



Financial Results for Third Quarter of FY2013

(From April 1, 2012 to December 31, 2012)

January 30, 2013
Hino Motors, Ltd.





1. Sales Turnover



Global Unit Sales

		(Units)			
		FY2013 3Q Cumulative (^{'12/4-12})	FY2012 3Q Cumulative (^{'11/4-12})	Change	Change (%)
By Geographic Region	Japan	30,039	24,492	+ 5,547	+ 22.6%
	Asia	56,346	42,107	+ 14,239	+ 33.8%
	Central and South America	9,036	8,349	+ 687	+ 8.2%
	Europe/Africa	6,209	4,603	+ 1,606	+ 34.9%
	North America	6,195	4,443	+ 1,752	+ 39.4%
	Oceania	3,996	2,911	+ 1,085	+ 37.3%
	Middle East	2,772	2,020	+ 752	+ 37.2%
	Overseas Total	84,554	64,433	+ 20,121	+ 31.2%
Total		114,593	88,925	+ 25,668	+ 28.9%

Reference

In calendar year 2012, overseas unit sales was 112 thousand (exceed 100 thousand for the first time)



Truck and Bus Market in Japan

(Units)

		FY2013 3Q Cumulative (^{'12/4-12})	FY2012 3Q Cumulative (^{'11/4-12})	Change	Change (%)
Hino Registered	Heavy-duty trucks (share)	8,385 (31.2%)	7,058 (32.7%)	+ 1,327 (- 1.5p)	+ 18.8%
	Medium-duty trucks (share)	8,191 (37.4%)	7,295 (42.3%)	+ 896 (- 4.9p)	+ 12.3%
	Total heavy- and medium-duty trucks (share)	16,576 (34.0%)	14,353 (36.9%)	+ 2,223 (- 2.9p)	+ 15.5%
	Light-duty trucks (share)	11,857 (21.6%)	8,878 (20.3%)	+ 2,979 (+ 1.3p)	+ 33.6%
	Buses (share)	1,606 (30.0%)	1,261 (29.7%)	+ 345 (+ 0.3p)	+ 27.4%
	Total (share)	30,039 (27.6%)	24,492 (28.2%)	+ 5,547 (- 0.6p)	+ 22.6%
Japan Market	Heavy-duty trucks	26,904	21,603	+ 5,301	+ 24.5%
	Medium-duty trucks	21,884	17,266	+ 4,618	+ 26.7%
	Total heavy- and medium-duty trucks	48,788	38,869	+ 9,919	+ 25.5%
	Light-duty trucks	54,827	43,728	+ 11,099	+ 25.4%
	Buses	5,352	4,247	+ 1,105	+ 26.0%
Total	108,967	86,844	+ 22,123	+ 25.5%	



2. Consolidated Financial Results

Consolidated Unit Sales



(Units)

		FY2013 3Q Cumulative (^{'12} /4-12)	FY2012 3Q Cumulative (^{'11} /4-12)	Change	Change (%)
By Geographic Region	Japan	30,914	25,431	+ 5,483	+ 21.6%
	Asia	52,954	39,686	+ 13,268	+ 33.4%
	Central and South America	9,470	8,266	+ 1,204	+ 14.6%
	Europe/Africa	6,956	3,805	+ 3,151	+ 82.8%
	North America	6,745	4,107	+ 2,638	+ 64.2%
	Oceania	3,780	2,861	+ 919	+ 32.1%
	Middle East	2,630	2,494	+ 136	+ 5.5%
	Overseas Total	82,535	61,219	+ 21,316	+ 34.8%
Total		113,449	86,650	+ 26,799	+ 30.9%
Supplies and parts for overseas production		4,644	2,718	+ 1,926	+ 70.9%
Total		118,093	89,368	+ 28,725	+ 32.1%



Toyota Brand Vehicles and Engines

		(Units)			
		FY2013 3Q Cumulative (^{'12/4-12})	FY2012 3Q Cumulative (^{'11/4-12})	Change	Change (%)
Toyota Brand	SUV	95,211	73,884	+ 21,327	+ 28.9%
	Loading Vehicles	37,608	27,256	+ 10,352	+ 38.0%
	Total	132,819	101,140	+ 31,679	+ 31.3%

		(Units)			
		FY2013 3Q Cumulative (^{'12/4-12})	FY2012 3Q Cumulative (^{'11/4-12})	Change	Change (%)
Engines	Japan	8,627	12,399	- 3,772	- 30.4%
	Overseas	11,021	13,553	- 2,532	- 18.7%
	Total	19,648	25,952	- 6,304	- 24.3%

* Engines are Hino shipment base.



Consolidated Income Statement

(Billions of yen)

Item	FY2013 3Q Cumulative (^{'12/4-12})	FY2012 3Q Cumulative (^{'11/4-12})	Change	Change (%)
Net sales	1,103.9	887.4	+ 216.5	+ 24.4%
Operating income	<4.0%> 43.8	<2.3%> 20.2	< + 1.7p> + 23.6	2.2 times
Non-operating income (loss)	1.4	(2.1)	+ 3.5	-
Investment gain (loss) on equity method	(0.5)	(0.8)	+ 0.3	-
Ordinary income	<4.1%> 44.7	<1.9%> 17.3	< + 2.2p> + 27.4	2.6 times
Extraordinary income	0.9	4.3	- 3.4	- 79.6%
Extraordinary loss	1.5	7.5	- 6.0	- 80.2%
Net income before income taxes and minority interests	<4.0%> 44.1	<1.6%> 14.1	< + 2.4p> + 30.0	3.1 times
Net income	<2.7%> 30.0	<0.5%> 4.8	< + 2.2p> + 25.2	6.2 times

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



Consolidated Net Sales

(Billions of yen)

		FY2013 3Q Cumulative ('12/4-12)	FY2012 3Q Cumulative ('11/4-12)	Change	Change (%)
Japan	Heavy-duty trucks	100.9	87.2	+ 13.7	+ 15.7%
	Medium-duty trucks	44.9	39.6	+ 5.3	+ 13.5%
	Total heavy- and medium-duty trucks	145.8	126.8	+ 19.0	+ 15.0%
	Light-duty trucks	44.1	32.8	+ 11.3	+ 34.4%
	Buses	27.1	19.6	+ 7.5	+ 38.5%
	Subtotal	217.0	179.2	+ 37.8	+ 21.1%
Overseas	Completed vehicles	295.2	222.2	+ 73.0	+ 32.9%
	Supplies and parts for overseas production	3.6	1.9	+ 1.7	+ 81.1%
	Subtotal	298.8	224.1	+ 74.7	+ 33.3%
Total trucks and buses		515.8	403.3	+ 112.5	+ 27.9%
Service parts		61.0	57.9	+ 3.1	+ 5.4%
Others		126.6	131.7	- 5.1	- 3.9%
Toyota	Vehicles	280.4	216.9	+ 63.5	+ 29.3%
	Overseas unit supply business	96.0	56.4	+ 39.6	+ 70.1%
	Others	24.1	21.2	+ 2.9	+ 13.4%
	Subtotal	400.5	294.5	+ 106.0	+ 36.0%
Total net sales		1,103.9	887.4	+ 216.5	+ 24.4%



Consolidated Operating Income (Loss) by Segments

(Billions of yen)

	FY2013 3Q Cumulative ('12/4-12)		FY2012 3Q Cumulative ('11/4-12)		Change	
	Net sales	Operating income (loss)	Net sales	Operating income (loss)	Net sales	Operating income (loss)
Japan	909.2	<3.3%> 29.9	761.0	<1.5%> 11.6	+ 19.5% + 148.2	2.6 times + 18.3
Asia	300.2	<4.4%> 13.1	215.8	<4.8%> 10.4	+ 39.1% + 84.4	+ 26.4% + 2.7
Other Areas	102.6	<2.1%> 2.2	68.3	<- 1.0%> (0.7)	+ 50.3% + 34.3	- + 2.9
Consolidated adjustment	(208.1)	(1.4)	(157.7)	(1.1)	- 50.4	- 0.3
Total	1,103.9	<4.0%> 43.8	887.4	<2.3%> 20.2	+ 24.4% + 216.5	2.2 times + 23.6

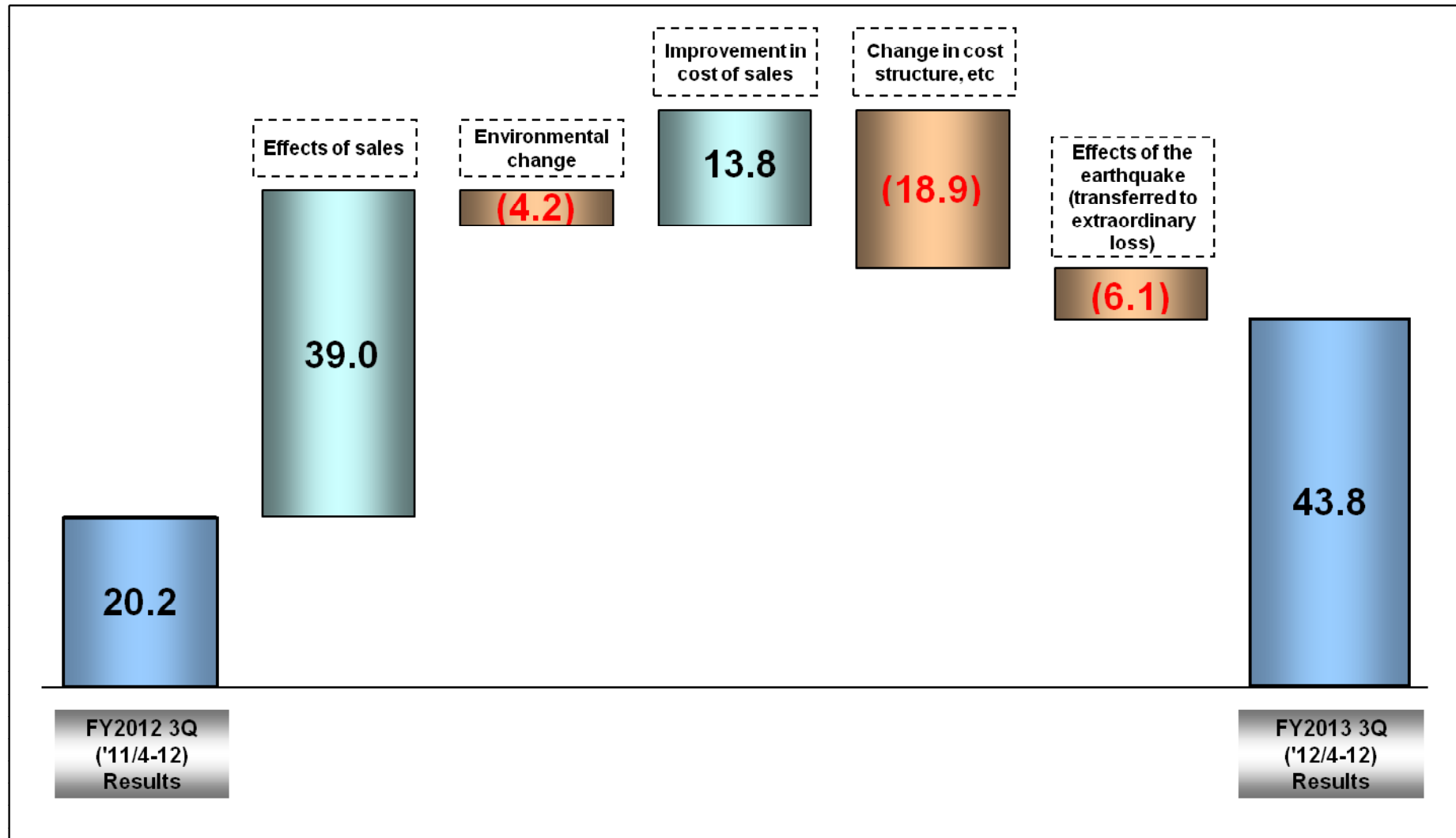
Note: Figures in parentheses (<>) indicate operating income (loss) margin.
Percentages in the column "Change" indicate year-on-year change.



Analysis of Consolidated Operating Income

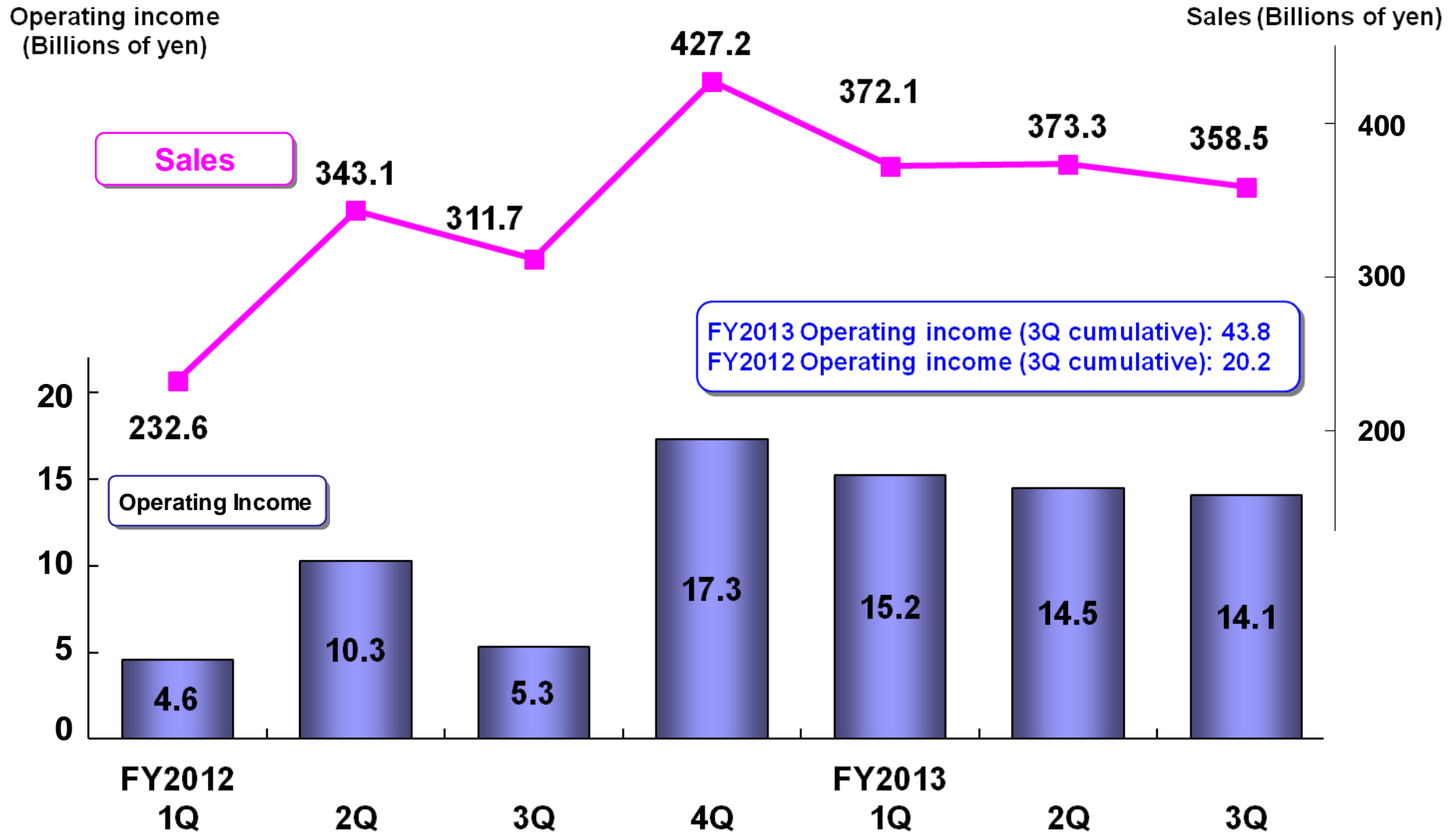
Increase in operating income: ¥23.6 billion (¥20.2 billion to ¥43.8 billion)

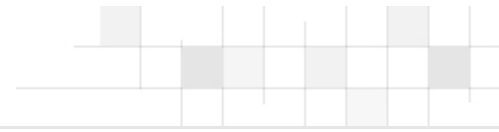
(Billions of yen)





Trends in the Quarterly Consolidated Sales and Operating Income





3. Sales Forecasts for FY2013



Global Unit Sales

(Thousand units)

	FY2013 (^{12/4} - ^{13/3}) Forecasts announced at this time	FY2012 (^{11/4} - ^{12/3}) Results	Change	Change(%)	FY2013 (^{12/4} - ^{13/3}) Forecasts announced on October 25	Change	Change(%)
Japan	42.0	36.9	+ 5.1	+ 13.8%	40.0	+ 2.0	+ 5.0%
Overseas	114.0	91.6	+ 22.4	+ 24.5%	114.0	-	-
Total	156.0	128.5	+ 27.5	+ 21.4%	154.0	+ 2.0	+ 1.3%
Toyota brand (*)	186.5	153.3	+ 33.2	+ 21.7%	185.1	+ 1.4	+ 0.8%

*Including Dyna for Indonesia.



4. Consolidated Financial Forecasts for FY2013



Consolidated Income Statement

(Billions of yen)

Item	FY2013 (¹² / ₄ - ¹³ / ₃) Forecasts announced at this time	FY2012 (¹¹ / ₄ - ¹² / ₃) Results	Change	Change(%)	FY2013 (¹² / ₄ - ¹³ / ₃) Forecasts announced on October 25	Change	Change(%)
	Net sales	1,500.0	1,314.6	+ 185.4	+ 14.1%	1,480.0	+ 20.0
Operating income	<4.0%> 60.0	<2.9%> 37.5	< + 1.1p> + 22.5	+ 59.9%	<3.6%> 53.0	< + 0.4p> + 7.0	+ 13.2%
Ordinary income	<3.9%> 59.0	<2.6%> 34.6	< + 1.3p> + 24.4	+ 70.6%	<3.4%> 50.0	< + 0.5p> + 9.0	+ 18.0%
Net income	<2.8%> 42.0	<1.2%> 16.3	< + 1.6p> + 25.7	2.6 times	<2.2%> 33.0	< + 0.6p> + 9.0	+ 27.3%

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



Analysis of Consolidated Operating Income (compared to figures announced on October 25, 2012)

Increase in operating income: ¥7 billion (¥53 billion to ¥60 billion)

(Billions of yen)

