



# **Financial Results for First Quarter of FY2022**

**(From April 1, 2021 to June 30, 2021)**

**July 29, 2021**  
**Hino Motors, Ltd.**



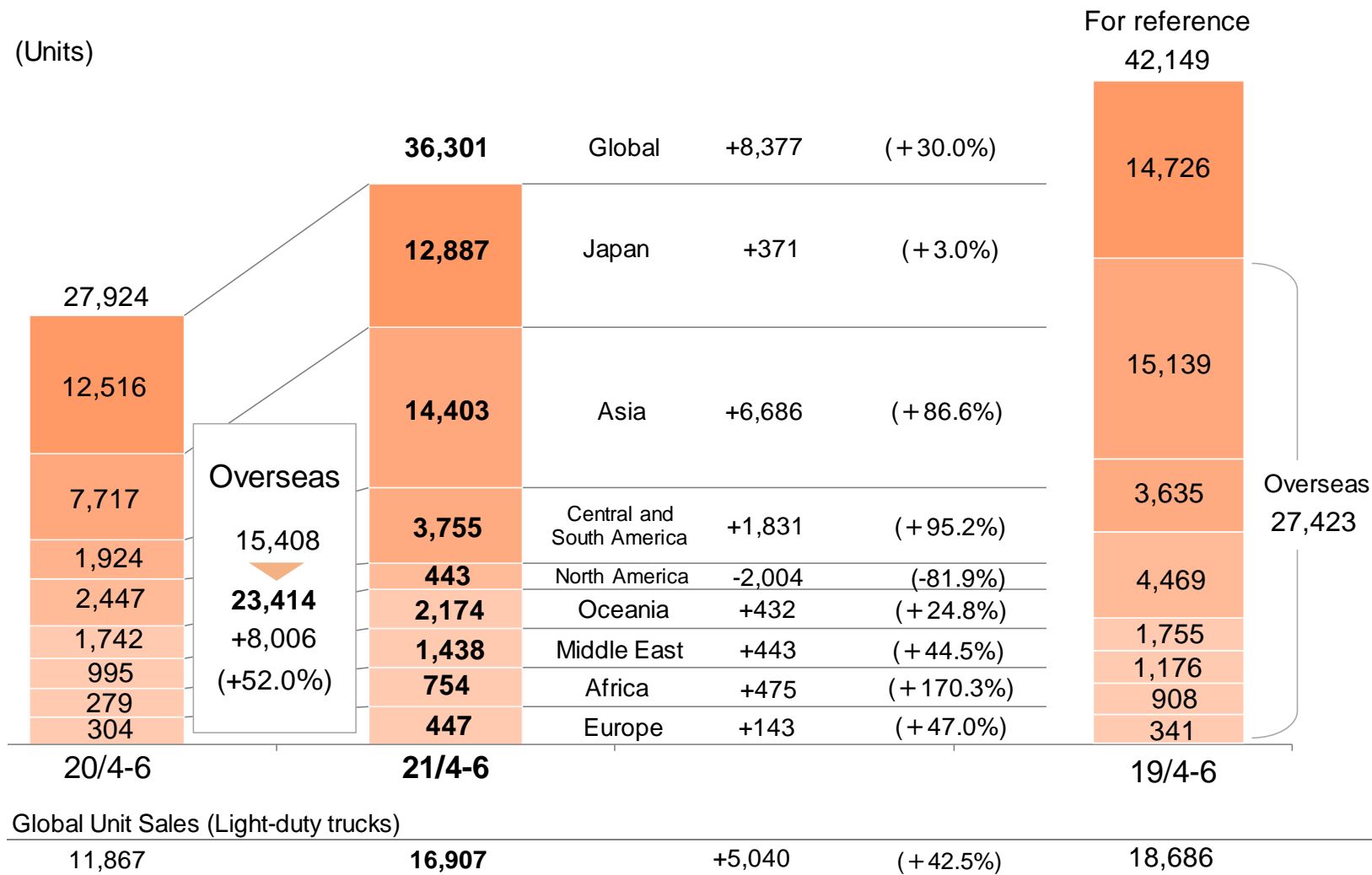
# 1) Sales Turnover

## 2) Consolidated Financial Results



# Global Unit Sales (Retail Sales)

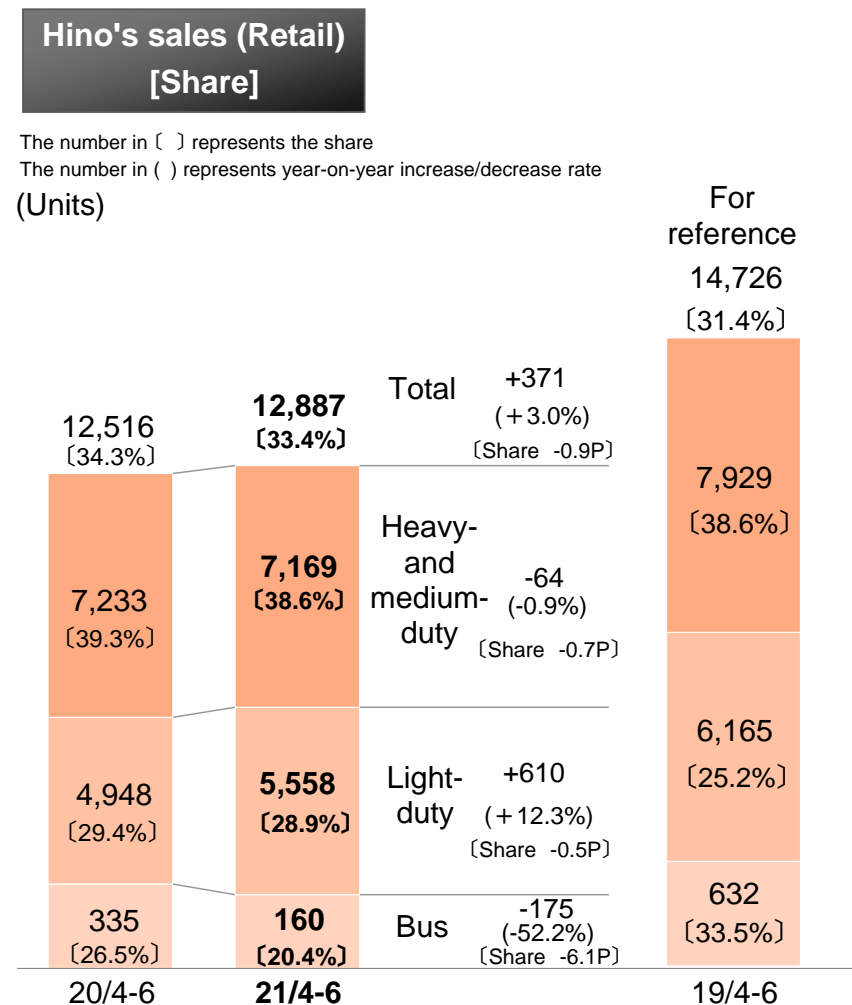
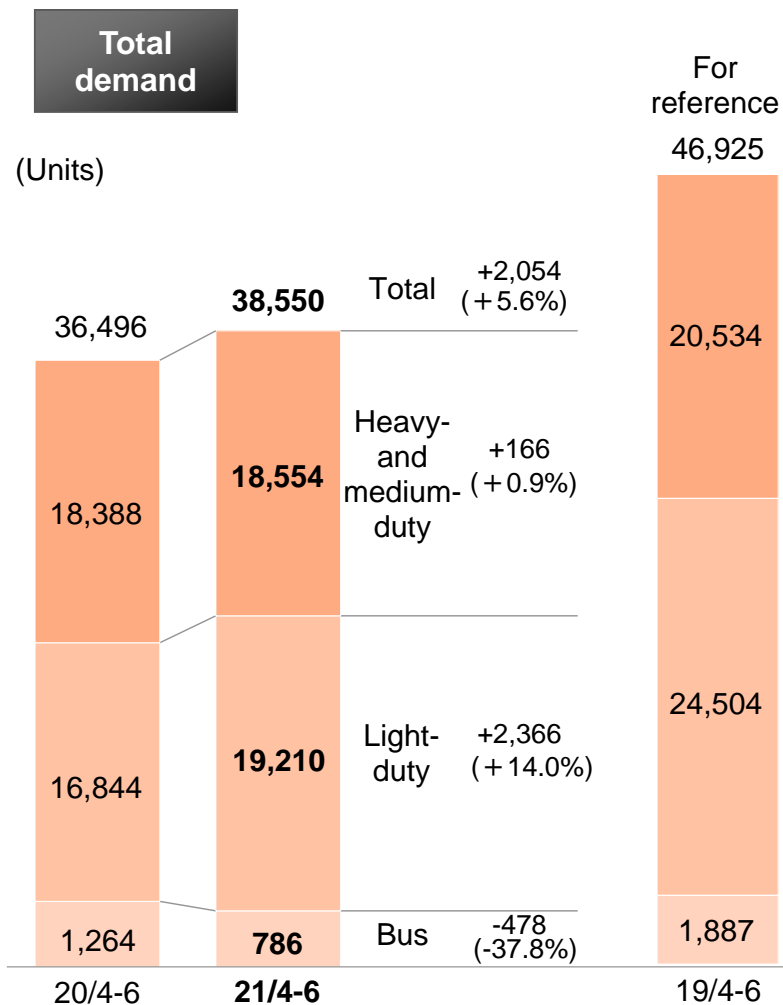
Global unit sales stood at 36.3 thousand vehicles.  
In almost all of overseas regions, unit sales grew year on year, recovering to the level in FY2020.





# Truck and Bus Market in Japan

**Total demand: Grew year on year, thanks to the recovery of demand for light-duty trucks.**  
**Hino's sales: The unit sales of heavy- and medium-duty trucks declined, but the unit sales of light-duty trucks increased. Accordingly, Hino's sales grew.**





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

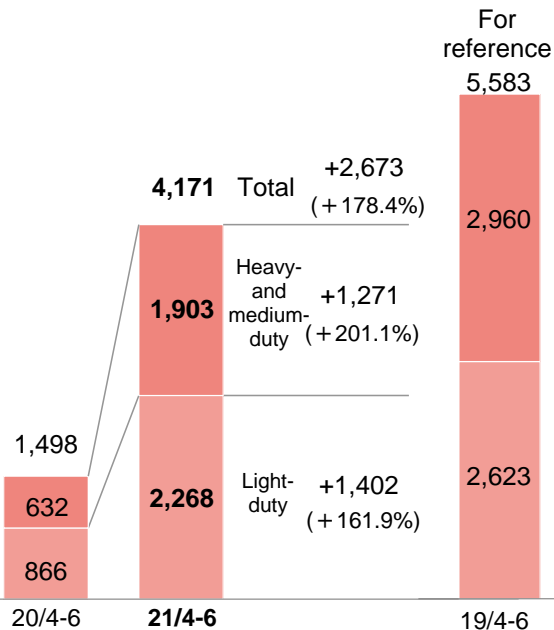
**Indonesia:** Sales volume significantly rose from last year, but dropped from FY2020, due to the lingering impact of the novel coronavirus.

**The U.S.:** Sales volume dropped considerably year on year, due to the impact of suspension of manufacturing at the factory.

**Thailand:** The market recovered, and sales volume rose significantly year on year, recovering to the level in FY2020.

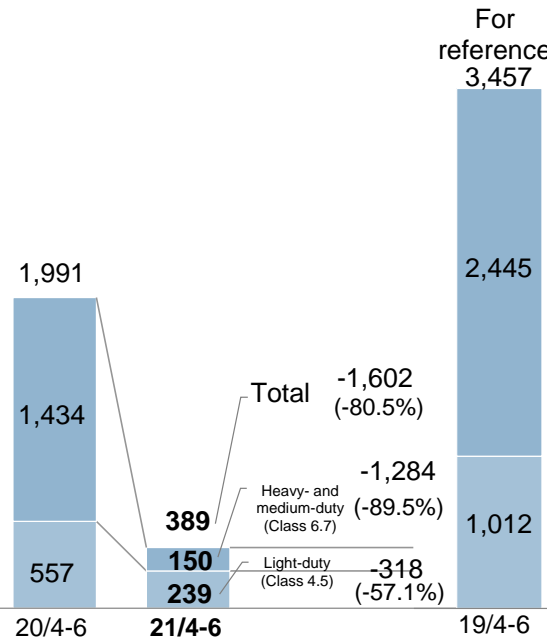
## Indonesia

(Units)



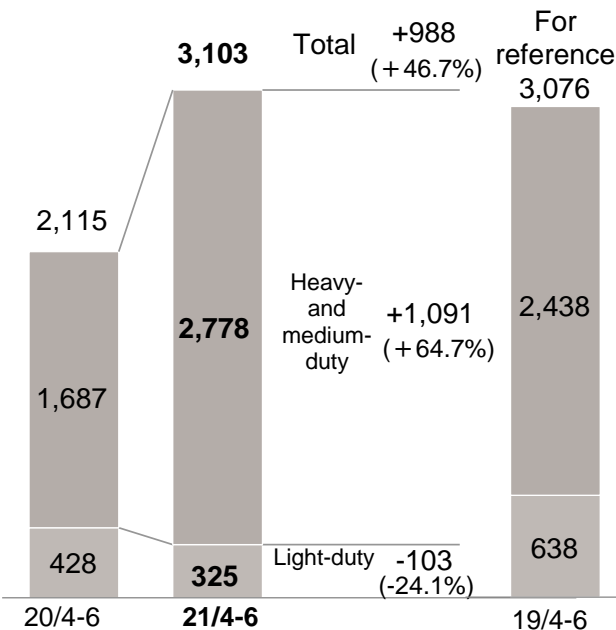
## The U.S.

(Units)



## Thailand

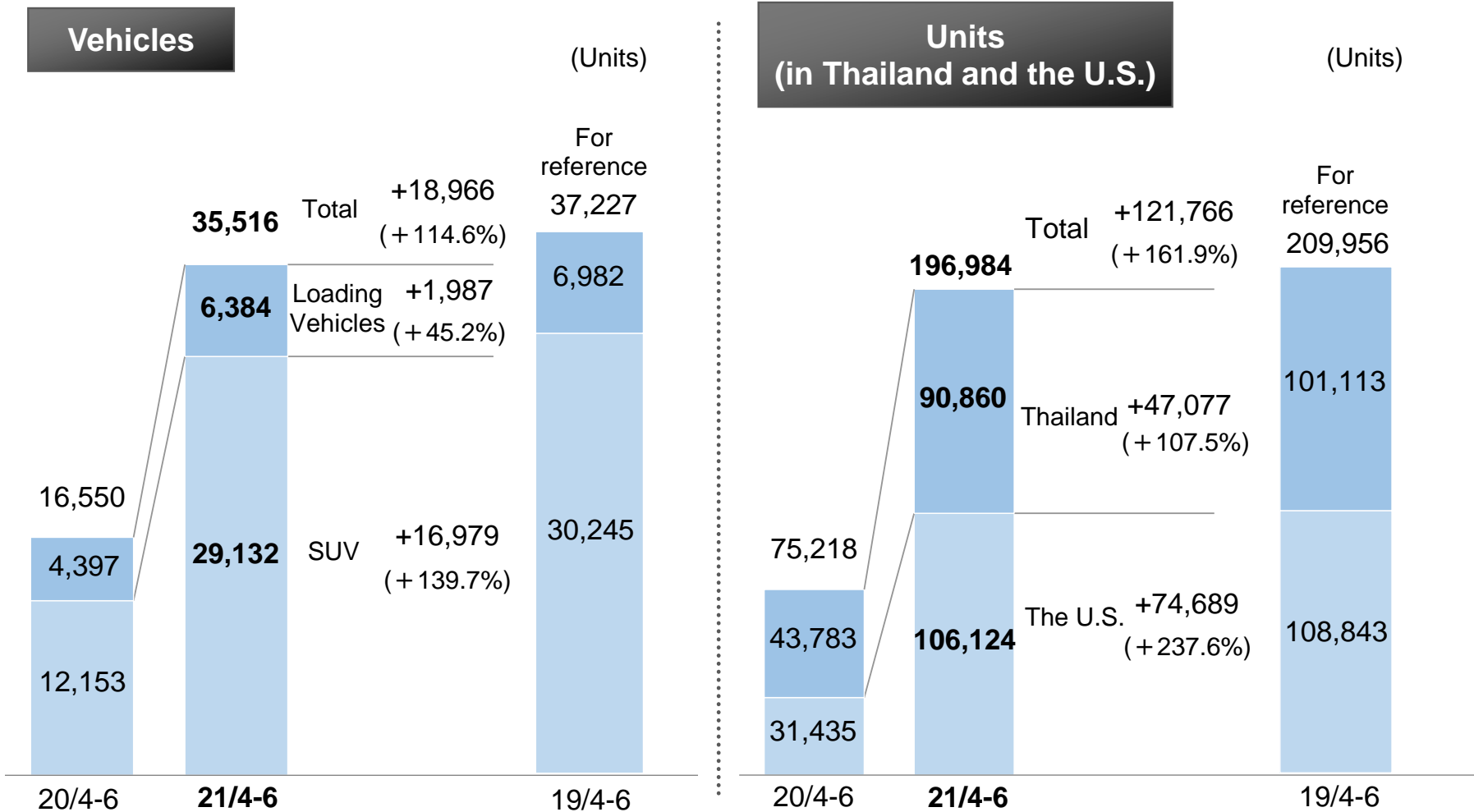
(Units)





# Consolidated Sales of TOYOTA Brand Vehicles and Unit

Both vehicles and units rose significantly from the previous year, recovering to the level in FY2020.





# 1) Sales Turnover

# 2) Consolidated Financial Results



# Consolidated Income Statements

Item	(Billions of yen)				(For reference)	
	FY2022 1Q ( <sup>21</sup> /4-6)	FY2021 1Q ( <sup>20</sup> /4-6)	Change	Change (%)	FY2020 1Q ( <sup>19</sup> /4-6)	
<b>Net sales</b>	<b>343.5</b>	—	—	—	—	—
Net sales (old standard)	<b>411.1</b>	300.4	+110.7	+36.9%	446.2	
	(4.7%)	—	—	—	—	—
<b>Operating income</b>	<b>16.2</b>	-10.6	+26.8	—	13.6	
	※(3.9%)	※(-3.5%)	※(+7.4p)	—	※(3.0%)	
	(4.6%)	—	—	—	—	—
<b>Ordinary income</b>	<b>15.7</b>	-11.8	+27.5	—	11.5	
	※(3.8%)	※(-3.9%)	※(+7.7p)	—	※(2.6%)	
<b>Profit attributable to owners of parent</b>	<b>6.3</b>	-8.1	+14.4	—	6.6	
	(1.8%)	—	(+4.2p)	—	—	—
	※(1.5%)	※(-2.7%)	※(+4.2p)	—	※(1.5%)	

Note: Figures in parentheses indicate profit margin on sales.

※Profit margin on sales in old standard

(Units)

■ Consolidated unit sales	21/4-6	20/4-6	Change
Japan	13,618	13,481	+137
Overseas	23,001	14,537	+8,464
TOYOTA brand	35,516	16,550	+18,966

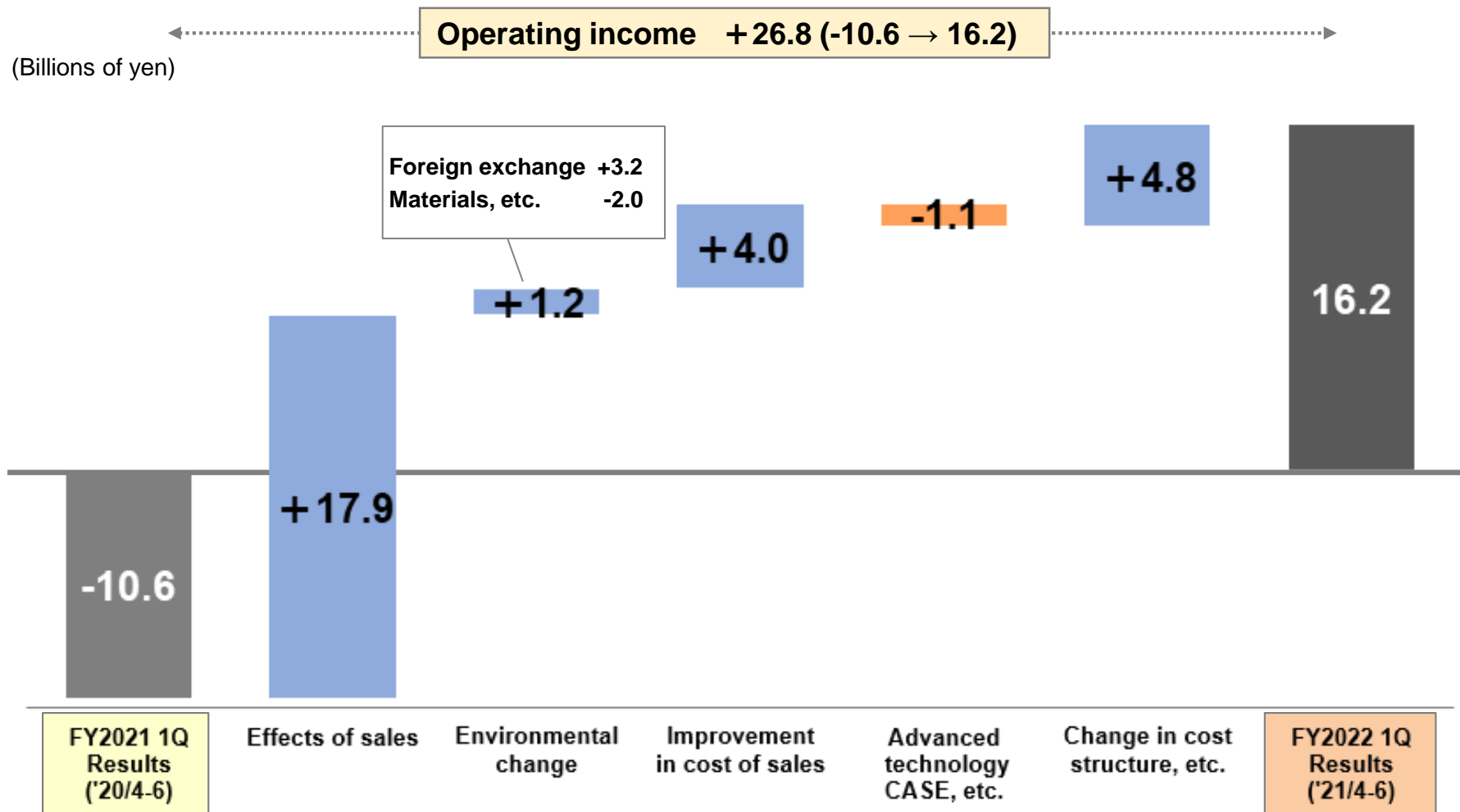
■ Exchange rate	21/4-6	20/4-6
US\$	109	109
THB	3.50	3.35
IDR (100)	0.76	0.69
A\$	84	68





# Analysis of Consolidated Income Statements

In addition to the recovery of sales and a favorable exchange rate, we made steady progress in our efforts towards strengthening the competitiveness.





# Consolidated Operating Income by Segments

In all segments, sales and profit increased from the previous year, in which the business was affected by the novel coronavirus.

In Other Area, we recorded a loss due to the decline in sales volume in North America. In Japan and other Asian countries, our business performance recovered to the level in FY2020.

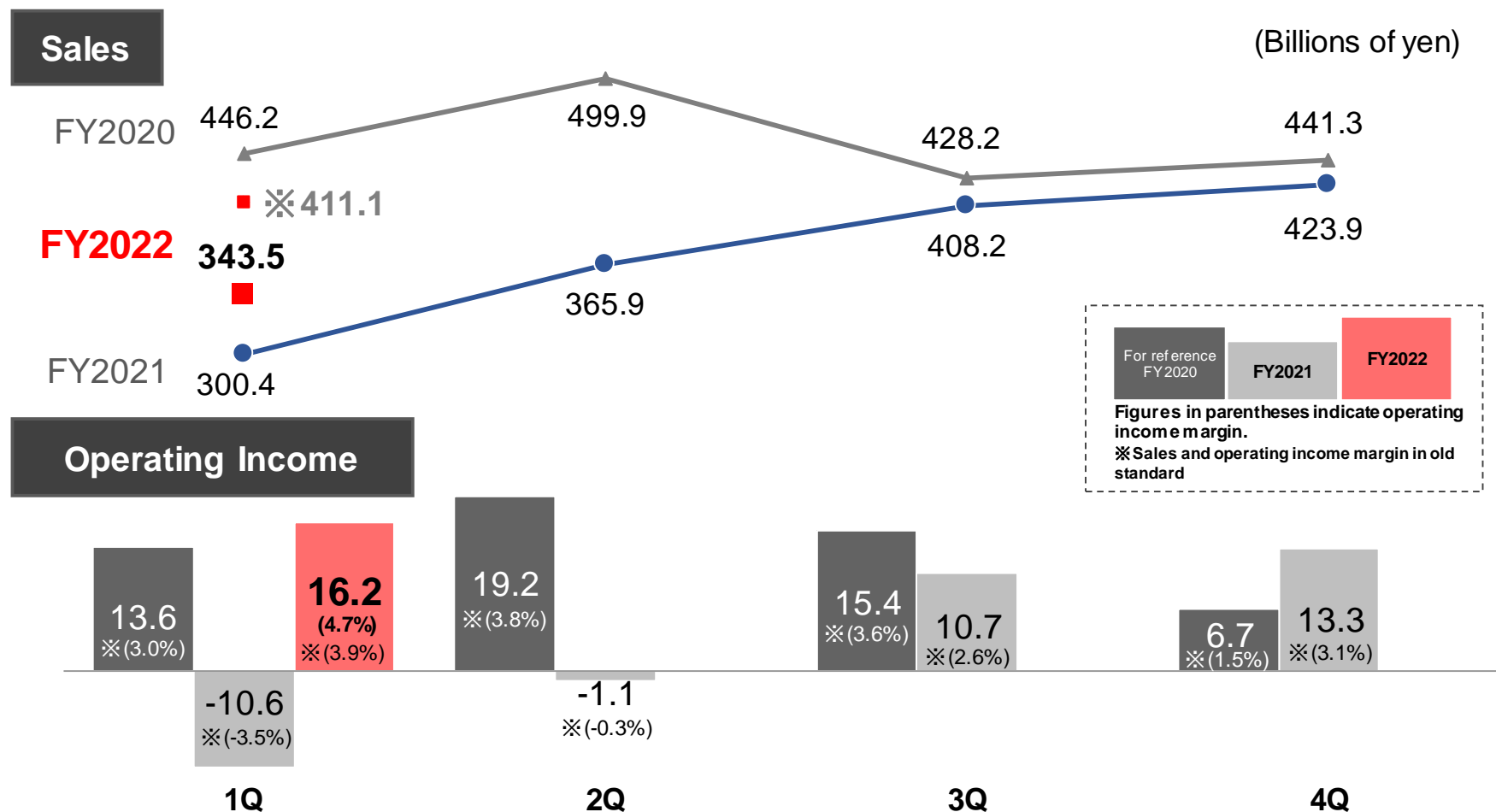
	(Billions of yen)						(For reference)	
	FY2022 1Q ( <sup>'21</sup> /4-6)		FY2021 1Q ( <sup>'20</sup> /4-6)		Change		FY2020 1Q ( <sup>'19</sup> /4-6)	
	Net sales	Operating income	Net sales	Operating income	Net sales	Operating income	Net sales	Operating income
<b>Japan</b>		(5.1%)	—	—			—	—
	272.0	※(4.1%)	※(-2.8%)	※(-2.8%)	+35.4%	—	※(2.6%)	※(2.6%)
(old standard)	339.6	13.8	250.9	-6.9	+88.7	+20.7	362.9	9.5
<b>Asia</b>		(4.5%)	※(-2.5%)	※(-2.5%)	+87.1%	—	※(4.9%)	※(4.9%)
	85.7	3.9	45.8	-1.2	+39.9	+5.1	86.2	4.2
<b>Other Areas</b>		(-3.2%)	※(-6.8%)	※(-6.8%)	+30.0%	—	※(2.2%)	※(2.2%)
	42.1	-1.3	32.3	-2.2	+9.8	+0.9	67.2	1.5
<b>Consolidated adjustment</b>								
	-56.3	-0.2	-28.6	-0.3	-27.7	+0.1	-70.1	-1.6
<b>Total</b>		(4.7%)	—	—			—	—
	343.5	※(3.9%)	※(-3.5%)	※(-3.5%)	+36.9%	—	※(3.0%)	※(3.0%)
(old standard)	411.1	16.2	300.4	-10.6	+110.7	+26.8	446.2	13.6

Note: Figures in parentheses indicate operating income margin. The percentage in the change column means the year-on-year increase/decrease rate.

※Profit margin on sales in old standard



# Trends in the Quarterly Consolidated Sales and Operating Income



Exchange rate	FY2020	FY2021	FY2022
US\$	111	109	109

FY2020	FY2021	FY2022
107	106	—

FY2020	FY2021	FY2022
109	105	—

FY2020	FY2021	FY2022
110	105	—

# Progress of Structural Reform

To strengthen the competitiveness  
in the coming few years



## ◆ Provision of products with enhanced competitiveness

**Aug. 2021 HINO DUTRO with a loading capacity of 1.5 tons**

Expansion of model variation to meet a wide range of customer needs

**Spring of 2022 HINO PROFIA equipped with LKA and EDSS**

Substantial enhancement of advanced safety technology

※ LKA: Lane keep assist EDSS: Emergency driving stop system

**HINO Poncho Z EV** Response to needs for zero-emissions community buses

**Early summer of 2022 HINO DUTRO Z EV** Placing an emphasis on user friendliness in logistics



## ◆ Efforts for Total support and revenue improvement

- **Established Minami-kanto Hino (July 2021)**

Support users in a wide area surrounding Tokyo metropolitan area

- **Established or renewed distributors' bases**

Improvement of the productivity of the maintenance service



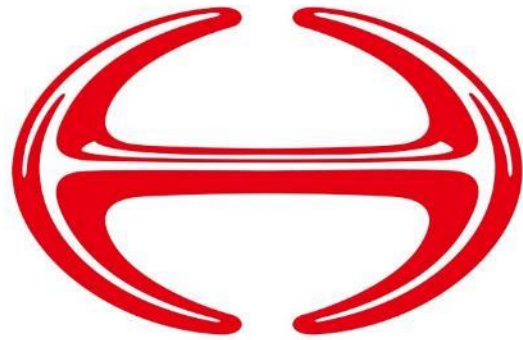
Hiroshima Hino (April 2021)



Kyushu Hino (May 2021)



Osaka Hino (July 2021)



**HINO**