

Financial Results for the Fiscal Year Ended March 31, 2020
[Japanese GAAP] (Consolidated)
English translation from the original Japanese-language document



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Stock Listing: Tokyo and Nagoya

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Scheduled Date of Annual Meeting of Shareholders: June 22, 2020
Scheduled Date of Dividend Payment Start: June 4, 2020
Scheduled Date of Financial Statements Filing: June 22, 2020
Supplementary materials for Financial Results: Yes
Investor conference for Financial Results: Yes (For Mass Media and Analysts)

(Amounts are rounded down to the nearest one million yen)

1. Consolidated Financial Results for the Fiscal Year Ended March 31, 2020 (April 1, 2019– March 31, 2020)

(1) Consolidated Financial Results (% of change from previous year.)

	Net sales		Operating income		Ordinary income		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
FY 2020	1,815,597	-8.4	54,859	-36.7	49,596	-40.9	31,467	-42.7
FY 2019	1,981,331	7.8	86,717	7.9	83,903	4.3	54,908	6.9

(Note) Comprehensive income FY 2020: ¥ 18,753 million (-70.4%) FY 2019: ¥ 63,273 million (4.1%)

	Profit per share	Diluted Profit per share	Return on equity	Ordinary income to total assets	Operating income to net sales
	Yen	Yen	%	%	%
FY 2020	54.82	—	5.8	3.8	3.0
FY 2019	95.66	95.66	10.5	6.4	4.4

(Reference) Equity in earnings of affiliated companies: FY 2020: ¥ 1,256 million FY 2019: ¥ 2,191 million

(2) Consolidated Financial Position

	Total assets	Net assets	Equity ratio	Net assets per share
	Millions of yen	Millions of yen	%	%
FY 2020	1,275,080	592,680	42.5	944.53
FY 2019	1,345,821	596,459	40.3	945.42

(Reference) Equity capital: FY 2020: ¥ 542,189 million FY 2019: ¥ 542,649 million

(3) Consolidated Cash Flows

	Cash flows from operating activities	Cash flows from investing activities	Cash flows from financing activities	Cash and cash equivalents at end of year
	Millions of yen	Millions of yen	Millions of yen	Millions of yen
FY 2020	95,176	-67,006	-28,243	39,793
FY 2019	48,653	-72,284	20,902	40,681

2. Dividends

	Dividends per share					Total dividends (annual)	Dividends payout ratio (consolidated)	Dividends on net assets (consolidated)
	1Q	2Q	3Q	Year-end	Annual			
	Yen	Yen	Yen	Yen	Yen	Millions of Yen	%	%
FY 2019	—	14.00	—	15.00	29.00	16,649	30.3	3.2
FY 2020	—	13.00	—	7.00	20.00	11,483	36.5	2.2
FY 2021 (forecast)	—	—	—	—	—	—	—	—

(Note) Due to the uncertain business environment at present, the year-end and annual dividend forecasts for FY2021 have not been determined.

3. Forecasts of Consolidated Financial Results for the Fiscal Year Ending March 31, 2021 (April 1, 2020 – March 31, 2021)

At this point, there are many uncertain factors that may affect our business results, so we will refrain from publishing it in the financial results. Consolidated earnings forecast will be announced when it becomes reasonably predictable.

For details, please refer to “1. Operating Results Overview (4) Forecasts for the Fiscal Year Ending March 31, 2021” on page 3 of the attachment.

*Notes

(1) Changes in significant subsidiaries (changes of specified subsidiaries resulting in changes in scope of consolidation) during the current term: None

(2) Changes in accounting policies, accounting estimates and restatements:

- 1) Changes in accounting policies due to revisions of accounting standards: None
- 2) Changes in accounting policies due to reasons other than above 1): None
- 3) Changes in accounting estimates: None
- 4) Restatements: None

(3) Number of outstanding shares (common stock)

1) Number of outstanding shares (including treasury stock) at end of term	FY 2020	574,580,850 shares	FY 2019	574,580,850 shares
2) Number of treasury stock at end of term	FY 2020	551,510 shares	FY 2019	601,517 shares
3) Average number of shares	FY 2020	574,017,067 shares	FY 2019	573,966,830 shares

(Reference) Overview of Non-Consolidated Financial Results

1. Non-Consolidated Financial Results for the Fiscal Year Ended March 31, 2020 (April 1, 2019 – March 31, 2020)

(1) Non-Consolidated Financial Results (% of change from previous year.)

	Net sales		Operating income		Ordinary income		Profit	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
FY 2020	1,275,574	-9.1	18,093	-52.1	32,504	-35.2	27,871	-28.1
FY 2019	1,403,468	5.5	37,793	15.3	50,127	17.7	38,788	10.0

	Profit per share	Diluted Profit per share
	Yen	Yen
FY 2020	48.54	—
FY 2019	67.56	67.56

(2) Non-Consolidated Financial Position

	Total assets	Net assets	Equity ratio	Net assets per share
	Millions of yen	Millions of yen	%	Yen
FY 2020	813,852	412,393	50.7	718.26
FY 2019	849,538	405,139	47.7	705.69

(Reference) Equity capital: FY 2020: ¥ 412,393million FY 2019: ¥ 405,139 million

* Summary of financial results is out of scope of audit by Certified Public Accountants or Audit companies.

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Operating Results Overview

(1) Operating Results Overview for Current Term

As for the Japanese domestic truck market in this consolidated fiscal year, the performance of mainly heavy-duty trucks were relatively steady like in the previous fiscal year. The total demand for medium and heavy-duty trucks increased to 91.9 thousand units by 0.4 thousand units (0.4%) compared to the previous year, while the total demand for light-duty trucks decreased to 103.3 thousand units by 5.9 thousand units (5.4%) compared to the previous year.

As for the domestic sales in this consolidated fiscal year, we gained a good reputation like in the previous year, and the total share of light, medium, and heavy-duty trucks was 32.6%, the second-highest share ever after that of the record-breaking previous year.

As for Japanese domestic sales, the total sales volume of heavy-, medium-, and light-duty trucks and buses decreased to 66.5 thousand units by 5.6 thousand units (7.8%) compared to the previous year.

As for overseas markets, the sales volume decreased due to the slowdown of the main markets such as Indonesia and the U.S. and a rapid economic deceleration caused by the novel coronavirus disease (COVID-19), the sales volume of trucks and buses outside Japan for this consolidated fiscal year decreased to 107.7 thousand units by 24.3 thousand units (18.4%) from the previous fiscal year.

As a result of the above, total unit sales of Hino Brand trucks and buses decreased to 174.3 thousand units by 29.9 thousand units (14.6%) from the previous fiscal year.

As for the volume of sales to Toyota Motor Corporation, because the sales of SUV and light-duty truck decreased, total sales volume decreased to 139.3 thousand units by 13.3 thousand units (8.7%) from the previous fiscal year.

As a result of the above, consolidated net sales were ¥1,815,597 million, which is a decrease of ¥165,733 million (8.4%) as compared to the previous fiscal year. As for profits, due to a decrease in the quantity sold of trucks and buses, etc., consolidated operating income was ¥54,859 million which is a decrease of ¥31,858 million (36.7%) as compared to the previous fiscal year. Ordinary income was ¥49,596 million which is a decrease of ¥34,307 million (40.9%) as compared to the previous fiscal year. Profit attributable to owners of parent was ¥31,467 million which is a decrease of ¥23,440 million (42.7%) as compared to the previous fiscal year.

(2) Financial Position Overview for Current Term

Total assets as of the end of this fiscal year decreased to ¥1,275,080 million by ¥70,740 million compared to the end of the previous fiscal year. This is mainly because notes and accounts receivable - trade decreased by ¥63,759 million, and investment securities decreased by ¥7,383 million from the previous year.

Liabilities decreased to ¥682,399 million by ¥66,962 million from the end of the previous fiscal year. This is because notes and accounts payable - trade decreased by ¥43,201 million, interest-bearing debt decreased by ¥9,967 million, and income taxes payable and other liabilities decreased.

Net assets decreased to ¥592,680 million by ¥3,778 million compared to the end of the previous fiscal year. This is mainly because ¥31,467 million was posted as profit attributable to owners of parent, although dividends from retained earnings of ¥16,075 million were paid and valuation difference on available-for-sale securities and foreign currency translation adjustment decreased.

(3) Cash Flow Overview for Current Term

Cash flows for this fiscal year are as follows.

Cash provided by operating activities was ¥95,176 million. This was mainly due to posting profit before income taxes of ¥50,973 million and collection of notes and accounts receivable - trade of ¥57,368 million, while paying income taxes, etc. amounting to ¥20,182 million.

Cash used in investing activities was ¥67,006 million. This was mainly due to the expenditure of ¥60,381 million on purchase of non-current assets centering on production facilities.

Cash used in financing activities was ¥28,243 million. This was mainly due to cash dividends paid of ¥16,075 million and net decrease of interest-bearing debt of ¥4,848 million.

As a result, cash and cash equivalents at the end of this fiscal year decreased to ¥39,793 million by ¥888 million compared to the end of the previous fiscal year.

(4) Forecasts for the Fiscal Year Ending March 31, 2021

The global economy in the FY 2021 is still uncertain, as the outlook for the coronavirus pandemic, including the scale of expansion and the time of its subsiding, remains unclear. Furthermore, there are various risk factors such as geopolitical risk and renewed trade friction, and it is necessary to pay close attention to these factors. Although strong demand is expected in the domestic and overseas truck and bus markets, the markets are slowing down rapidly due to the COVID-19 pandemic. Thus, we will keep the eyes on trends.

As for the consolidated earnings forecast for FY 2021, we decided not to announce it in the financial results report as, at this moment, there are many uncertain factors that could have an impact on our business performance. We will disclose earnings forecast immediately when it becomes possible to make a reasonable calculation.

(5) Basic Policy on Profit Distribution and Dividends for FY2020 and FY2021

Our company will strive to achieve a consolidated payout ratio of 30% stably and continuously, while fortifying its financial standing and considering its business performance, new investments, etc. in each term.

As for the term-end dividend for the current term, the board of directors resolved to pay ¥7 per share and set the date of payment start at June 4, 2020, at their meeting held on May 11, 2020, while comprehensively considering the above basic policy, the business environment surrounding our company, etc. Accordingly, the annual dividend will become ¥20 per share (down ¥9 per share from the previous term), as the already-paid interim dividend of ¥13 per share is added.

As for the dividends for the next term, they are not determined yet due to the uncertain business environment.

2. Basic Policy on Selection of Accounting Standards

As the Group is not listed on overseas markets, and for ease of comparison with other companies, Japanese standards are used, and regarding the selection of other accounting standards including IFRS (International Financial Reporting Standards), the accounting standards used by other companies domestically will be considered as we continue to gather information and discuss the issue with experts, and the decision will be made carefully.

3. Consolidated Financial Statements

(1) Consolidated Balance Sheets

(Millions of yen)

	FY 2019 (As of March 31, 2019)	FY 2020 (As of March 31, 2020)
Assets		
Current assets		
Cash and deposits	41,493	40,647
Notes and accounts receivable - trade	354,001	290,241
Lease receivables	32,737	35,583
Merchandise and finished goods	181,914	188,760
Work in process	38,816	39,272
Raw materials and supplies	41,791	34,021
Other	45,519	35,633
Allowance for doubtful accounts	-4,073	-3,408
Total current assets	732,201	660,752
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	154,498	164,515
Machinery, equipment and vehicles, net	96,688	95,586
Tools, furniture and fixtures, net	17,943	20,110
Land	122,028	126,259
Leased assets, net	20,036	572
Construction in progress	22,377	27,620
Assets for rent, net	17	153
Total property, plant and equipment	433,589	435,217
Intangible assets		
Software	22,428	24,301
Leased assets	3	1
Other	1,188	2,599
Total intangible assets	23,620	26,902
Investments and other assets		
Investment securities	118,965	111,582
Net defined benefit asset	530	576
Deferred tax assets	26,134	26,867
Other	13,948	16,133
Allowance for doubtful accounts	-3,169	-2,953
Total investments and other assets	156,409	152,207
Total non-current assets	613,619	614,327
Total assets	1,345,821	1,275,080

(Millions of yen)

	FY 2019 (As of March 31, 2019)	FY 2020 (As of March 31, 2020)
Liabilities		
Current liabilities		
Notes and accounts payable - trade	282,434	239,232
Short-term loans payable	195,348	178,170
Current portion of long-term loans payable	6,264	14,118
Lease obligations	1,460	157
Accounts payable - other	22,227	22,519
Income taxes payable	9,070	3,428
Provision for bonuses	6,716	6,783
Provision for directors' bonuses	931	885
Provision for product warranties	42,651	36,114
Other	75,662	67,801
Total current liabilities	642,766	569,211
Non-current liabilities		
Long-term loans payable	20,483	19,839
Lease obligations	19,127	1,398
Deferred tax liabilities	2,210	1,799
Deferred tax liabilities for land revaluation	2,765	2,765
Net defined benefit liability	55,782	60,746
Provision for directors' retirement benefits	2,019	2,084
Asset retirement obligations	1,235	1,335
Other	2,970	23,218
Total non-current liabilities	106,595	113,188
Total liabilities	749,361	682,399
Net assets		
Shareholders' equity		
Capital stock	72,717	72,717
Capital surplus	66,275	64,830
Retained earnings	375,389	390,781
Treasury shares	-215	-196
Total shareholders' equity	514,166	528,132
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	42,899	37,653
Deferred gains or losses on hedges	-64	-36
Revaluation reserve for land	2,325	2,325
Foreign currency translation adjustment	-8,136	-14,601
Remeasurements of defined benefit plans	-8,540	-11,283
Total accumulated other comprehensive income	28,482	14,057
Non-controlling interests	53,809	50,491
Total net assets	596,459	592,680
Total liabilities and net assets	1,345,821	1,275,080

(2) Consolidated Statements of Income and Consolidated Statements of Comprehensive Income

[Consolidated Statements of Income]

(Millions of yen)

	FY 2019 (From April 1, 2018 to March 31, 2019)	FY 2020 (From April 1, 2019 to March 31, 2020)
Net sales	1,981,331	1,815,597
Cost of sales	1,674,392	1,542,431
Gross profit	306,938	273,165
Selling, general and administrative expenses		
Sales commission	28,792	26,429
Transportation and warehousing expenses	13,767	13,090
Provision for product warranties	42,651	36,114
Advertising expenses	5,368	5,111
Salaries and allowances	54,807	56,837
Provision for bonuses	3,308	3,359
Provision for directors' bonuses	926	927
Retirement benefit expenses	3,656	3,583
Provision for directors' retirement benefits	415	439
Rent expenses	7,376	7,638
Provision of allowance for doubtful accounts	-251	-237
Other	59,401	65,012
Total selling, general and administrative expenses	220,220	218,306
Operating income	86,717	54,859
Non-operating income		
Interest income	1,443	1,264
Dividend income	2,289	2,087
Rent income	549	572
Share of profit of entities accounted for using equity method	2,191	1,256
Miscellaneous income	2,887	2,549
Total non-operating income	9,361	7,729
Non-operating expenses		
Interest expenses	5,887	6,529
Foreign exchange losses	1,531	3,066
Miscellaneous expenses	4,756	3,396
Total non-operating expenses	12,174	12,992
Ordinary income	83,903	49,596
Extraordinary income		
Gain on sales of non-current assets	646	265
Gain on sales of investment securities	1,108	2,549
Gain on insurance adjustment	2,402	—
Other	106	376
Total extraordinary income	4,264	3,191
Extraordinary losses		
Loss on sales and retirement of non-current assets	1,238	1,166
Impairment loss	263	351
Special costs of quality-related measures	3,947	—
Other	196	297
Total extraordinary losses	5,645	1,814
Profit before income taxes	82,523	50,973
Income taxes – current	22,079	13,541
Income taxes – deferred	-567	2,692
Total income taxes	21,512	16,233
Profit	61,010	34,739
Profit attributable to non-controlling interests	6,102	3,271
Profit attributable to owners of parent	54,908	31,467

[Consolidated Statements of Comprehensive Income]

(Millions of yen)

	FY 2019 (From April 1, 2018 to March 31, 2019)	FY 2020 (From April 1, 2019 to March 31, 2020)
Profit	61,010	34,739
Other comprehensive income		
Valuation difference on available-for-sale securities	-2,316	-5,758
Deferred gains or losses on hedges	43	-233
Foreign currency translation adjustment	4,152	-7,490
Remeasurements of defined benefit plans	1,252	-2,797
Share of other comprehensive income of entities accounted for using equity method	-869	292
Total other comprehensive income	2,262	-15,986
Comprehensive income	63,273	18,753
(Comprehensive income attributable to)		
Comprehensive income attributable to owners of parent	57,720	17,042
Comprehensive income attributable to non-controlling interests	5,553	1,710

(3) Consolidated Statements of Changes in Net Assets

Previous Fiscal Year (From April 1, 2018 to March 31, 2019)

(Millions of yen)

	Shareholders' equity					Accumulated other comprehensive income	
	Capital stock	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity	Valuation difference on available-for-sale securities	Deferred gains or losses on hedges
Balance at the beginning of the period	72,717	66,244	337,998	-258	476,701	45,963	-80
Changes of items during period							
Dividends of surplus			-16,647		-16,647		
Profit attributable to owners of parent			54,908		54,908		
Change of scope of consolidation			-865		-865		
Purchase of treasury shares				-1	-1		
Disposal of treasury shares		31		43	75		
Purchase of shares of consolidated subsidiaries					—		
Reversal of revaluation reserve for land			-4		-4		
Change in ownership interest of parent due to transactions with non-controlling interests							
Net changes of items other than shareholders' equity					—	-3,063	15
Total changes of items during period	—	31	37,391	42	37,465	-3,063	15
Balance at the end of the period	72,717	66,275	375,389	-215	514,166	42,899	-64

(Millions of yen)

	Accumulated other comprehensive income				Subscription rights to shares	Non-controlling interests	Total net assets
	Revaluation reserve for land	Foreign currency translation adjustment	Remeasurements of defined benefit plans	Total accumulated other comprehensive income			
Balance at the beginning of the period	2,318	-12,787	-9,749	25,664	21	50,461	552,848
Changes of items during period							
Dividends of surplus							-16,647
Profit attributable to owners of parent							54,908
Change of scope of consolidation							-865
Purchase of treasury shares							-1
Disposal of treasury shares							75
Purchase of shares of consolidated subsidiaries							—
Reversal of revaluation reserve for land							-4
Change in ownership interest of parent due to transactions with non-controlling interests							
Net changes of items other than shareholders' equity	6	4,650	1,208	2,818	-21	3,348	6,145
Total changes of items during period	6	4,650	1,208	2,818	-21	3,348	43,610
Balance at the end of the period	2,325	-8,136	-8,540	28,482	—	53,809	596,459

Current Fiscal Year (From April 1, 2019 to March 31, 2020)

(Millions of yen)

	Shareholders' equity					Accumulated other comprehensive income	
	Capital stock	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity	Valuation difference on available-for-sale securities	Deferred gains or losses on hedges
Balance at the beginning of the period	72,717	66,275	375,389	-215	514,166	42,899	-64
Changes of items during period							
Dividends of surplus			-16,075		-16,075		
Profit attributable to owners of parent			31,467		31,467		
Change of scope of consolidation							
Purchase of treasury shares				-0	-0		
Disposal of treasury shares		24		19	44		
Purchase of shares of consolidated subsidiaries							
Reversal of revaluation reserve for land							
Change in ownership interest of parent due to transactions with non-controlling interests		-1,470			-1,470		
Net changes of items other than shareholders' equity						-5,246	28
Total changes of items during period	—	-1,145	15,391	18	13,965	-5,246	28
Balance at the end of the period	72,717	64,830	390,781	-196	528,132	37,653	-36

(Millions of yen)

	Accumulated other comprehensive income				Subscription rights to shares	Non-controlling interests	Total net assets
	Revaluation reserve for land	Foreign currency translation adjustment	Remeasurements of defined benefit plans	Total accumulated other comprehensive income			
Balance at the beginning of the period	2,325	-8,136	-8,540	28,482	—	53,809	596,459
Changes of items during period							
Dividends of surplus							-16,075
Profit attributable to owners of parent							31,467
Change of scope of consolidation							
Purchase of treasury shares							-0
Disposal of treasury shares							44
Purchase of shares of consolidated subsidiaries							
Reversal of revaluation reserve for land							
Change in ownership interest of parent due to transactions with non-controlling interests							-1,470
Net changes of items other than shareholders' equity	—	-6,464	-2,742	-14,425	—	-3,318	-17,743
Total changes of items during period	—	-6,464	-2,742	-14,425	—	-3,318	-3,778
Balance at the end of the period	2,325	-14,601	-11,283	14,057	—	50,491	592,680

(4) Consolidated Statements of Cash Flows

	(Millions of yen)	
	FY 2019 (From April 1, 2018 to March 31, 2019)	FY 2020 (From April 1, 2019 to March 31, 2020)
Cash flows from operating activities		
Profit before income taxes	82,523	50,973
Depreciation	58,539	58,011
Impairment loss	263	351
Gain on insurance claim	-2,402	—
Increase in allowance for doubtful accounts ("—" means decrease)	-233	-849
Special costs of quality-related measures	3,947	—
Increase in provision for product warranties ("—" means decrease)	2,424	-6,537
Increase in net defined benefit liability ("—" means decrease)	1,323	932
Interest and dividend income	-3,732	-3,351
Interest expenses	5,887	6,529
Foreign exchange losses ("—" means gain)	-1	9
Share of loss of entities accounted for using equity method ("—" means profit)	-2,191	-1,256
Loss on sales of investment securities ("—" means gain)	-1,108	-2,549
Loss on sales and retirement of non-current assets ("—" means gain)	591	900
Decrease in notes and accounts receivable – trade ("—" means increase)	-10,605	57,638
Decrease in lease receivables ("—" means increase)	-13,587	-1,192
Decrease in inventories ("—" means increase)	-20,579	-8,746
Increase in notes and accounts payable – trade ("—" means decrease)	-21,258	-41,331
Decrease in other current assets ("—" means increase)	-10,223	8,531
Increase in other current liabilities ("—" means decrease)	7,428	-2,600
Other, net	-801	-103
Subtotal	76,203	115,089
Interest and dividend income received	4,363	4,028
Proceeds from insurance income	—	2,402
Interest expenses paid	-5,598	-6,161
Income taxes refund ("—" means paid)	-26,314	-20,182
Cash flows from operating activities	48,653	95,176
Cash flows from investing activities		
Payments into time deposits	-461	-327
Proceeds from withdrawal of time deposits	287	224
Purchase of property, plant and equipment	-58,936	-60,381
Proceeds from sales of property, plant and equipment	2,086	1,845
Purchase of intangible assets	-9,568	-9,613
Purchase of investment securities	-73	-586
Proceeds from sales of investment securities	1,553	3,304
Purchase of shares of subsidiaries and associates	-2,475	—
Payments for investments in capital of subsidiaries and associates	-4,094	—
Payments of long-term loans receivable	-554	-530
Collection of long-term loans receivable	385	487
Purchase of shares of subsidiaries resulting in change in scope of consolidation	—	-163
Revenue from the acquisition of shares of subsidiaries through the change in the scope of consolidation	288	—
Other, net	-723	-1,264
Cash flows from investing activities	-72,284	-67,006

(Millions of yen)

	FY 2019 (From April 1, 2018 to March 31, 2019)	FY 2020 (From April 1, 2019 to March 31, 2020)
Cash flows from financing activities		
Net increase in short-term loans payable ("—" means decrease)	41,625	-12,859
Proceeds from long-term loans payable	13,769	-15,035
Repayments of long-term loans payable	-14,757	-7,025
Proceeds from share issuance to non-controlling shareholders	934	1,049
Cash dividends paid	-16,647	-16,075
Cash dividends paid to non-controlling shareholders	-3,703	-3,941
Payments from changes in ownership		
Interests in subsidiaries that do not result in change in scope of consolidation	—	-1,945
Payments from changes in investments in capital in subsidiaries that do not result in change in scope of consolidation	—	-2,230
Other, net	-319	-252
Cash flows from financing activities	20,902	-28,243
Effect of exchange rate change on cash and cash equivalents	-416	-815
Net increase in cash and cash equivalents ("—" means decrease)	-3,145	-888
Cash and cash equivalents at the beginning of the period	44,577	40,681
Decrease in cash and cash equivalents resulting from exclusion of subsidiaries from consolidation	-750	—
Cash and cash equivalents at the end of the period	40,681	39,793

(5) Notes to Consolidated Financial Statements

(Notes on Going Concern Assumption)

There is no related information.

(Segment Information)

1. Overview of Report Segment

The reporting segment for our company can acquire separate financial information for individual components of our company, and is the target of periodic evaluations so that the board of directors can determine allocation of management resources and evaluate results.

The main business of our company is production and sales of trucks and buses, as well as production on commission for Toyota Motor Corporation and other services such as development and planning of related products. Domestic areas are covered by our company and domestic subsidiaries and overseas areas are covered by local overseas subsidiaries, with strategies created for each market for the services and products handled.

Therefore, our company production and sales structure is composed of separate regional segments, with these segments reported as “Japan” and “Asia”.

2. Method of calculating amounts for Sales, Earnings, Losses, Assets and Other Categories for Each Reporting Segment

The accounting method for report segments is mostly the same as the one used for producing consolidated financial statements. The internal returns and transfers for each segment are based on current market prices.

3. Information on Amounts for Sales, Earnings, Losses, Assets and Other Categories for Each Reporting Segment

Previous Fiscal Year (From April 1, 2018 to March 31, 2019)

(Millions of yen)

	Report Segment			Other *1	Total	Adjusted Amount *2	Consolidated financial statements amount *3
	Japan	Asia	Total				
Net Sales							
Sales to External Customers	1,301,537	417,477	1,719,015	262,315	1,981,331	—	1,981,331
Inter-Segment Sales and Transfers	292,142	18,018	310,161	2,084	312,246	-312,246	—
Total	1,593,680	435,496	2,029,177	264,400	2,293,577	-312,246	1,981,331
Segment Earnings	54,789	22,887	77,676	8,763	86,440	277	86,717
Segment Assets	1,003,009	299,428	1,302,437	133,659	1,436,097	-90,276	1,345,821
Other Categories							
Depreciation and amortization	45,623	10,478	56,101	2,438	58,539	—	58,539
Investment in Equity Method Affiliates	26,398	3,908	30,307	413	30,720	—	30,720
Increase in Tangible and Intangible Fixed Assets	55,187	5,039	60,227	8,183	68,411	—	68,411

*1 The “other” section is the regions not included in the reporting segments, including North America and Oceania etc.

*2 The adjusted amount is listed as below.

(1) The adjusted amount of segment earnings of ¥277 million includes adjustments for eliminated accounts and inventory assets in inter-segment.

(2) The adjusted amount of segment assets of ¥-90,276 million includes elimination of debts and credits and inventory assets in inter-segment.

*3 Segment earnings are adjusted with operating income from the consolidated statement of income.

Current Fiscal Year (From April 1, 2019 to March 31, 2020)

(Millions of yen)

	Report Segment			Other *1	Total	Adjusted Amount *2	Consolidated financial statements amount *3
	Japan	Asia	Total				
Net Sales							
Sales to External Customers	1,228,953	347,703	1,576,656	238,941	1,815,597	—	1,815,597
Inter-Segment Sales and Transfers	244,575	14,587	259,163	2,250	261,413	-261,413	—
Total	1,473,528	362,290	1,835,819	241,191	2,077,010	-261,413	1,815,597
Segment Earnings	36,112	15,968	52,081	2,959	55,040	-180	54,859
Segment Assets	965,318	273,387	1,238,705	131,927	1,370,632	-95,552	1,275,080
Other Categories							
Depreciation and amortization	44,457	10,040	54,497	3,514	58,011	—	58,011
Investment in Equity Method Affiliates	27,188	3,830	31,019	589	31,608	—	31,608
Increase in Tangible and Intangible Fixed Assets	55,527	9,817	65,345	3,976	69,321	—	69,321

*1 The “other” section is the regions not included in the reporting segments, including North America and Oceania etc.

*2 The adjusted amount is listed as below.

(1) The adjusted amount of segment earnings of ¥-180 million includes adjustments for eliminated accounts and inventory assets in inter-segment.

(2) The adjusted amount of segment assets of ¥-95,552 million includes elimination of debts and credits and inventory assets in inter-segment.

*3 Segment earnings are adjusted with operating income from the consolidated statement of income.

(Per Share Information)

FY 2019 (From April 1, 2018 to March 31, 2019)		FY 2020 (From April 1, 2019 to March 31, 2020)	
Net assets per share	945.42 yen	Net assets per share	944.53 yen
Profit per share	95.66 yen	Profit per share	54.82 yen
Diluted Profit per share	95.66 yen	Diluted Profit per share is not stated because there are no dilutive shares.	

(Note) The base for calculating profit per share and diluted profit per share are as follows:

	FY 2019 (From April 1, 2018 to March 31, 2019)	FY 2020 (From April 1, 2019 to March 31, 2020)
Profit per share		
Profit attributable to owners of parent (Millions of yen)	54,908	31,467
Amount not attributable to common shareholders (Millions of yen)	—	—
Profit attributable to owners of parent associated with common shares (Millions of yen)	54,908	31,467
Average number of common shares (Shares)	573,966,830	574,017,067
Diluted Profit per share		
Current-term Profit attributable to owners of parent adjustment (Millions of yen)	—	—
Increase in the number of common shares (Shares)	10,922	—
Increase in the number of stock acquisition rights (Shares)	(10,922)	(—)

(Significant Subsequent Events)

There is no related information.

4. Other

(1) Actual Production (Consolidated)

Category	FY 2019 (From April 1, 2018 to March 31, 2019)	FY 2020 (From April 1, 2019 to March 31, 2020)	Change
Trucks and buses	206,179 units	171,160 units	-35,019 units
Toyota brand vehicles	152,653 units	145,734 units	-6,919 units

(2) Actual Sales (Consolidated)

Category		FY 2019 (From April 1, 2018 to March 31, 2019)		FY 2020 (From April 1, 2019 to March 31, 2020)		Change	
		Volume (Units)	Amount (Millions of yen)	Volume (Units)	Amount (Millions of yen)	Volume (Units)	Amount (Millions of yen)
	Japan	72,159	552,688	66,548	532,939	-5,611	-19,749
	Overseas	132,000	550,103	107,742	446,522	-24,258	-103,580
	Supplies of parts for overseas production	—	1,224	—	2,050	—	826
Total trucks and buses		204,159	1,104,015	174,290	981,511	-29,869	-122,503
Total Toyota brand		152,670	360,552	139,323	328,639	-13,347	-31,912
	Japan	—	64,412	—	63,958	—	-454
	Overseas	—	57,703	—	59,905	—	2,202
Total service parts		—	122,115	—	123,863	—	1,747
	Japan	—	188,137	—	185,926	—	-2,211
	Overseas	—	28,018	—	30,085	—	2,067
	Toyota	—	178,490	—	165,570	—	-12,920
Total others		—	394,647	—	381,582	—	-13,064
Total net sales		—	1,981,331	—	1,815,597	—	-165,733

(Note) Amounts are rounded down to the nearest one million yen.