



Financial Results for FY2016 (Fiscal Year Ended March 31, 2016)



The light-duty truck "Hino Dutro": PCS(*1), a collision damage reduction brake, and Lane Departure Warning System are installed as standard (*2), in order to further improve safety. (On sale May 6, 2016)

*1. Pre-Crash Safety. PCS is a registered trademark of Toyota Motor Corporation
*2. Installed as standard in 2WD diesel cargo vehicles under GVW 5t with standard cabs.



The medium-duty bus "Hino Rainbow": Features improved fuel consumption with the adoption of AMT and a new design lightweight body. (On sale May 6, 2016).

April 27, 2016
Hino Motors, Ltd.

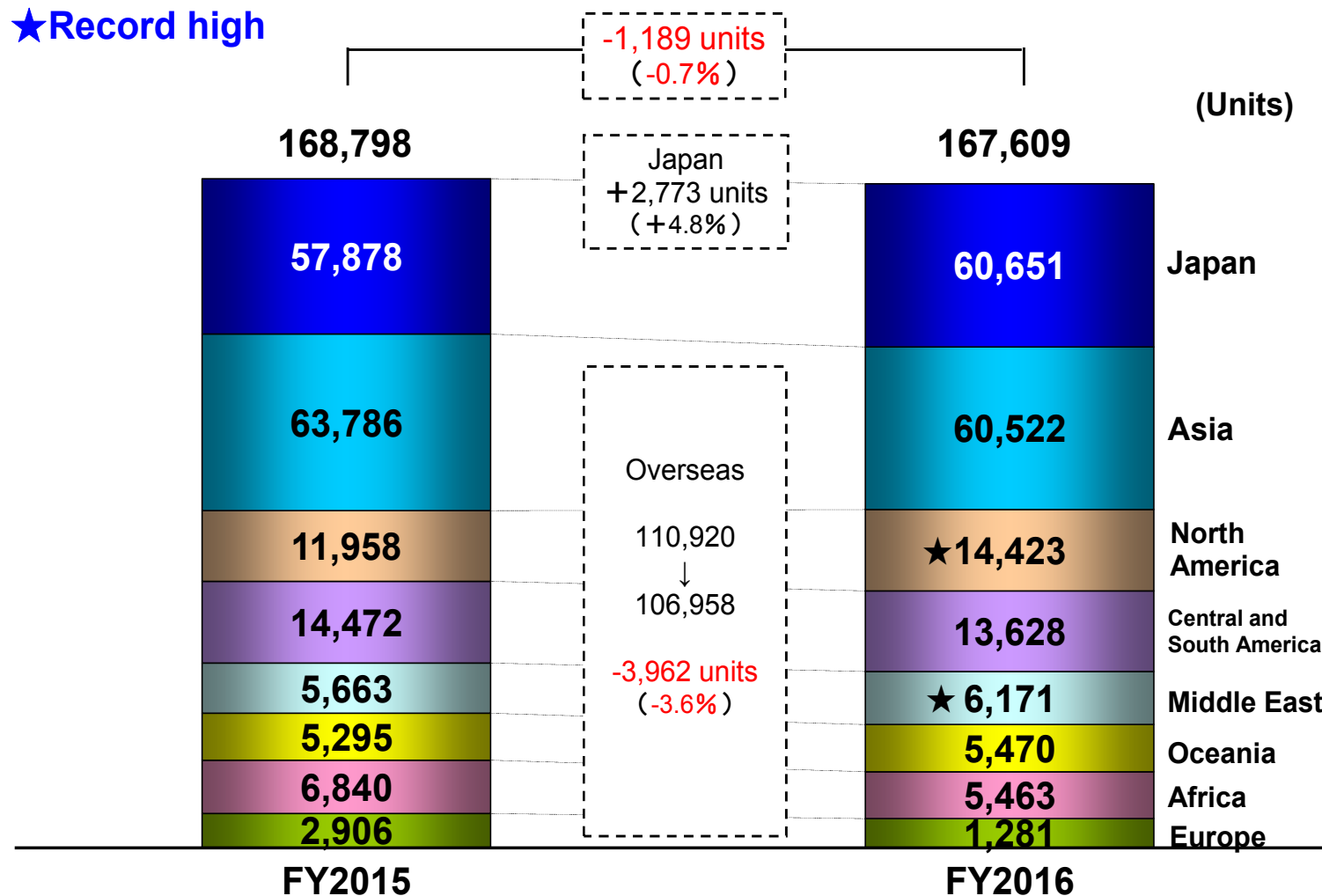


1. Sales Turnover



Global Unit Sales (Retail Sales)

Global unit sales were strong in Japan, North America, and Middle East, but overall global unit sales fell year-on-year due to a decline in sales in Asia and other countries that are heavily dependent on natural resources.





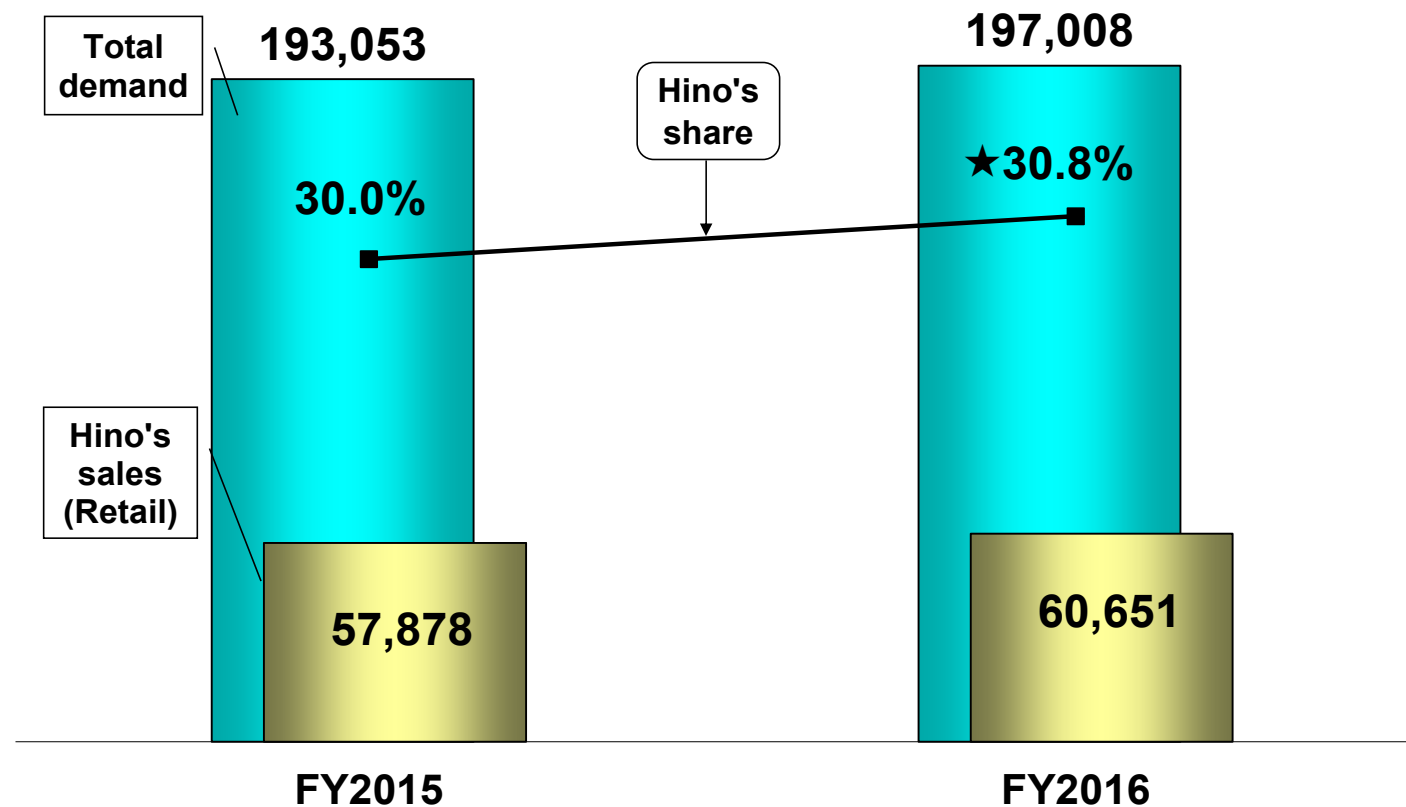
Truck and Bus Market in Japan

Truck market: Strong in cargo-type with the sixth consecutive year-on-year rise.
 Hino's sales: Sales exceeded demand growth. Our market share was at a record high for seventh consecutive year.

★Record high

Total demand : +3,955 units (+2.0%)
 Hino's sales : +2,773 units (+4.8%)

(Units)

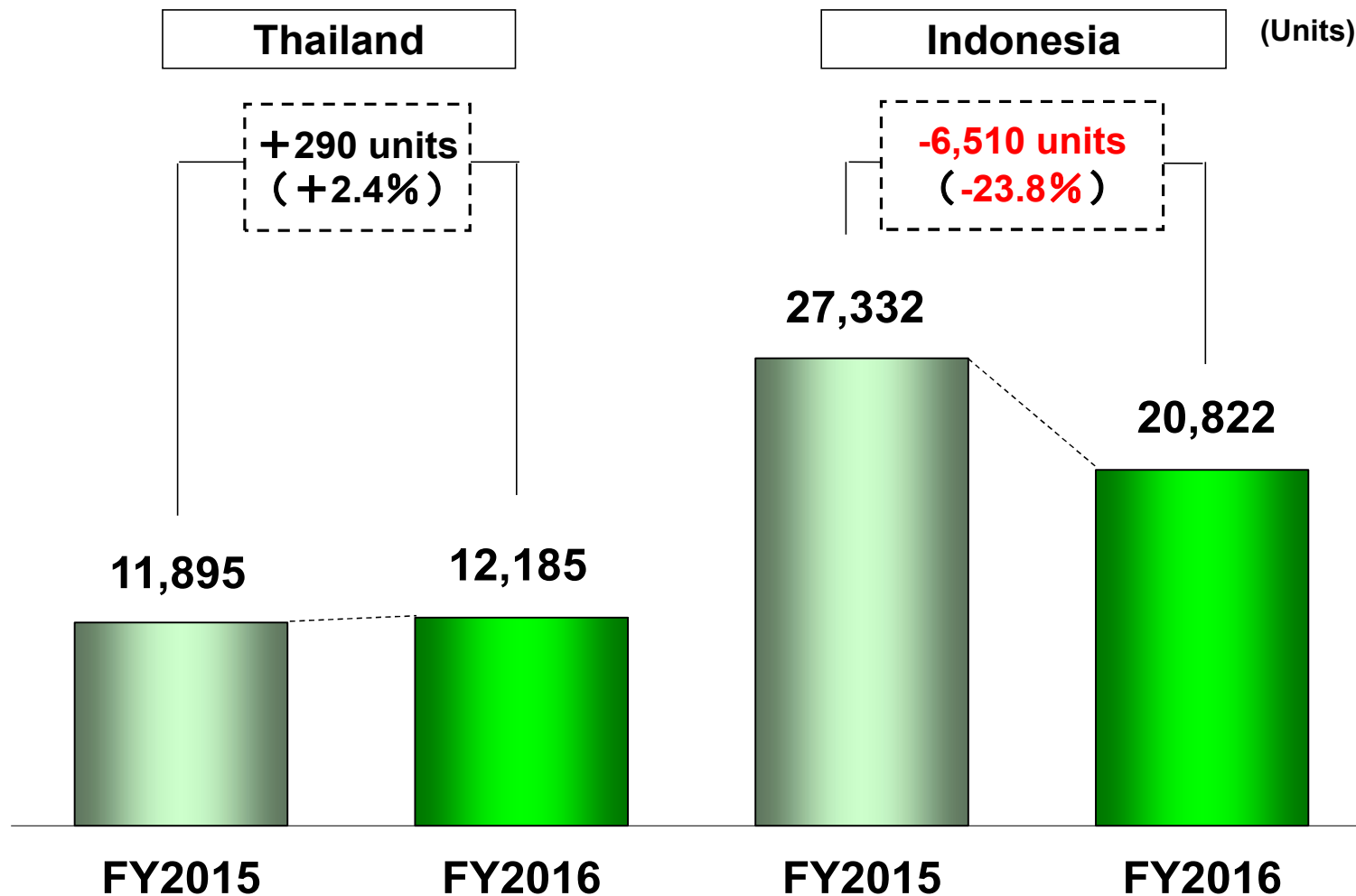




Sales Volumes in Thailand and Indonesia (Retail Sales)

Thailand: Sales rose year-on-year for the first time since FY2013, but mostly flat with the previous year.

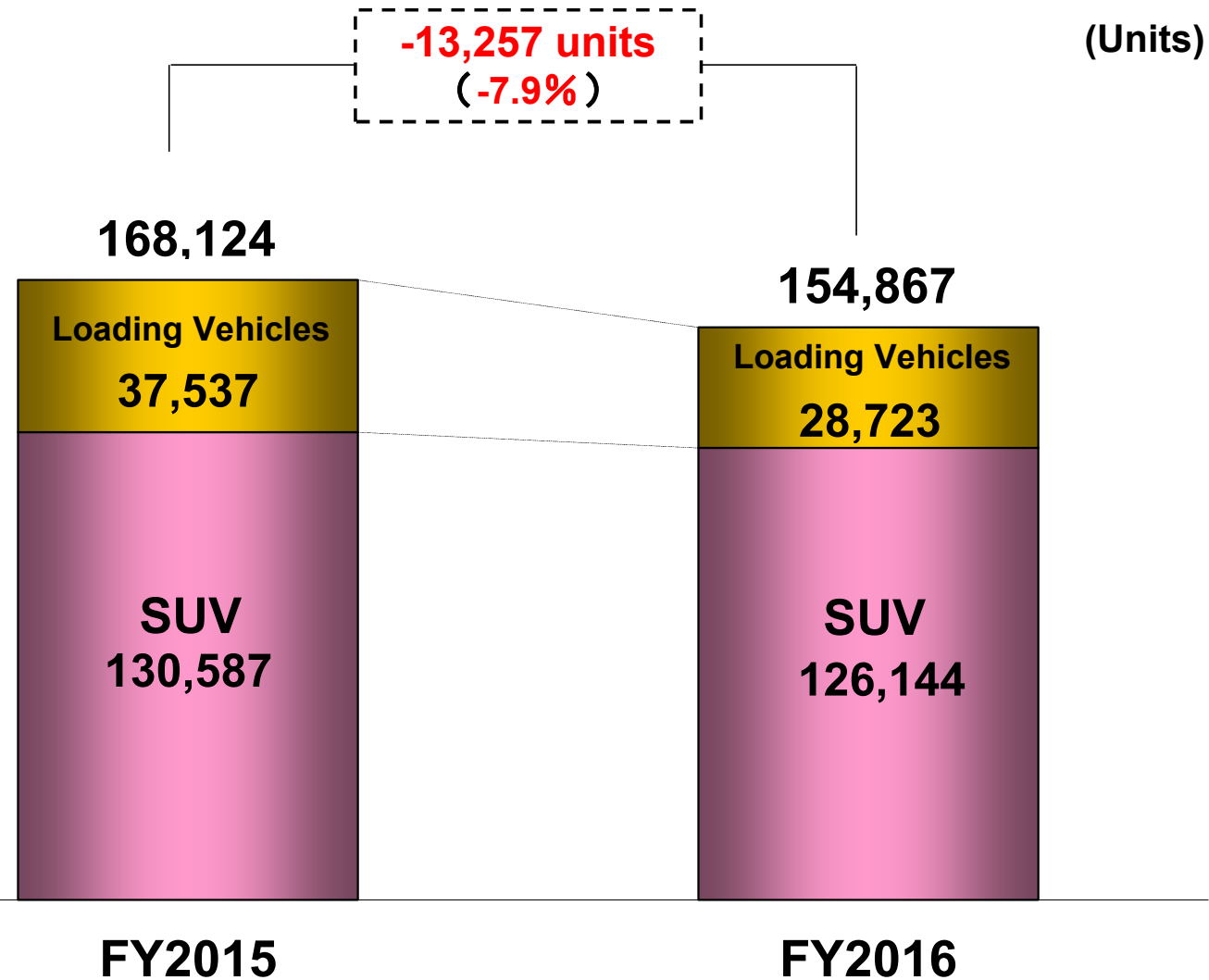
Indonesia: Sales did not recover, reflecting the ongoing market stagnation.





Consolidated Unit Sales of Toyota Brand Vehicles

Unit sales fell for both SUV and loading vehicles.





2. Consolidated Financial Results



Consolidated Income Statements

★Record high

(Billions of yen)

Item	FY2016	FY2015	Change	Change (%)
Net sales	★1,745.5	1,685.3	+60.2	+3.6%
Operating income	<5.6%> 98.3	<6.3%> 105.5	(-0.7p) -7.2	-6.9%
Ordinary income	<5.5%> 95.9	<6.2%> 104.6	(-0.7p) -8.7	-8.3%
Profit attributable to owners of parent	<3.7%> 65.1	<4.4%> 74.5	(-0.7p) -9.4	-12.6%

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

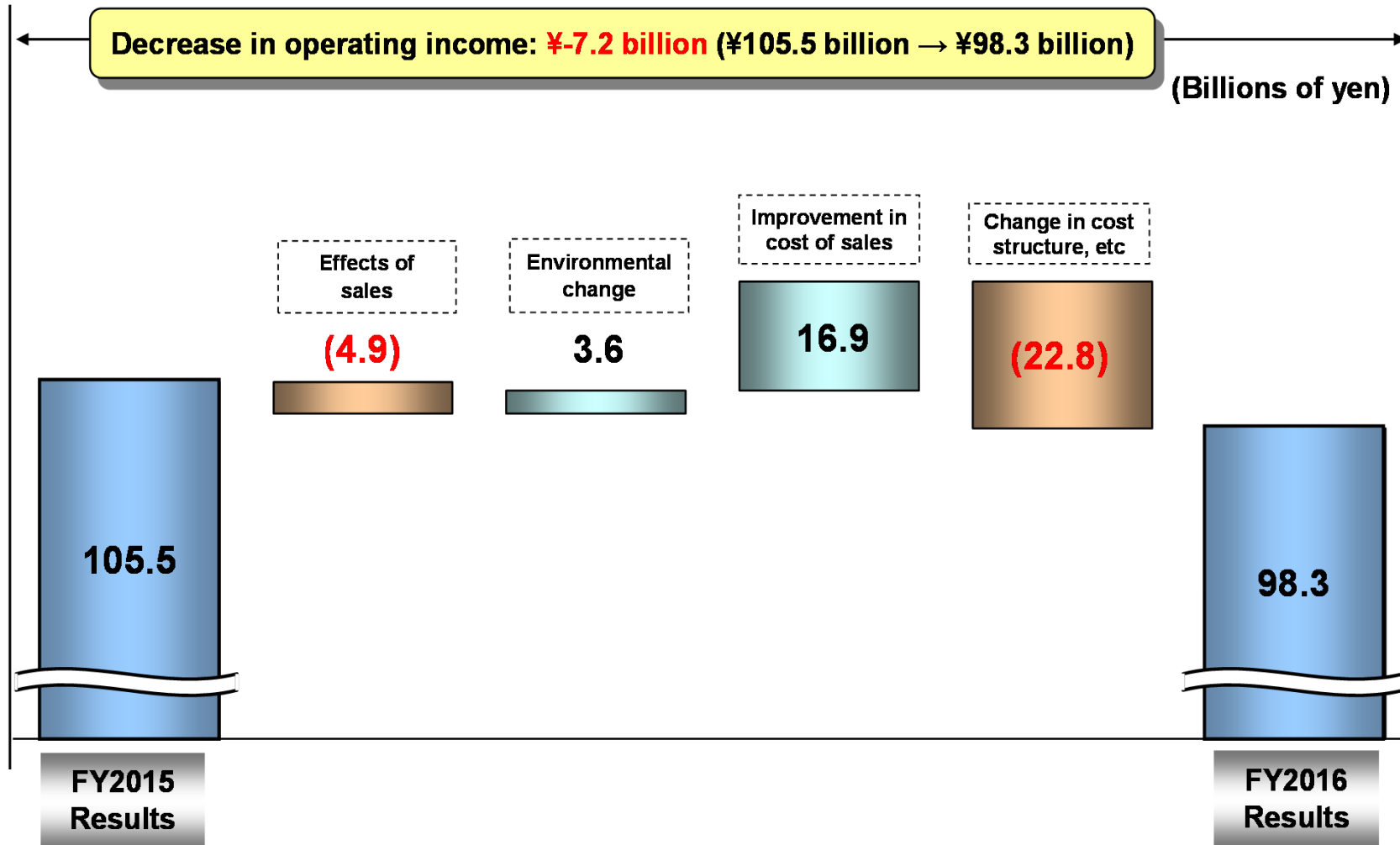
<Exchange rate>

US\$	120	109
THB	3.46	3.37
IDR(100)	0.89	0.90
A\$	89	96



Analysis of Consolidated Operating Income

Overseas sales have not fully recovered due to the deterioration of the market environment, etc. As a result, operating income fell.





Consolidated Operating Income by Segments

Japan: The domestic market was strong, but operating income fell due to weaker exports and higher costs.
Overseas: There is variation in market conditions, but overall sales increased while operating income decreased.

★Record high

(Billions of yen)

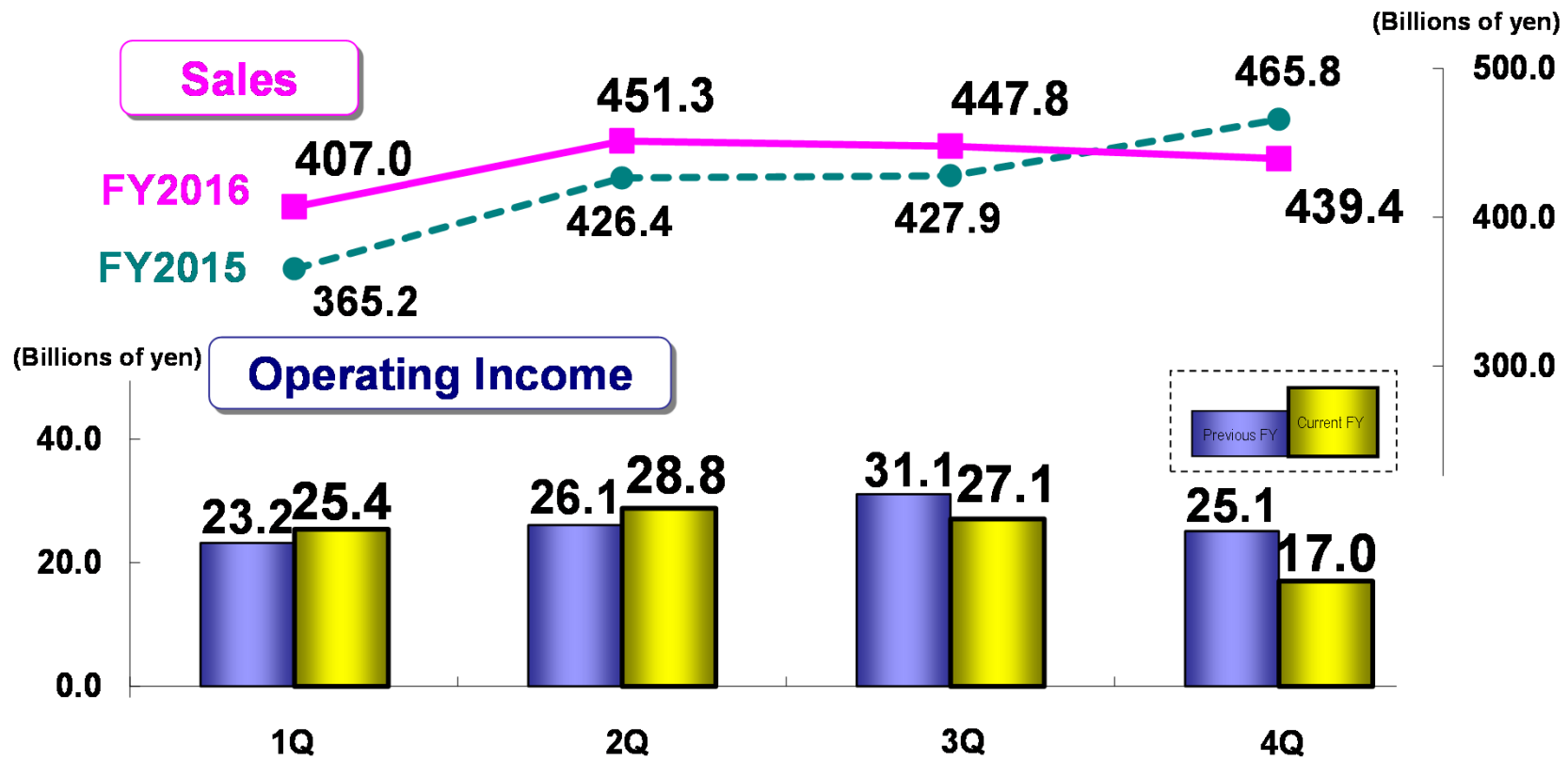
	FY2016		FY2015		Change	
	Net sales	Operating income	Net sales	Operating income	Net sales	Operating income
Japan	★ 1,380.6	<4.9%> 67.6	1,357.8	<5.7%> 77.9	+1.7% +22.8	-13.2% -10.3
Asia	382.0	<3.8%> 14.6	367.6	<4.2%> 15.3	+3.9% +14.4	-4.7% -0.7
Other Areas	★ 231.4	<4.7%> 10.9	211.8	<5.6%> 12.0	+9.3% +19.6	-8.8% -1.1
Consolidated adjustment	-248.5	5.2	-251.9	0.3	+3.4	+4.9
Total	★ 1,745.5	<5.6%> 98.3	1,685.3	<6.3%> 105.5	+3.6% +60.2	-6.9% -7.2

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



<Exchange rate>	FY2015	FY2016	FY2015	FY2016	FY2015	FY2016	FY2015	FY2016
US\$	102	120	103	123	112	121	119	118

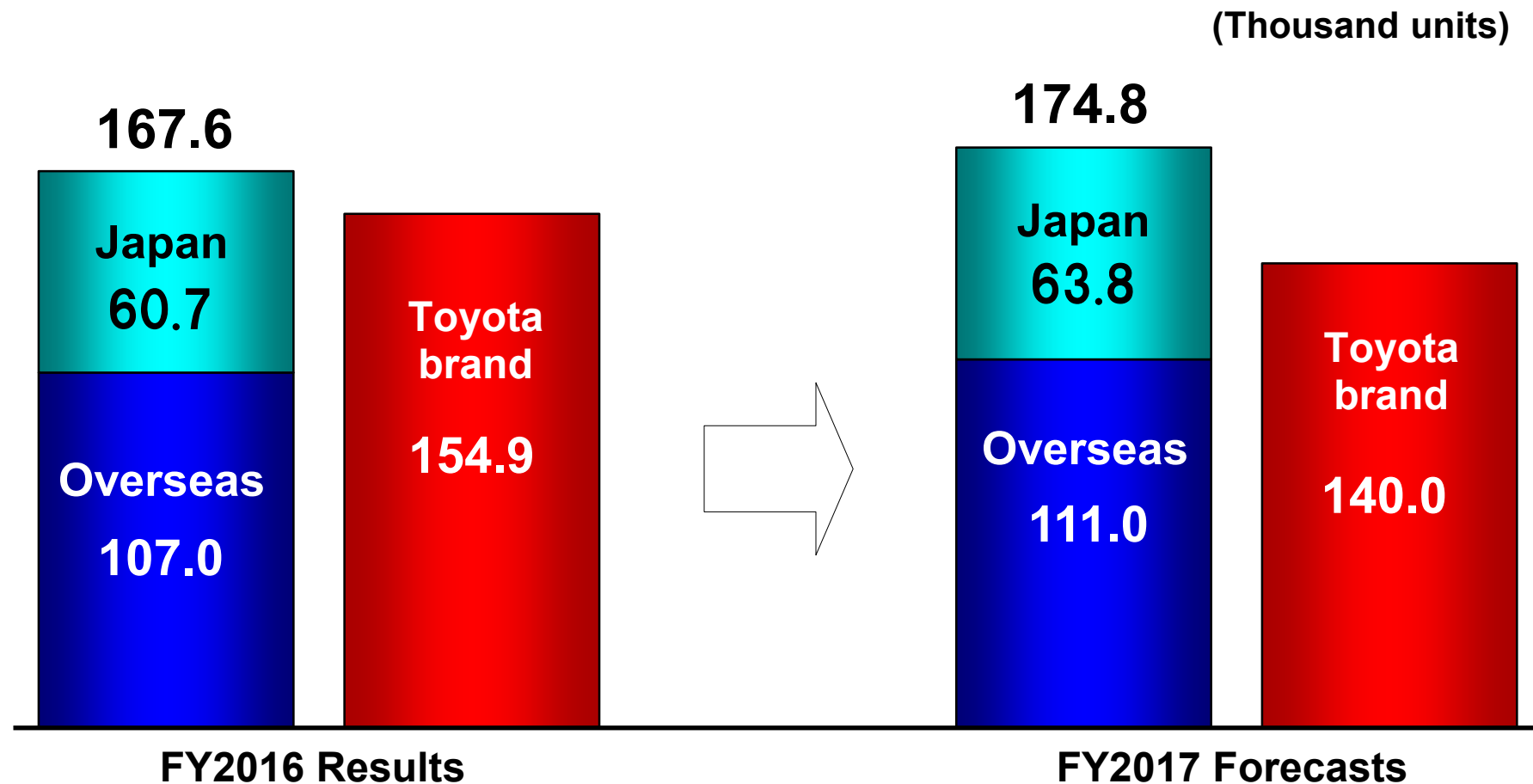


3. Sales Forecasts for FY2017



Global Unit Sales (Retail Sales)

We are forecasting both Japanese and overseas sales to increase, giving a total global unit sales volume of 174.8 thousand units.





4. Consolidated Financial Forecasts for FY2017



Consolidated Income Statements

(Billions of yen)

Item	FY2017 Forecasts	FY2016 Results	Change	Change (%)
Net sales	1,670.0	1,745.5	-75.5	-4.3%
Operating income	<4.8%> 80.0	<5.6%> 98.3	-18.3	-18.6%
Ordinary income	<4.7%> 79.0	<5.5%> 95.9	-16.9	-17.6%
Profit attributable to owners of parent	<3.3%> 55.0	<3.7%> 65.1	-10.1	-15.6%

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

<Exchange rate>

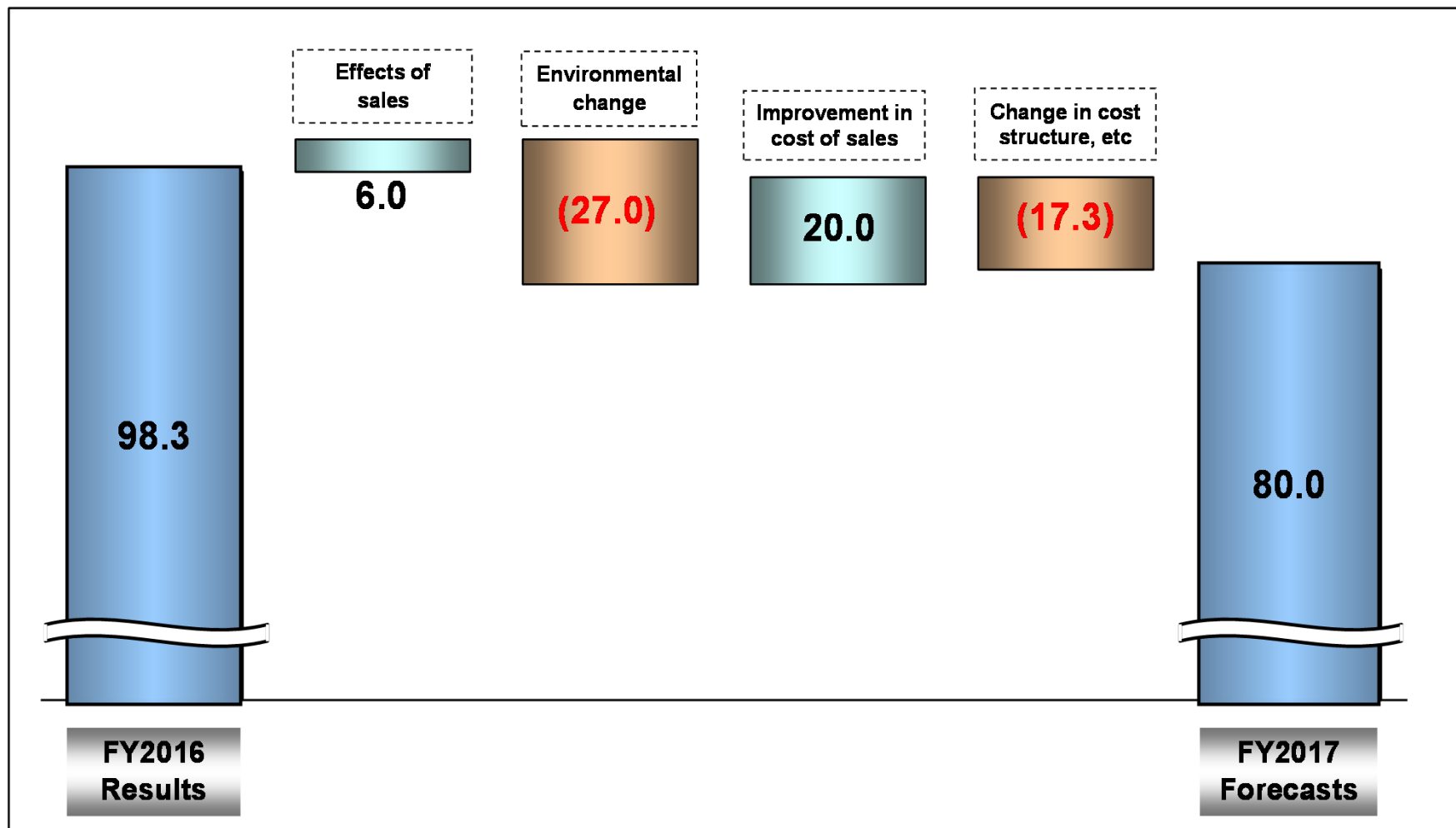
US\$	105	120
THB	3.11	3.46
IDR(100)	0.83	0.89
A\$	84	89

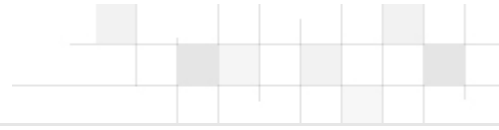


Analysis of Consolidated Operating Income

Decrease in operating income: ¥-18.3 billion (¥98.3 billion → ¥80.0 billion)

(Billions of yen)





HINO