employee</li> </ul>	<ul style="list-style-type: none"> <li>Implemented the following initiatives</li> <li>Conducted ISO internal environmental audit education</li> <li>President delivered a message for environmental month (June)</li> </ul> <p>The Company will continue actively taking initiatives to improve the environment, including planning events featuring employee participation.</p>
	<b>Actively disclose environmental information and enhance communication</b>	<ul style="list-style-type: none"> <li>Enhance provision of information on product environmental technologies in each country and region (e.g. exhibiting at expos)</li> <li>Continually publish CSR reports and other documents in each country and region, and publish at more sites</li> <li>Enhance environmental communication in each country and region</li> </ul>	<ul style="list-style-type: none"> <li>At the Automotive Engineering Exposition 2018 "People and Automotive Technology" exhibition (held in Yokohama and Nagoya), technological development endeavors related to advanced technology and total support were introduced, including the latest safety and environmental technologies.</li> <li>Hino's environmental initiatives were presented at EVS31 (International Electric Vehicle Symposium), which was sponsored by the Japan Automobile Research Institute.</li> </ul>

## CHALLENGE! 1 New Vehicle Zero CO<sub>2</sub> Emissions Challenge

### TARGET While driving Reduce CO<sub>2</sub> Emissions By 90%



Against the backdrop of increasing global warming, it was agreed at the 21st session of the Conference of the Parties (COP 21) to the United Framework Convention on Climate Change to keep the temperature rise under two degrees compared to the time before the industrial revolution. This goal is necessary for reducing the CO<sub>2</sub> emissions that are one of the contributors to global warming.

Hino Motors will take on the challenge of reducing CO<sub>2</sub> emissions during vehicle operation, which accounts for about 90% of CO<sub>2</sub> emissions in the truck and bus life cycle. Therefore, Hino Motors will take on the challenge of raising environmental performance, such as fuel efficiency, as much as possible, while raising the distribution efficiency of trucks.

#### Developing

##### Next-generation vehicle

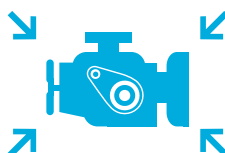


Hino Motors will improve product environmental technologies and develop next-generation vehicles including plug-in hybrid vehicles (PHV), electric vehicles (EV), and fuel cell vehicles (FCV). Concurrently, the Company will collaborate with governments and other related organizations and play a role in their spread.



#### Evolve

##### Existing technologies



Hino Motors will further raise fuel efficiency of diesel (DE) and hybrid vehicles (HV), efficiently recover the energy generated during braking, and improve aerodynamic performance of the products.



#### Make distribution

##### More efficient



Hino Motors will help improve waste and inconsistency in collaboration with customers by incorporating IoT technologies in vehicles and enabling the "visualization of distribution." Above all, Hino Motors recommends using heavy-duty trucks in mainline transport where long-distance distribution is the norm and using light-duty trucks in urban areas. In addition, the company will promote technological development so that it can offer logistics matching, which properly manages information on trucks that are in or out of operation.



Initiatives for reducing CO<sub>2</sub> emissions by 90%



## Hino Motors' Environmental Technologies

Existing technologies

Trucks and buses are made to transport large numbers of people or goods over relatively long distances, and fuel and energy are needed to do that. As a result, emission of CO<sub>2</sub>, a greenhouse gas, is inevitable.

Unique aspects of trucks and buses include their comparatively large size and loading capacities, the long distances they travel, and their wide array of uses and places where they are used. Taking into account these varying conditions, Hino Motors considers what types of environmental technologies are most suitable. By providing users with optimally equipped vehicles, the Company hopes to help curb global warming.

## Initiatives for Next-generation Vehicles

Next-generation vehicle

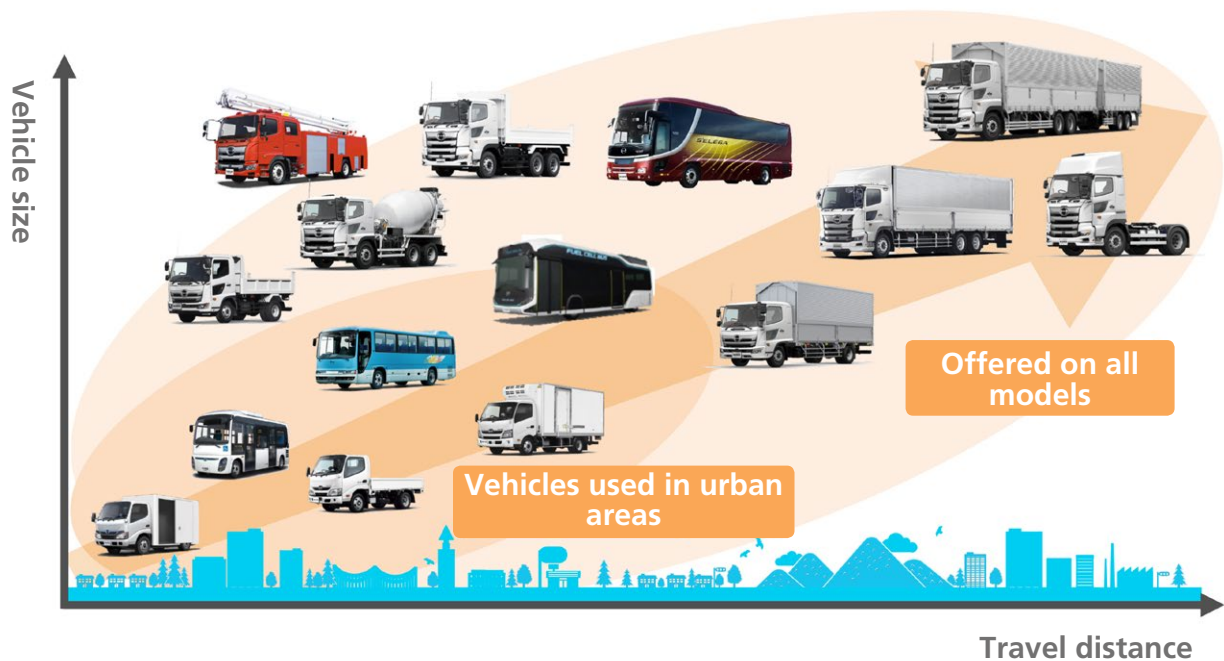
Existing technologies

More efficient

Hino Motors capitalizes on the unique benefits of electric vehicles such as clean exhaust gas emissions and quietness of ride to create next-generation vehicles that meet customers' and society's needs.

Hino primarily pursues development for applications in urban areas such as light-duty trucks and buses and route buses.

Hino will continue to develop vehicles along with related technologies including batteries, while seeking to reinforce social infrastructure, such as charging facilities and hydrogen stations, in cooperation with relevant organizations. The ultimate goal is to offer electric or hydrogen power options on all models.



## Hino Motors' Highly Promising Technologies (Including trial experiments)

### Next-generation vehicle

### Existing technologies

#### ◆ Hybrid Vehicles (HV)

##### ● Hino Profia Electric Refrigeration Trucks

By combining Hino Motors hybrid system technologies with Denso Corporation's automotive-use electric refrigeration system technologies, Hino has developed a refrigeration truck that offers a complete lineup of benefits for customers, including economical operations, excellent refrigeration performance, superior quality, and extremely quiet running.



#### ◆ Electric vehicle (EV)

##### ● Light-Duty, Low-Floor Electric Trucks

Hino Motors has collaborated with Japanese delivery companies Seino Transportation Co., Ltd. and Yamato Transport Co., Ltd. to commence trial operations of its electric light-duty trucks. Since the trucks are powered by an electric motor, no exhaust gases are emitted while running and noise levels are very low, making them optimal vehicles for pick-up and delivery duties during late night or early morning hours.

Hino Motors succeeded in lowering the floor of the loading platform by leveraging the distinctive characteristics of EVs—the smaller power train and the front engine, front-wheel drive system.



#### ◆ Fuel Cell Vehicle (FCV)

##### ● Fuel cell bus "SORA" (in collaboration with Toyota Motors)

Fuel cell buses that operate on their own generated hydrogen as a fuel source have a high environmental performance of zero CO<sub>2</sub> emissions during operation.

Hino Motors will make further improvements with the aim of popularizing FC buses and will also consider adopting fuel cells in trucks.

\*Hino Motors has been entrusted by Toyota Motors with the development of the vehicle body

#### ◆ Plug-in Hybrid Vehicles (PHV)

##### ● Hino Melpha Plug-In Hybrid Bus

Hino Motors Melpha Plug-In Hybrid Bus can run as an electric or hybrid vehicle and supply electricity externally for relatively long periods of time from power generated by its diesel engine, making it useful for supplying electricity to evacuation centers and other facilities in times of disaster. Hino Motors made this possible by combining its many years of expertise developing hybrid systems with high-capacity lithium-ion batteries. This model is operating as a route bus and school bus.



##### ● Light-Duty Electric Buses

Hino Motors small-sized electric buses have begun service on fixed routes as community buses in Tokyo's Sumida Ward, the city of Hamura in the Tokyo Metropolitan area, and the city of Komatsu in Ishikawa Prefecture. Hino Motors made the batteries as small as possible and extended the battery life. As a result, the feasibility of operating the buses on fixed routes has been verified.



#### ◆ Diesel

##### ● Hino Profia Heavy-Duty Trucks

Through downsizing, the new A09C engine offers high levels of both power and fuel economy. The new 9-liter engine installed in a ProShift-equipped vehicle has achieved performance that is 10% above heavy-duty vehicle fuel efficiency standards.



##### ● Hino Ranger Medium-Duty Truck

Through downsizing, the new A05C engine offers high levels of both torque and fuel efficiency. By combining this engine with an advanced transmission, Hino provides a broad range of vehicle types with performance that is 5% above heavy-duty vehicle fuel-efficiency standards.

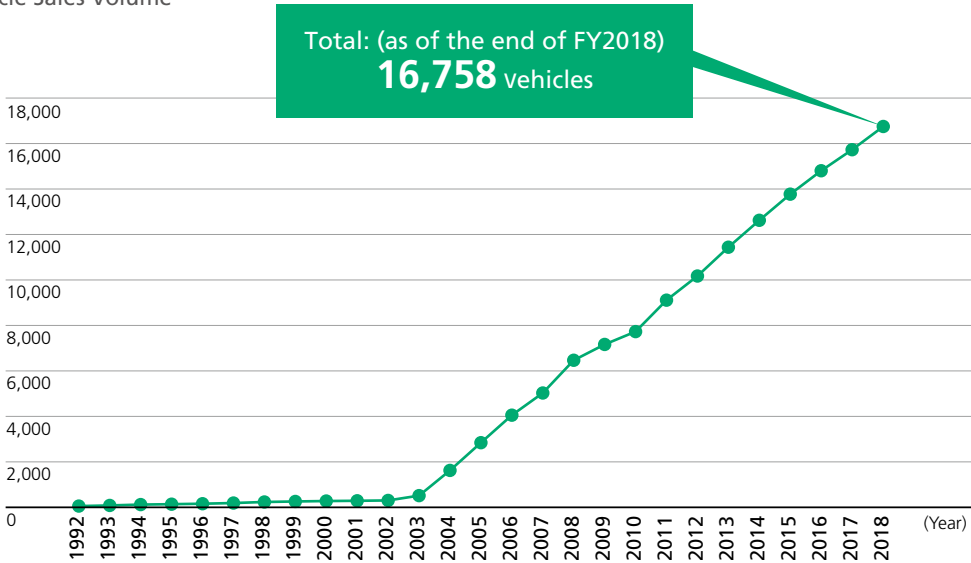


Evolution of the Hybrid Vehicle

[Next-generation vehicle](#)   [Existing technologies](#)   [More efficient](#)

Ever since Hino Motors commercialized and sold the world’s first hybrid bus in 1991, the Company has constantly led the industry in environmentally friendly products. Hino Motors environmentally friendly products continue to be loved by customers around the world. Among these products, cumulative global sales of hybrid vehicles surpassed 16,000 as of the end of fiscal 2018.

● Hybrid Vehicle Sales Volume



Hino 300 Series (for overseas market)



Hino Blue Ribbon II Hybrid



The heavy-duty Hino Profia Hybrid truck.  
(Marketed in August, 2019)

## CHALLENGE! 2 Life Cycle Zero CO<sub>2</sub> Emissions

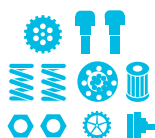
### TARGET Vehicle Life Cycle –from manufacturing to disposal– Zero CO<sub>2</sub> Emissions



The Hino Group emits CO<sub>2</sub> gas, one of the causes of global warming, not only when its products such as trucks and buses are operated and when manufacturing vehicles in its plants, but in all product life cycle fields, from material manufacturing to disposal and recycling. The Hino Group will completely reduce the environmental impact of the entire supply chain and help combat global warming by pursuing zero CO<sub>2</sub> emissions in these fields.



#### At Materials manufacturing stage, reduce CO<sub>2</sub> emissions thoroughly



Hino Motors will reduce the amount of materials used and the number of parts to reduce CO<sub>2</sub> at the time of material manufacturing. The Company will select materials that reduce CO<sub>2</sub> emissions in the product development stage, such as by actively promoting the development of plastic parts to reduce CO<sub>2</sub> emissions during parts manufacturing.



#### At the Distribution stage, reduce CO<sub>2</sub> emissions thoroughly



The Company will thoroughly reduce CO<sub>2</sub> emissions, even at the distribution stage, which links together each step of the product life cycle. As a commercial vehicle manufacturer, not only rigorously working to spread next-generation and fuel-efficient vehicles in commercial vehicles that assist in the movement of goods, Hino Motors also collaborates with logistics service providers to increase loading ratios, conduct a modal shift, and shorten distribution routes.

In the medium to long term, Hino Motors will participate in comprehensive measures in the road transport sector in collaboration with the government. These measures include traffic flow countermeasures such as expressway improvement and traffic signal countermeasures and the deregulation of vehicle height and total trailer length.

#### At the Disposal and recycling stage, reduce CO<sub>2</sub> emissions thoroughly



Hino Motors will proactively introduce materials including biomaterials and recycled materials that help reduce CO<sub>2</sub> emissions at the time of vehicle disposal and recycling. In parallel with efforts related to the introduction of these materials, Hino Motors is targeting products that are easy to disassemble and recycle, and the Company is pursuing easy-to-disassemble designs while collaborating with professional dismantlers in everything, all the while listening to their needs.



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## Environmental Load Reduction Activities Based on Life Cycle Assessment (LCA)

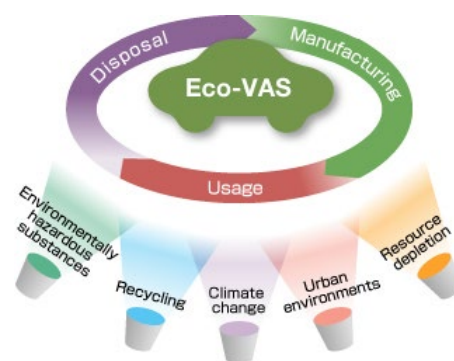
At Materials manufacturing stage

At the Distribution stage

At the Disposal and recycling stage

Factors such as measures for new regulations, vehicle performance enhancement efforts, and others can increase environmental burden during the process of manufacturing. Hino Motors is aiming to further reduce its environmental load by employing the Eco-Vehicle Assessment System (Eco-VAS\*), an environmental product management system that incorporates a lifecycle approach during product development.

\*Eco-VAS is a framework for setting targets to reduce the environmental burden from the products from the early vehicle development stage and for making steady reduction of environmental burden based on LCA methods.

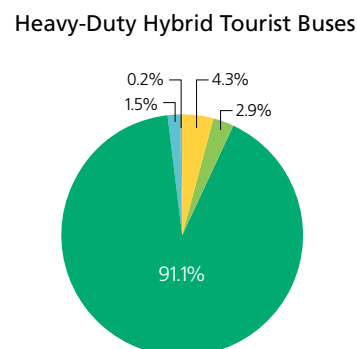
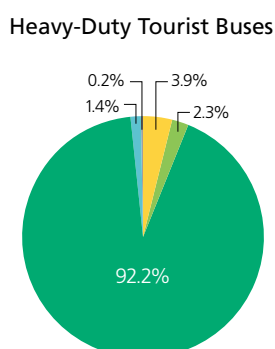
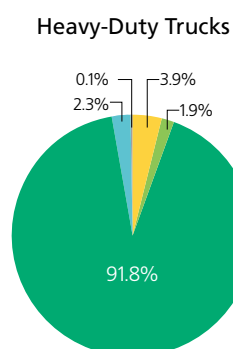
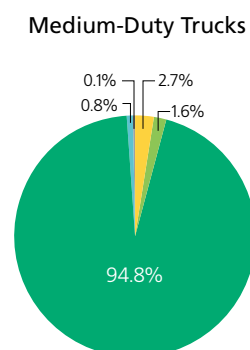
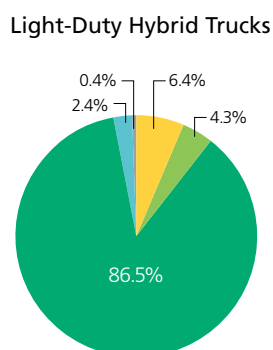
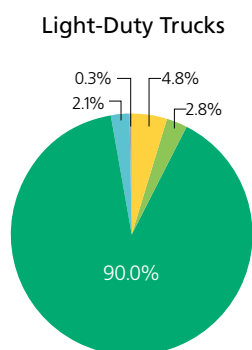


### ◆ LCA Initiative

Life Cycle Assessment (LCA) is an analysis method that quantitatively measures environmental impact throughout the life cycle of products such as trucks and other vehicles, from manufacturing to use and eventual disposal. Hino Motors has been employing LCA since 2008 to track CO<sub>2</sub> emissions over the life cycle of its truck and bus models. The results for each type of vehicle are shown in the charts below.

#### ● Lifecycle CO<sub>2</sub> of each model

Producing raw materials Manufacturing vehicles During driving  
During maintenance At disposal



\*The graphs are results computed by Hino's proprietary calculation conditions. Fuel efficiency uses the heavy-duty vehicle mode's fuel-efficiency value. Evaluation results show the entire lifecycle of each as a percentage of 100%

## Reducing CO<sub>2</sub> Emissions in Distribution Operations

Logistics

### ◆ Initiatives to reduce CO<sub>2</sub> emissions from distribution

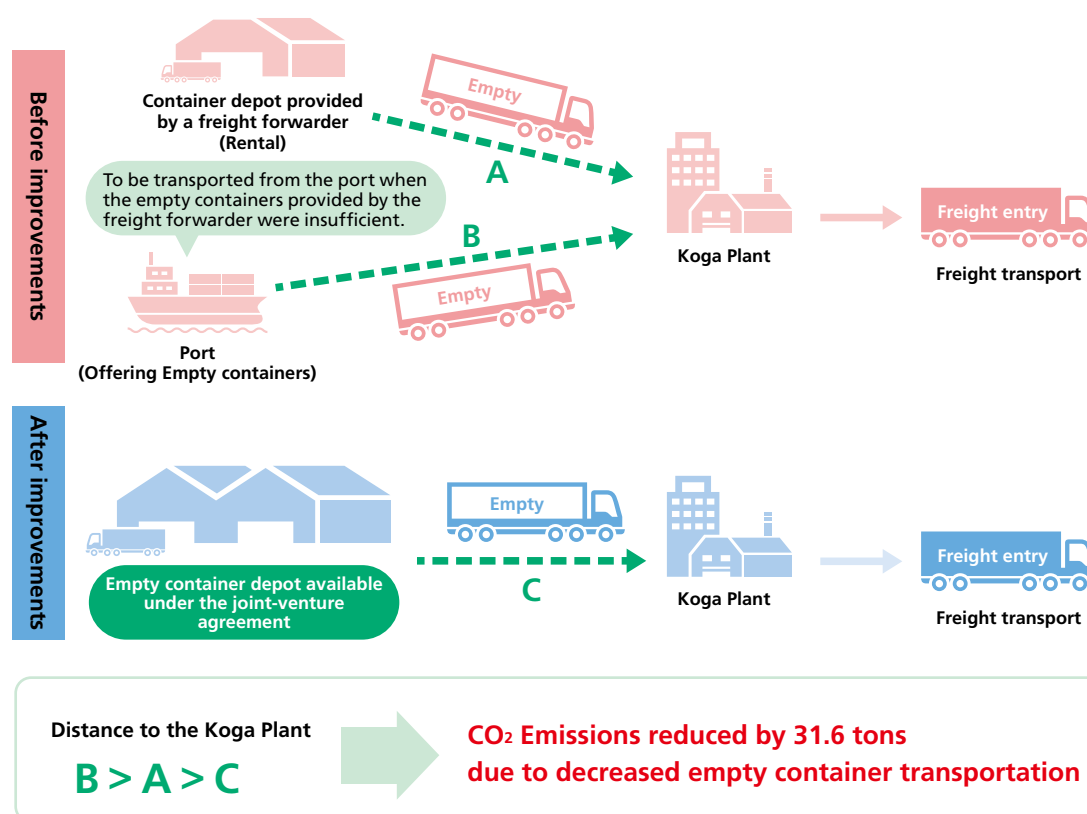
Under the guidance of the Logistics Improvement Council, Hino Motors is carrying out the following initiatives aimed at reducing CO<sub>2</sub> emissions from distribution-related operations:

- 1.Improving loading rates by integrating transportation routes and conducting joint shipments
- 2.Shortening transportation distances by packaging at the point of production to enable direct shipments
- 3.Increasing shipment volume using vehicles with higher tonnage (load volume) and utilizing different types of vehicles such as trailers
- 4.Promoting a modal shift to ships and other forms of transportation

### Example | Improving CO<sub>2</sub> Emissions by effectively using other companies' containers

We used to take empty containers from a container depot provided by a freight forwarder for the freight transport from the Koga Plant, but additional containers had to be transported from a port far away from the plant when empty containers were insufficient.

However, empty container transportation needs decreased and CO<sub>2</sub> Emissions were reduced by 31.6 tons per year since we started taking empty containers from the empty container depot that is close to the Koga Plant. These new logistics became available under a joint-venture agreement.





## Eco-Driving Support

Logistics

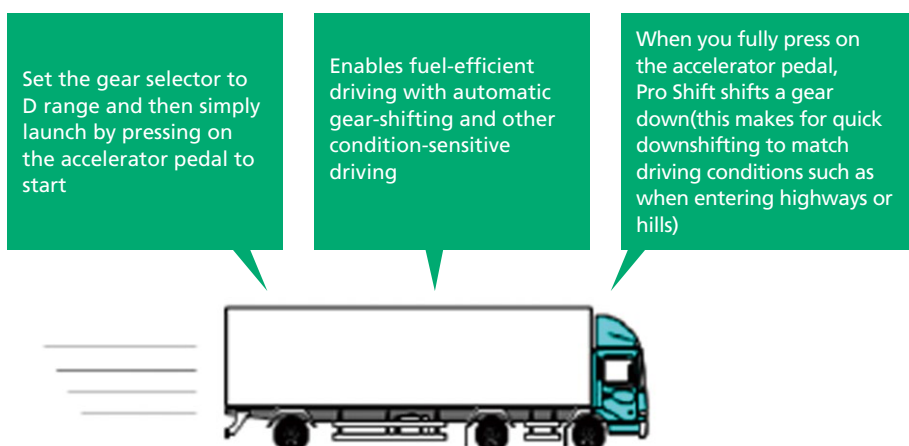
Hino Motors will continue to support customers' eco-driving capacities as it strives to remain a company trusted worldwide.

### ◆ Pro Shift (mechanical automatic transmission): Support for gear shifting

To support eco-driving, the engine has to stay in the rpm range best suited to each situation by changing gears in a suitable manner.

Pro Shift shifts gears automatically to ensure that the truck stays in the green zone on the fuel economy meter. This enables even truck drivers with little experience to drive like good eco-driving professionals.

#### ● Example of main features of Pro Shift



### ◆ Eco-driving Seminars for Overseas Customers

Hino Motors holds "Eco-driving" classes in Japan and overseas as a part of its endeavors to contribute to the environment and customers. In fiscal 2018, a total of 37,483 students (1,184 in Japan and 36,299 overseas) took these classes. The classes are popular because students can learn eco-friendly driving and they improve corporate profitability.

As of March 2019, the Customer Technical Center in the Hamura Plant had welcomed a total of 90,000 visitors since it was established in 2005.

Overseas, the Hino Total Support Customer Center (HTSCC) at Hino Motors Sales (Malaysia) Sdn. Bhd. completely renovated its facility in 2017 to enable visitors to experience various driving conditions in response to the increasing number of visitors and to meet the varied demands of customers.



Hino Total Support Customer Center in Malaysia



Educational training

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### ◆ Hino Eco Tree Report

In order to provide eco-driving support to customers, Hino Motors products feature an “Eco Tree” display function. A tree icon grows more leaves as the level of eco-driving increases.

Furthermore, by providing complementary Eco Tree reports that contain automated analysis of each individual customer’s driving status and serve as a useful source of information for eco-driving and drive management, Hino Motors supports customers in terms of environmental awareness.

Standard feature for Profia, Ranger, and S’elega models released in 2010 and later (exhaust emission symbols LKG and LDG onward). Standard feature for Dutro Hybrid models released in 2014 and later.



Eco Tree



Eco Tree Report

### ◆ Customer Assistance Programs

In collaboration with its dealers in Japan, Hino Motors carries out customer assistance programs that go beyond the scope of selling Hino vehicles. The programs are designed to provide comprehensive assistance for customers’ operations and include training in driving methods and education to help enhance fuel efficiency. The customer assistance programs offer 31 programs divided into categories such as environmental measures, safety maintenance, and human resources development.



A scene from training programs for customers

#### Propose improvements based on Hino Eco Tree Report utilization



Reveal driving condition details unknown to the digital tachograph and propose safety and fuel efficiency improvements

#### Eco-driving Seminars



Learn practical driving skills and gain a better understanding about how to improve fuel efficiency

#### Guidance on subsidies and financing of low-emission vehicles



Guidance on various subsidy and financing programs when considering the purchase of a vehicle

#### Assistance in obtaining green management certification



Suggestions on obtaining certification as a means of calling attention to one’s approach to environmental initiatives and assistance in obtaining certification

#### Assistance in reducing CO<sub>2</sub> emissions



Advice provided on CO<sub>2</sub> reduction (vehicle selection, eco-driving, and transportation efficiency)

#### Assistance in obtaining permits for the collection and haulage of industrial waste



Explanation of the process up to permit acquisition and assistance with permit application

## Handling Scope 3 Emissions

### At Materials manufacturing stage

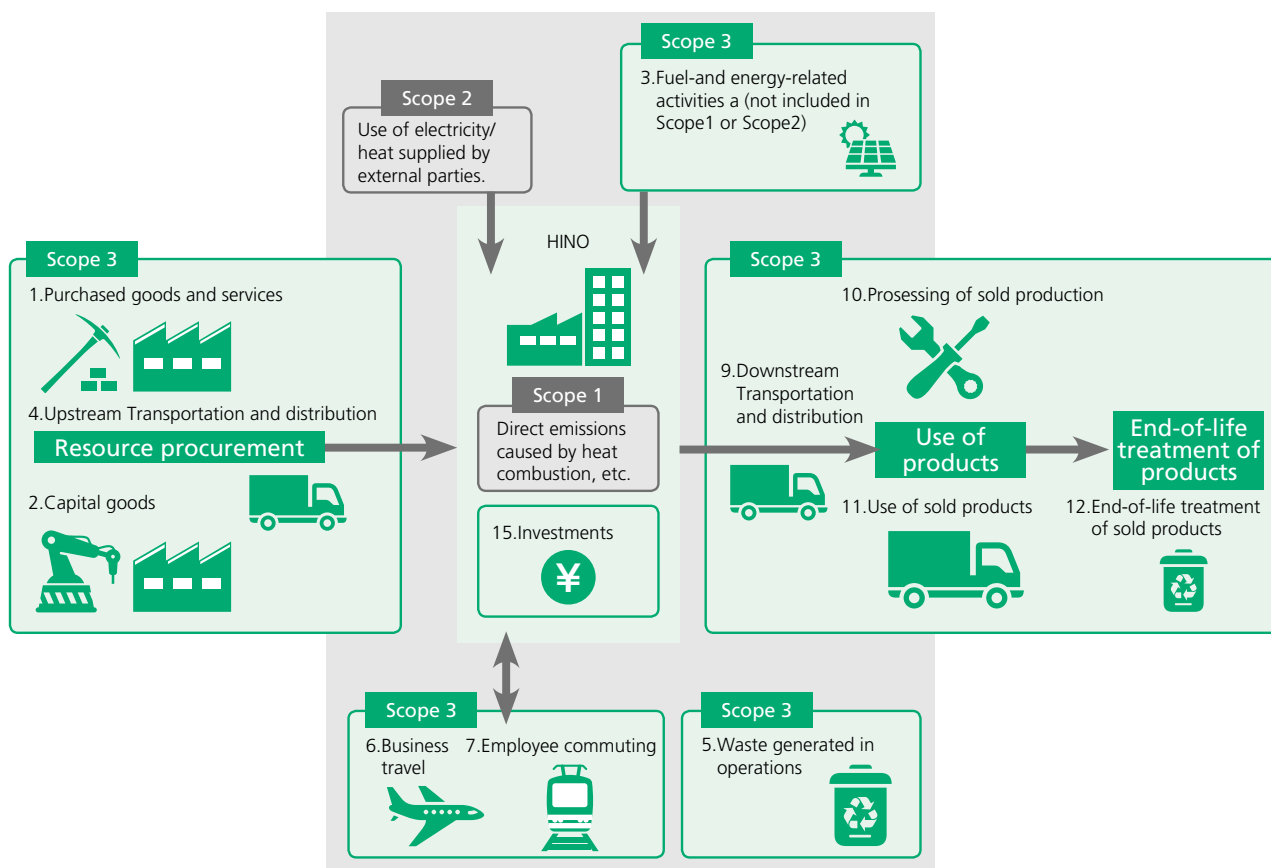
### At the Distribution stage

### At the Disposal and recycling stage

Companies are expected to calculate and disclose the greenhouse gas (GHG) emitted along the entire supply chain. Hino Motors calculates Scope 3 emissions, as well as Scope 1 and 2 emissions, based on GHG reporting guidelines.

Ratios of calculated emissions show that the combined percentages for Category 1 (Purchased Products and Services), Category 10 (Processing of Products Sold), and Category 11 (Use of Products Sold) account for approximately 98% of the total, with the remaining categories accounting for less than 1% each. Hino Motors will continue to strengthen management of CO<sub>2</sub> emissions along its entire supply chain, while also focusing on CO<sub>2</sub> reduction activities.

	Category	Emissions (1,000 t-CO <sub>2</sub> )
Scope 1	Direct emissions caused by heat combustion, etc.	152
Scope 2	Use of electricity/heat supplied by external parties.	23
Scope 3	1.Purchased goods and services	346
	2.Capital goods	195
	3.Fuel-and energy-related activities aa(not included in Scope 1 or Scope2)	78
	4.Upstream Transportation and distribution	20
	5.Waste generated in operations	15
	6.Business travel	10
	7.Employee commuting	32
	8.Upstream leased assets	0
	9.Downstream Transportation and distribution	12
	10.Procesing of sold production	1,126
	11.Use of sold products	73,330
	12.End-of-life treatment of sold products	121
	13.Downstream leased assets	0
	14.Franchises	0
	15.Investments	57



**CHALLENGE! 3   Factory with Zero CO<sub>2</sub> Emissions**

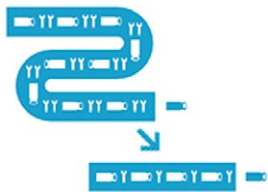
**TARGET   Factory with  
Zero CO<sub>2</sub> Emissions**



Because CO<sub>2</sub> is emitted from each business site when products are produced, this effort to reduce CO<sub>2</sub> in the factories is essential to mitigate global warming.

In addition to pursuing continual improvement and introducing innovative technologies at production sites, the Hino Group will concurrently promote the active use of renewable energy while striving to attain the high target of “zero factory CO<sub>2</sub> emissions”.

**Acceleration of  
Continual improvement**



Hino Motors will accelerate continual improvements that are being taken at production sites, reduction of machining time, completely eradicate overburden, waste and inconsistency dormant in each process, and promote simplification and streamlining by reduction the machining time, the number of processes, and length of the machining line.



**Introduction of  
Innovative technology**



Hino Motors will take steps to automate production while rigorously pursuing greater efficiency by actively introducing innovative technologies including IoT at production sites to further reduce CO<sub>2</sub> emissions in each process.



**Proactive use of  
Renewable energy**



The Hino Group has introduced renewable energy such as solar power, mainly at production sites. Hino Motors will seek to fully use environmentally friendly energy by further accelerating the pace of its introduction and ensuring that the energy used in each process is covered by renewable energy.



Daily Improvement Initiatives

Daily improvement

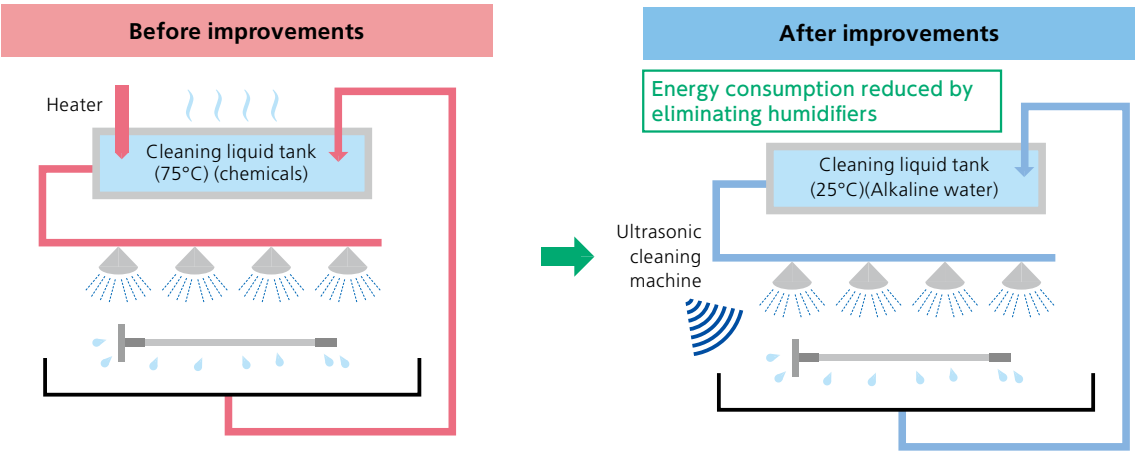
Recognizing climate change as one of the major challenges facing humanity, Hino Motors is working hard to reduce CO<sub>2</sub> emissions. In its continuing endeavors to reduce CO<sub>2</sub> emissions, the Company is carrying out regular activities with the participation of all employees to improve efficiency at all of its production sites, while also striving to reduce wasted energy. Based on the Hino Environmental Challenge 2050, a long-term environmental vision formulated in fiscal 2017, In fiscal 2018, Hino Motors continued to implement a wide range of daily energy-saving activities including the Factory Zero CO<sub>2</sub> Emissions Challenge aiming to completely eliminate CO<sub>2</sub> emissions due to production activities.

Major Initiatives

- Adopting electric booster pump systems
- Applying thermal insulation paint to furnaces (see below)
- Replacing fluorescent lighting with LEDs
- Switching to electric transport vehicles inside plants

Example | Using room-temperature rinse water by installing an ultrasonic cleaning machine

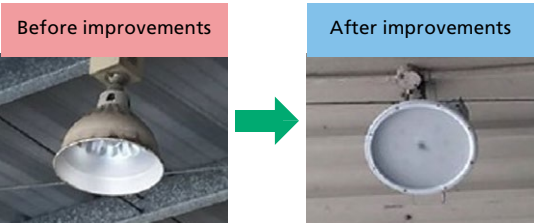
A parts washer is used during the machining process to clean off oil and other debris that adhere to products. Until now, this was done by heating a cleaning agent containing chemicals, but an ultrasonic cleaning machine was installed that can achieve the same cleaning effect using room-temperature rinse water (alkaline water). This resulted in reducing CO<sub>2</sub> emissions from the heater that had been used to heat water by 5.7 t-CO<sub>2</sub> per unit, while simultaneously eliminating use of a cleaning agent containing chemicals.



Example | Using LED lights for plant lighting

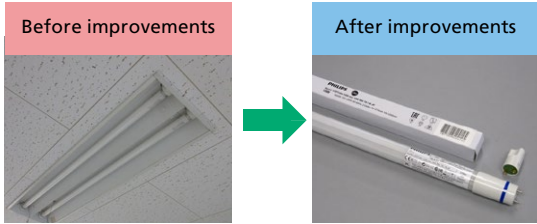
The switch to LED lights is actively being moved forward in each country.

● Hino Motors Vietnam



Reduced by  
**1.5**  
t-CO<sub>2</sub>/year

● Hino Motors Manufacturing (Thailand)



Reduced by  
**5.7**  
t-CO<sub>2</sub>/year

Example | Energy Conservation Awards

Daily actions taken by Hino Motors Manufacturing (Thailand) Ltd. to save energy were recognized at the Thailand Energy Award 2018 held by the Ministry of Energy, Kingdom of Thailand. The Company was presented with awards in the 2 categories of “Energy Conservation: Designated Factory” and “Energy Personnel: Executive of Designated Factory.”





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## Initiatives related renewable energy

### Renewable Energy

Hino Motors is installing solar power equipment as an initiative to make use of renewable energy. Electricity generated by the equipment is used for lighting inside its factories and offices as well as outside lights on the premises. In the future, Hino Motors plans to pursue initiatives that not only save energy at its existing business facilities but also incorporate the broader perspective of combating climate change.



Solar panels installed at the Koga Plant 2.1 kw

### Example | Nitta Plant: Solar power generation panels installed on roof of new cafeteria

In fiscal 2018, solar power generation panels with an output of approximately 160 kW were newly installed on the roof of the new cafeteria at Nitta Plant. The generated electric power is being used for production activities, the office, and streetlights on the premises. In the future, the Company will not only improve the energy conservation of existing facilities, but also work to reduce CO<sub>2</sub> while incorporating renewable energy.



The roof of the new cafeteria

### Example | Purchasing electricity produced by hydroelectric power generation

Meiyu Kiko Co., Ltd., a consolidated subsidiary of Hino Motors, concluded a contract for the “Furusato Hydropower Plan” offered by Yamanashi Power Plus, which is a power supply brand jointly operated by Yamanashi Prefecture and TEPCO Energy Partner, Incorporated. The plan provides electric power generated at a hydropower plant operated by Yamanashi Prefecture that does not emit CO<sub>2</sub>. The electric power will be used by two sites, the Meiyu Kiko Head Office and the Isawa Office. Meiyu Kiko was named an environmentally friendly company by the governor of Yamanashi Prefecture to enable a portion of electricity charges to be used for programs such as environmental conservation projects in Yamanashi Prefecture. Converting this into plant CO<sub>2</sub> emissions based on fiscal 2018 performance results in an annual reduction of approximately 260 tons, which is around 89% of overall plant CO<sub>2</sub> emissions.

Going forward, the company aims to motorize forklifts and reduce other fuel consumption to further curtail CO<sub>2</sub> in order to promote activities for “Factory with Zero CO<sub>2</sub> Emissions” that was announced in the Environmental Challenge 2050.



Receiving the award

**CHALLENGE! 4   Challenge of Minimizing and Optimizing Water Usage**

**TARGET** At each site

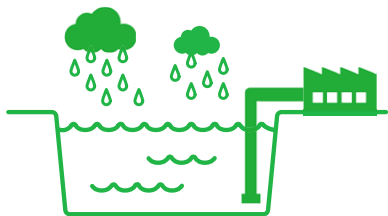
**Minimize the amount of water  
Purify wastewater thoroughly**



Today, when about 1.2 billion people, or 20% of the world's population, are unable to use water resources (according to the Ministry of the Environment's website), and it is thought that such shortages will grow even further due to forecasted population increases. Hino Motors will work to reduce water use while promoting the purification of wastewater when it naturally returns from each business site, and work with the local community on water resource issues.

**Volume**

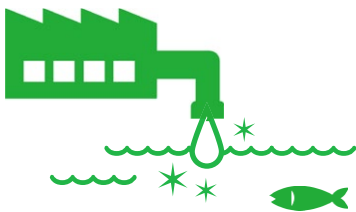
**Small amounts of water  
are used**



To reduce the amount of factory water that account for much of usage of water resources, The Hino Group will thoroughly promote wastewater collection and reuse. To proactively use rainwater, the Company has set up a storage pit within the premises with the aim of further reducing the amount of new industrial water input. Moreover, to reduce water for daily use, it will thoroughly implement measures (water-saving dishwashers, water-saving packing, etc.) to be used in facilities including cafeterias, toilets, and hand-wash stations.

**Quality**

**Returned water is  
purified**



The Hino Group promotes the thorough purification of wastewater by enhancing the operation of wastewater treatment plants and wastewater purification facilities at each site based on strict standards. At the same time, the Company will strive to prevent wastewater quality deterioration by rigorously reducing the risk of liquid leakage.



Initiatives for Conserving Water at Factories

Small amounts of water   purified

Water is essential to the manufacturing of trucks and buses. To make effective use of precious water resources, Hino Motors has established the Hino Environmental Challenge 2050, its long-term environmental vision, and is working to reduce water usage every day. Hino will continue to work on water-saving activities with the aim of fulfilling the Challenge of Minimizing and Optimizing Water Usage.

Major Initiatives

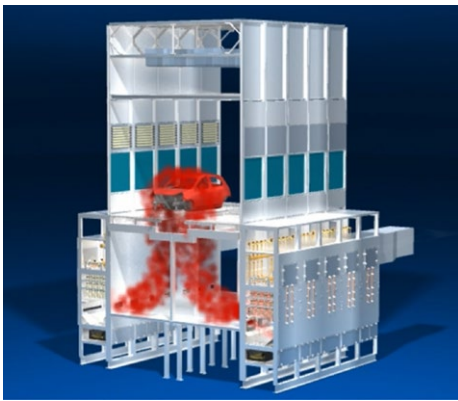
- Eradication of wasteful use with a water-saving patrol (leakage/overflow [effluent])
- Water-saving educational activities (using posters and other materials to communicate)
- Effective use of rainwater and wastewater treatment plant’s treated water

Example | Employing paint mist-collecting technology, which uses no water

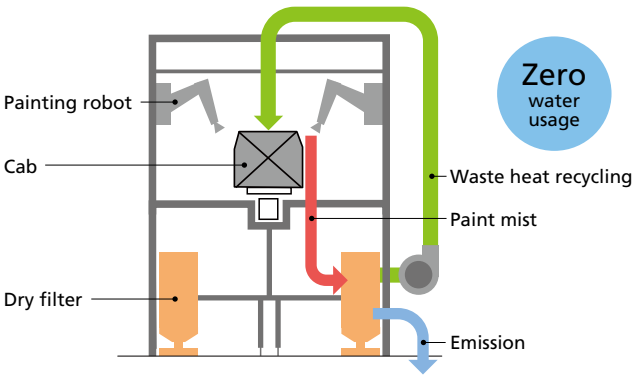
A dry booth system that reduces environmental impact in the cab painting process was introduced at the Koga Plant.

In the conventional method, the paint mist was removed with a water film and the paint was recovered using chemicals. This year, we employed a new, chemical-free system that uses filtering and calcium carbonate but no water.

Dry booth mechanism



Dry booth system



CHALLENGE! 5   Challenge of Achieving Zero Waste

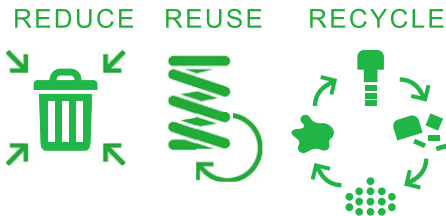
TARGET At each site

Contribute to sustainable resource use  
Achieve zero waste



The world’s population is increasing and the risk of resource depletion on the back of economic development is rising. Furthermore, waste that has become a by-product of a mass consumer society continues to increase, and if things continue at this pace it cannot be properly disposed of and will lead to serious environmental pollution. The Hino Group has set the high target of “zero waste,” and in parallel with efforts to reduce waste, the Group will take steps to prevent environmental pollution by improving resource utilization efficiency.

Conduct 3R to achieve  
Zero waste



To reduce the waste discharged in manufacturing a vehicle, Hino Motors cooperates with Group companies and business partners in “volume reduction,” “reusing,” and “recycling” based on the 3Rs (Reduce, Reuse, and Recycle) to reduce waste as much as possible.



Newly manufactured vehicles  
using the resources from  
disposed vehicle



Components such as batteries and motors contain natural resources including rare metals and other precious metals. The Hino Group retrieves as many resources as possible from disposed vehicles, including the above-mentioned natural resources, and rigorously reduces the amount of new resource inputs by fully pursuing the “vehicle-to-vehicle recycling technologies” that are utilized in newly manufactured vehicles.



Environment Charter

Hino Environmental Challenge 2050

CHALLENGE! 1

CHALLENGE! 2

CHALLENGE! 3

CHALLENGE! 4

➤ CHALLENGE! 5

CHALLENGE! 6

Key Performance Data

Environmental Management

Material Balance

## Recycling Initiatives at Production Plants

Zero waste

Hino Motors is also working to reduce waste as one activity targeting the Hino Environmental Challenge 2050, its long-term environmental vision. In recent years, Hino has thoroughly re-examined materials which it has not been able to recycle and is working to recycle them internally.

### Major Initiatives

- Reducing the volume of wastewater treatment plant sludge
- Reducing the amount of sand used during molding
- Extending the life of waste liquid processing machinery by installing filtration filters
- Comprehensive implementation of waste separation rules

### Example | Holding a contest for outstanding waste separation at worksites

The Koga Plant held a contest for worksites practicing outstanding waste separation. A waste-separation leader designated at each worksite conducted comprehensive instruction on waste separation at the worksite. In addition, sharing the waste-separation situation each month at plant meetings boosted awareness at each worksite, resulting in the initial 75% rate of separation increasing to 98%.



Award for outstanding worksite



Instruction on separating waste



Checking waste separation

### Example | Waste separation training

Hino Motors Manufacturing Colombia, S.A. trains employees by using real waste so that they can gain a greater understanding of the types of waste.



Training



Environment Charter

Hino Environmental Challenge 2050

CHALLENGE! 1

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CHALLENGE! 5

CHALLENGE! 6

Key Performance Data

Environmental Management

Material Balance

### Example | Activities to reduce plastic (1)

Given current societal issues, actions to eliminate plastic are underway in each country. Hino Motors Manufacturing (Thailand) Ltd. is spurring employees to take action under the slogan, "Say No to Plastic" by asking them to refuse shopping bags and refrain from using disposable cups and containers at mealtimes. To encourage the outcomes of these actions, the company is promoting the activities by giving away reusable shopping bags and reusable cups. In addition, ordinary actions that can be taken such as reducing plastic bags are being steadily fostered in each country as a part of efforts to get away from packaging.



Root Out Plastic Waste activity poster



Taking action

### Example | Activities to reduce plastic (2)

Hino Motors Manufacturing (Thailand) Ltd. has stopped plastic packaging for undercarriage components (shock absorbers) and is instead creating a special box as a part of efforts to get away from plastic packaging.

Ordinary actions that can be taken are gradually being carried out.

#### Before improvements



Carrying out packaging one at a time

#### After improvements



Creating a special box to discontinue individual packaging

No. Reduced  
**544**  
bags /month

## VOICE



### All employees work together to eliminate plastic

Plant Manager  
Hino Motors Manufacturing (Thailand) Ltd.

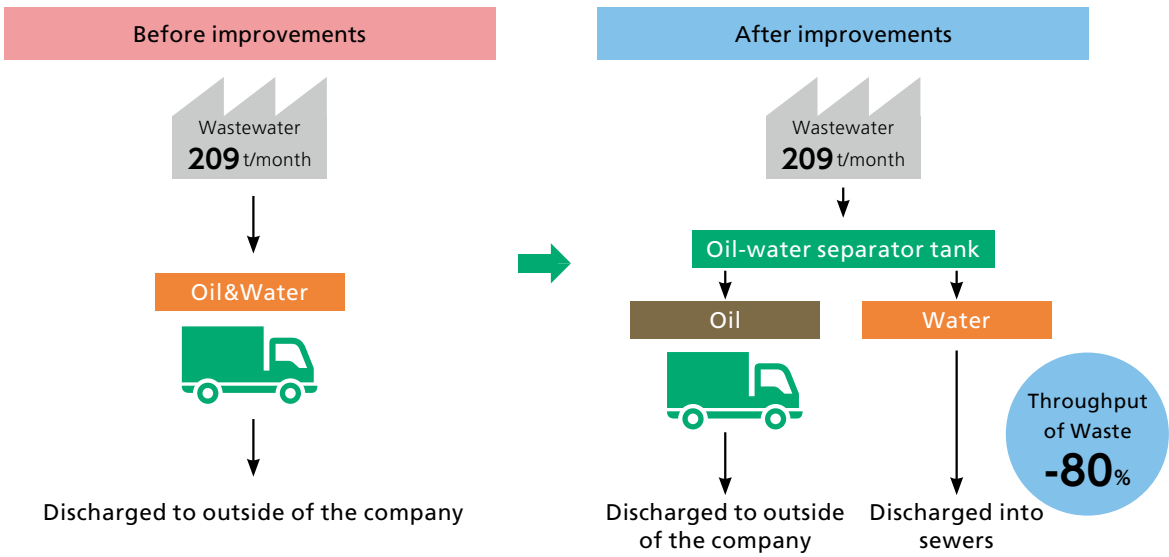
**Paradorn Siripunt**

As a part of CSR activities, our employees and their families are partnering with local residents and various groups such as NPOs to carry out environmental conservation activities. In 2018, efforts were carried out in daily life together with all employees to combat the global issue of plastic under the slogan, "Say No to Plastic." As a leader in Thailand, we are striving to improve the global environment.



Example | Reducing wastewater by installing an oil-water separator tank

Hino Motors Manufacturing U.S.A., Inc. disposes of wastewater containing oil that is discharged by the plant, but the installation of an oil-water separator tank enables oily water to be separated from wastewater, resulting in an 80% reduction in the annual quantity of waste treatment.



Design with Recycling in Mind

Zero waste

Newly manufactured vehicles

Since 1990, Hino Motors has been involved in product development and design initiatives with recycling in mind. It established a Voluntary Action Plan in 1998, listing specific values for recycling rates with the goal of enhancing recycling activities. In recent years the Company has also engaged in efforts to comply with regulations on environmentally hazardous substances by reducing them at an early stage.

Hino Motors has pursued the challenge of enhancing recyclability from various perspectives, for instance by adopting easily recycled materials and designing components to be easier to disassemble, early in the product development process.

Environmental Activities at the Recycling Stage

Zero waste

Newly manufactured vehicles

To comply with the Automobile Recycling Law, which came into effect in Japan in 2005, Hino Motors has implemented a process of recovery, processing, and recycling of three materials designated by the law from end-of-life vehicles, namely automobile shredder residue (ASR), airbags, and chlorofluorocarbons (CFCs), with the help of a great many related businesses.

The ASR recycling ratio for fiscal 2018 was 97%, surpassing the legal standard of 70%. In addition, Hino Motors strives to promote eco-friendly manufacturing as early as the development stage by using recyclable materials and, where possible, easy-to-disassemble vehicle designs, thereby fostering the effective utilization of resources and contributing to the development of a recycling society.



Results of Recycling based on the Automobile Recycling Law (Japanese only)

**CHALLENGE! 6   Challenge of Minimizing the Impact on Biodiversity**

**TARGET** At each site

**Establishing a future  
Society in Harmony with Nature**



In recent years, biodiversity is rapidly disappearing around the world. Taking the speed of extinction of wild animals and plants as an example, it is said that one species becomes extinct every seven minutes (according to the Ministry of the Environment's website). The Hino Group receives immeasurable benefits from this biodiversity, while at the same time developing its influential business.

We will reduce as much as possible the impact that the Hino Group's business has on biodiversity and take on the challenge of creating a future where people and nature coexist in harmony.

Reduce future impact:  
Community development and networking

**Conservation of biodiversity  
for the next generation**



Because the preservation of biodiversity is a problem that is not limited to the present and requires a long-term perspective, Hino motors will proactively conduct biodiversity education and hold related events to gain interest within that of local children, who will be the next generation's leaders. And it must build a system that addresses the entire region according to local characteristics through interaction with local communities, governments, and related organizations, along with collaboration and the promotion of subsidies for biodiversity-related activities in surrounding areas.



Reduce impact on local community:  
Protect biodiversity

**Protection of all species**



The Hino Group will protect distinctive regional biodiversity in line with those characteristics by preserving rare and native animals and plants and eliminate non-native species. In addition, Hino Motors will contribute to ecosystem continuity in each area around its businesses and to the creation of an ecosystem network by proactively planting trees and developing the biotope after considering regional characteristics.



Environment Charter Hino Environmental Challenge 2050 CHALLENGE! 1 CHALLENGE! 2 CHALLENGE! 3 CHALLENGE! 4  
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## Considerations toward Biodiversity

Protection

Hino Motors has endorsed the Japan Business Federation's Declaration on Biodiversity, and after having also incorporated individual targets into the Company's five-year Environment Initiative Plan, in fiscal 2015 the Hino Motors Biodiversity Guidelines were formulated and the direction for Company activities and specific initiatives on biodiversity were set out and are now being advanced.

Going forward, the Company will promote various initiatives in consideration of biodiversity in accordance with the Biodiversity Guidelines in order to ensure coexistence with the ecosystems around Hino Motors and to continue to grow as a company. At the same time, Hino Motors plans to actively incorporate participation-based activities for employees as a means of tackling the issue of raising awareness and environmental consciousness among employees.

### Biodiversity Initiatives

- Further pursuit of environmental technologies in products
- Consideration for regional water resources
- Contribution to biodiversity through steady promotion of environmental initiatives (CO<sub>2</sub> reduction, resource conservation, etc.)
- Collaboration and cooperation with communities
- Active information disclosure

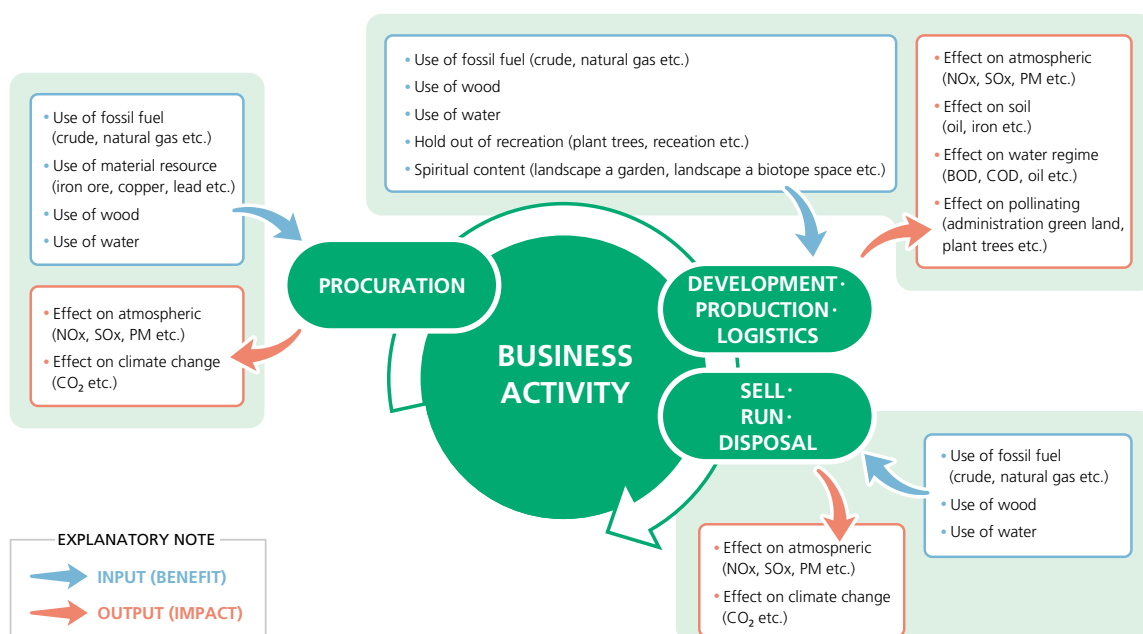
## Categorizing the Interrelationship of Business Activities and Biodiversity

Protection

Referring to the Business & Biodiversity Interrelationship Map (see diagram below) devised by the Japan Business Initiative for Biodiversity (JBIB), Hino Motors has categorized benefits and impacts at each stage of the product life cycle. In this way, in the course of its business activities, Hino Motors simultaneously benefits from and impacts nature in the product life cycle as a whole. Hino Motors recognizes that every action counts, no matter how small. The Company is committed to reducing its environmental impact on biodiversity and ensuring that its business does not adversely affect surrounding ecosystems.



### ● Business & Biodiversity Interrelationship Map



## Examples of Initiatives

### Protection

#### ◆ Biodiversity public awareness and education activities

Hino's headquarters and plants collaborated with Hino City's Kingfisher House to familiarize people with the creatures that inhabit the area by holding exhibits of stuffed birds and reptiles living nearby, as well as displaying insect and plant specimens.

In addition, the Hamura Plant invited an instructor from the Hamura City Environmental Conservation Division, who presented local strategies for protecting the city's precious living creatures and local initiatives from a biodiversity perspective.

To ensure the future spread of these activities, we will continue exchanges with the government and expand them to other business offices.



Exhibition (Hino Plant)

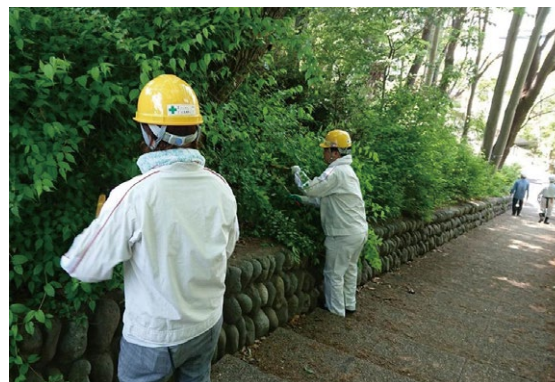


Presentation of Hamura City's initiatives (Hamura Plant)

#### ◆ Participation in local conservation activities

To protect the precious natural areas that are left in Tokyo, a series of cliffs created by the erosion of the ancient Tamagawa River called the "Tamagawa Cliff Line," which stretches a distance of 40 kilometers from Ome City to Chofu City, has been designated by the Tokyo Metropolitan Government as a conservation area. In Hamura City, where the Hamura Plant is located, is the Inari Green Space Area, which is part of the Tachikawa Cliff Line.

Under the management of Hamura City, we are taking action to conserve precious greenery as a habitat for various living creatures in cooperation with citizen's groups.



Inari Green Space Area activities

#### ◆ Holding of environmental study classes for a neighborhood elementary school

At the Koga Plant, employees planted aquatic plants and conducted biological surveys with neighboring elementary school students in the retention basin that directly connects to the nearby river.

We explained that many indigenous species have been identified this year and are surrounded by a rich ecosystem. The class also served to reaffirm that we must not forget to consider the surrounding ecosystem amid our ongoing business activities.



Retention basin survey



## Environmental Education

### Conservation biodiversity

In Japan, Hino Motors promotes environment-related educational and awareness activities in an effort to raise the environmental consciousness of employees. In this manner, Hino Motors strives to enhance the overall efficacy of environmental conservation initiatives.

Hino Motors believes that environmental activities extend beyond the domain of the corporate sector. It also recognizes the important role that each employee plays both in the workplace and at home. Therefore, as a part of the Company's employee training program, individual responsibilities and actions in the overall context of environmental issues as well as in global behavior and initiatives are emphasized.

In specific terms, Hino Motors has continued to incorporate environmental education in its training programs for managers and new employees. Looking ahead, the Company will continue its endeavors to implement even broader-based, more systematic environmental education in its efforts to consistently raise environmental awareness in Japan.



Environmental education class

#### ● Number of students who received environmental training in FY2018

	Administrative/ Technical positions	Technical positions	Total
Number of students who received training	151	457	608

### ◆ Cleanup Events in Areas Surrounding Business Sites

Cleanup events are held in areas surrounding business sites including the Hino Plant, Hamura Plant, and Nitta Plant, as well as at group companies both in and outside of Japan, contributing to communities, raising environmental awareness and commuting etiquette.



Ome Parts Center



Hinopak Motors, Ltd.

### ◆ Participation in the Lights Down Campaign

Since 2007, Hino Motors has been participating in the Lights Down Campaign, an activity in Japan in which companies across the country turn off their lights to save energy. Hino Motors main business sites turn off their illuminated signboards and other lights for the campaign. A large number of Group companies also participate in the campaign, including domestic dealers.



Hamura Plant main gate  
lit at night



unlit at night

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## Environment-Related Communication with Stakeholders

### Conservation biodiversity

Hino Motors recognizes the importance of communicating with its stakeholders. Accordingly, it proactively provides information to customers, members of local communities where it operates, and other stakeholders with the aim of being a trusted company.

#### ◆ Exhibiting environmental technologies and products at public exhibits

At the Automotive Engineering Exposition 2018 Yokohama/Nagoya, Hino presented its technological development initiatives for advanced technology and total support, including the latest safety and environmental technologies such as a full-scale model of a commercial compact EV platform.

The exhibition was a valuable opportunity for Hino engineers to deepen their understanding of Hino Motors through exchanges of information and views with visitors, and to understand their expectations.



Exhibition booth crowded with visitors

#### ◆ Presenting environmental initiatives at local events

Hino Motors also presented its wide array of environmental initiatives at an environmental festival held in the city of Hamura, Tokyo and an ecological festival for Industry held in the city of Ota, Gunma. At other environmental events in the communities surrounding its factories, Hino Motors carried out a broad range of public relations activities to present its approach to the environment and its related initiatives to local residents.



The environmental festival held in the city of Hamura

#### ◆ Visiting class held at a neighborhood elementary school

In Pakistan, we visited a neighborhood school and introduced global environmental issues with a class entitled "Beat Plastic Pollution."

We also held an exhibition of solicited works of arts & crafts and provided opportunities to learn about local environmental issues.



Environmental education at neighborhood elementary school

## The Hino Green Fund Foundation

The Hino Green Fund was established in 1991 to promote and foster environmental activities in Japan. Each year, the fund provides about 15 organizations with grants. Recognized for its dedication to addressing environmental issues, the Hino Green Fund received Japan's Environment Minister's Award in fiscal 2005. On April 1, 2011, the fund became a public interest incorporated foundation in Japan. Going forward, the Hino Green Fund plans to continue providing steady and reliable assistance to various programs and activities and to conduct events.




The Hino Green Fund Foundation (Japanese only)



Agricultural experience (hands-on event)

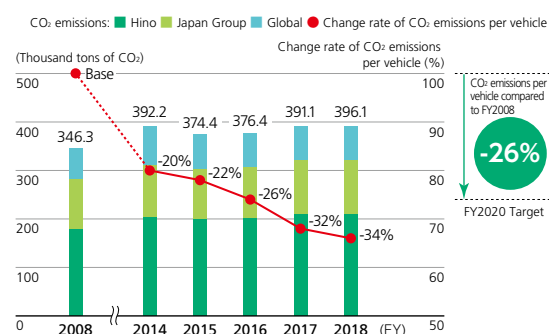


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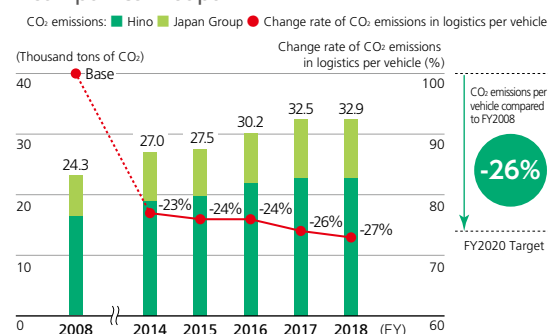
## Key Performance Data

In the Hino Environmental Initiatives Plan, Hino Motors sets specific targets for reductions in the environmental impact of its production activities and works to reduce CO<sub>2</sub> emissions, resource use, and water use through many detailed policy measures. The performance data below shows the progress and results of Hino's latest action plan, the 2020 Environment Initiative Plan. Hino Motors expects to achieve all targets except that for waste. Figures for waste and volume transported deteriorated due to changes in the market for the collection of valuable materials and the impact of a plant fire at a Group company, which resulted in an imbalance between the amount of waste generated and the number of units produced. We will improve this by increasing the utilization rate. Figure for waste generated per vehicle deteriorated due to changes in the market for the collection of valuable materials and the impact of a plant fire at a Group company, which resulted in an imbalance between the amount of waste generated and the number of units produced. We will improve the figure of waste generated per vehicle by increasing production efficiency.

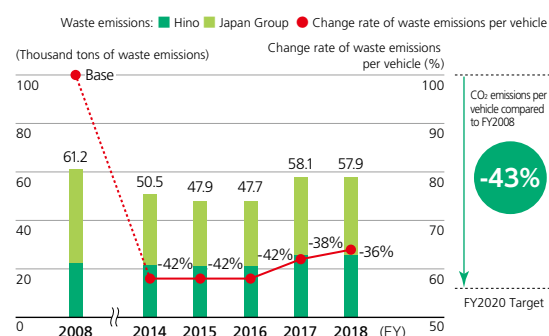
### ● CO<sub>2</sub> emissions per vehicle\*<sup>1</sup> by company and region\*<sup>4</sup>



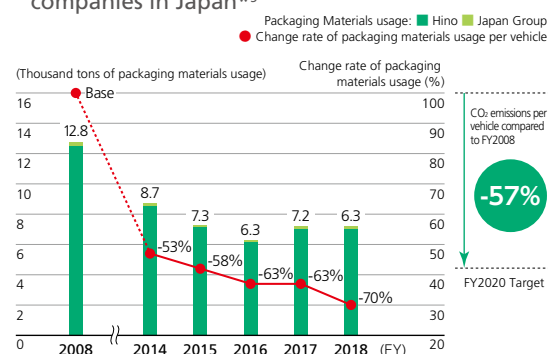
### ● CO<sub>2</sub> emissions in logistics\*<sup>2</sup> from consolidated\*<sup>5</sup> companies in Japan\*<sup>5</sup>



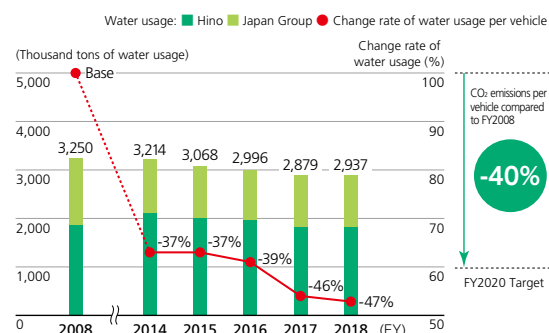
### ● Waste emissions\*<sup>1</sup> from consolidated companies in Japan\*<sup>5</sup>



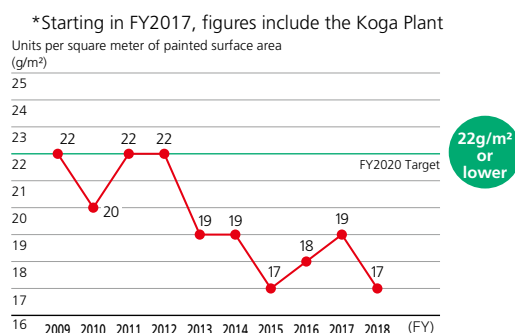
### ● Packaging Materials usage\*<sup>3</sup> by consolidated companies in Japan\*<sup>5</sup>



### ● Water usage\*<sup>1</sup> by consolidated companies in Japan\*<sup>5</sup>



### ● Volatile organic compound (VOC) emissions from the Hino Plant and Hamura Plant



Note: Last year's figures have been corrected to improve accuracy.

1 Unit: Per vehicle   2. Unit: Per volume transported   Since the base year figures were revised, the unit change rate of previous years has been retroactively revised.

3 Unit: Per unit of shipment volume   4 Global: Hino (Four plants: Hino, Hamura, Nitta, and Koga), six domestic affiliated companies and nine overseas affiliated companies.   5 Consolidated companies in Japan (Four plants: Hino, Hamura, Nitta, and Koga), six domestic affiliated companies

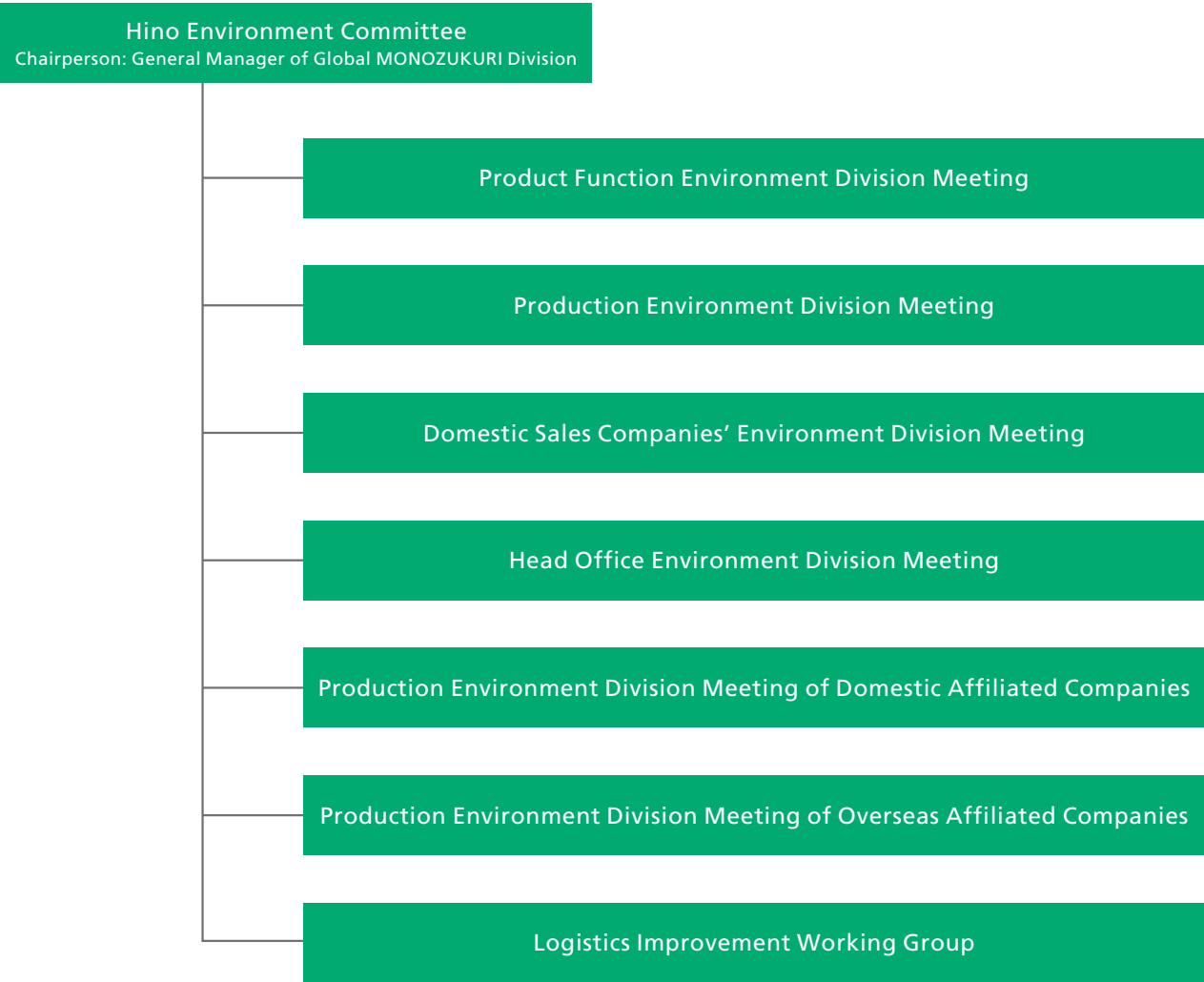
## Environmental Management

### Environmental Conservation Promotion Structure

In March 1993, Hino Motors established the Hino Environment Committee, an overarching Company-wide organization chaired by the Hino Motors’ president. At the same time, Hino Motors formulated the Hino Global Environment Charter, which underpins various facets of Hino Motors environmental conservation activities. Currently, the General Manager of the Global MONOZUKURI Division is serving as chairperson in order to further strengthen oversight and execution.

The distinctive feature of Hino Motors’ environmental conservation activities is that it deploys an environmental management system in each area, including product development and production activities. In subordinate organizations of the Hino Environmental Committee, we have set up individual councils with an executive in charge who serves as council chairperson, and the councils pursue specific environmental conservation activities.

### Environmental Conservation Promotion Structure



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## Environmental Management Systems

Hino Motors has developed environmental management systems (EMS) for all operational functions in Japan, and is effectively managing them in a manner that links each division's business operations to environmental conservation. At EMS-certified companies, these systems are periodically subjected to stringent environmental audits to ensure their effectiveness.

Hino Motors has acquired ISO 14001 certification for the Hino Group as whole. In fiscal 2018, an external audit found no nonconformities that could affect certification. Hino Motors will continue to promote environmental initiatives with an even stronger policy of reinforcing links between its core business operations and environmental management systems.

### ● Acquisition of ISO 14001 Certification

Organization/Entity	Date of acquisition
Headquarters & Hino Plant	March 24, 2001
Hamura Plant	March 10, 1999
Nitta Plant	March 27, 2000
Koga Plant	March 24, 2019
Oume Parts Center	January 11, 2002
Hidaka Delivery Center	January 11, 2002
Azuma Plant of Fukushima Steel Work Co., Ltd.	November 28, 2003
Sagami Plant of Fukushima Steel Work Co., Ltd.	September 15, 2005
Riken Forge Co., Ltd.	March 22, 2002
Sohshin Co., Ltd.	March 14, 2003
Takebe Tekkosho Co., Ltd.	April 17, 2001
Trantechs, Ltd.	March 8, 2002
Meiyu Kiko Co., Ltd.	July 5, 2002
Hino Motors Manufacturing (Thailand) Ltd.	March 1, 2001
Hinopak Motors, Ltd. (Pakistan)	June 17, 2001
PT. Hino Motors Manufacturing Indonesia	April 4, 2005
Shanghai Hino Engine Co., Ltd.	December 28, 2008
Hino Motors Vietnam, Ltd.	February 28, 2011
Hino Motors Canada, Ltd.	December 1, 2011
Arkansas Plant of Hino Motors Manufacturing U.S.A. Inc.	April 13, 2011
West Virginia Plant of Hino Motors Manufacturing U.S.A. Inc.	March 15, 2012
Hino Motors Philippines Corporation	August 8, 2017
Hino Motors Manufacturing (Malaysia) Sdn. Bhd.	January 18, 2019
J.Filter Co., Ltd. (Thailand)	April 29, 2016

## Environmental Risk Management

In various facets of its operational activities, the Hino Motors Group is addressing environmental risk management through awareness of the environment-related regulatory compliance across each of the countries and regions in which the Hino Motors Group operates, and incorporation of environmental risk countermeasures into environmental management system targets. In this manner, Hino Motors is continuously enhancing its environmental risk management capabilities while diversifying and promoting the quality of its initiatives. All of Hino Motors' activities involve certain environmental risks, from truck and bus design and development to procurement, production, distribution, and sales.

With the leadership of the Hino Environment Committee, Hino Motors has analyzed and assessed risks and opportunities related to environmental issues at seven different division meetings, consulted with the executives in charge who chair each Environment Division Meeting, decided long-and short-term countermeasures, and implemented them in the relevant divisions. Hino Motors gives the highest priority to risks and opportunities related to laws and regulations. In the case of product marketability and productivity improvements, the Company decides based on cost-effectiveness as well as from an environmental perspective. The results of these efforts are reported to the relevant Environmental Division Meetings and then reported to the Hino Environmental Committee, the top deliberative body.

In fiscal 2018, there was one complaint about noise from the packaging work performed at Hino's external warehouse. There was one incident of leakage during the transport of waste at a related subsidiary and one incident of exceeding the regulatory standard for odor emissions in the casting process.

Because these incidents were caused by inadequate operational management during plant operation, we will take steps to prevent a recurrence by changing the operating hours, overseeing nighttime patrol, and addressing inadequate rules.

### ◆ Moving Forward with Initiatives to Lower Environmental Risks

The Hino Motors Group identifies risks and implements countermeasures using an environmental risk assessment manual used throughout the Group.

This time, because of concerns that the Hamura Plant could exceed the regulatory standards for noise due to a change in the land use zone around the plant, we made changes to the work area and installed soundproof sheets to reduce environmental risk.

As part of all these efforts, the Company is taking measures to further reduce environmental risk identified under various scenarios.

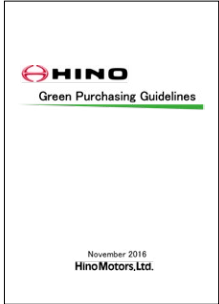


Soundproof sheets installed in the plant building


## Green Purchasing Guidelines

To further promote environmental initiatives associated with its business activities, Hino Motors published guidelines concerning environmental initiatives for business partners and expanded its partners around the world after holding separate information sessions with them. It created these guidelines for its business partners around the world after holding separate information sessions with them. Since providing the guidelines, Hino Motors has been regularly monitoring the environmental performance of its business partners and their compliance with environment-related laws and regulations.

Looking ahead, Hino Motors intends to actively promote activities in collaboration with its business partners while stepping up initiatives that take full account of the supply chain.



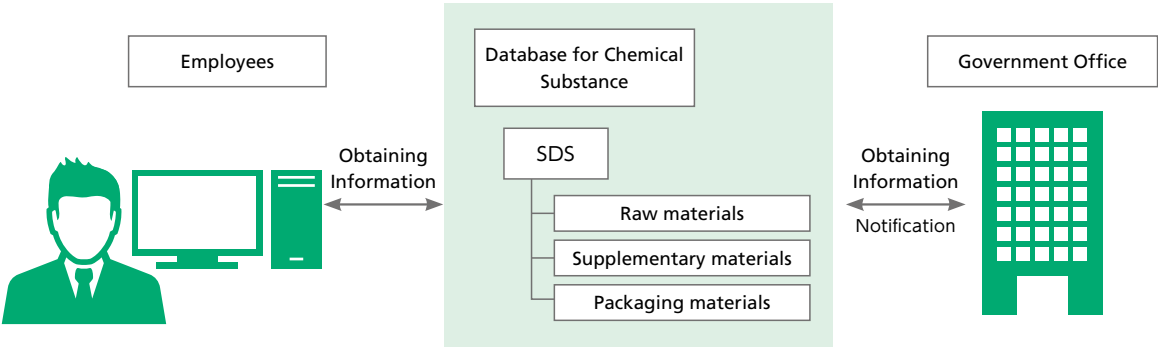
Green Purchasing  
Guidelines

 [HINO's Green Purchasing Guidelines \(all pages\) are here](#)

## Chemical Substance Management

Hino Motors employs Safety Data Sheets (SDS) to collect data and maintains a database for all paint and related materials used in-house. Information is accessible by employees via PCs, enabling them to identify chemical substances contained in the materials and undertake environmental and safety measures when required.

With the growing adoption of regulations for environmentally hazardous substances around the world, Hino Motors is enhancing the chemical substance management of raw materials used in its products, supplementary materials in manufacturing equipment, and packaging materials. Through these efforts, the Company is reducing the amount of environmentally hazardous substances used in its operations.



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## Environmental Accounting

Hino Motors tabulates the costs and results of environmental conservation activities based on the Environmental Accounting Guidelines of Japan's Ministry of the Environment. This enables the Company to contribute to environmental conservation through effective environmental investment and ongoing reductions in its environmental impact.

In fiscal 2018, the total of environmental conservation costs increased by 3% year on year to ¥34.9 billion, equivalent to 1.8% of sales.

The economic effect of environmental conservation on the Group's financial performance was ¥2.0 billion, up 20% compared to the previous fiscal year due to active capital investment.

### ● Environmental Conservation Costs

Unit: millions of yen

Environmental Conservation Costs Item	FY2017		FY2018		Description of major initiatives
	Investments	Costs	Investments	Costs	
(1) Costs in operational areas	123	763	571	657	
① Pollution prevention costs	109	279	342	122	Expenses for environmental risk countermeasures, drainage water treatment, and other activities
② Global environmental conservation costs	5	122	228	130	Installation of energy-saving equipment
③ Resource recycling costs	9	362	0	405	3R promotional activities, waste disposal, and other activities
(2) Upstream and downstream costs	0	67	0	64	Additional costs for reducing environmental load
(3) Management activity costs	0	401	0	396	Ongoing implementation of environmental management systems, and information disclosure
(4) Research & development costs	0	32,528	0	33,249	R&D expenses for reducing environmental load
(5) Social activity costs	0	5	0	5	Costs for environmental improvements, including off-site environmental conservation, tree planting, and beautification projects.
(6) Environmental remediation costs	0	0	0	0	
<b>Total</b>	<b>123</b>	<b>33,762</b>	<b>571</b>	<b>34,371</b>	

\*For items such as capital expenditures that are difficult to distinguish whether they deal with the environment or have another purpose, only those items that can be clearly understood as dealing with the environment are recorded.

### ● (1) Economic results

Unit: millions of yen

	Details of results	FY2017	FY2018
Profits	Operational income from recycling	1,635	1,960
	Others	0	0
Reduced costs	Reduction in energy costs due to energy conservation	49	70
	Reduction in waste treatment costs due to resource conservation and recycling	3	0
	Others	0	0
<b>Total</b>		<b>1,687</b>	<b>2,031</b>

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.

### ● (2) Quantitative results

	FY2017	FY2018
CO <sub>2</sub> reduction (tons-CO <sub>2</sub> )	739	1,622
Waste reduction (tons)	204	0

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.

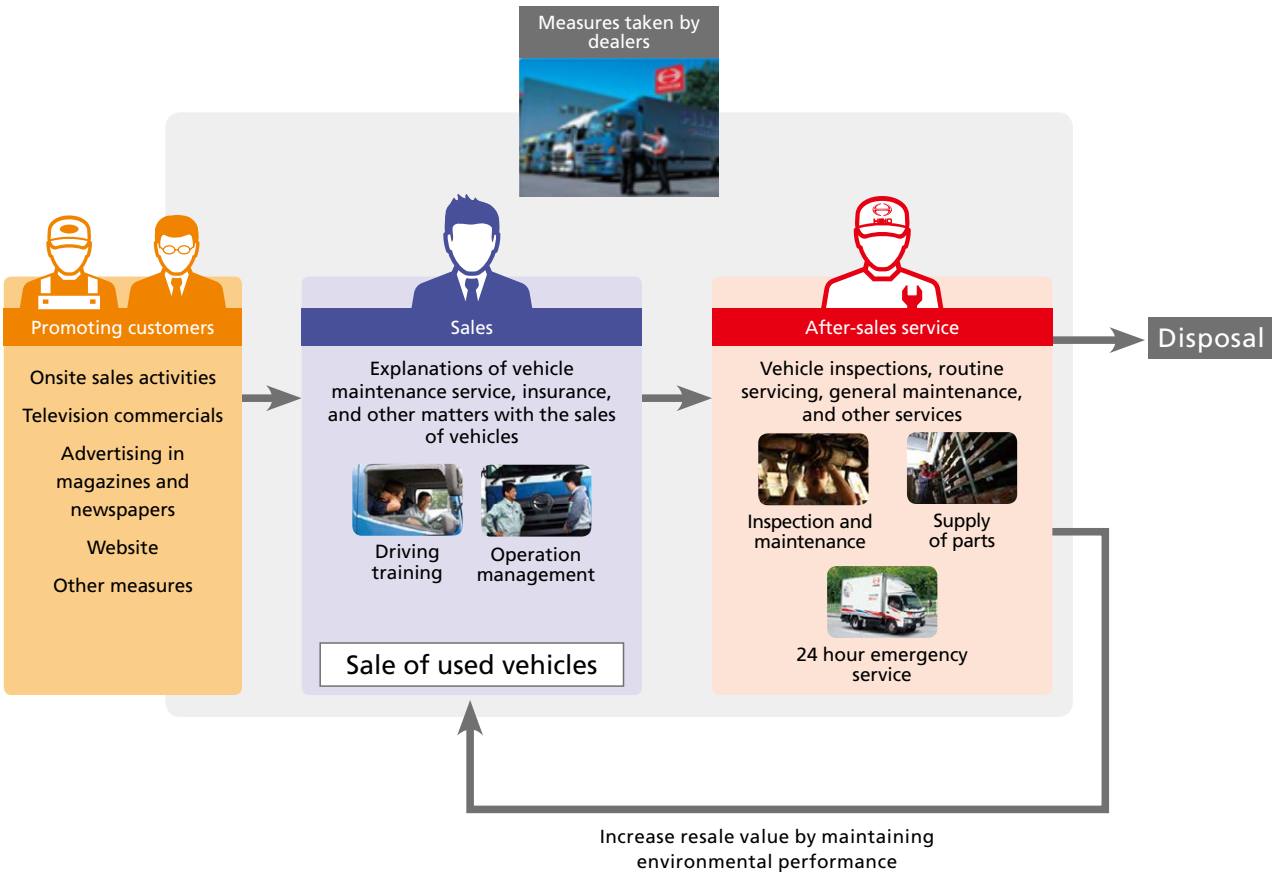


Total Support Services and Products

Trucks and buses are subject to various regulations concerning fuel consumption and exhaust emissions, including emissions of nitrogen oxide (NOx) and particulate matter (PM), and these regulations have been growing stricter with each passing year. Meeting these standards is an important obligation as a manufacturer of trucks and buses. In recent years, consumers have come to place importance on the environmental performance of commercial trucks and buses in addition to their basic performance such as horsepower, load capacity, and drivability. Companies are developing new products by applying their expertise and latest technologies to meet these expectations.

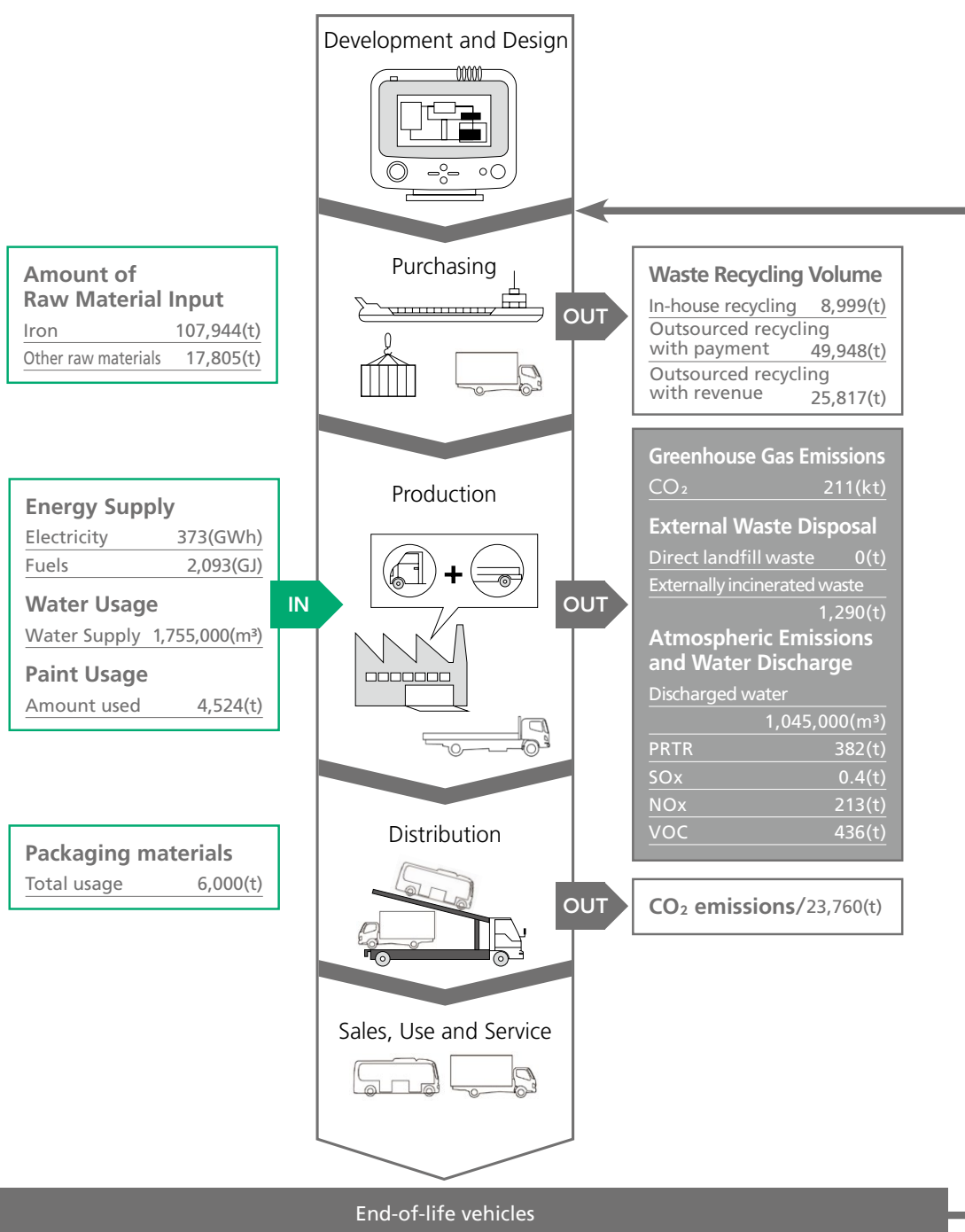
While promoting product development aiming for the industry's best environmental performance, Hino Motors is also focusing specifically on offering various benefits to customers throughout the entire product lifecycle, including servicing. Accordingly, Hino Motors is striving to maintain the environmental performance of its vehicles by enhancing its "total support" so that customers can use the environmentally friendly trucks and buses it has developed in ways that are friendly to the environment, right through to the time of final disposal. Going forward, Hino Motors will strive to enable its support system to respond to the needs and requests of every single customer, while always working to supply top-quality trucks and buses.

● Total Support Process



## Material Balance

At each and every stage of the product lifecycle, from development through design to use and disposal, Hino Motors seeks to identify the impact of its business activities on the environment. Hino Motors is making every effort to reduce environmental load while working to clarify the processes where it is particularly evident.



Note: The information provided represents aggregate data for the Company's Hino, Hamura, koga, and Nitta plants.