

# Financial Results for First Quarter of FY2020

(From April 1, 2019 to June 30, 2019)



**July 30, 2019**  
**Hino Motors, Ltd.**



# 1. Sales Turnover



# Global Unit Sales (Retail Sales)

Global unit sales were as stagnant as 42.1 thousand vehicles, mainly due to the slowdown of demand in the Asian market.

(Units)

※Record high for  
the first quarter period

※47,952

15,380		42,149	Total	-5,803	(-12.1%)
※19,731		14,726	Japan	-654	(-4.3%)
※4,580		15,139	Asia	-4,592	(-23.3%)
※3,859	Overseas	4,469	North America	-111	(-2.4%)
1,781	※32,572	3,635	Central and South America	-224	(-5.8%)
1,203	↓	1,755	Oceania	-26	(-1.5%)
906	27,423	1,176	Middle East	-27	(-2.2%)
512	-5,149	908	Africa	+2	(+0.2%)
	(-15.8%)	341	Europe	-171	(-33.4%)
18/4-6		19/4-6			

## Global Unit Sales (Light-duty trucks)

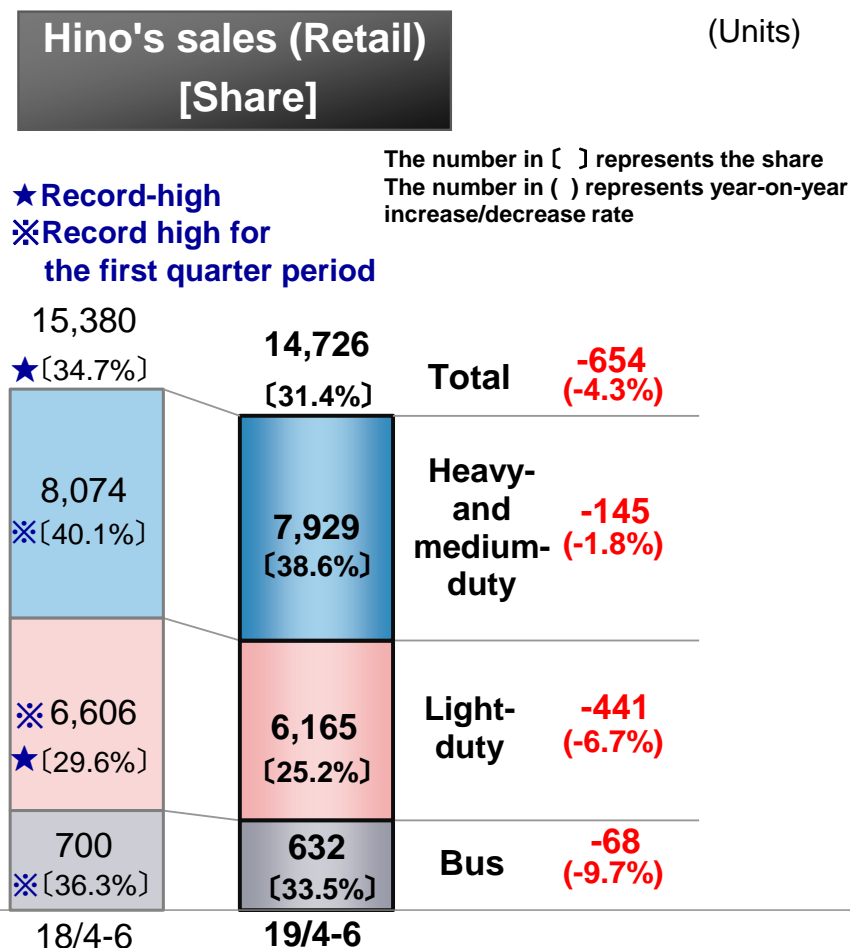
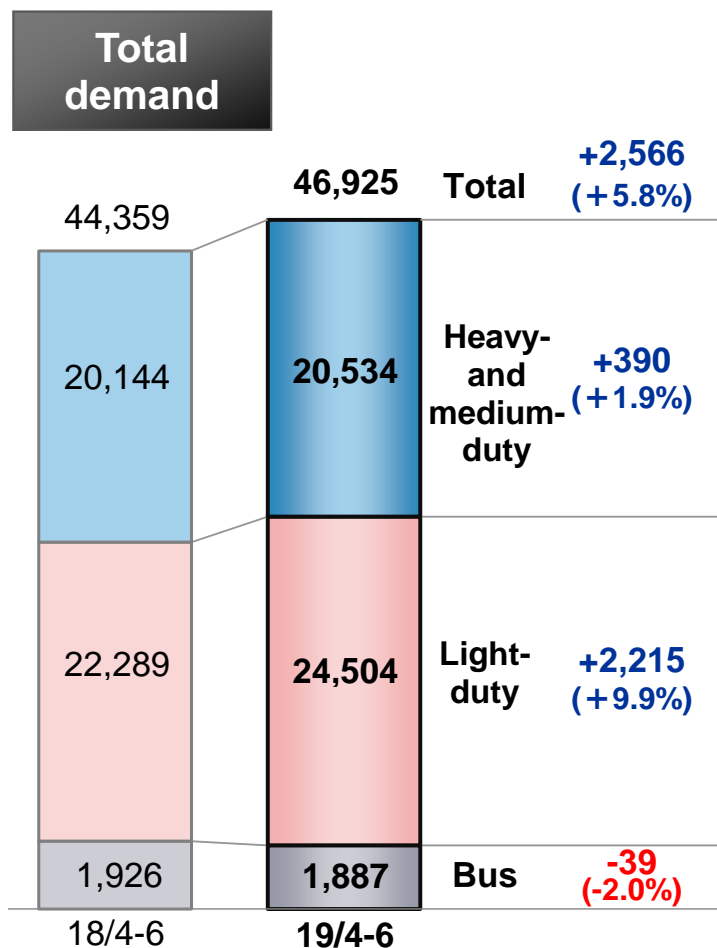
※20,093	18,686	-1,407	(-7.0%)
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# Truck and Bus Market in Japan

**Total demand:** The demand for heavy and light-duty trucks is healthy. Especially, the demand for light-duty trucks grew at higher rate, due to the emission control regulations.

**Hino's sales:** The market share declined, but sales volume remained at a high level.





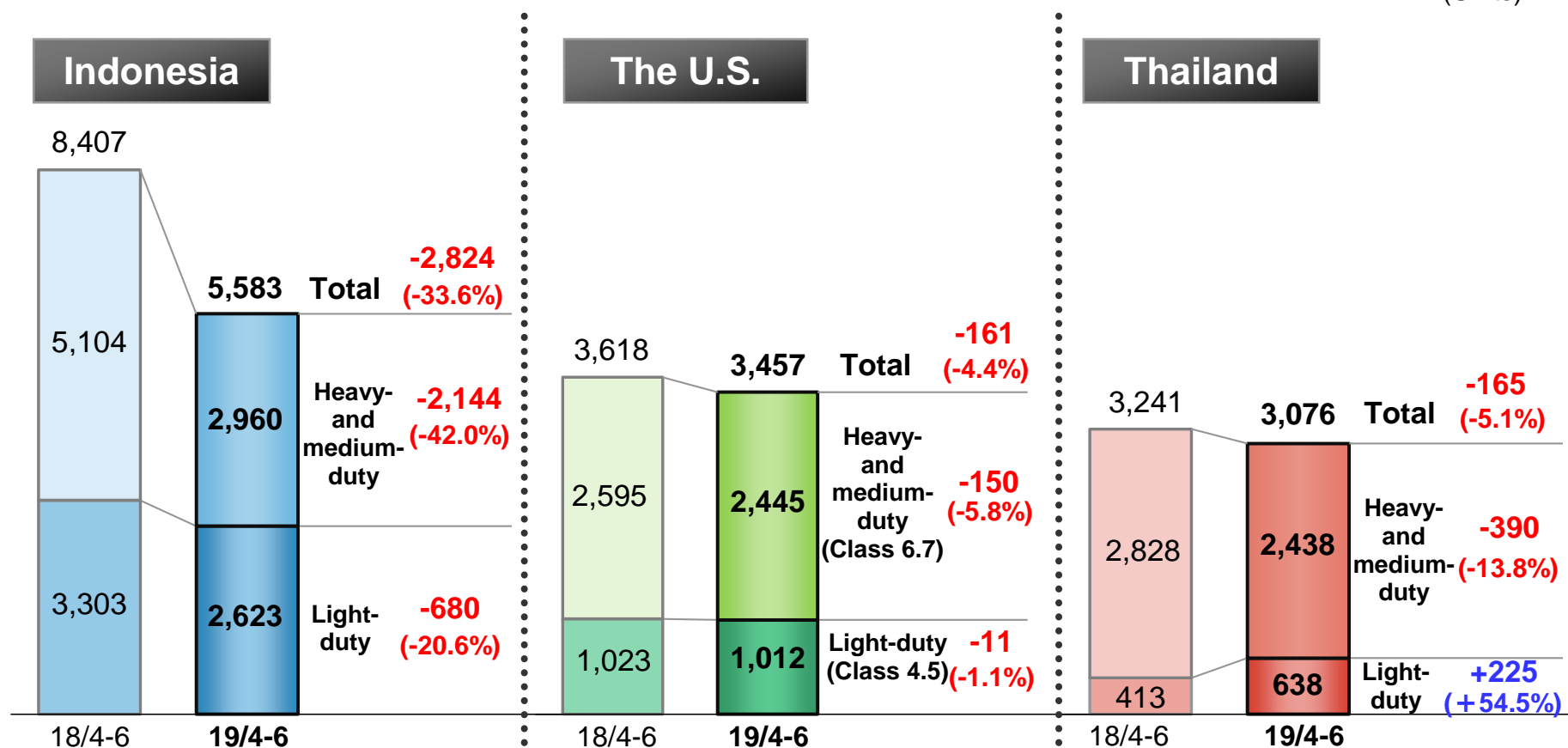
# Sales Volumes in Indonesia, the U.S. and Thailand (Retail Sales)

**Indonesia:** In the wake of the presidential election, the market and sales remained in the wait-and-see mood.

**The U.S.:** The market was firm, but sales volume declined from the previous year, due mainly to the restriction on equipment to be mounted.

**Thailand:** The market was on a plateau in the wait-and-see mood after the election.

(Units)

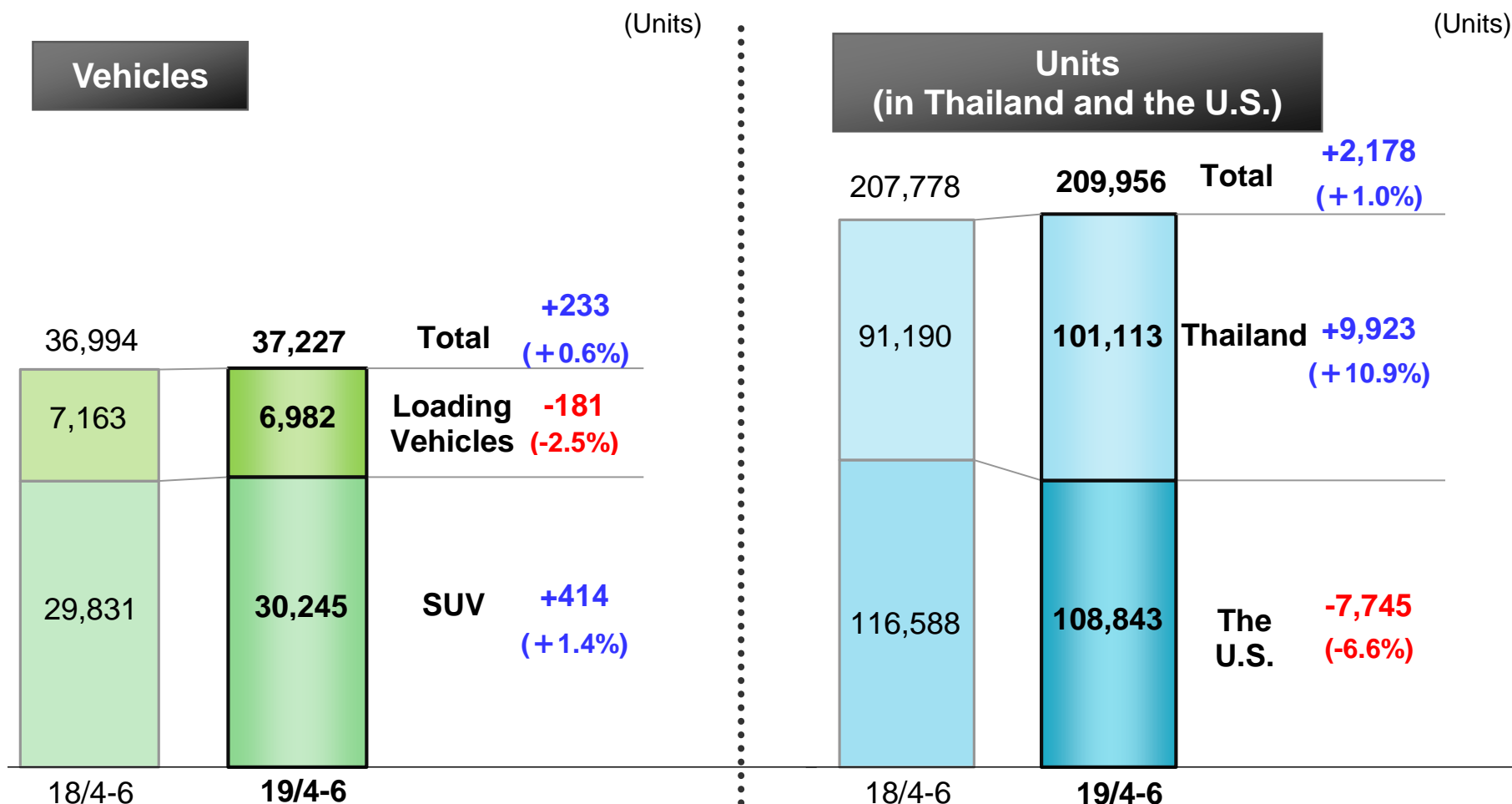




# Consolidated Sales of TOYOTA Brand Vehicles and Unit

**TOYOTA-brand vehicles:** The sales of both loading vehicles and SUVs were almost unchanged from the previous year.

**Units:** Grew from the previous year as a whole.





## 2. Consolidated Financial Results



# Consolidated Income Statements

※Record high for the first quarter period

(Billions of yen)

Item	FY2020 1Q ( <sup>19</sup> /4-6)	FY2019 1Q ( <sup>18</sup> /4-6)	Change	Change (%)
Net sales	446.2	※ 467.2	−21.0	−4.5%
Operating income	<3.0%> 13.6	<4.1%> 19.1	<−1.1p> −5.5	−28.7%
Ordinary income	<2.6%> 11.5	<4.2%> 19.5	<−1.6p> −8.0	−40.7%
Profit attributable to owners of parent	<1.5%> 6.6	<2.7%> 12.8	<−1.2p> −6.2	−48.6%

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

<Consolidated unit sales> (Units)

	19/4-6	18/4-6	Change
Japan	15,616	16,097	−481
Overseas	27,618	31,206	−3,588
TOYOTA brand	37,227	36,994	+233

<Exchange rate>

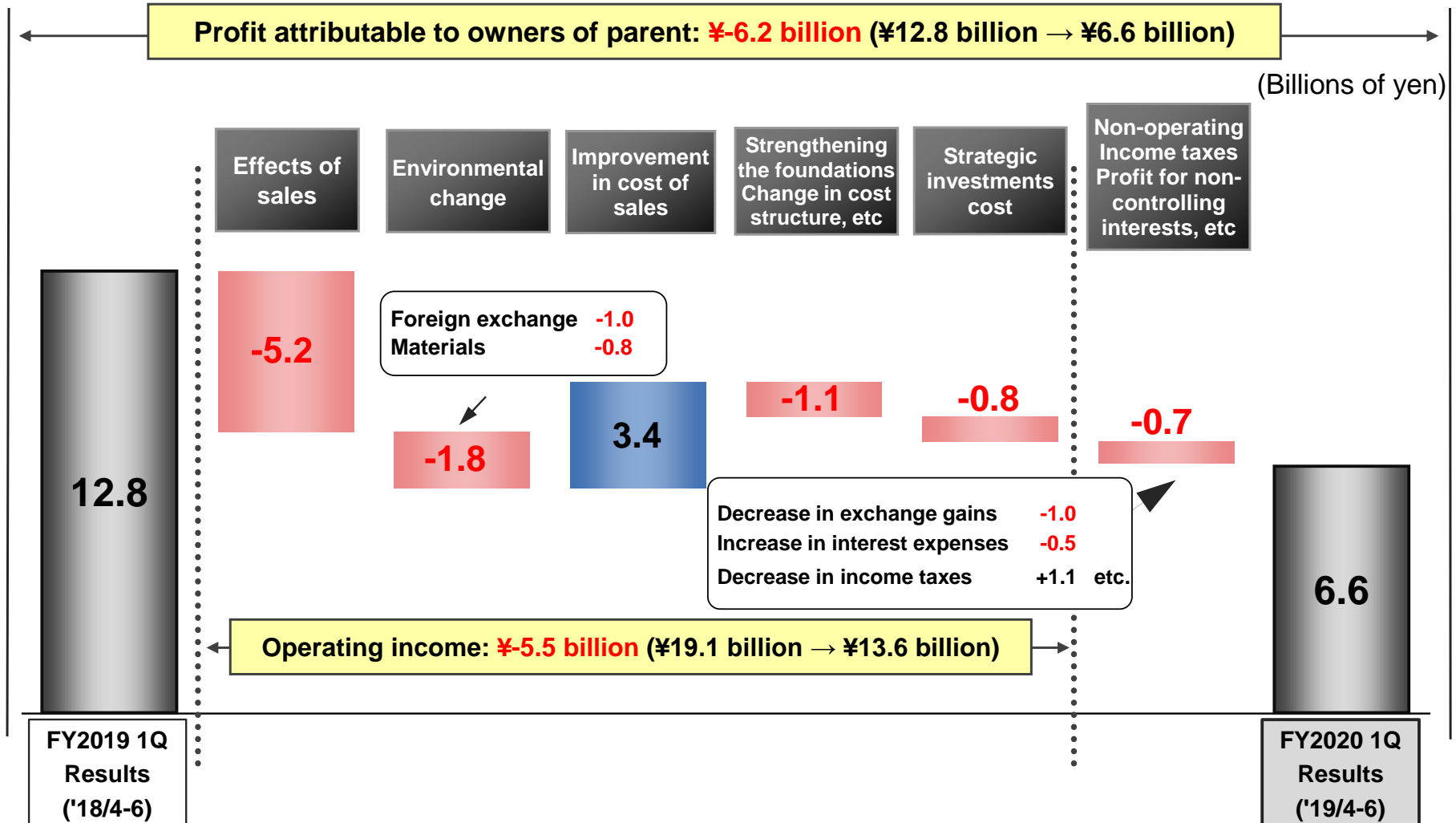
	19/4-6	18/4-6
US\$	111	108
THB	3.48	3.42
IDR (100)	0.77	0.78
A\$	78	82





# Analysis of Consolidated Income Statements

Income decreased from the previous year, mainly due to the worsening of sales volume focusing in Indonesia.





# Consolidated Operating Income by Segments

**Japan:** Sales and operating income dropped, as sales volume inside and outside Japan declined.

**Asia:** Sales volume dropped, but it was offset by price improvement, cost reduction, etc. As a result, operating income was unchanged from the previous year.

**Other Areas:** Operating income dropped, due to the decrease in sales volume and the augmentation of costs for new factories and new models in the U.S.

★Record-high

※Record high for the first quarter period

(Billions of yen)

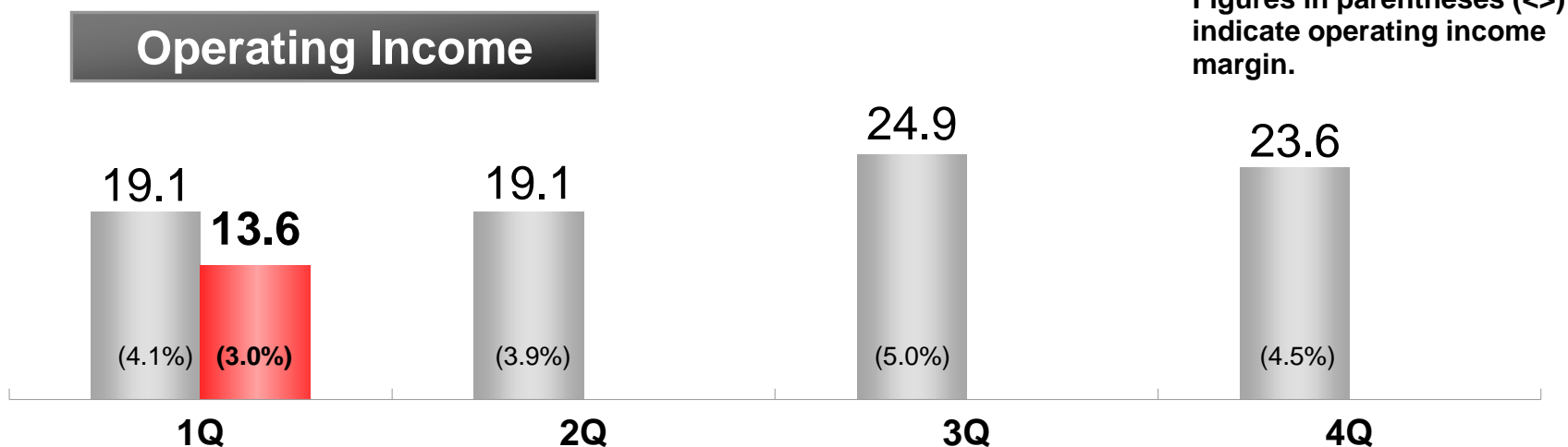
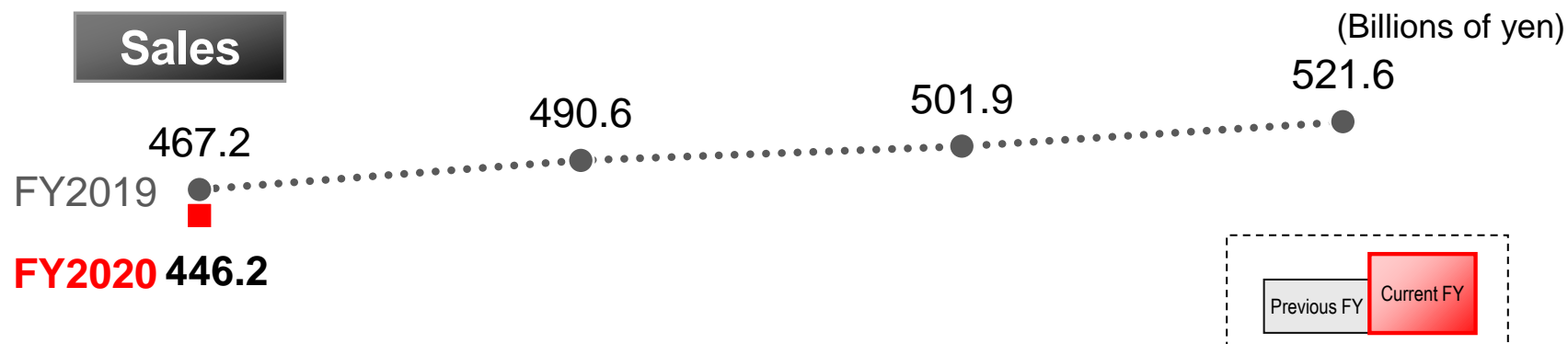
	FY2020 1Q ('19/4-6)		FY2019 1Q ('18/4-6)		Change	
	Net sales	Operating income	Net sales	Operating income	Net sales	Operating income
		<2.6%>		<3.2%>	-3.8%	-20.6%
<b>Japan</b>	362.9	9.5	※ 377.2	12.0	-14.3	-2.5
		<4.9%>		<4.1%>	-14.0%	+3.1%
<b>Asia</b>	86.2	4.2	100.2	4.1	-14.0	+0.1
		<2.2%>		<4.4%>	-1.4%	-51.5%
<b>Other Areas</b>	67.2	1.5	★ 68.1	3.0	-0.9	-1.5
<b>Consolidated adjustment</b>	-70.1	-1.6	-78.3	-0	+8.2	-1.6
		<3.0%>		<4.1%>	-4.5%	-28.7%
<b>Total</b>	446.2	13.6	※ 467.2	19.1	-21.0	-5.5

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	FY2019	FY2020	FY2019	FY2020	FY2019	FY2020	FY2019	FY2020
US\$	108	111	111		113		110	



HINO