



Hino's Electrification Strategy

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Hino Motors, Ltd.

Hisaki Torisaka

Chief Officer, Advanced Technology Div.

To help attain SDGs

Hino's ideal state that could be achieved by helping attain SDGs



Basic policy for electrification

With the aim of actualizing
“an affluent, comfortable, sustainable society”
where people and goods can move freely, safely, and efficiently,

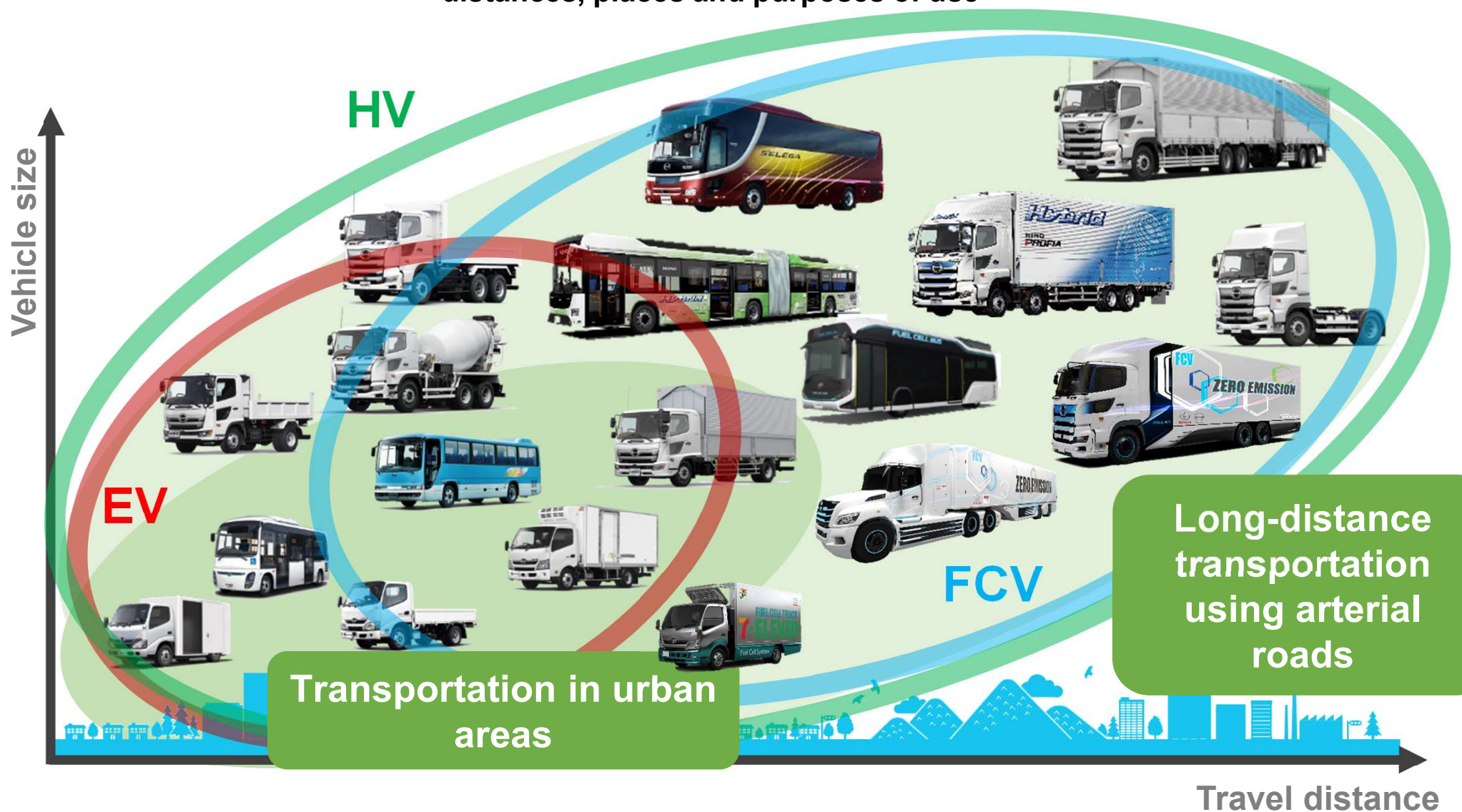
we will cooperate with the best partners in the aspects of regionality, technology, and timing, while considering local needs, laws, regulations, infrastructure, etc. and embody electric commercial vehicles for contributing to each customer's business.



Concept of electrification of commercial vehicles

To place the right vehicle in the right place for meeting customer needs

Characteristics of commercial vehicles: A broad range of vehicle sizes (load capacities), travel distances, places and purposes of use



Policy for electrification of vehicles

Promotion phase

Swift release while advancing and utilizing technologies of our company and partners

Full-scale distribution phase

Cooperation with partners for developing an optimal platform for EVs

FCV Demonstration for distribution



EV Practical use of EVs in urban areas



Ratio of EVs: 100%

HV



Down-to-earth solutions

2020

Enforcement of regulations
from 2027 to 2030

2050



Hino PROFIA Hybrid

“Down-to-earth solution” to considerably reduce CO₂ emissions today

**A customer's
track record**

**Fuel efficiency improved about 15%
compared with diesel trucks**



**We will promote more customers to drive this truck to help
reduce CO₂ emissions.**

Project Z in the U.S.

To develop EVs speedily in cooperation with local competent partners while local business operators, who are the closest to customers, will take the initiative

FCV

To be developed in collaboration with Toyota



HINO XL Series (Class 8)

: mounted with Toyota's fuel cell system

EV

Production of prototype trucks in cooperation with local partners



HINO L Series (Class 7): mounted with the fully electrified drive system of Hexagon Purus

HINO M Series (Class 5): mounted with the motor of SEA Electric

HINO XL Series (Class 8): mounted with the batteries and the electrified drive system of Xos Truck

(From the left in the image)



Cooperation with partners: BYD

We aim to speedily release commercial EVs suited for meeting customer needs mainly in the Asian market.



Agreement with BYD for establishing a joint venture to develop commercial EVs

In 2021, we plan to establish a new company for developing commercial EVs in China. We will develop commercial EVs while utilizing the strengths of both companies, and aim to release EVs of the Hino brand in the early 2020s.

Apr. 2020

Signed a “strategic partnership contract” mainly for cooperation in the development of commercial EVs

Oct. 2020

Signed a joint-venture contract for establishing a new company for developing commercial EVs





Cooperation with partners: TRATON

We will combine the strengths of both companies as commercial vehicle manufacturers, design a comprehensive mid/long-term plan for EVs, and engage in development in respective areas of specialty.



Hino Motors and TRATON concludes a contract for cooperation in electrification

We will share the platform and components for electrification.

We will organize a team of personnel with expertise, start activities in Sweden, and plan to establish a base also in Tokyo.

We will shorten the lead time for putting EVs and FCVs, which will be indispensable in the future society, into practical use.

Apr. 2018

Signed a strategic cooperation framework agreement (SCFA) from the long-term, fifty-fifty, mutually beneficial perspectives.

Oct. 2020

Concluded a contract for cooperation for planning and providing EVs.



To help realize a hydrogen-based society in cooperation with Toyota Motor

To promote the practical use of commercial fuel cell (FC) vehicles through the demonstration of running, in order to actualize a low-carbon or hydrogen-based society



Heavy-duty FC trucks



Heavy-duty FC trucks for the North American market



Light-duty FC trucks



Large FC route buses (already in service)

Acceleration of release of electric vehicles

Based on the track records of electrification, we will release full-fledged EVs in Japan, North America, and other Asian market by fiscal 2025.

Track records

HV trucks and buses
Since 1991
About 30 years
of sales



EV low-floor microbuses
Since 2012
Limited sale



EV delivery trucks
2013 to 2014
Experimental operation

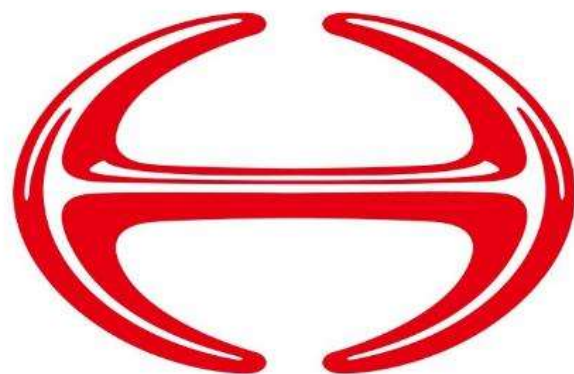


PHV medium-sized buses
Since 2016
Limited sale



FCV large route buses
Since 2017
[Toyota brand]





HINO