



# **Financial Results for FY2021**

## **(Fiscal Year Ended March 31, 2021)**

**April 27, 2021**  
**Hino Motors, Ltd.**



# 1) Sales Turnover

## 2) Consolidated Income Statements

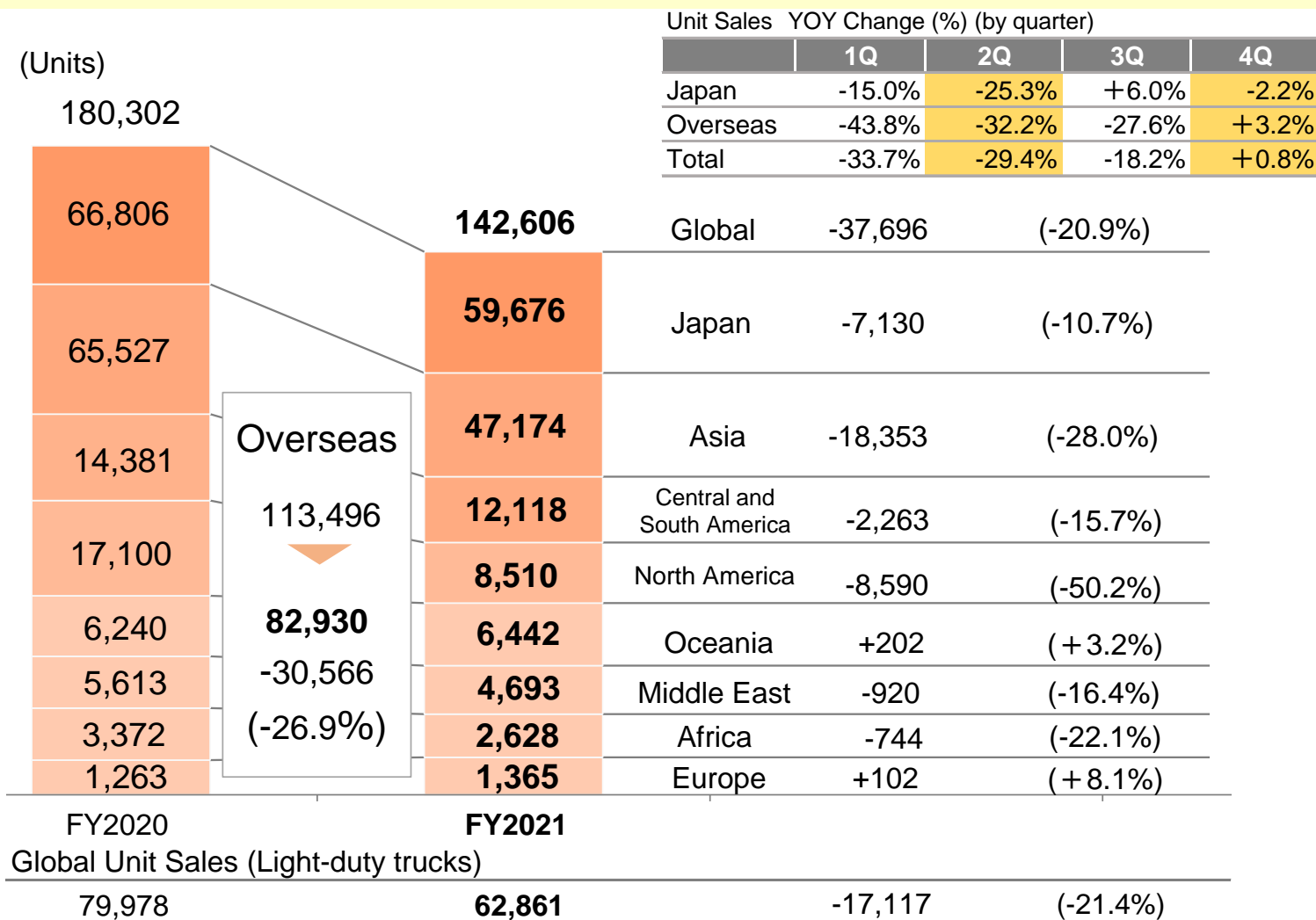
## 3) FY2022 Sales Forecast

## 4) FY2022 Consolidated Financial Forecast



# Global Unit Sales (Retail Sales)

Global unit sales were only 142.6 thousand vehicles, as the effects of the novel coronavirus lingered inside and outside Japan throughout the fiscal year.

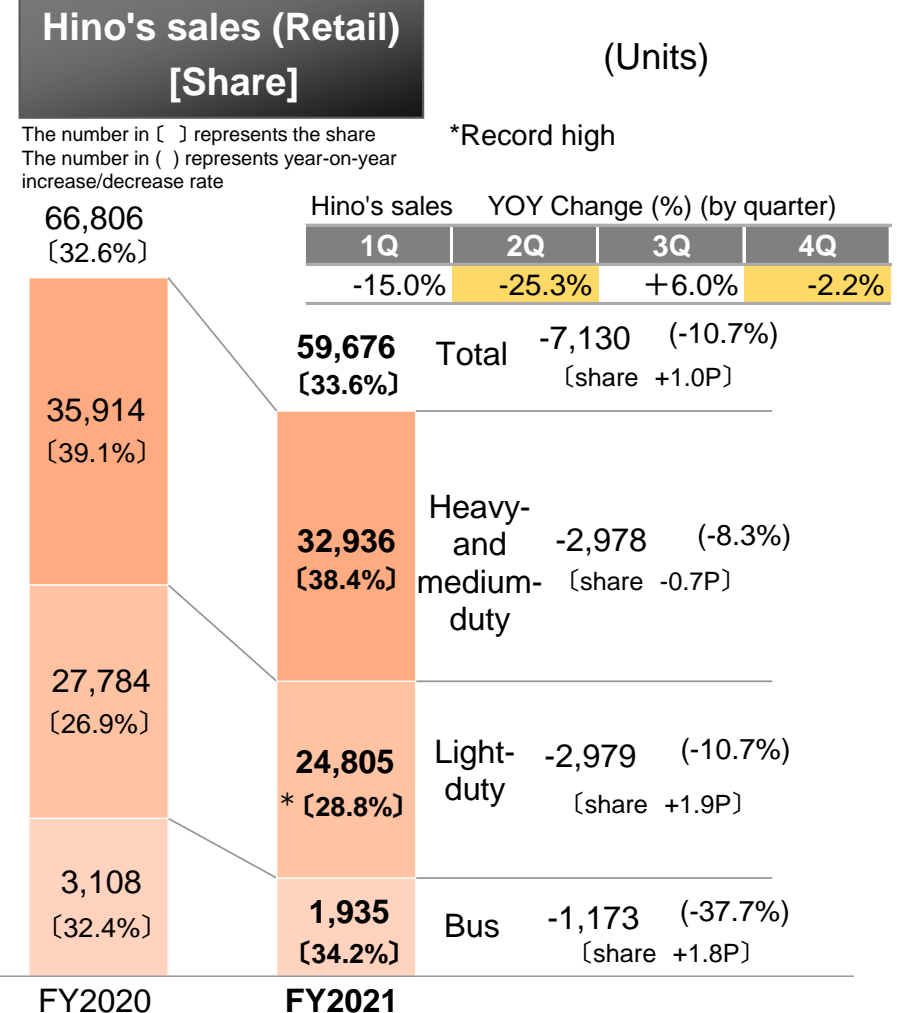
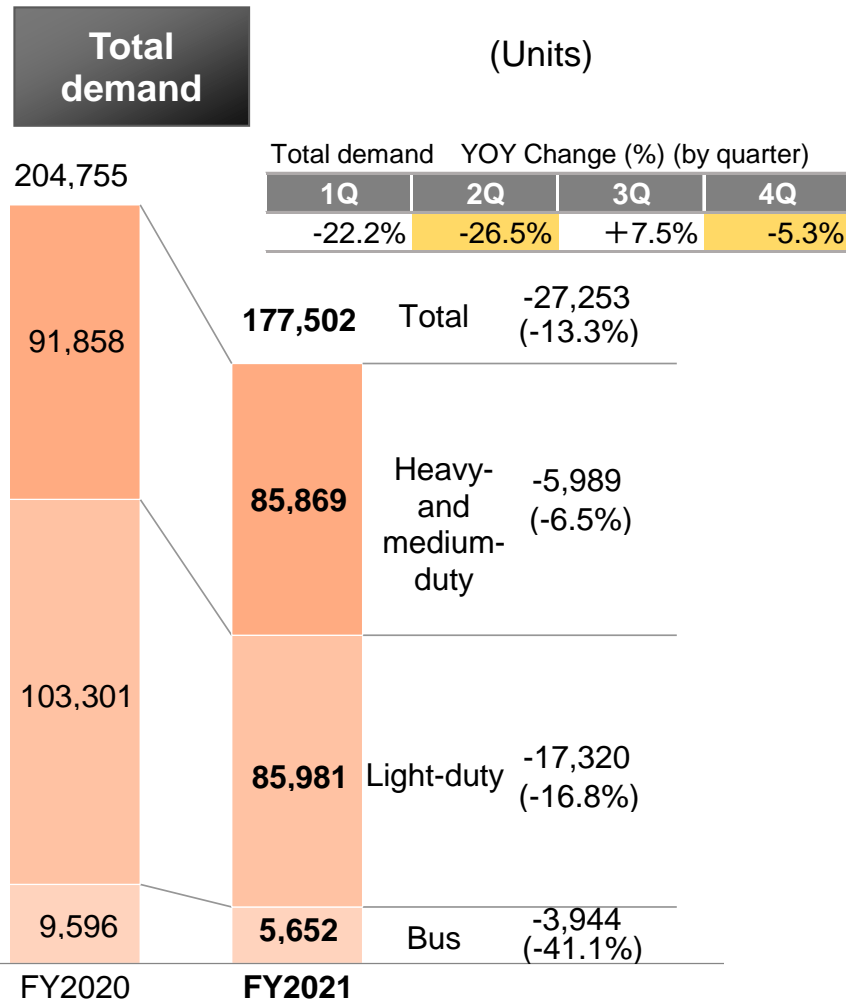




# Truck and Bus Market in Japan

**Total demand: It dropped from the level of 200 thousand vehicles in the past 4 years to the level of 177 thousand vehicles, due to the novel coronavirus.**

**Hino's sales: Amid the decline in demand, the market share grew thanks to healthy sales.**





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

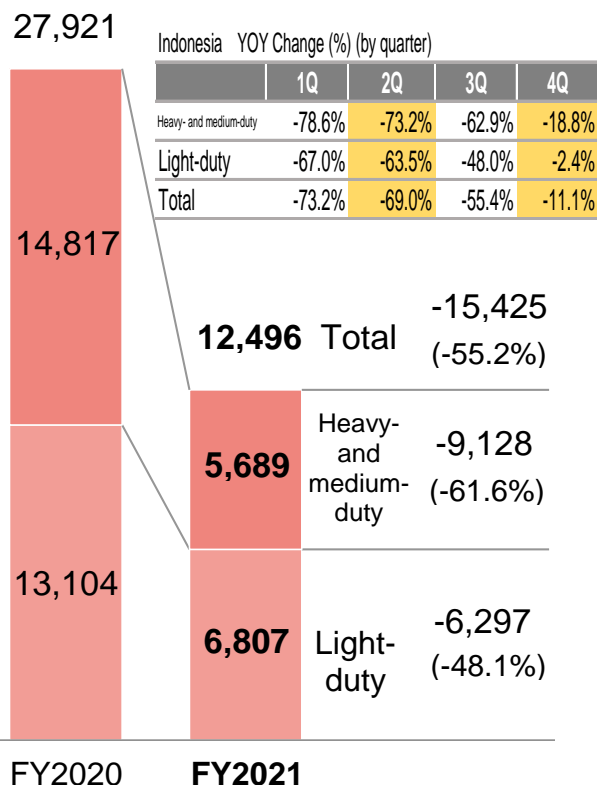
**Indonesia:** The market shrank considerably, due to the lingering of the effects of the novel coronavirus.

**The U.S.:** Sales volume decreased significantly, due to the suspension of manufacturing, etc.

**Thailand:** The market recovered rapidly, so sales volume was unchanged from the previous year.

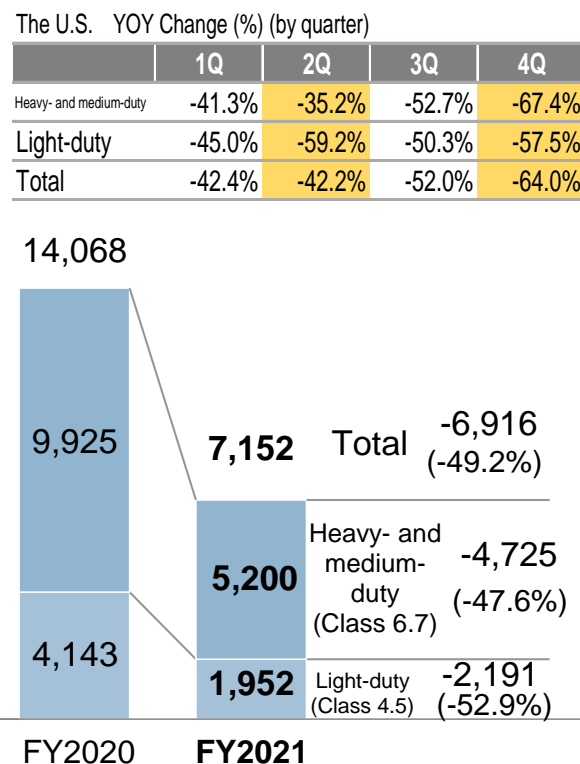
## Indonesia

(Units)



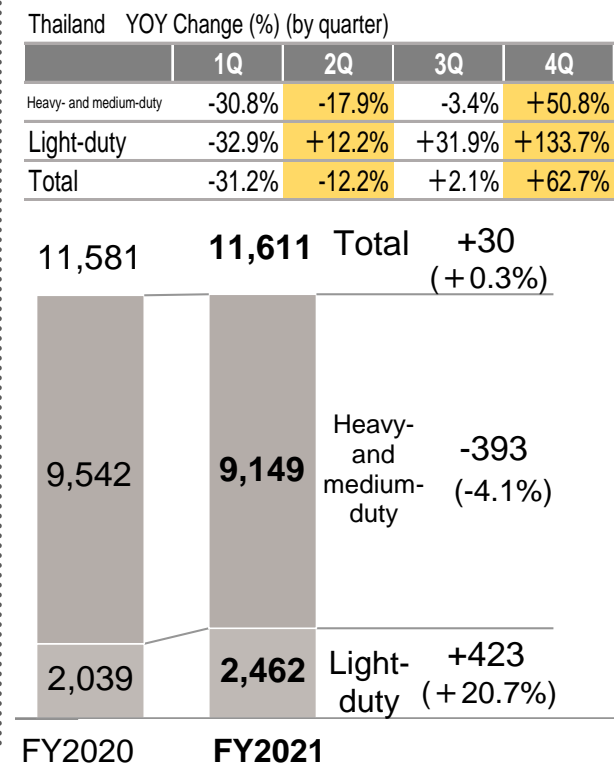
## The U.S.

(Units)



## Thailand

(Units)





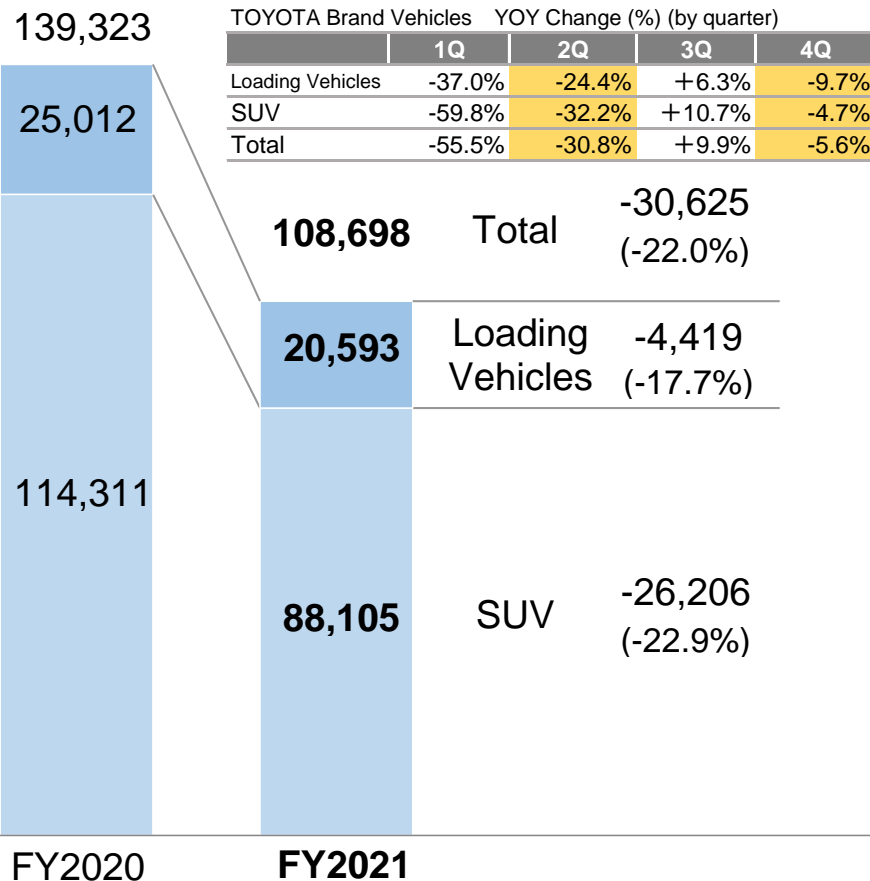
# Consolidated Sales of TOYOTA Brand Vehicles and Unit

**TOYOTA brand vehicles: Sales of SUVs and cargo vehicles dropped from the previous year.**

**Units: Dropped from the previous year in both Thailand and the U.S.**

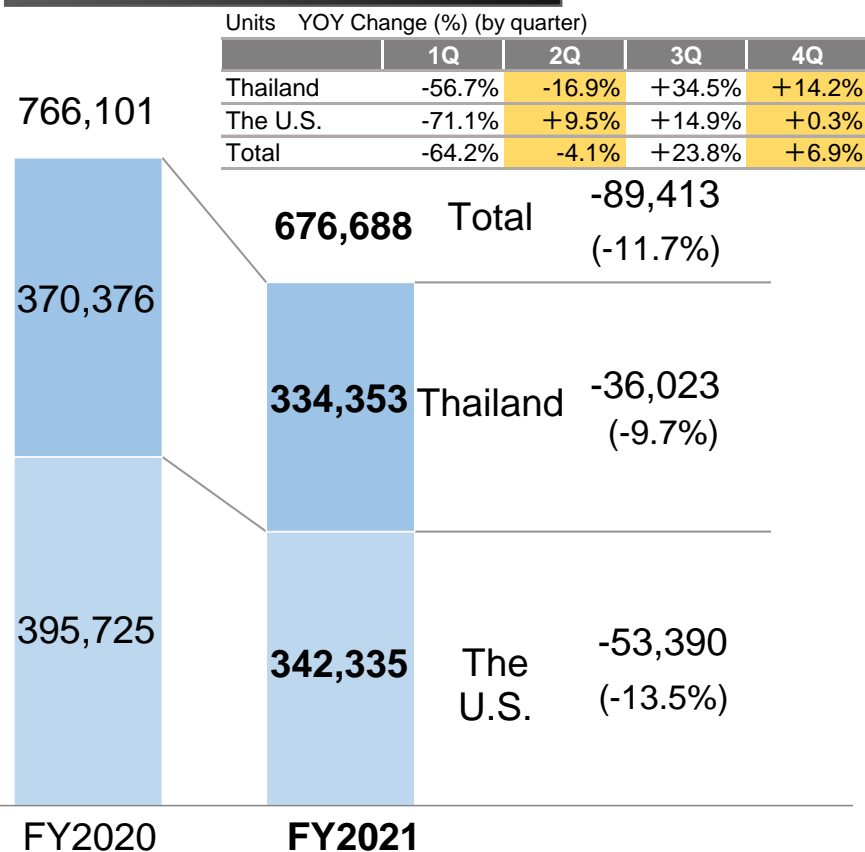
## Vehicles

(Units)



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

(Units)





1 ) Sales Turnover

**2 ) Consolidated Income Statements**

3 ) FY2022 Sales Forecast

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# Consolidated Income Statements

(Billions of yen)

Item	FY2021	FY2020	Change	Change (%)
<b>Net sales</b>	<b>1,498.4</b>	1,815.6	-317.2	-17.5%
	<0.8%>	<3.0%>	<-2.2p>	
<b>Operating income</b>	<b>12.3</b>	54.9	-42.6	-77.7%
	<0.8%>	<2.7%>	<-1.9p>	
<b>Ordinary income</b>	<b>12.3</b>	49.6	-37.3	-75.3%
	<-0.5%>	<1.7%>	<-2.2p>	
<b>Profit attributable to owners of parent</b>	<b>-7.5</b>	31.5	-39.0	—

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

## ■ Consolidated unit sales (Units)

	FY2021	FY2020	Change
Japan	59,628	66,548	-6,920
Overseas	73,615	107,742	-34,127
TOYOTA brand	108,698	139,323	-30,625

## ■ Exchange rate

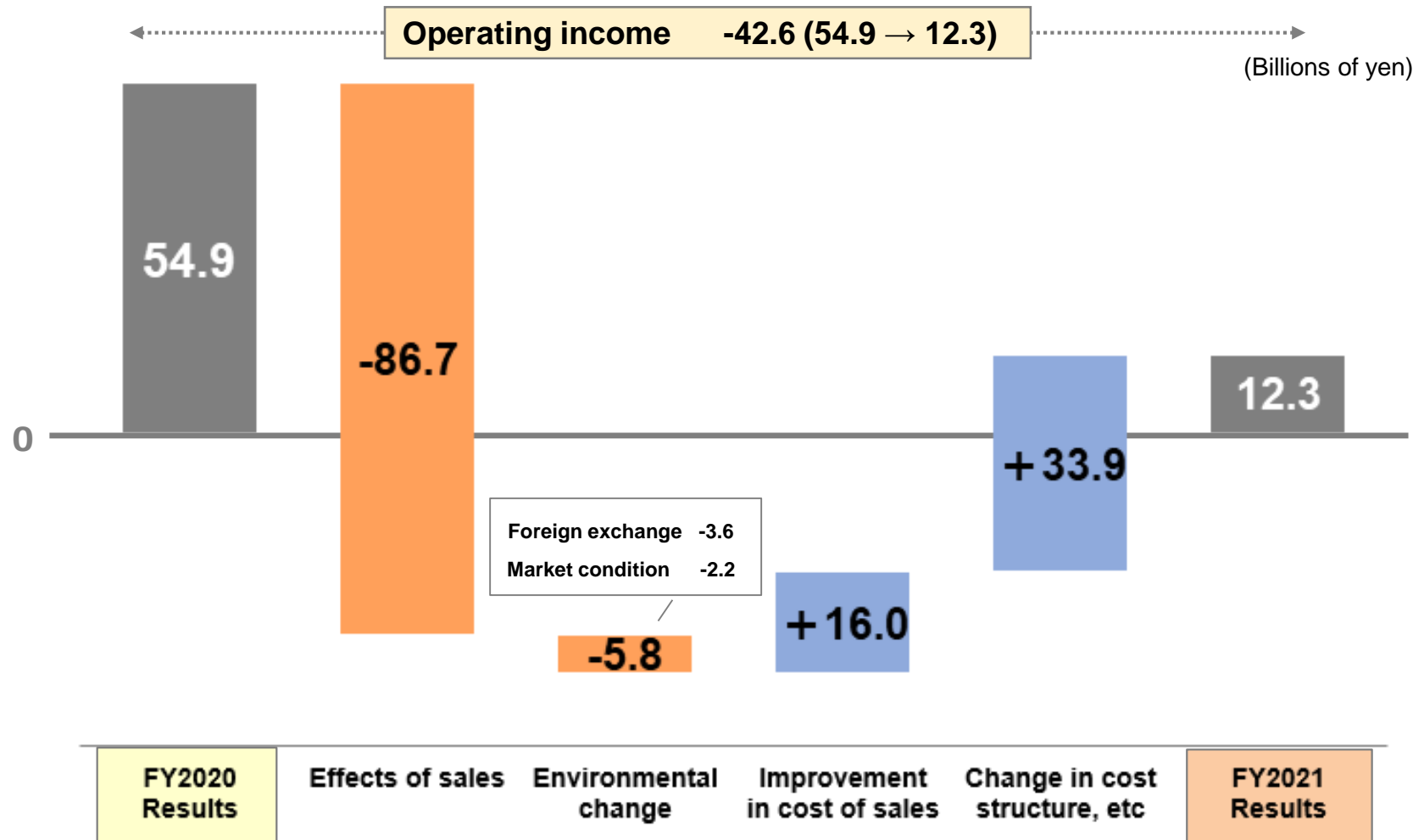
	FY2021	FY2020
US\$	106	109
THB	3.40	3.52
IDR (100)	0.72	0.77
A\$	76	75





# Analysis of Consolidated Income Statements

Due to the sales performance, profit dropped considerably, but operating income remained in the black, standing at 12.3 billion yen, thanks to cost reduction and rationalization of fixed costs.





## Consolidated Operating Income by Segments

Mainly due to the drop in sales caused by the novel coronavirus, sales and profit declined in all segments, but our business was in the black in Japan and other Asian countries.

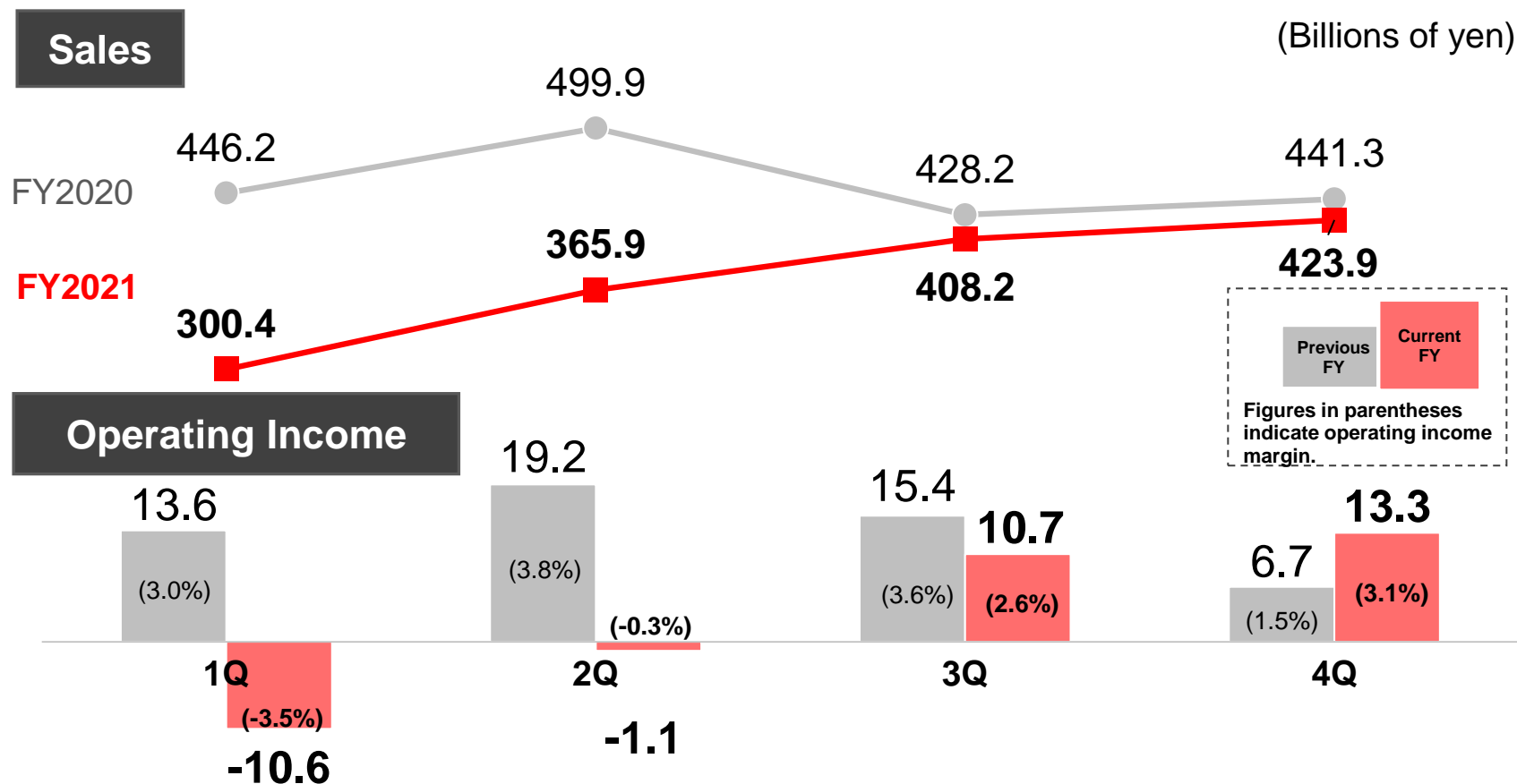
(Billions of yen)

	FY2021		FY2020		Change	
	Net sales	Operating income	Net sales	Operating income	Net sales	Operating income
<b>Japan</b>	1,219.2	9.9 <0.8%>	1,473.5	36.1 <2.5%>	-254.3 -17.3%	-26.2 -72.5%
<b>Asia</b>	288.7	4.4 <1.5%>	362.3	16.0 <4.4%>	-73.6 -20.3%	-11.6 -72.2%
<b>Other Areas</b>	145.5	-4.7 <-3.3%>	241.2	3.0 <1.2%>	-95.7 -39.7%	-7.7 —
<b>Consolidated adjustment</b>	-155.0	2.7	-261.4	-0.2	+106.4	+2.9
<b>Total</b>	1,498.4	12.3 <0.8%>	1,815.6	54.9 <3.0%>	-317.2 -17.5%	-42.6 -77.7%

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



Exchange rate	FY2020	FY2021	FY2020	FY2021	FY2020	FY2021	FY2020	FY2021
US\$	111	109	107	106	109	105	110	105



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# Global Unit Sales (Retail Sales)

Global unit sales are estimated to be 150 thousand vehicles, up 7.4 thousand vehicles from the previous year.

	FY2022 Forecasts announced on April 27	FY2021 Results	Change	Change (%)
	(Thousand units)			
<b>Japan</b>	<b>61.0</b>	59.7	+1.3	+2.2%
<b>Overseas</b>	<b>89.0</b>	82.9	+6.1	+7.3%
<b>Total</b>	<b>150.0</b>	142.6	+7.4	+5.2%
<b>TOYOTA brand (* )</b>	<b>118.5</b>	108.7	+9.8	+9.0%

\*Including Dyna for Indonesia.



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# Consolidated Income Statements

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(Billions of yen)

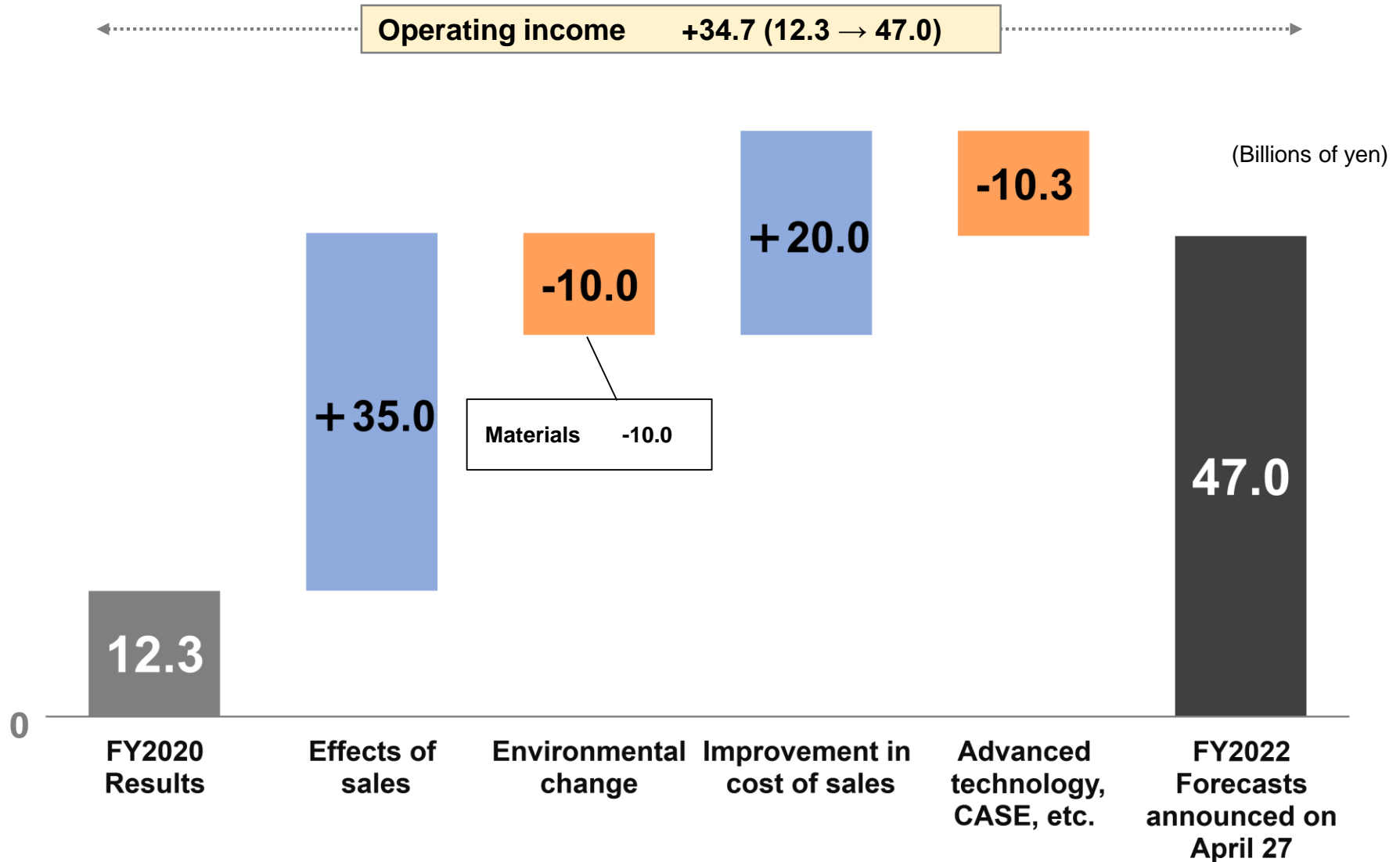
Item	FY2022 Forecasts announced on April 27	FY2021 Results	Change	Change (%)
Net sales (new standard)	1,330.0	—	—	—
Net sales (old standard)	1,550.0	1,498.4	+51.6	+3.4%
Operating income	(3.5%) *(3.0%) 47.0	(0.8%) 12.3	(+2.2p) +34.7	3.8 times
Ordinary income	(3.2%) *(2.7%) 42.0	(0.8%) 12.3	(+1.9p) +29.7	3.4 times
Profit attributable to owners of parent	(0.8%) *(0.7%) 11.0	(-0.5%) -7.5	(+1.2p) +18.5	—

Note: Figures in parentheses indicate income margin.

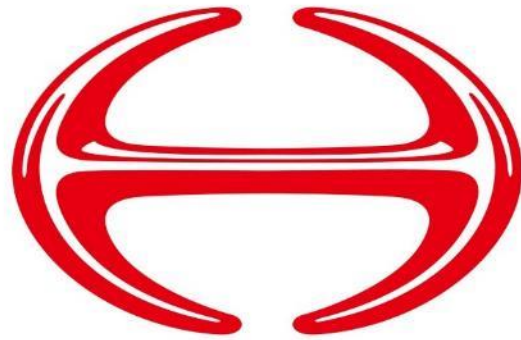
\*Income margin in the old standard

	FY2022 Forecasts announced on April 27	FY2021 Results
Exchange rate		
US\$	105	106
THB	3.41	3.40
IDR (100)	0.73	0.72
A\$	80	76

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







**HINO**