



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

**(From April 1, 2021 to December 31, 2021)**

**January 31, 2022**  
**Hino Motors, Ltd.**



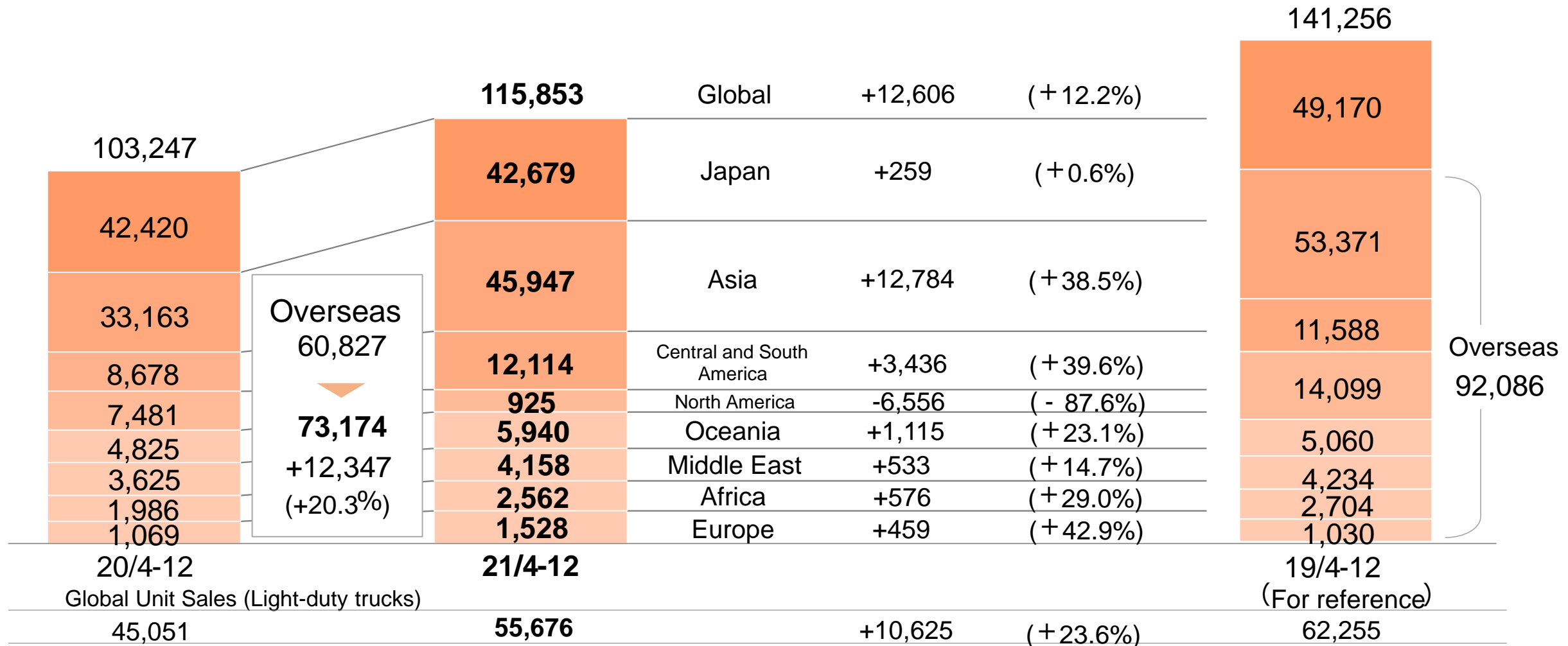
# 1) Sales Turnover

## 2) Consolidated Income Statements



# Global Unit Sales (Retail Sales) (Unit Sales in Each Region)

- Global unit sales stood at 115,900 vehicles.
- Unit sales increased from the previous year in almost all regions. Overseas performance recovered to the level in FY 2020, except Asia and North America.



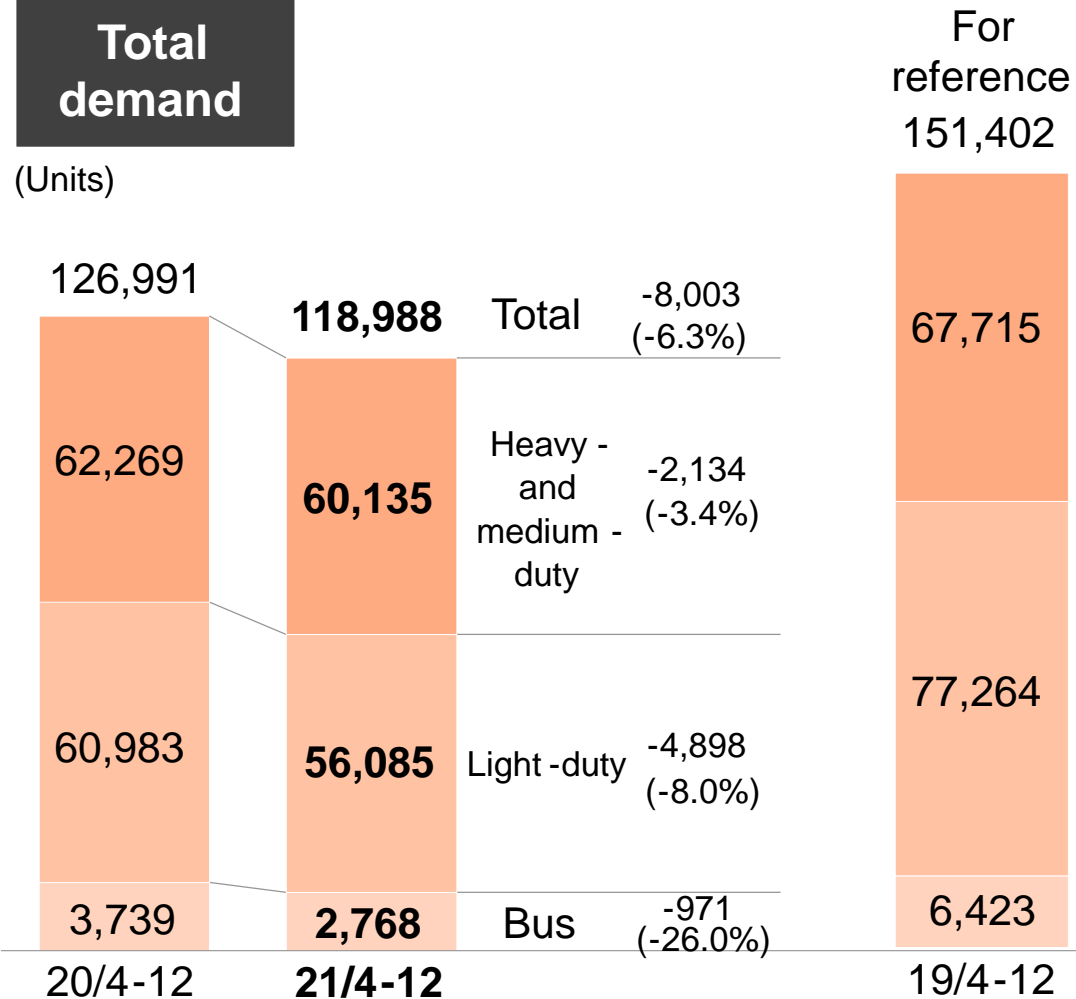


# Truck and Bus Market in Japan

**Total demand: Dropped from the previous year, due to the shortages of semiconductors and supply of parts.**  
**Hino's sales: Sales remained almost unchanged year on year.**

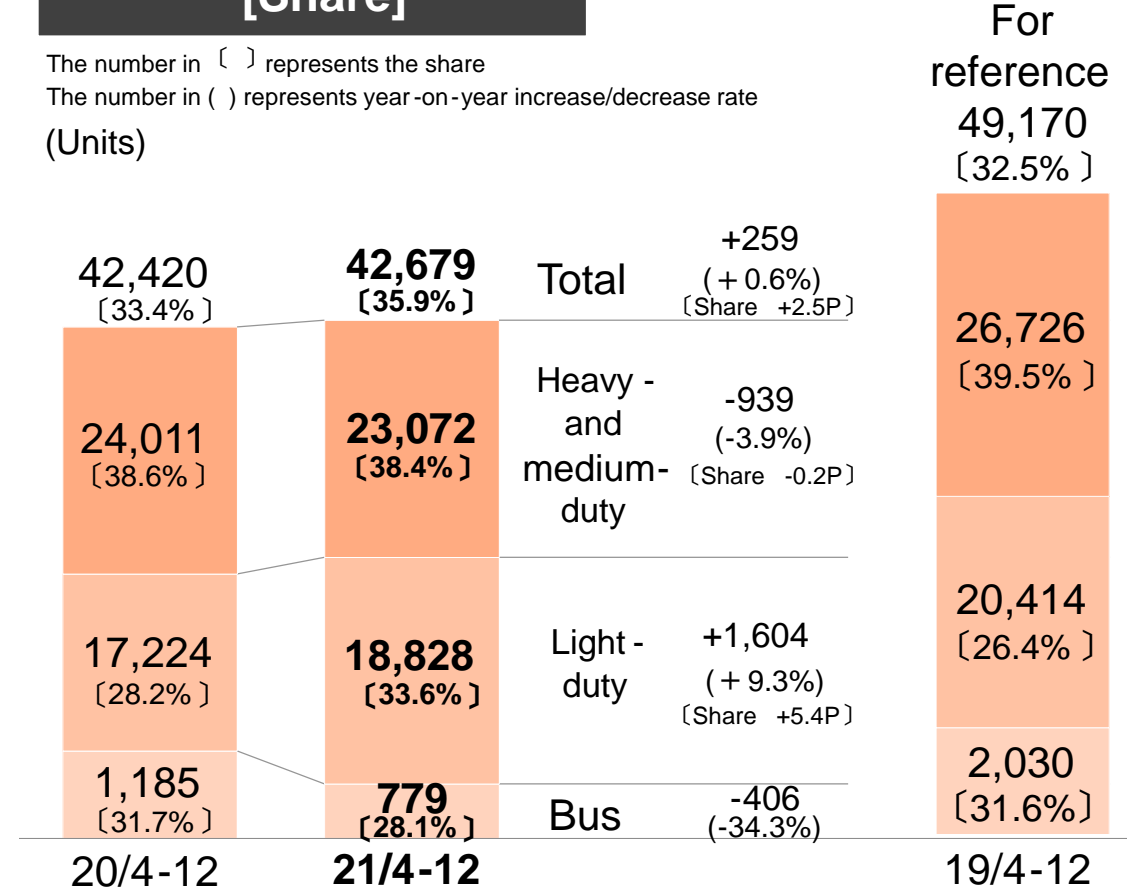
## Total demand

(Units)



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

The number in [ ] represents the share  
 The number in ( ) represents year-on-year increase/decrease rate  
 (Units)



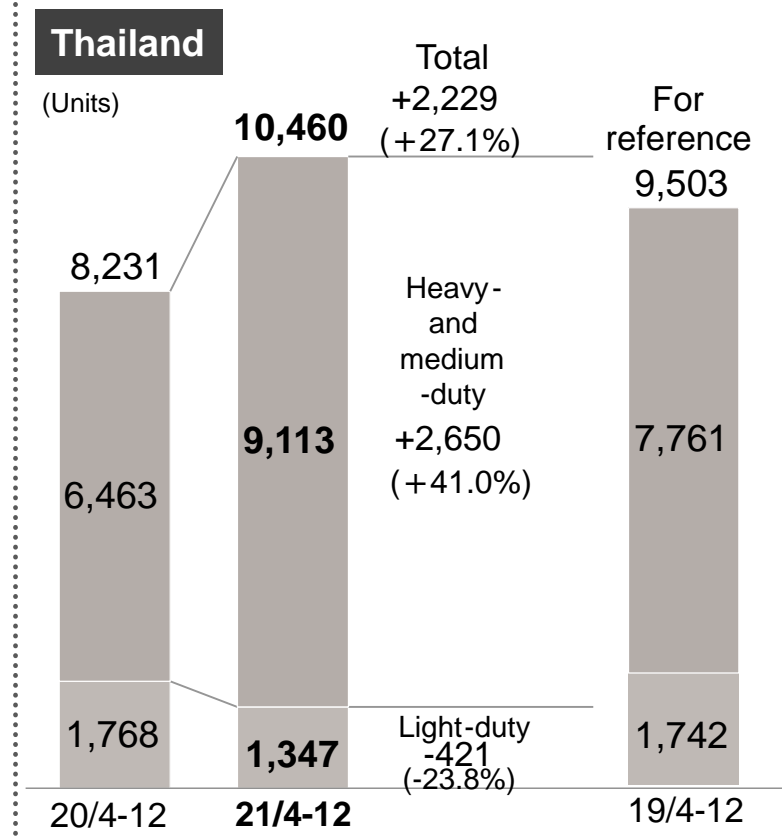
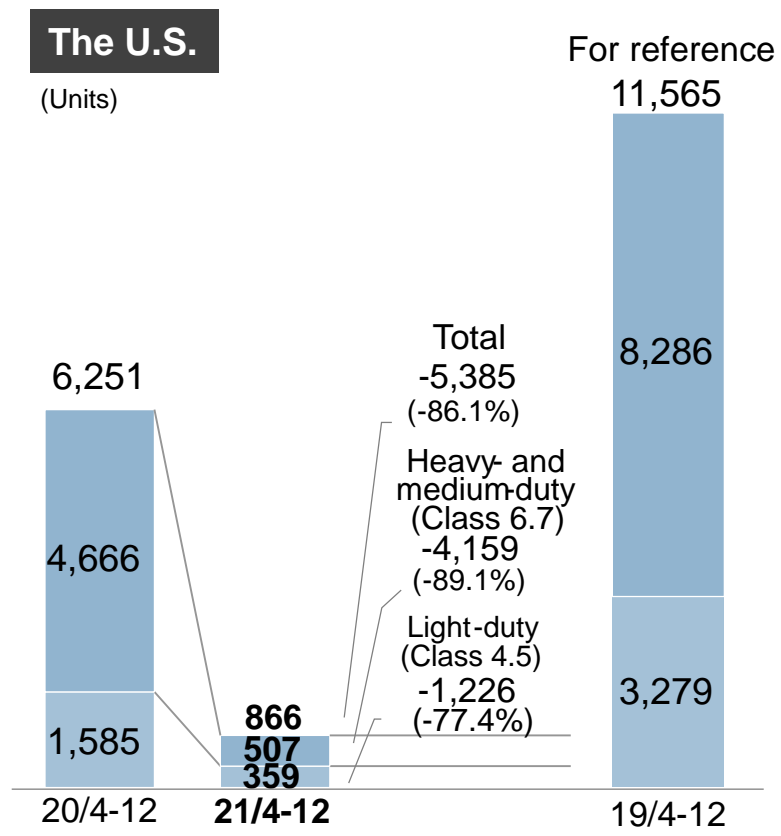
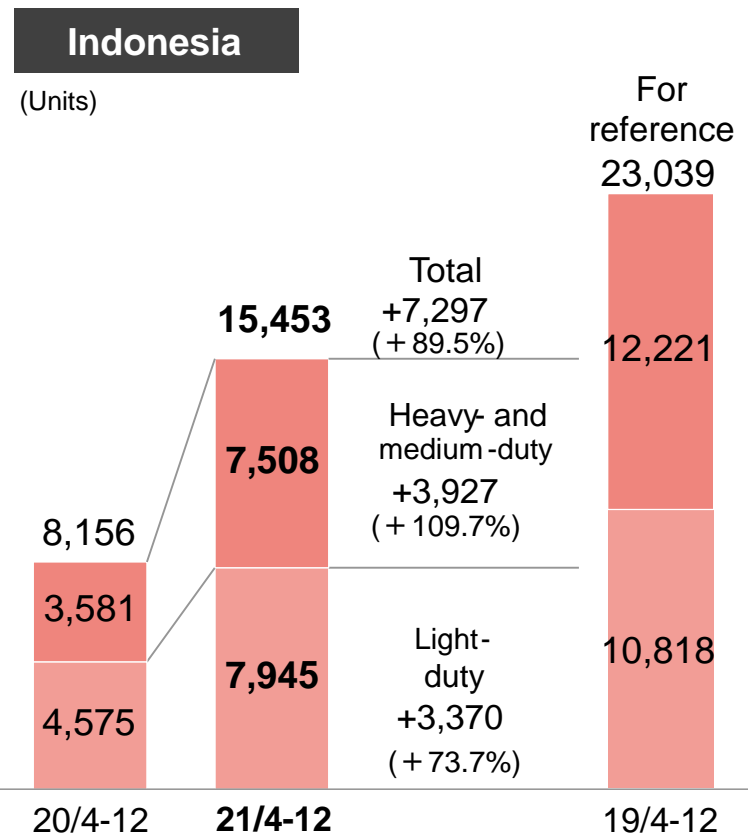


# Sales Volumes in Indonesia, the U.S. and Thailand (Retail Sales)

**Indonesia:** Sales volume expanded from the previous year, due to the skyrocketing of prices of natural resources and the resumption of the plan for investment in infrastructure.

**The U.S.:** Sales volume dropped considerably from the previous year, due to the suspension of manufacturing at factories.

**Thailand:** The market recovered, and sales volume rose considerably from the previous year. The performance of heavy- and medium-duty trucks recovered to the level higher than FY2020.



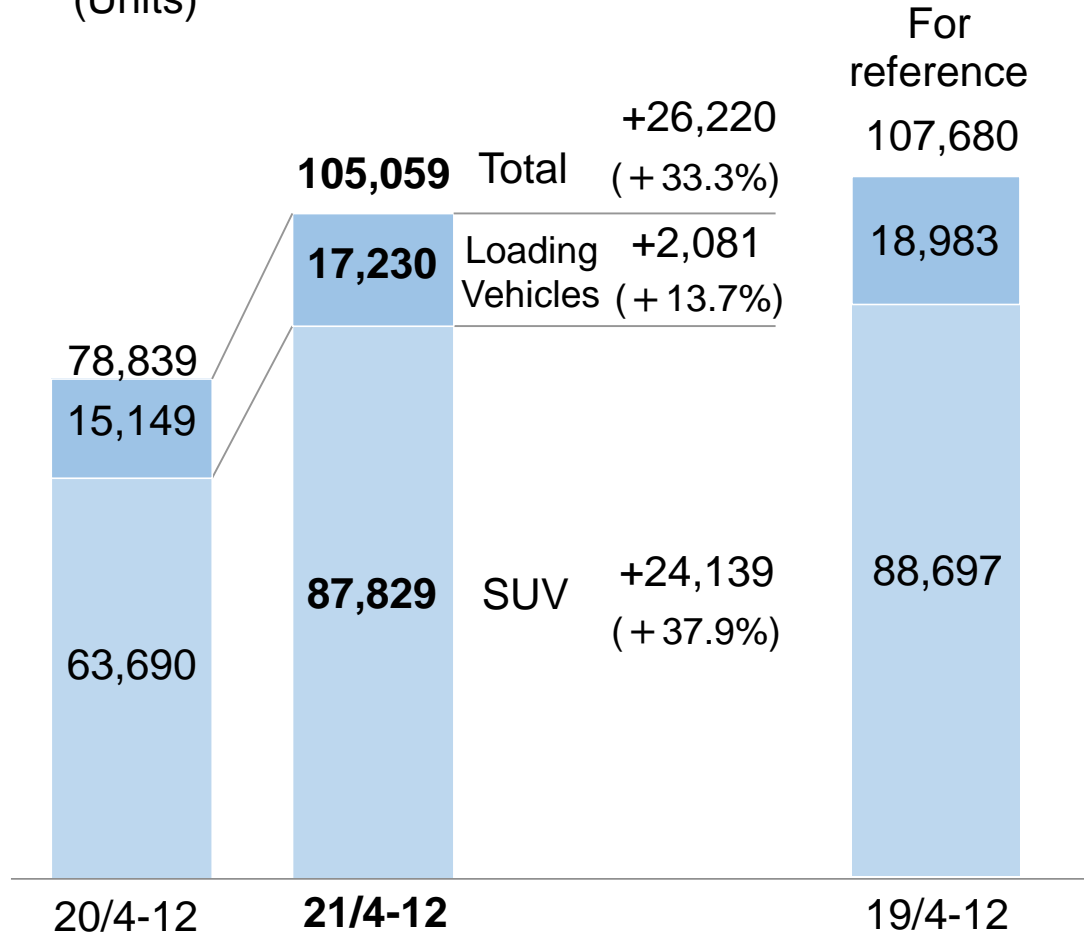


# Consolidated Sales of TOYOTA Brand Vehicles and Unit

Both vehicles and units increased from the previous year.

## Vehicles

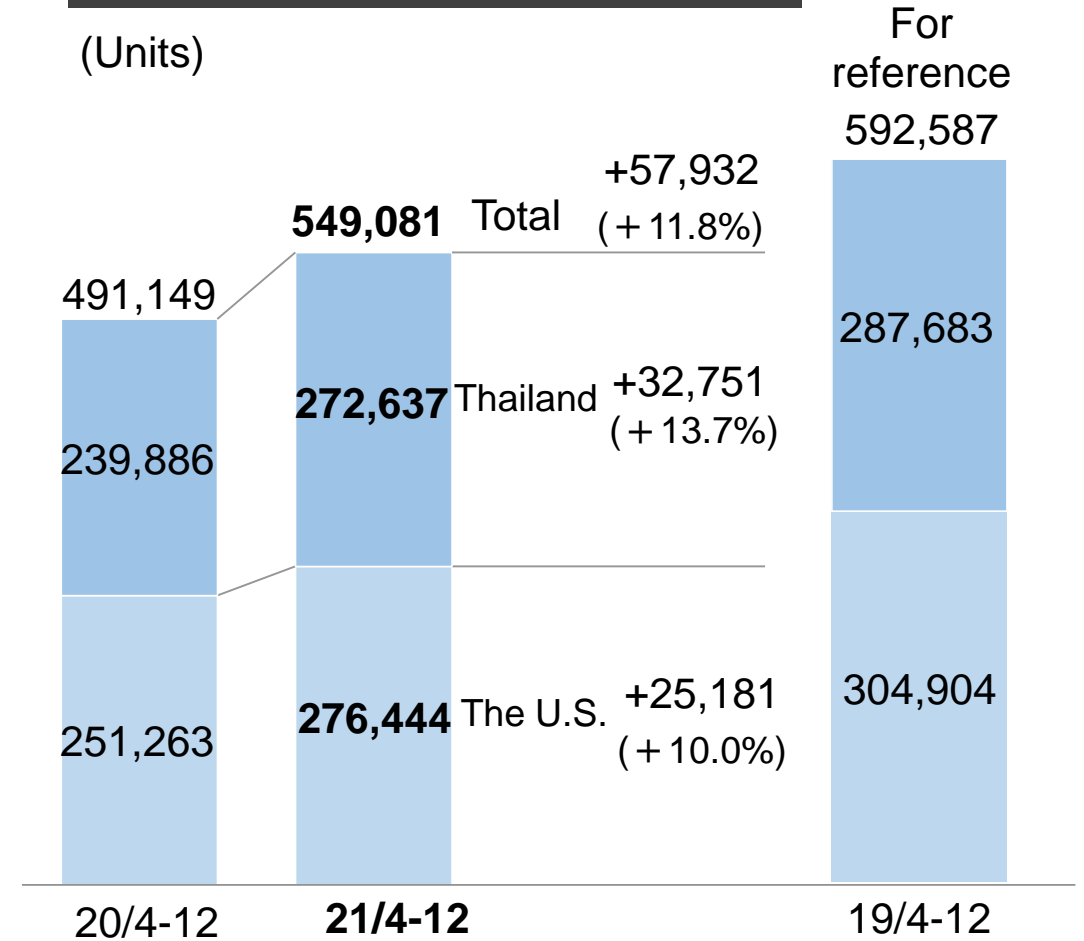
(Units)



## Units

(in Thailand and the U.S.)

(Units)





1) Sales Turnover

**2) Consolidated Income Statements**



# Consolidated Income Statements

Item	(Billions of yen)			(For reference)	
	FY2022 3Q ( <sup>'21</sup> /4-12)	FY2021 3Q ( <sup>'20</sup> /4-12)	Change	FY2020 3Q ( <sup>'19</sup> /4-12)	
<b>Net sales</b>	<b>1,069.4</b>	—	+18.3%	—	
Net sales (old standard)	<b>1,271.0</b>	1,074.5	+196.5	1,374.3	
<b>Operating income</b>	<b>49.8</b>	-1.0	+50.8	48.2	
	(4.7%) ※(3.9%)	— ※(-0.1%)	— ※(+4.0p)	— ※(3.5%)	
<b>Ordinary income</b>	<b>52.3</b>	-1.7	+54.0	45.0	
	(4.9%) ※(4.1%)	— ※(-0.2%)	— ※(+4.3p)	— ※(3.3%)	
<b>Profit attributable to owners of parent</b>	<b>18.8</b>	-2.2	+21.0	29.9	
	(1.8%) ※(1.5%)	— ※(-0.2%)	— ※(+1.7p)	— ※(2.2%)	

Figures in parentheses indicate profit margin on sales.

The percentage in the change column means the year-on-year increase/decrease rate.

※Profit margin on sales in old standard

## Consolidated unit sales

(Units)

	21/4-12	20/4-12	Change
<b>Japan</b>	<b>43,712</b>	43,209	+503
<b>Overseas</b>	<b>73,453</b>	50,205	+23,248
<b>TOYOTA brand</b>	<b>105,059</b>	78,839	+26,220

## Exchange rate

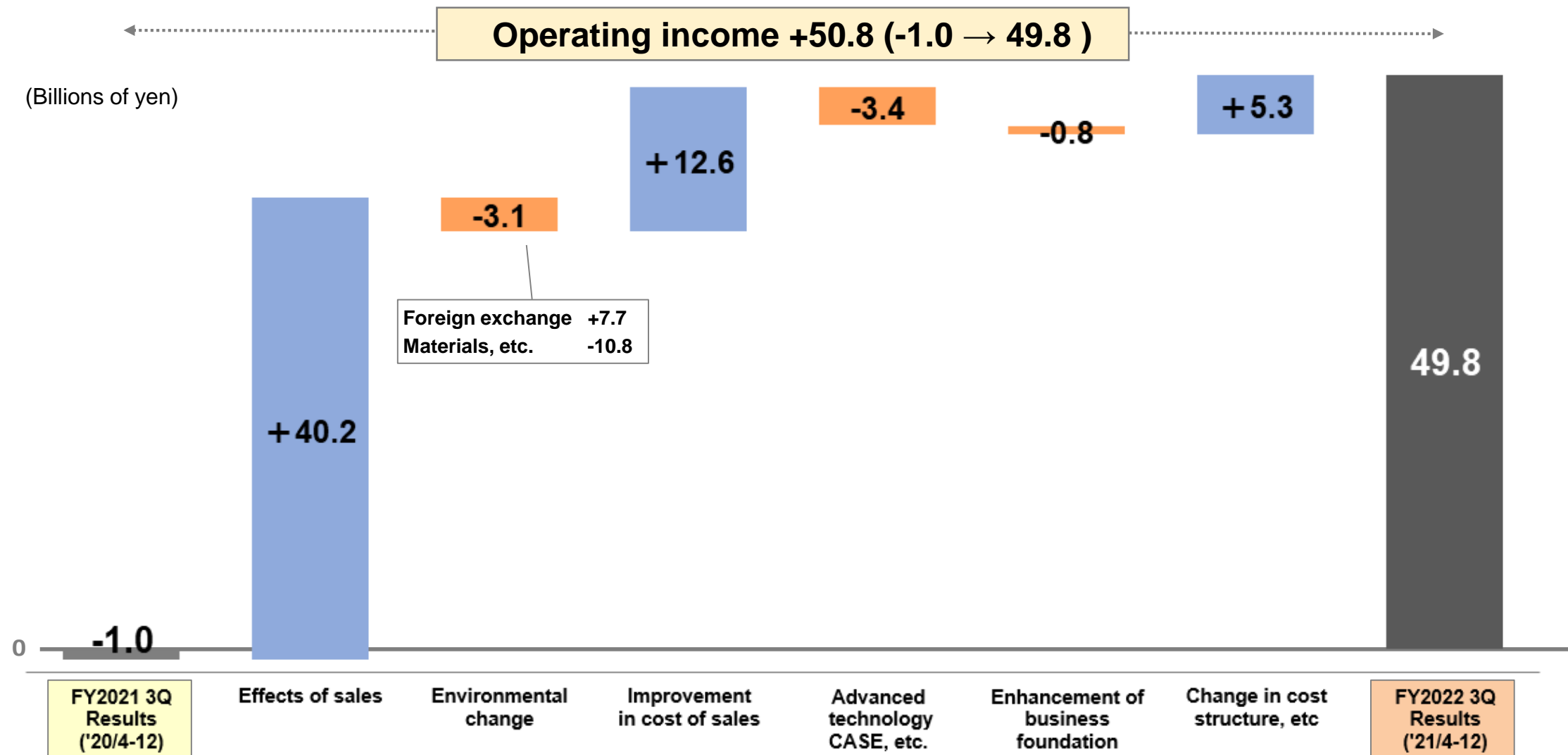
	21/4-12	20/4-12
<b>US\$</b>	<b>111</b>	106
<b>THB</b>	<b>3.42</b>	3.37
<b>IDR (100)</b>	<b>0.77</b>	0.70
<b>A\$</b>	<b>83</b>	73





# Analysis of Consolidated Income Statements [year-on-year]

In addition to sales recovery, we enhanced competitiveness, streamlined operations in existing fields, and reformed workstyles steadily.





# Consolidated Operating Income by Segments

Operating income grew considerably in Japan and other Asian countries, thanks to the recovery of overseas sales in Asia, etc. The performance in Japan and other Asian countries recovered and exceeded the level in FY2020.

	FY2022 3Q ( <sup>'21/4-12</sup> )		FY2021 3Q ( <sup>'20/4-12</sup> )		Change		(For reference) FY2020 3Q ( <sup>'19/4-12</sup> )	
	Net sales	Operating income	Net sales	Operating income	Net sales	Operating income	Net sales	Operating income
<b>Japan</b>		(4.8%)	—	—			—	—
	847.2	※(3.9%)	※(-0.1%)	—	+20.2%	—	※(2.9%)	—
(old standard)	1,048.8	40.4	872.7	-0.8	+176.1	+41.2	1,108.0	32.0
<b>Asia</b>		(5.5%)	※(0.9%)	—	+44.2%	9.0 times	※(4.1%)	—
	281.4	15.5	195.1	1.7	+86.3	+13.8	285.7	11.7
<b>Other Areas</b>		(-5.4%)	※(-4.2%)	—	+12.5%	—	※(1.7%)	—
	122.1	-6.6	108.6	-4.6	+13.5	-2.0	184.9	3.1
<b>Consolidated adjustment</b>	-181.3	0.5	-101.9	2.7	-79.4	-2.2	-204.3	1.4
<b>Total</b>		(4.7%)	—	—			—	—
	1,069.4	※(3.9%)	※(-0.1%)	—	+18.3%	—	※(3.5%)	—
(old standard)	1,271.0	49.8	1,074.5	-1.0	+196.5	+50.8	1,374.3	48.2

Figures in parentheses indicate operating income margin.

The percentage in the change column means the year-on-year increase/decrease rate.

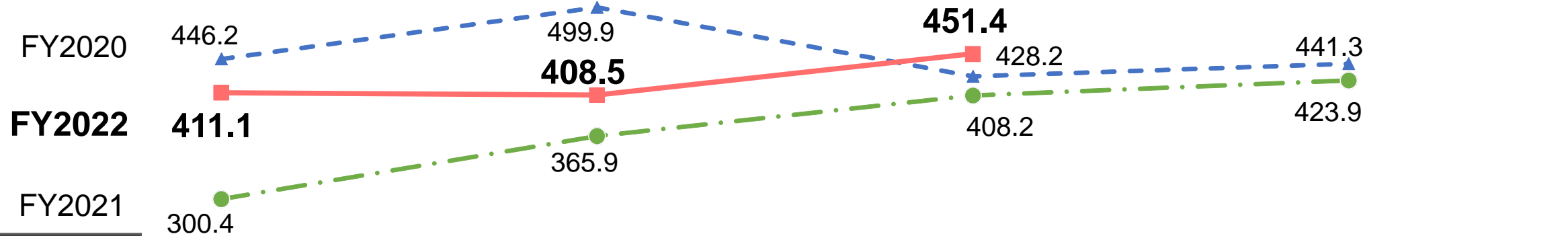
※Profit margin on sales in old standard



# Trends in the Quarterly Consolidated Sales and Operating Income

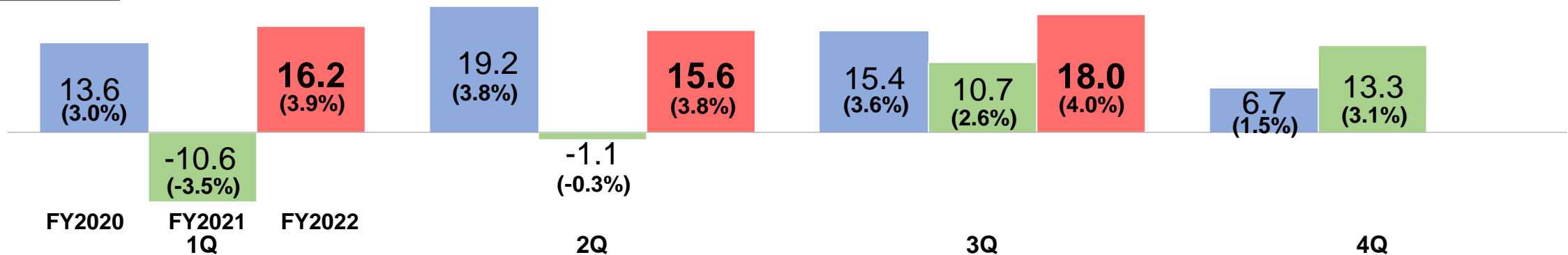
## Sales

※The sales and profit margin in FY2022 are based on the old standard.



## Operating Income

The parenthesis represents profit margin on sales.



Exchange rate	FY2020	FY2021	FY2022
US\$	111	109	109

FY2020	FY2021	FY2022
107	106	110

FY2020	FY2021	FY2022
109	105	113

FY2020	FY2021	FY2022
110	105	—



# Summary

In 3Q, sales performance recovered, so sales and profit grew from the previous year.  
The annual forecast is unchanged from the interim announcement dated October 28, 2021.

## ■ Global Unit Sales

	FY2022 3Q ( <sup>'21</sup> /4-12) Results	Change	FY2022 ( <sup>'21</sup> /4- <sup>'22</sup> /3) Forecasts
Japan	42.7	+0.6%	61.0
Overseas	73.2	+20.3%	97.0
Total	115.9	+12.2%	158.0
<b>TOYOTA brand (*)</b>	<b>105.1</b>	<b>+33.3%</b>	<b>149.0</b>

(Thousand units)

## ■ Financial Results

	FY2022 3Q ( <sup>'21</sup> /4-12) Results	Change	FY2022 ( <sup>'21</sup> /4- <sup>'22</sup> /3) Forecasts
Net sales (new standard)	1,069.4	+18.3%	1,460.0
Operating income	49.8	—	54.0
Ordinary income	52.3	—	51.0
Profit attributable to owners of parent	18.8	—	15.0

(Billions of yen)

\*Including Dyna for Indonesia.

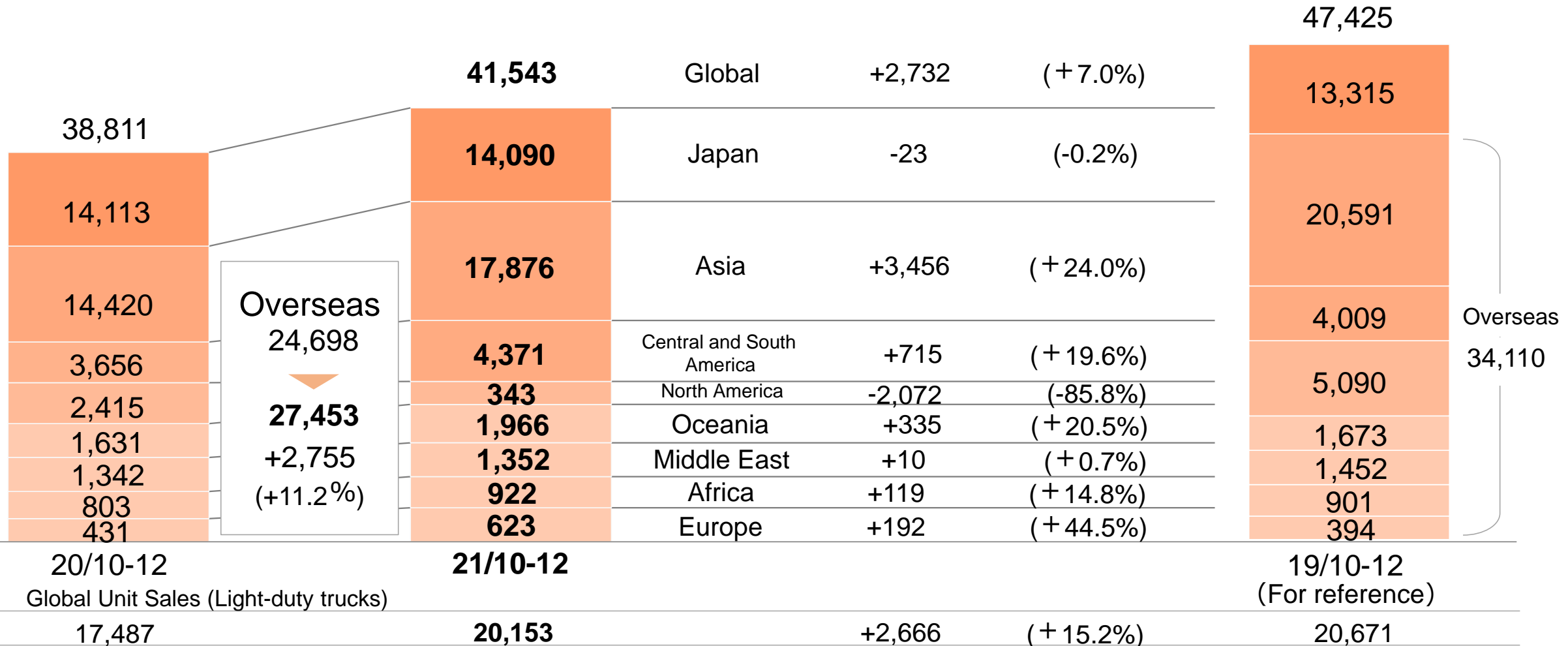


**【For Reference】  
FY2022 Third-Quarter Results  
(3 Months)**



# Global Unit Sales (Retail Sales) (Unit Sales in Each Region) (3 Months)

(Units)

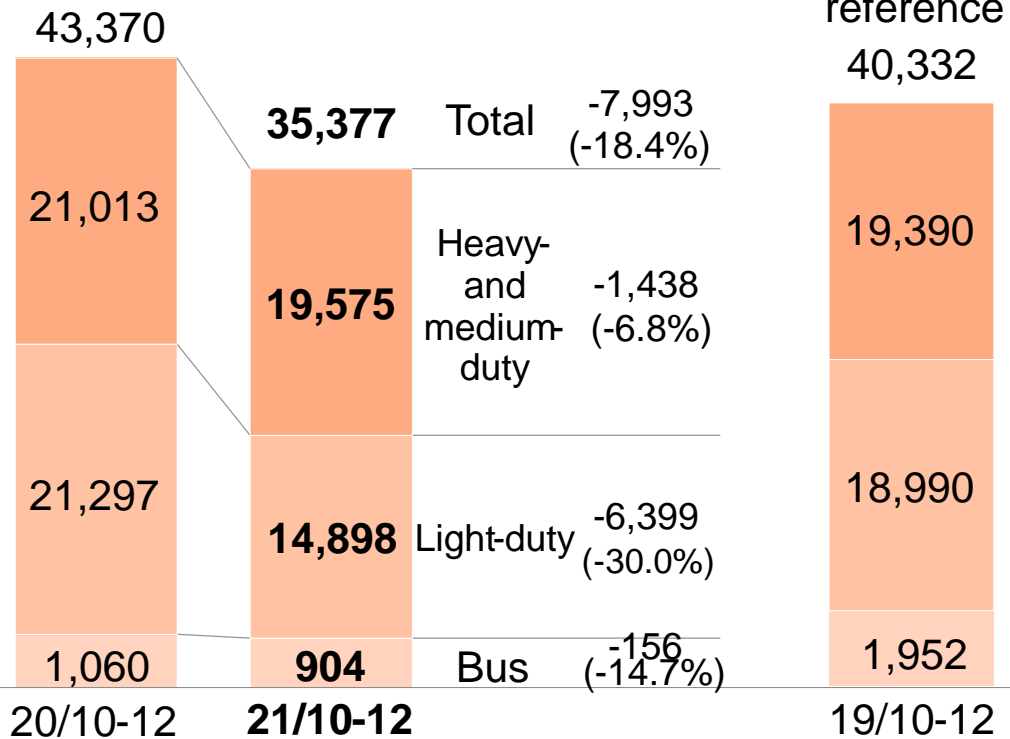




# Truck and Bus Market in Japan (3 Months)

## Total demand

(Units)

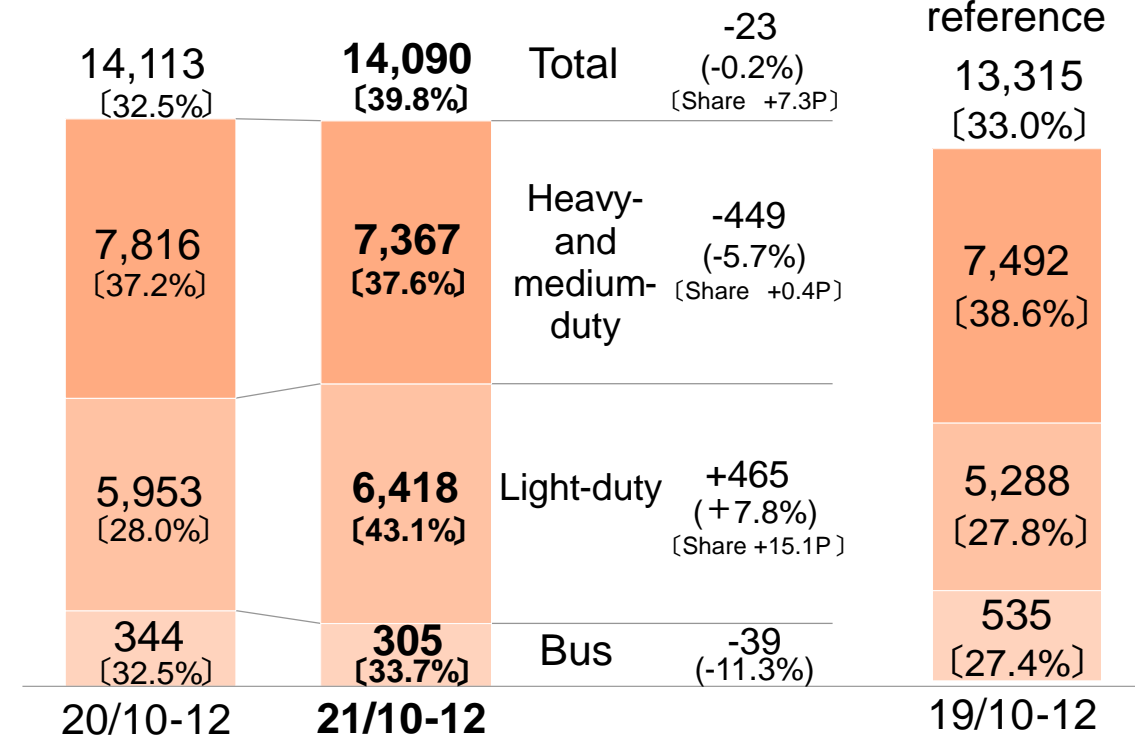


## Hino's sales (Retail) [Share]

The number in [ ] represents the share

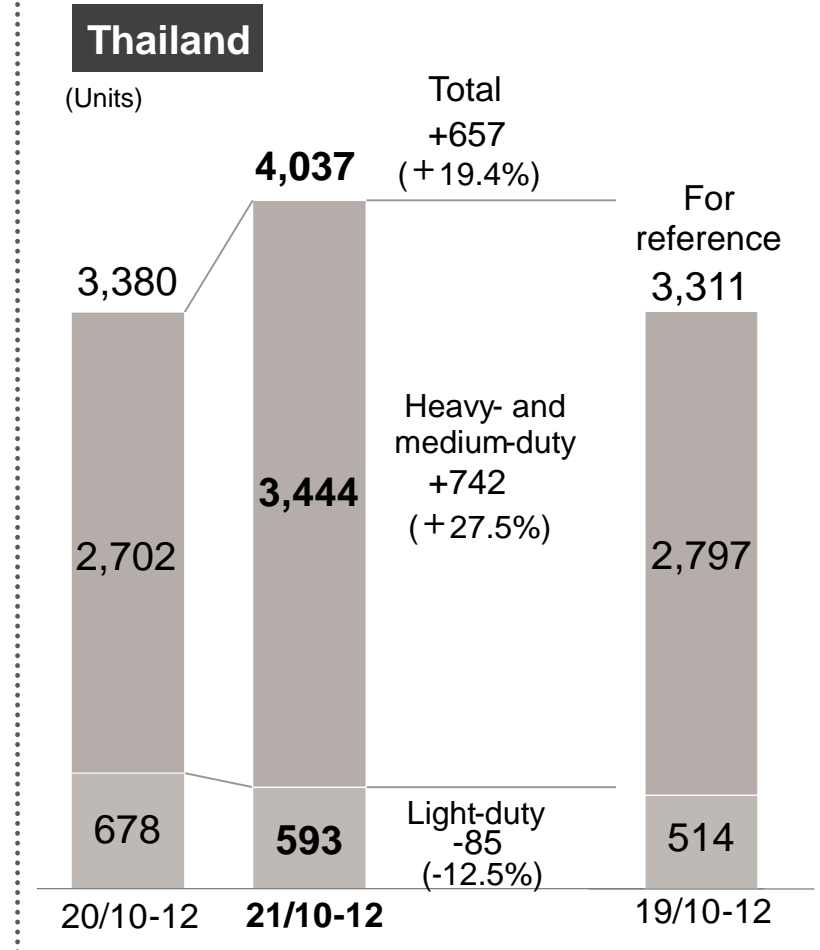
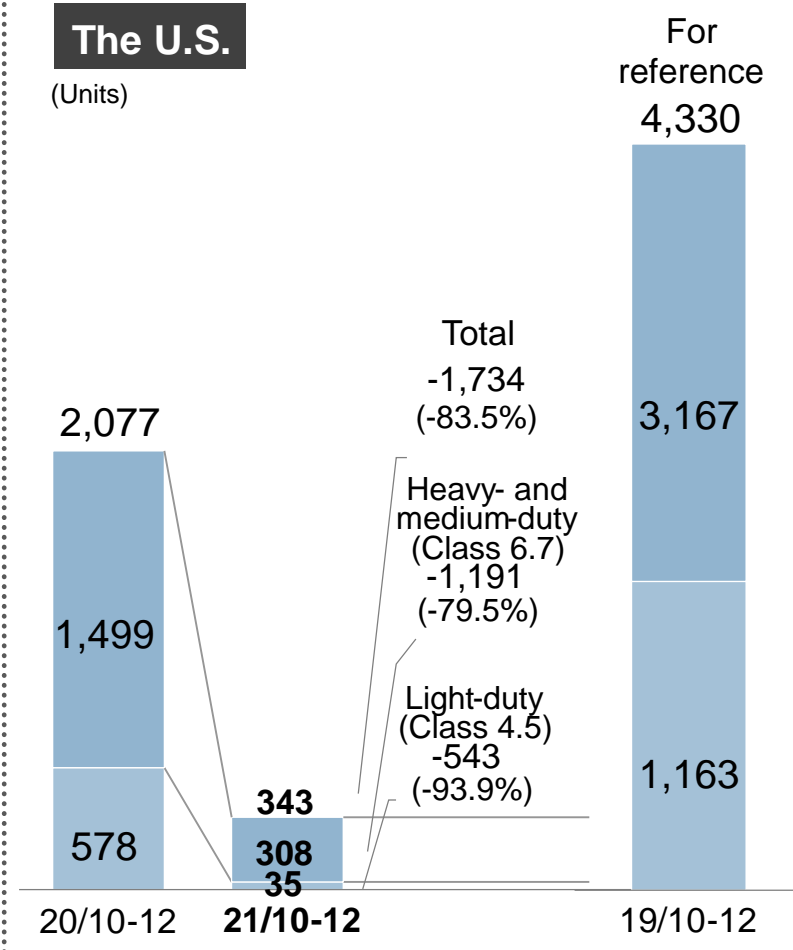
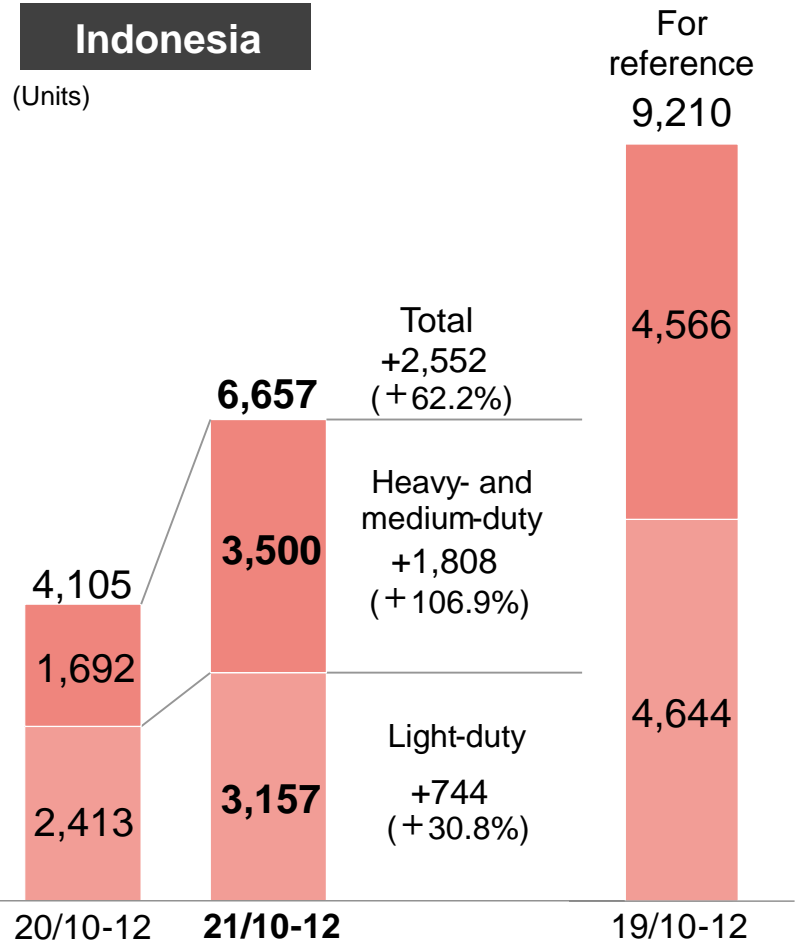
The number in ( ) represents year-on-year increase/decrease rate

(Units)





# Sales Volumes in Indonesia, the U.S. and Thailand (Retail Sales) (3 Months)



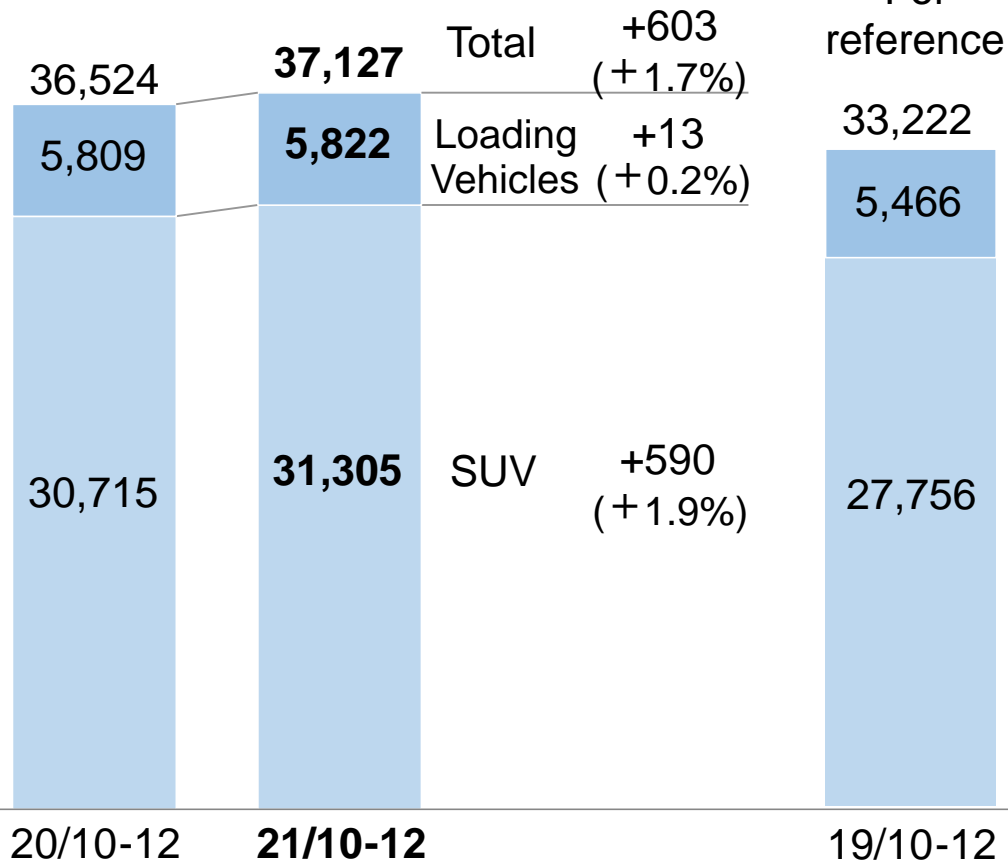




# Consolidated Sales of TOYOTA Brand Vehicles and Unit (3 Months)

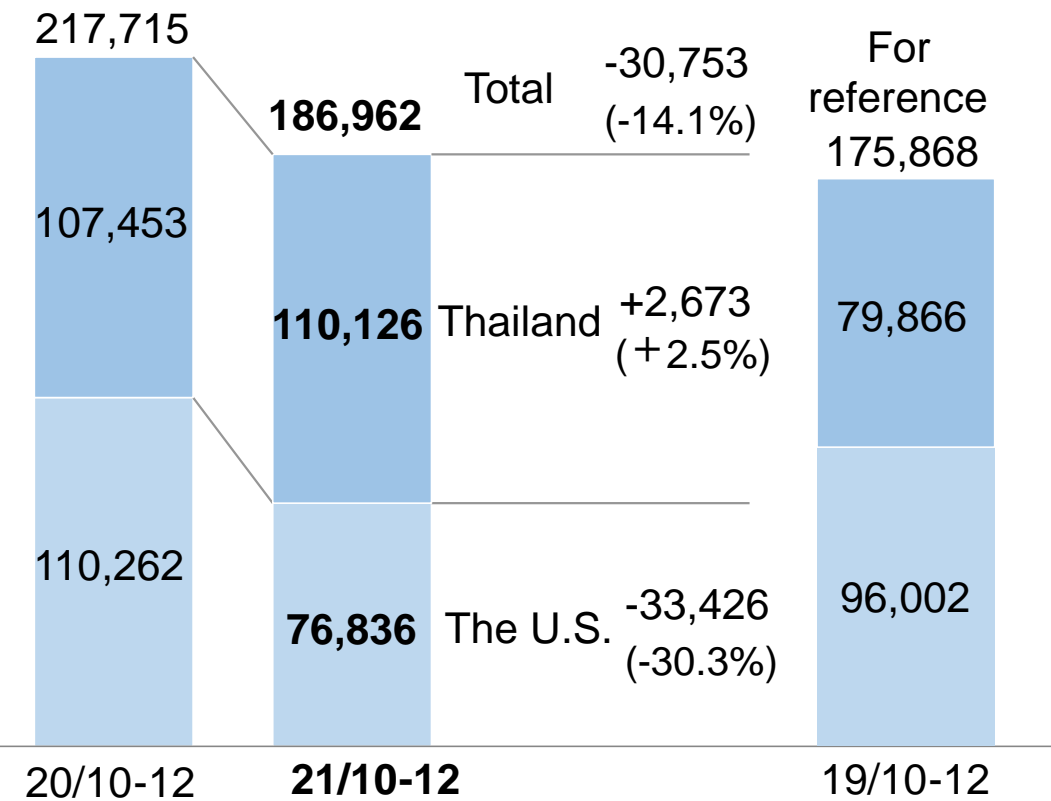
## Vehicles

(Units)



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

(Units)





# Consolidated Income Statements (3 Months)

Item	(Billions of yen)			(For reference)	
	FY2022 3Q ( <sup>21</sup> /10-12)	FY2021 3Q ( <sup>20</sup> /10-12)	Change	FY2020 3Q ( <sup>19</sup> /10-12)	
<b>Net sales</b>	<b>380.0</b>	—	+10.6%	—	
Net sales (old standard)	<b>451.4</b>	408.2	+43.2	428.2	
<b>Operating income</b>	<b>18.0</b>	10.7	+7.3	15.4	
<b>Ordinary income</b>	<b>20.1</b>	11.1	+9.0	14.9	
<b>Profit attributable to owners of parent</b>	<b>7.1</b>	7.4	-0.3	11.4	

Figures in parentheses indicate profit margin on sales.

The percentage in the change column means the year-on-year increase/decrease rate.

※Profit margin on sales in old standard

## Consolidated unit sales (Units)

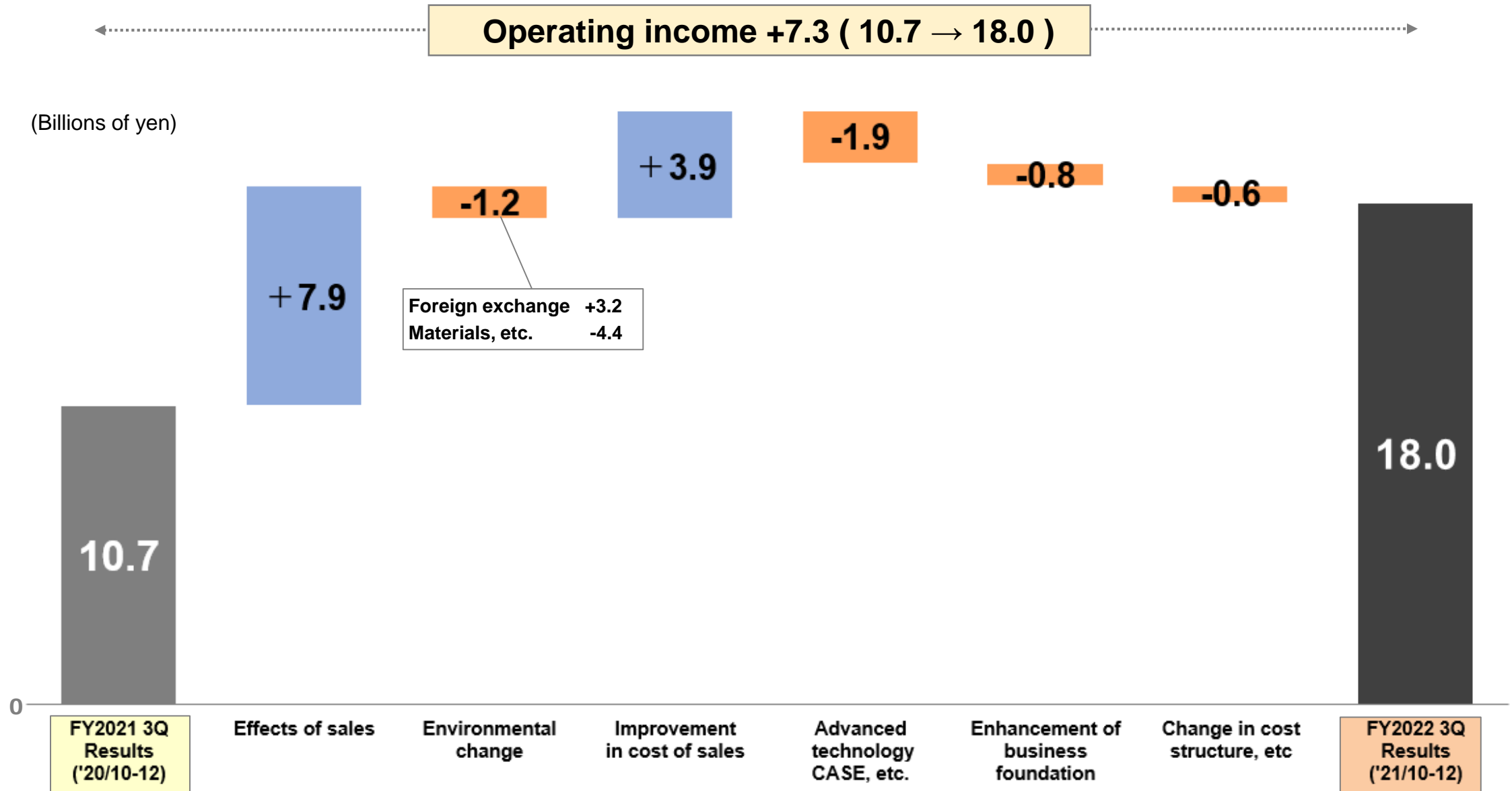
	<sup>21</sup> /10-12	<sup>20</sup> /10-12	Change
Japan	14,472	14,367	+105
Overseas	28,726	21,654	+7,072
TOYOTA brand	37,127	36,524	+603

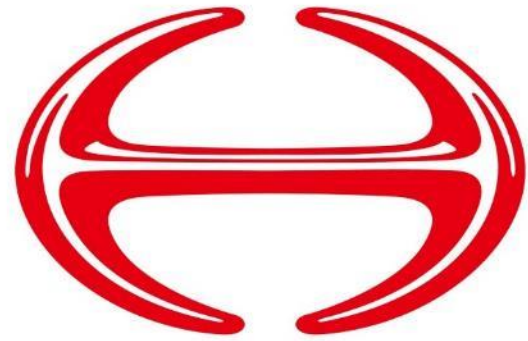
## Exchange rate

	<sup>21</sup> /10-12	<sup>20</sup> /10-12
US\$	113	105
THB	3.38	3.37
IDR (100)	0.79	0.72
A\$	83	75



# Analysis of Consolidated Income Statements [year-on-year] (3 Months)





**HINO**