



Financial Results for First Quarter of FY2013

(From April 1, 2012 to June 30, 2012)



July 25, 2012

Hino Motors, Ltd.



1. Sales Turnover

Global Unit Sales



(Units)

		FY2013 1st Quarter (^{'12} /4-6)	FY2012 1st Quarter (^{'11} /4-6)	Change	Change (%)
By Geographic Region	Japan	8,853	3,956	+ 4,897	2.2 times
	Asia	18,618	11,565	+ 7,053	+ 61.0%
	Central and South America	2,969	2,424	+ 545	+ 22.5%
	North America	2,211	1,547	+ 664	+ 42.9%
	Europe/Africa	2,022	1,439	+ 583	+ 40.5%
	Oceania	1,319	1,035	+ 284	+ 27.4%
	Middle East	1,030	648	+ 382	+ 59.0%
	Overseas Total	28,169	18,658	+ 9,511	+ 51.0%
Total		37,022	22,614	+ 14,408	+ 63.7%



Truck and Bus Market in Japan

		(Units)			
		FY2013 1st Quarter (*12/4-6)	FY2012 1st Quarter (*11/4-6)	Change	Change (%)
Hino Registered	Heavy-duty trucks (share)	2,840 (31.3%)	1,262 (34.7%)	+ 1,578 (- 3.4p)	2.3 times
	Medium-duty trucks (share)	2,190 (35.0%)	1,271 (41.6%)	+ 919 (- 6.6p)	+ 72.3%
	Total heavy- and medium-duty trucks (share)	5,030 (32.9%)	2,533 (37.8%)	+ 2,497 (- 4.9p)	+ 98.6%
	Light-duty trucks (share)	3,328 (20.7%)	1,200 (13.9%)	+ 2,128 (+ 6.8p)	2.8 times
	Buses (share)	495 (27.6%)	223 (28.5%)	+ 272 (- 0.9p)	2.2 times
	Total (share)	8,853 (26.7%)	3,956 (24.6%)	+ 4,897 (+ 2.1p)	2.2 times
Japan Market	Heavy-duty trucks	9,061	3,642	+ 5,419	2.5 times
	Medium-duty trucks	6,249	3,057	+ 3,192	2.0 times
	Total heavy- and medium-duty trucks	15,310	6,699	+ 8,611	2.3 times
	Light-duty trucks	16,095	8,626	+ 7,469	+ 86.6%
	Buses	1,795	783	+ 1,012	2.3 times
Total	33,200	16,108	+ 17,092	2.1 times	



2. Consolidated Financial Results



Consolidated Unit Sales

		(Units)			
		FY2013 1st Quarter (^{'12} /4-6)	FY2012 1st Quarter (^{'11} /4-6)	Change	Change (%)
By Geographic Region	Japan	9,337	4,875	+ 4,462	+ 91.5%
	Asia	17,913	10,782	+ 7,131	+ 66.1%
	Central and South America	3,312	2,465	+ 847	+ 34.4%
	North America	2,786	1,189	+ 1,597	2.3 times
	Europe/Africa	2,169	959	+ 1,210	2.3 times
	Oceania	1,378	913	+ 465	+ 50.9%
	Middle East	798	554	+ 244	+ 44.0%
	Overseas Total	28,356	16,862	+ 11,494	+ 68.2%
Total	37,693	21,737	+ 15,956	+ 73.4%	
Supplies and parts for overseas production		1,748	936	+ 812	+ 86.8%
Total		39,441	22,673	+ 16,768	+ 74.0%



Toyota Brand Vehicles and Engines

		(Units)			
		FY2013 1st Quarter (^{'12} /4-6)	FY2012 1st Quarter (^{'11} /4-6)	Change	Change (%)
Toyota Brand	SUV	34,279	16,718	+ 17,561	2.1 times
	Loading Vehicles (Commissioned)	6,894	5,747	+ 1,147	+ 20.0%
	Loading Vehicles (OEM)	3,121	1	+ 3,120	3,121 times
	Total	44,294	22,466	+ 21,828	+ 97.2%

		(Units)			
		FY2013 1st Quarter (^{'12} /4-6)	FY2012 1st Quarter (^{'11} /4-6)	Change	Change (%)
Engines	Japan	3,264	3,128	+ 136	+ 4.3%
	Overseas	5,311	4,724	+ 587	+ 12.4%
	Total	8,575	7,852	+ 723	+ 9.2%

* Engines are Hino shipment base.



Consolidated Income (Loss) Statement

(Billions of yen)

Item	FY2013 1st Quarter (^{'12} /4-6)	FY2012 1st Quarter (^{'11} /4-6)	Change	Change (%)
Net sales	372.1	232.6	+ 139.5	+ 60.0%
Operating income	<4.1%> 15.2	<2.0%> 4.6	< + 2.1p> + 10.6	3.3 times
Non-operating income (loss)	(1.7)	(0.1)	- 1.6	-
Investment gain (loss) on equity method	(0.0)	(0.7)	+ 0.7	-
Ordinary income	<3.6%> 13.5	<1.6%> 3.8	< + 2.0p> + 9.7	3.6 times
Extraordinary income	0.8	0.0	+ 0.8	12.6 times
Extraordinary loss	0.1	6.3	- 6.2	- 98.3%
Net income (loss) before income taxes and minority interests	<3.8%> 14.2	< - 1.1%> (2.5)	< + 4.9p> + 16.7	-
Net income (loss)	<2.7%> 10.0	< - 2.1%> (4.9)	< + 4.8p> + 14.9	-

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

Consolidated Net Sales



(Billions of yen)

		FY2013 1st Quarter (^{'12} /4-6)	FY2012 1st Quarter (^{'11} /4-6)	Change	Change (%)
Japan	Heavy-duty trucks	35.4	19.0	+ 16.4	+ 86.1%
	Medium-duty trucks	12.5	8.2	+ 4.3	+ 52.9%
	Total heavy- and medium-duty trucks	47.9	27.2	+ 20.7	+ 76.1%
	Light-duty trucks	12.4	4.5	+ 7.9	2.7 times
	Buses	9.1	3.5	+ 5.6	2.6 times
Subtotal		69.4	35.2	+ 34.2	+ 97.5%
Overseas	Completed vehicles	103.6	65.5	+ 38.1	+ 58.2%
	Supplies and parts for overseas production	1.3	0.8	+ 0.5	+ 80.1%
Subtotal		104.9	66.3	+ 38.6	+ 58.4%
Total trucks and buses		174.3	101.5	+ 72.8	+ 71.9%
Service parts		20.3	18.6	+ 1.7	+ 8.9%
Others		42.1	41.3	+ 0.8	+ 1.7%
Toyota	Vehicles	95.4	48.9	+ 46.5	+ 95.0%
	Overseas unit supply business	31.6	16.8	+ 14.8	+ 88.3%
	Others	8.4	5.5	+ 2.9	+ 51.9%
Subtotal		135.4	71.2	+ 64.2	+ 90.0%
Total net sales		372.1	232.6	+ 139.5	+ 60.0%



Consolidated Operating Income (Loss) by Segments

(Billions of yen)

	FY2013 1st Quarter (*12/4-6)		FY2012 1st Quarter (*11/4-6)		Change	
	Net sales	Operating income (loss)	Net sales	Operating income (loss)	Net sales	Operating income (loss)
Japan	306.6	<3.8%> 11.7	190.0	<1.4%> 2.6	+ 61.4% + 116.6	4.6 times + 9.1
Asia	97.5	<4.0%> 3.9	61.8	<4.6%> 2.8	+ 57.7% + 35.7	+ 36.4% + 1.1
Other Areas	36.3	<1.5%> 0.5	21.1	< - 1.8%> (0.4)	+ 72.3% + 15.2	- + 0.9
Consolidated adjustment	(68.3)	(0.9)	(40.3)	(0.4)	- 28.0	- 0.5
Total	372.1	<4.1%> 15.2	232.6	<2.0%> 4.6	+ 60.0% + 139.5	3.3 times + 10.6

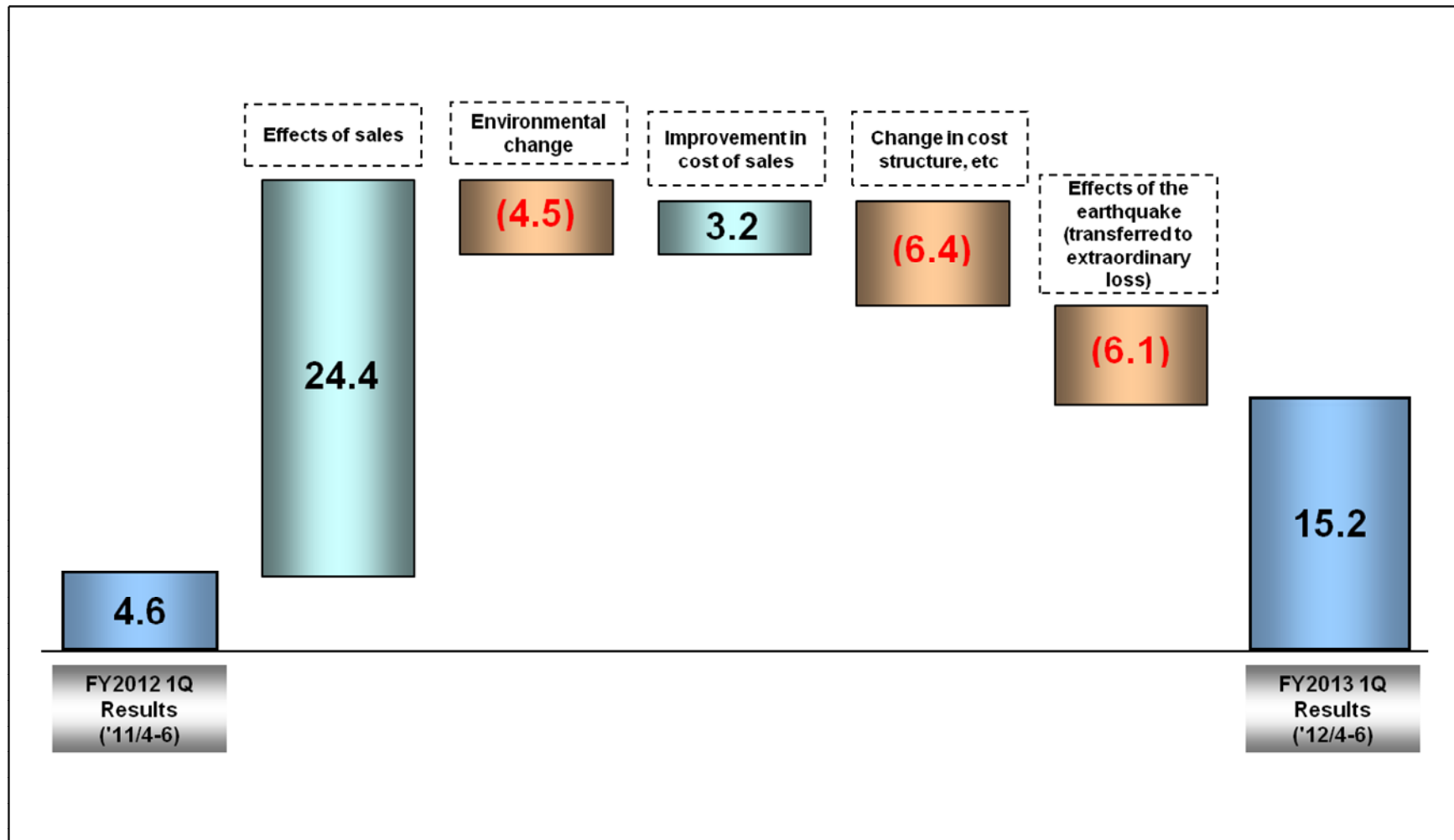
Note: Figures in parentheses (< >) indicate operating income (loss) margin.
Percentages in the column "Change" indicate year-on-year change.



Analysis of Consolidated Operating Income

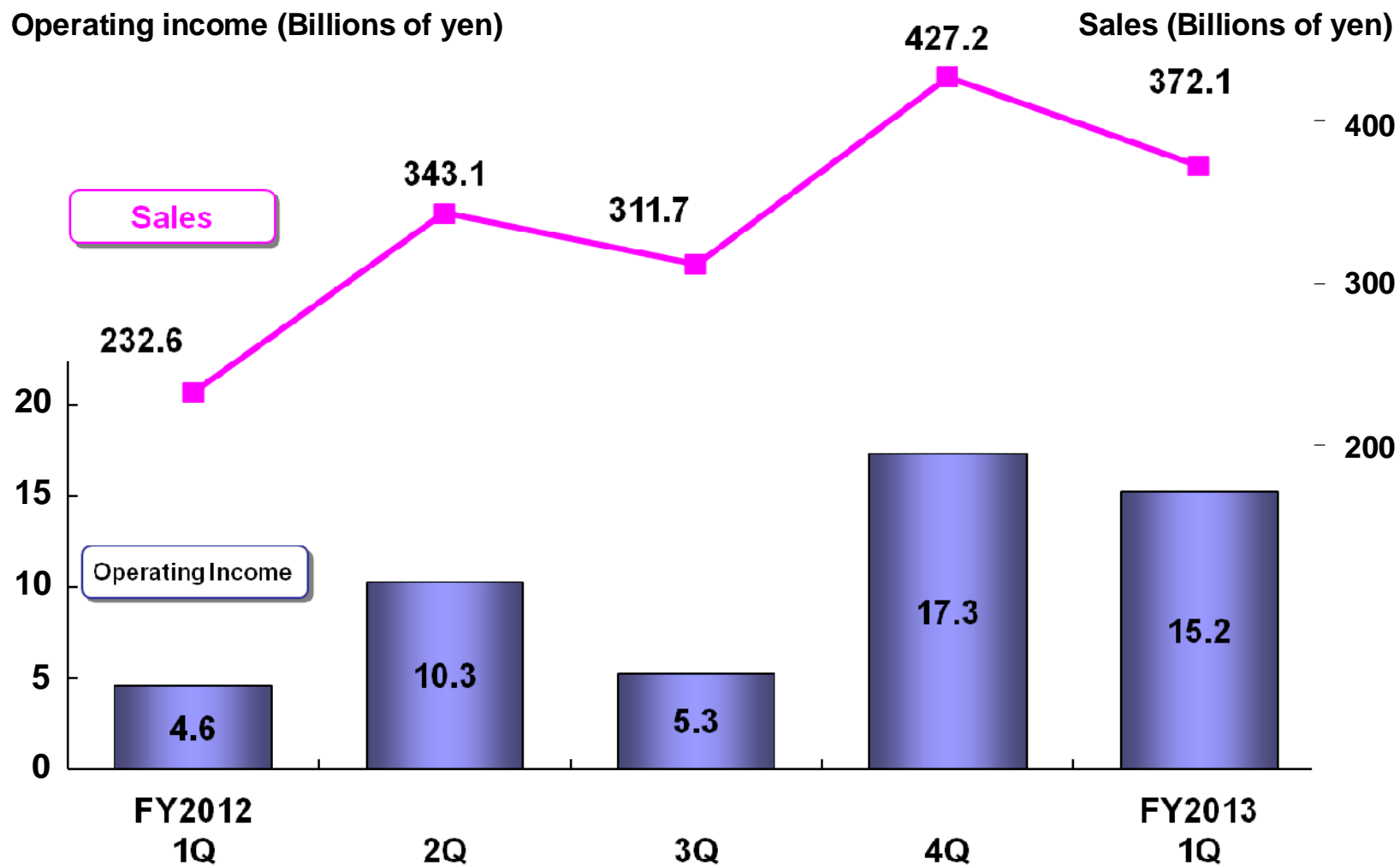
Increase in operating income: ¥+10.6 billion (¥4.6 billion to ¥15.2 billion)

(Billions of yen)





Trends in the Quarterly Consolidated Sales and Operating Income





Analysis of Consolidated Income (Loss)

(Billions of yen)

	FY2013 1st Quarter (^{'12} /4-6)	FY2012 1st Quarter (^{'11} /4-6)	Change
Operating income	15.2	4.6	+ 10.6
Ordinary income	13.5	3.8	+ 9.7
Net income before income taxes and minority interests	14.2	(2.5)	+ 16.7
Net income	10.0	(4.9)	+ 14.9

Factors of +14.9 billion in net income

(1) Increase in operating income	.....	+ 10.6
(2) Loss on foreign exchange (- 0.6 - 1.9 )	.....	(1.3)
(3) Investment loss on equity method (- 0.7 - 0.0 )	.....	+ 0.7
(4) Gain on sales of investment securities (- 0.7 )	.....	+ 0.7
(5) Loss on disaster (- 6.1 - )	.....	+ 6.1
(6) Increase in income taxes (1.7 2.9 )	.....	(1.2)
(7) Others	.....	(0.7)
Difference: Changes in net income		+ 14.9