



Financial Results for FY2018

(Fiscal Year Ended March 31, 2018)

April 26, 2018
Hino Motors, Ltd.

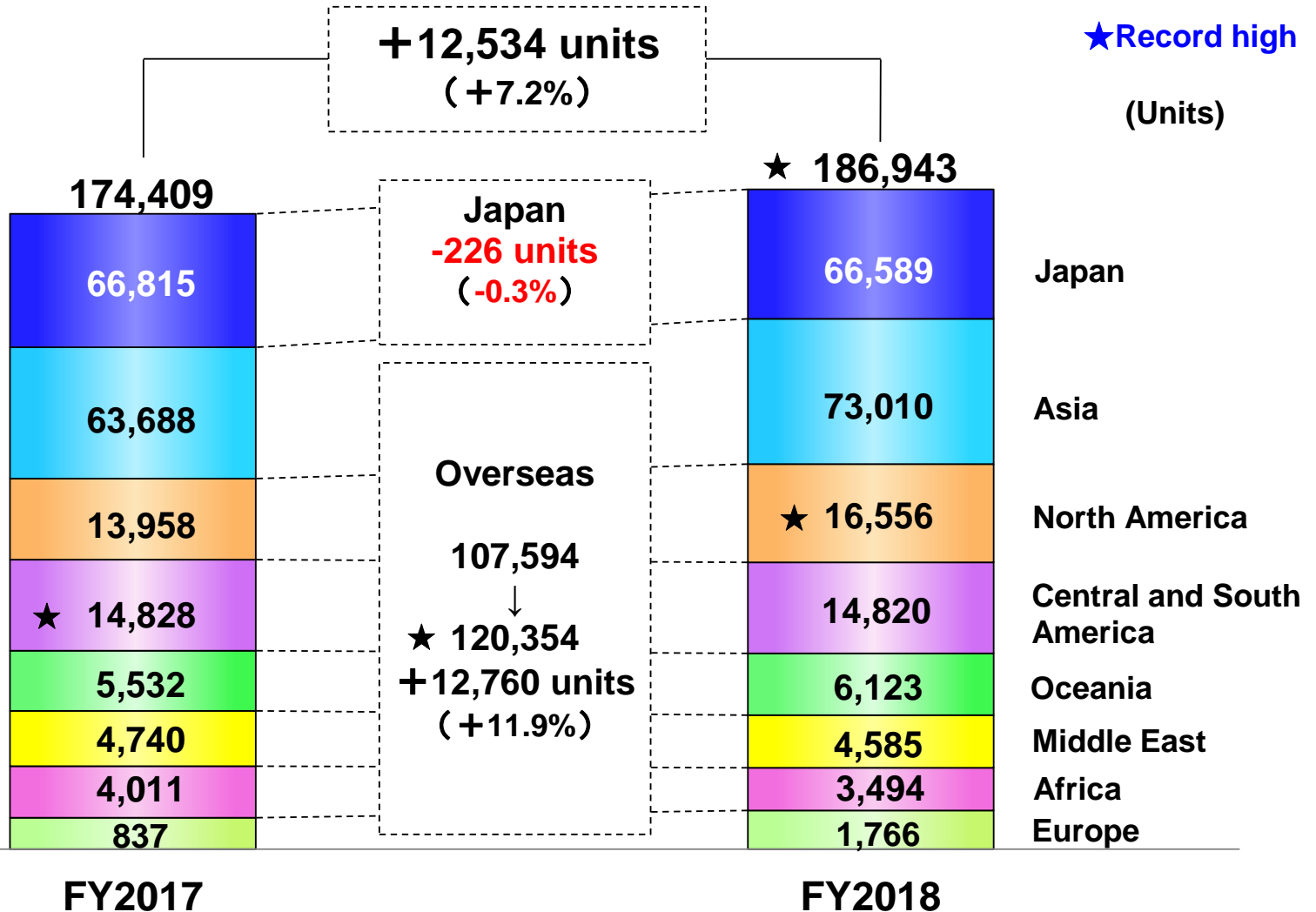


1. Sales Turnover



Global Unit Sales (Retail Sales)

Global unit sales achieved a record high, due to the sales growth in Asia and North America.

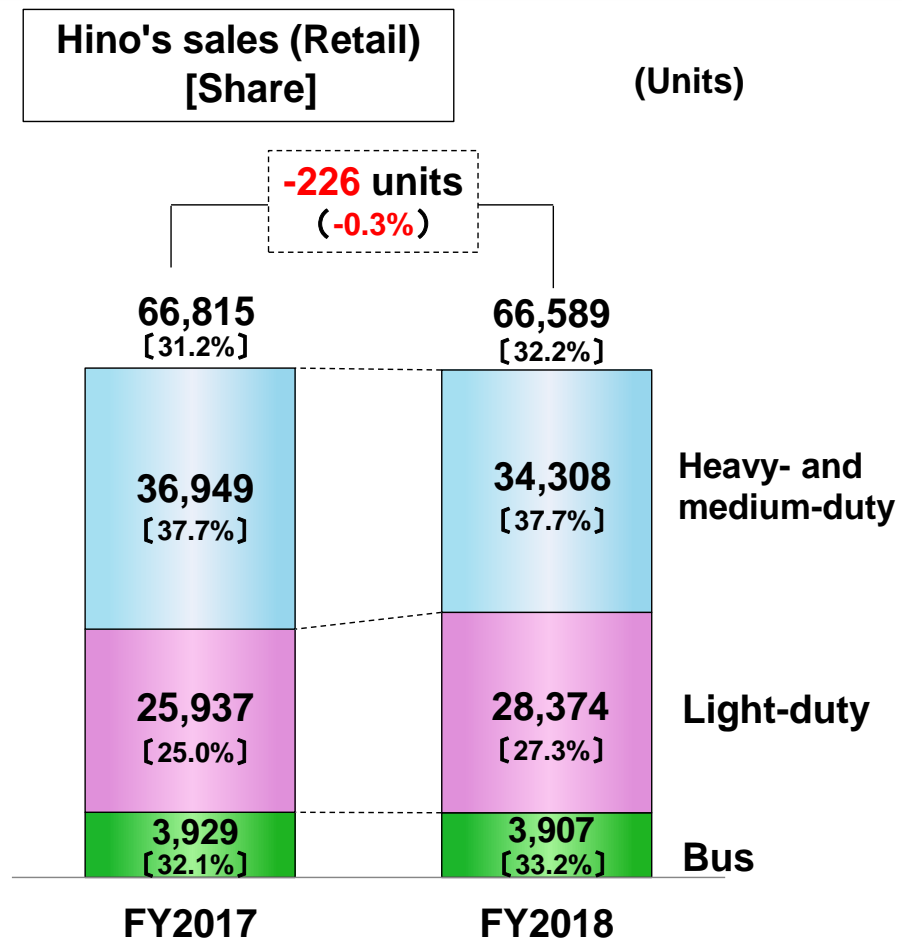
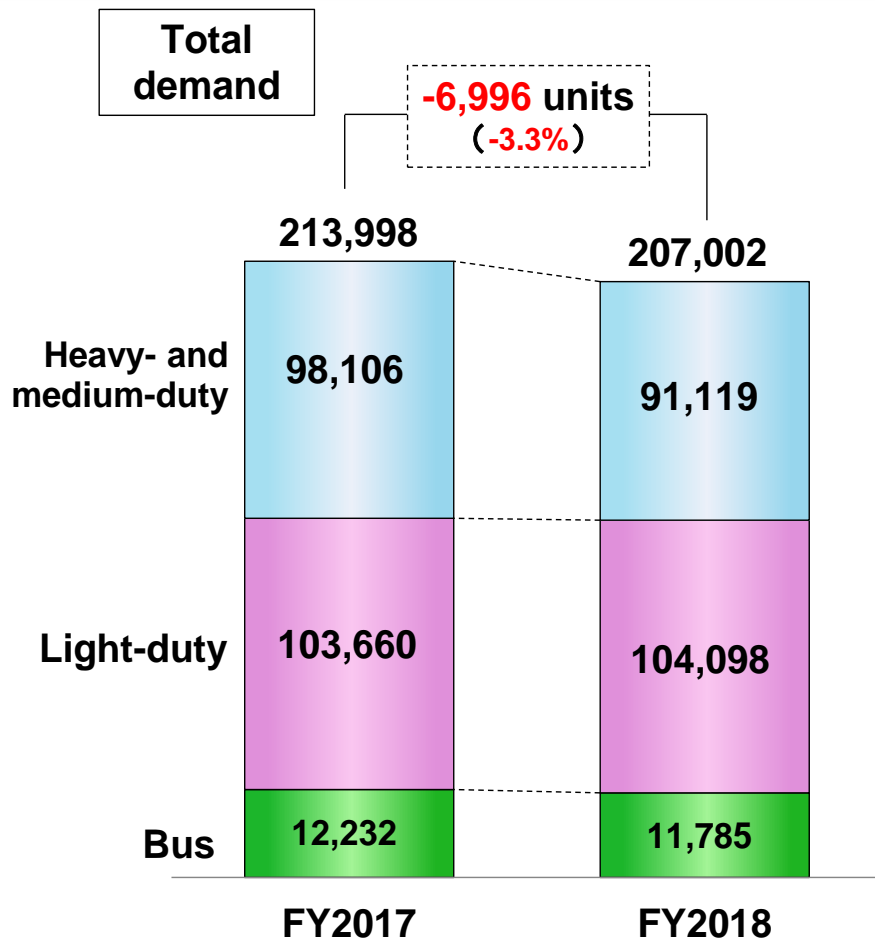




Truck and Bus Market in Japan

Total demand: The demand in the truck market declined year-on-year for the first time in 8 years since 2009.

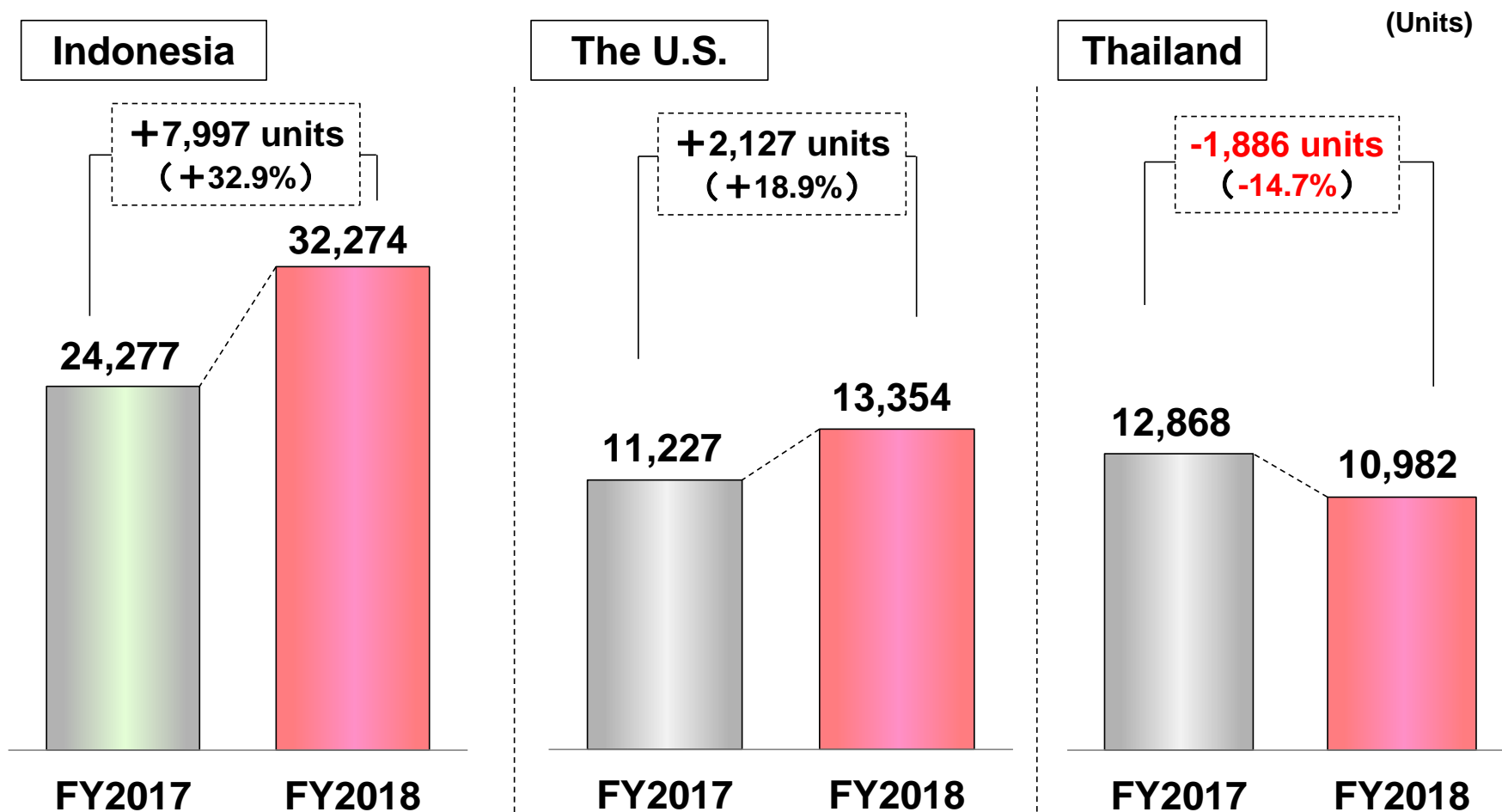
Hino's sales: As the sales of light-duty trucks increased, total share achieved a record high.





Sales Volumes in Indonesia, the U.S. and Thailand (Retail Sales)

Indonesia: Since the demand for construction and mining recovered, sales grew considerably.
 The U.S.: In the healthy market, sales rose steadily.
 Thailand: Its economy is recovering, but the sluggish market continues, and sales declined.

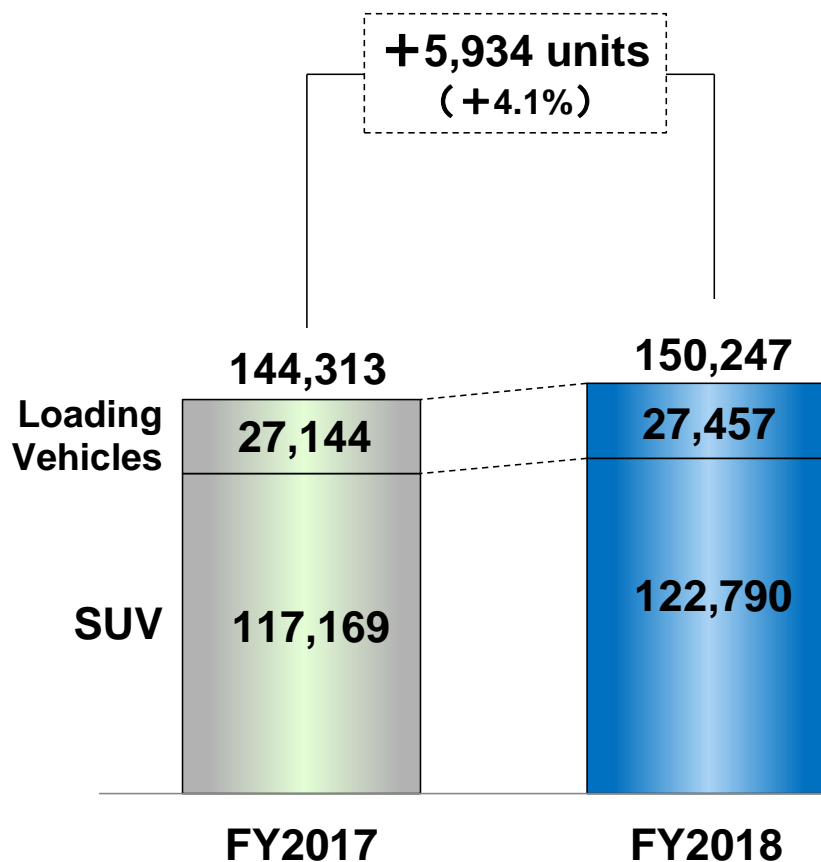




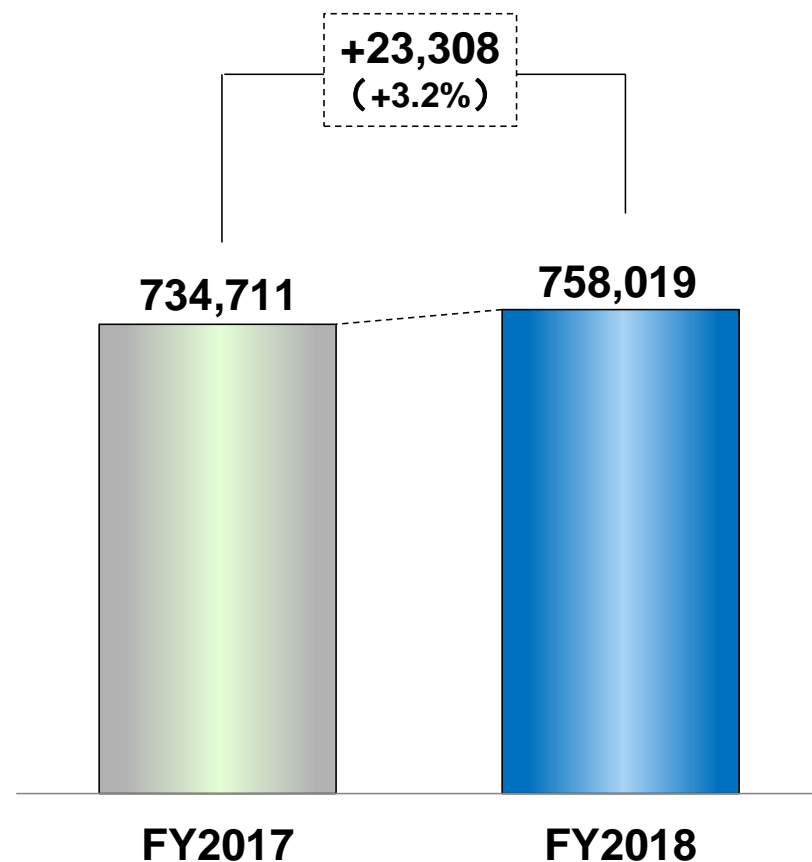
Consolidated Sales of Toyota Brand Vehicles and Unit

Vehicles: The sales of SUVs and loading vehicles increased from the previous year.
Unit: Unit sales rose from the previous year, because the U.S. market is favorable and the performance in Thailand recovered.

Vehicles



Units (in Thailand and the U.S.)





2. Consolidated Financial Results



Consolidated Income Statements

★Record high

(Billions of yen)

Item	FY2018	FY2017	Change	Change (%)
Net sales	★1,838.0	1,683.7	+154.3	+9.2%
Operating income	<4.4%> 80.3	<4.2%> 71.2	<+0.2p> +9.1	+12.9%
Ordinary income	<4.4%> 80.4	<4.3%> 72.0	<+0.1p> +8.4	+11.6%
Profit attributable to owners of parent	<2.8%> 51.4	<2.9%> 49.4	<-0.1p> +2.0	+4.0%

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

<Consolidated unit sales>

(Units)

<Exchange rate>

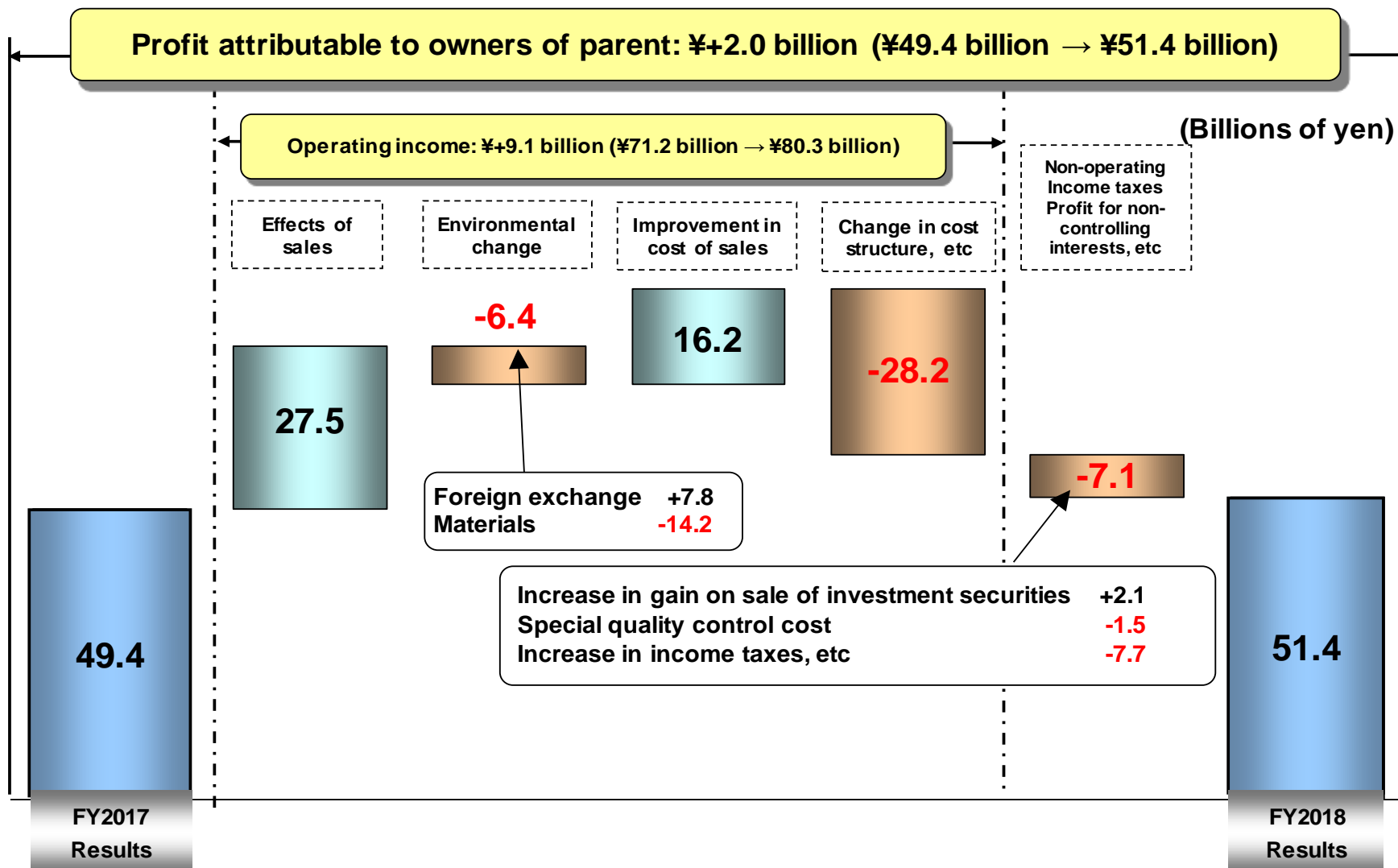
	FY2018	FY2017	Change
Japan	67,472	67,059	+413
Overseas	116,544	104,788	+11,756
Toyota brand	150,247	144,313	+5,934

	FY2018	FY2017
US\$	111	109
THB	3.34	3.08
IDR(100)	0.83	0.83
A\$	86	82



Analysis of Consolidated Income Statements

Income increased, as sales inside and outside Japan grew.





Consolidated Operating Income by Segments

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

Asia: Sales and profit increased mainly due to the sales growth in Indonesia.

Other Areas: Sales and profit increased due to favorable sales in North America and other major regions.

★Record high

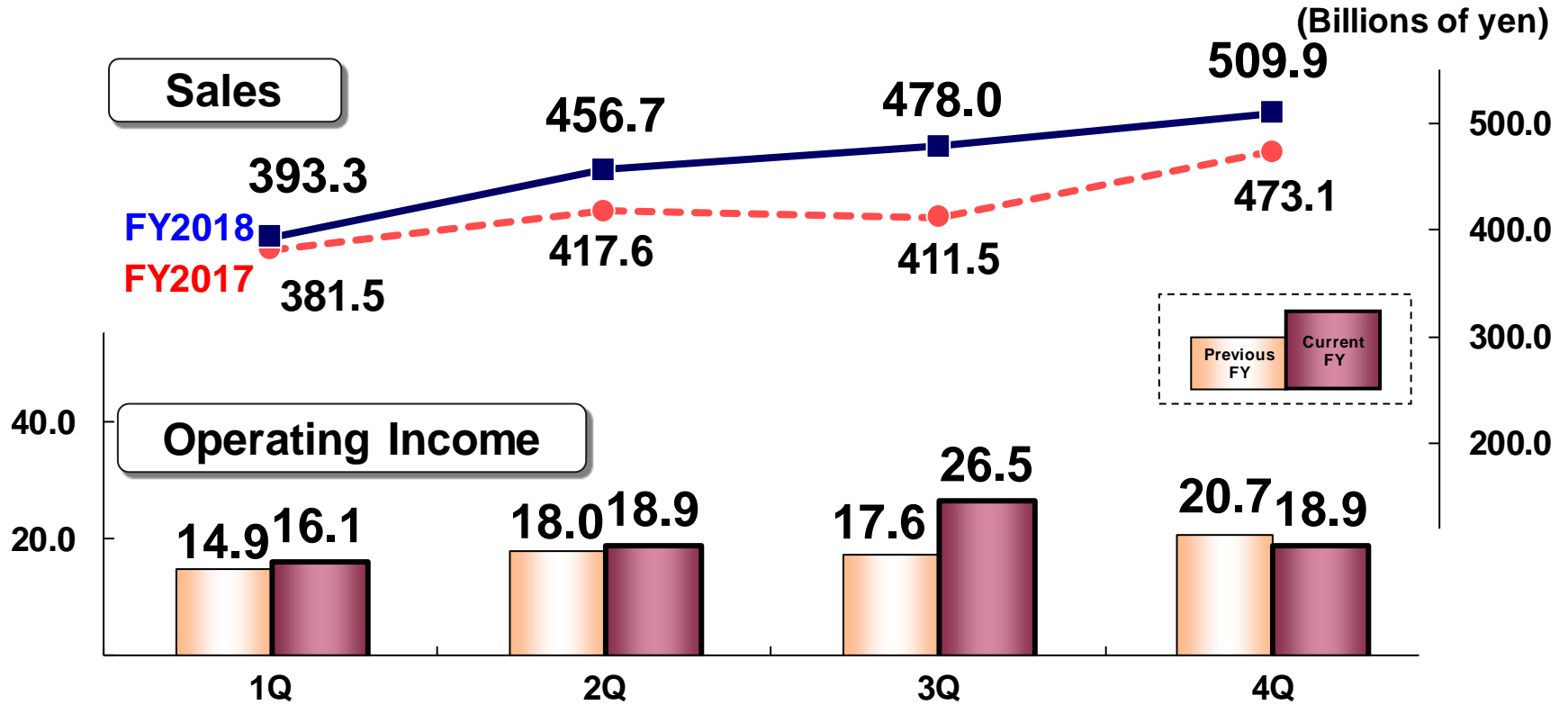
(Billions of yen)

	FY2018		FY2017		Change	
	Net sales	Operating income	Net sales	Operating income	Net sales	Operating income
Japan	★ 1,486.6	<3.3%> 49.0	1,390.8	<3.2%> 43.9	+6.9% +95.8	+11.6% +5.1
Asia	403.7	<5.4%> 21.8	327.6	<5.3%> 17.4	+23.2% +76.1	+25.5% +4.4
Other Areas	★ 241.2	<4.4%> 10.6	203.2	<3.9%> 8.0	+18.7% +38.0	+33.6% +2.6
Consolidated adjustment	-293.5	-1.1	-237.9	1.9	-55.6	-3.0
Total	★ 1,838.0	<4.4%> 80.3	1,683.7	<4.2%> 71.2	+9.2% +154.3	+12.9% +9.1

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>	FY2017	FY2018	FY2017	FY2018	FY2017	FY2018	FY2017	FY2018
US\$	111	111	103	111	106	112	115	111

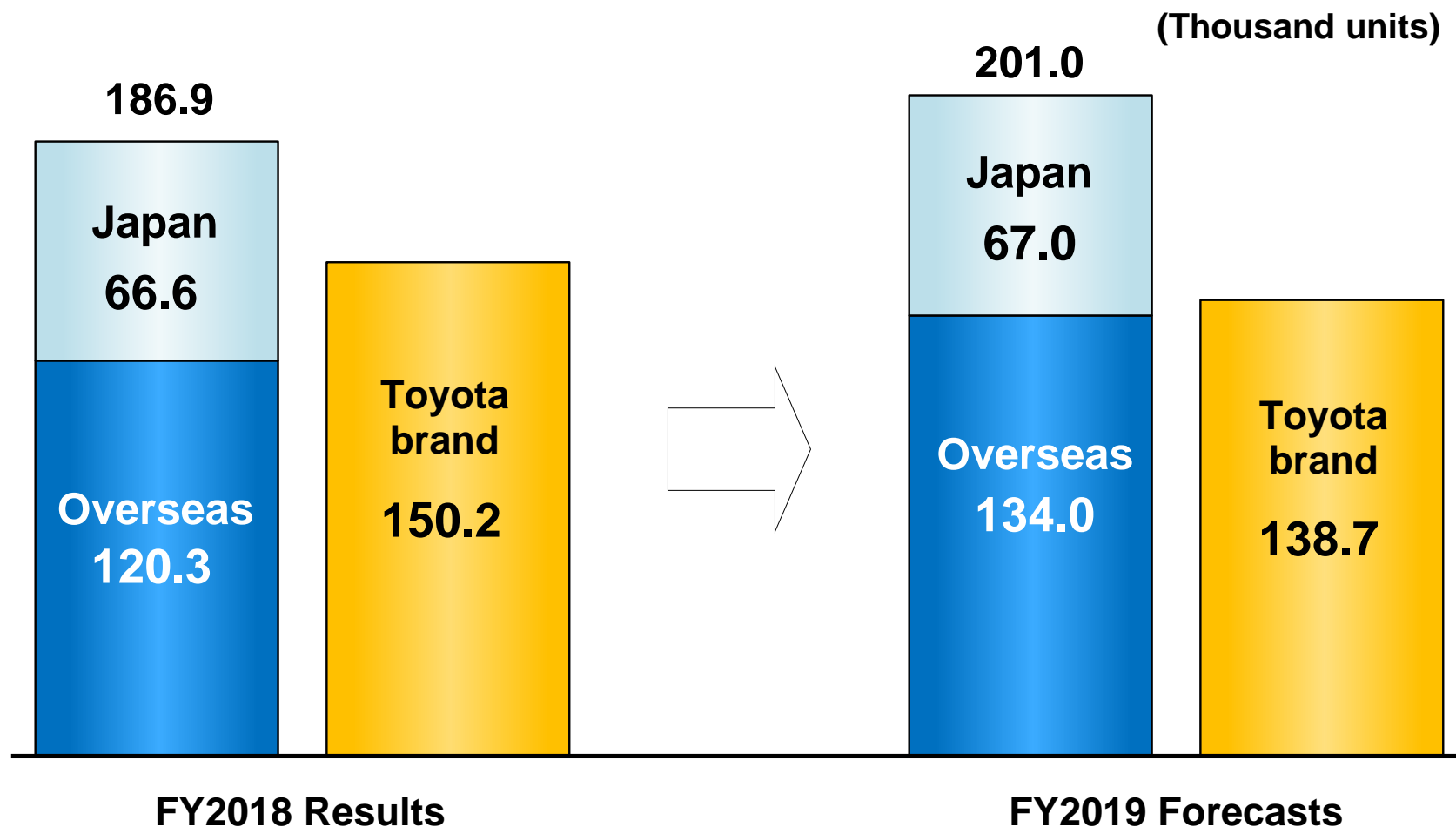


3. Sales Forecasts for FY2019



Global Unit Sales (Retail Sales)

Global unit sales are estimated to be 201,000 units, mainly due to the sales growth outside Japan.





4. Consolidated Financial Forecasts for FY2019



Consolidated Income Statements

(Billions of yen)

Item	FY2019 Forecasts	FY2018 Results	Change	Change (%)
Net sales	1,860.0	1,838.0	+22.0	+1.2%
Operating income	<4.5%> 83.0	<4.4%> 80.3	<+0.1p> +2.7	+3.3%
Ordinary income	<4.5%> 83.0	<4.4%> 80.4	<+0.1p> +2.6	+3.2%
Profit attributable to owners of parent	<2.8%> 52.0	<2.8%> 51.4	<0.0p> +0.6	+1.2%

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

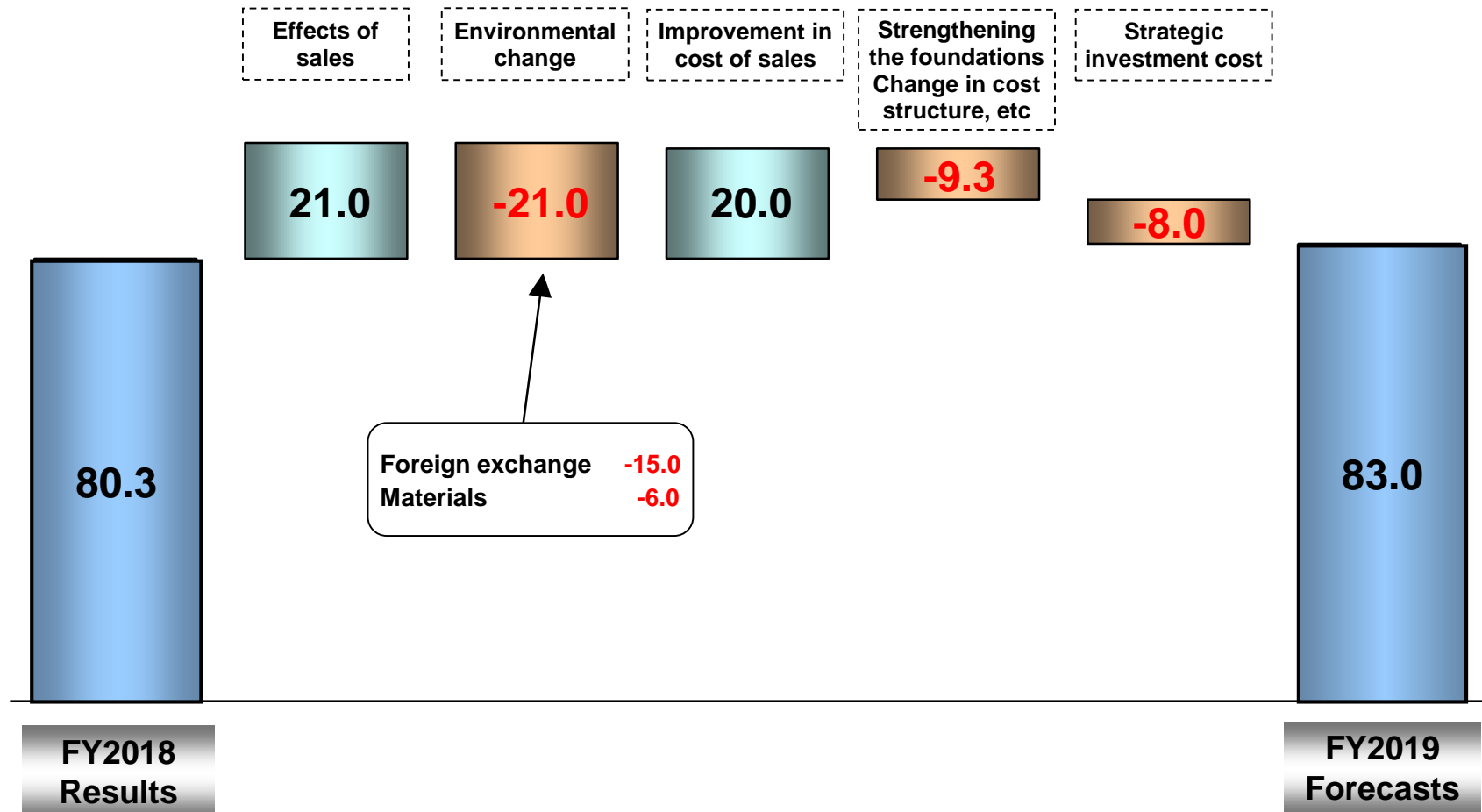
<Exchange rate>

US\$	105	111
THB	3.40	3.34
IDR(100)	0.77	0.83
A\$	83	86

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



Increase in operating income: ¥+2.7 billion (¥80.3 billion → ¥83.0 billion)





HINO