



Financial Results for FY2015

(Fiscal Year Ended March 31, 2015)



April 28, 2015
Hino Motors, Ltd.

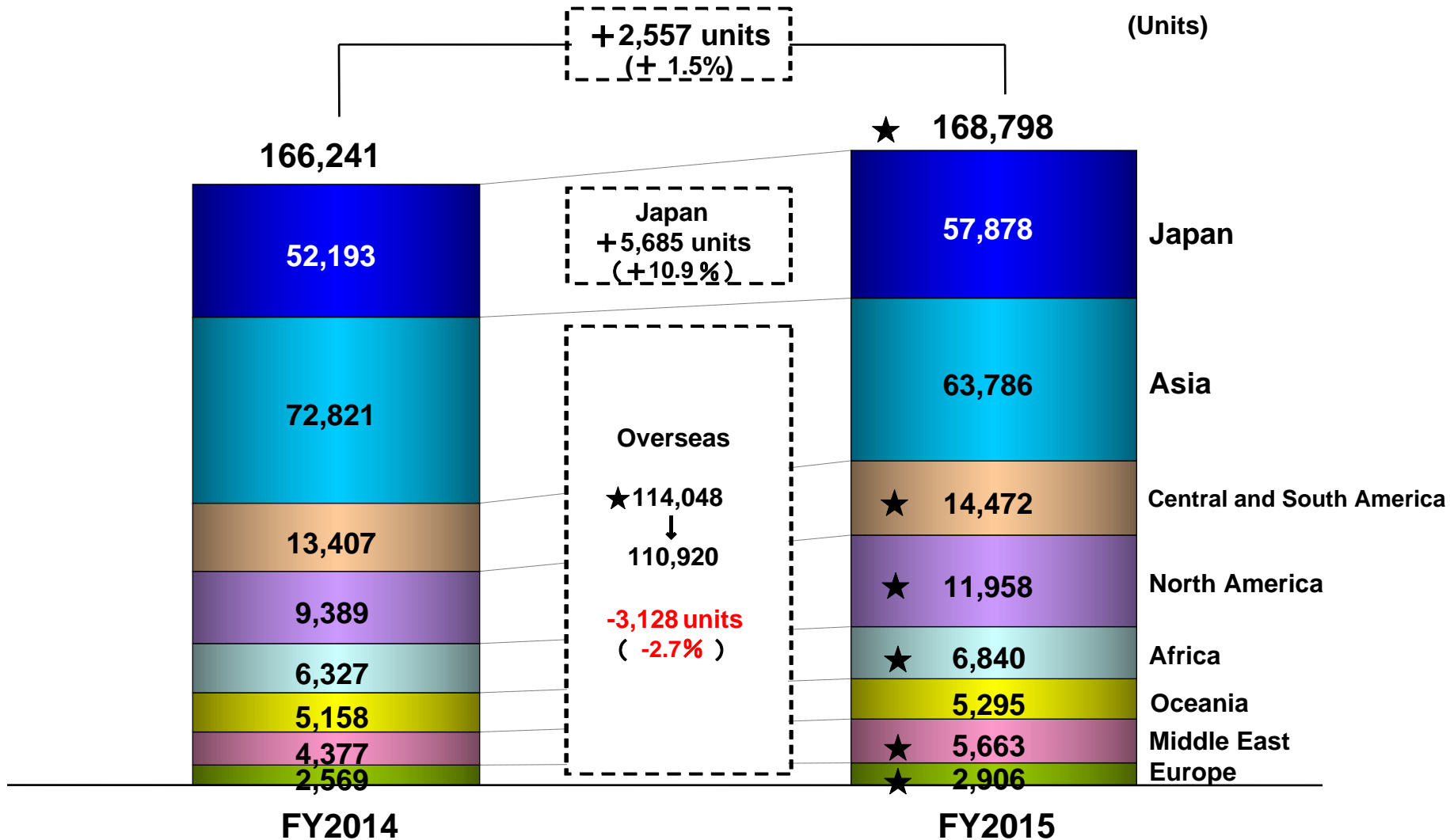


1. Sales Turnover



Global Unit Sales (Retail Sales)

Global unit sales are record high.
 In overseas markets, 5 areas made the highest sales ever. (★Record high)

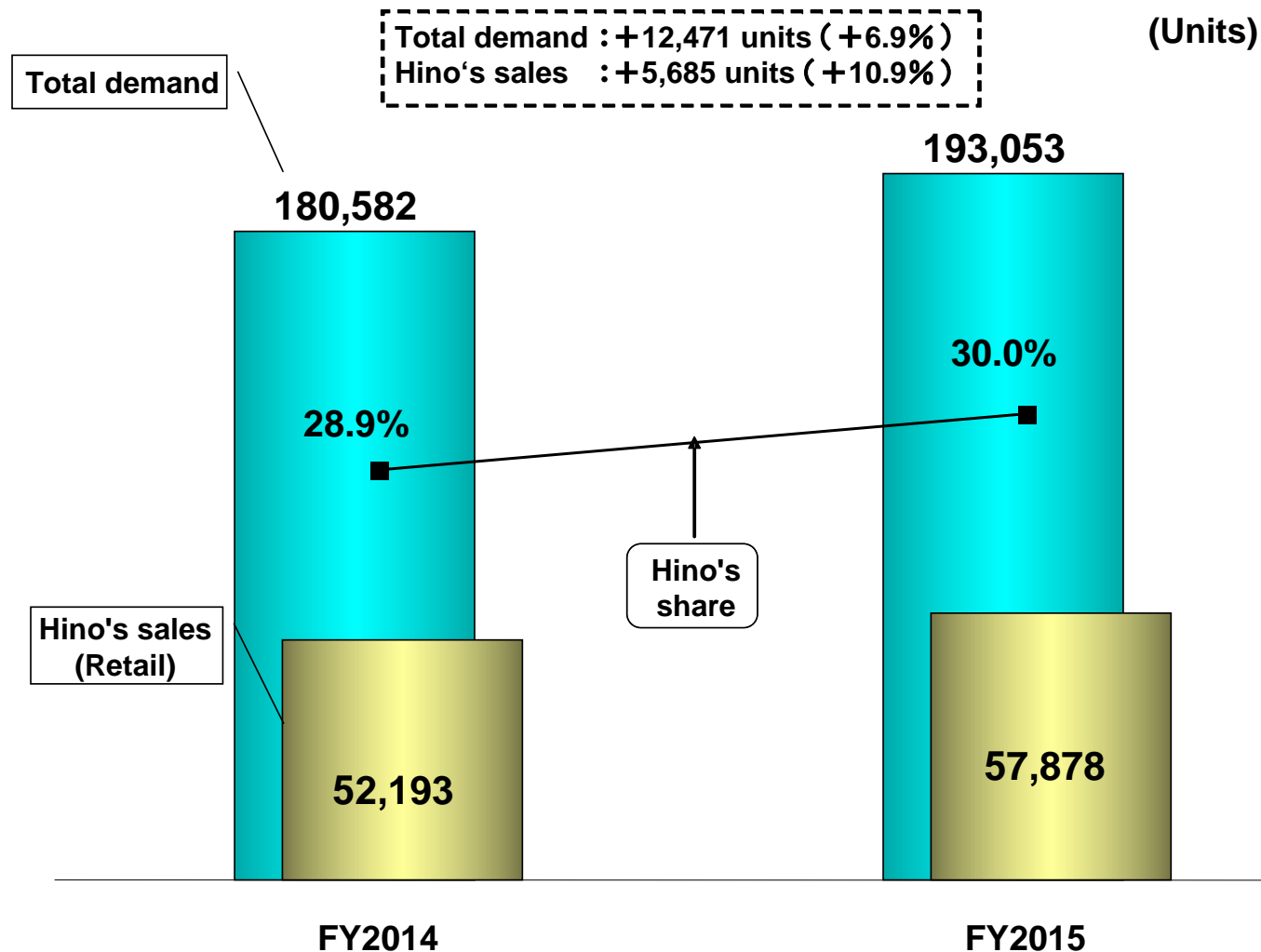




Truck and Bus Market in Japan

Truck Market: With ample construction demand, it has increased YOY for 5 consecutive years since FY 2010.

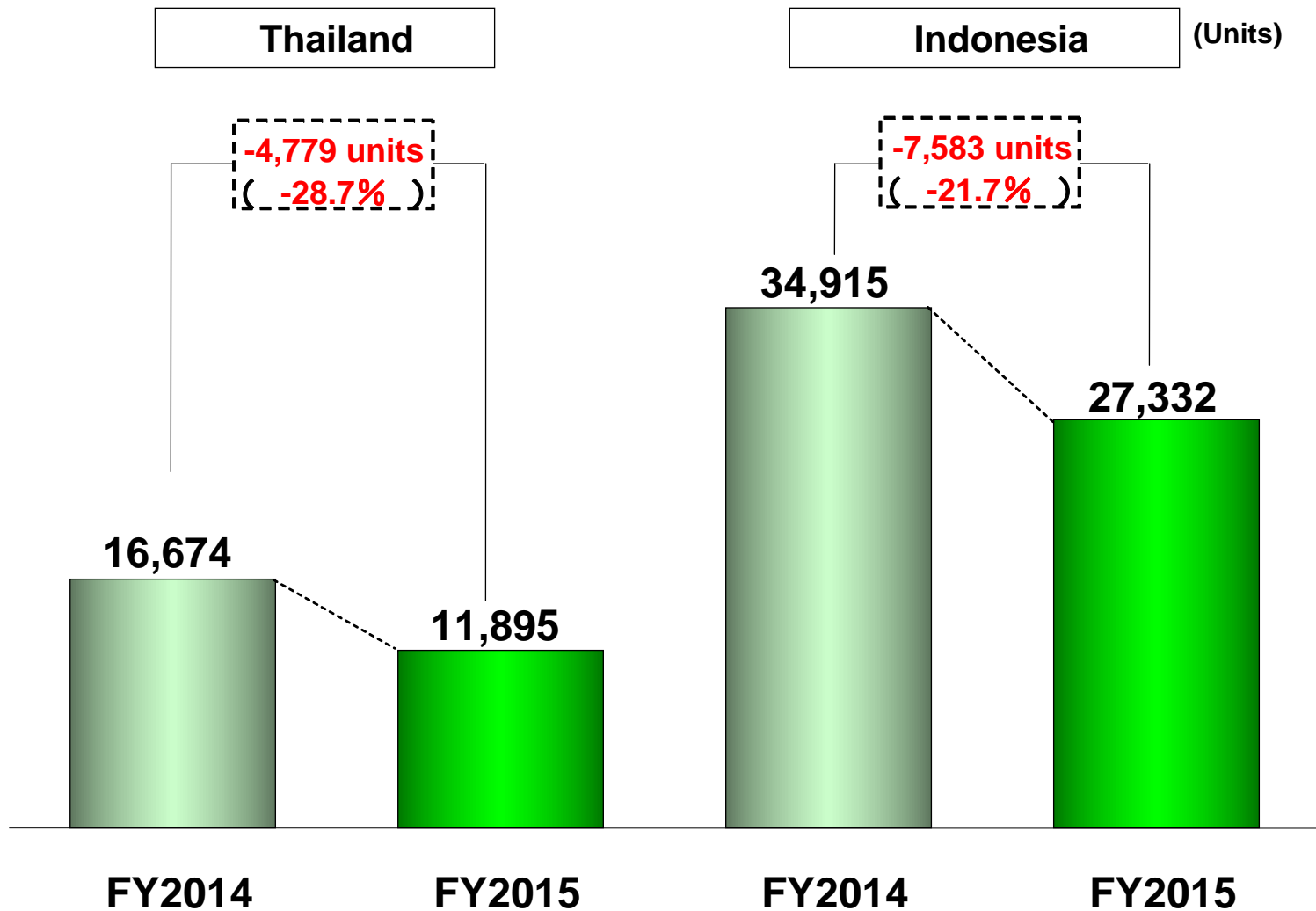
Hino's Sales: Achieved sales greater than the increase in demand. New record for highest share 6 years in a row.





Sales Volumes in Thailand and Indonesia (Retail Sales)

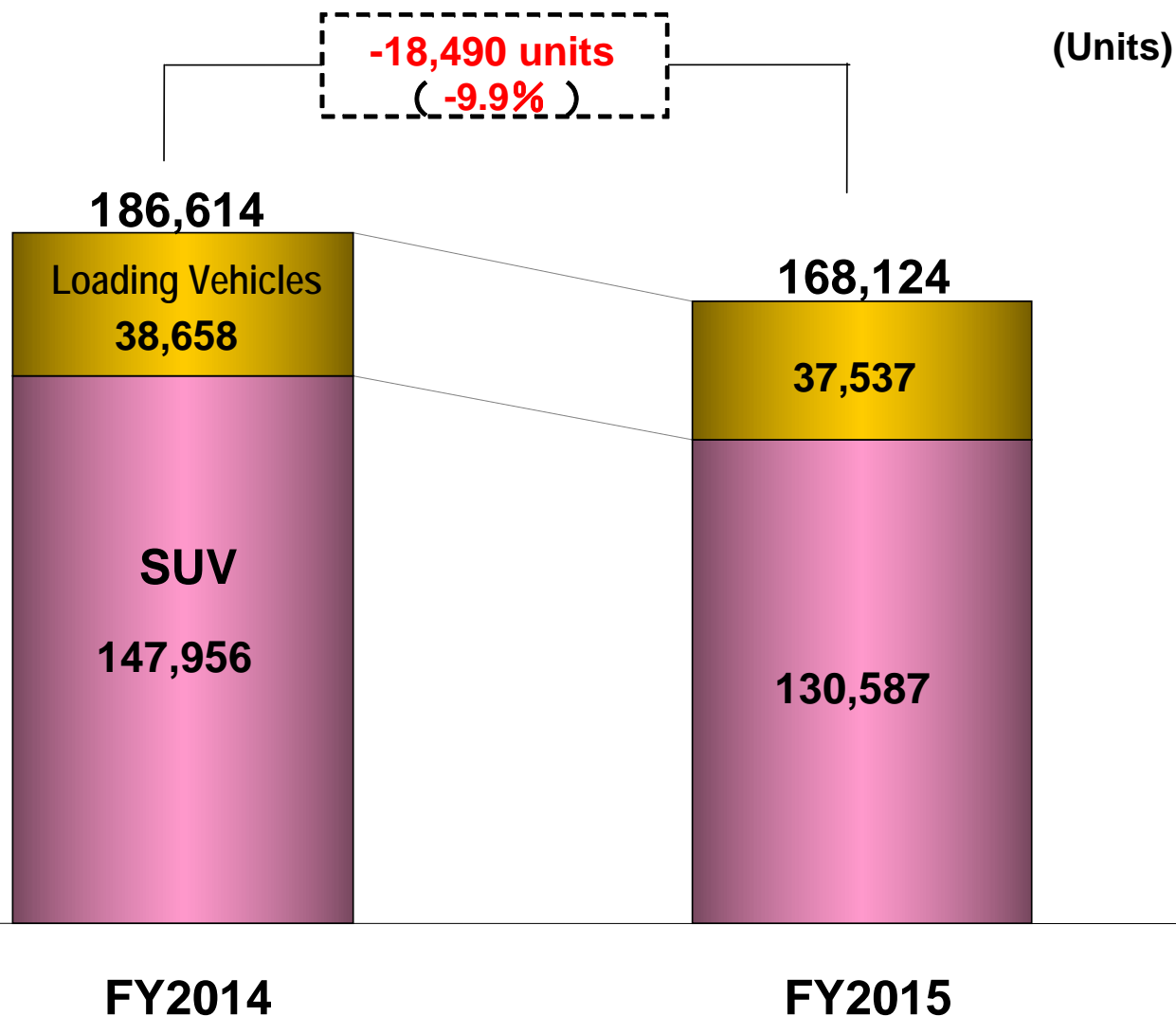
Both the Thai and Indonesian markets remained stagnant.

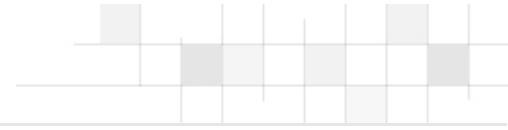




Consolidated Unit Sales of Toyota Brand Vehicles

Unit sales decreased for both SUVs and Loading Vehicles.





2. Consolidated Financial Results

Consolidated Income Statements



★Record high

(Billions of yen)

Item	FY2015	FY2014	Change	Change (%)
Net sales	1,685.3	★ 1,699.6	-14.3	-0.8%
Operating income	<6.3%> 105.5	<6.6%> ★ 112.2	(-0.3p) -6.7	-5.9%
Ordinary income	<6.2%> 104.6	<6.4%> ★ 109.1	(-0.2p) -4.5	-4.2%
Net income	<4.4%> 74.5	<5.2%> ★ 89.1	(-0.8p) -14.6	-16.4%

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

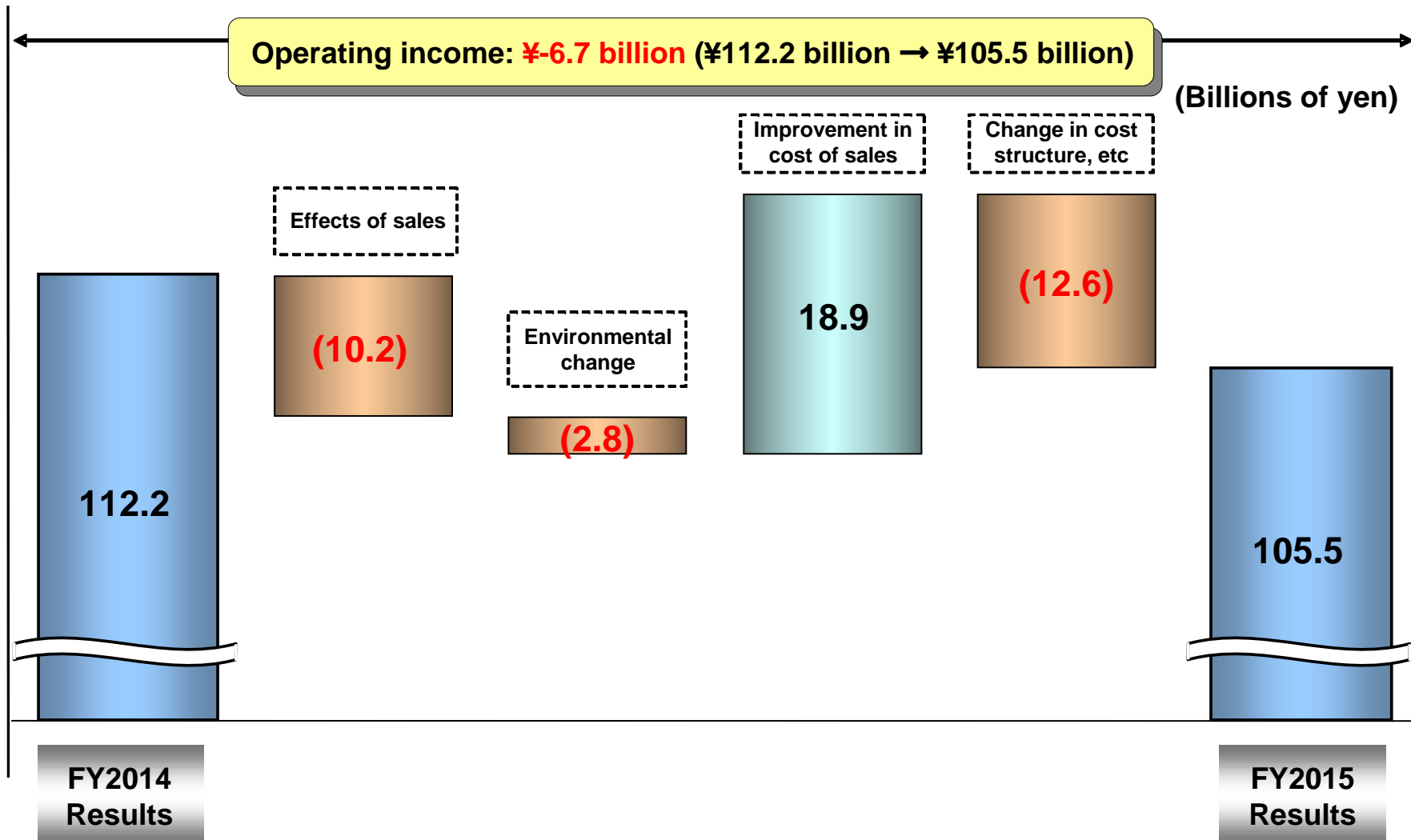
<Exchange rate>

US\$	109	100
THB	3.37	3.22
IDR(100)	0.90	0.93
A\$	96	94



Analysis of Consolidated Operating Income

Operating income decreased due to decreased sales, mainly overseas.





Consolidated Operating Income by Segments

Decreased sales and income in Japan/Asia due to decreased unit sales in Thailand and Indonesia. However, other areas made new records for sales and income.

★Record high

(Billions of yen)

	FY2015		FY2014		Change	
	Net sales	Operating income	Net sales	Operating income	Net sales	Operating income
Japan	1,357.8	<5.7%> 77.9	★ 1,362.4	★ <6.1%> 83.1	-0.3% -4.6	-6.2% -5.2
Asia	367.6	<4.2%> 15.3	★ 446.6	★ <5.2%> 23.1	-17.7% -79.0	-33.7% -7.8
Other Areas	★ 211.8	<5.6%> ★ 12.0	173.0	<6.0%> 10.3	+22.4% +38.8	+15.8% +1.7
Consolidated adjustment	-251.9	0.3	-282.4	-4.3	+30.5	+4.6
Total	1,685.3	<6.3%> 105.5	★ 1,699.6	★ <6.6%> 112.2	-0.8% -14.3	-5.9% -6.7

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

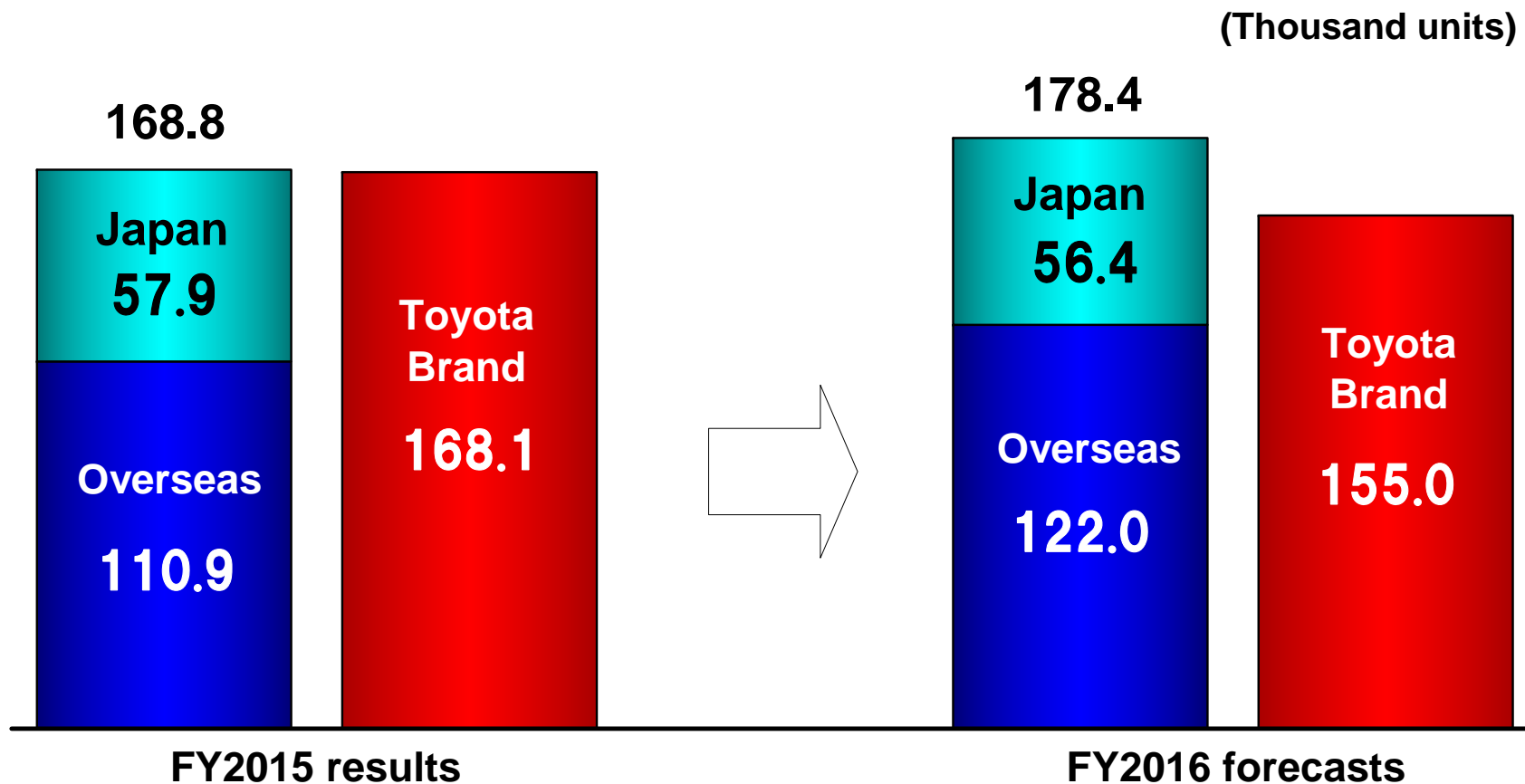


3. Sales Forecasts for FY2016



Global Unit Sales

With increased sales overseas, global sales of 178.4 thousand units are expected.





4. Consolidated Financial Forecasts for FY2016



Consolidated Income Statements

(Billions of yen)

Item	FY2016 Forecasts	FY2015 Results	Change	Change(%)
Net sales	1,740.0	1,685.3	+54.7	+3.2%
Operating income	<6.3%> 110.0	<6.3%> 105.5	<+0.0p> +4.5	+4.2%
Ordinary income	<6.3%> 109.0	<6.2%> 104.6	<+0.1p> +4.4	+4.2%
Net income	<4.3%> 74.0	<4.4%> 74.5	<-0.1p> -0.5	-0.7%

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

<Exchange rate>

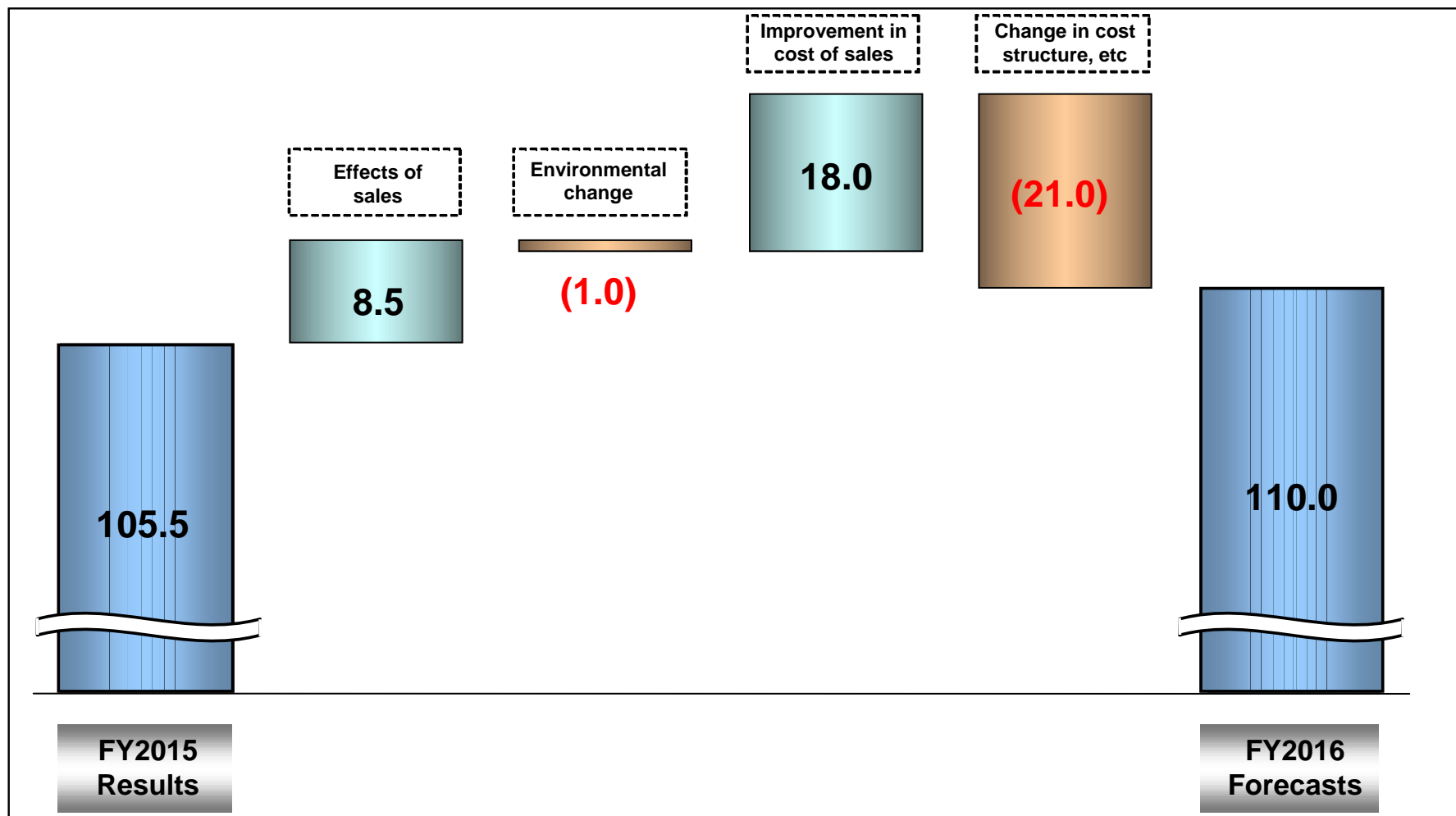
US\$	115	109
THB	3.52	3.37
IDR(100)	0.88	0.90
A\$	90	96



Analysis of Consolidated Operating Income

Increase in operating income: ¥+4.5 billion (¥105.5 billion to ¥110.0 billion)

(Billions of yen)



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