Financial Results for the Second Quarter of the Fiscal Year Ending March 31, 2014
[Japanese GAAP] (Consolidated)

October 29, 2013

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

Scheduled Date of Quarterly Financial Statements Filing: November 1, 2013
Scheduled Date of Dividend Payment Start: November 26, 2013
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 (Cumulative)

<table>
<thead>
<tr>
<th></th>
<th>Net sales (Millions of yen)</th>
<th>Operating income (Millions of yen)</th>
<th>Ordinary income (Millions of yen)</th>
<th>Net income (Millions of yen)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2 Q of FY 2014</td>
<td>835,370</td>
<td>60,486</td>
<td>57,473</td>
<td>39,572</td>
</tr>
<tr>
<td>2 Q of FY 2013</td>
<td>745,413</td>
<td>29,723</td>
<td>28,086</td>
<td>18,548</td>
</tr>
</tbody>
</table>

(Note) Comprehensive income: 2 Q of FY 2014: ¥ 48,375 million (282.2%) 2 Q of FY 2013: ¥ 12,656 million (—%)

<table>
<thead>
<tr>
<th></th>
<th>Net income per share (Yen)</th>
<th>Diluted net income per share (Yen)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2 Q of FY 2014</td>
<td>69.20</td>
<td>69.02</td>
</tr>
<tr>
<td>2 Q of FY 2013</td>
<td>32.51</td>
<td>32.49</td>
</tr>
</tbody>
</table>

(2) Consolidated Financial Position

<table>
<thead>
<tr>
<th></th>
<th>Total assets (Millions of yen)</th>
<th>Net assets (Millions of yen)</th>
<th>Equity ratio (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2 Q of FY 2014</td>
<td>922,000</td>
<td>335,580</td>
<td>32.6</td>
</tr>
<tr>
<td>FY 2013</td>
<td>903,427</td>
<td>298,932</td>
<td>29.3</td>
</tr>
</tbody>
</table>

(Reference) Equity capital: 2 Q of FY 2014: ¥300,616 million  FY 2013: ¥264,746 million

2. Dividends

<table>
<thead>
<tr>
<th></th>
<th>1Q</th>
<th>2Q</th>
<th>3Q</th>
<th>Year-end</th>
<th>Annual</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY 2013</td>
<td>Yen</td>
<td>Yen</td>
<td>Yen</td>
<td>15.00</td>
<td>23.00</td>
</tr>
<tr>
<td>FY 2014</td>
<td>—</td>
<td>8.00</td>
<td>Yen</td>
<td>18.00</td>
<td></td>
</tr>
<tr>
<td>FY 2014 (forecast)</td>
<td>—</td>
<td>18.00</td>
<td>—</td>
<td>18.00</td>
<td>36.00</td>
</tr>
</tbody>
</table>

(Note) Changes from the latest dividend forecast: Yes


<table>
<thead>
<tr>
<th></th>
<th>Net sales (Millions of yen)</th>
<th>Operating income (Millions of yen)</th>
<th>Ordinary income (Millions of yen)</th>
<th>Net income (Millions of yen)</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY 2014</td>
<td>1,680,000</td>
<td>100,000</td>
<td>96,000</td>
<td>72,000</td>
</tr>
</tbody>
</table>

(Note) Changes from the latest financial forecast: Yes
(1) Changes in significant subsidiaries (changes of specified subsidiaries resulting in changes in scope of consolidation) during the current term: None

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

(3) Changes in accounting principles, accounting estimates and restatements:

<table>
<thead>
<tr>
<th>Type of Change</th>
<th>None</th>
</tr>
</thead>
<tbody>
<tr>
<td>1) Changes associated with revisions of accounting standards</td>
<td>None</td>
</tr>
<tr>
<td>2) Changes other than those included in 1):</td>
<td>None</td>
</tr>
<tr>
<td>3) Changes of estimation due to accounting issue:</td>
<td>None</td>
</tr>
<tr>
<td>4) Restatements:</td>
<td>None</td>
</tr>
</tbody>
</table>

(4) Number of outstanding shares (common stock)

<table>
<thead>
<tr>
<th>Description</th>
<th>2 Q of FY 2014</th>
<th>FY2013</th>
<th>2 Q of FY 2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of outstanding shares (including treasury stock) at end of term</td>
<td>574,580,850</td>
<td>574,580,850 shares</td>
<td></td>
</tr>
<tr>
<td>Number of treasury stock at end of term</td>
<td>2,486,335</td>
<td>FY 2013</td>
<td>3,134,717 shares</td>
</tr>
<tr>
<td>Average number of shares (quarterly consolidated cumulative period)</td>
<td>571,860,884</td>
<td>2 Q of FY 2013</td>
<td>570,476,349 shares</td>
</tr>
</tbody>
</table>

*Information regarding implementation of quarterly review procedures*

- The review procedures of the Financial Instruments and Exchange Act do not apply to this financial notice, and at the time of release it is being reviewed using procedures for quarterly consolidated financial statements.

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

- 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.
**Forecast of Non-consolidated Financial Results**


(% of change from FY2013.)

<table>
<thead>
<tr>
<th></th>
<th>Net sales</th>
<th>Operating income</th>
<th>Ordinary income</th>
<th>Net income</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>FY 2014</strong></td>
<td>Millions of yen</td>
<td>%</td>
<td>Millions of yen</td>
<td>%</td>
</tr>
<tr>
<td></td>
<td>1,180,000</td>
<td>5.3</td>
<td>62,000</td>
<td>100.5</td>
</tr>
</tbody>
</table>

(Note) Changes from the latest financial forecast: Yes
Appendix

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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 during the current second quarter (six months), the total demand increased to 33.6 thousand units by 1.7 thousand units (5.3%) compared to the same quarter in the previous year, driven by continuing reconstruction demand. As for the light-duty truck market, total demand increased to 40.4 thousand units by 3.5 thousand units (9.5%) compared to the same quarter in the previous year.

As for Japanese domestic sales, we actively conducted the sales promotion. Consequently, the total sales volume of trucks and buses increased to 22.1 thousand units by 1.9 thousand units (9.2%) compared to the same quarter in the previous year.

As for overseas sales, sales in Asia such as Thailand were doing well. Consequently, sales volume increased to 57 thousand units by 0.4 thousand units (0.8%) 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 79.1 thousand units by 2.3 thousand units (3.0%) compared to the same quarter in the previous year.

As for the volume of sales to Toyota Motor Corporation, mainly the sales of “Land Cruiser Prado” increased, and consequently total sales volume increased to 92.5 thousand units by 6.8 thousand units (7.9%) compared to the same quarter in the previous year.

As a result of the above, net sales were ¥835,370 million, which is an increase of ¥89,957 million (12.1%) as compared to the same quarter in the previous year. As for profit and loss, affected by increase in net sales and depreciation of yen, operating income was ¥60,486 million (an increase of ¥30,762 million compared to the same quarter in the previous year), ordinary income was ¥57,473 million (an increase of ¥29,387 million compared to the same quarter in the previous year), and quarterly net income was ¥39,572 million (an increase of ¥21,024 million compared to the same quarter in the previous year).

(2) Qualitative Information on Consolidated Financial Position

Total assets at the end of the second quarter increased by ¥18,572 million to ¥922,000 million compared to the end of the previous fiscal year. This is mainly because of increase in inventories by ¥13,360 million and increase in investment securities due to the rise in stock price by ¥10,783 million.

Liabilities decreased by ¥18,075 million to ¥586,420 million compared to the end of the previous fiscal year. This is mainly because interest-bearing debt decreased by 34,637 million, despite trade notes and accounts payable increased by ¥6,714 million and income taxes payable increased by 8,279 million.

Net assets increased by ¥36,647 million to ¥335,580 million compared to the end of the previous fiscal year. This is mainly because net income of ¥39,572 million was recorded.

(3) Qualitative Information on Forecasts of Consolidated Financial Results

As for the overseas market, although the steady demand can be expected in medium term in the newly emerging countries in Asia such as Thailand, we are currently experiencing temporary lull of the economy. There is also a need to continuously pay attention to the impact of slumping economy in Europe and economic slowdown in China. As for the domestic market, it is expected that the sales will steadily improve as a result of reconstruction demand and economic recovery. As for the profit, we will be aiming at expanding our sales in emerging markets such as in Asia, while promoting activities to improve profitability and reducing the cost, in order to increase the profit.

The earnings forecast for the current term have been revised as follows.

(Consolidated Earnings Forecast for the Full Fiscal Year)

Net sales ...................................................................................¥1,680,000 million
Operating income ........................................................................¥100,000 million
Japan unit sales of trucks and buses ........................................ 46.9 thousand units
Overseas unit sales of trucks and buses................................. 123.2 thousand units
Unit sales of Toyota brand vehicles....................................... 182.8 thousand units
2. Summary Information (Notes)
   There are no applicable items.
3. Quarterly Consolidated Financial Statements

(1) Quarterly Consolidated Balance Sheets

<table>
<thead>
<tr>
<th></th>
<th>FY 2013 (As of March 31, 2013)</th>
<th>Second Quarter of FY 2014 (As of September 30, 2013)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Current assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and deposits</td>
<td>27,143</td>
<td>24,850</td>
</tr>
<tr>
<td>Trade notes and accounts receivable</td>
<td>274,680</td>
<td>267,037</td>
</tr>
<tr>
<td>Merchandise and finished goods</td>
<td>85,627</td>
<td>103,786</td>
</tr>
<tr>
<td>Work in progress</td>
<td>23,897</td>
<td>24,427</td>
</tr>
<tr>
<td>Raw materials and supplies</td>
<td>38,011</td>
<td>32,682</td>
</tr>
<tr>
<td>Others</td>
<td>46,324</td>
<td>56,670</td>
</tr>
<tr>
<td>Allowance for doubtful accounts</td>
<td>(3,503)</td>
<td>(4,234)</td>
</tr>
<tr>
<td>Total current assets</td>
<td>492,180</td>
<td>505,220</td>
</tr>
<tr>
<td><strong>Fixed assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tangible fixed assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Buildings and structures (net)</td>
<td>90,323</td>
<td>89,622</td>
</tr>
<tr>
<td>Machinery and transportation equipment (net)</td>
<td>78,342</td>
<td>77,214</td>
</tr>
<tr>
<td>Land</td>
<td>96,540</td>
<td>96,331</td>
</tr>
<tr>
<td>Others (net)</td>
<td>35,645</td>
<td>32,533</td>
</tr>
<tr>
<td>Total tangible fixed assets</td>
<td>300,852</td>
<td>295,702</td>
</tr>
<tr>
<td>Intangible fixed assets</td>
<td>16,488</td>
<td>15,746</td>
</tr>
<tr>
<td>Investments and other assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Investment securities</td>
<td>86,489</td>
<td>97,273</td>
</tr>
<tr>
<td>Others</td>
<td>11,600</td>
<td>11,755</td>
</tr>
<tr>
<td>Allowance for doubtful accounts</td>
<td>(4,184)</td>
<td>(3,697)</td>
</tr>
<tr>
<td>Total investments and other assets</td>
<td>93,906</td>
<td>105,330</td>
</tr>
<tr>
<td>Total fixed assets</td>
<td>411,246</td>
<td>416,780</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td>903,427</td>
<td>922,000</td>
</tr>
<tr>
<td><strong>Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Current liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Trade notes and accounts payable</td>
<td>229,887</td>
<td>236,602</td>
</tr>
<tr>
<td>Short-term loans payable</td>
<td>121,772</td>
<td>95,974</td>
</tr>
<tr>
<td>Current portion of long-term loans payable</td>
<td>21,254</td>
<td>17,262</td>
</tr>
<tr>
<td>Income taxes payable</td>
<td>7,473</td>
<td>15,752</td>
</tr>
<tr>
<td>Warranty allowance</td>
<td>25,161</td>
<td>30,647</td>
</tr>
<tr>
<td>Other allowance</td>
<td>5,145</td>
<td>4,555</td>
</tr>
<tr>
<td>Others</td>
<td>70,828</td>
<td>63,776</td>
</tr>
<tr>
<td>Total current liabilities</td>
<td>481,523</td>
<td>464,570</td>
</tr>
<tr>
<td><strong>Long-term liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Long-term loans payable</td>
<td>24,354</td>
<td>19,508</td>
</tr>
<tr>
<td>Provision for retirement benefits</td>
<td>53,060</td>
<td>53,193</td>
</tr>
<tr>
<td>Other allowance</td>
<td>1,689</td>
<td>1,498</td>
</tr>
<tr>
<td>Others</td>
<td>43,867</td>
<td>47,650</td>
</tr>
<tr>
<td>Total long-term liabilities</td>
<td>122,972</td>
<td>121,849</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td>604,495</td>
<td>586,420</td>
</tr>
</tbody>
</table>
## Hino Motors, Ltd. (7205) Financial Results for the Second Quarter of the Fiscal Year Ending March 31, 2014

### Net Assets

<table>
<thead>
<tr>
<th></th>
<th>FY 2013 (As of March 31, 2013)</th>
<th>Second Quarter of FY 2014 (As of September 30, 2013)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Shareholders’ equity</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Common stock</td>
<td>72,717</td>
<td>72,717</td>
</tr>
<tr>
<td>Additional paid-in capital</td>
<td>64,557</td>
<td>64,720</td>
</tr>
<tr>
<td>Retained earnings</td>
<td>106,786</td>
<td>137,785</td>
</tr>
<tr>
<td>Treasury stock</td>
<td>(1,118)</td>
<td>(910)</td>
</tr>
<tr>
<td><strong>Total shareholders’ equity</strong></td>
<td>242,943</td>
<td>274,313</td>
</tr>
<tr>
<td><strong>Accumulated other comprehensive income</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Valuation difference on available-for-sale securities</td>
<td>25,755</td>
<td>32,333</td>
</tr>
<tr>
<td>Deferred gains or losses on hedges</td>
<td>(158)</td>
<td>98</td>
</tr>
<tr>
<td>Revaluation reserve for land</td>
<td>1,927</td>
<td>1,927</td>
</tr>
<tr>
<td>Foreign currency translation adjustment</td>
<td>(5,721)</td>
<td>(8,055)</td>
</tr>
<tr>
<td><strong>Total accumulated other comprehensive income</strong></td>
<td>21,802</td>
<td>26,303</td>
</tr>
<tr>
<td>Subscription rights to shares</td>
<td>342</td>
<td>279</td>
</tr>
<tr>
<td>Minority interests</td>
<td>33,843</td>
<td>34,684</td>
</tr>
<tr>
<td><strong>Total net assets</strong></td>
<td>298,932</td>
<td>335,580</td>
</tr>
<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td>903,427</td>
<td>922,000</td>
</tr>
</tbody>
</table>
(2) Quarterly Consolidated Statements of Income and Quarterly Consolidated Statements of Comprehensive Income

[Quarterly Consolidated Statements of Income]
[Consolidated Second Quarter of FY 2014 and FY 2013 (Cumulative)]

<table>
<thead>
<tr>
<th></th>
<th>Second Quarter of FY 2013</th>
<th>Second Quarter of FY 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>(From April 1, 2012 to September 30, 2012)</td>
<td>(From April 1, 2013 to September 30, 2013)</td>
</tr>
<tr>
<td>Net sales</td>
<td>745,413</td>
<td>835,370</td>
</tr>
<tr>
<td>Cost of sales</td>
<td>640,293</td>
<td>687,112</td>
</tr>
<tr>
<td>Gross profit on sales</td>
<td>105,119</td>
<td>148,257</td>
</tr>
<tr>
<td>Selling, general and administrative expenses</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Salary and benefits</td>
<td>17,692</td>
<td>18,953</td>
</tr>
<tr>
<td>Provision for bonuses</td>
<td>2,030</td>
<td>2,178</td>
</tr>
<tr>
<td>Provision for retirement benefits</td>
<td>1,458</td>
<td>1,427</td>
</tr>
<tr>
<td>Others</td>
<td>54,214</td>
<td>65,211</td>
</tr>
<tr>
<td>Total selling, general and administrative expenses</td>
<td>75,396</td>
<td>87,771</td>
</tr>
<tr>
<td>Operating income</td>
<td>29,723</td>
<td>60,486</td>
</tr>
<tr>
<td>Non-operating income</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Interest income</td>
<td>413</td>
<td>557</td>
</tr>
<tr>
<td>Dividends income</td>
<td>1,300</td>
<td>1,662</td>
</tr>
<tr>
<td>Miscellaneous income</td>
<td>1,699</td>
<td>1,170</td>
</tr>
<tr>
<td>Total non-operating income</td>
<td>3,412</td>
<td>3,391</td>
</tr>
<tr>
<td>Non-operating expenses</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Interest expenses</td>
<td>1,617</td>
<td>2,365</td>
</tr>
<tr>
<td>Loss on foreign exchange</td>
<td>2,276</td>
<td>3,432</td>
</tr>
<tr>
<td>Equity in losses of affiliates</td>
<td>557</td>
<td>71</td>
</tr>
<tr>
<td>Miscellaneous expenses</td>
<td>597</td>
<td>533</td>
</tr>
<tr>
<td>Total non-operating expenses</td>
<td>5,049</td>
<td>6,403</td>
</tr>
<tr>
<td>Ordinary income</td>
<td>28,086</td>
<td>57,473</td>
</tr>
<tr>
<td>Extraordinary income</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gain on sales of fixed assets</td>
<td>20</td>
<td>35</td>
</tr>
<tr>
<td>Gain on sales of investment securities</td>
<td>766</td>
<td>43</td>
</tr>
<tr>
<td>Gain on negative goodwill</td>
<td>—</td>
<td>1,209</td>
</tr>
<tr>
<td>Others</td>
<td>24</td>
<td>13</td>
</tr>
<tr>
<td>Total extraordinary income</td>
<td>811</td>
<td>1,301</td>
</tr>
<tr>
<td>Extraordinary losses</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Loss on sales or disposal of fixes assets</td>
<td>190</td>
<td>422</td>
</tr>
<tr>
<td>Impairment loss</td>
<td>634</td>
<td>21</td>
</tr>
<tr>
<td>Others</td>
<td>468</td>
<td>32</td>
</tr>
<tr>
<td>Total extra extraordinary losses</td>
<td>1,293</td>
<td>476</td>
</tr>
<tr>
<td>Income before income taxes and minority interests</td>
<td>27,604</td>
<td>58,298</td>
</tr>
<tr>
<td>Income taxes–current</td>
<td>6,480</td>
<td>16,638</td>
</tr>
<tr>
<td>Income taxes–deferred</td>
<td>3</td>
<td>(2,534)</td>
</tr>
<tr>
<td>Total income taxes</td>
<td>6,484</td>
<td>14,104</td>
</tr>
<tr>
<td>Income before minority interests</td>
<td>21,120</td>
<td>44,194</td>
</tr>
<tr>
<td>Minority interests income</td>
<td>2,572</td>
<td>4,621</td>
</tr>
<tr>
<td>Net income</td>
<td>18,548</td>
<td>39,572</td>
</tr>
</tbody>
</table>
[Quarterly Consolidated Statements of Comprehensive Income]
[Consolidated Second Quarter of FY 2014 and FY 2013 (Cumulative)]

<table>
<thead>
<tr>
<th></th>
<th>Second Quarter of FY 2013</th>
<th>Second Quarter of FY 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>(From April 1, 2012 to September 30, 2012)</td>
<td>(From April 1, 2013 to September 30, 2013)</td>
</tr>
<tr>
<td>Income before minority interests</td>
<td>21,120</td>
<td>44,194</td>
</tr>
<tr>
<td>Other comprehensive income</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Valuation difference on available-for-sale securities</td>
<td>(4,908)</td>
<td>5,867</td>
</tr>
<tr>
<td>Deferred gains or losses on hedges</td>
<td>224</td>
<td>256</td>
</tr>
<tr>
<td>Foreign currency translation adjustment</td>
<td>(3,827)</td>
<td>(3,305)</td>
</tr>
<tr>
<td>Share of other comprehensive income of associates accounted for using equity method</td>
<td>48</td>
<td>1,364</td>
</tr>
<tr>
<td>Total other comprehensive income</td>
<td>(8,463)</td>
<td>4,181</td>
</tr>
<tr>
<td>Quarterly comprehensive income</td>
<td>12,656</td>
<td>48,375</td>
</tr>
</tbody>
</table>

(Comprehensive income attributable to)

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Comprehensive income attributable to owners of the parent</td>
<td>11,136</td>
</tr>
<tr>
<td>Comprehensive income attributable to minority interests</td>
<td>1,519</td>
</tr>
</tbody>
</table>
(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)

<table>
<thead>
<tr>
<th>Category</th>
<th>2 Q of FY 2013 (From April 1, 2012 to September 30, 2012)</th>
<th>2 Q of FY 2014 (From April 1, 2013 to September 30, 2013)</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Trucks and buses</td>
<td>78,531 units</td>
<td>82,972 units</td>
<td>4,441 units</td>
</tr>
<tr>
<td>Toyota brand vehicles</td>
<td>85,728 units</td>
<td>92,559 units</td>
<td>6,831 units</td>
</tr>
</tbody>
</table>

(2) Actual Sales (Consolidated)

<table>
<thead>
<tr>
<th>Category</th>
<th>2 Q of FY 2013 (From April 1, 2012 to September 30, 2012)</th>
<th>2 Q of FY 2014 (From April 1, 2013 to September 30, 2013)</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Volume (Units)</td>
<td>Amount (Millions of yen)</td>
<td>Volume (Units)</td>
</tr>
<tr>
<td>Japan</td>
<td>20,261</td>
<td>144,285</td>
<td>22,133</td>
</tr>
<tr>
<td>Overseas</td>
<td>56,567</td>
<td>210,425</td>
<td>57,011</td>
</tr>
<tr>
<td>Supplies and parts for overseas production</td>
<td>--</td>
<td>2,644</td>
<td>--</td>
</tr>
<tr>
<td>Total trucks and buses</td>
<td>76,828</td>
<td>357,355</td>
<td>79,144</td>
</tr>
<tr>
<td>Total Toyota brand vehicles</td>
<td>85,739</td>
<td>182,505</td>
<td>92,492</td>
</tr>
<tr>
<td>Japan</td>
<td>--</td>
<td>24,971</td>
<td>--</td>
</tr>
<tr>
<td>Overseas</td>
<td>--</td>
<td>15,117</td>
<td>--</td>
</tr>
<tr>
<td>Total service parts</td>
<td>--</td>
<td>40,088</td>
<td>--</td>
</tr>
<tr>
<td>Japan</td>
<td>--</td>
<td>71,334</td>
<td>--</td>
</tr>
<tr>
<td>Overseas</td>
<td>--</td>
<td>14,339</td>
<td>--</td>
</tr>
<tr>
<td>Toyota</td>
<td>--</td>
<td>79,789</td>
<td>--</td>
</tr>
<tr>
<td>Total others</td>
<td>--</td>
<td>165,463</td>
<td>--</td>
</tr>
<tr>
<td>Total net sales</td>
<td>--</td>
<td>745,413</td>
<td>--</td>
</tr>
</tbody>
</table>

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