



# **Financial Results for First Quarter of FY2010**

**(From April 1, 2009 to June 30, 2009)**

**July 28, 2009**

**Hino Motors, Ltd.**



# 1. Sales Turnover

# Japan's Truck and Bus Market



(Units)

		FY2010 ( '09/4-6)	FY2009 ( '08/4-6)	Change	Change (%)
Hino Registered	Heavy-duty trucks (share)	1,168 ( 30.0% )	2,823 ( 29.2% )	-1,655 (+0.8p)	-58.6%
	Medium-duty trucks (share)	1,095 ( 36.5% )	2,198 ( 31.7% )	-1,103 (+4.8p)	-50.2%
	Light-duty trucks (share)	1,542 ( 16.6% )	2,740 ( 15.3% )	-1,198 (+1.3p)	-43.7%
	All trucks (share)	3,805 ( 23.5% )	7,761 ( 22.5% )	-3,956 (+1.0p)	-51.0%
	Buses (share)	347 ( 24.6% )	618 ( 27.6% )	-271 (-3.0p)	-43.9%
	<b>Total</b>	<b>4,152</b>	<b>8,379</b>	<b>-4,227</b>	<b>-50.4%</b>
Japan's Market	Heavy-duty trucks	3,895	9,657	-5,762	-59.7%
	Medium-duty trucks	2,997	6,933	-3,936	-56.8%
	Light-duty trucks	9,297	17,954	-8,657	-48.2%
	All trucks	16,189	34,544	-18,355	-53.1%
	Buses	1,410	2,240	-830	-37.1%
	<b>Total</b>	<b>17,599</b>	<b>36,784</b>	<b>-19,185</b>	<b>-52.2%</b>

# Overseas Unit Sales



(Units)

		FY2010 ( <i>'09/4-6</i> )	FY2009 ( <i>'08/4-6</i> )	Change	Change (%)
Overseas	Asia	8,669	10,348	-1,679	-16.2%
	Central and South America	2,418	2,779	-361	-13.0%
	Oceania	1,504	1,909	-405	-21.2%
	North America	727	1,532	-805	-52.5%
	Europe/Africa	723	931	-208	-22.3%
	Middle East	608	1,373	-765	-55.7%
	Total	14,649	18,872	-4,223	-22.4%

# Consolidated Unit Sales



(Units)

		FY2010 1Q ( '09/4-6)	FY2009 1Q ( '08/4-6)	Change	Change (%)
Japan	Heavy-duty trucks	1,151	3,059	-1,908	-62.4%
	Medium-duty trucks	1,080	2,387	-1,307	-54.8%
	Light-duty trucks	1,589	2,727	-1,138	-41.7%
	All trucks	3,820	8,173	-4,353	-53.3%
	Buses	347	617	-270	-43.8%
Total		4,167	8,790	-4,623	-52.6%
Overseas	Asia	8,117	10,388	-2,271	-21.9%
	Oceania	1,716	1,830	-114	-6.2%
	Central and South America	1,016	2,790	-1,774	-63.6%
	North America	673	1,263	-590	-46.7%
	Europe/Africa	191	1,230	-1,039	-84.5%
	Middle East	146	1,055	-909	-86.2%
Total		11,859	18,556	-6,697	-36.1%

# Toyota Brand Vehicles



(Units)

		FY2010 (09/4-6)	FY2009 (08/4-6)	Change	Change (%)	
Toyota Brand Vehicles	HILUX SURF	3,270	14,418	-11,148	-77.3%	
	LAND CRUISER PRADO	3,023	4,536	-1,513	-33.4%	
	FJ CRUISER	1,822	13,859	-12,037	-86.9%	
	Light-duty trucks	Built-up	3,965	5,681	-1,716	-30.2%
		KD vehicles	3,758	6,770	-3,012	-44.5%
	Subtotal		7,723	12,451	-4,728	-38.0%
High mobility vehicles		169	124	+45	+36.3%	
Total		16,007	45,388	-29,381	-64.7%	



## **2. Consolidated Financial Results**

# Consolidated Income (Loss) Statement

(Billions of yen)

Item	FY2010 ( <i>'09/4-6</i> )	FY2009 ( <i>'08/4-6</i> )	Change	Change (%)
<b>Net sales</b>	165.5	318.9	-153.4	-48.1
<b>Operating income (loss)</b>	-11.4% (18.8)	2.3% 7.4	-13.7p -26.2	-
Non-operating income (loss)	0.6	1.7	-1.1	-61.9
Equity income (loss)	(3.0)	(0.0)	-3.0	-
<b>Ordinary income (loss)</b>	-12.8% (21.2)	2.8% 9.1	-15.6p -30.3	-
Extraordinary income	0.1	2.3	-2.2	-96.3
Extraordinary loss	0.3	0.4	-0.1	-9.1
<b>Net income (loss) before taxes and minority interests</b>	-12.9% (21.4)	3.4% 11.0	-16.3p -32.4	-
<b>Net income (loss)</b>	-13.2% (21.8)	2.2% 6.9	-15.4p -28.7	-



# Consolidated Net Sales



(Billions of yen)

Products		FY2010 ('09/4-6)	FY2009 ('08/4-6)	Change	Change (%)
Japan	Heavy-duty trucks	13.5	32.1	-18.6	-58.0%
	Medium-duty trucks	6.2	12.2	-6.0	-49.1%
	Light-duty trucks	5.6	9.1	-3.5	-38.3%
	All trucks	25.3	53.4	-28.1	-52.6%
	Buses	5.7	10.0	-4.3	-43.1%
Total		31.0	63.4	-32.4	-51.1%
Overseas		43.2	72.5	-29.3	-40.5%
Total trucks and buses		74.2	135.9	-61.7	-45.4%
Service parts		15.8	17.4	-1.6	-9.3%
Others		29.3	47.2	-17.9	-37.9%
Toyota	Vehicles	26.5	81.7	-55.2	-67.5%
	Overseas unit supplier business	14.5	29.0	-14.5	-50.2%
	Others	5.2	7.7	-2.5	-31.3%
	Total	46.2	118.4	-72.2	-61.0%
Total net sales		165.5	318.9	-153.4	-48.1%

# Consolidated Net Sales and Operating Income (Loss) by Segments



(Billions of yen)

	FY2010 ( <sup>'09</sup> /4-6)		FY2009 ( <sup>'08</sup> /4-6)		Change	
	Net sales	Operating income (loss)	Net sales	Operating income (loss)	Net sales	Operating income (loss)
Hino	106.4	<-17.1%> (18.2)	241.2	<2.0%> 4.8	-55.9% -134.8	- -23.0
Domestic Suppliers	21.2	<-8.2%> (1.8)	42.0	<2.8%> 1.2	-49.4% -20.8	- -3.0
Overseas Subsidiaries	61.4	<1.7%> 1.0	86.5	<3.8%> 3.3	-29.1% -25.1	-69.4% -2.3
Domestic Dealers	49.3	<-0.9%> (0.4)	76.9	<-1.2%> (1.0)	-35.8% -27.6	- 0.6
Consolidated adjustment	(72.8)	0.6	(127.7)	(0.9)	54.9	1.5
Total	165.5	<-11.4%> (18.8)	318.9	<2.3%> 7.4	-48.1% -153.4	- -26.2

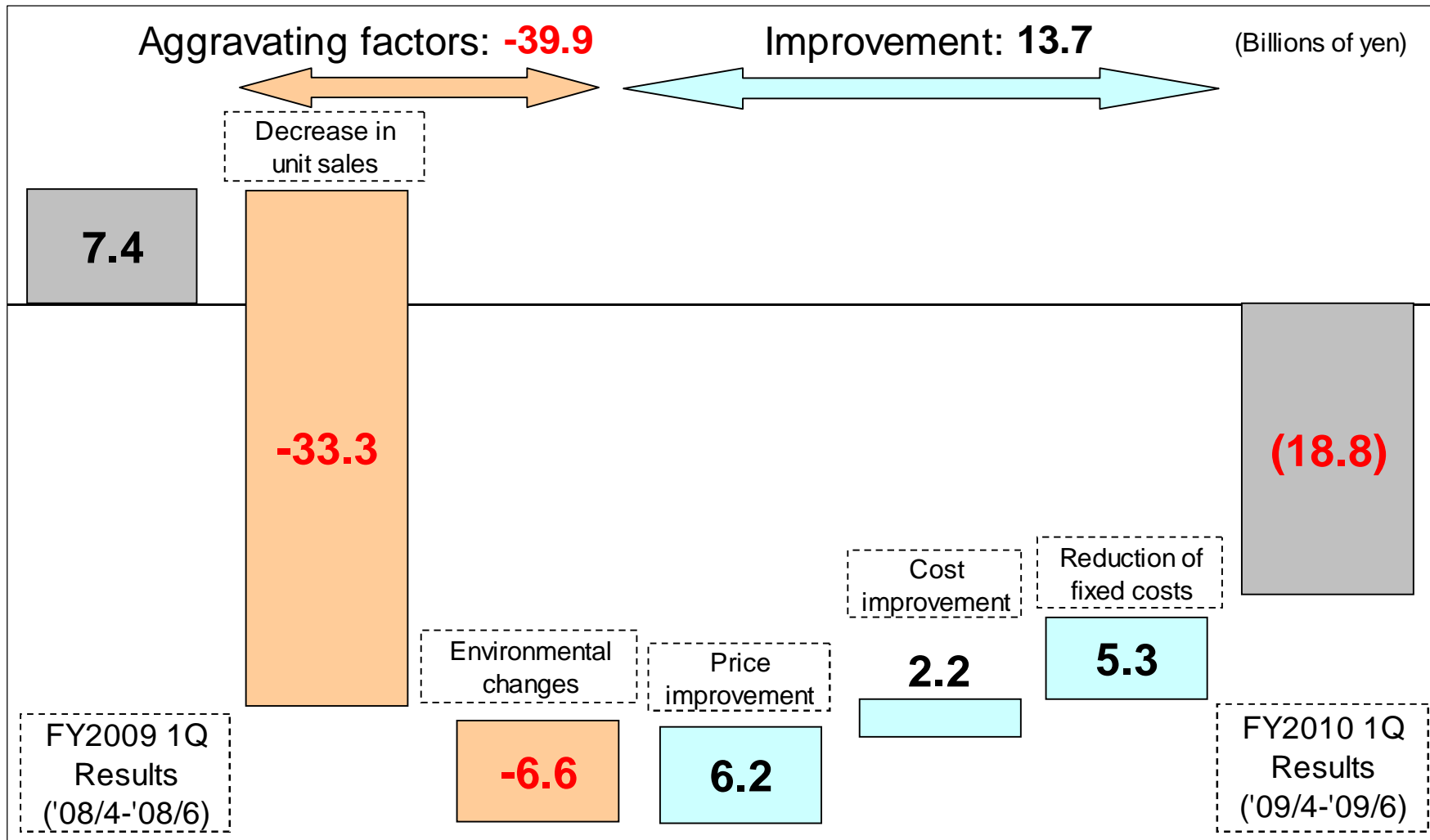
Figures in < > give the operating income (loss) margin.

The percentages in the Change column are in regards to the previous year.

# Analysis of Consolidated Operating Income (Loss)



**Decrease in operating income: ¥ -26.2 billion (¥ 7.4 billion to ¥ -18.8 billion)**



# Factors Changing Consolidated Ordinary Income (Loss) and Net Income (Loss)



(Billions of yen)

	FY2010 ( '09/4-6)	FY2009 ( '08/4-6)	Change
<b>Operating income (loss)</b>	(18.8)	7.4	-26.2
<b>Ordinary income (loss)</b>	(21.2)	9.1	-30.3
<b>Net income (loss) before taxes and minority interests</b>	(21.4)	11.0	-32.4
<b>Net income (loss)</b>	(21.8)	6.9	-28.7

## Factors of net income (loss)

(1) Decrease in operating income·····	-26.2
(2) Investment loss on equity method (-0.0 to -3.0)·····	-3.0
(3) Gain on sales of investment securities (2.1 to 0.0)·····	-2.1
(4) Decrease of corporate tax etc. (3.3 to 0.4)·····	+2.9
(5) Others·····	-0.3
Difference: Change in net income (loss)	-28.7



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