



# Financial Results for Third Quarter of FY2020

(From April 1, 2019 to December 31, 2019)



**January 29, 2020**  
**Hino Motors, Ltd.**



# **1. Sales Turnover**

## **2. Consolidated Financial Results**



# Global Unit Sales (Retail Sales)



Global unit sales declined in Japan and overseas, and stood at 141,300 vehicles.

\*Record high for the third quarter period (nine months)

(Units)

18/4-12		19/4-12				
* 154,531		141,256		Global	-13,275	(-8.6%)
50,888		49,170		Japan	-1,718	(-3.4%)
* 64,743		53,371		Asia	-11,372	(-17.6%)
13,677		* 14,099		North America	+422	(+ 3.1%)
* 11,863		11,588		Central and South America	-275	(-2.3%)
5,347		5,060		Oceania	-287	(-5.4%)
3,729		4,234		Middle East	+505	(+ 13.5%)
2,896		2,704		Africa	-192	(-6.6%)
1,388		1,030		Europe	-358	(-25.8%)
18/4-12		19/4-12				
* 67,219		62,255			-4,964	(-7.4%)

Overseas  
\* 103,643  
92,086  
-11,557  
(-11.2%)

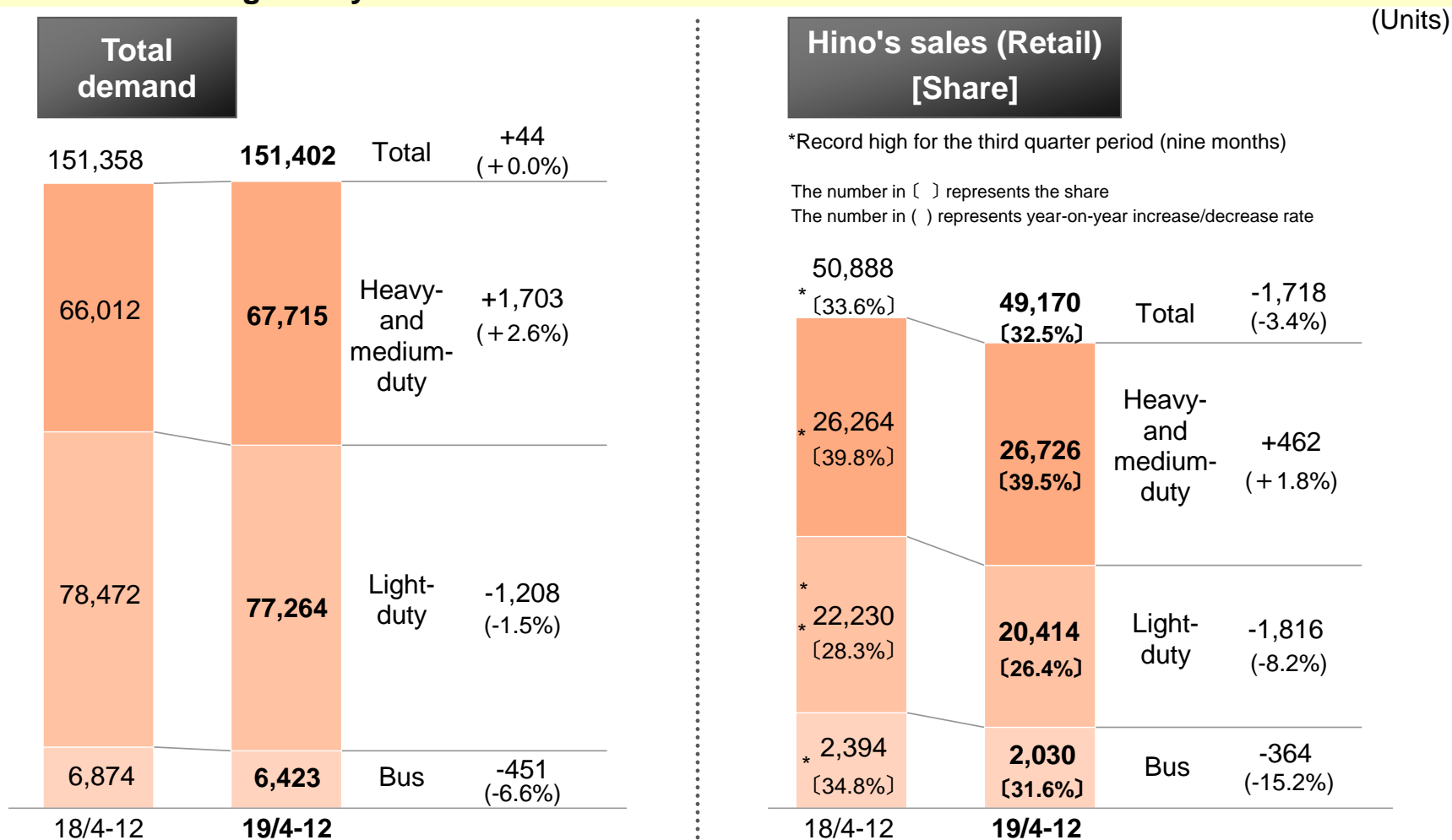
Global Unit Sales (Light-duty trucks)



# Truck and Bus Market in Japan

**Total demand:** It was as strong as it was in the previous year, although there were effects of consumption tax hike and the enforcement of regulations on exhaust gas emissions.

**Hino's sales:** Our share remained high as in the previous year, but dropped year on year mainly in light-duty trucks.



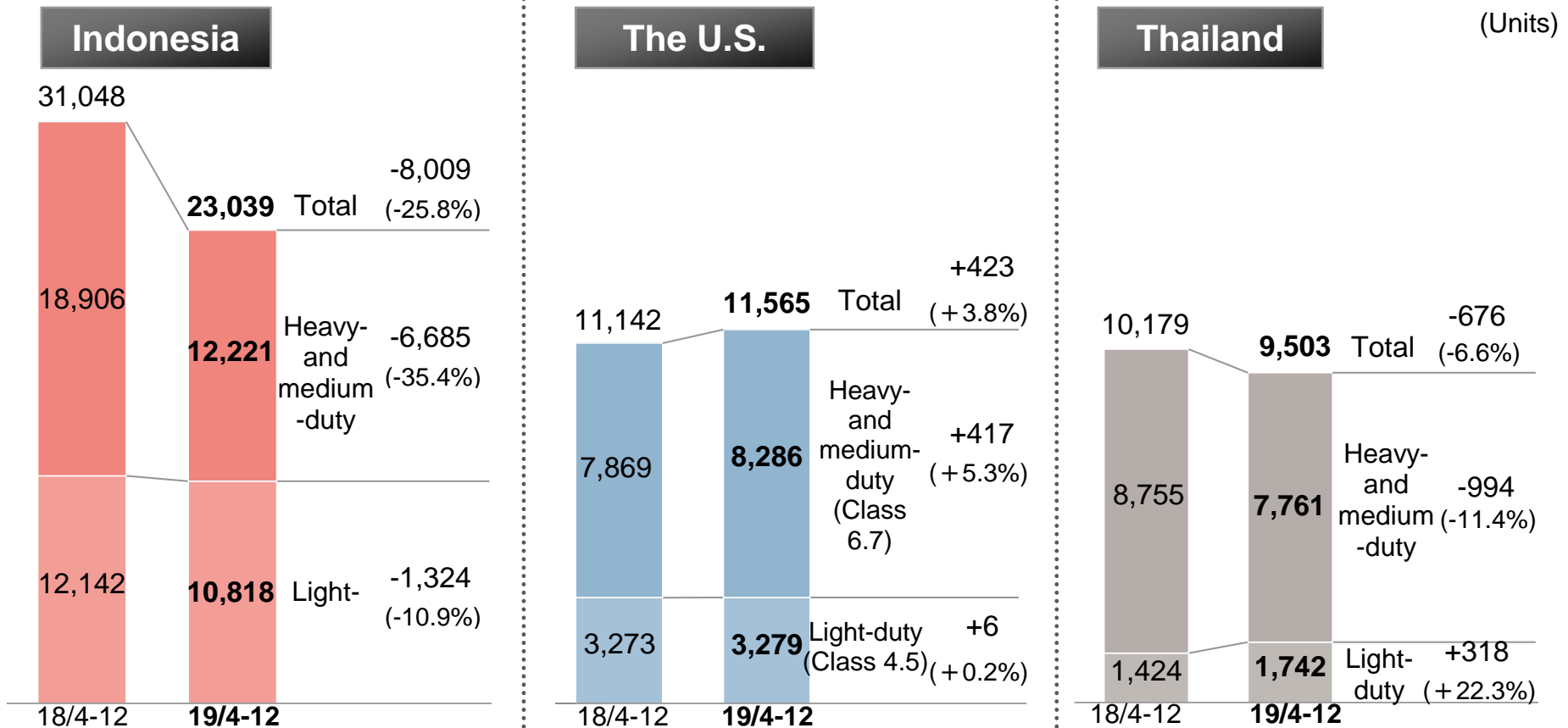


# Sales Volumes in Indonesia, the U.S. and Thailand (Retail Sales)

**Indonesia:** The market is on a recovery trend, but the recovery is still slower than expected.

**The U.S.:** The market has uncertainties, but recent performance has been healthy, and sales volume increased year on year.

**Thailand:** As the market, especially in the construction field, took a wait-and-see attitude, sales volume declined year on year.

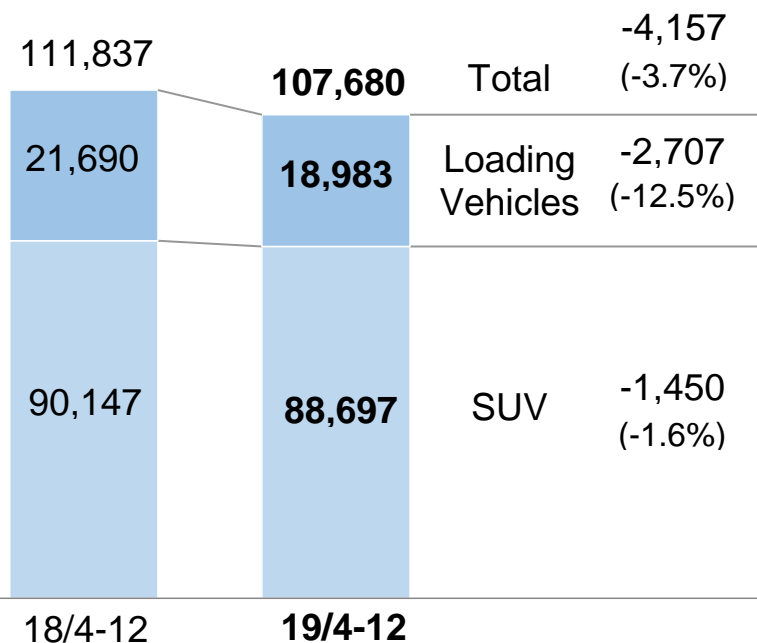




# Consolidated Sales of TOYOTA Brand Vehicles and Unit

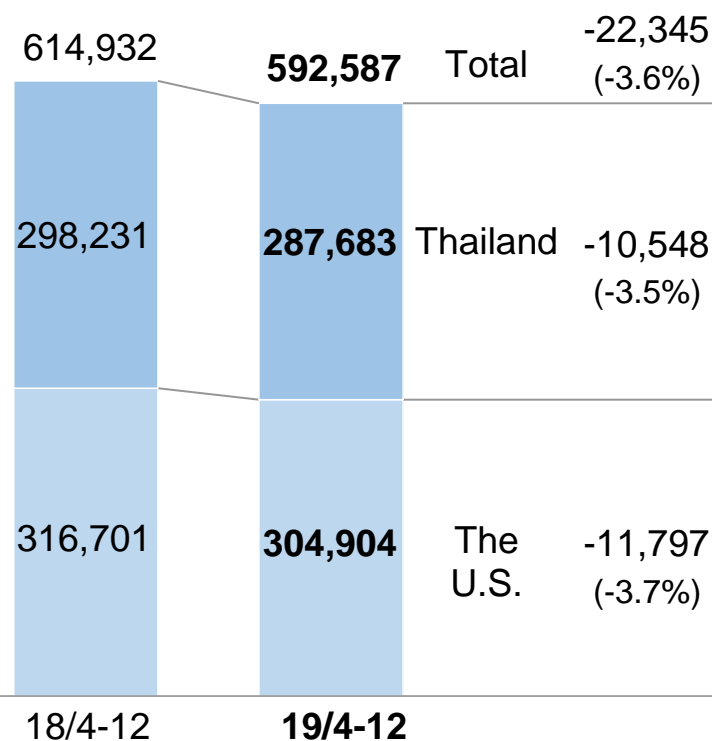
**Toyota brand vehicles: Sales of both loading vehicles and SUVs dropped year on year.  
Units: Sales in both Thailand and the U.S. decreased year on year.**

## Vehicles



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

(Units)





# 1. Sales Turnover

# 2. Consolidated Financial Results

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# Consolidated Income Statements

\*Record high for the third quarter period (nine months)

(Billions of yen)

Item	FY2020 3Q ( <sup>'19</sup> /4-12)	FY2019 3Q ( <sup>'18</sup> /4-12)	Change	Change (%)
Net sales	1,374.3	* 1,459.7	-85.4	-5.8%
Operating income	<3.5%> 48.2	<4.3%> 63.1	<-0.8p> -14.9	-23.6%
Ordinary income	<3.3%> 45.0	<4.3%> 62.1	<-1.0p> -17.1	-27.6%
Profit attributable to owners of parent	<2.2%> 29.9	<2.6%> 37.9	<-0.4p> -8.0	-21.0%

Note: Figures in parentheses (<>) indicate income margin.

## ■ Consolidated unit sales

(Units)

	19/4-12	18/4-12	Change
Japan	49,227	51,735	-2,508
Overseas	85,884	100,889	-15,005
TOYOTA brand	107,680	111,837	-4,157

## ■ Exchange rate

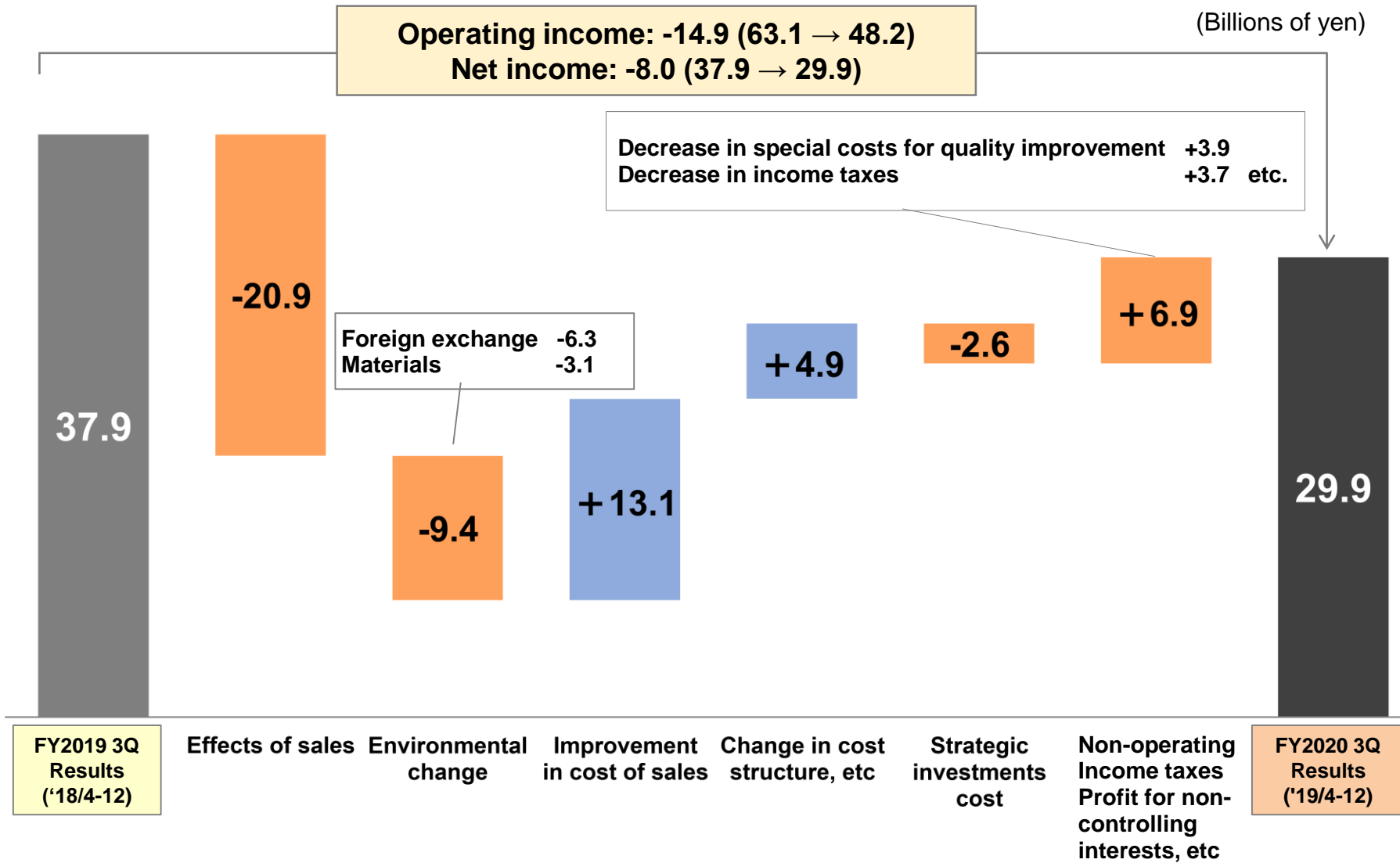
	19/4-12	18/4-12
US\$	109	110
THB	3.51	3.41
IDR (100)	0.77	0.77
A\$	76	82





# Analysis of Consolidated Income Statements

Income decreased year on year, as sales in Japan and overseas worsened.





# Consolidated Operating Income by Segments

**Japan:** Income dropped due to the decrease in sales volume in Japan, the decrease of export, exchange rates, etc.

**Asia:** Sales and income dropped due to the decrease in sales volume mainly in Indonesia and Thailand.

**Other Areas:** Sales and income dropped due to the decline in sales volume in the U.S., Australia, etc.

\*Record high for the third quarter period (nine months)

(Billions of yen)

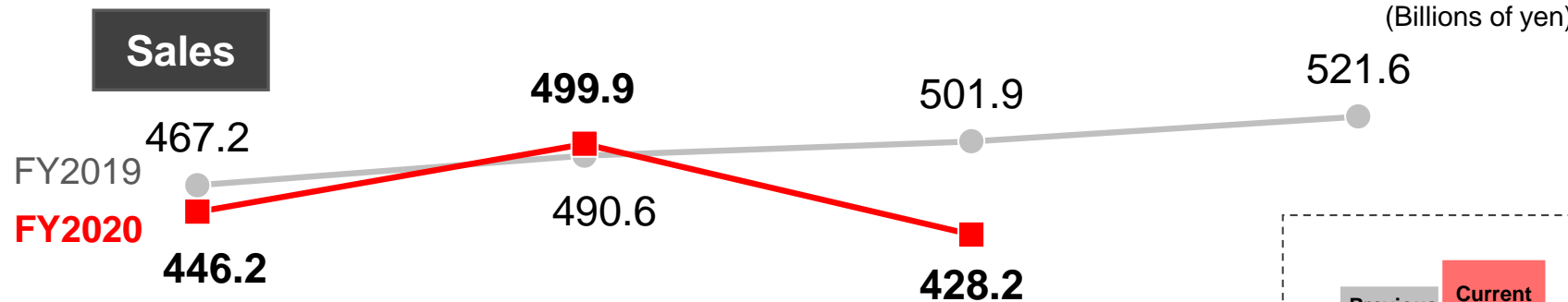
	FY2020 3Q ('19/4-12)		FY2019 3Q ('18/4-12)		Change	
	Net sales	Operating income	Net sales	Operating income	Net sales	Operating income
<b>Japan</b>	1,108.0	32.0 <2.9%>	* 1,166.8	40.1 <3.4%>	-58.8 -5.0%	-8.1 -20.2%
<b>Asia</b>	285.7	11.7 <4.1%>	332.6	16.8 <5.0%>	-46.9 -14.1%	-5.1 -30.2%
<b>Other Areas</b>	184.9	3.1 <1.7%>	* 196.5	6.8 <3.5%>	-11.6 -5.9%	-3.7 -54.3%
<b>Consolidated adjustment</b>	-204.3	1.4	-236.2	-0.6	+31.9	+2.0
<b>Total</b>	1,374.3	48.2 <3.5%>	* 1,459.7	63.1 <4.3%>	-85.4 -5.8%	-14.9 -23.6%

Note: Figures in parentheses (<>) indicate operating income margin.  
Percentages in the column "Change" indicate year-on-year change.

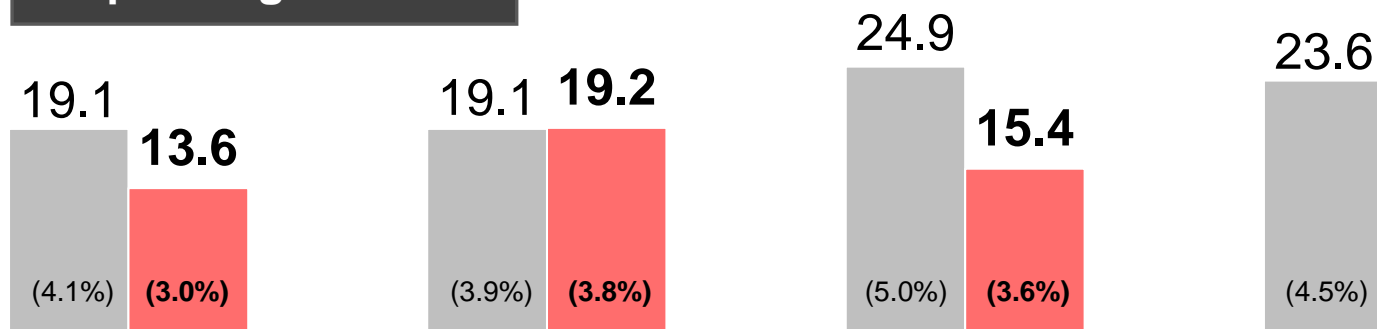


# Trends in the Quarterly Consolidated Sales and Operating Income

(Billions of yen)



## Operating Income



Previous FY Current FY

Figures in parentheses indicate operating income margin.

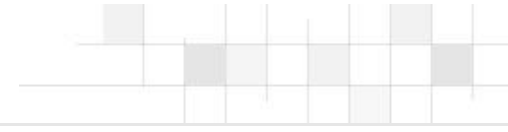
1Q

2Q

3Q

4Q

Exchange rate	FY2019	FY2020	FY2019	FY2020	FY2019	FY2020	FY2019	FY2020
US\$	108	111	111	107	113	109	110	
THB	3.42	3.48	3.36	3.48	3.44	3.57	3.48	
IDR (100)	0.78	0.77	0.77	0.76	0.76	0.77	0.78	
A\$	82	78	81	75	82	76	79	



**【For Reference】  
FY2020 Third-Quarter Results  
(3 Months)**



# Global Unit Sales (Retail Sales) (3 Months)

\*\*Record high for a quarter (three months)

\*Record high for the third quarter period (three months)

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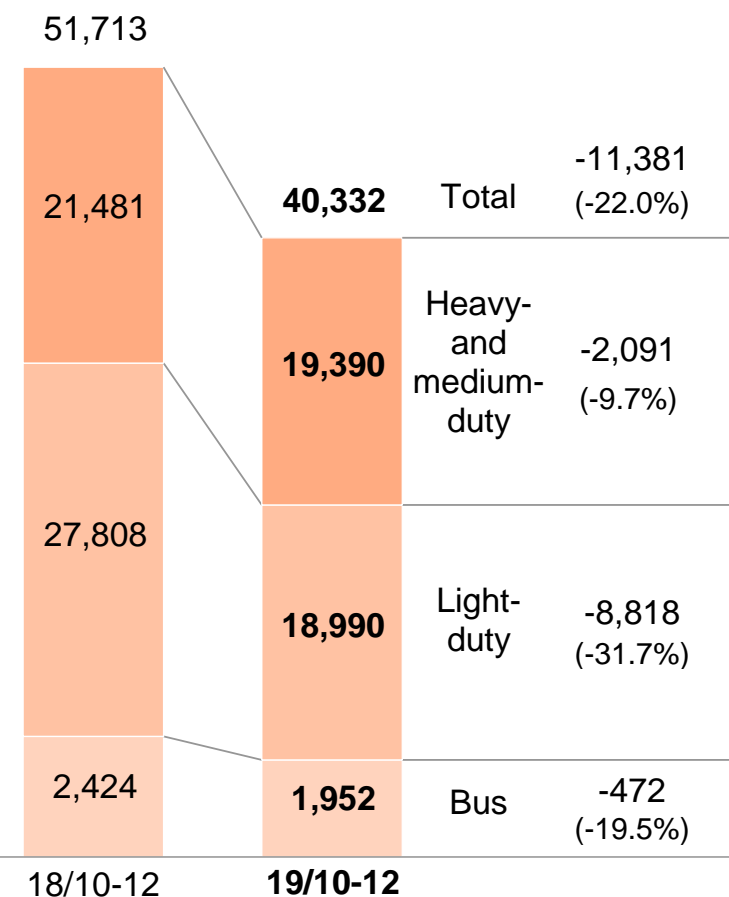
(Units)

18/10-12		19/10-12				
54,425		47,425		Global	-7,000	(-12.9%)
* 17,374		13,315		Japan	-4,059	(-23.4%)
** 23,156		20,591		Asia	-2,565	(-11.1%)
** 5,362	Overseas	5,090		North America	-272	(-5.1%)
4,071	** 37,051	4,009		Central and South America	-62	(-1.5%)
1,763	34,110	1,673		Oceania	-90	(-5.1%)
1,386	-2,941	1,452		Middle East	+66	(+4.8%)
854	(-7.9%)	901		Africa	+47	(+5.5%)
459		394		Europe	-65	(-14.2%)
<b>Global Unit Sales (Light-duty trucks)</b>						
** 24,266		20,671			-3,595	(-14.8%)



# Truck and Bus Market in Japan (3 Months)

## Total demand



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

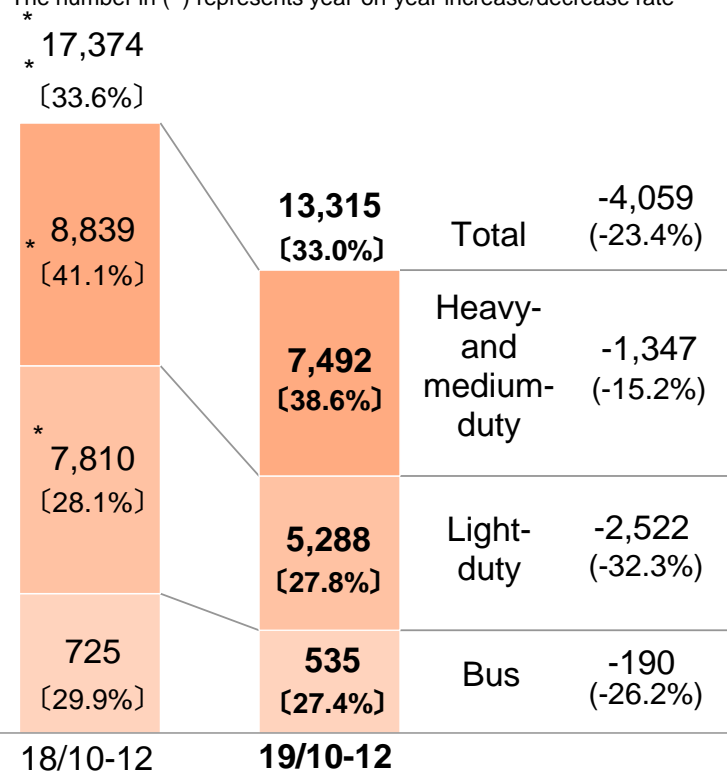
(Units)

\*\*Record high for a quarter (three months)

\*Record high for the third quarter period (three months)

The number in [ ] represents the share

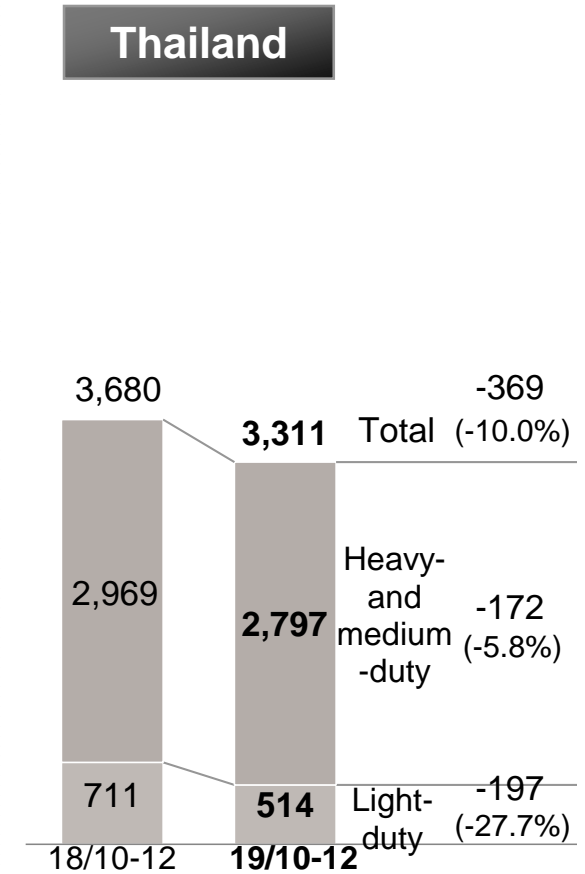
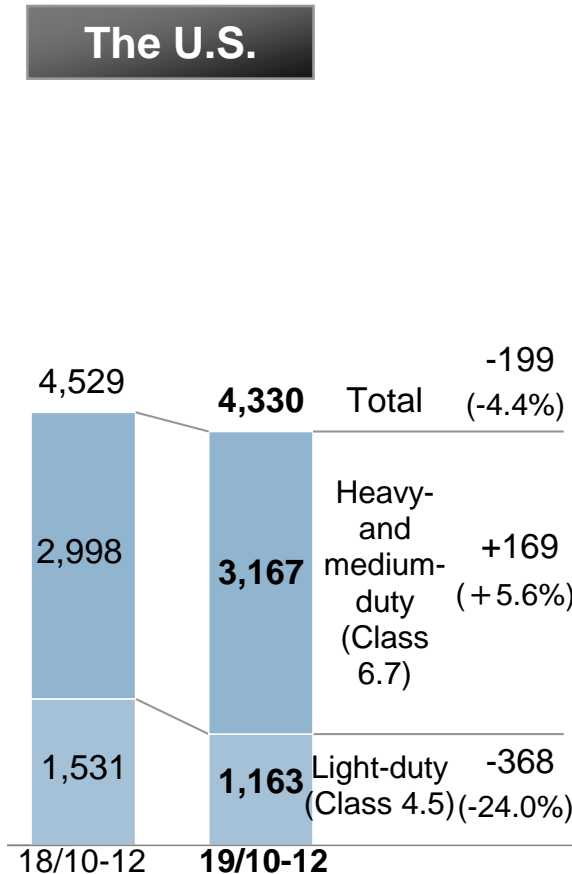
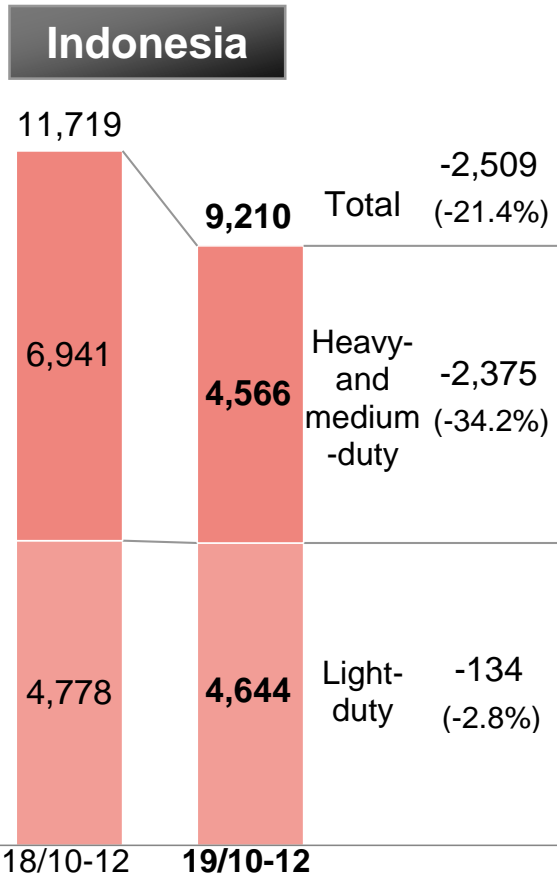
The number in ( ) represents year-on-year increase/decrease rate



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



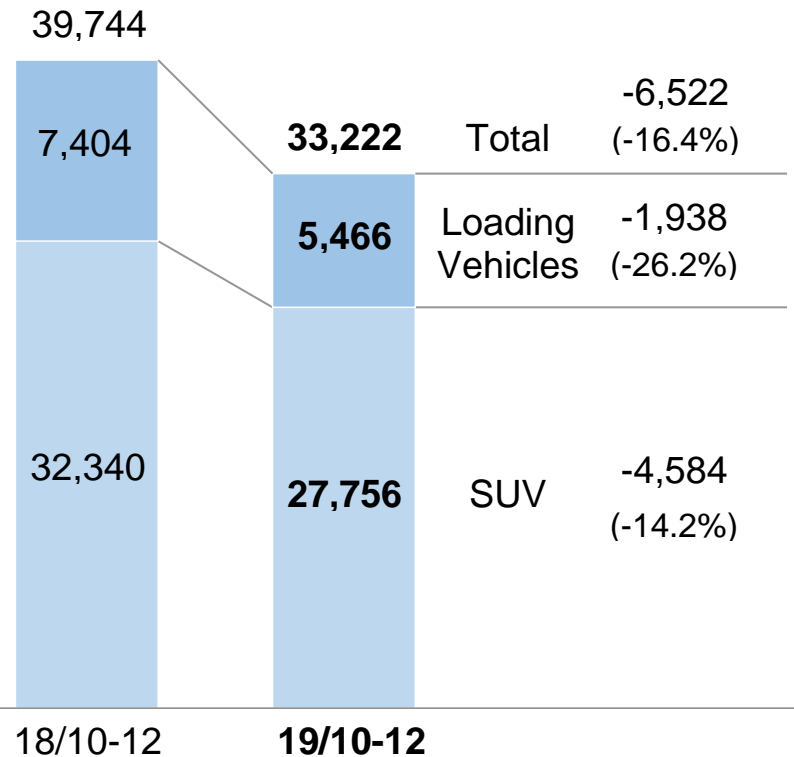
(Units)



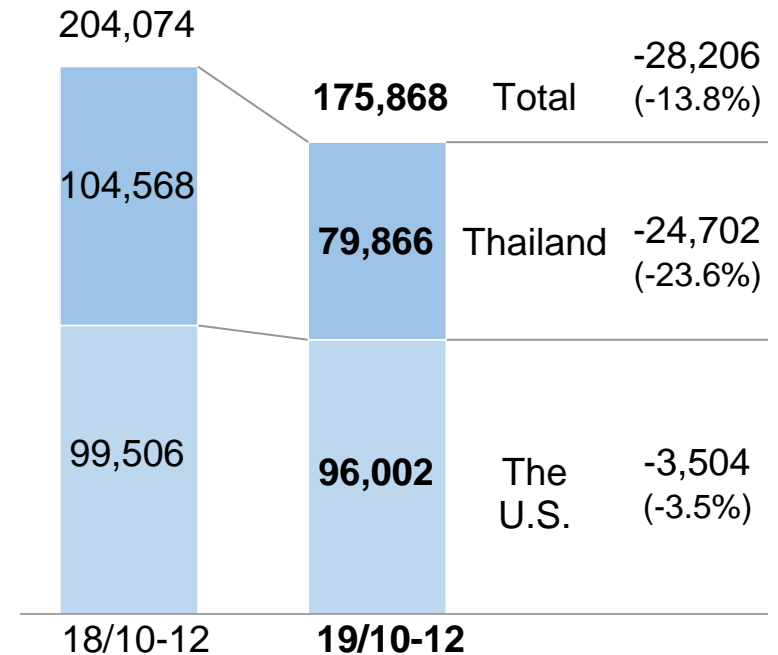
# Consolidated Sales of TOYOTA Brand Vehicles and Unit (3 Months)



## Vehicles



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



(Units)





# Consolidated Income Statements (3 Months)

\*Record high for the third quarter period (three months)

(Billions of yen)

Item	FY2020 3Q ( <sup>19</sup> /10-12)	FY2019 3Q ( <sup>18</sup> /10-12)	Change	Change (%)
Net sales	428.2	* 501.9	-73.7	-14.7%
Operating income	<3.6%> 15.4	<5.0%> 24.9	<-1.4p> -9.5	-38.0%
Ordinary income	<3.5%> 14.9	<4.8%> 24.2	<-1.3p> -9.3	-38.3%
Profit attributable to owners of parent	<2.7%> 11.4	<2.7%> 13.8	<0.0p> -2.4	-17.5%

Note: Figures in parentheses (<>) indicate income margin.

## ■ Consolidated unit sales

(Units)

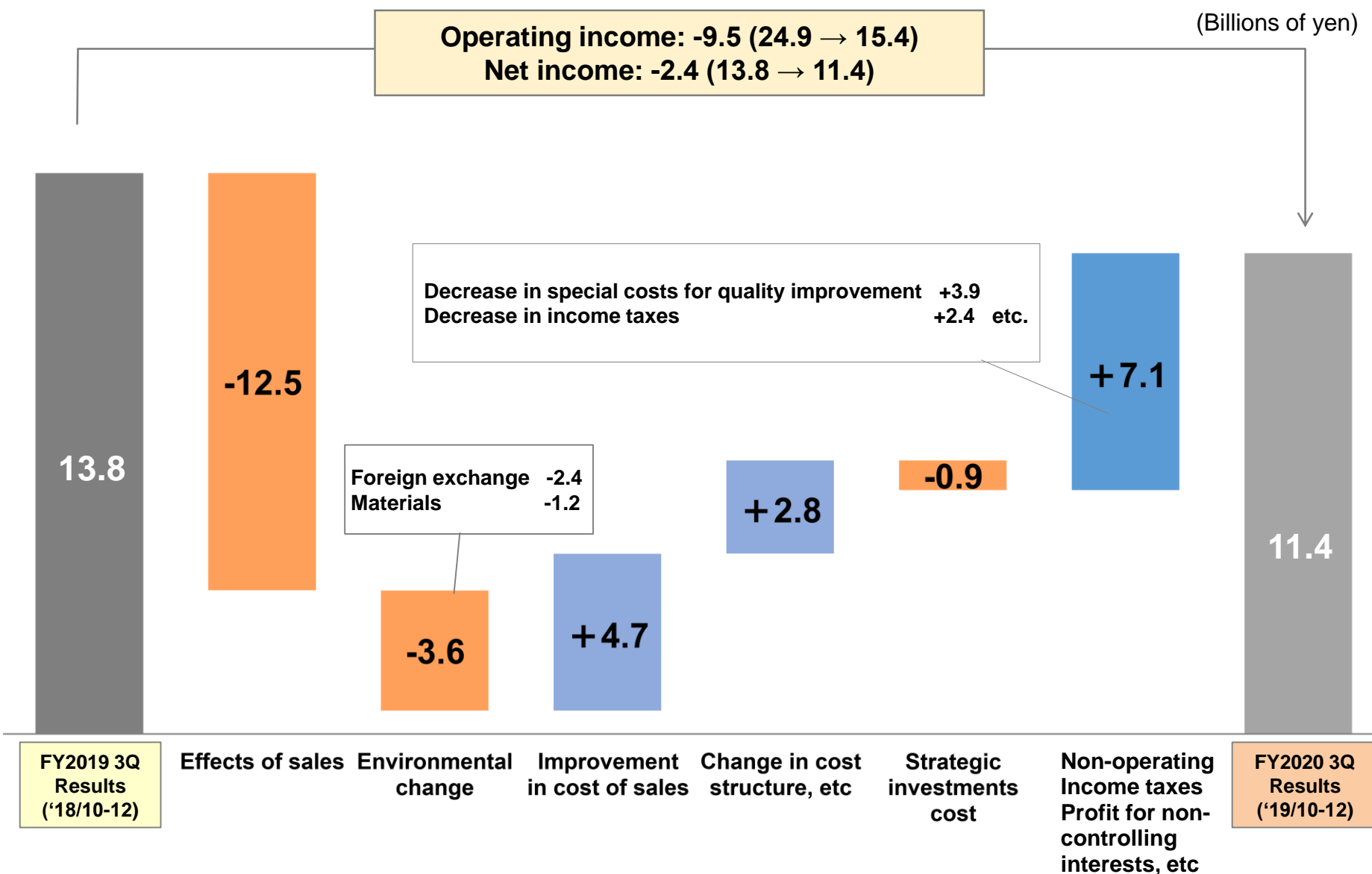
	19/10-12	18/10-12	Change
Japan	14,094	18,010	-3,916
Overseas	28,268	35,998	-7,730
TOYOTA brand	33,222	39,744	-6,522

## ■ Exchange rate

	19/10-12	18/10-12
US\$	109	113
THB	3.57	3.44
IDR (100)	0.77	0.76
A\$	76	82



# Analysis of Consolidated Income Statements (3 Months)





**HINO**