



[Translation]

April 27, 2021

To Whom It May Concern

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Representative: Yoshio Shimo, President  
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## Notification on the differences between the full-year consolidated earnings forecast and results

Hino Motors Ltd, (“Hino”) hereby announces as follows, as there are differences between the consolidated earnings forecast for the term ended March 2021 (April 1, 2020 to March 31, 2021) announced on January 27, 2021 and the results disclosed today.

### 1. Differences between the full-year consolidated earnings forecast for the term ended March 2021 and the results (April 1, 2020 to March 31, 2021)

	Net sales	Operating income	Ordinary income	Profit attributable to owners of parent	Net income per share
	Million yen	Million yen	Million yen	Million yen	Yen
Previously announced forecast (A)	1,430,000	3,000	-2,000	-12,000	-20.90
Results (B)	1,498,442	12,250	12,261	-7,489	-13.05
Difference (B－A)	68,442	9,250	14,261	4,511	—
Percentage of Change (%)	4.8	308.3	—	—	—
(Reference) Results for the previous fiscal year ended March 31, 2020	1,815,597	54,859	49,596	31,467	54.82

### 2. Reason for the differences

The performance in the consolidated fiscal year ended March 2021 was affected significantly by the spread of COVID-19, but we implemented group-wide measures for promoting sales activities and rationalizing fixed costs thoroughly. As a result, net sales and operating income exceeded the estimates.

In addition, ordinary income and profit attributable to owners of parent exceeded the earnings forecast, due to the increase in gain on foreign exchange due to the weakening of the yen.