

Financial Results for the Third Quarter of the Fiscal Year Ending March 31, 2018
[Japanese GAAP] (Consolidated)
English translation from the original Japanese-language document



January 31, 2018

Stock Listing: Tokyo and Nagoya

Name of Listed Company: Hino Motors, Ltd.
 Code Number: 7205 URL: <http://www.hino.co.jp/>
 Representative: Yoshio Shimo, President & CEO
 Contact Point: Masashi Ueno, General Manager, Corporate Communication Dept., Public Affairs Div.
 Phone: (042) 586-5494

Scheduled Date of Quarterly Financial Statements Filing: February 5, 2018

Scheduled Date of Dividend Payment Start: -

Supplementary materials for the quarterly financial results: Yes

Investor conference for the quarterly financial results: Yes (For Mass Media and Analysts)

(Amounts are rounded down to the nearest one million yen)

1. Consolidated Financial Results for the Third Quarter of the Fiscal Year Ending March 31, 2018 (April 1, 2017–December 31, 2017)

(1) Consolidated Financial Results (Cumulative) (% of change from previous year.)

	Net sales		Operating income		Ordinary income		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
3Q of FY 2018	1,328,045	9.7	61,386	21.5	63,384	20.2	39,257	11.5
3Q of FY 2017	1,210,643	(7.3)	50,522	(37.9)	52,723	(33.0)	35,213	(37.0)

(Note) Comprehensive income: 3Q of FY 2018: ¥ 58,357 million (45.6%) 3Q of FY 2017: ¥ 40,069 million (-22.3%)

	Profit per share		Diluted profit per share	
	Yen		Yen	
3Q of FY 2018	68.43		68.41	
3Q of FY 2017	61.40		61.37	

(2) Consolidated Financial Position

	Total assets		Net assets		Equity ratio	
	Millions of yen		Millions of yen		%	
3Q of FY 2018	1,248,567		552,087		40.2	
FY 2017	1,192,385		512,913		39.0	

(Reference) Equity capital: 3Q of FY 2018: ¥502,187million FY 2017: ¥465,289 million

2. Dividends

	Dividends per share				
	1Q	2Q	3Q	Year-end	Annual
	Yen				
FY 2017	—	11.00	—	15.00	26.00
FY 2018	—	13.00	—		
FY 2018 (forecast)				13.00	26.00

(Note) Changes from the latest dividend forecast: None

3. Forecasts of Consolidated Financial Results for the Fiscal Year Ending March 31, 2018 (April 1, 2017 – March 31, 2018)

(% of change from FY2017.)

	Net sales		Operating income		Ordinary income		Profit attributable to owners of parent		Profit per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
FY 2018	1,770,000	5.1	78,000	9.6	80,000	11.0	52,000	5.2	90.63

(Note) Changes from the latest financial forecast: Yes

*Notes

(1) Changes in significant subsidiaries (changes of specified subsidiaries resulting in changes in scope of consolidation) during the current term: None

(2) Application of the accounting procedures for producing quarterly consolidated financial statements: None

(3) Changes in accounting policies, accounting estimates and restatements:

- 1) Changes in accounting policies due to revisions of accounting standards: None
- 2) Changes in accounting policies due to reasons other than above 1): None
- 3) Changes in accounting estimates: None
- 4) Restatements: None

(4) Number of outstanding shares (common stock)

1) Number of outstanding shares (including treasury stock) at end of term	3Q of FY 2018	574,580,850 shares	FY 2017	574,580,850 shares
2) Number of treasury stock at end of term	3Q of FY 2018	841,406 shares	FY 2017	903,739 shares
3) Average number of shares (quarterly consolidated cumulative period)	3Q of FY 2018	573,724,126 shares	3Q of FY 2017	573,471,436 shares

*Summary of financial results is out of scope of audit.

*Statement regarding the proper use of financial forecasts and other remarks

- Descriptions regarding the future, including the financial projections contained in this report, are based on certain assumptions currently available to the Company, which are, at the discretion of the Company, deemed reasonable, and the Company gives no guarantees that it will achieve these results. In addition, actual financial results may significantly vary due to various factors.