

# **Financial Results for First Quarter of FY2024**

**(From April 1, 2023 to June 30, 2023)**

**July 27, 2023**  
**Hino Motors, Ltd.**

# Topics about the financial results for the 1<sup>st</sup> quarter of FY 2024

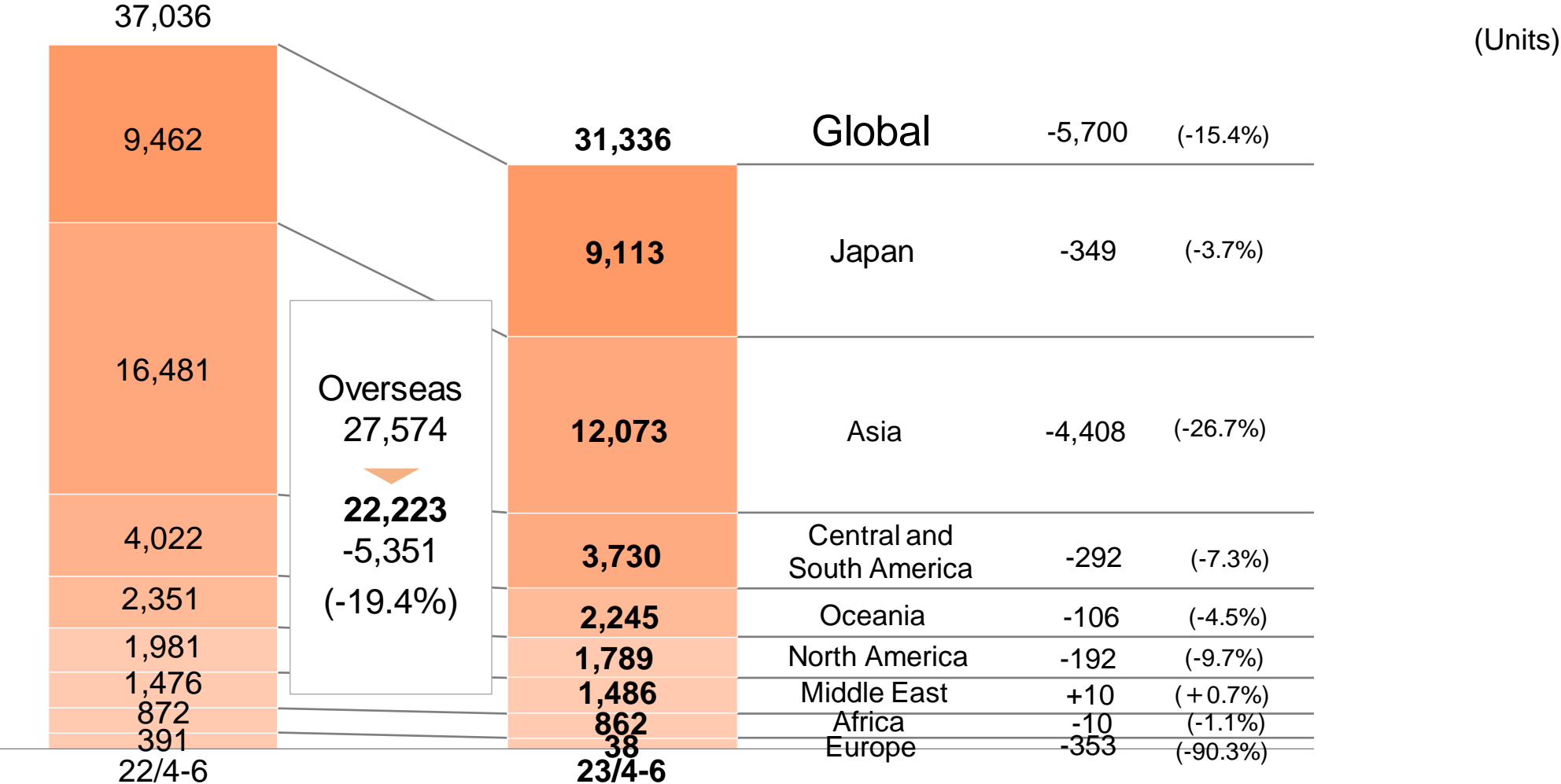
Unit sales	Global unit sales	● Japan: 9,113 vehicles, down 3.7% Unit sales decreased slightly, due to the lingering impact of the falsification for certification and the intensification of competition.
	<b>31,336 vehicles</b> Down 15.4% year on year	● Overseas: 22,223 vehicles, down 19.4% Unit sales dropped considerably, due to the continued problem of insufficient supply of some parts and the sluggish economy in each country.
Operating income	<b>1.1 billion yen</b> Down 73.7% year on year	● Profit decreased due to the continued skyrocketing of prices of materials and the temporary augmentation of expenses. ● We secured a profit, thanks to the increase of heavy-duty trucks in Japan, the rise in overseas selling prices, and the yen depreciation.
Status of extraordinary loss	Certification in Japan	● Continued compensation for customers and suppliers in Japan
	Certification in North America —	● We still cannot predict the impact of the misconduct for certification in the U.S. and other foreign countries.

**1) Sales Turnover**

**2) Consolidated Financial Results**

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

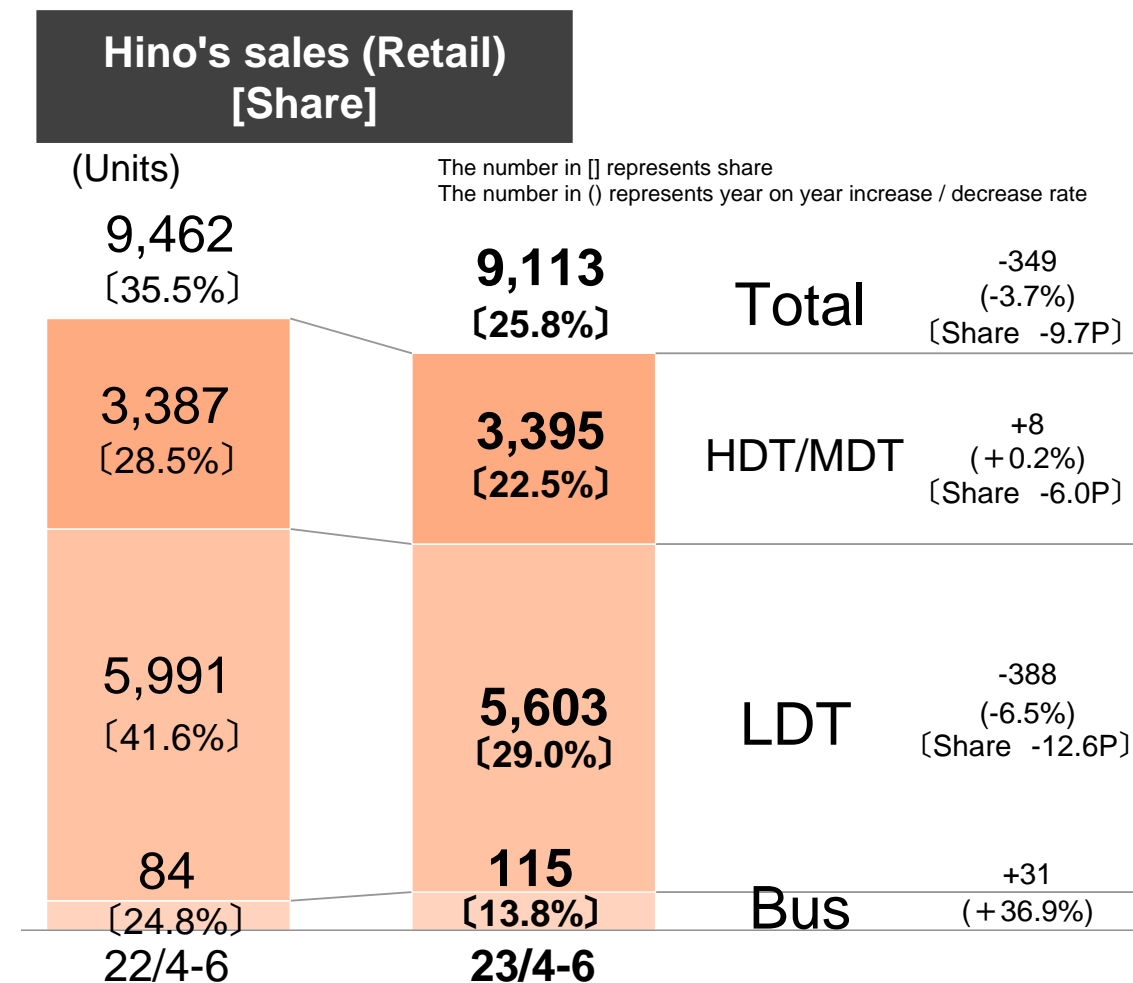
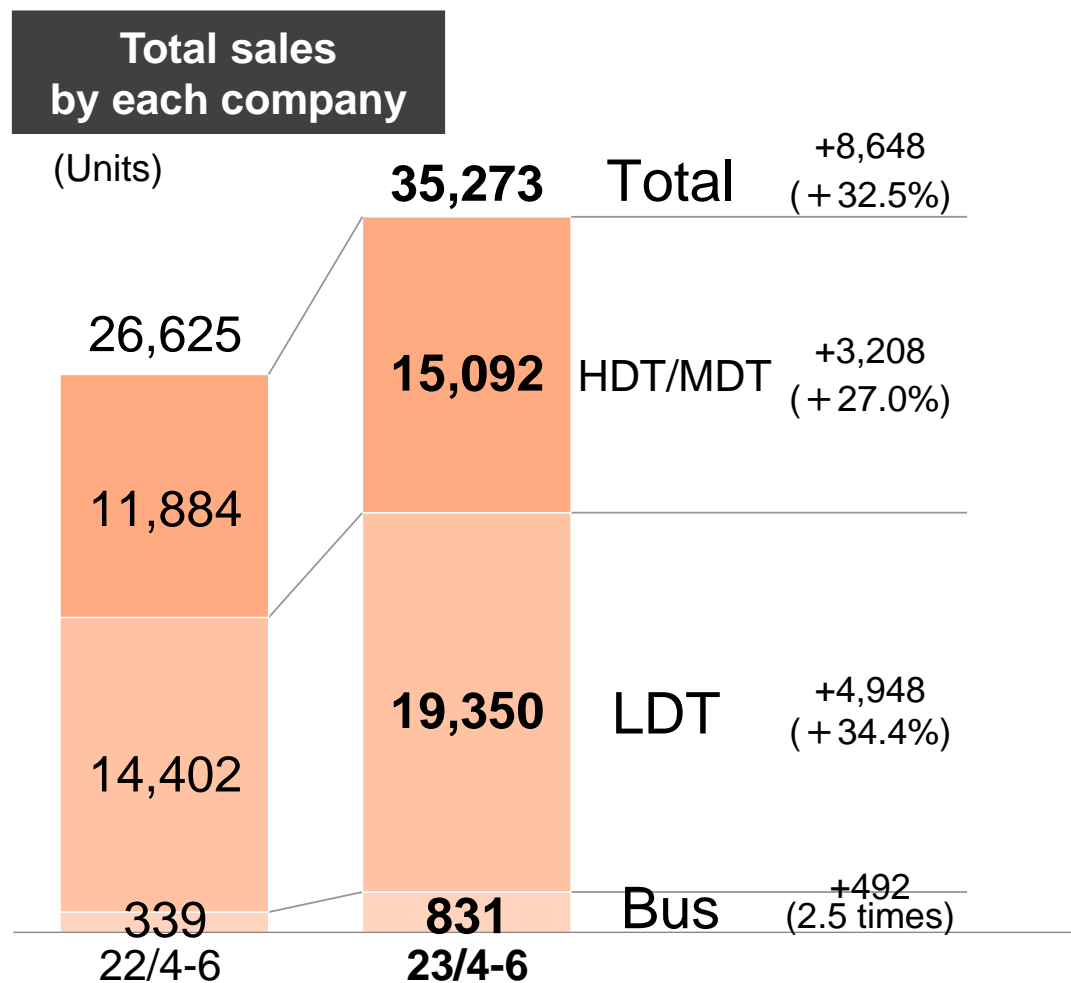
- Global unit sales were 31.3 thousand vehicles, down 5.7 thousand vehicles (down 0.3 thousand vehicles in Japan and down 5.4 thousand vehicles outside Japan)
- Outside Japan, unit sales dropped in all regions excluding the Middle East, due to the influence of parts supply in addition to the changes in the business environment, including inflation and the rise in interest rate.



# Truck and Bus Market in Japan

Total sales by each company: Up 33% from the previous year, thanks to the recovery of manufacturing at each company through the improvement in supply of parts, including semiconductors

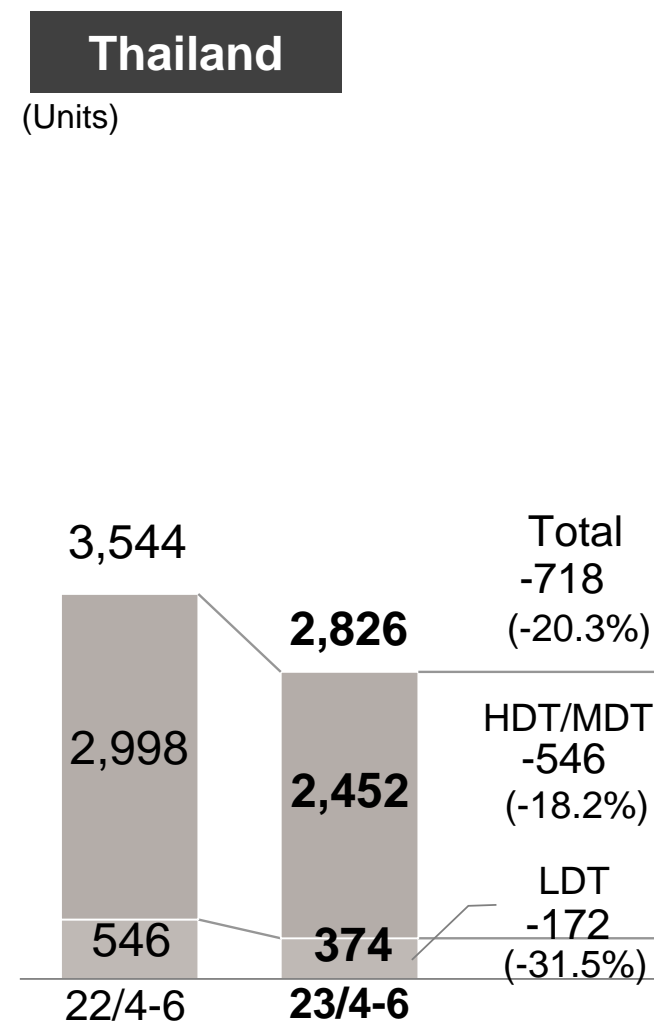
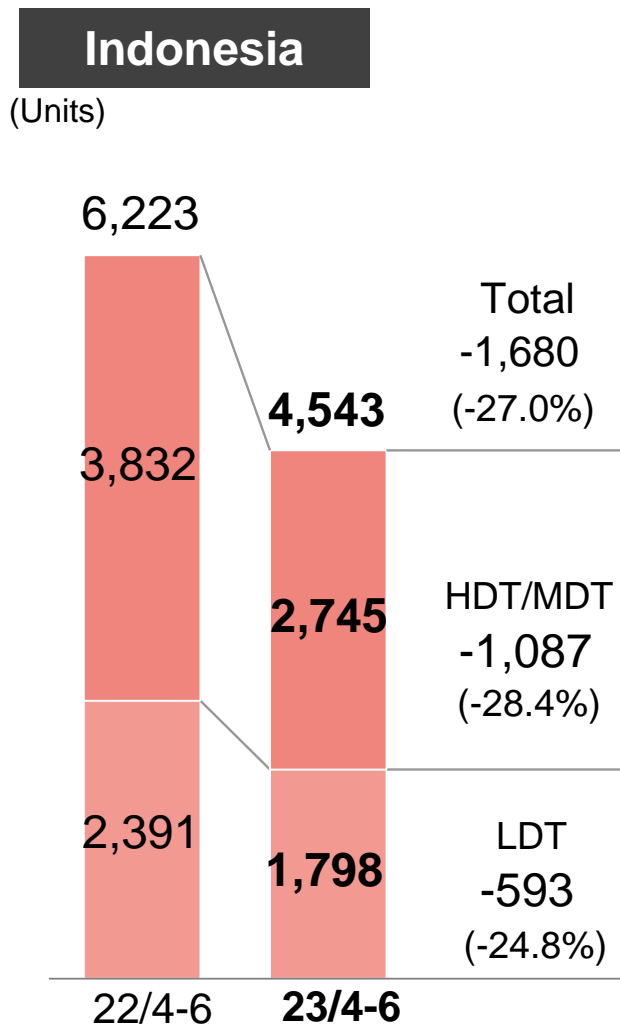
Hino's sales (Retail): Sales volume and market share declined from the previous year, due to the continued suspension of shipment in the wake of the misconduct for certification.



# Sales Volumes in Indonesia and Thailand (Retail Sales)

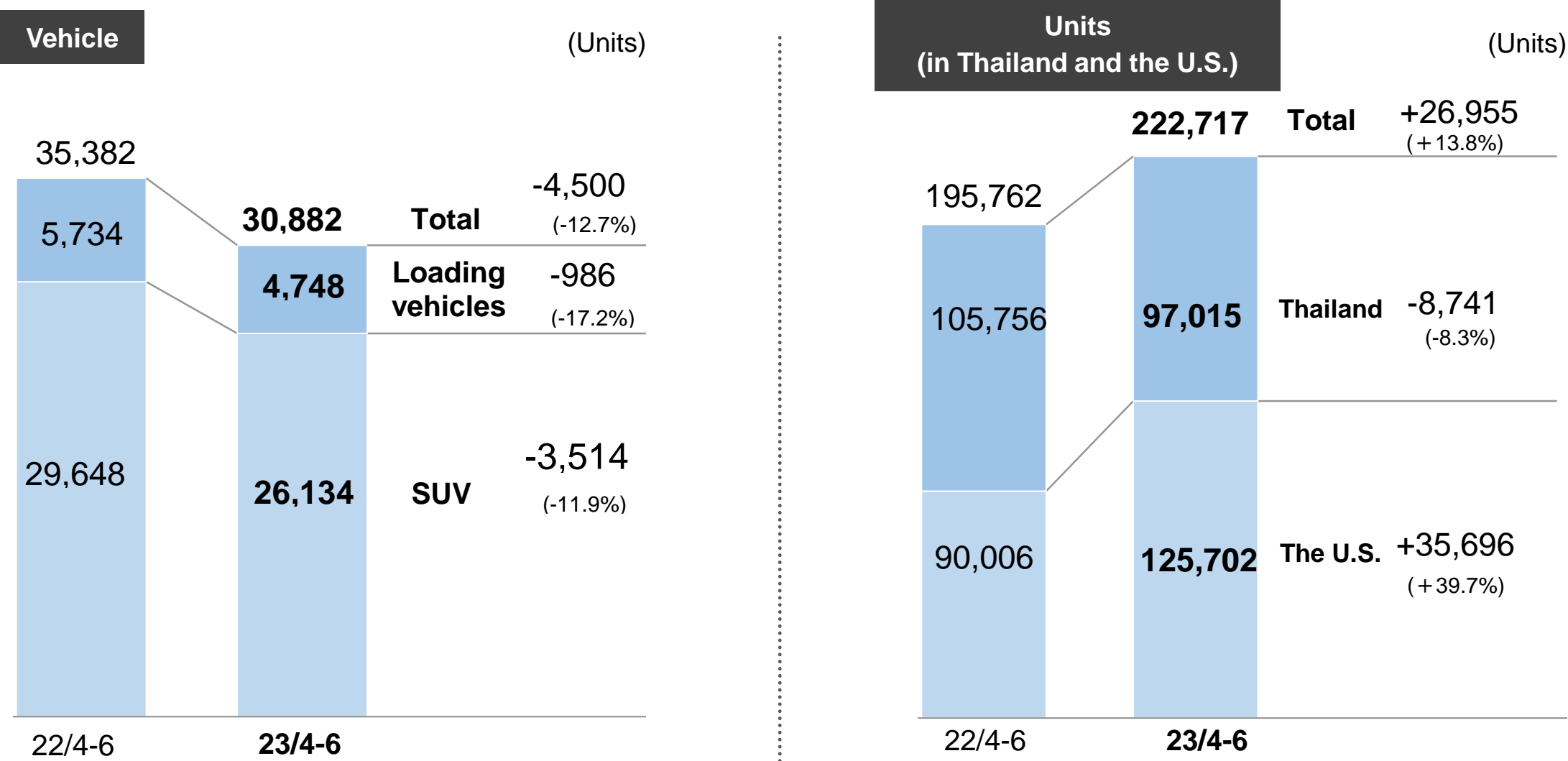
**Indonesia:** Sales volume dropped from the previous year as the insufficient supply of parts affected the performance of medium and heavy-duty trucks and the demand for light-duty trucks declined.

**Thailand:** Demand declined, in the wake of the establishment of a new government after the general election in May.



# Consolidated Sales of TOYOTA Brand Vehicles and Unit

- **Vehicles:** The sales volume of SUVs and loading vehicles dropped from the previous year.
- **Units:** The sales volume in North America grew considerably, due to the end of manufacturing adjustment for coping with the shortage of semiconductors in North America.



1) Sales Turnover

**2) Consolidated Financial Results**



# Consolidated Income Statements

(Billions of yen)

Item	FY2024 1Q ( <sup>23</sup> /4-6)	FY2023 1Q ( <sup>22</sup> /4-6)	Change	Change (%)
Net sales	371.9	355.9	+ 16.0	+ 4.5%
Operating income	(0.3%) 1.1	(1.2%) 4.3	(-0.9p) -3.2	-73.7%
Ordinary income	(0.8%) 2.9	(2.1%) 7.5	(-1.3p) -4.6	-61.7%
Profit attributable to owners of parent	(-4.4%) -16.5	(0.2%) 0.7	(-4.6p) -17.2	—

Note: Figures in parentheses indicate profit margin on sales.

## ■ Consolidated unit sales

(Units)

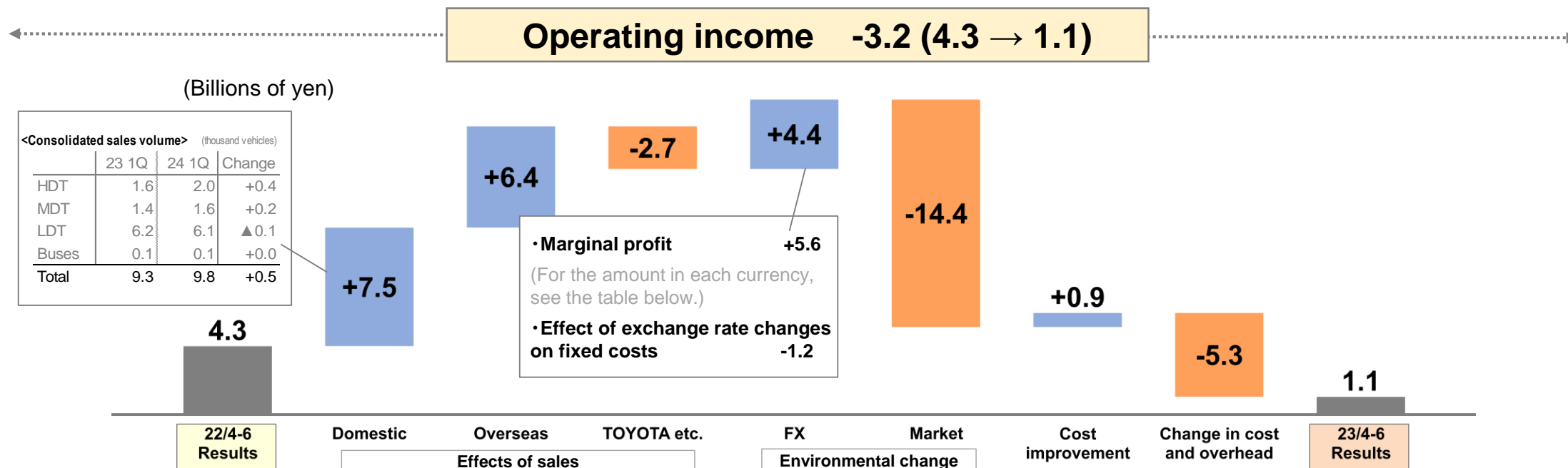
	23/4-6	22/4-6	Change
Japan	9,812	9,317	+495
Overseas	24,579	27,781	-3,202
TOYOTA brand	30,882	35,382	-4,500

## ■ Exchange rate

	23/4-6	22/4-6
US\$	135	125
THB	3.93	3.70
IDR (100)	0.91	0.87
A\$	90	92

# Analysis of Consolidated Operating Income Statements (Year-on-year comparison)

• Despite the increase of sales of heavy-duty trucks thanks to the resumption of shipment of A09 and the yen depreciation, profit declined from the previous year due to the worsening of the market (from the previous year) and the augmentation of fixed costs.



Japan		Overseas		Toyota, etc.		Exchange rate		Market fluctuation		Changes in costs	
Unit sales	+5.5	Unit sales	-3.5	Vehicles	-0.8	USD <125 → 135>	+2.3	Materials		<Temporary costs>	<Continuous costs>
(Breakdown shown above)		Price (from the previous year)	+8.3	Overseas unit	-1.9	IDR <0.87 → 0.91>	+1.1	(From the previous year)	-14.2	Quality	Overseas affiliate
TS	+2.0	TS	+1.6			THB <3.70 → 3.93>	+1.4	Logistics	+0.2	(Campaign in North America)	-2.6
						AUD <92 → 90>	-0.1	Energy	-0.4	Customer service	Inflation of labor costs
						TWD <4.33 → 4.37>	+0.4			(Car inspection cost, etc.)	-1.1
						Other	+0.5			Project production preparation	-0.6
						Effect of exchange rate changes on fixed costs	-1.2			Business base fortification	-0.4
<b>Total</b>	<b>+7.5</b>		<b>+6.4</b>		<b>-2.7</b>		<b>+4.4</b>		<b>-14.4</b>		<b>-5.3</b>

# Consolidated Operating Income by Segments

**Japan:** Sales and profit dropped, due to the decrease of vehicles exported, the worsening of the market of materials, etc. despite the increase of heavy-duty trucks in Japan.

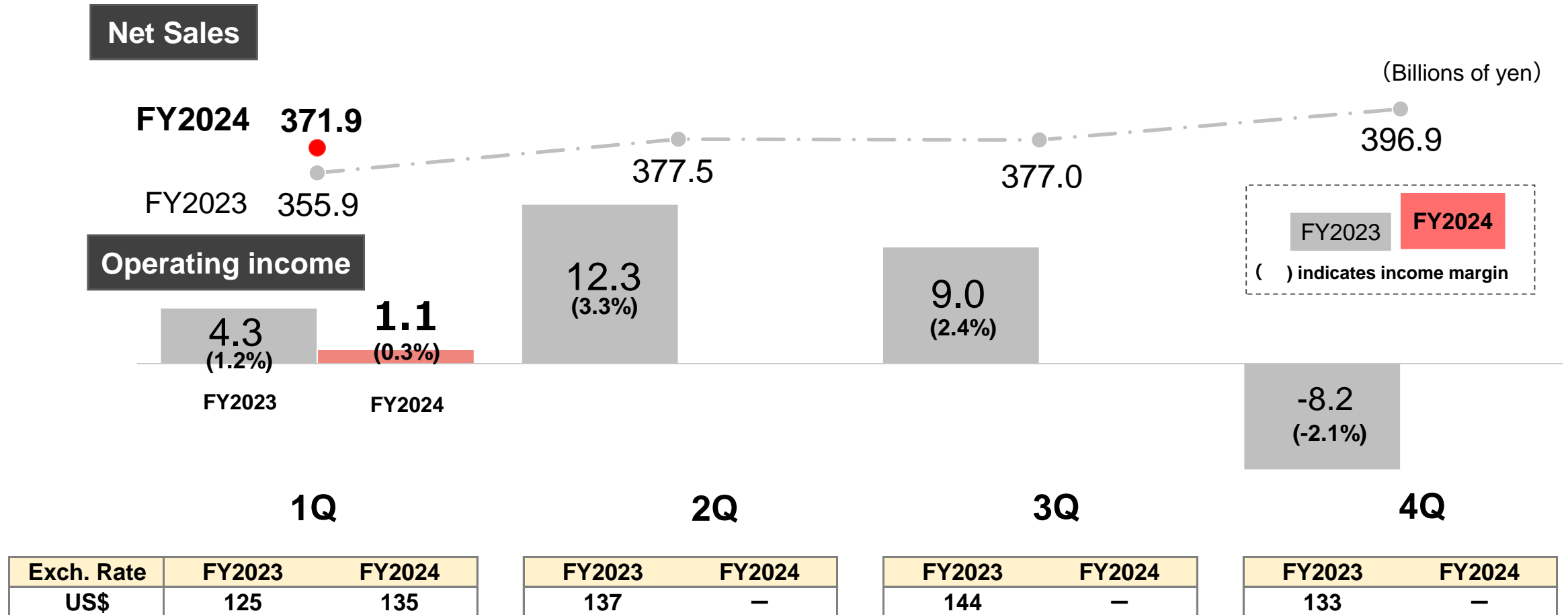
**Asia:** Income was unchanged from the previous year, thanks to the improvement of vehicle prices and the expansion of TS, despite the drop in sales due to the decrease of unit sales.

**Other Areas:** In North America, profit dropped due to the situation of the market of materials, the inflation of labor costs, etc.

(Billions of yen)						
	FY2024 1Q ( <sup>'23</sup> /4-6)		FY2023 1Q ( <sup>'22</sup> /4-6)		Change	
	Net sales	Operating income	Net sales	Operating income	Net sales	Operating income
<b>Japan</b>		(-1.3%) 248.0 -3.1		(-0.3%) 248.5 -0.6	-0.2% -0.5	— -2.5
<b>Asia</b>		(8.2%) 114.9 9.4		(7.4%) 121.7 9.1	-5.6% -6.8	+3.3% +0.3
<b>Other Areas</b>		(-5.5%) 76.2 -4.2		(-3.4%) 63.5 -2.2	+19.9% +12.7	— -2.0
<b>Consolidated adjustment</b>		-67.2 -1.0		-77.8 -2.0	+10.6	+1.0
<b>Total</b>		(0.3%) 371.9 1.1		(1.2%) 355.9 4.3	+4.5% +16.0	-73.7% -3.2

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





**We make a better world and future by helping people and goods get where they need to go.**



**We are committed to acting with integrity and in a compliant manner.**



**We support a future society by committing to safety and environmental sustainability.  
We support the businesses of our customers by committing to quality and professionalism.**



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