

Financial Results for the First Quarter of the Fiscal Year Ending March 31, 2013
[Japanese standards] (Consolidated)



July 25, 2012

Stock Listing: Tokyo and Nagoya

Name of Listed Company: Hino Motors, Ltd.
 Code Number: 7205 URL: <http://www.hino.co.jp/>
 Representative: Yoshio Shirai, President
 Contact Point: Masashi Ueno, General Manager, Corporate Communications Dept., Corporate Planning Div.
 Phone: (042) 586-5494

Scheduled Date of Quarterly Financial Statements Filing: July 31, 2012

Scheduled Date of Dividend Payment Start: —

Supplementary materials for the quarterly financial results: Yes

Investor conference for the quarterly financial results: Yes (For Mass Media and Analysts)

(Amounts are rounded down to the nearest one million yen)

1. Consolidated Financial Results for the First Quarter of the Fiscal Year Ending March 31, 2013 (April 1, 2012–June 30, 2012)

(1) Consolidated Operating Results (Cumulative)

(Percentages indicate the changes from the same period in the previous year.)

	Net sales		Operating income		Ordinary income		Net income	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
1 Q of FY 2013	372,076	60.0	15,229	231.7	13,535	258.8	9,996	—
1 Q of FY 2012	232,597	(21.0)	4,591	(47.1)	3,772	(47.0)	(4,885)	—

(Note) Comprehensive income: 1 Q of FY 2013: ¥ 5,198 million (—%) 1 Q of FY 2012: ¥ (5,011) million (—%)

	Net income per share		Diluted net income per share	
	Yen		Yen	
1 Q of FY 2013	17.53		17.51	
1 Q of FY 2012	(8.57)		—	

(2) Consolidated Financial Position

	Total assets		Net assets		Equity ratio	
	Millions of yen		Millions of yen		%	
1 Q of FY 2013	794,597		236,127		26.6	
FY 2012	845,008		234,931		24.7	

(Reference) Equity capital: 1 Q of FY 2013: ¥211,151 million FY 2012: ¥209,072 million

2. Dividends

	Dividends per share				
	1Q	2Q	3Q	Year-end	Annual
	Yen				
FY 2012	—	3.00	—	5.00	8.00
FY 2013	—				
FY 2013 (forecast)		5.00	—	5.00	10.00

(Note) Changes from the latest dividend forecast: None

3. Forecast of Consolidated Financial Results for the Fiscal Year Ending March 31, 2013 (April 1, 2012 – March 31, 2013)

(Percentages indicate the changes over the previous year.)

	Net sales		Operating income		Ordinary income		Net income		Net income per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
FY 2013	1,480,000	12.6	47,000	25.2	45,000	30.1	28,000	71.7	49.09

(Note) Changes from the latest financial forecast: None

*Notes

(1) Changes in important subsidiaries during the current term (changes in certain subsidiaries requiring changes in scope of consolidation): None

Newly included: companies (Company name: _____), Removed: companies (Company name: _____)

(2) Application of the accounting procedures for producing quarterly consolidated financial statements: None

(3) Changes in accounting principles, quotes and restatement:

- 1) Changes associated with revisions of accounting standards: Yes
- 2) Change other than those included in 1): None
- 3) Revision in quotes in accounts Yes
- 4) Restatement None

(Note) For details, see "2. Summary Information (Notes); Changes in accounting policies/accounting estimates and restatement" on page 3 of "Appendix"

(4) Number of outstanding shares (common stock)

- 1) Number of outstanding shares (including treasury stock) at end of term: 1 Q of FY 2013: 574,580,850 shares; FY 2012: 574,580,850 shares
- 2) Number of treasury stock at end of term: 1 Q of FY 2013: 4,105,501 shares; FY 2012: 4,292,804 shares
- 3) Average number of shares (quarterly consolidated cumulative period): 1 Q of FY 2013: 570,409,739 shares; 1 Q of FY 2012: 569,896,306 shares

* Indication regarding the implementation status of the quarterly review procedure

- This brief report on quarterly financial results is not included in the quarterly review specified in the Financial Instruments and Exchange Act. At the time of the disclosure of this brief report on quarterly financial results, the procedures for the quarterly review for quarterly consolidated financial statements are being conducted.

*Statement regarding the proper use of financial forecasts and other remarks

- Forecast of Consolidated Financial Results for the Fiscal Year Ending March 31, 2013 have been no changes since the last time they were announced (April 26, 2012).
- Descriptions regarding the future, including the financial projections contained in this report, are based on certain assumptions currently available to the Company, which are, at the discretion of the Company, deemed reasonable, and the Company gives no guarantees that it will achieve these results. In addition, actual financial results may significantly vary due to various factors.

Appendix

Table of contents of the appendix

1. Qualitative Information Regarding the Financial Performance for the Current Quarter.....	P2
(1) Qualitative Information on Consolidated Operating Results.....	P2
(2) Qualitative Information on Consolidated Financial Position	P2
(3) Qualitative Information on Forecast of Consolidated Financial Results	P2
2. Summary Information (Notes).....	P3
Changes in Accounting Policies/Accounting Estimates and Restatement	P3
Additional Information.....	P3
3. Quarterly Consolidated Financial Statements.....	P4
(1) Quarterly Consolidated Balance Sheets.....	P4
(2) Quarterly Consolidated Statements of Income and Quarterly Consolidated Comprehensive Income Statement	
Quarterly Consolidated Statements of Income	
Consolidated First Quarter of FY 2013 and FY 2012 (Cumulative).....	P6
Quarterly Consolidated Comprehensive Income Statement	
Consolidated First Quarter of FY 2013 and FY 2012 (Cumulative).....	P7
(3) Notes on Going Concern Assumption	P8
(4) Notes on Significant Changes in the Amount of Shareholders' Equity	P8
4. Supplementary Information.....	P8
(1) Actual Production (Consolidated).....	P8
(2) Actual Sales (Consolidated)	P8

1. Qualitative Information Regarding the Financial Performance for the Current Quarter

(1) Qualitative Information on Consolidated Operating Results

As for the Japanese domestic heavy- and medium-duty trucks market in the first quarter, total demand increased to 15.3 thousand units by 8.6 thousand units (2.3 times) compared to the same quarter in the previous year due to reconstruction demand and the eco-car tax reduction/subsidy measure, etc. As for the light-duty truck market, total demand increased to 16.1 thousand units by 7.5 thousand units (86.6%) compared to the same quarter in the previous year.

As for domestic sales, we actively conducted the sales promotion with a focus on the new model of Dutro (light-duty truck) which was released in the previous year. Consequently, the total sales volume of trucks and buses in Japan increased to 9.3 thousand units by 4.5 thousand units (91.5%) compared to the same quarter in the previous year.

As for overseas sales, sales in Asia such as Indonesia and Thailand were doing well. Consequently, sales volume increased to 28.4 thousand units by 11.5 thousand units (68.2%) compared to the same quarter in the previous year.

As a result of the above, total unit sales of Hino Brand trucks and buses increased to 37.7 thousand units by 16.0 thousand units (73.4%) compared to the same quarter of the previous year.

As for Toyota brand vehicles, mainly the sales of "Land Cruiser Prado" increased, and consequently total sales volume increased to 44.3 thousand units by 21.8 thousand units (97.2%) compared to the same quarter in the previous year.

As a result of the above, net sales were ¥372,076 million, which is an increase of ¥139,478 million (60.0%) as compared to the same quarter of the previous year. As for profits, despite increased costs due to an increase in the number of units produced and sold and also the strong yen in exchange rates, increased sale led to an operating income of ¥15,229 million (an increase of ¥10,637 million compared to the same quarter of the previous year) and ordinary income of ¥13,535 million (an increase of ¥9,763 million compared to the same quarter of the previous year). Quarterly net income returned to the black with ¥9,996 million (it was ¥4,885 million in the red in the same quarter of the previous year).

(2) Qualitative Information on Consolidated Financial Position

Total assets at the end of the first quarter decreased by ¥50,410 million to ¥794,597 million compared to the end of the previous fiscal year. This is mainly because trade notes and accounts receivable decreased by ¥32,266 million as sales volume decreased from the end of the previous year.

Liabilities decreased by ¥51,606 million to ¥558,470 million compared to the end of the previous fiscal year. This is mainly because interest-bearing debt decreased by 24,573 million and trade notes and accounts payable decreased by ¥21,109 million as production volume decreased from the end of the previous year.

Net assets increased by ¥1,195 million to ¥236,127 million compared to the end of the previous fiscal year. This is mainly because net income of ¥9,996 million was recorded, despite valuation difference on available-for-sale securities decreased by ¥3,331 million and retained earnings dividends paid out at ¥2,852 million.

(3) Qualitative Information on Forecast of Consolidated Financial Results

There have been no changes since the last time they were announced (April 26, 2012).

2. Summary Information (Notes)

[Changes in Accounting Policies/Accounting Estimates and Restatement]

(Changes to accounting policies that are difficult to differentiate with changes to accounting estimates)

Due to amendments to the Corporation Tax Act, the Company and some domestic consolidated subsidiaries have, as of this first quarter, changed depreciation methods in accordance with the revised Corporation Tax Act for tangible fixed assets acquired after April 1, 2012.

With this change, the operating income, ordinary income and income before income taxes and minority interests for this first quarter each increased by ¥53 million compared to previous accounting methods.

[Additional Information]

(Applying the consolidated tax system)

The Company and some domestic consolidated subsidiaries have applied the consolidated tax system as of this first quarter.

3. Quarterly Consolidated Financial Statements

(1) Quarterly Consolidated Balance Sheets

(Millions of yen)

	FY 2012 (As of March 31, 2012)	First Quarter of FY 2013 (As of June 30, 2012)
Assets		
Current assets		
Cash and deposits	25,850	22,304
Trade notes and accounts receivable	268,511	236,244
Merchandise and finished goods	66,059	70,867
Work in progress	27,196	25,033
Raw materials and supplies	28,929	27,302
Others	41,361	38,603
Allowance for doubtful accounts	(3,236)	(2,962)
Total current assets	454,672	417,393
Fixed assets		
Tangible fixed assets		
Buildings and structures (net)	86,207	87,949
Machinery and transportation equipment (net)	74,137	73,563
Land	92,317	92,684
Others (net)	35,159	30,865
Total tangible fixed assets	287,821	285,063
Intangible fixed assets	17,019	15,991
Investments and other assets		
Investment securities	72,706	66,816
Others	17,130	13,685
Allowance for doubtful accounts	(4,341)	(4,352)
Total investments and other assets	85,494	76,148
Total fixed assets	390,336	377,203
Total assets	845,008	794,597
Liabilities		
Current liabilities		
Trade notes and accounts payable	237,347	216,237
Short-term loans payable	76,580	71,512
Commercial papers	33,000	40,000
Current portion of long-term loans payable	42,611	16,455
Income taxes payable	4,459	3,215
Warranty allowance	14,110	16,170
Other allowance	4,570	6,185
Others	64,912	61,804
Total current liabilities	477,592	431,580
Long-term liabilities		
Long-term loans payable	39,063	38,715
Provision for retirement benefits	52,724	52,709
Other allowance	1,786	1,352
Others	38,908	34,112
Total long-term liabilities	132,483	126,890
Total liabilities	610,076	558,470

(Millions of yen)

	FY 2012 (As of March 31, 2012)	First Quarter of FY 2013 (As of June 30, 2012)
Net assets		
Shareholders' equity		
Common stock	72,717	72,717
Additional paid-in capital	64,361	64,377
Retained earnings	66,472	73,617
Treasury stock	(1,520)	(1,453)
Total shareholders' equity	202,031	209,258
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	18,508	15,177
Deferred gains or losses on hedges	(191)	28
Revaluation reserve for land	1,973	1,973
Foreign currency translation adjustment	(13,248)	(15,285)
Total accumulated other comprehensive income	7,041	1,893
Subscription rights to shares	373	402
Minority interests	25,485	24,573
Total net assets	234,931	236,127
Total liabilities and net assets	845,008	794,597

(2) Quarterly Consolidated Statements of Income and Quarterly Consolidated Comprehensive Income

[Quarterly Consolidated Statements of Income]

[Consolidated First Quarter of FY 2013 and FY 2012 (Cumulative)]

(Millions of yen)

	First Quarter of FY 2012 (From April 1, 2011 to June 30, 2011)	First Quarter of FY 2013 (From April 1, 2012 to June 30, 2012)
Net sales	232,597	372,076
Cost of sales	197,226	320,288
Gross profit on sales	35,370	51,787
Selling, general and administrative expenses		
Salary and benefits	8,559	8,735
Provision for bonuses	944	1,035
Provision for retirement benefits	736	726
Others	20,538	26,061
Total selling, general and administrative expenses	30,778	36,558
Operating income	4,591	15,229
Non-operating income		
Interest income	291	210
Dividends income	559	567
Miscellaneous income	770	610
Total non-operating income	1,621	1,387
Non-operating expenses		
Interest expenses	854	761
Loss on foreign exchange	621	1,965
Equity in losses of affiliates	671	21
Miscellaneous expenses	293	333
Total non-operating expenses	2,441	3,081
Ordinary income	3,772	13,535
Extraordinary income		
Gain on sales of fixed assets	47	15
Gain on sales of investment securities	-	742
Others	12	3
Total extraordinary income	60	761
Extraordinary losses		
Loss on sales or disposal of fixed assets	117	63
Loss on disaster	6,100	-
Others	68	46
Total extraordinary losses	6,286	109
Income (loss) before income taxes and minority interests	(2,454)	14,186
Income taxes—current	2,315	3,153
Income taxes—deferred	(631)	(253)
Total income taxes	1,684	2,899
Income (loss) before minority interests	(4,138)	11,287
Minority interests income	747	1,290
Net income (loss)	(4,885)	9,996

[Quarterly Consolidated Comprehensive Income Statement]
 [Consolidated First Quarter of FY 2013 and FY 2012 (Cumulative)]

(Millions of yen)

	First Quarter of FY 2012 (From April 1, 2011 to June 30, 2011)	First Quarter of FY 2013 (From April 1, 2012 to June 30, 2012)
Income (loss) before minority interests	(4,138)	11,287
Other comprehensive income		
Valuation difference on available-for-sale securities	208	(3,368)
Deferred gains or losses on hedges	35	219
Foreign currency translation adjustment	(1,266)	(3,253)
Share of other comprehensive income of associates accounted for using equity method	148	313
Total other comprehensive income	(873)	(6,088)
Quarterly comprehensive income	(5,011)	5,198
(Comprehensive income attributable to)		
Comprehensive income attributable to owners of the parent	(5,433)	4,848
Comprehensive income attributable to minority interests	421	350

(3) Notes on Going Concern Assumption

None.

(4) Notes on Significant Changes in the Amount of Shareholders' Equity

None.

4. Supplementary Information**(1) Actual Production (Consolidated)**

Category		1 Q of FY 2012 (From April 1, 2011 to June 30, 2011)	1 Q of FY 2013 (From April 1, 2012 to June 30, 2012)	Change
Trucks and buses		24,441 units	38,712 units	14,271 units
Toyota brand vehicles	OEM Vehicles	1 unit	3,145 units	3,144 units
	Commissioned Vehicles	22,465 units	41,173 units	18,708 units
	Total	22,466 units	44,318 units	21,852 units

(2) Actual Sales (Consolidated)

Category		1 Q of FY 2012 (From April 1, 2011 to June 30, 2011)		1 Q of FY 2013 (From April 1, 2012 to June 30, 2012)		Change	
		Quantity (Units)	Amount (Millions of yen)	Quantity (Units)	Amount (Millions of yen)	Quantity (Units)	Amount (Millions of yen)
Trucks and buses	Japan	4,875	35,142	9,337	69,393	4,462	34,250
	Overseas	16,862	65,503	28,356	103,594	11,494	38,090
	Supplies and parts for overseas production	-	750	-	1,351	-	600
Total trucks and buses		21,737	101,396	37,693	174,338	15,956	72,941
Total Toyota brand vehicles		22,466	48,910	44,294	95,365	21,828	46,455
Service parts	Japan	-	11,166	-	12,238	-	1,072
	Overseas	-	7,457	-	8,050	-	592
	Total service parts	-	18,624	-	20,289	-	1,664
Others	Japan	-	33,496	-	35,568	-	2,072
	Overseas	-	7,835	-	6,482	-	(1,352)
	Toyota	-	22,335	-	40,032	-	17,697
Total others		-	63,666	-	82,082	-	18,416
Total net sales		-	232,597	-	372,076	-	139,478

(Note) Amounts are rounded down to the nearest one million yen.