

# **Financial Results for Third Quarter of FY2023**

**(From April 1, 2022 to December 31, 2022)**

**February 2, 2023**  
**Hino Motors, Ltd.**

**1) FY2023 Third-Quarter Results (9 Months)**

**2) FY2023 Sales Forecast**

**【For Reference】 FY2023 Third-Quarter Results (3 Months)**

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

- Global unit sales stood at 109.4 thousand vehicles, down 6.5 thousand vehicles from the previous year.
- Overseas unit sales increased by 10.5 thousand vehicles mainly in Asia, amid inflation, the rise in interest rates, etc., but domestic unit sales dropped considerably by 17.0 thousand vehicles, due to the misconduct for certification and the delay in supply of parts. Consequently, overall unit sales declined.

						(Units)
115,853		109,352	Global	-6,501	(-5.6%)	
42,679		25,662	Japan	-17,017	(-39.9%)	
45,947	Overseas 73,174 83,690 +10,516 (+14.4%)	53,732	Asia	+7,785	(+ 16.9%)	
12,114		11,890	Central and South America	-224	(-1.8%)	
5,940		5,502	Oceania	-438	(-7.4%)	
925		4,760	North America	+3,835	(5.1 times)	
4,158		3,999	Middle East	-159	(-3.8%)	
2,562		3,044	Africa	+482	(+ 18.8%)	
1,528		763	Europe	-765	(-50.1%)	
21/4-12		22/4-12				
Global unit sales (Light-Duty)						
55,676		54,511		-1,165	(-2.1%)	

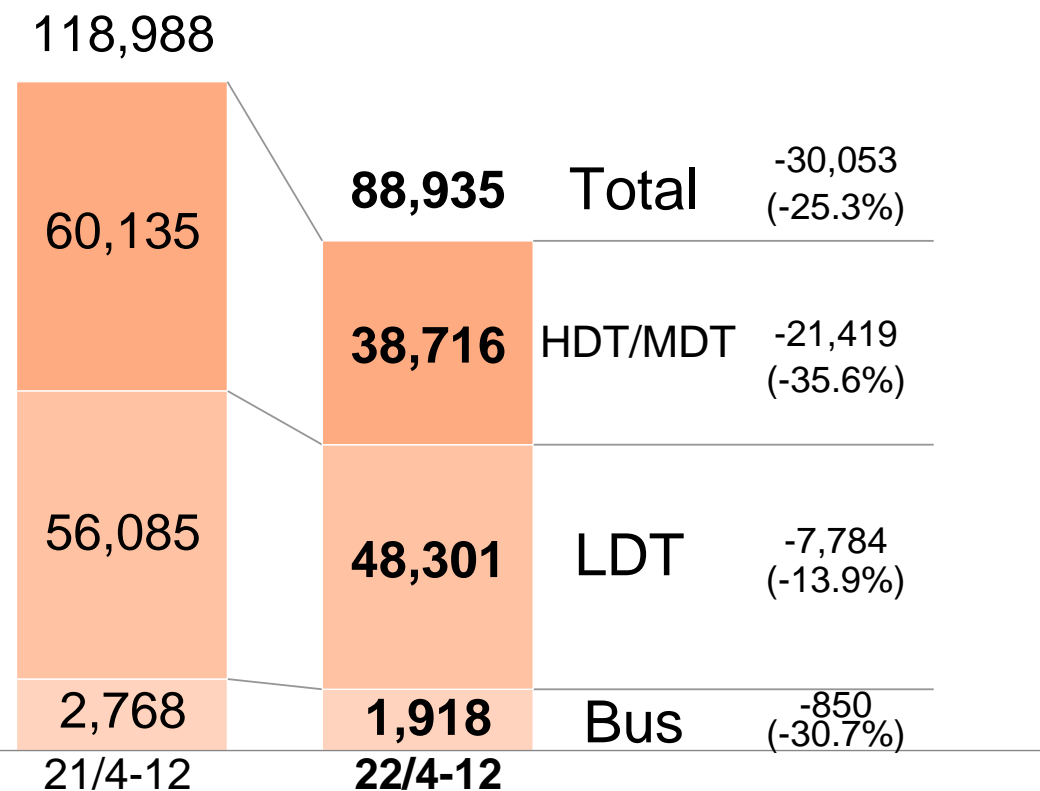
# Truck and Bus Market in Japan

Total sales by each company: Dropped 25% from the previous year, due to the shortage of semiconductors and parts and Hino's misconduct for certification.

Hino's sales: The sales of medium and heavy-duty trucks decreased considerably from the previous year, mainly due to the misconduct for certification.

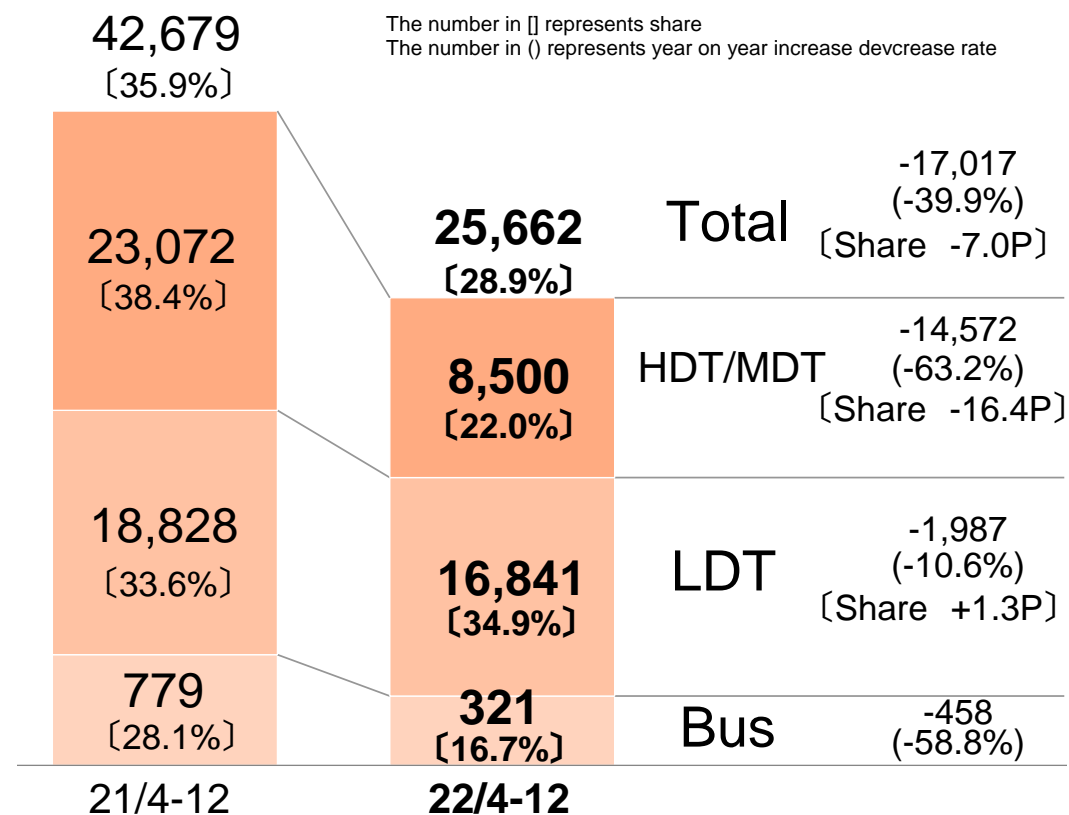
## Total sales by each company

(Units)



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

(Units)



The number in [] represents share  
The number in () represents year on year increase decrease rate

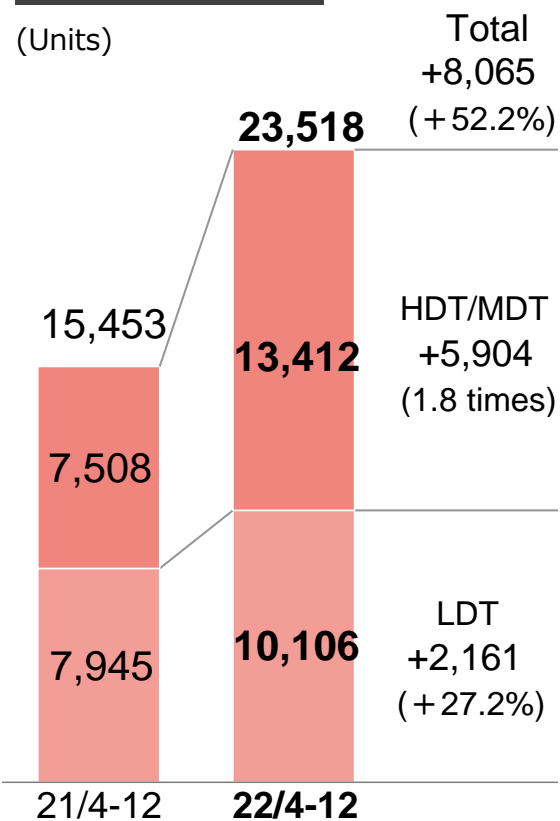
# Sales Volumes in Indonesia, the U.S. and Thailand (Retail Sales)

**Indonesia:** Sales volume rose from the previous year, as domestic demand recovered due to the skyrocketing of prices of natural resources, etc.

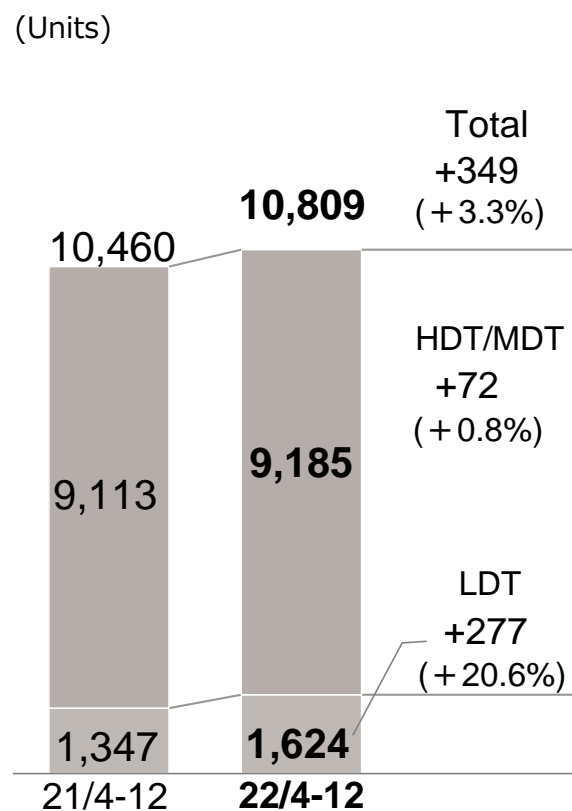
**Thailand:** The sales volume of trucks mainly for construction and cargo transportation increased from the previous year, thanks to the healthy economy.

**The U.S.:** The sales volume of medium and heavy-duty trucks significantly increased from the previous year, as manufacturing and shipment were resumed in the second half of FY 2022.

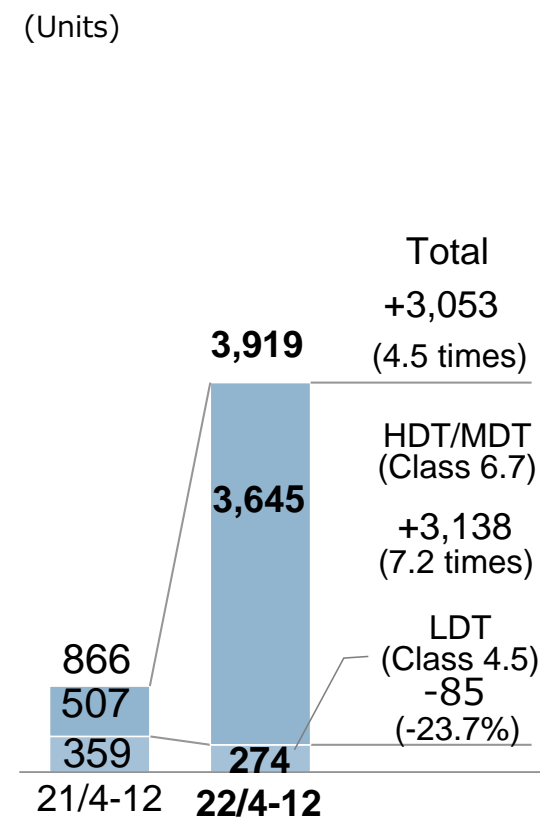
## Indonesia



## Thailand

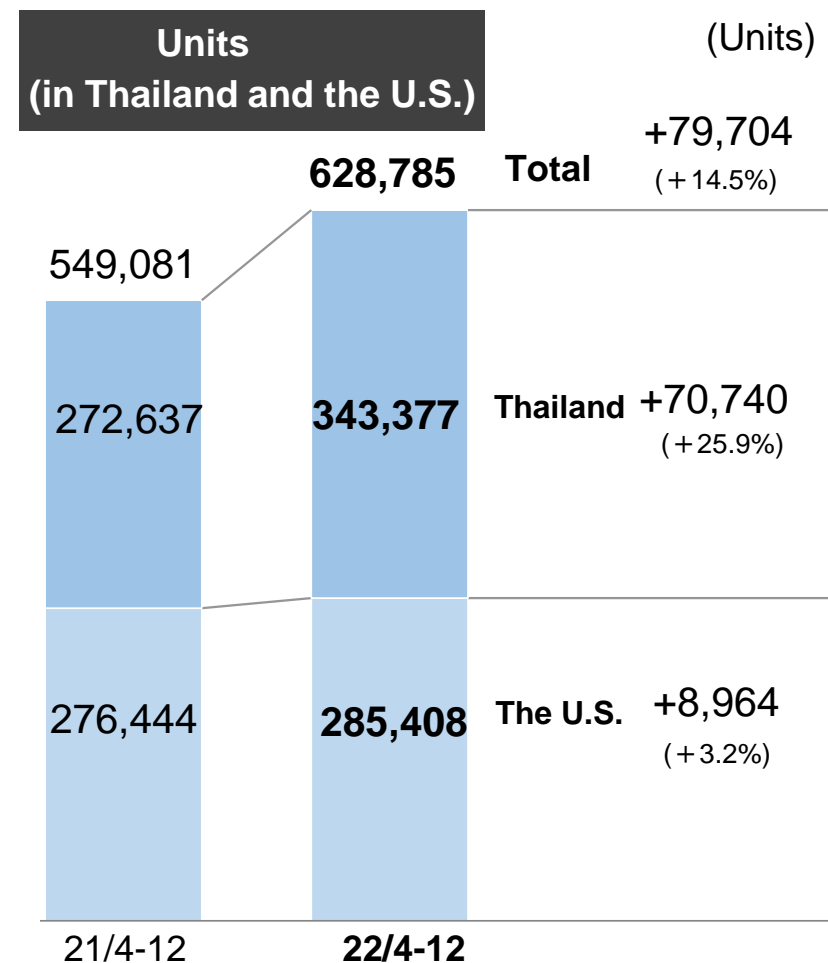
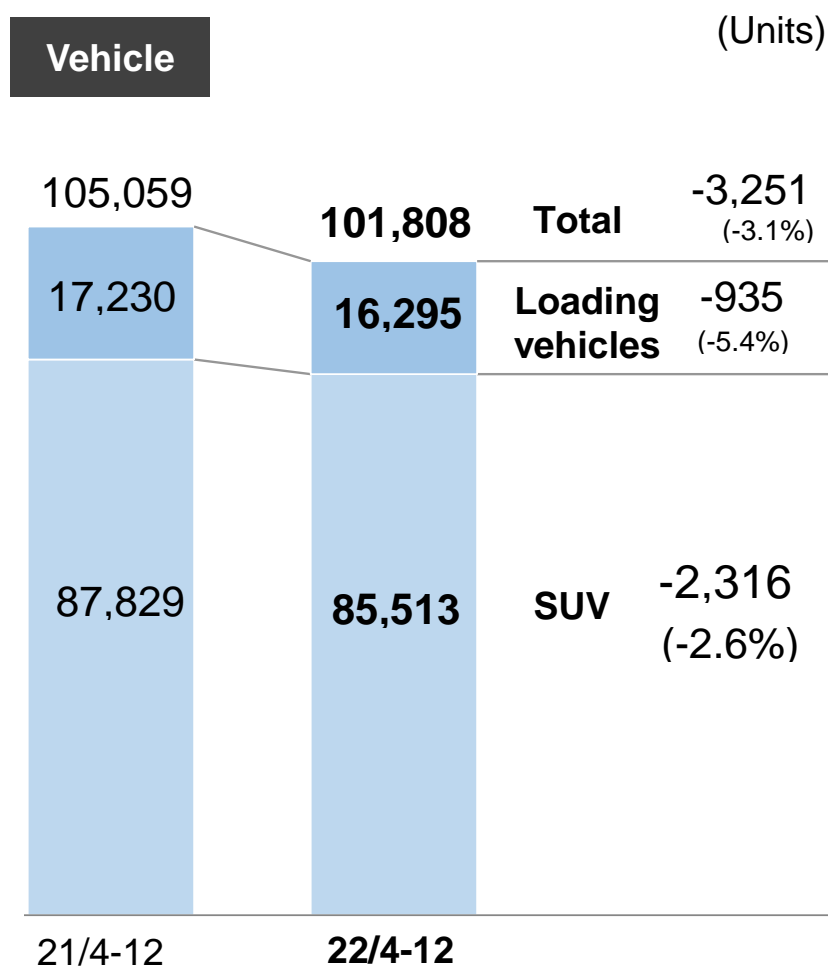


## The U.S.



# Consolidated Sales of TOYOTA Brand Vehicles and Unit

- **Vehicles:** Sales dropped from the previous year, due to the decrease in production output of SUVs caused by the shortage of semiconductors.
- **Units:** The unit sales of IMV in Thailand increased considerably from the previous year. The unit sales in the U.S. increased slightly from the previous year, as the shortage of semiconductors lingered.



# Consolidated Income Statements

(Billions of yen)

Item	FY2023 3Q ( <sup>22</sup> /4-12)	FY2022 3Q ( <sup>21</sup> /4-12)	Change	Change (%)
Net sales	1,110.4	1,069.4	+41.0	+3.8%
Operating income	(2.3%) 25.6	(4.7%) 49.8	(-2.4p) -24.2	-48.6%
Ordinary income	(2.3%) 25.1	(4.9%) 52.3	(-2.6p) -27.2	-52.1%
Profit attributable to owners of parent	(-2.1%) -23.7	(1.8%) 18.8	(-3.9p) -42.5	—

Note: Figures in parentheses indicate profit margin on sales.

## ■ Consolidated unit sales

(Units)

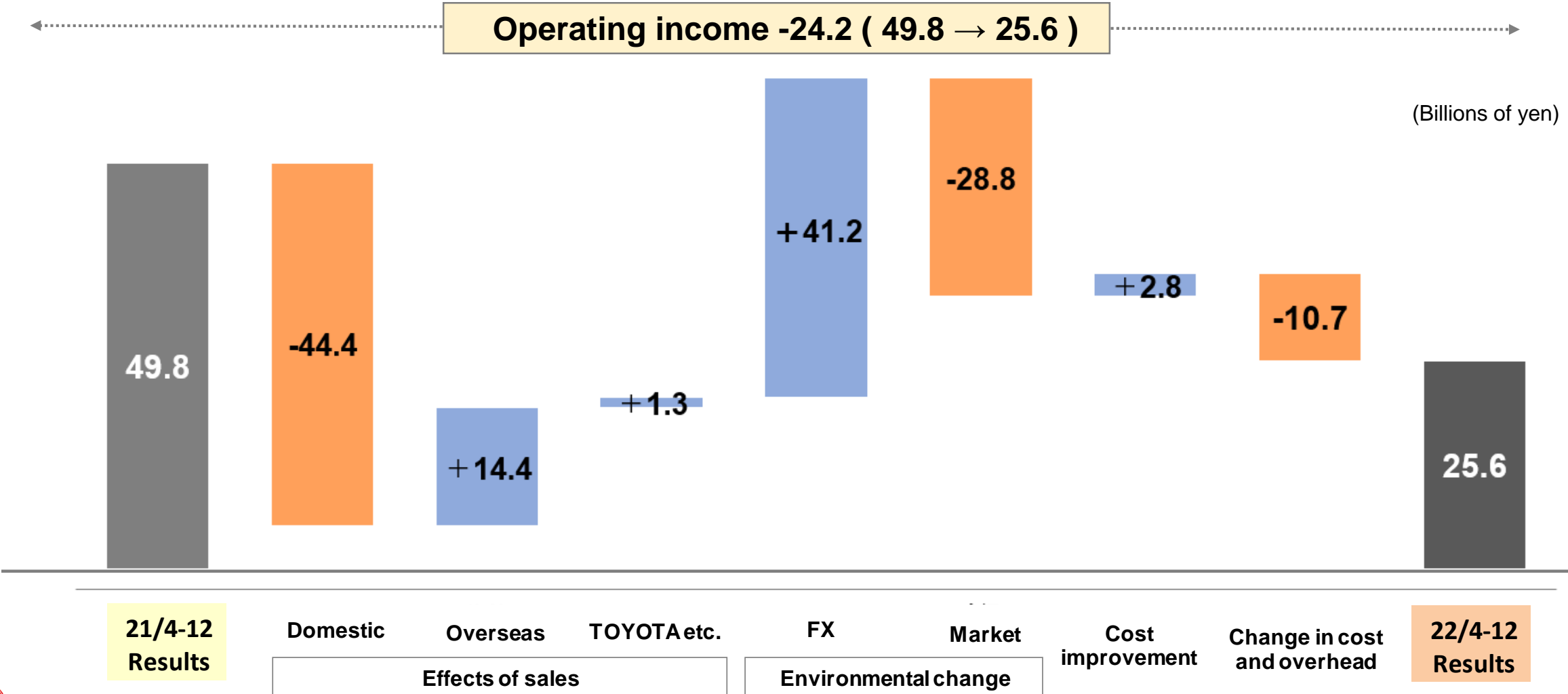
	<sup>22</sup> /4-12	<sup>21</sup> /4-12	Change
Japan	26,505	43,712	-17,207
Overseas	86,338	73,453	+12,885
TOYOTA brand	101,808	105,059	-3,251

## ■ Exchange rate

	<sup>22</sup> /4-12	<sup>21</sup> /4-12
USD	136	111
THB	3.79	3.42
IDR (100)	0.91	0.77
AUD	94	83

# Analysis of Consolidated Income Statements [Year-on-Year Comparison]

Despite the continued depreciation of the yen, profits halved due to the increasing impact of domestic certification and deteriorating market conditions.





# Consolidated Operating Income by Segments

Japan: Operating income declined due to the misconduct for certification and the shortage of parts.

Asia: Operating income rose considerably, thanks to the growth of revenues in ASEAN countries, mainly Indonesia and Thailand.

Other Areas: Operating income dropped, due to the material market conditions, the skyrocketing of distribution costs, etc. in North America.

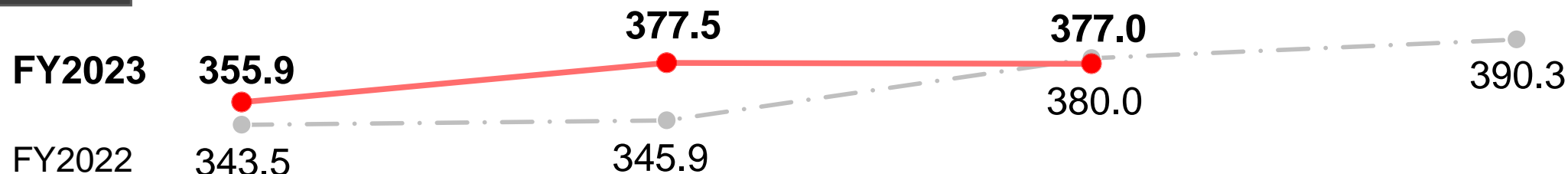
(Billions of yen)						
	FY2023 3Q ( <sup>'22/4-12</sup> )		FY2022 3Q ( <sup>'21/4-12</sup> )		Change	
	Net sales	Operating income	Net sales	Operating income	Net sales	Operating income
Japan		(1.5%) 766.0		(4.8%) 847.2	-9.6% -81.2	-72.1% -29.1
Asia		(8.1%) 407.5		(5.5%) 281.4	+44.8% +126.1	2.1 times +17.5
Other Areas		(-6.9%) 177.6		(-5.4%) 122.1	+45.4% +55.5	— -5.7
Consolidated adjustment		-240.7		-181.3	-59.4	-6.9
Total		(2.3%) 1,110.4		(4.7%) 1,069.4	+3.8% +41.0	-48.6% -24.2

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

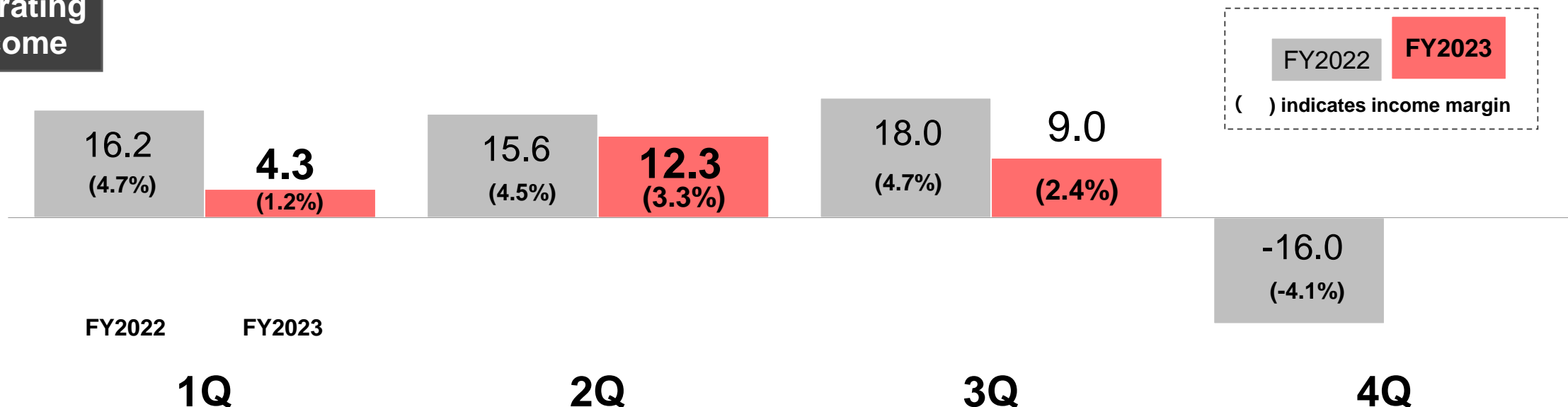
# Trends in the Quarterly Consolidated Sales and Operating Income

## Net Sales

(Billions of yen)



## Operating income



Exchange rate	FY2022	FY2023
USD	109	125

FY2022	FY2023
110	137

FY2022	FY2023
113	144

FY2022	FY2023
115	—

1) FY2023 Third-Quarter Results (9 Months)

**2) FY2023 Sales Forecast**

【For Reference】 FY2023 Third-Quarter Results (3 Months)

# Preconditions for FY2023 Financial Forecast

				Previous announcement (announced on October 27)			This announcement (announced on February 2)						
Global unit sales				Japan	Overseas	TOYOTA brand		Japan	Overseas	TOYOTA brand			
				37.0 thousand units	120.0 thousand units	142.0 thousand units		35.0 thousand units	110.0 thousand units	128.4 thousand units			
Japan	Shipping assumption	Heavy-duty trucks	E13C/A09C: Not reflected as shipment schedule is undecided					A09C : From Mid-February 2023 (resumption of production from March 2023)					
		Medium-duty trucks (including medium-sized vehicles)	A05C urea SCR: From September 2022. (resumption of production from November 2022) A05C HC-SCR: Not reflected as shipment schedule is undecided					(No change)					
		Light-duty trucks	N04C: From September 2022. (resumption of production from October 2022)					(No change)					
	Overseas		Sales growth mainly in ASEAN countries is reflected.					A decline in demand due to inflation and rise in interest rate is reflected.					
Exchange rates (annual average)				Reflected the results in Apr-Sep	USD	100IDR	THB	AUD	Reflected the results in Apr-Dec	USD	100IDR	THB	AUD
					134	0.90	3.79	93		135	0.91	3.80	94
Market conditions				A higher price of steel (steel pipes/steel plates/steel bars/scrap) and nonferrous metals (platinum/palladium) compared to the 1st half is reflected.									

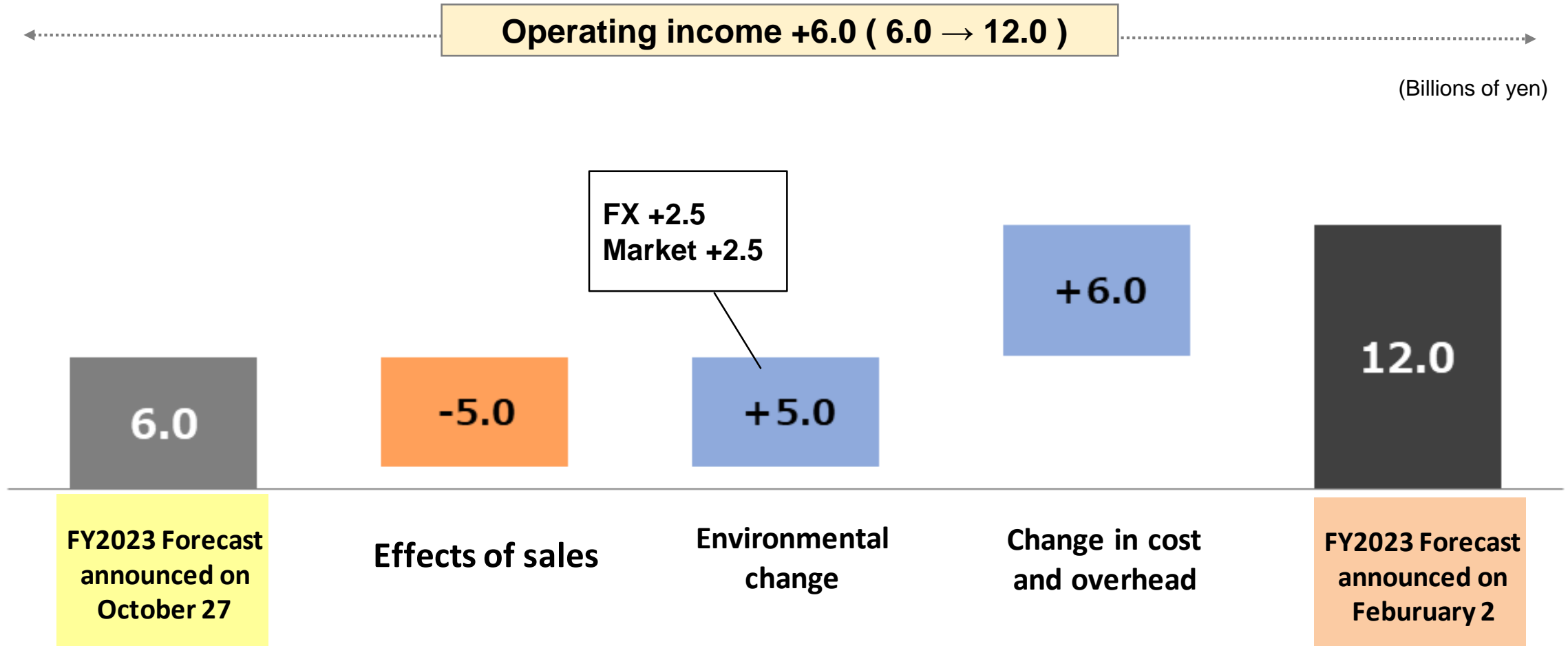
# Consolidated Income Statements

					(Billions of yen)		
Item	FY2023 Forecast announced on Feb. 2	FY2023 Forecast announced on Oct. 27	Change	Change (%)	FY2022 Results	Change	Change (%)
Net sales	1,500.0	1,530.0	-30.0	-2.0%	1,459.7	+40.3	+2.8%
	(0.8%)	(0.4%)	(+0.4p)		(2.3%)	(-1.5p)	
Operating income	12.0	6.0	+6.0	2.0 times	33.8	-21.8	-64.5%
	(0.6%)		—		(2.6%)	(-2.0p)	
Ordinary income	9.0	Not disclosed	—	—	38.0	-29.0	-76.3%
Profit attributable to owners of parent	-55.0		—	—	(-5.8%)	(+2.1p)	
					-84.7	+29.7	-

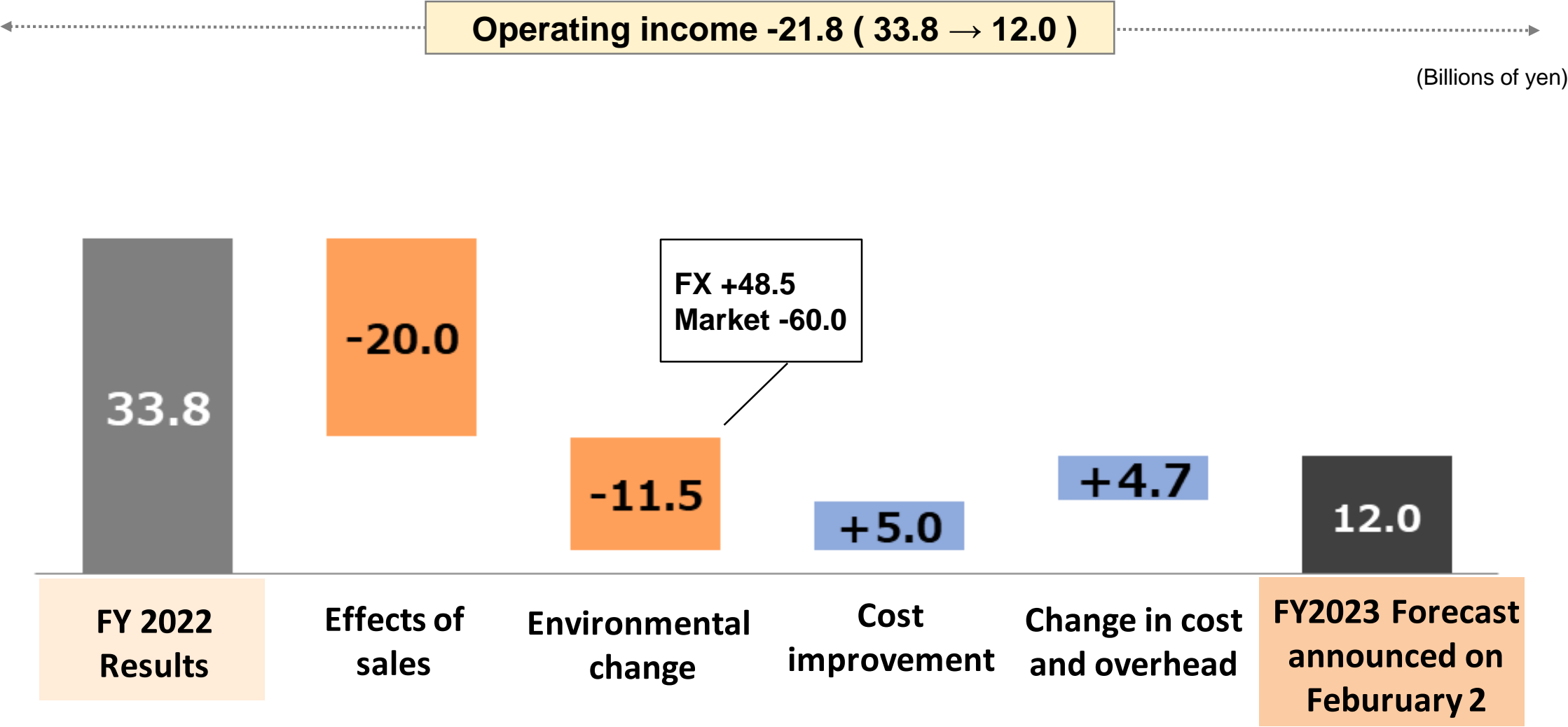
Note: Figures in parentheses indicate profit margin on sales.

# Analysis of Consolidated Income Statements

## [Comparison with forecasts announced at the October 27]



# Analysis of Consolidated Income Statements [Year-on-Year Comparison]



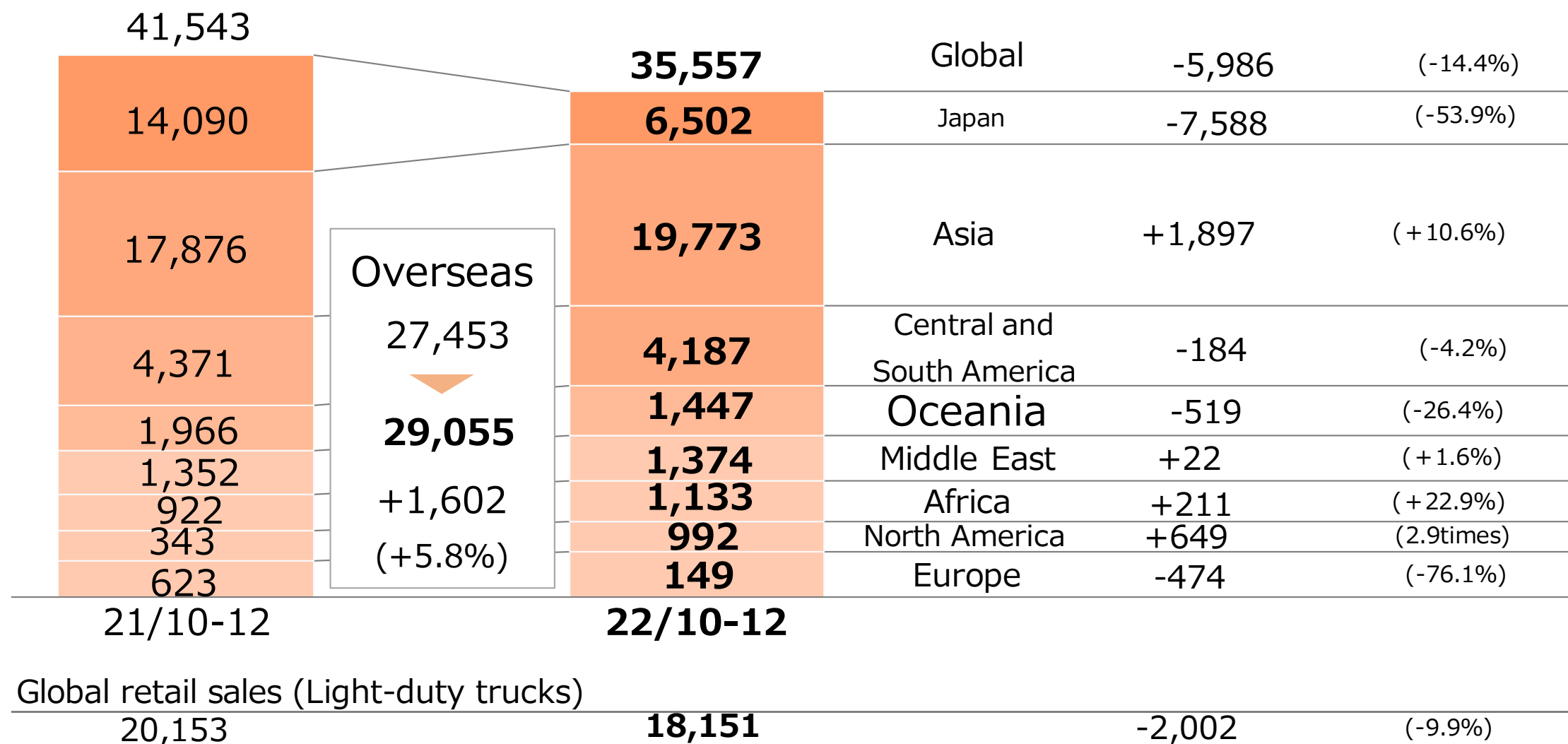
# **【For Reference】**

## **FY2023 Third-Quarter Results (3 Months)**



# 【For Reference】

## Global Unit Sales (Retail Sales) (Unit Sales in Each Region) [Oct.-Dec.]

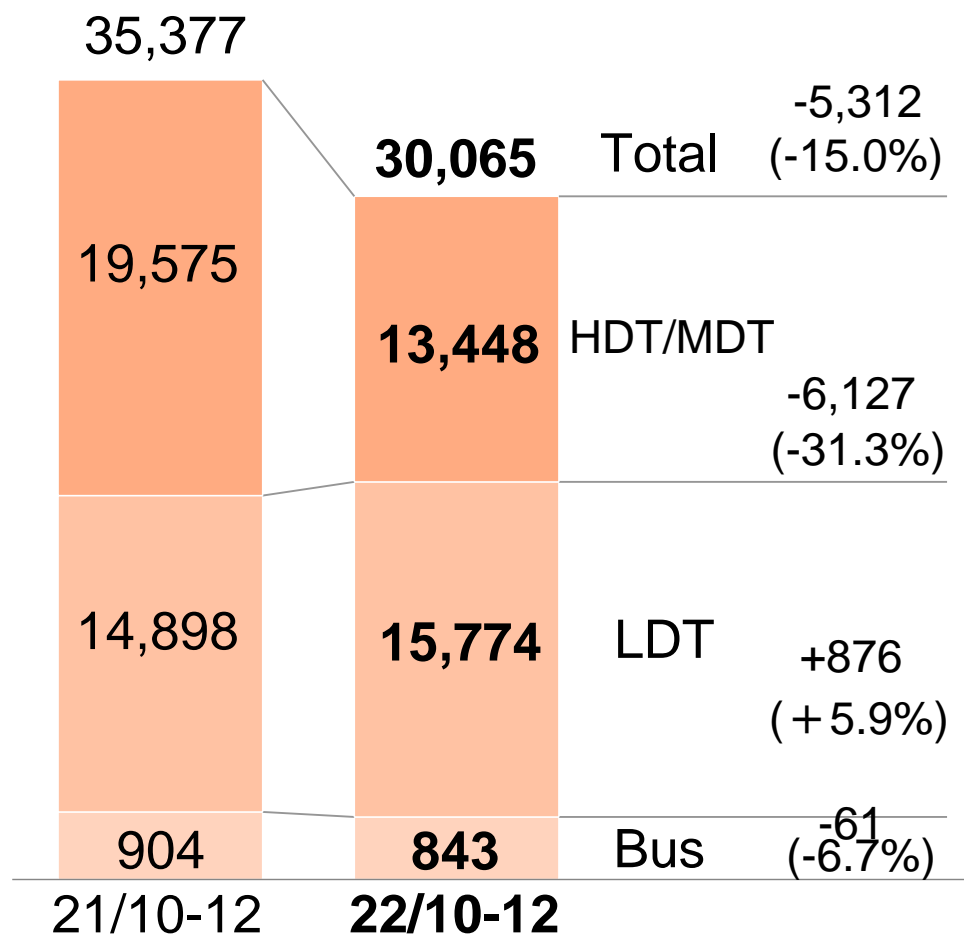


# 【For Reference】

## Truck and Bus Market in Japan [Oct.-Dec.]

### Total sales by each company

(Units)

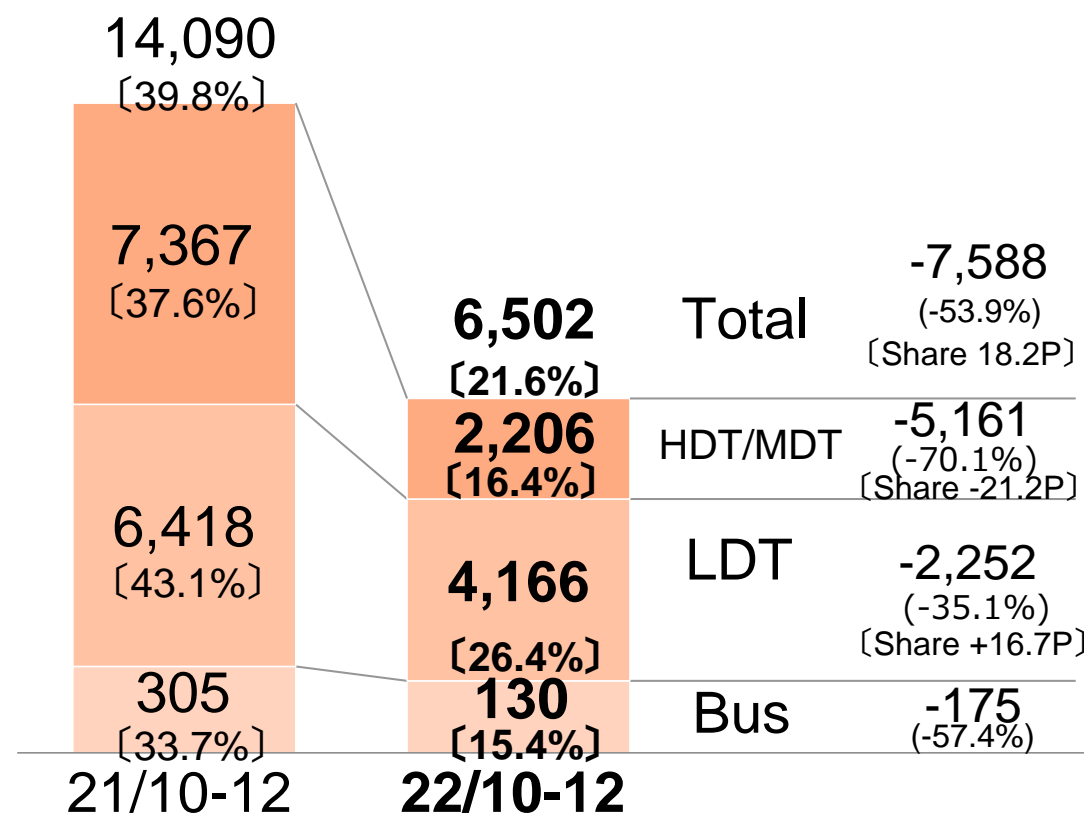


### Hino's sales (Retail) [Share]

(Units)

The number in [] represents share

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

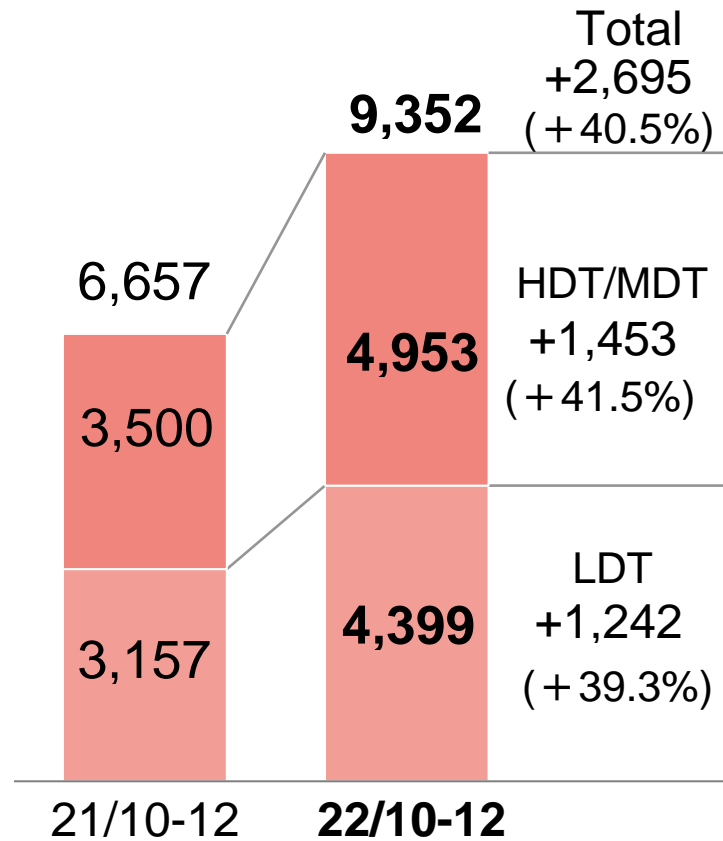


## 【For Reference】

### Sales Volumes in Indonesia, the U.S. and Thailand (Retail Sales) [Oct.-Dec.]

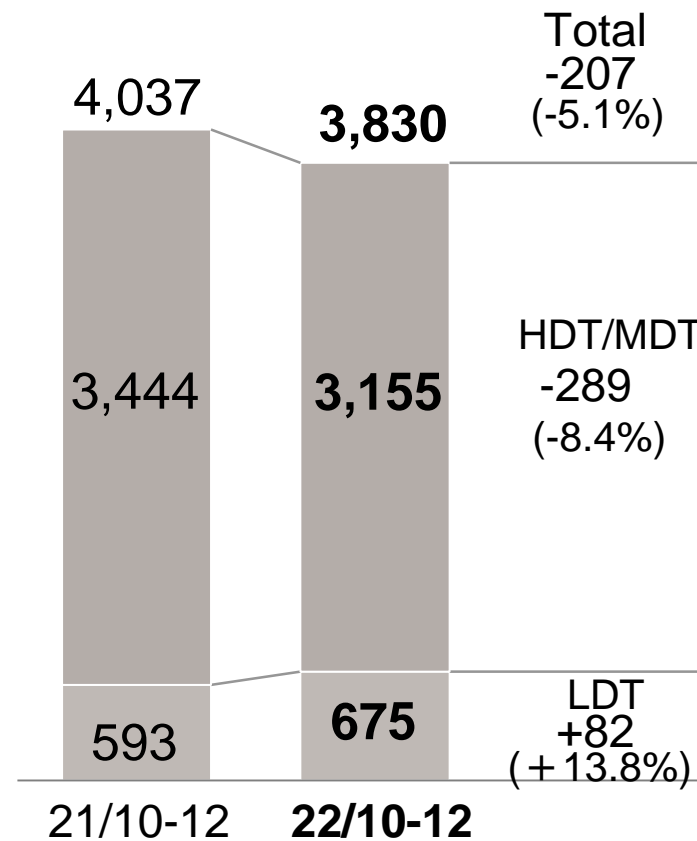
#### Indonesia

(Units)



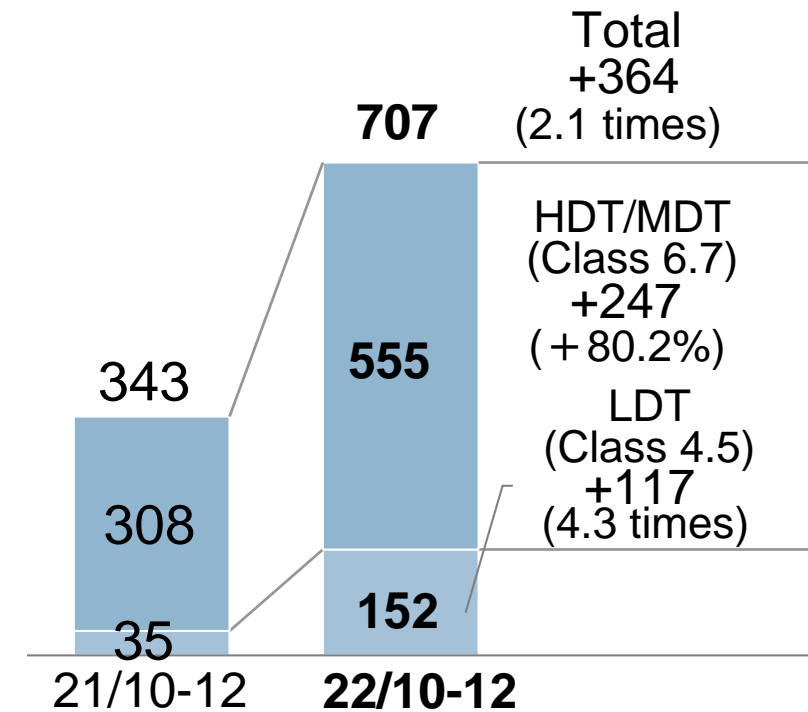
#### Thailand

(Units)



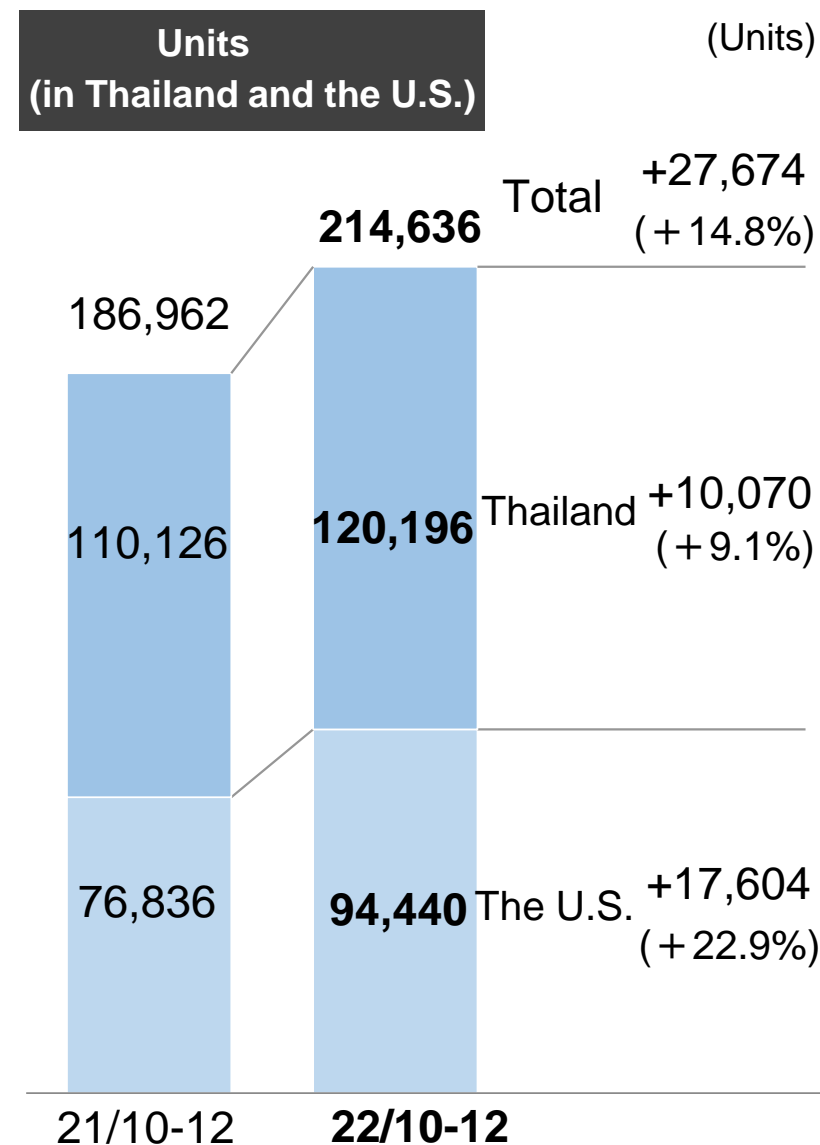
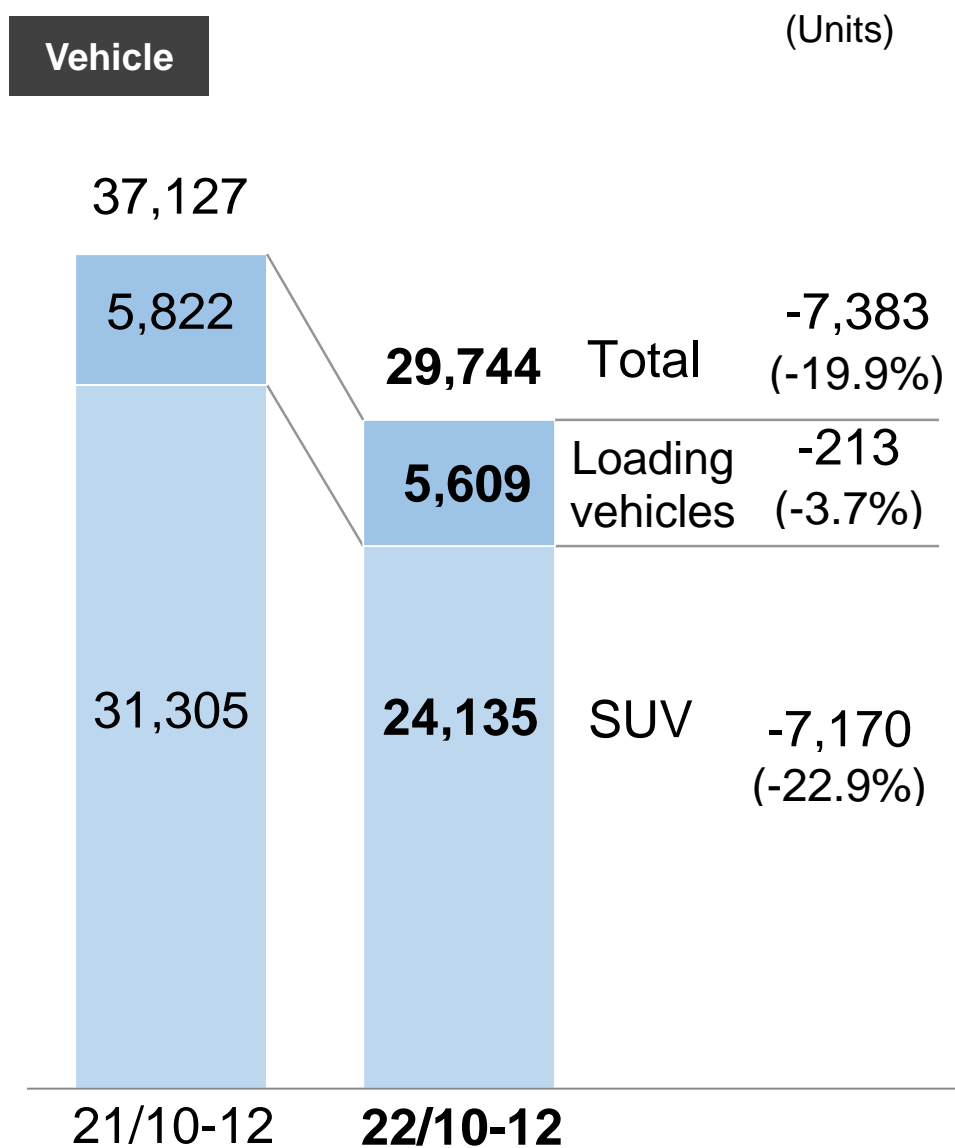
#### The U.S.

(Units)



【For Reference】

Consolidated Sales of TOYOTA Brand Vehicles and Unit [Oct.-Dec.]



【For Reference】

Consolidated Income Statements [Oct.-Dec.]

Item	FY2023 3Q ( <sup>22</sup> /10-12)	FY2022 3Q ( <sup>21</sup> /10-12)	Change
			(-0.8%)
Net sales	377.0	380.0	-3.0
	(2.4%)	(4.7%)	(-49.9%)
Operating income	9.0	18.0	-9.0
	(1.2%)	(5.3%)	(-77.4%)
Ordinary income	4.5	20.1	-15.6
	(-7.2%)	(1.9%)	—
Profit attributable to owners of parent	-27.2	7.1	-34.3

Note: Figures in parentheses indicate profit margin on sales.

■ Consolidated unit sales

(Units)

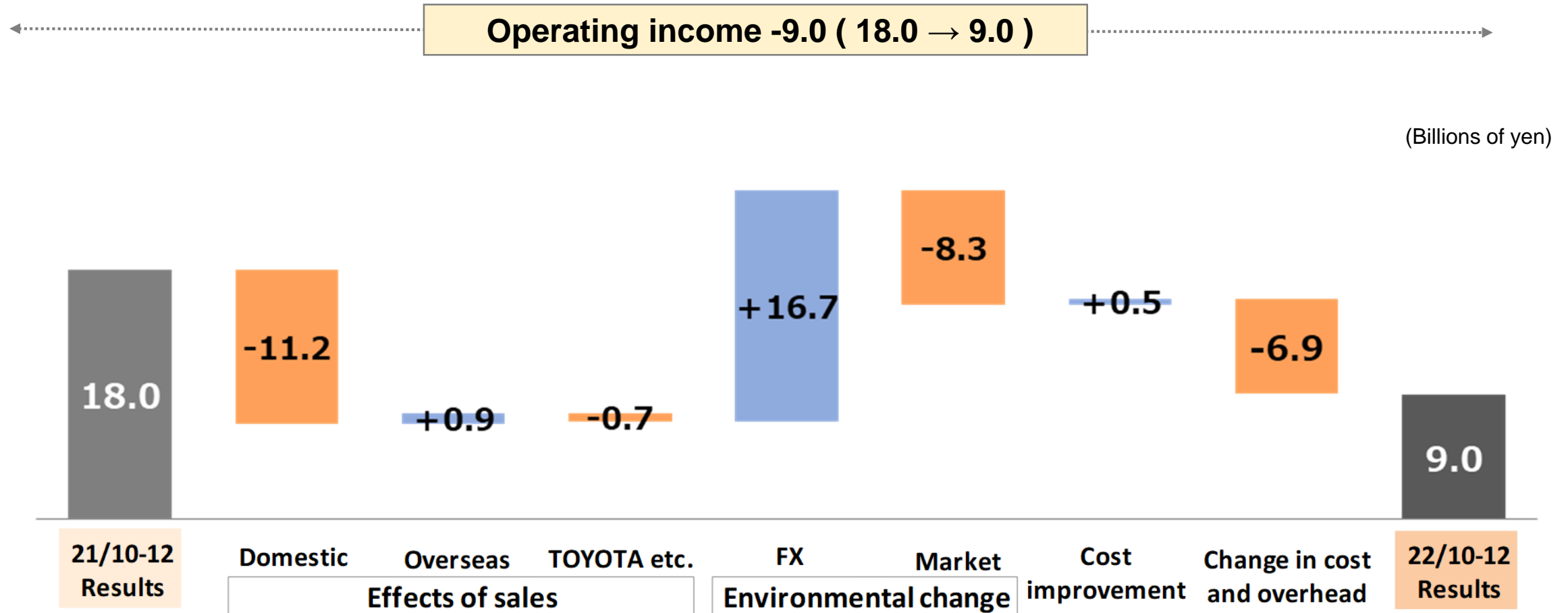
	22/10-12	21/10-12	Change
Japan	7,877	14,472	-6,595
Overseas	30,580	28,726	+ 1,854
TOYOTA brand	29,744	37,127	-7,383

■ Exchange rate

	22/10-12	21/10-12
U S D	144	113
T H B	3.86	3.38
I D R (100)	0.93	0.79
A U D	94	83

【For Reference】

## Analysis of Consolidated Income Statements [Year-on-Year Comparison] [Oct.-Dec.]





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We support the businesses of our customers by committing to quality and professionalism.**



**We respect diversity and inclusion, and build a safe working environment.**