



Financial Results for FY2012

(Fiscal Year Ended March 31, 2012)



April 26, 2012
Hino Motors, Ltd.



1. Sales Turnover



Global Unit Sales

		(Units)			
		FY2012 ('11/4-'12/3)	FY2011 ('10/4-'11/3)	Change	Change (%)
By Geographic Region	Japan	36,915	30,008	+ 6,907	+ 23.0%
	Asia	60,550	54,088	+ 6,462	+ 11.9%
	Central and South America	11,278	11,098	+ 180	+ 1.6%
	North America	6,281	4,841	+ 1,440	+ 29.7%
	Europe/Africa	6,233	4,869	+ 1,364	+ 28.0%
	Oceania	4,039	4,663	- 624	- 13.4%
	Middle East	3,170	3,329	- 159	- 4.8%
	Overseas Total	91,551	82,888	+ 8,663	+ 10.5%
Total		128,466	112,896	+ 15,570	+ 13.8%



Truck and Bus Market in Japan

(Units)

		FY2012 (^{'11/4} - ^{'12/3})	FY2011 (^{'10/4} - ^{'11/3})	Change	Change (%)
Hino Registered	Heavy-duty trucks (share)	10,806 (32.2%)	9,777 (31.9%)	+ 1,029 (+ 0.3p)	+ 10.5%
	Medium-duty trucks (share)	10,378 (40.4%)	8,179 (39.4%)	+ 2,199 (+ 1.0p)	+ 26.9%
	Total heavy- and medium-duty trucks (share)	21,184 (35.7%)	17,956 (34.9%)	+ 3,228 (+ 0.8p)	+ 18.0%
	Light-duty trucks (share)	13,432 (20.6%)	9,718 (17.8%)	+ 3,714 (+ 2.8p)	+ 38.2%
	Buses (share)	2,299 (31.5%)	2,334 (30.2%)	- 35 (+ 1.3p)	- 1.5%
	Total	36,915	30,008	+ 6,907	+ 23.0%
Japan Market	Heavy-duty trucks	33,604	30,630	+ 2,974	+ 9.7%
	Medium-duty trucks	25,709	20,785	+ 4,924	+ 23.7%
	Total heavy- and medium-duty trucks	59,313	51,415	+ 7,898	+ 15.4%
	Light-duty trucks	65,309	54,468	+ 10,841	+ 19.9%
	Buses	7,287	7,723	- 436	- 5.6%
Total	131,909	113,606	+ 18,303	+ 16.1%	



2. Consolidated Financial Results



Consolidated Unit Sales

		(Units)			
		FY2012 ('11/4-'12/3)	FY2011 ('10/4-'11/3)	Change	Change (%)
By Geographic Region	Japan	37,290	29,349	+ 7,941	+ 27.1%
	Asia	57,962	50,685	+ 7,277	+ 14.4%
	Central and South America	11,816	10,475	+ 1,341	+ 12.8%
	North America	6,622	5,305	+ 1,317	+ 24.8%
	Europe/Africa	5,765	5,524	+ 241	+ 4.4%
	Oceania	4,332	4,305	+ 27	+ 0.6%
	Middle East	3,731	2,505	+ 1,226	+ 48.9%
	Overseas Total	90,228	78,799	+ 11,429	+ 14.5%
Total		127,518	108,148	+ 19,370	+ 17.9%
Supplies and parts for overseas production		3,350	3,148	+ 202	+ 6.4%
Total		130,868	111,296	+ 19,572	+ 17.6%



Toyota Brand Vehicles and Engines

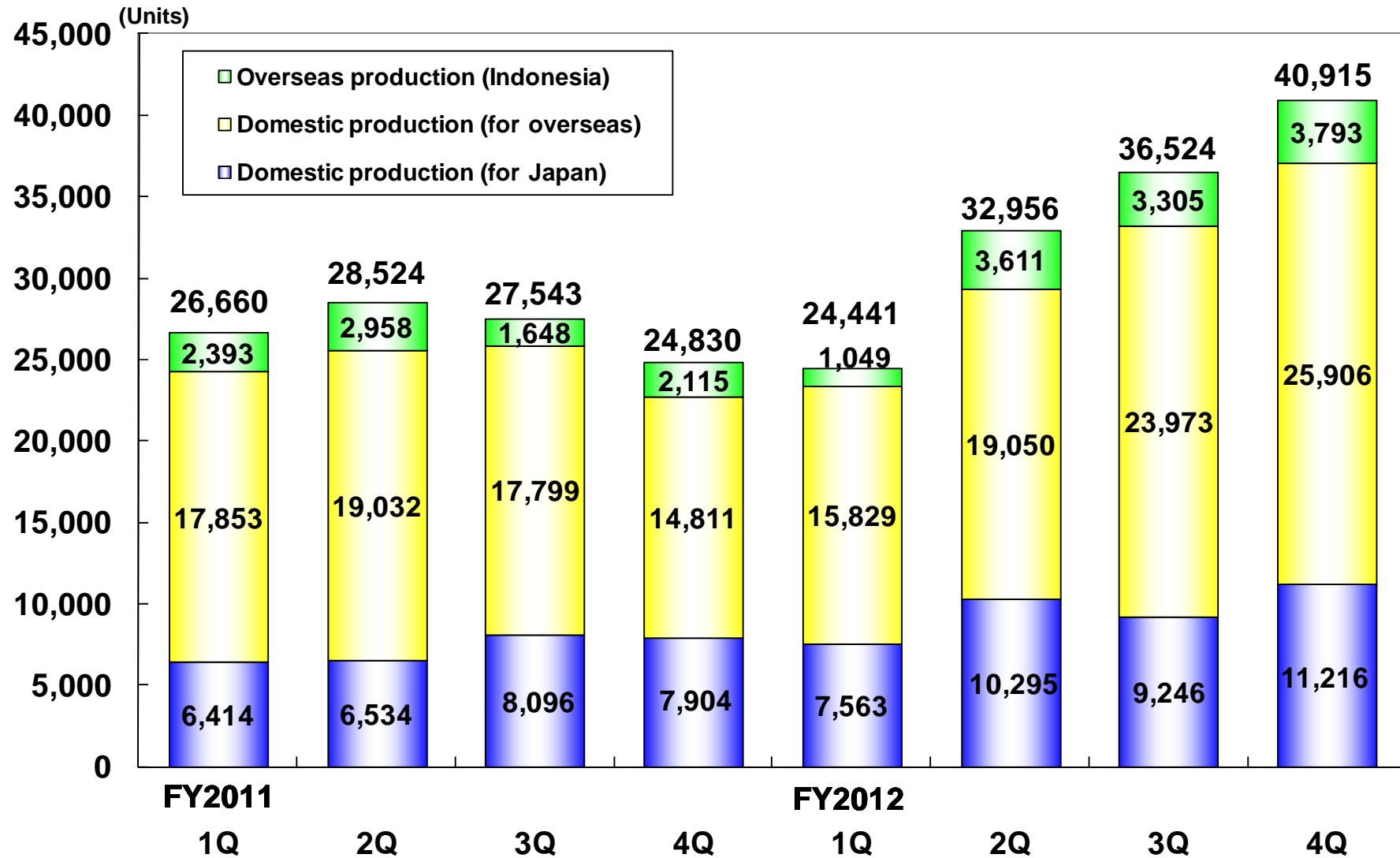
		(Units)			
		FY2012 ('11/4-'12/3)	FY2011 ('10/4-'11/3)	Change	Change (%)
Toyota Brand	SUV	116,062	123,403	- 7,341	- 5.9%
	Loading Vehicles (Commissioned)	29,536	35,282	- 5,746	- 16.3%
	Loading Vehicles (OEM)	7,666	-	+ 7,666	-
	Total	153,264	158,685	- 5,421	- 3.4%

		(Units)			
		FY2012 ('11/4-'12/3)	FY2011 ('10/4-'11/3)	Change	Change (%)
Engines	Japan	16,130	15,328	+ 802	+ 5.2%
	Overseas	15,540	25,340	- 9,800	- 38.7%
	Total	31,670	40,668	- 8,998	- 22.1%

* Engines are Hino shipment base.



Consolidated Production (Hino brand trucks and buses)





Consolidated Income (Loss) Statement

(Billions of yen)

Item	FY2012 (^{'11/4} - ^{'12/3})	FY2011 (^{'10/4} - ^{'11/3})	Change	Change (%)
Net sales	1,314.6	1,242.7	+ 71.9	+ 5.8%
Operating income	<2.9%> 37.5	<2.3%> 28.9	< + 0.6p> + 8.6	+ 29.8%
Non-operating income (loss)	(1.4)	(3.6)	+ 2.2	-
Investment gain (loss) on equity method	(1.5)	(0.2)	- 1.3	-
Ordinary income	<2.6%> 34.6	<2.0%> 25.1	< + 0.6p> + 9.5	+ 38.0%
Extraordinary income	4.9	0.8	+ 4.1	5.9 times
Extraordinary loss	21.2	9.4	+ 11.8	2.3 times
Net income before income taxes and minority interests	<1.4%> 18.3	<1.3%> 16.5	< + 0.1p> + 1.8	+ 10.7%
Net income (loss)	<1.2%> 16.3	< - 0.8%> (10.0)	< + 2.0p> + 26.3	-

Note: Figures in parentheses (<>) indicate income (loss) margin.



Consolidated Net Sales

(Billions of yen)

		FY2012 ('11/4-'12/3)	FY2011 ('10/4-'11/3)	Change	Change (%)
Japan	Heavy-duty trucks	130.4	112.7	+ 17.7	+ 15.7%
	Medium-duty trucks	56.4	44.4	+ 12.0	+ 27.0%
	Total heavy- and medium-duty trucks	186.8	157.1	+ 29.7	+ 18.9%
	Light-duty trucks	49.1	33.9	+ 15.2	+ 45.0%
	Buses	38.5	41.1	- 2.6	- 6.4%
	Subtotal	274.4	232.1	+ 42.3	+ 18.2%
Overseas	Completed vehicles	331.3	292.9	+ 38.4	+ 13.1%
	Supplies and parts for overseas production	2.5	2.2	+ 0.3	+ 11.7%
	Subtotal	333.8	295.1	+ 38.7	+ 13.1%
Total trucks and buses		608.2	527.2	+ 81.0	+ 15.4%
Service parts		77.6	74.0	+ 3.6	+ 4.9%
Others		177.3	166.6	+ 10.7	+ 6.4%
Toyota	Vehicles	329.1	347.5	- 18.4	- 5.3%
	Overseas unit supply business	90.3	98.9	- 8.6	- 8.7%
	Others	32.1	28.5	+ 3.6	+ 12.5%
	Subtotal	451.5	474.9	- 23.4	- 4.9%
Total net sales		1,314.6	1,242.7	+ 71.9	+ 5.8%



Consolidated Operating Income (Loss) by Segments

(Billions of yen)

	FY2012 ('11/4-'12/3)		FY2011 ('10/4-'11/3)		Change	
	Net sales	Operating income (loss)	Net sales	Operating income (loss)	Net sales	Operating income (loss)
Japan	1,113.5	<2.1%> 23.3	1,037.4	<1.1%> 11.1	+ 7.3% + 76.1	2.1 times + 12.2
Asia	320.8	<4.9%> 15.8	303.6	<6.2%> 18.9	+ 5.7% + 17.2	- 16.3% (3.1)
Other Areas	103.4	< - 0.5%> (0.5)	96.2	<1.3%> 1.3	+ 7.5% + 7.2	- (1.8)
Consolidated adjustment	(223.1)	(1.1)	(194.5)	(2.4)	(28.6)	+ 1.3
Total	1,314.6	<2.9%> 37.5	1,242.7	<2.3%> 28.9	+ 5.8% + 71.9	+ 29.8% + 8.6

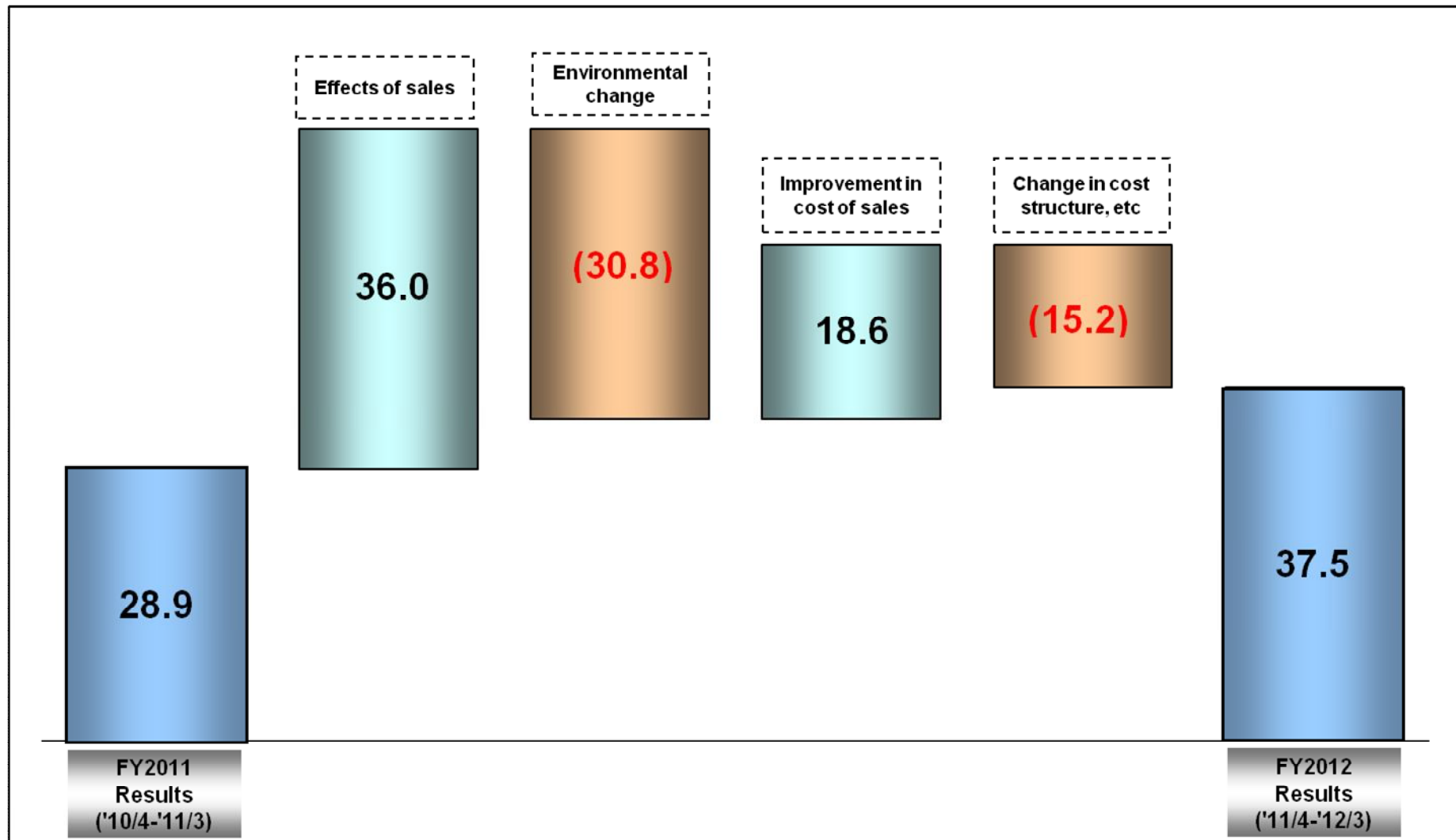
Note: Figures in parentheses (<>) indicate operating income (loss) margin. Percentages in the column "Change" indicate year-on-year change.



Analysis of Consolidated Operating Income

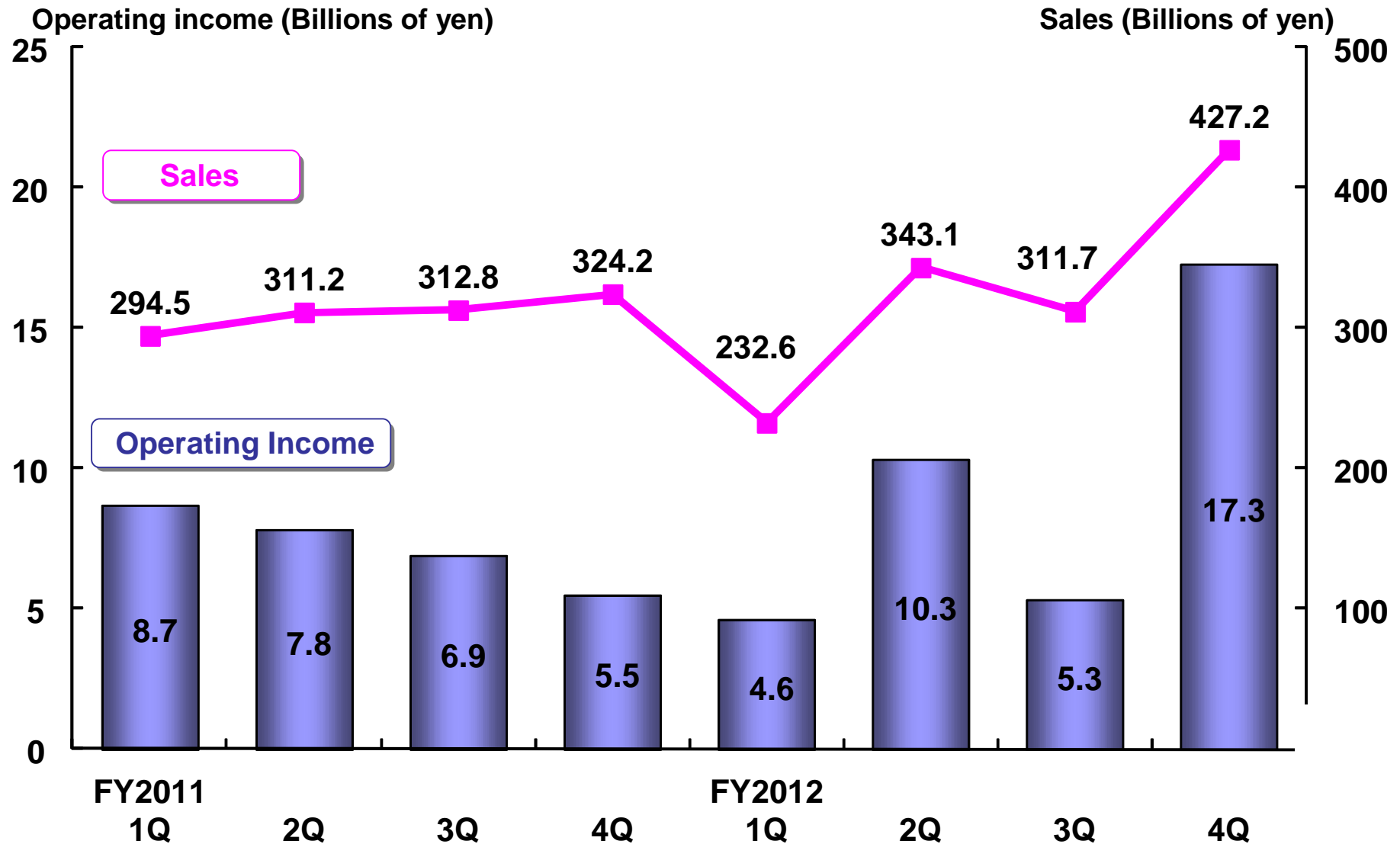
Increase in operating income: ¥8.6 billion (¥28.9 billion to ¥37.5 billion)

(Billions of yen)





Trends in the Quarterly Consolidated Sales and Operating Income





Analysis of Consolidated Income (Loss)

(Billions of yen)

	FY2012 ('11/4-'12/3)	FY2011 ('10/4-'11/3)	Change
Operating income	37.5	28.9	+ 8.6
Ordinary income	34.6	25.1	+ 9.5
Net income before income taxes and minority interests	18.3	16.5	+ 1.8
Net income	16.3	(10.0)	+ 26.3

Factors of +26.3 billion in net income

(1) Increase in operating income	.....	+ 8.6
(2) Gain (loss) on foreign exchange (- 2.9 - 1.9)	.....	+ 1.0
(3) Investment gain (loss) on equity method (- 0.2 - 1.5)	.....	(1.3)
(4) Gain (loss) on sales and disposal of noncurrent assets (- 0.6 2.8)	.....	+ 3.4
(5) Provision for retirement benefits (- - 8.8)	.....	(8.8)
(6) Decrease in income taxes (21.9 - 2.7)	.....	+ 24.6
(7) Others	.....	(1.2)
Difference: Changes in net income		+ 26.3



3. Sales Forecasts for FY2013



Global Unit Sales

(Thousand units)

	FY2013 Forecasts (¹² / ₄ - ¹³ / ₃)	FY2012 Results (¹¹ / ₄ - ¹² / ₃)	Change	Change(%)
Japan	39.0	36.9	+ 2.1	+ 5.6%
Overseas	114.0	91.6	+ 22.4	+ 24.5%
Total	153.0	128.5	+ 24.5	+ 19.1%
Toyota brand (*)	178.5	153.3	+ 25.2	+ 16.5%

*Including Dyna for Indonesia.



4. Consolidated Financial Forecasts for FY2013



Consolidated Income Statement

(Billions of yen)

Item	FY2013 Forecasts (^{'12/4-} '13/3)	FY2012 Results (^{'11/4-} '12/3)	Change	Change(%)
Net sales	1,480.0	1,314.6	+ 165.4	+ 12.6%
Operating income	<3.2%> 47.0	<2.9%> 37.5	< + 0.3p> + 9.5	+ 25.2%
Ordinary income	<3.0%> 45.0	<2.6%> 34.6	< + 0.4p> + 10.4	+ 30.1%
Net income	<1.9%> 28.0	<1.2%> 16.3	< + 0.7p> + 11.7	+ 71.7%

Note: Figures in parentheses (<>) indicate income margin.



Analysis of Consolidated Operating Income

Increase in operating income: ¥9.5 billion (¥37.5 billion to ¥47.0 billion)

(Billions of yen)

