

[Translation]



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To whom it may concern:

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President & CEO, Member of the Board  
(Code Number : 7205 TSE, 1<sup>st</sup> section, NSE, 1<sup>st</sup> section)  
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Announcement regarding the entering of  
the “Strategic Cooperation Framework Agreement (SCFA)”  
with Volkswagen Truck & Bus

We hereby announce as follows that we entered a “Strategic Cooperation Framework Agreement (SCFA)” (hereafter referred to as “the Agreement”) with Volkswagen Truck & Bus on April 11 based on our board meeting resolution of March 28, 2018.

1. Objectives and Reasons

Both partners share a common commitment to “offer customers the highest value sustainably,” and have entered this Agreement to explore avenues for establishing a mutually beneficial cooperative relationship in the areas of “logistics and traffic solution research,” “existing and new technologies” as well as in “procurement.”

Specific areas for evaluation include diesel engines, hybrid and electrification, as well as connectivity, autonomous driving systems and e-Mobility. Through the establishment of this cooperative relationship, both partners aim to enhance their respective market positions in the global market moving forward.

2. Organizational setup for moving forward with these explorations

A joint Alliance Board, which consists of the CEO and other director-level officials from each company, has been set up to explore approaches for a long-term eye-level partnership. The Alliance Board pursues a pragmatic approach with a lean organization while maintaining the independence of both companies.

### 3. Overview of Volkswagen Truck & Bus

1) Name	Volkswagen Truck & Bus GmbH <Unlisted>
2) HQ location	Federal Republic of Germany
3) CEO	Andreas Renschler
4) Business description	Manufacture and sale of trucks, buses, and other products
5) Date founded	Split off as a subsidiary of Volkswagen AG in 2013
6) Major shareholder and shareholding ratio	Volkswagen AG (100%)
7) Relation with Hino Motors, Ltd.	No notable relation in the area of capital, personnel, or business dealing.

As for any impact that this matter may have on our business performance, we will be disclosing relevant information as soon as it becomes known in the course of exploring specific areas of collaboration and cooperation moving forward.