



# **Financial Results for FY2017**

## **(Fiscal Year Ended March 31, 2017)**

**April 27, 2017**  
**Hino Motors, Ltd.**

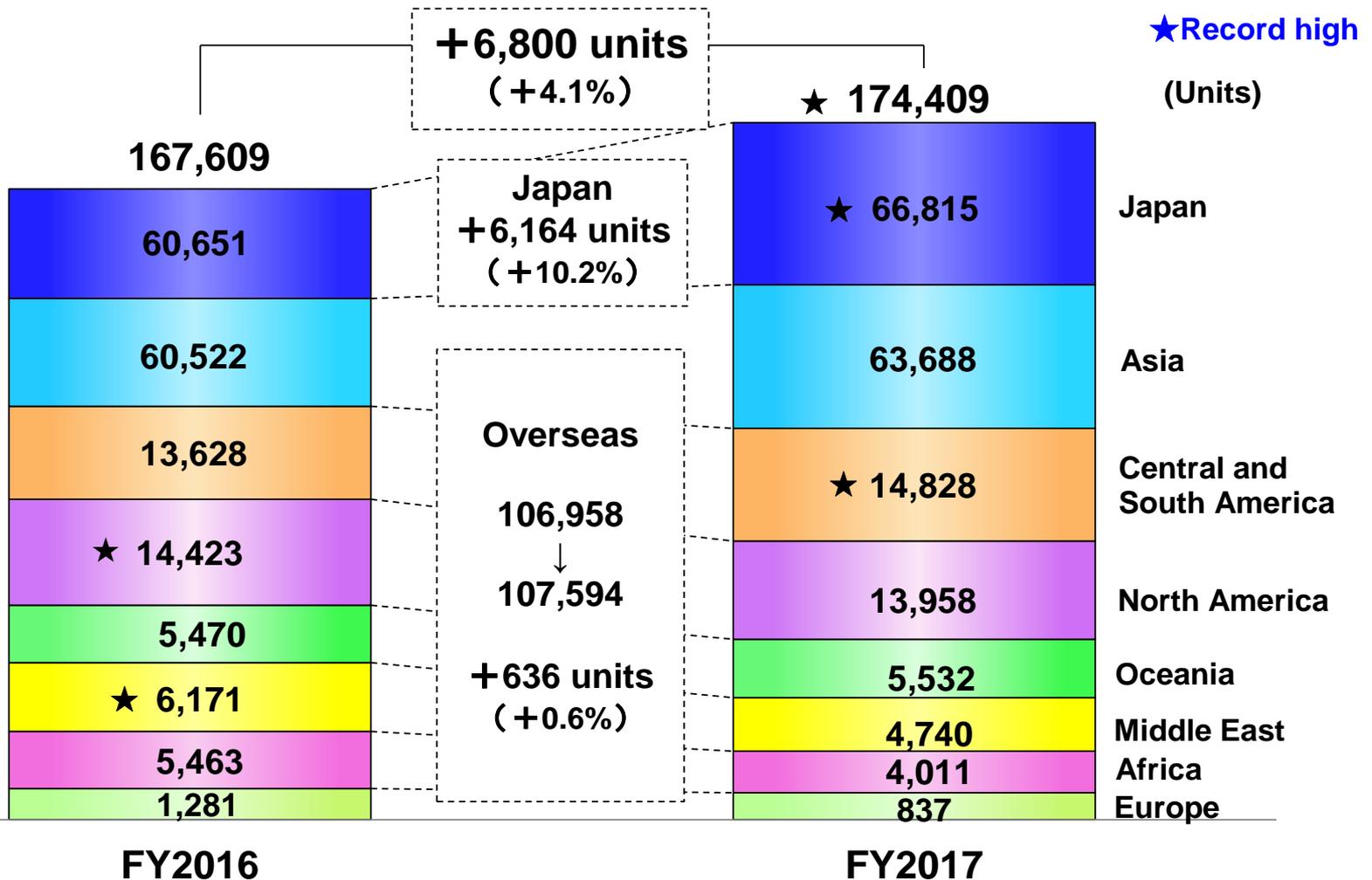


# 1. Sales Turnover



# Global Unit Sales (Retail Sales)

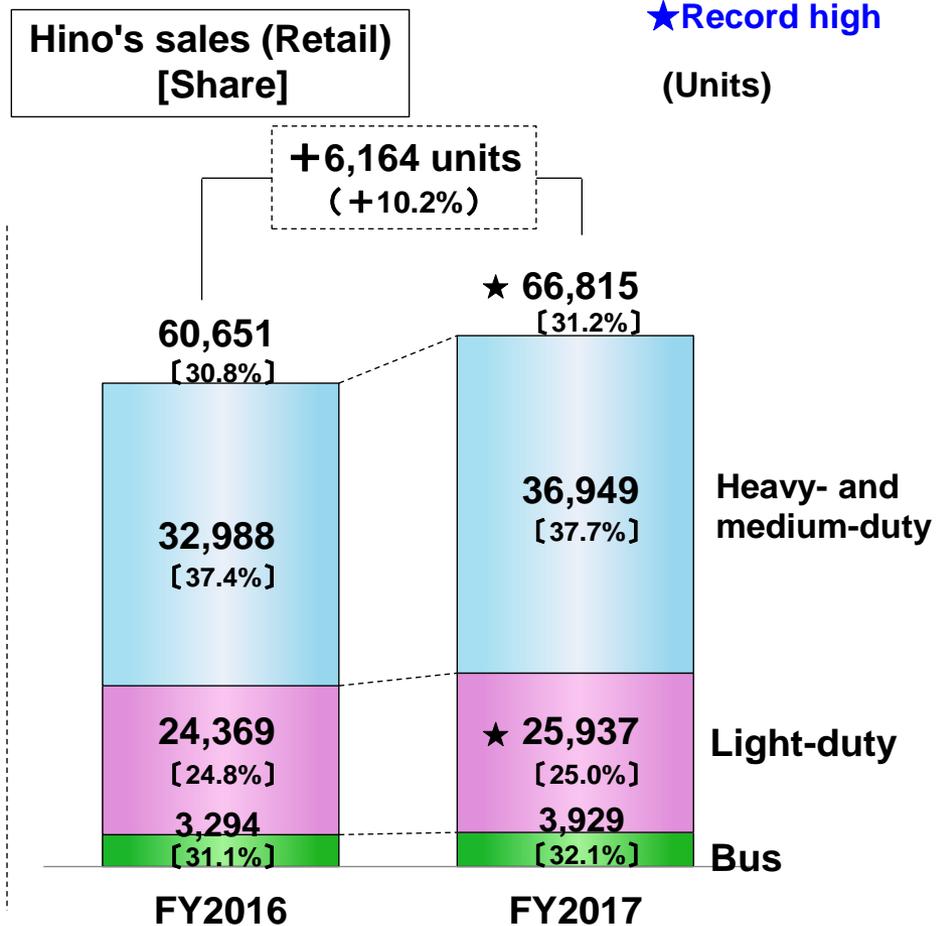
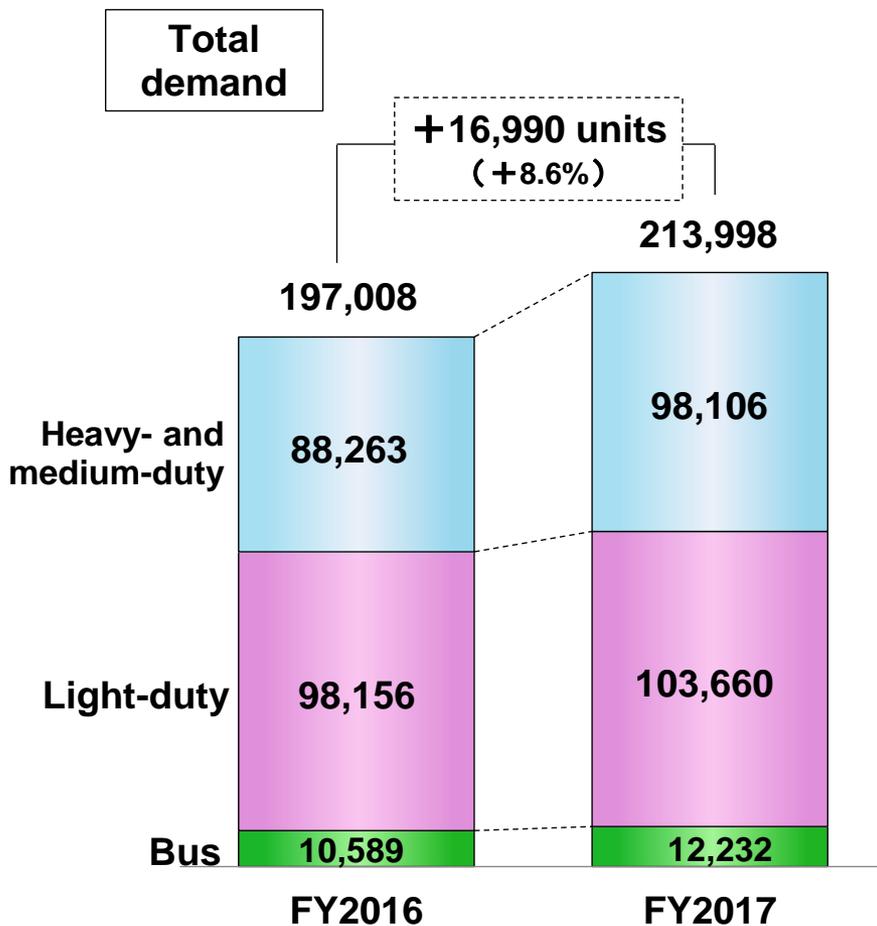
▪ A new record high with global unit sales both in Japan and overseas seeing a year on year increase.





# Truck and Bus Market in Japan

- Total Demand: Growth for 7 consecutive years and surpassing 200,000 units for the first time since 2006.
- Hino Sales: New record high in units and share.



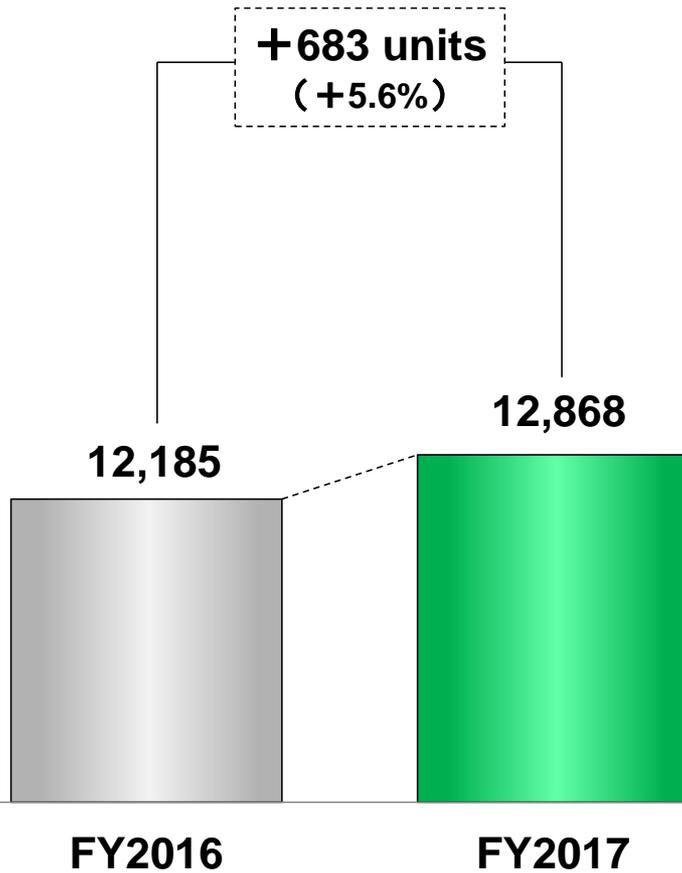


# Sales Volumes in Thailand and Indonesia (Retail Sales)

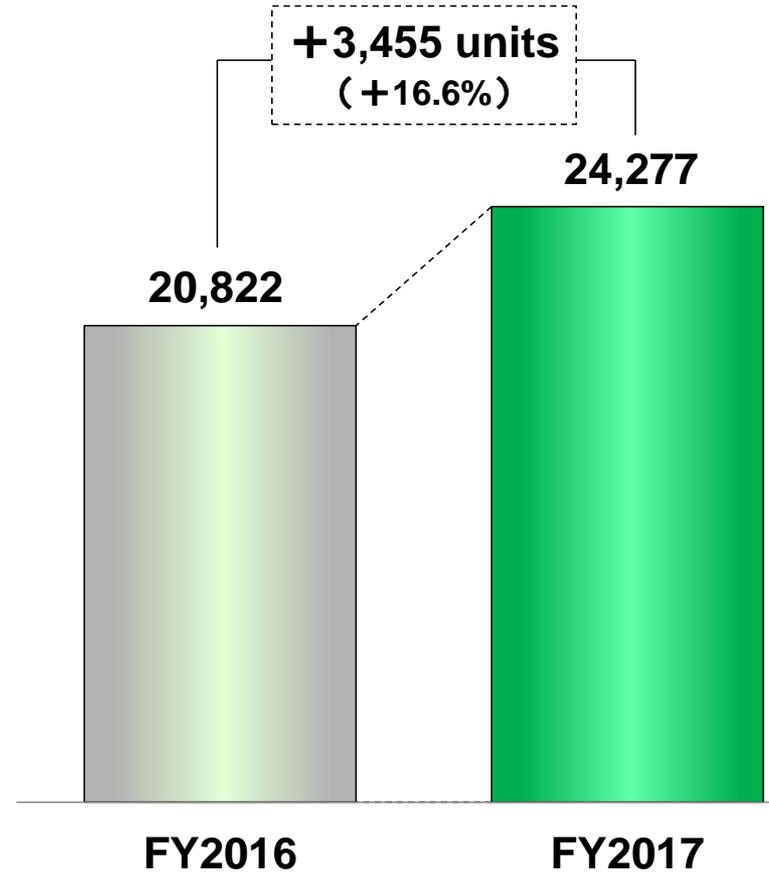
Thailand: Moderate upswing in the market due to increase in construction vehicles demand.  
Indonesia: Market invigorated due to increase in construction and mining demand.



## Thailand



## Indonesia



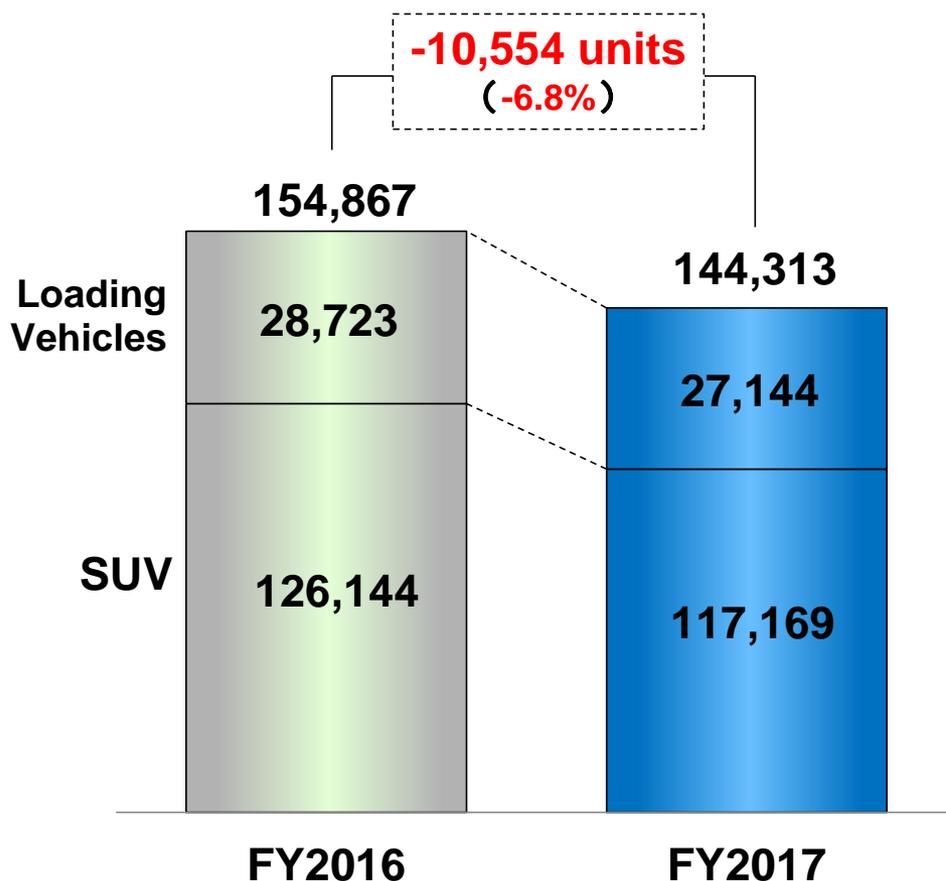
(Units)



# Consolidated Sales of Toyota Brand Vehicles and Units

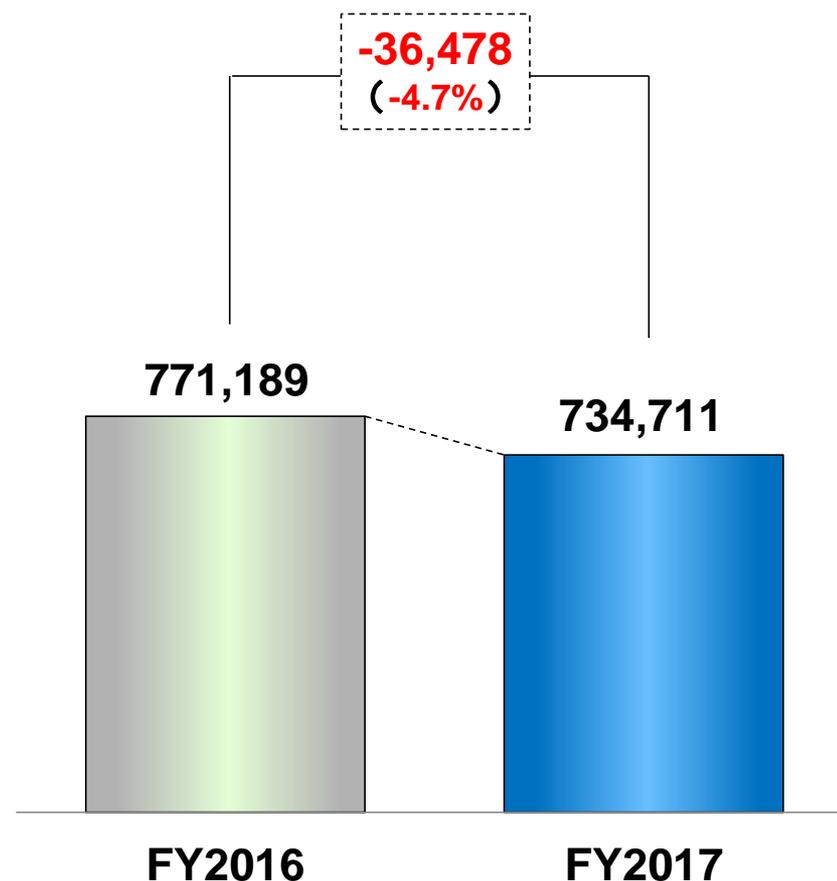
- Vehicles: Sales of vehicles decreased for both SUV and loading vehicles.
- Units: Strong U.S. market, however overall decline due to decrease in Thailand.

## Vehicles



## Units (in Thailand and the U.S.)

(Units)



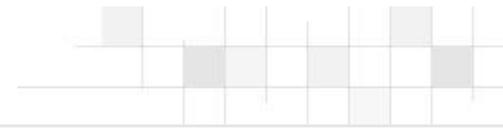


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## 2. Consolidated Financial Results

# Consolidated Income Statements

IR 8/16



Item	FY2017	FY2016	Change	Change (%)
Net sales	1,683.7	★ 1,745.5	-61.8	-3.5%
Operating income	<4.2%> 71.2	<5.6%> 98.3	<-1.4p> -27.1	-27.6%
Ordinary income	<4.3%> 72.0	<5.5%> 95.9	<-1.2p> -23.9	-24.9%
Profit attributable to owners of parent	<2.9%> 49.4	<3.7%> 65.1	<-0.8p> -15.7	-24.1%

(Billions of yen)

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

★Record high

## <Consolidated unit sales>

(Units)

	FY2017	FY2016	Change
Japan	67,059	61,297	+5,762
Overseas	104,788	106,942	-2,154
Toyota brand	144,313	154,867	-10,554
Total	316,160	323,106	-6,946

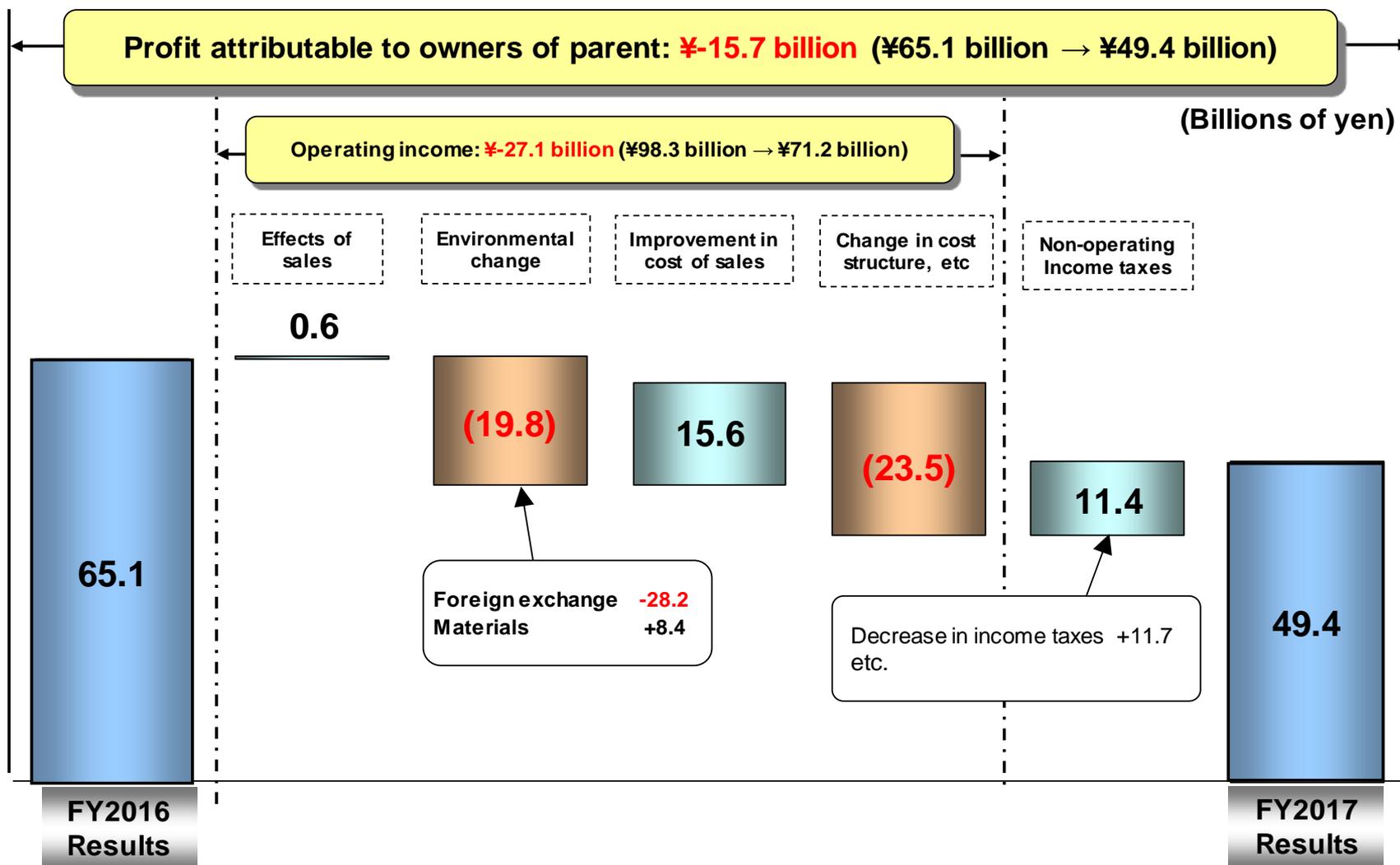
## <Exchange rate>

	FY2017	FY2016
US\$	109	120
THB	3.08	3.46
IDR(100)	0.83	0.89
A\$	82	89



# Analysis of Consolidated Income Statements

▪ Decline in profit mainly due to the impact of the strong yen.





# Consolidated Operating Income by Segments

Japan: Strong Japanese market, yet drop in profit due to the strong yen, decline in shipments and rise in cost to Toyota.

Asia: Decrease in sales due to the influence of the exchange rate, but a rise in profit due to improving profitability in Thailand and Indonesia.

Other Areas: Drop in profit due to a decrease in U.S. sales.

(Billions of yen)

	FY2017		FY2016		Change	
	Net sales	Operating income	Net sales	Operating income	Net sales	Operating income
Japan	★ 1,390.8	<3.2%> 43.9	1,380.6	<4.9%> 67.6	+0.7% +10.2	-35.1% -23.7
Asia	327.6	<5.3%> 17.4	382.0	<3.8%> 14.6	-14.2% -54.4	+19.0% +2.8
Other Areas	203.2	<3.9%> 8.0	★ 231.4	<4.7%> 10.9	-12.2% -28.2	-26.8% -2.9
Consolidated adjustment	-237.9	1.9	-248.5	5.2	+10.6	-3.3
Total	1,683.7	<4.2%> 71.2	★ 1,745.5	<5.6%> 98.3	-3.5% -61.8	-27.6% -27.1

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

★Record high





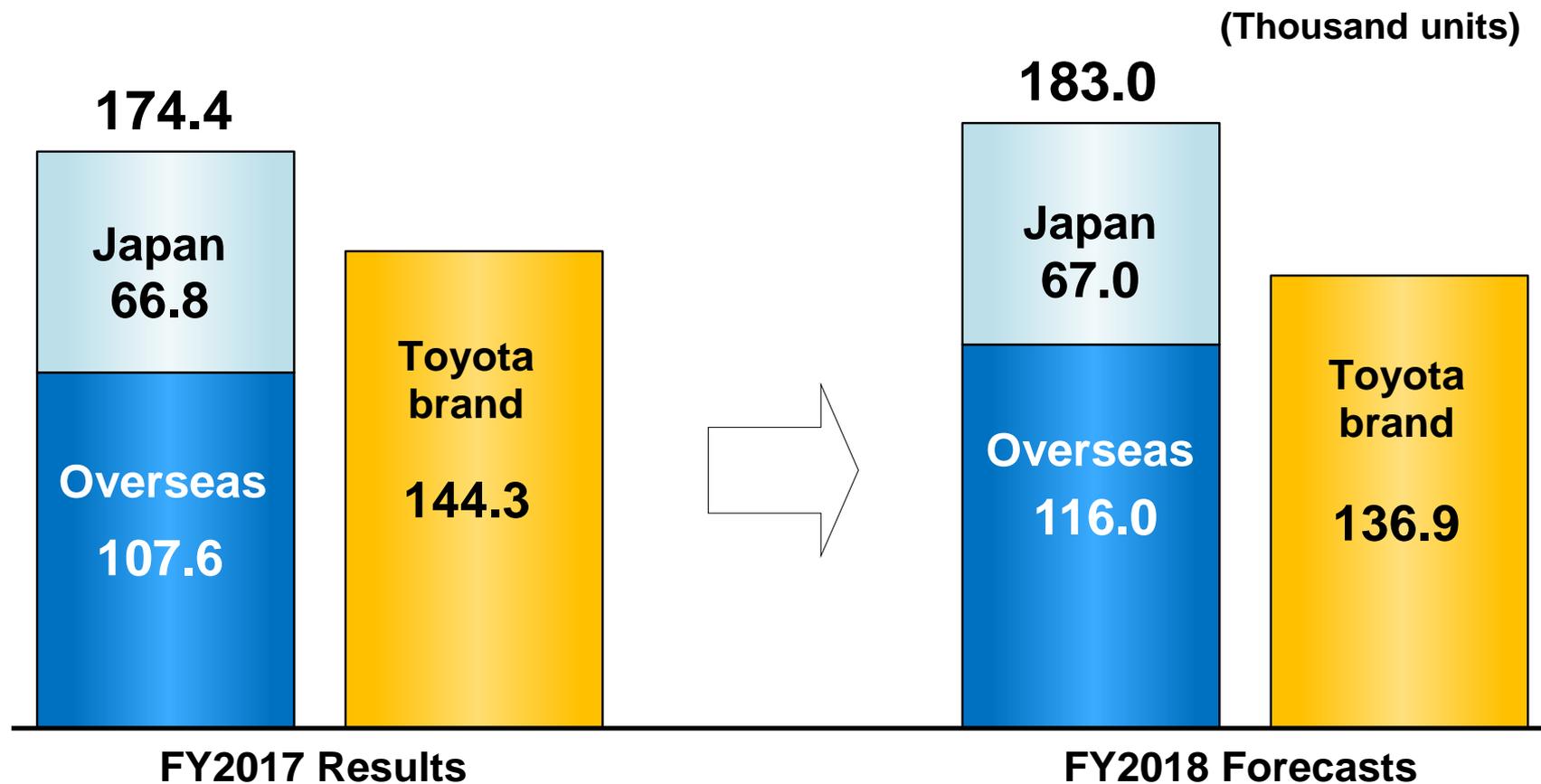
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## 3. Sales Forecasts for FY2018

# Global Unit Sales (Retail Sales)



Global unit sales are forecasted to be 183,000 due to increased sales inside and outside Japan.





# 4. Consolidated Financial Forecasts for FY2018

# Consolidated Income Statements

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(Billions of yen)

Item	FY2018 Forecasts	FY2017 Results	Change	Change (%)
Net sales	1,720.0	1,683.7	+36.3	+2.2%
Operating income	<4.4%> 75.0	<4.2%> 71.2	<+0.2p> +3.8	+5.4%
Ordinary income	<4.5%> 77.0	<4.3%> 72.0	<+0.2p> +5.0	+6.9%
Profit attributable to owners of parent	<2.9%> 50.0	<2.9%> 49.4	<0.0p> +0.6	+1.2%

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

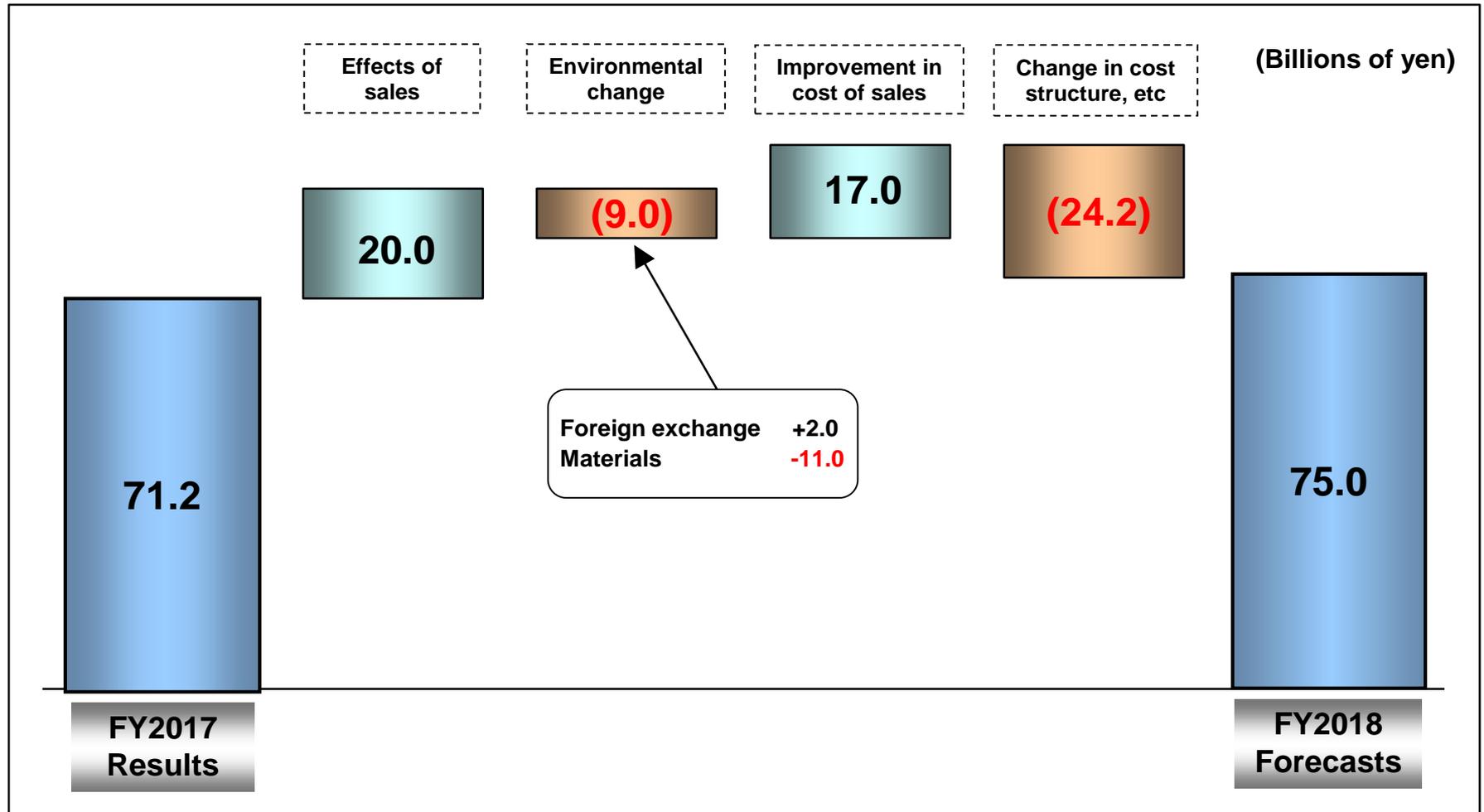
<Exchange rate>

US\$	110	109
THB	3.11	3.08
IDR(100)	0.83	0.83
A\$	83	82

# Analysis of Consolidated Operating Income (Year-on-year comparison)



Increase in operating income: ¥+3.8 billion (¥71.2 billion → ¥75.0 billion)





**HINO**