



# Financial Results for First Quarter of FY2014

(From April 1, 2013 to June 30, 2013)

July 26, 2013  
Hino Motors, Ltd.





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# 1. Sales Turnover

# Global Unit Sales



★ Record-High

※ Record-High for 1Q

(Units)

		FY2014 1st Quarter ( <sup>'13</sup> /4-6)	FY2013 1st Quarter ( <sup>'12</sup> /4-6)	Change	Change (%)
By Geographic Region	Japan	8,719	8,853	- 134	- 1.5%
	Asia	※ 19,046	18,618	+ 428	+ 2.3%
	Central and South America	★ 3,420	2,969	+ 451	+ 15.2%
	Europe/Africa	★ 2,162	2,022	+ 140	+ 6.9%
	North America	2,152	※ 2,211	- 59	- 2.7%
	Oceania	1,408	1,319	+ 89	+ 6.7%
	Middle East	1,053	1,030	+ 23	+ 2.2%
	Overseas Total	★ 29,241	28,169	+ 1,072	+ 3.8%
<b>Total</b>	※ 37,960	37,022	+ 938	+ 2.5%	



# Truck and Bus Market in Japan

※Record-High for 1Q

(Units)

		FY2014 1st Quarter (*13/4-6)	FY2013 1st Quarter (*12/4-6)	Change	Change (%)
Hino Registered	Heavy-duty trucks (share)	2,485 (31.3%)	2,840 (31.3%)	- 355 (0.0p)	- 12.5%
	Medium-duty trucks (share)	2,221 (39.3%)	2,190 (35.0%)	+ 31 (+4.3p)	+ 1.4%
	Light-duty trucks (share)	3,531 (20.5%)	※ 3,328 (20.7%)	+ 203 (- 0.2p)	+ 6.1%
	Total trucks (share)	※ 8,237 (26.7%)	8,358 (26.6%)	- 121 (+0.1p)	- 1.4%
	Buses (share)	482 (29.3%)	495 (27.6%)	- 13 (+1.7p)	- 2.6%
	Total (share)	※ 8,719 (26.9%)	8,853 (26.7%)	- 134 (+0.2p)	- 1.5%
Japan Market	Heavy-duty trucks	7,932	9,061	- 1,129	- 12.5%
	Medium-duty trucks	5,646	6,249	- 603	- 9.6%
	Light-duty trucks	17,220	16,095	+ 1,125	+ 7.0%
	Total trucks	30,798	31,405	- 607	- 1.9%
	Buses	1,646	1,795	- 149	- 8.3%
Total	32,444	33,200	- 756	- 2.3%	



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## 2. Consolidated Financial Results



# Consolidated Unit Sales

★Record-High

※Record-High for 1Q

(Units)

		FY2014 1st Quarter ( <sup>13</sup> /4-6)	FY2013 1st Quarter ( <sup>12</sup> /4-6)	Change	Change (%)
By Geographic Region	Japan	9,461	9,337	+ 124	+ 1.3%
	Asia	★ 18,494	17,913	+ 581	+ 3.2%
	Central and South America	3,304	※ 3,312	- 8	- 0.2%
	North America	2,589	※ 2,786	- 197	- 7.1%
	Europe/Africa	2,024	※ 2,169	- 145	- 6.7%
	Oceania	1,285	1,378	- 93	- 6.7%
	Middle East	944	798	+ 146	+ 18.3%
	Overseas Total	※ 28,640	28,356	+ 284	+ 1.0%
<b>Total</b>	※ 38,101	37,693	+ 408	+ 1.1%	
Supplies and parts for overseas production	1,434	★ 1,748	- 314	- 18.0%	
<b>Total</b>	※ 39,535	39,441	+ 94	+ 0.2%	



# Toyota Brand Vehicles and Engines

(Units)

		FY2014 1st Quarter ( <sup>'13/4-6</sup> )	FY2013 1st Quarter ( <sup>'12/4-6</sup> )	Change	Change (%)
Toyota Brand	SUV	36,560	34,279	+ 2,281	+ 6.7%
	Loading Vehicles	10,070	10,015	+ 55	+ 0.5%
	<b>Total</b>	<b>46,630</b>	<b>44,294</b>	<b>+ 2,336</b>	<b>+ 5.3%</b>

(Units)

		FY2014 1st Quarter ( <sup>'13/4-6</sup> )	FY2013 1st Quarter ( <sup>'12/4-6</sup> )	Change	Change (%)
Engines	Japan	2,765	3,264	- 499	- 15.3%
	Overseas	2,760	5,311	- 2,551	- 48.0%
	<b>Total</b>	<b>5,525</b>	<b>8,575</b>	<b>- 3,050</b>	<b>- 35.6%</b>

\* Engines are Hino shipment base.



# Consolidated Income (Loss) Statement

★Record-High

※Record-High for 1Q

(Billions of yen)

Item	FY2014 1st Quarter ( <sup>'13</sup> /4-6)	FY2013 1st Quarter ( <sup>'12</sup> /4-6)	Change	Change (%)
Net sales	※ 413.9	372.1	+41.8	+11.2%
	<7.7%>	<4.1%>	<+3.6p>	
Operating income	★ 32.0	15.2	+16.8	2.1 times
Non-operating income (loss)	(1.1)	(1.7)	+0.6	—
Investment gain (loss) on equity method	(0.2)	(0.0)	-0.2	—
	<7.4%>	<3.6%>	<+3.8p>	
Ordinary income	★ 30.7	13.5	+17.2	2.3 times
Extraordinary income	0.0	0.8	-0.8	-95.4%
Extraordinary loss	0.2	0.1	+0.1	+98.6%
	<7.4%>	<3.8%>	<+3.6p>	
Net income before income taxes and minority interests	★ 30.5	14.2	+16.3	2.1 times
	<5.5%>	<2.7%>	<+2.8p>	
Net income	※ 22.8	10.0	+12.8	2.3 times

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



# Consolidated Net Sales

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(Billions of yen)

		FY2014 1st Quarter (*13/4-6)	FY2013 1st Quarter (*12/4-6)	Change	Change (%)
Japan	Heavy-duty trucks	32.2	35.4	-3.2	-9.0%
	Medium-duty trucks	12.9	12.5	+0.4	+3.2%
	Light-duty trucks	13.7	12.4	+1.3	+10.8%
	<b>Total trucks</b>	<b>58.8</b>	<b>60.3</b>	<b>-1.5</b>	<b>-2.4%</b>
	Buses	7.9	9.1	-1.2	-13.2%
	<b>Subtotal</b>	<b>66.7</b>	<b>69.4</b>	<b>-2.7</b>	<b>-3.8%</b>
Overseas	Completed vehicles	126.9	103.6	+23.3	+22.5%
	Supplies and parts for overseas production	1.0	1.3	-0.3	-24.9%
	<b>Subtotal</b>	<b>127.9</b>	<b>104.9</b>	<b>+23.0</b>	<b>+21.9%</b>
<b>Total trucks and buses</b>		<b>194.6</b>	<b>174.3</b>	<b>+20.3</b>	<b>+11.6%</b>
Service parts		22.9	20.3	+2.6	+12.8%
Others		42.6	42.1	+0.5	+1.1%
Toyota	Vehicles	103.9	95.3	+8.6	+9.0%
	Overseas unit supply business	41.5	31.6	+9.9	+31.5%
	Others	8.4	8.5	-0.1	-0.8%
	<b>Subtotal</b>	<b>153.8</b>	<b>135.4</b>	<b>+18.4</b>	<b>+13.6%</b>
<b>Total net sales</b>		<b>413.9</b>	<b>372.1</b>	<b>+41.8</b>	<b>+11.2%</b>



# Consolidated Operating Income by Segments

(Billions of yen)

	FY2014 1st Quarter ( <sup>'13/4-6</sup> )		FY2013 1st Quarter ( <sup>'12/4-6</sup> )		Change	
	Net sales	Operating income	Net sales	Operating income	Net sales	Operating income
Japan	327.0	<9.0%> 29.5	306.6	<3.8%> 11.7	+6.7% +20.4	2.5 times +17.8
Asia	130.4	<5.9%> 7.7	97.5	<4.0%> 3.9	+33.7% +32.9	+97.6% +3.8
Other Areas	41.7	<3.7%> 1.5	36.3	<1.5%> 0.5	+14.9% +5.4	2.8 times +1.0
Consolidated adjustment	(85.2)	(6.7)	(68.3)	(0.9)	-16.9	-5.8
Total	413.9	<7.7%> 32.0	372.1	<4.1%> 15.2	+11.2% +41.8	2.1 times +16.8

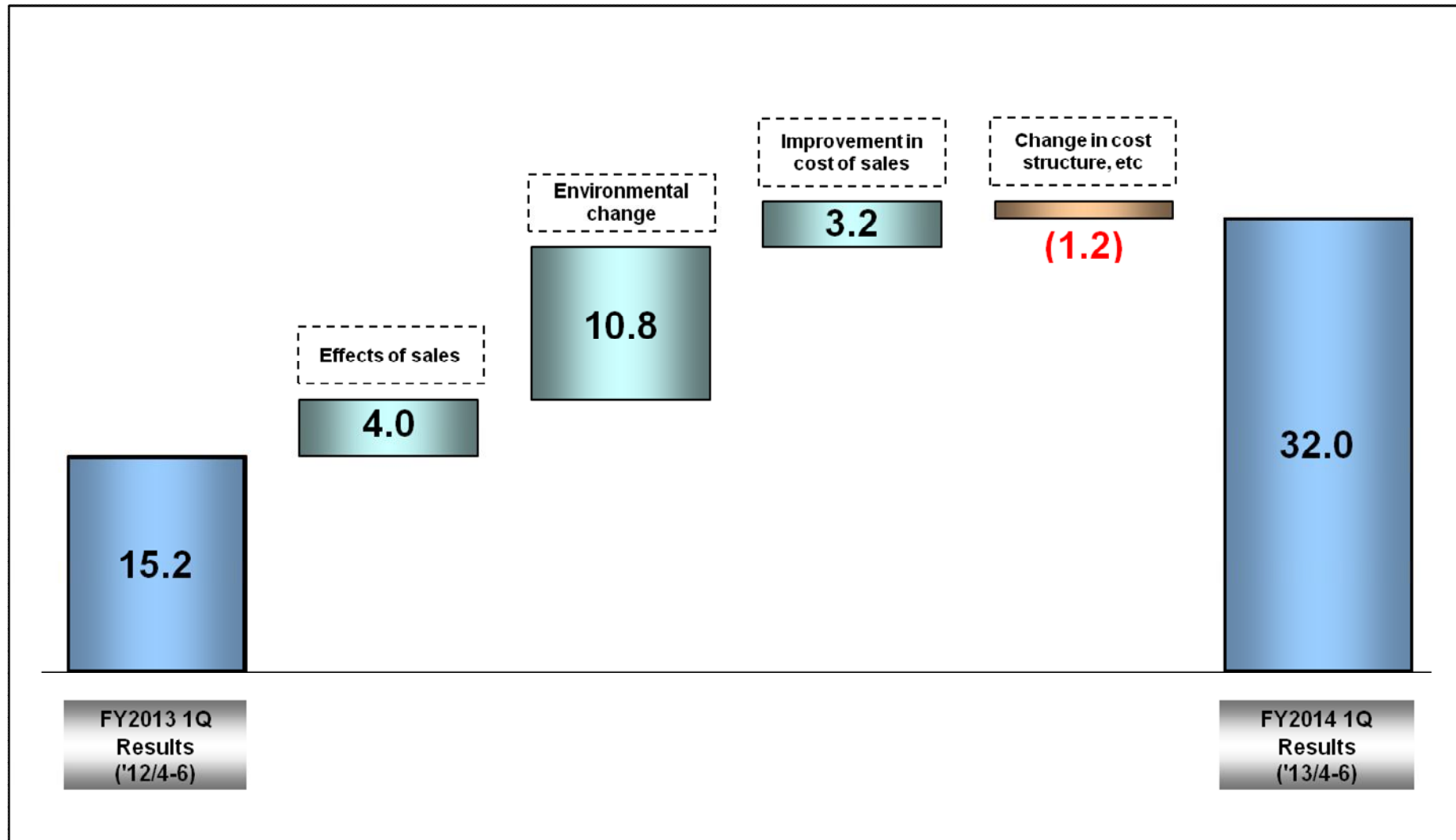
Note: Figures in parentheses (<>) indicate operating income margin.  
Percentages in the column "Change" indicate year-on-year change.



# Analysis of Consolidated Operating Income

Increase in operating income: ¥+16.8 billion (¥15.2 billion to ¥32.0 billion)

(Billions of yen)





## Trends in the Quarterly Consolidated Sales and Operating Income

