

(Correction)

December 18, 2020
Hino Motors, Ltd.
Corporate Communications,
Public Affairs Dept.

Reference for Financial Forecast for the Fiscal Year Ending March 31, 2021 (Consolidated)

	Prior 2Q Actual Results (Second quarter of FY ending March 2020) (April 1, 2019 to September 30, 2019)		Current 2Q Actual Results (Second quarter of FY ending March 2021) (April 1, 2020 to September 30, 2020)		Prior Year Actual Results (FY ended March 2020) (April 1, 2019 to March 31, 2020)		Current Year Forecasts (FY ending March 2021) (April 1, 2020 to March 31, 2021)					
		Year-on-year rate		Year-on-year rate		Year-on-year rate		Year-on-year rate				
Global Unit Sales (Retail Sales)	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)					
Hino brands	93.8	-6.3%	64.4	-31.3%	180.3	-11.2%	142.5	-21.0%				
Japan	35.8	7.0%	28.3	-21.1%	66.8	-6.6%	59.0	-11.7%				
Overseas	58.0	-12.9%	36.1	-37.7%	113.5	-13.8%	83.5	-26.4%				
Toyota	74.4	3.3%	42.3	-43.2%	139.3	-8.7%	109.7	-21.3%				
Unit production	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)					
Trucks and buses	90.1	-7.8%	48.5	-46.1%	171.2	-17.0%	126.4	-26.2%				
Toyota brand vehicles	74.6	3.2%	42.3	-43.3%	145.7	-4.5%	109.7	-24.7%				
Net sales	(Billions of yen)	946.1	-1.2%	(Billions of yen)	666.3	-29.6%	(Billions of yen)	1,815.6	-8.4%	(Billions of yen)	1,430.0	-21.2%
Operating income <Profit margin>	(Billions of yen)	32.8 (3.5%)	-14.1%	(Billions of yen)	-11.7 (-1.8%)	-	(Billions of yen)	54.9 (3.0%)	-36.7%	(Billions of yen)	3.0 (0.2%)	-94.5%
Ordinary income <Profit margin>	(Billions of yen)	30.0 (3.2%)	-20.8%	(Billions of yen)	-12.8 (-1.9%)	-	(Billions of yen)	49.6 (2.7%)	-40.9%	(Billions of yen)	-2.0	-
Profit attributable to owners of parent <Profit margin>	(Billions of yen)	18.6 (2.0%)	-23.0%	(Billions of yen)	-9.6 (-1.4%)	-	(Billions of yen)	31.5 (1.7%)	-42.7%	(Billions of yen)	-3.0	-
Variation factors (Based on operating income)	(Billions of yen)	« Profit increase factors »		(Billions of yen)	« Profit increase factors »		(Billions of yen)	« Profit increase factors »		(Billions of yen)	« Profit increase factors »	
		Improvement in cost of sales	8.4	Change in cost structure etc.	12.3		Improvement in cost of sales	19.7	Change in cost structure etc.	35.1		
		Change in cost structure etc.	2.1	Improvement in cost of sales	6.1		Change in cost structure etc.	4.6	Improvement in cost of sales	20.0		
		« Profit decrease factors »		« Profit decrease factors »			« Profit decrease factors »		« Profit decrease factors »			
		Effect of sales	8.4	Effect of sales	60.8		Effect of sales	40.0	Effect of sales	99.0		
		Environmental change	5.8	Environmental change	2.1		Environmental change	12.6	Environmental change	8.0		
		Strategic investment cost	1.7				Strategic investment cost	3.5				
		Total	-5.4	Total	-44.5		Total	-31.8	Total	-51.9		
Performance evaluation		Decreased revenue + Decreased profit		Decreased revenue + Decreased profit			Decreased revenue + Decreased profit		Decreased revenue + Decreased profit			
Capital expenditure	(Billions of yen)	22.9		(Billions of yen)	20.8		(Billions of yen)	59.7	(Billions of yen)	50.0		
Depreciation	(Billions of yen)	24.9		(Billions of yen)	23.7		(Billions of yen)	50.4	(Billions of yen)	49.0		
R&D	(Billions of yen)	29.1		(Billions of yen)	26.3		(Billions of yen)	60.6	(Billions of yen)	55.0		
Exchange rate		109 yen/US\$		106 yen/US\$			109 yen/US\$		106 yen/US\$ (FY2021/2H)			