



Financial Results for the First Quarter of the Fiscal Year Ending March 31, 2019

[Japanese GAAP] (Consolidated)

English translation from the original Japanese-language document

July 27, 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

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Scheduled Date of Quarterly Financial Statements Filing: August 1, 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 First Quarter of the Fiscal Year Ending March 31, 2019 (April 1, 2018–June 30, 2018)

(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	%
1 Q of FY 2019	467,237	18.8	19,092	18.9	19,473	14.5	12,782	3.7
1 Q of FY 2018	393,334	3.1	16,059	7.9	17,002	28.3	12,323	27.6

(Note) Comprehensive income: 1 Q of FY 2019: ¥ 13,798 million (-14.6%) 1 Q of FY 2018: ¥ 16,161 million (—%)

	Profit per share		Diluted profit per share	
	Yen		Yen	
1 Q of FY 2019	22.27		22.27	
1 Q of FY 2018	21.48		21.47	

(2) Consolidated Financial Position

	Total assets		Net assets		Equity ratio	
	Millions of yen		Millions of yen		%	
1 Q of FY 2019	1,260,128		556,107		40.2	
FY 2018	1,286,081		552,848		39.1	

(Reference) Equity capital: 1 Q of FY 2019: ¥505,998 million FY 2018: ¥502,365 million

(Note) "Partial revision of Tax Effect Accounting" (Corporate Accounting Standard No.28, February 16, 2018) etc. had been reflected from the beginning of 1Q-FY2019, amount of previous FY is shown as revision reflected amount.

2. Dividends

	Dividends per share				
	1Q	2Q	3Q	Year-end	Annual
	Yen				
FY 2018	—	13.00	—	15.00	28.00
FY 2019	—				
FY 2019 (forecast)		14.00	—	14.00	28.00

(Note) Changes from the latest dividend forecast: None

3. Forecasts of Consolidated Financial Results for the Fiscal Year Ending March 31, 2019 (April 1, 2018 – March 31, 2019)

(% of change from FY2018.)

	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 2019	1,860,000	1.2	83,000	3.3	83,000	3.2	52,000	1.2	90.63

(Note) Changes from the latest financial forecast: None

*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	1 Q of FY 2019	574,580,850 shares	FY 2018	574,580,850 shares
2) Number of treasury stock at end of term	1 Q of FY 2019	612,840 shares	FY 2018	713,542 shares
3) Average number of shares (quarterly consolidated cumulative period)	1 Q of FY 2019	573,928,262 shares	1 Q of FY 2018	573,698,859 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.