



Summary of Financial Results for FY2012

(Fiscal Year Ended March 31, 2012)



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Overview of Accounts for FY2012 and FY2013 Forecasts

1. Looking Back on FY2012
2. FY2012 Performance: Sales and Income(Loss)
3. FY2013 Forecasts: Sales and Income



Forecasts and Insider Trading

This material includes forward-looking statements regarding projections, targets, plans, and strategies of Hino Motors (including its consolidated subsidiaries). These forward-looking statements are based on determinations and assumptions made from information currently available to Hino Motors, and may vary considerably from actual performance or operations going forward due to uncertainties inherent in these determinations and assumptions, as well as due to the possibility of variations caused by changes in business operations, circumstances, and other factors.

Reminders regarding insider trading:

Investors who receive nonpublic information on important facts directly from a company (primary information recipients) are prohibited from selling or buying stocks prior to this information becoming "public" (Article 166 of the Financial Instruments and Exchange Act).

According to the enforcement ordinance of this law, information is deemed to have been made "public" once 12 hours have elapsed since the company discloses this information to two or more press organizations, or when the information, after a notification to the securities exchange, is listed by electronic means (TDnet's Timely Disclosure and Viewing Service) as provided by Cabinet Office Ordinance.

1. Looking Back on FY2012

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Although we encountered disruptions to operations with regard to parts supply due to **the Great East Japan Earthquake** and **the flood in Thailand**, we were able to act quickly to resume operations in a short amount of time.

In addition, we carried out various aid operations in the areas affected by these disasters.

Response to the Great East Japan Earthquake in March

Disruptions to operations:

Expeditious actions were taken to resume operations as quickly as possible. Normal operations were resumed for heavy- and medium-duty trucks in late May, and for light-duty trucks and Toyota vehicles in June.

Aid activities:

The Hino group made monetary donations, stationed first aid repair service cars, provided repair services for vehicles damaged in the disaster, and extended free loans of 58 hybrid vehicles to the four affected prefectures.

Response to the flood in Thailand in October

Disruptions to operations:

Operations at the local factory were interrupted for approximately one month. In Japan, the Hamura Plant was forced to reduce the production of Toyota SUVs for approximately one month due to part shortages.

Aid activities:

The Hino group made monetary donations, and donated aid supplies through its Thai subsidiary.

2. FY2012 Performance: Sales and Income(Loss)

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- Set a new overseas sales record of 91,551 vehicles (Surpassed FY2011 record of 82,888)
- Set a new global sales record of 128,466 vehicles (Surpassed FY2011 record of 112,896)
- Increased revenue + increased profit (Positive current net earnings for the first time in 4 fiscal years)

< Sales >

(Thousands of units)

	FY2012 ('11/4-'12/3)	FY2011 ('10/4-'11/3)	Change	Change(%)
Japan	36.9	30.0	+ 6.9	+ 23.0%
Overseas	91.6	82.9	+ 8.7	+ 10.5%
Global	128.5	112.9	+ 15.6	+ 13.8%
Toyota brand	153.3	158.7	- 5.4	- 3.4%

< Income(Loss) >

(Billions of yen)

	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	37.5	28.9	+ 8.6	+ 29.8%
Net income	16.3	-10.0	+ 26.3	-

3. FY2013 Forecasts: Sales and Income



- Overseas sales: Record sales of 114,000 vehicles (FY2012 record of 91,551 expected to be surpassed)
- Global sales: Record sales of 153,000 vehicles (FY2012 record of 128,466 expected to be surpassed)
- Net sales: Record sales of 1,480 billion yen (FY2008 record of 1,369 billion yen expected to be surpassed)
- Operating income: Record 47 billion yen (FY2008 record of 45.9 billion yen expected to be surpassed)

< Sales >

(Thousands of units)

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

< Income >

(Billions of yen)

	FY2013 (’12/4-’13/3)	FY2012 (’11/4-’12/3)	Change	Change(%)
Net sales	1,480.0	1,314.6	+ 165.4	+ 12.6%
Operating income	47.0	37.5	+ 9.5	+ 25.2%
Net income	28.0	16.3	+ 11.7	+ 71.7%