



Financial Results for Second Quarter of FY2018

(From April 1, 2017 to September 30, 2017)

November 1, 2017
Hino Motors, Ltd.

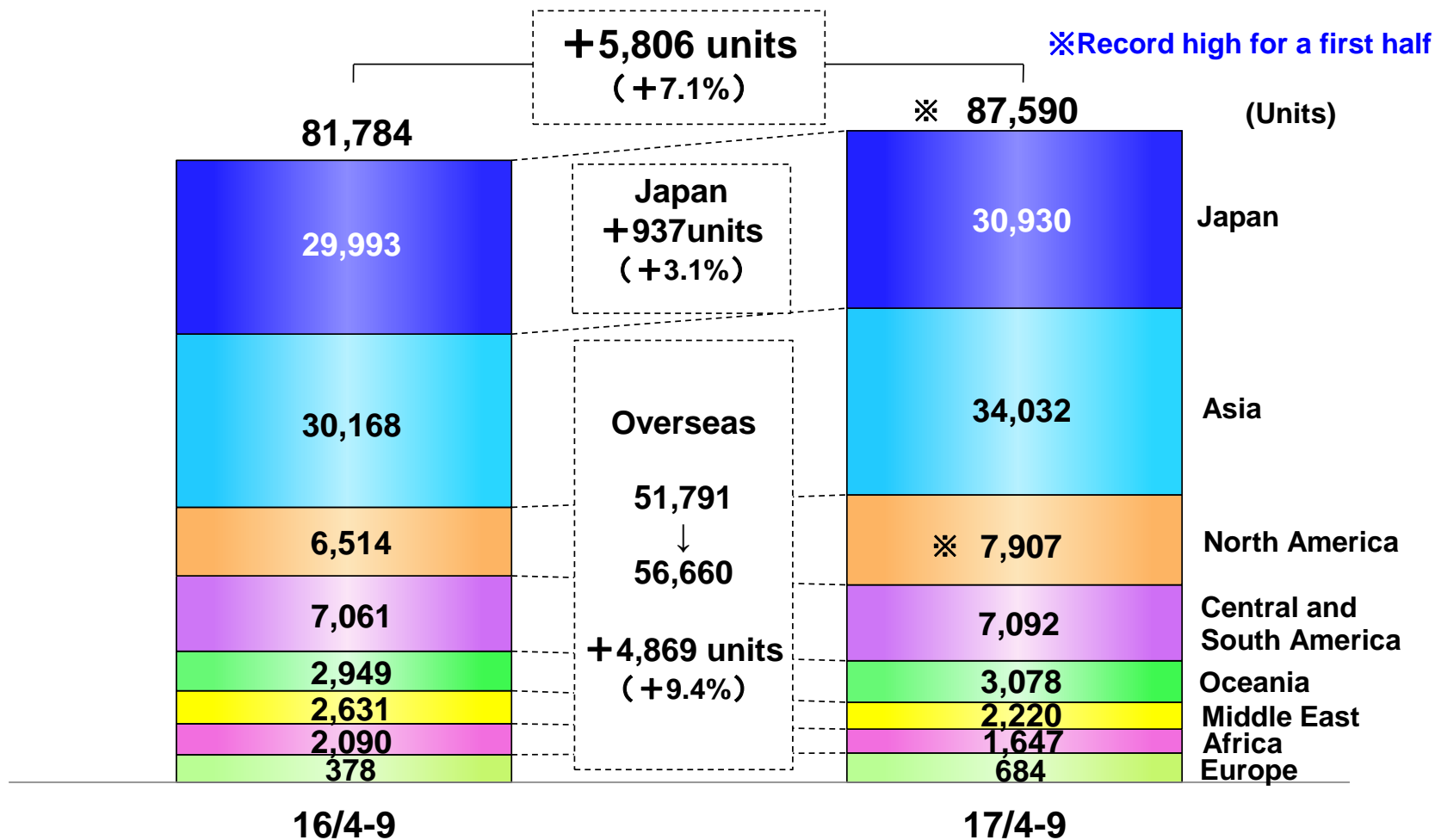


1. Sales Turnover



Global Unit Sales (Retail Sales)

Global unit sales increased from the previous year in Japan and Overseas, marking a record high for the first-half period.



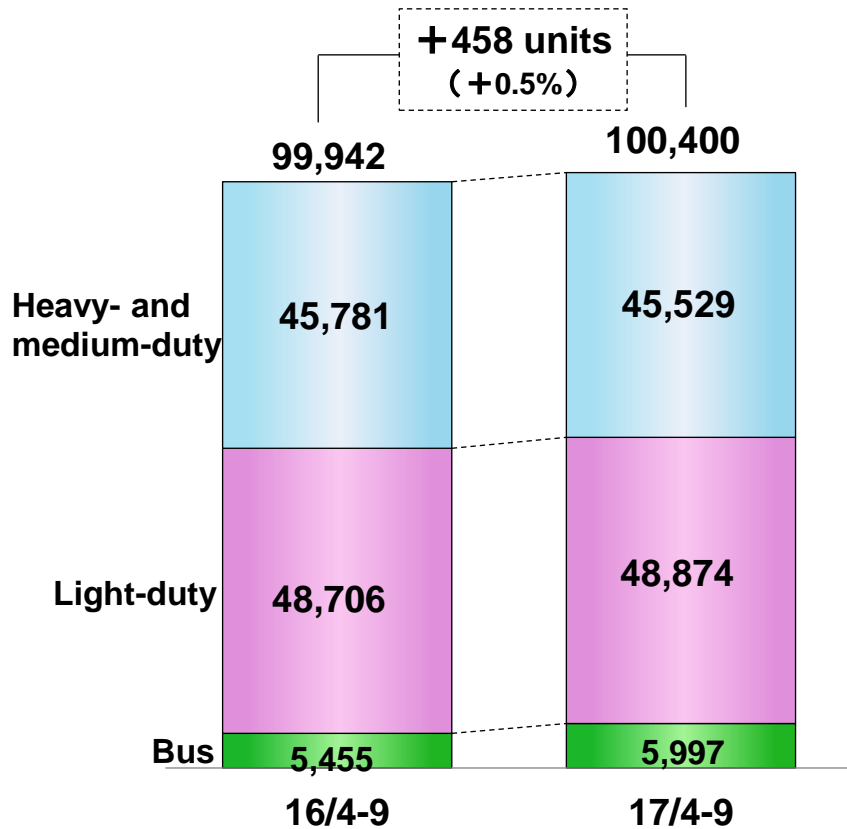


Truck and Bus Market in Japan

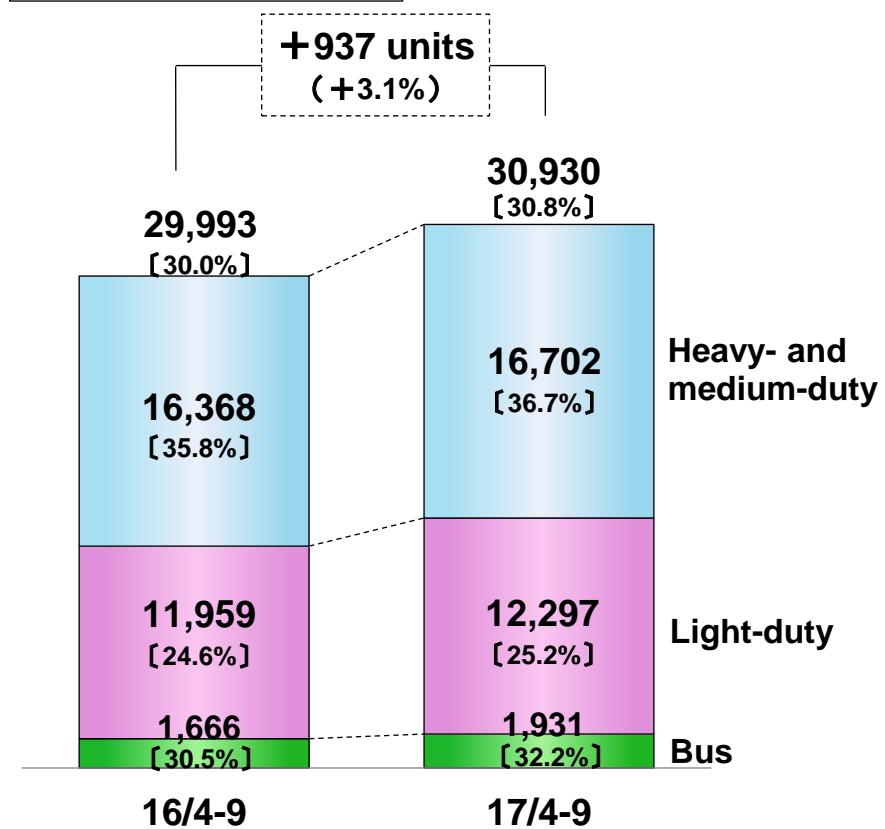
- Total demand: For the first-half period, it exceeded 100,000 units for the first time since 2006.
- Hino's sales: The sales of trucks and buses grew, and its share marked a record high.



Total demand



Hino's sales (Retail) [Share]



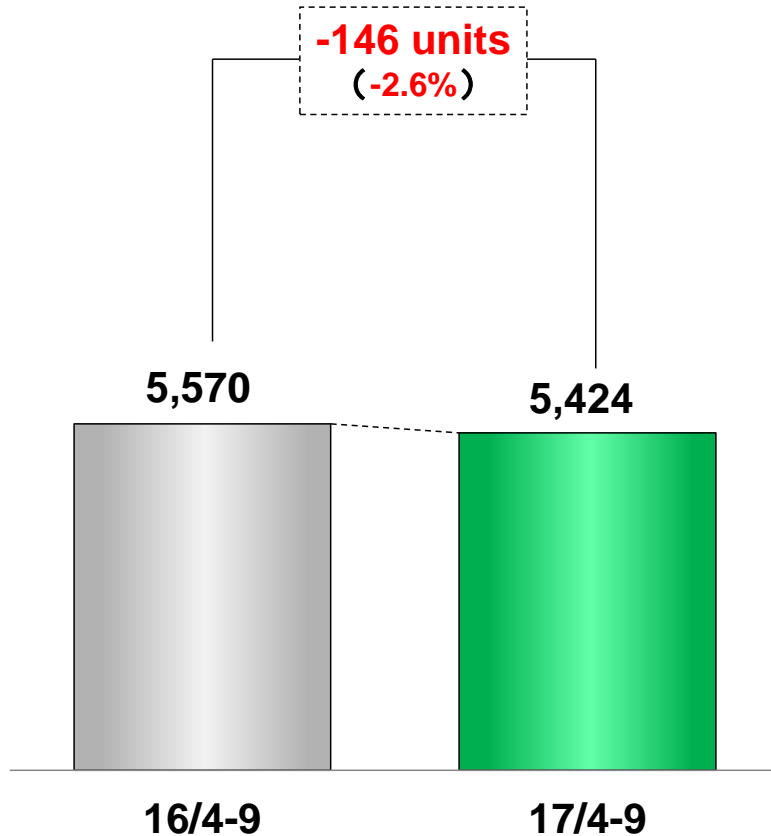


Sales Volumes in Thailand and Indonesia (Retail Sales)

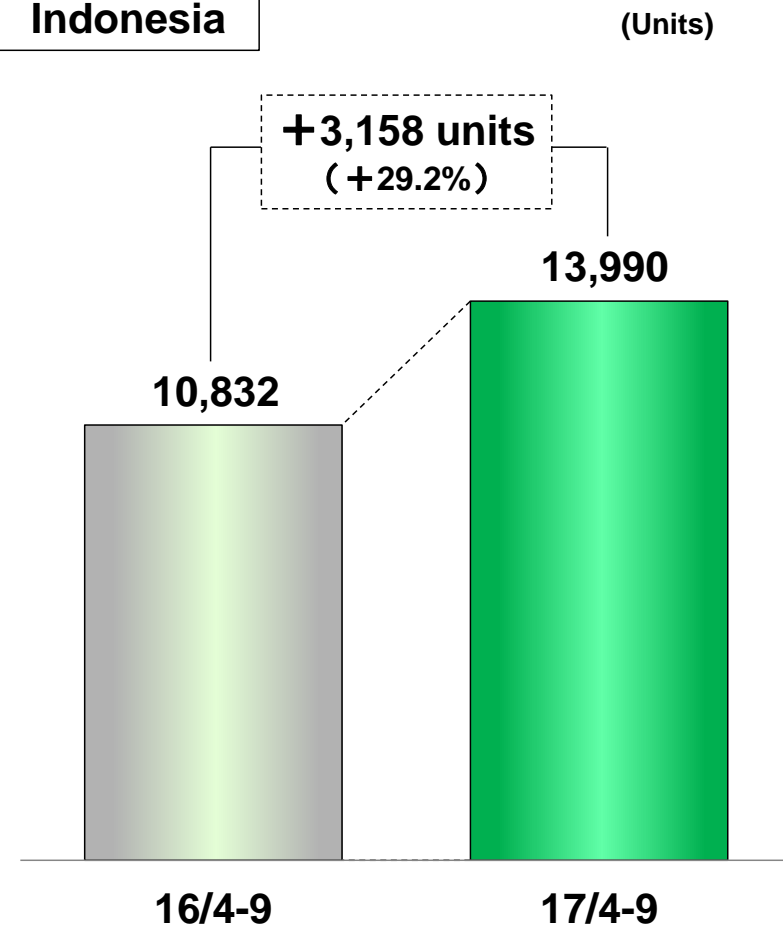
- Thailand: Due to the flood, sales volume slightly declined, but nearly unchanged from the previous year.
- Indonesia: Sales volume is favorable, due to the increase in demand for construction and mining.



Thailand



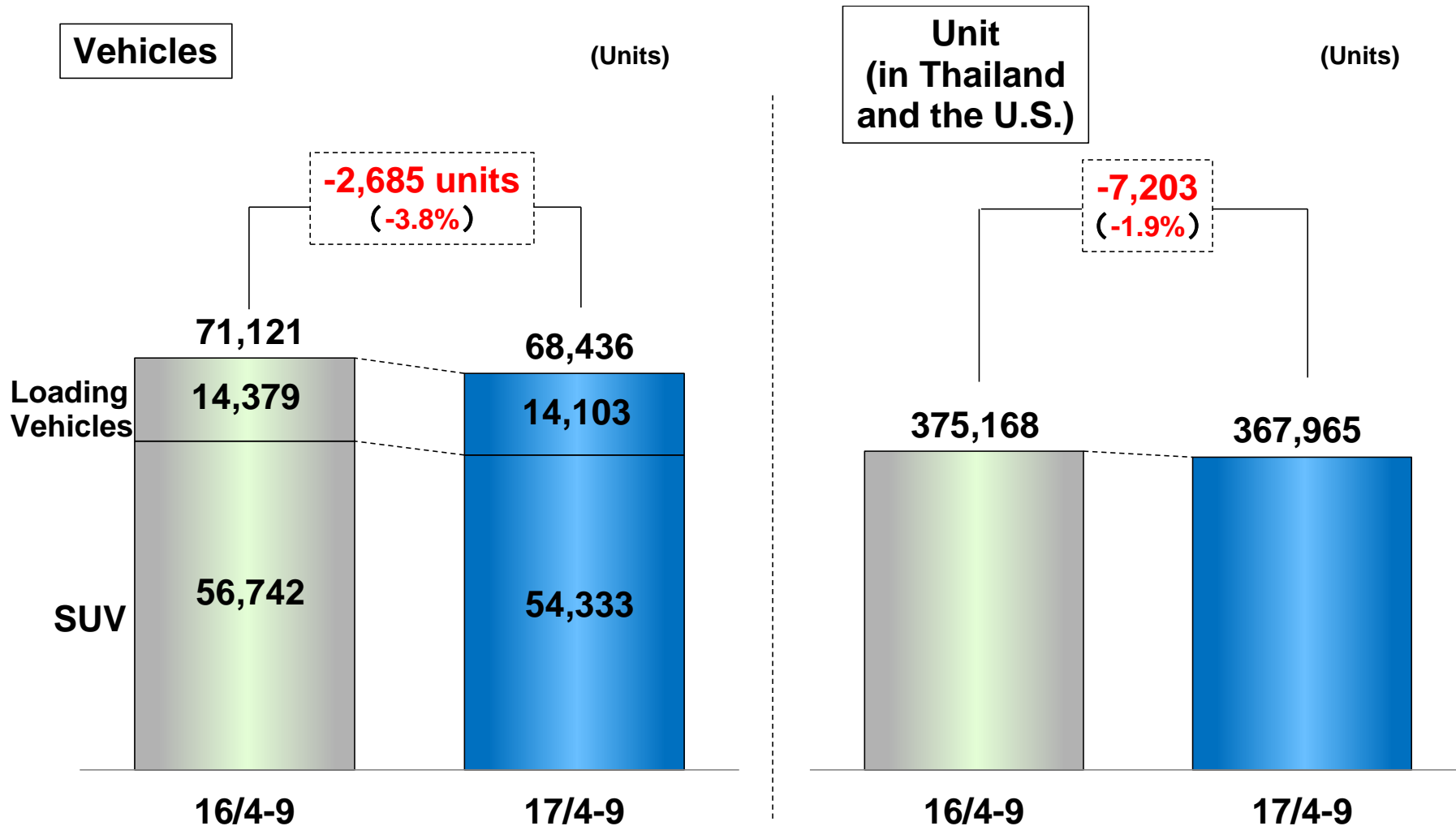
Indonesia





Consolidated Sales of Toyota Brand Vehicles and Units

- Vehicles: The sales of SUVs and loading vehicles dropped from the previous year.
- Units: Total sales decreased as the sales in Thailand declined, although the U.S. market was favorable.





2. Consolidated Financial Results

Consolidated Income Statements



(Billions of yen)

Item	FY2018 1H (^{'17} /4-9)	FY2017 1H (^{'16} /4-9)	Change	Change (%)
Net sales	850.0	799.1	+50.9	+6.4%
Operating income	<4.1%> 34.9	<4.1%> 32.9	<0.0p> +2.0	+6.2%
Ordinary income	<4.3%> 36.9	<4.0%> 32.1	<+0.3p> +4.8	+15.1%
Profit attributable to owners of parent	<2.7%> 23.0	<2.8%> 22.6	<-0.1p> +0.4	+1.8%

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

<Consolidated unit sales>

(Units)

	17/4-9	16/4-9	Change
Japan	31,404	30,875	+529
Overseas	54,045	50,464	+3,581
Toyota brand	68,436	71,121	-2,685

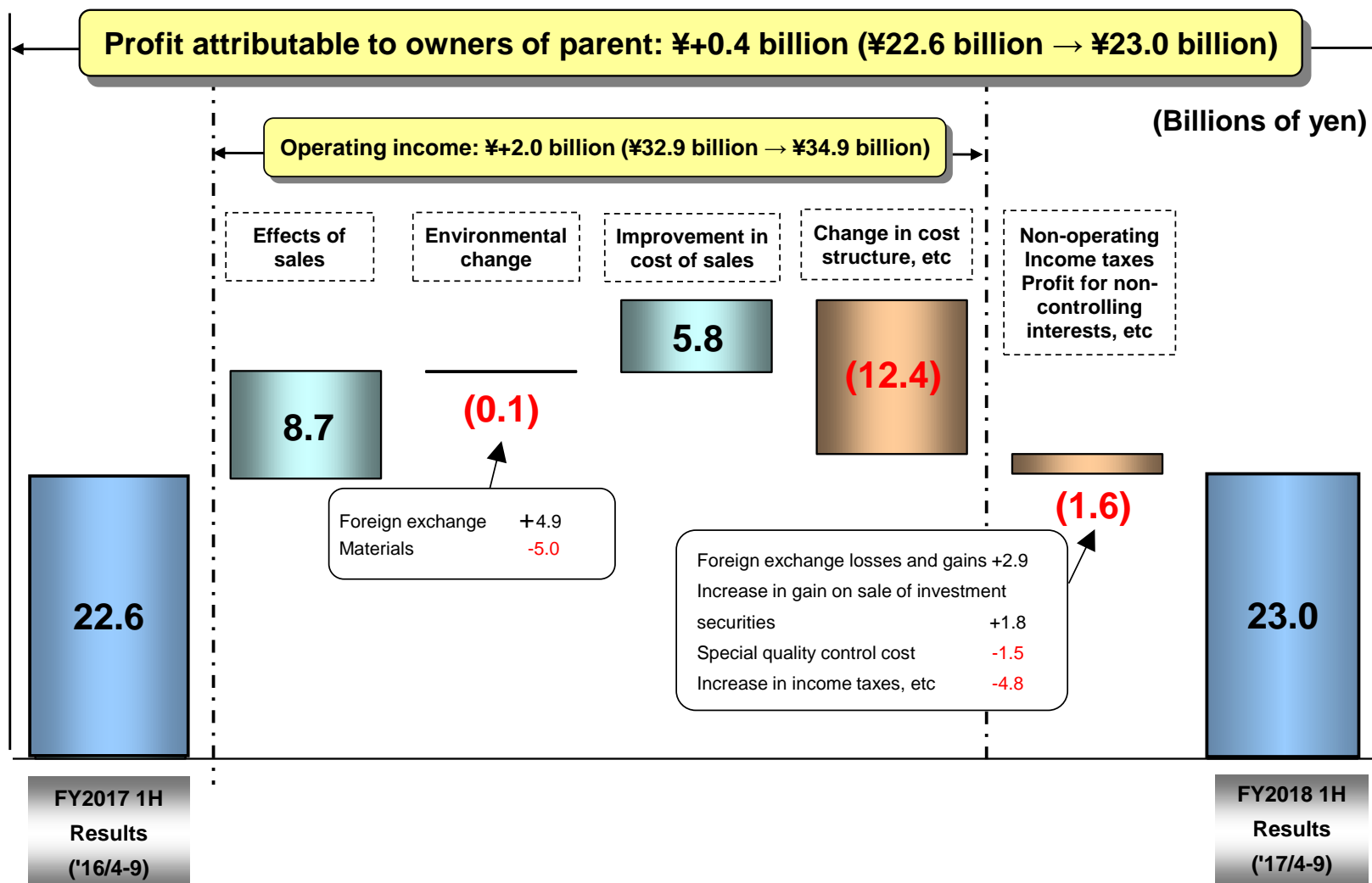
<Exchange rate>

	17/4-9	16/4-9
US\$	111	107
THB	3.27	3.04
IDR(100)	0.83	0.81
A\$	85	80



Analysis of Consolidated Income Statements

Income grew as effects of sales and improvement in cost of sales offset the augmentation in cost, such as depreciation.





Consolidated Operating Income by Segments

Japan: Sales and profit increased due to the growth in domestic sales and export, and the effect of exchange rates.

Asia: Sales and profit grew due to the increase in the sales of vehicles mainly in Indonesia.

Other Areas: Sales and profit grew, because sales rose mainly in North America.

※Record high for a first half period

(Billions of yen)

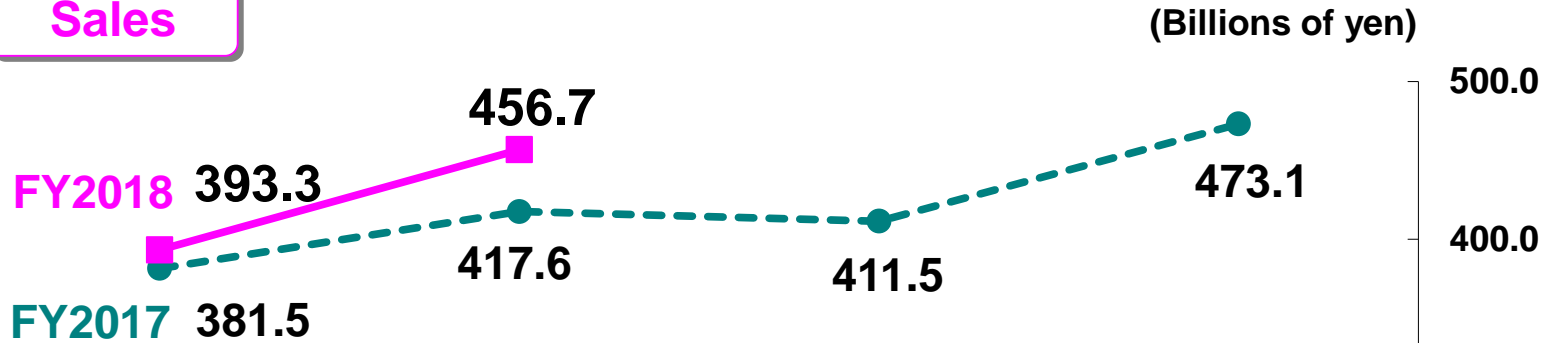
	FY2018 1H ('17/4-9)		FY2017 1H ('16/4-9)		Change	
	Net sales	Operating income	Net sales	Operating income	Net sales	Operating income
Japan	※ 689.8	<3.1%> 21.7	659.9	<2.8%> 18.5	+4.5% +29.9	+17.3% +3.2
Asia	183.9	<5.2%> 9.6	155.2	<5.2%> 8.1	+18.5% +28.7	+18.2% +1.5
Other Areas	115.6	<4.0%> 4.5	94.4	<4.5%> 4.2	+22.4% +21.2	+8.6% +0.3
Consolidated adjustment	-139.3	-0.9	-110.4	2.1	-28.9	-3.0
Total	850.0	<4.1%> 34.9	799.1	<4.1%> 32.9	+6.4% +50.9	+6.2% +2.0

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

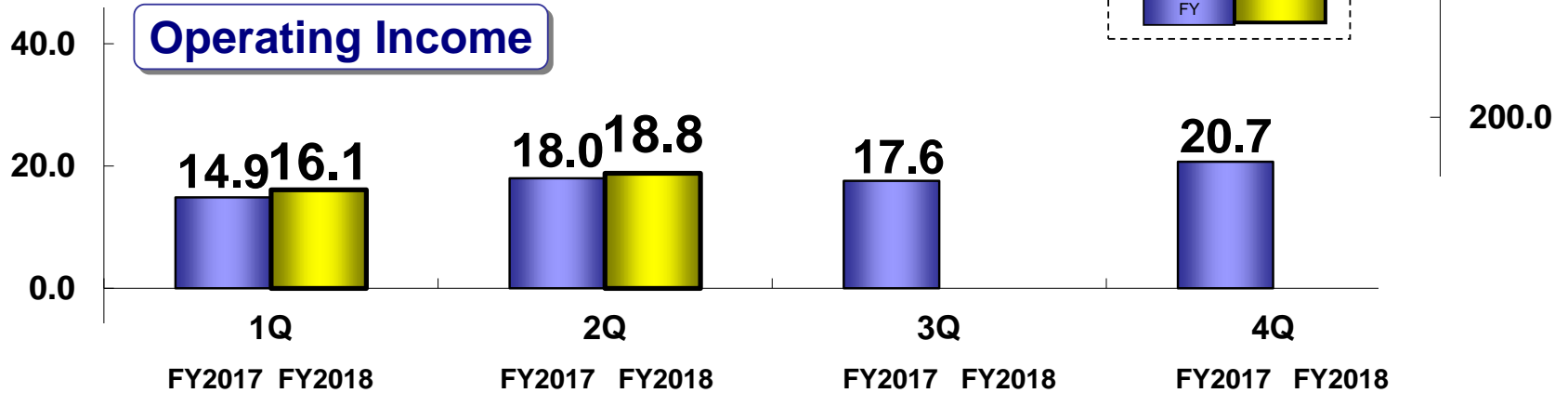


Trends in the Quarterly Consolidated Sales and Operating Income

Sales



Operating Income



<Exchange rate>

US\$	111	111	103	111	106	115



3. Sales Forecasts for FY2018



Global Unit Sales (Retail Sales)

Japan: No change to the initial forecast.

Overseas: Revised upwardly by 2,000 units, considering Asian regions, especially Indonesia

	(Thousand units)				(Thousand units)		
	FY2018 (^{'17/4} - ^{'18/3}) Forecasts announced on November 1	FY2018 (^{'17/4} - ^{'18/3}) Forecasts announced on April 27	Change	Change (%)	FY2017 (^{'16/4} - ^{'17/3}) Results	Change	Change(%)
Japan	67.0	67.0	—	—	66.8	+0.2	+0.3%
Overseas	118.0	116.0	+2.0	+1.7%	107.6	+10.4	+9.7%
Total	185.0	183.0	+2.0	+1.1%	174.4	+10.6	+6.1%
Toyota brand (*)	146.8	136.9	+9.9	+7.2%	144.3	+2.5	+1.7%

*Including Dyna for Indonesia.



4. Consolidated Financial Forecasts for FY2018

Consolidated Income Statements

IR 15/17



Item	(Billions of yen)				(Billions of yen)		
	FY2018 (^{'17/4} - ^{'18/3}) Forecasts announced on November 1	FY2018 (^{'17/4} - ^{'18/3}) Forecasts announced on April 27	Change	Change (%)	FY2017 (^{'16/4} - ^{'17/3}) Results	Change	Change(%)
Net sales	1,760.0	1,720.0	+40.0	+2.3%	1,683.7	+76.3	+4.5%
Operation income	<4.3%> 75.0	<4.4%> 75.0	<-0.1p>	-	<4.2%> 71.2	<+0.1p> +3.8	+5.4%
Ordinary income	<4.4%> 77.0	<4.5%> 77.0	<-0.1p>	-	<4.3%> 72.0	<+0.1p> +5.0	+6.9%
Profit attributable to owners of parent	<2.8%> 50.0	<2.9%> 50.0	<-0.1p>	-	<2.9%> 49.4	<-0.1p> +0.6	+1.2%

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

<Exchange rate>

US\$	110	110
THB	3.19	3.11
IDR(100)	0.83	0.83
A\$	84	83

Second half

110
3.11
0.83
83

FY2017

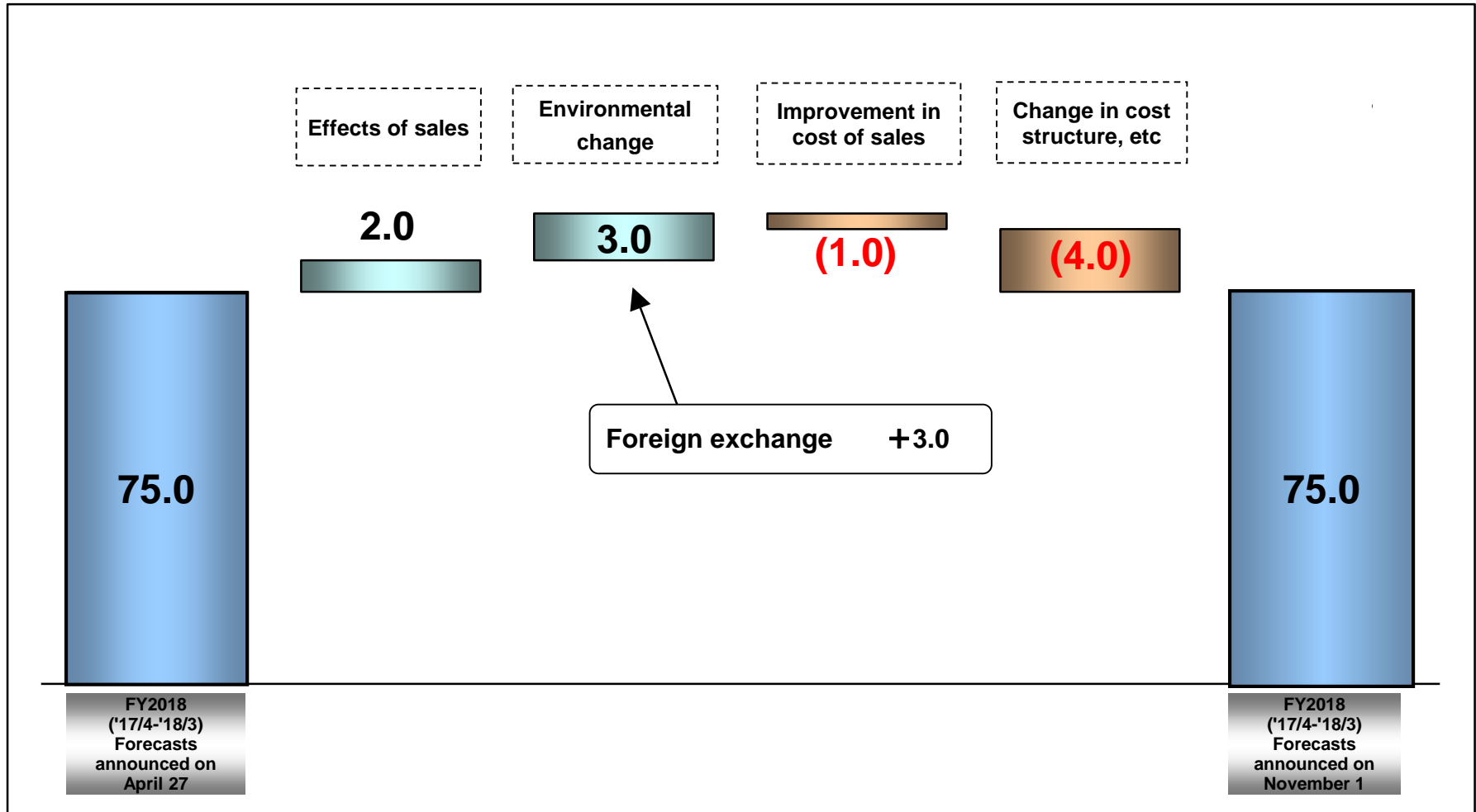
109
3.08
0.83
82



Analysis of Consolidated Operating Income (Comparison with forecasts announced on April 27)

Change in operating income: ¥±0 billion (¥75.0 billion → ¥75.0 billion)

(Billions of yen)

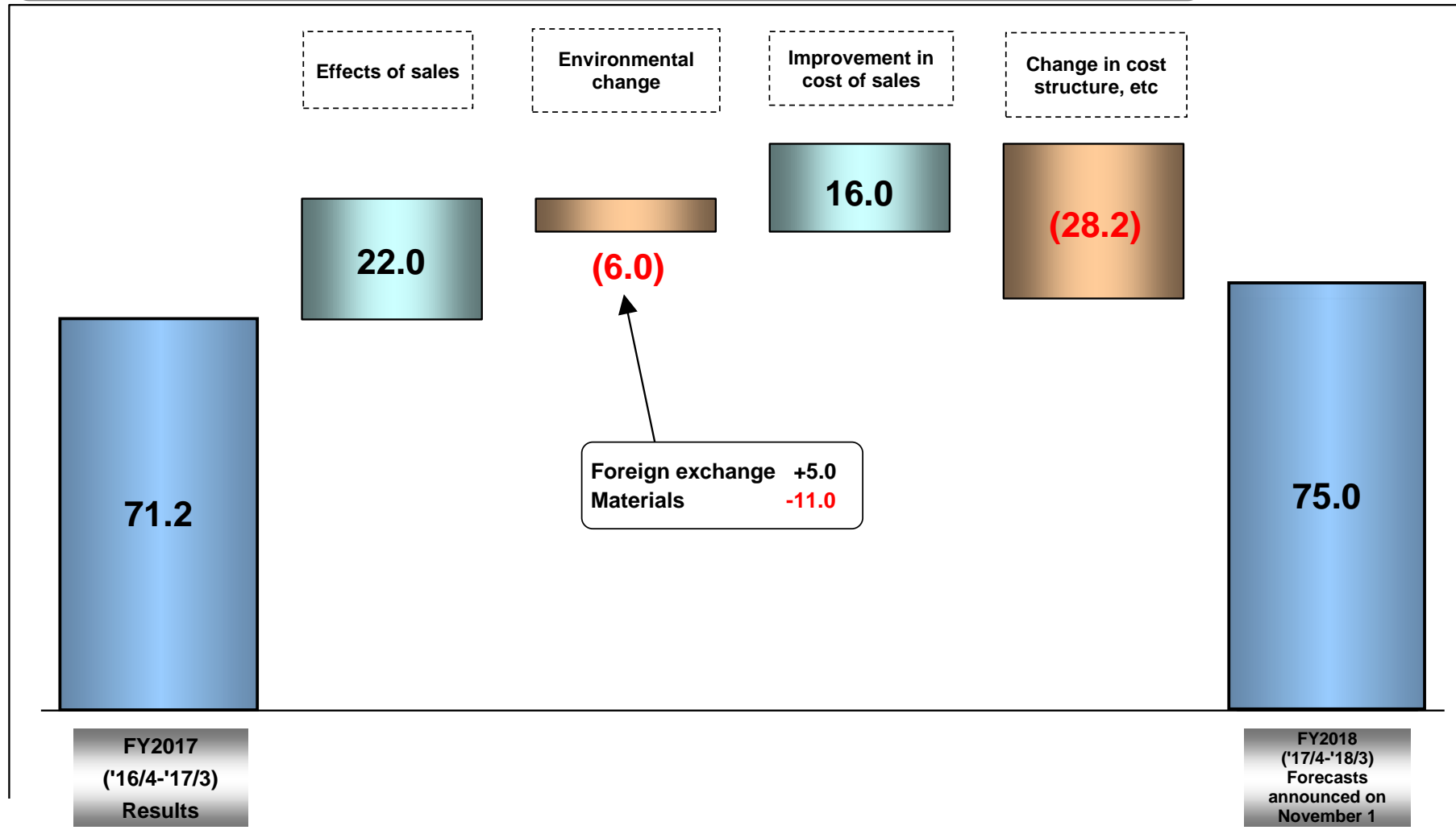


Analysis of Consolidated Operating Income (Year-on-year comparison)



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

(Billions of yen)



FY2017
(^{'16/4}-^{'17/3})
Results

FY2018
(^{'17/4}-^{'18/3})
Forecasts
announced on
November 1



HINO