



Financial Results for First Quarter of FY2016

(From April 1, 2015 to June 30, 2015)

July 29, 2015
Hino Motors, Ltd.



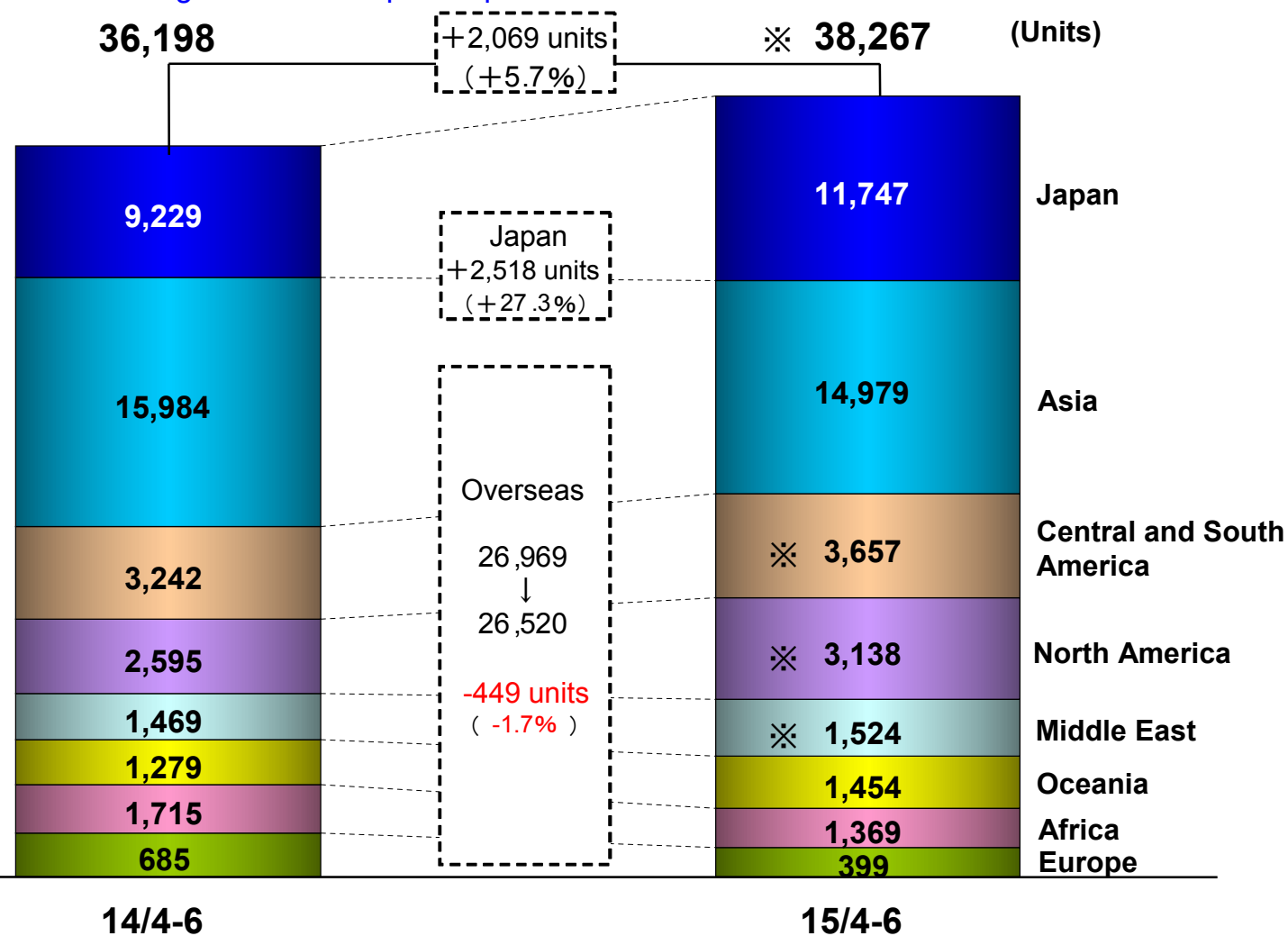
1. Sales Turnover



Global Unit Sales (Retail Sales)

- Global sales volume marked a record high.
- As for overseas performance, the sales in Asia declined, but the sales in Central and South America, North America, and Middle East marked record highs.

※Record high for the first quarter period



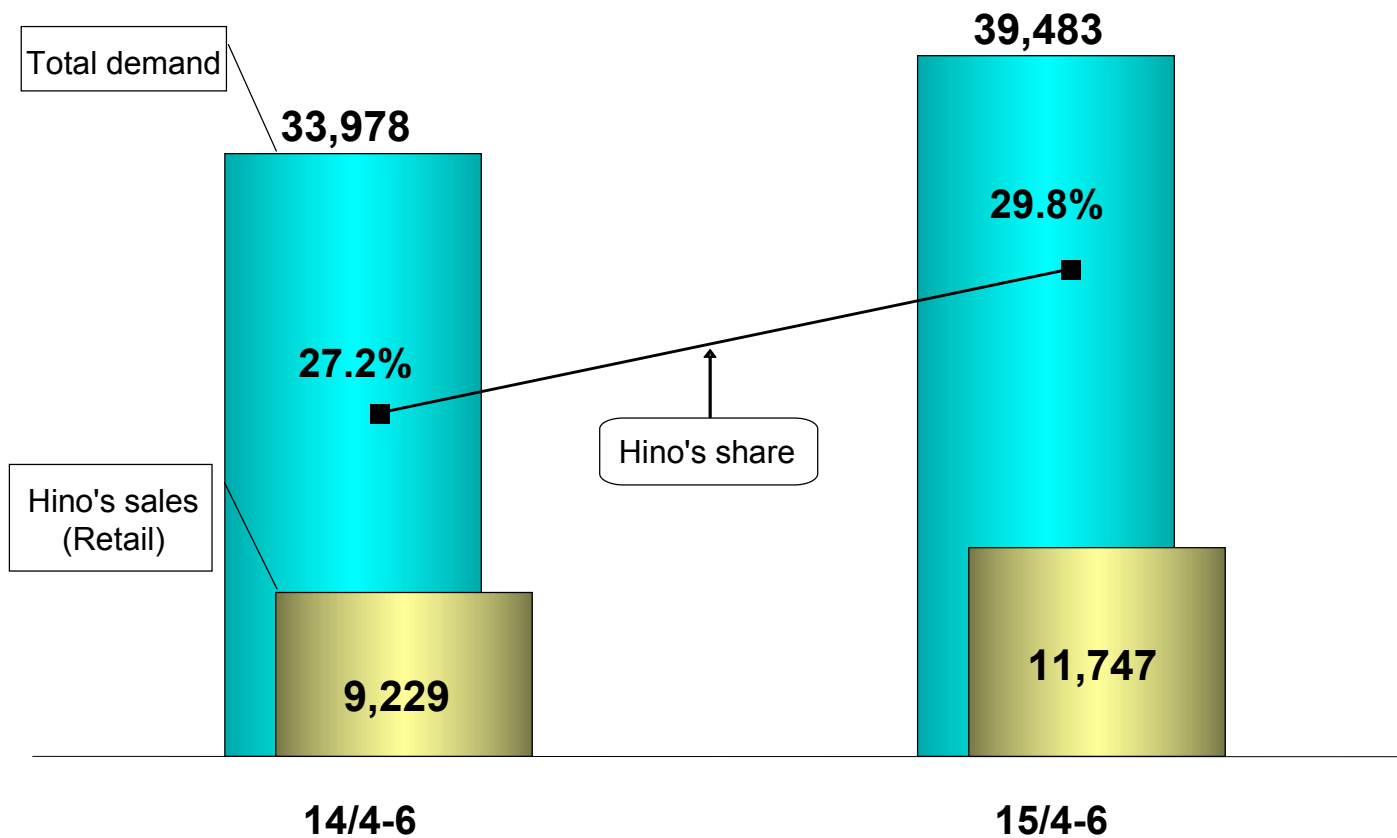


Truck and Bus Market in Japan

- Truck market: The sales of cargo trucks are healthy, increasing from the previous year.
- Hino's sales: Sales exceeded demand, achieving the largest share.

Total demand : +5,505 units (+16.2%)
 Hino's sales : +2,518 units (+27.3%)

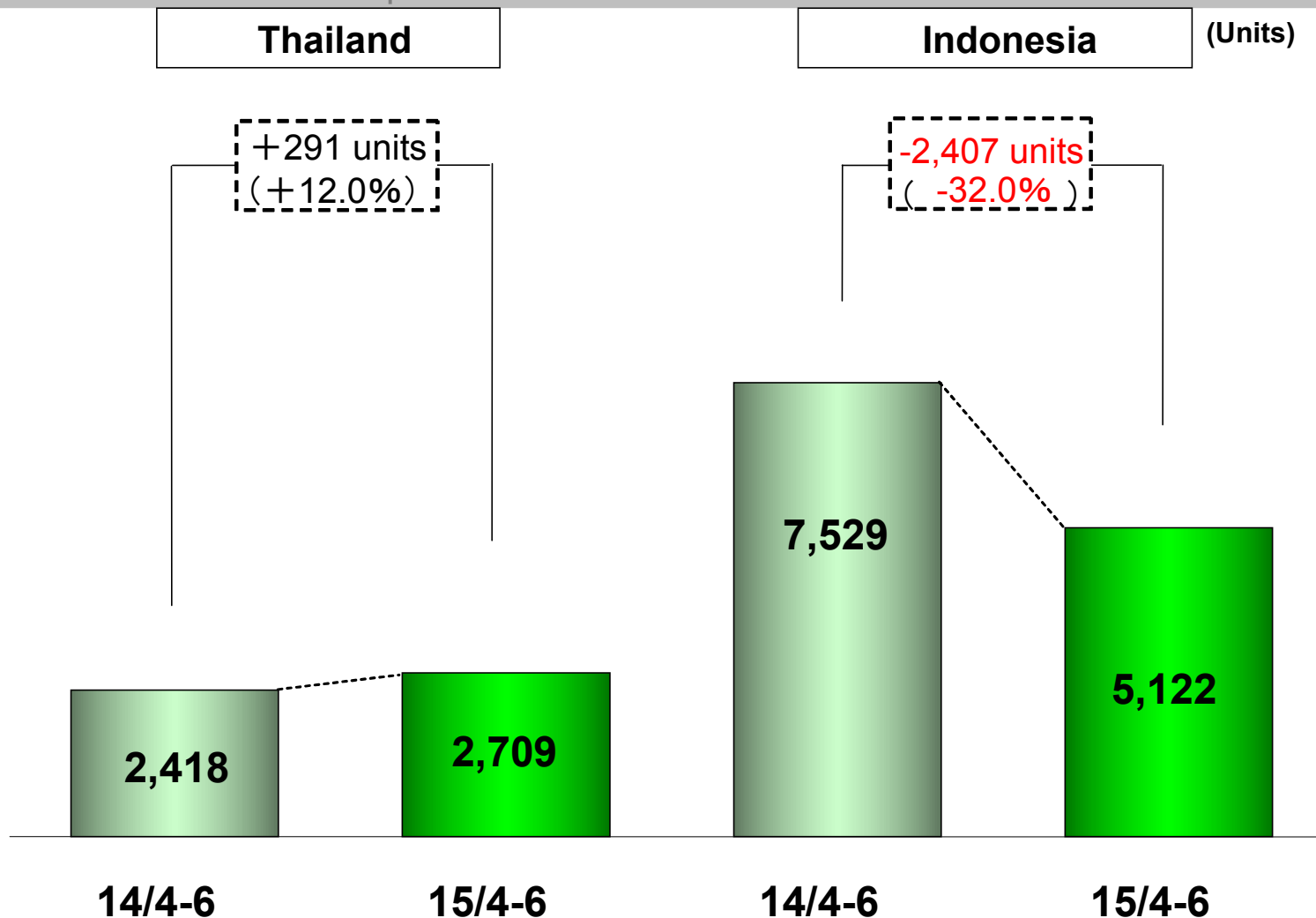
(Units)





Sales Volumes in Thailand and Indonesia (Retail Sales)

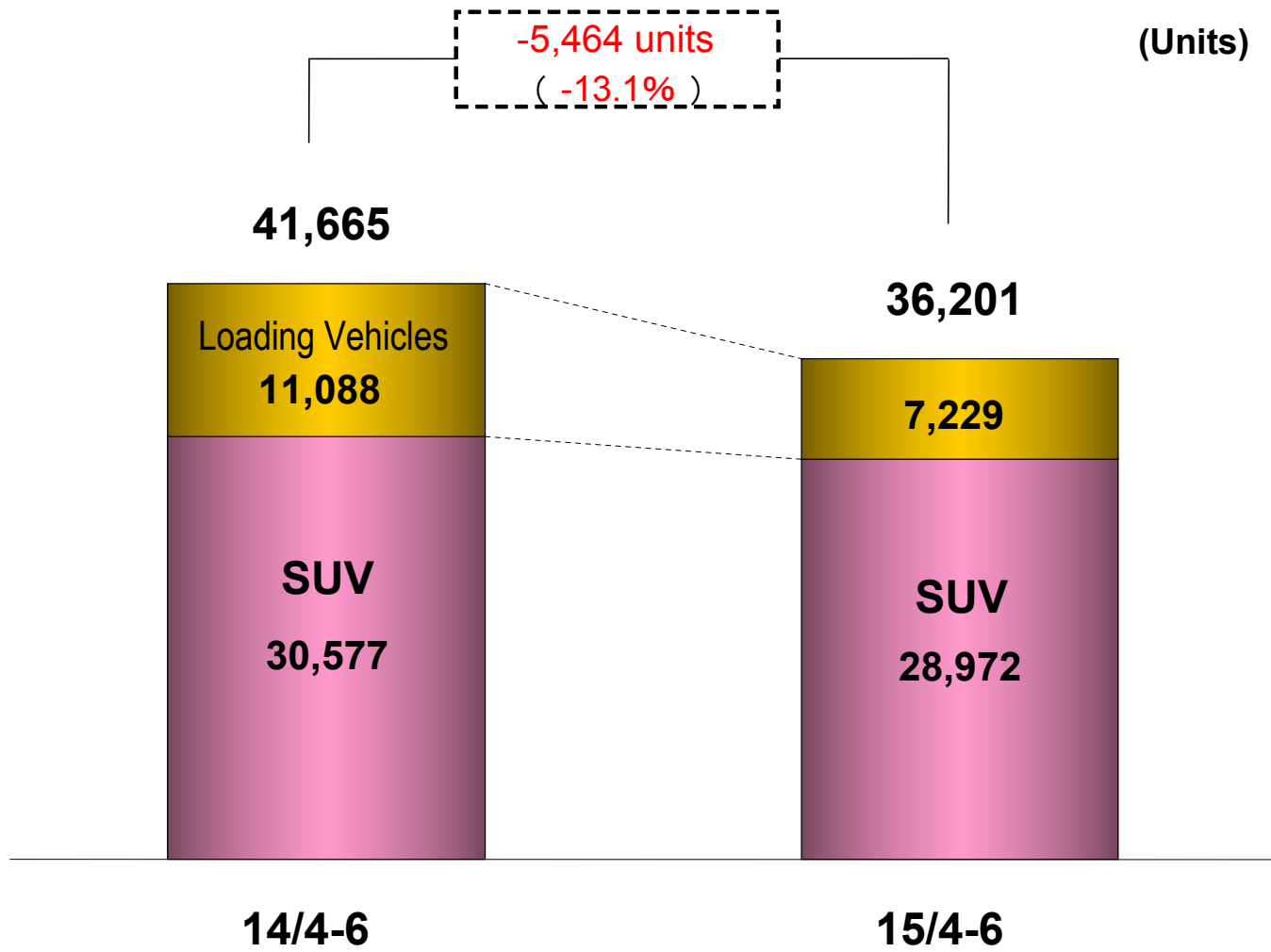
- Thailand: There is a sign of recovery in the market, but recovery is gentler than estimated.
- Indonesia: Sales decreased because of weaker demand for heavy, medium, and light-duty vehicles than expected.





Consolidated Unit Sales of Toyota Brand Vehicles

• The sales volumes of SUVs and Loading Vehicles decreased.





2. Consolidated Financial Results



Consolidated Income Statements

- Increases in sales and profit.

(Billions of yen)

Item	FY2016 1Q (^{'15} /4-6)	FY2015 1Q (^{'14} /4-6)	Change	Change (%)
Net sales	407.0	365.2	+41.8	+11.4%
Operating income	<6.2%> 25.4	<6.3%> 23.2	(-0.1p) +2.2	+9.8%
Ordinary income	<6.2%> 25.4	<6.2%> 22.8	(0.0p) +2.6	+11.7%
Profit attributable to owners of parent	<4.3%> 17.6	<3.9%> 14.3	(+0.4p) +3.3	+23.3%

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

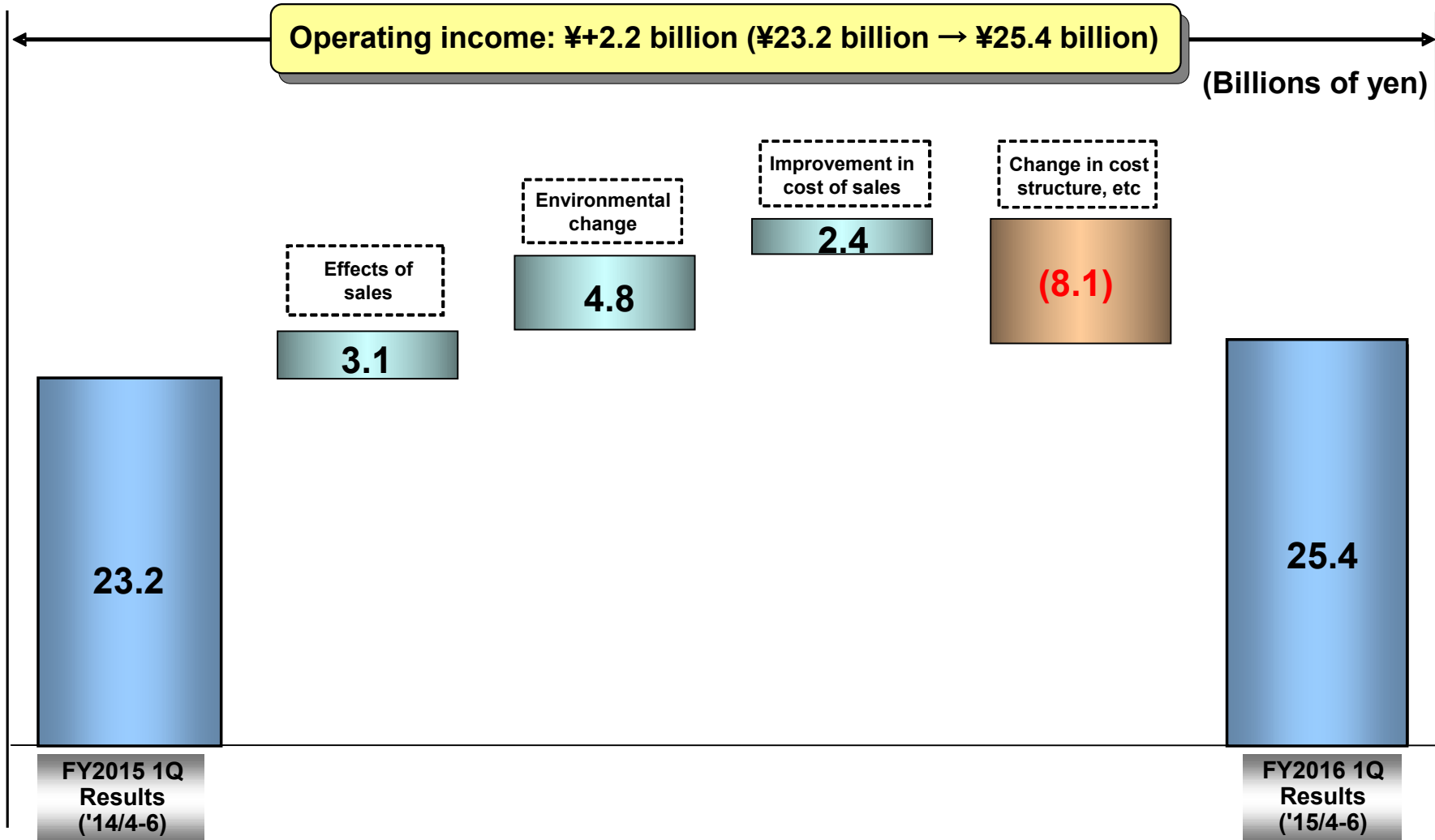
<Exchange rate>

US\$	120	102
THB	3.66	3.15
IDR(100)	0.92	0.89
A\$	94	94



Analysis of Consolidated Operating Income

• Increase in profit, thanks to domestic sales growth, cost reduction, the yen depreciation, etc., which covers cost fluctuations.





Consolidated Operating Income by Segments

Japan: Increases in sales and profit due to domestic sales growth.

Asia: Decreases in sales and profit due to the decline in sales volume in Indonesia, and the influence to our unit-supply business in Thailand from change in the model of Toyota vehicle, etc.

★Record high

※Record high for the first quarter period

(Billions of yen)

	FY2016 1Q (^{'15} /4-6)		FY2015 1Q (^{'14} /4-6)		Change	
	Net sales	Operating income	Net sales	Operating income	Net sales	Operating income
Japan	317.5	<6.0%> 19.0	290.8	<5.3%> 15.3	+9.2% +26.7	+24.2% +3.7
Asia	86.6	<2.5%> 2.2	87.6	<5.9%> 5.2	-1.2% -1.0	-58.1% -3.0
Other Areas	★ 61.7	<5.8%> ※ 3.6	47.3	<7.4%> 3.5	+30.4% +14.4	+3.0% +0.1
Consolidated adjustment	-58.8	+0.6	-60.5	-0.8	+1.7	+1.4
Total	407.0	<6.2%> 25.4	365.2	<6.3%> 23.2	+11.4% +41.8	+9.8% +2.2

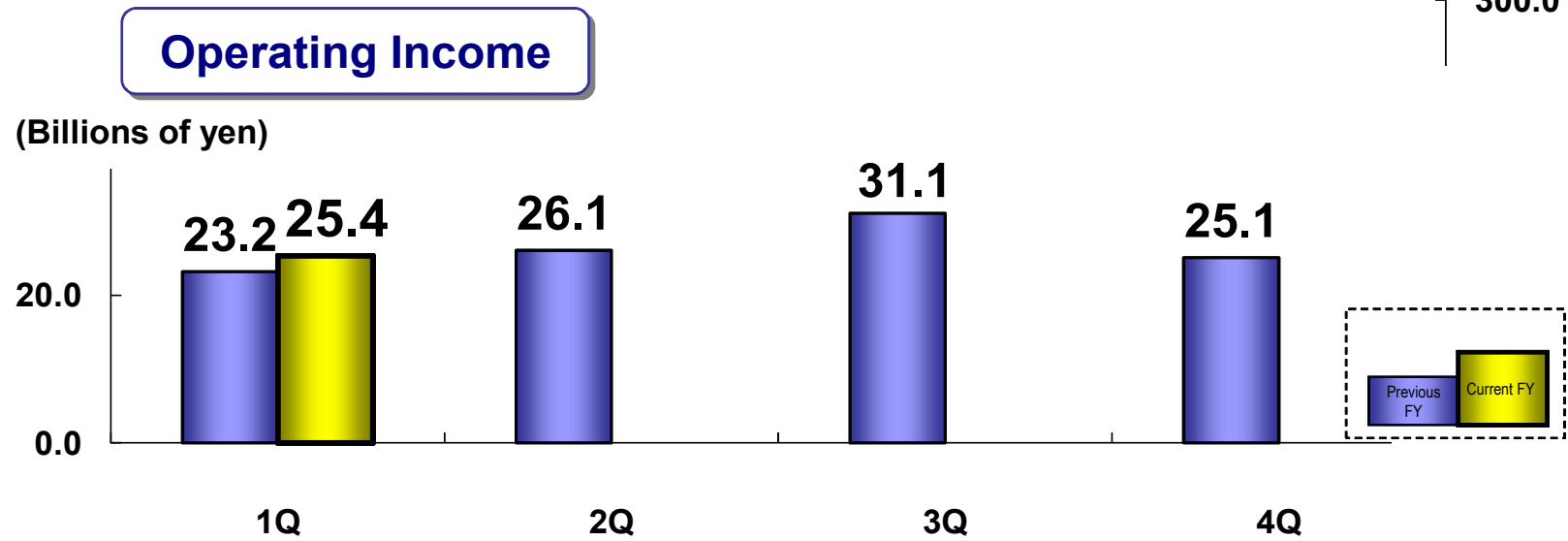
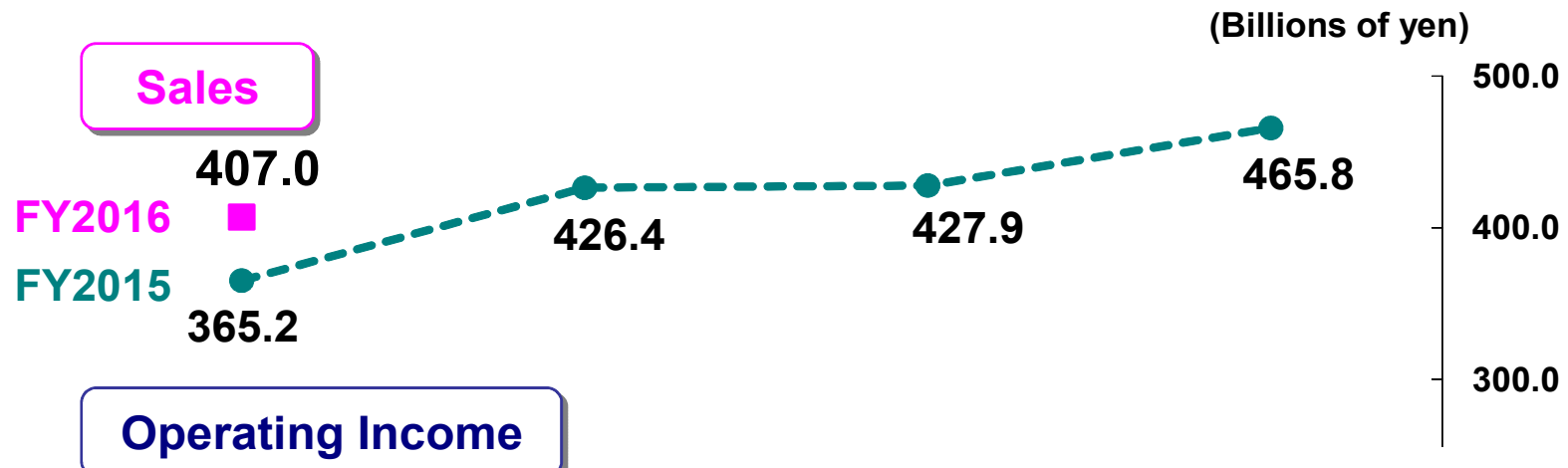
Note: Figures in parentheses (<>) indicate operating income margin.

Percentages in the column "Change" indicate year-on-year change.



Trends in the Quarterly Consolidated Sales and Operating Income

• Sales and profit increased from the previous year for 3 consecutive quarters from the 3rd quarter of FY2015.



<Exchange rate>

US\$	102	120	103	112	119
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HINO