

# Financial Results for First Quarter of FY2019

(From April 1, 2018 to June 30, 2018)



July 27, 2018

Hino Motors, Ltd.



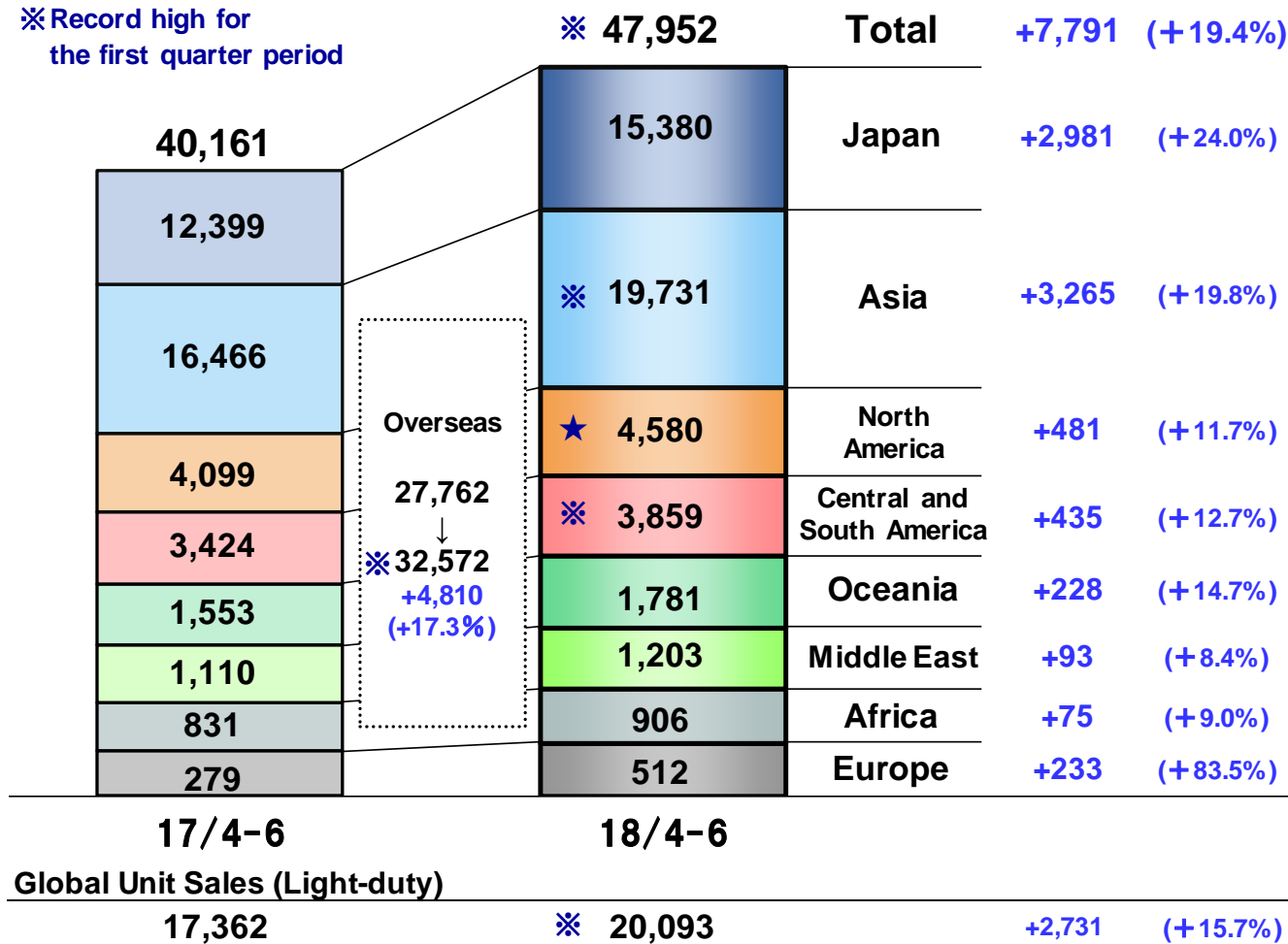
# 1. Sales Turnover

**Global unit sales grew from the previous year in all regions. Total unit sales and overseas unit sales marked a record high for the first quarter.**

**(Units)**

★ **Record-high**

※ Record high for  
the first quarter period



# Truck and Bus Market in Japan

IR 4/11

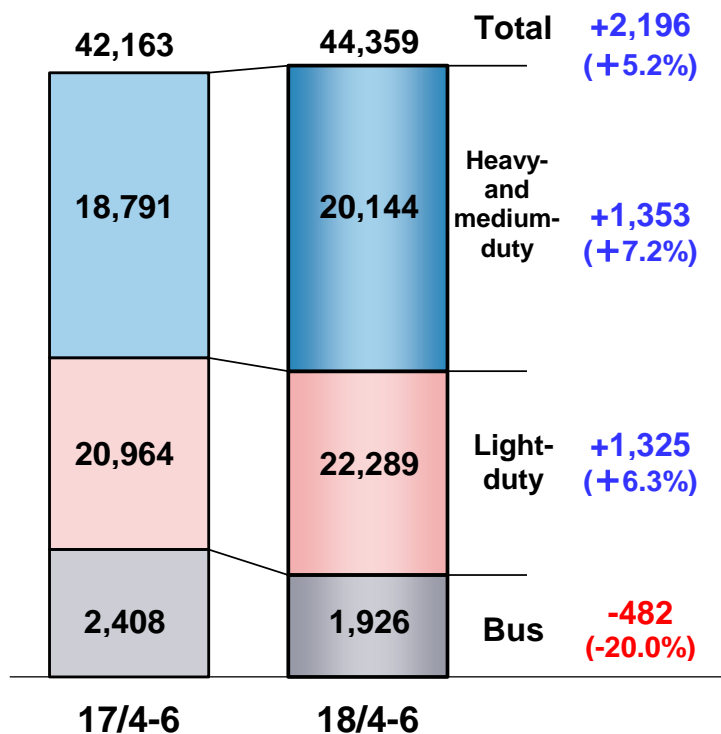


**Total demand:** Mainly the demand for cargo trucks was healthy, increased from the previous year. The demand for buses decreased from the previous year, because the special demand for large sightseeing buses subsided.

**Hino's sales:** Quantity sold was the second largest in corporate history. Its market share marked a record high.

(Units)

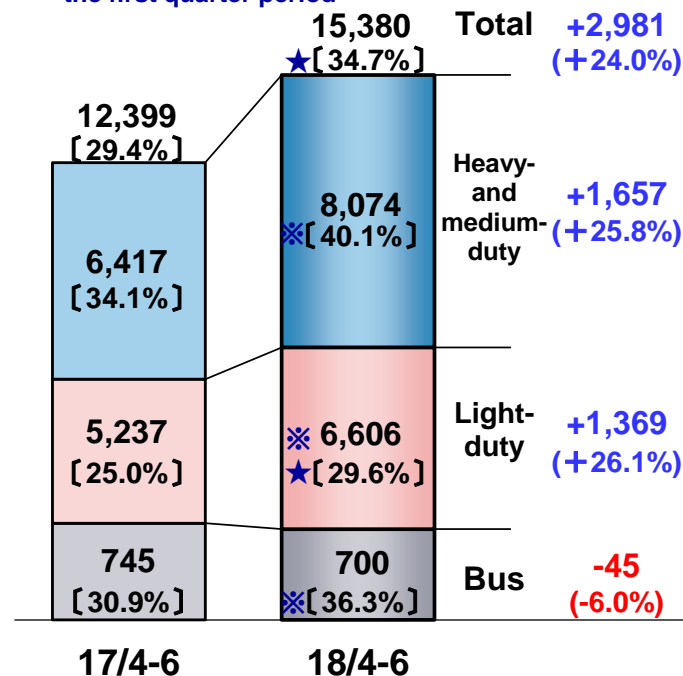
## Total demand



## Hino's sales (Retail) [Share]

★Record-high

※Record high for the first quarter period



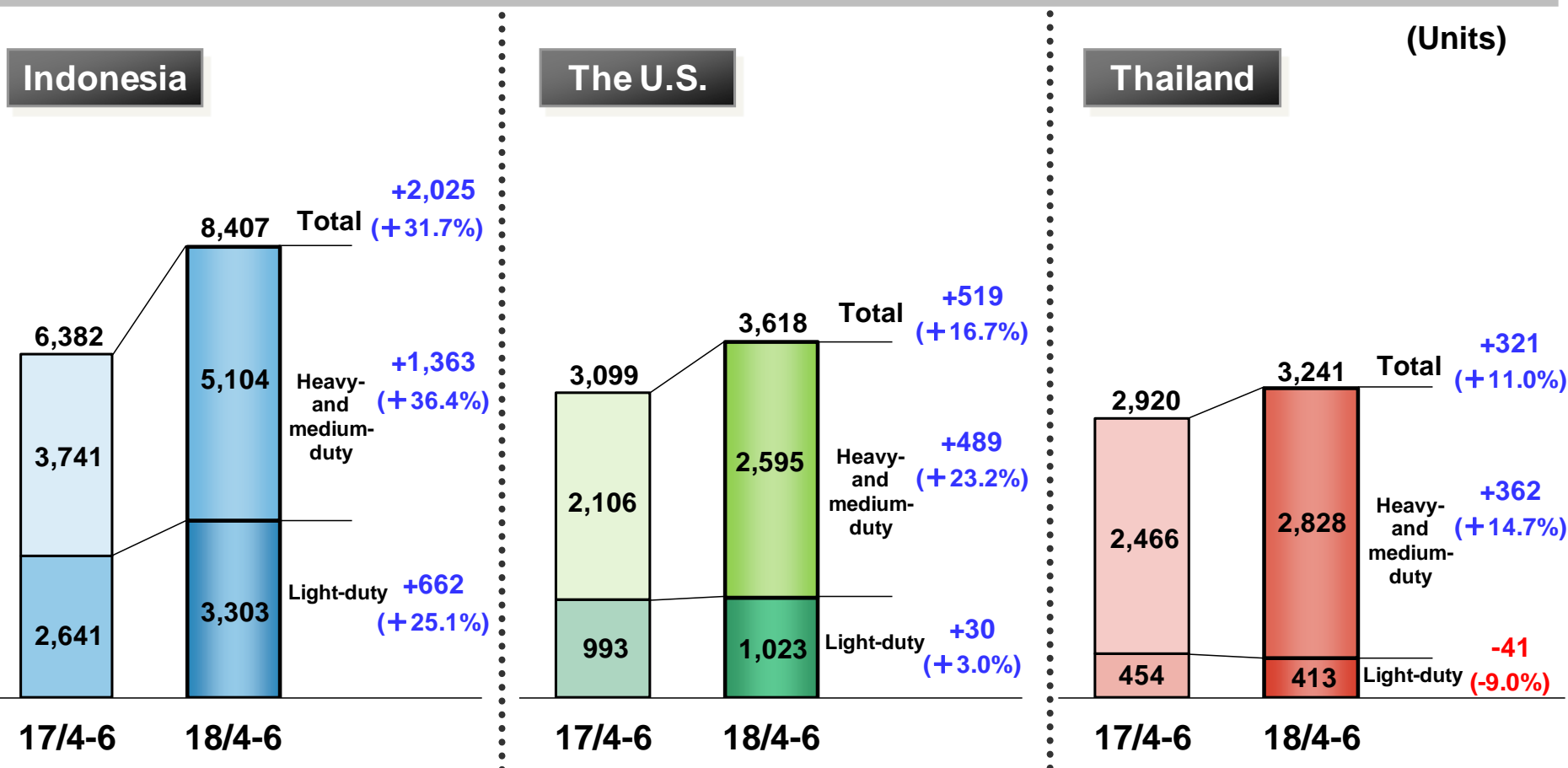


# Sales Volumes in Indonesia, the U.S. and Thailand (Retail Sales)

**Indonesia:** The demand for construction machinery and mining continued to be strong. Sales volume grew considerably mainly in heavy- and medium-duty trucks.

**The U.S.:** Sales volume increased steadily, as the truck market was healthy.

**Thailand:** As the market and sales were recovered, sales volume rose from the previous year.



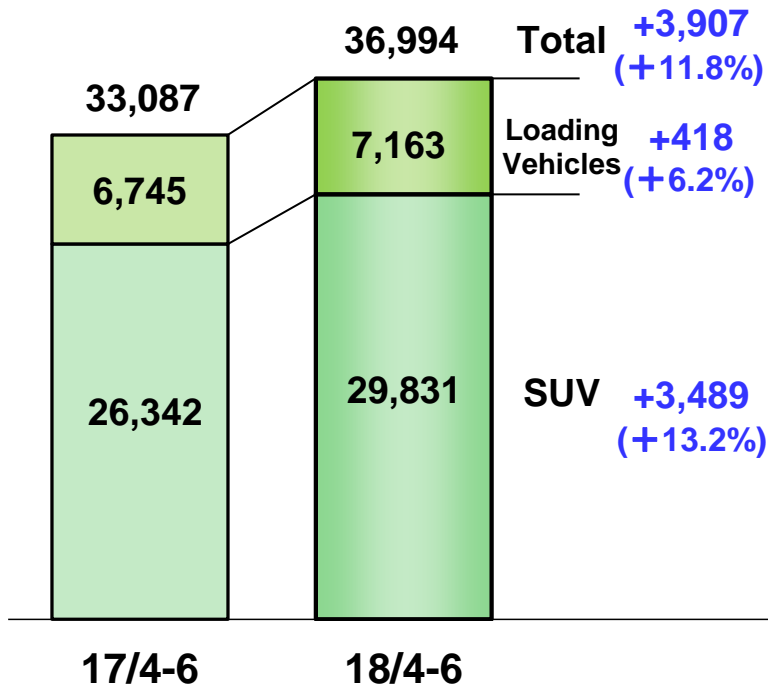


# Consolidated Sales of TOYOTA Brand Vehicles and Unit

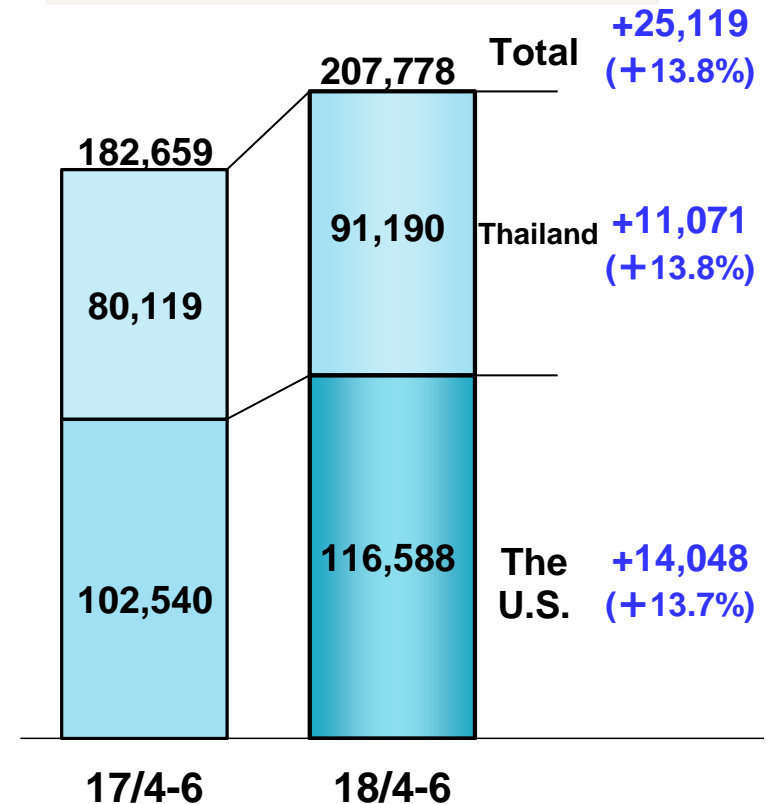
**Vehicles:** Sales of both SUV (PRADO) and loading vehicles grew from the previous year.

**Units:** Quantity sold increased from the previous year, as the U.S. market was healthy and the Thai market recovered.

## Vehicles



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





## 2. Consolidated Financial Results

# Consolidated Income Statements

IR 8/11



※Record high for the first quarter period

(Billions of yen)

Item	FY2019 1Q ( <sup>18</sup> /4-6)	FY2018 1Q ( <sup>17</sup> /4-6)	Change	Change (%)
Net sales	※ 467.2	393.3	+73.9	+18.8%
Operating income	<4.1%> 19.1	<4.1%> 16.1	(0.0p) +3.0	+18.9%
Ordinary income	<4.2%> 19.5	<4.3%> 17.0	(-0.1p) +2.5	+14.5%
Profit attributable to owners of parent	<2.7%> 12.8	<3.1%> 12.3	(-0.4p) +0.5	+3.7%

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

<Consolidated unit sales>

(Units)

	18/4-6	17/4-6	Change
Japan	16,097	13,330	+ 2,767
Overseas	31,206	25,267	+ 5,939
TOYOTA brand	36,994	33,087	+ 3,907

<Exchange rate>

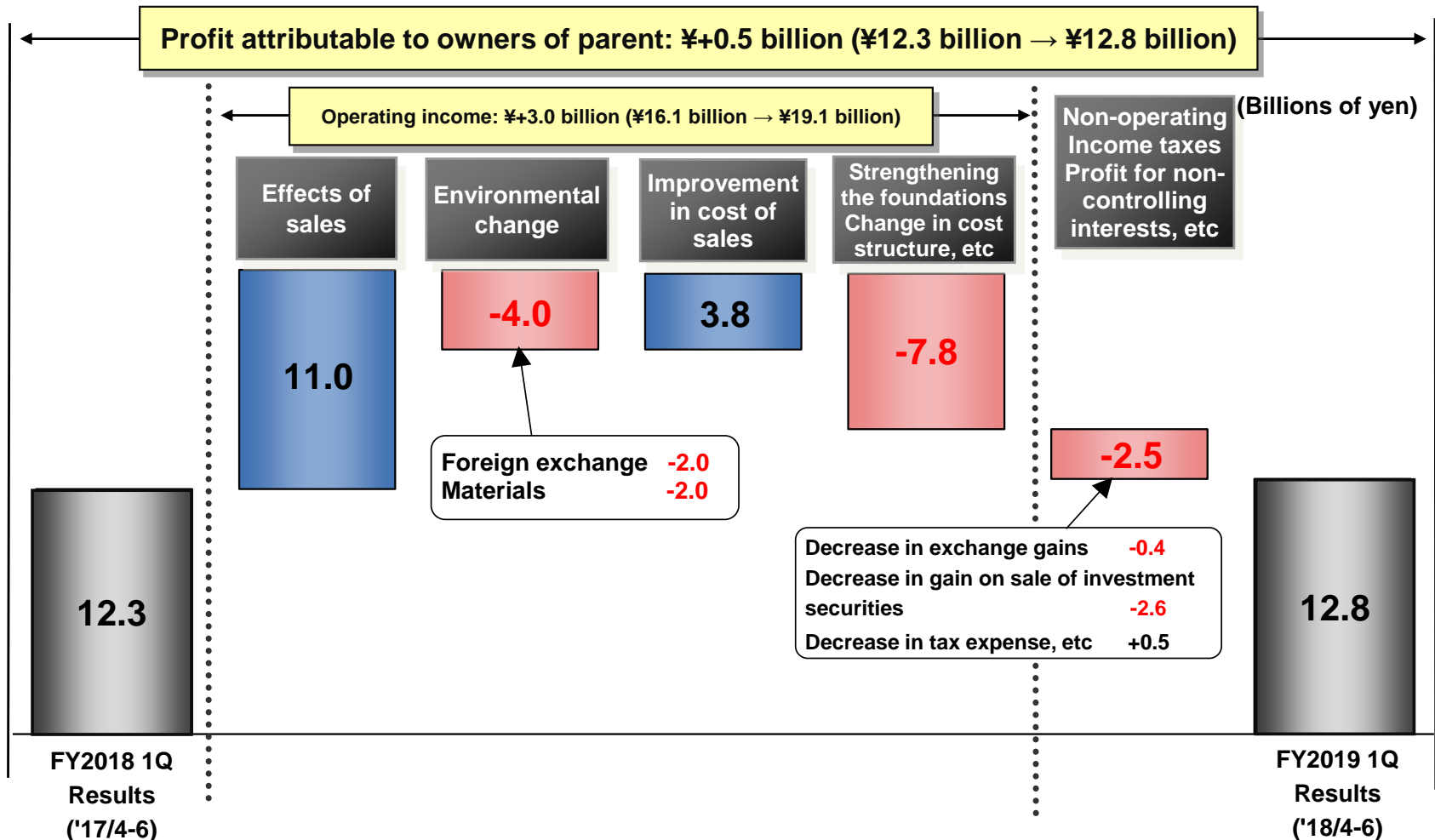
	18/4-6	17/4-6
US\$	108	111
THB	3.42	3.23
IDR(100)	0.78	0.84
A\$	82	84





# Analysis of Consolidated Income Statements

The augmentation of cost due to the worsening of the business environment and the strengthening of the business foundations was offset by the improvement in sales and cost of sales, securing profit growth.





# Consolidated Operating Income by Segments

**Japan:** Sales and income grew due to the increase in sales for the domestic market, export, and TOYOTA.

**Asia:** Income slightly decreased due to the local currency's depreciation and the worsening of market conditions, although sales grew due to the increase in quantity sold.

**Other Areas:** Sales and income increased thanks to the increase in sales in the U.S. and Australia.

★Record-high

※Record high for the first quarter period

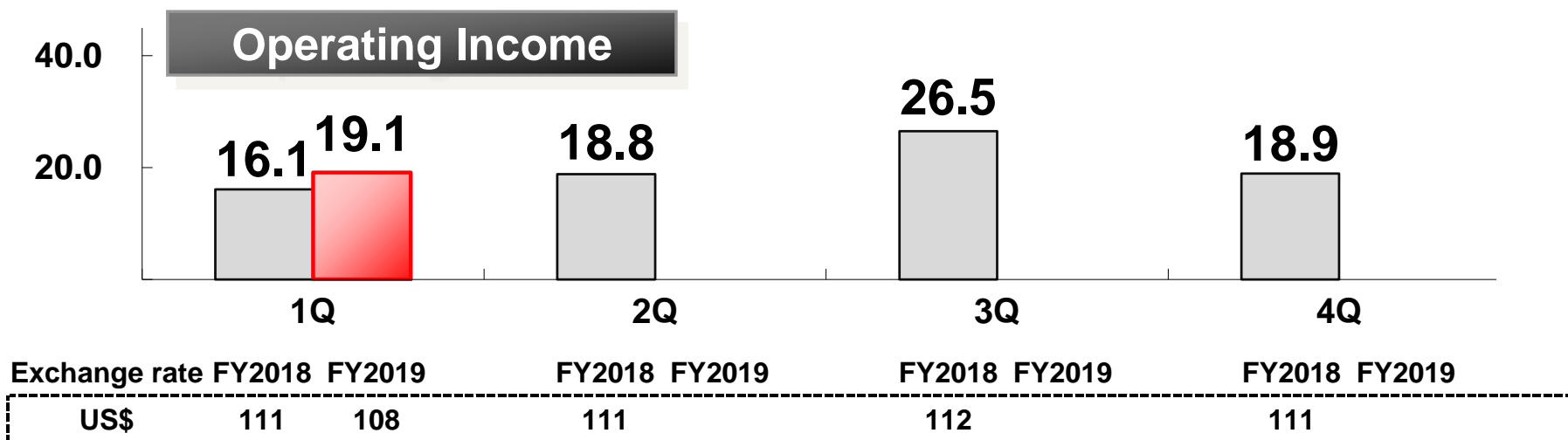
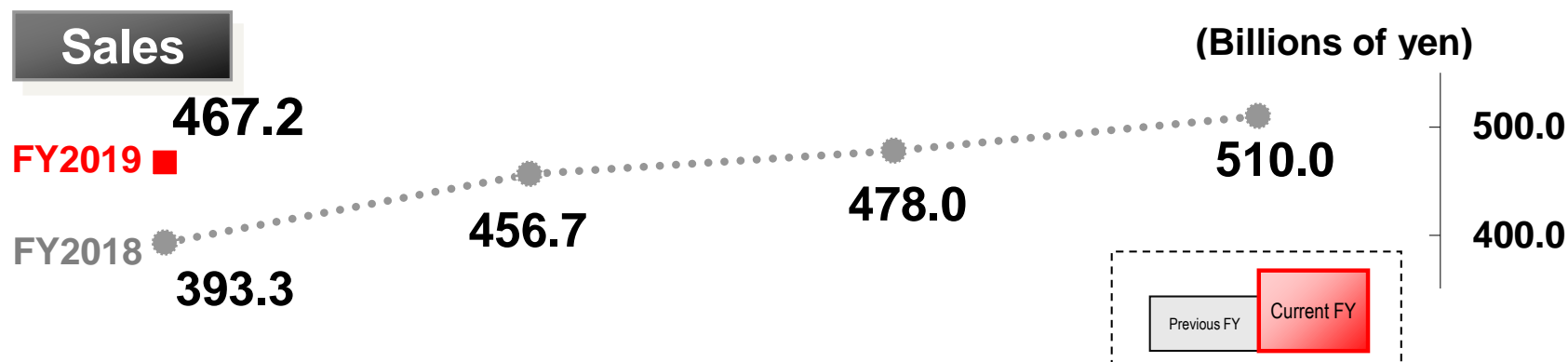
(Billions of yen)

	FY2019 1Q ( <sup>'18/4-6</sup> )		FY2018 1Q ( <sup>'17/4-6</sup> )		Change	
	Net sales	Operating income	Net sales	Operating income	Net sales	Operating income
<b>Japan</b>	※ 377.2	<3.2%> 12.0	311.9	<2.7%> 8.6	+20.9% +65.3	+39.9% +3.4
<b>Asia</b>	100.2	<4.1%> 4.1	85.7	<5.2%> 4.5	+16.9% +14.5	−8.3% −0.4
<b>Other Areas</b>	★ 68.1	<4.4%> 3.0	55.0	<3.7%> 2.1	+23.7% +13.1	+46.4% +0.9
<b>Consolidated adjustment</b>	−78.3	−0.0	−59.3	0.9	−19.0	−0.9
<b>Total</b>	※ 467.2	<4.1%> 19.1	393.3	<4.1%> 16.1	+18.8% +73.9	+18.9% +3.0

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





HINO