



# **Financial Results for FY2019**

## **(Fiscal Year Ended March 31, 2019)**

**April 25, 2019**  
**Hino Motors, Ltd.**



# 1. Sales Turnover

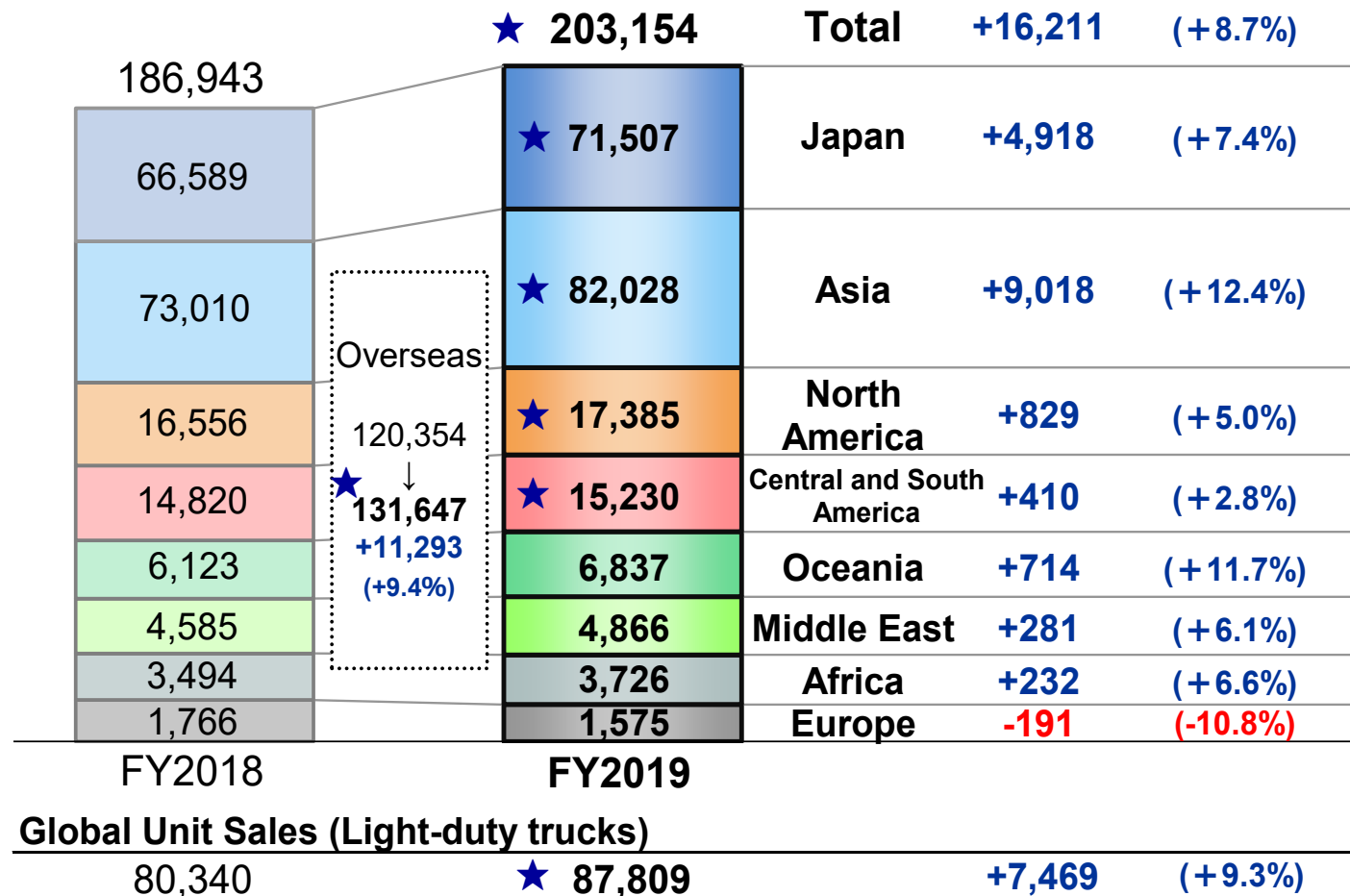


# Global Unit Sales (Retail Sales)

The unit sales both in Japan and overseas marked a record high, exceeding 200,000 for the first time.

(Units)

★ Record high

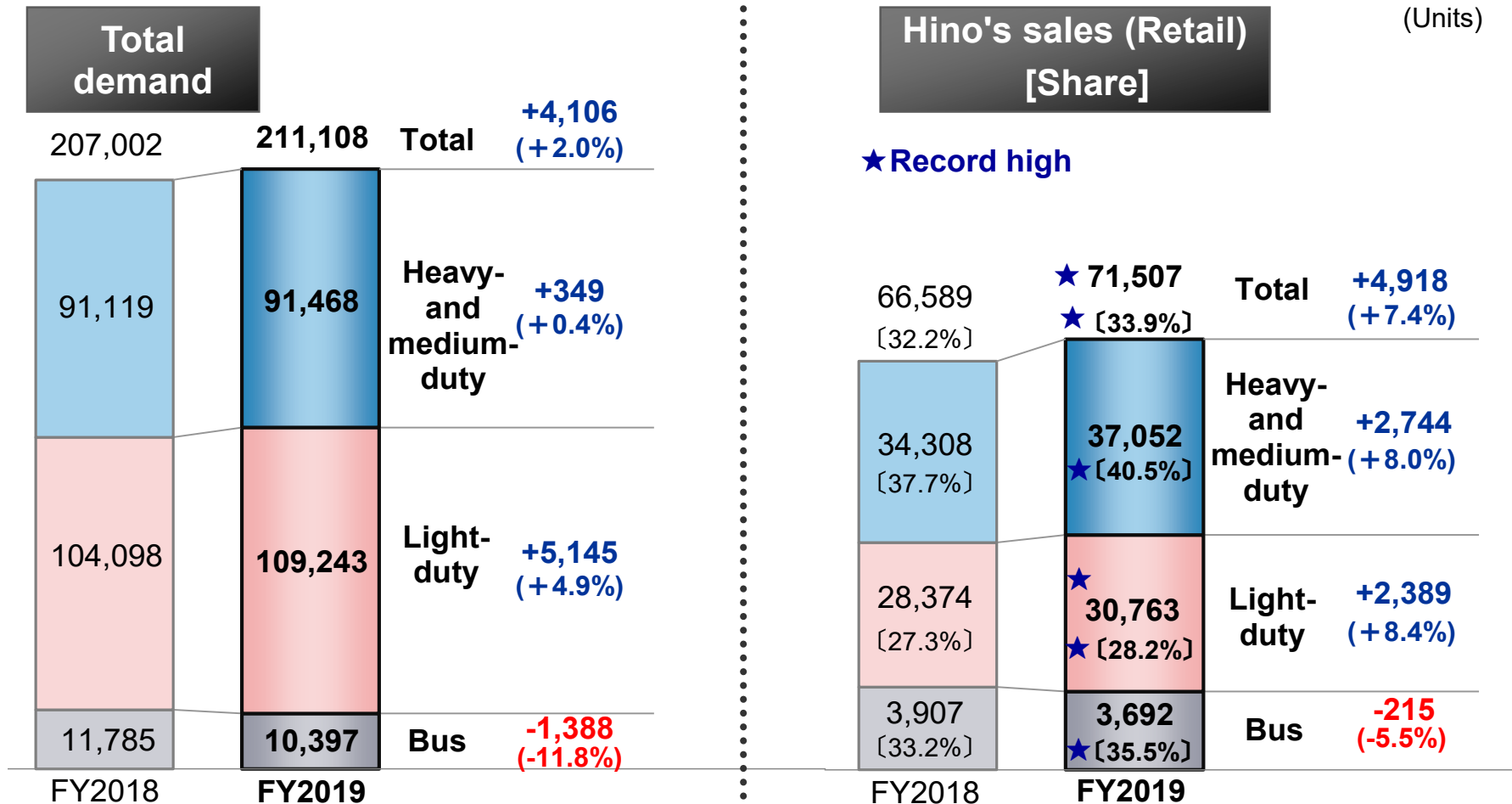




# Truck and Bus Market in Japan

**Total demand:** Grew from the previous year, thanks to the increase of demand for heavy and light-duty trucks.

**Hino's sales:** Marked a record-high share in every segment. Unit sales, too, hit a record high.





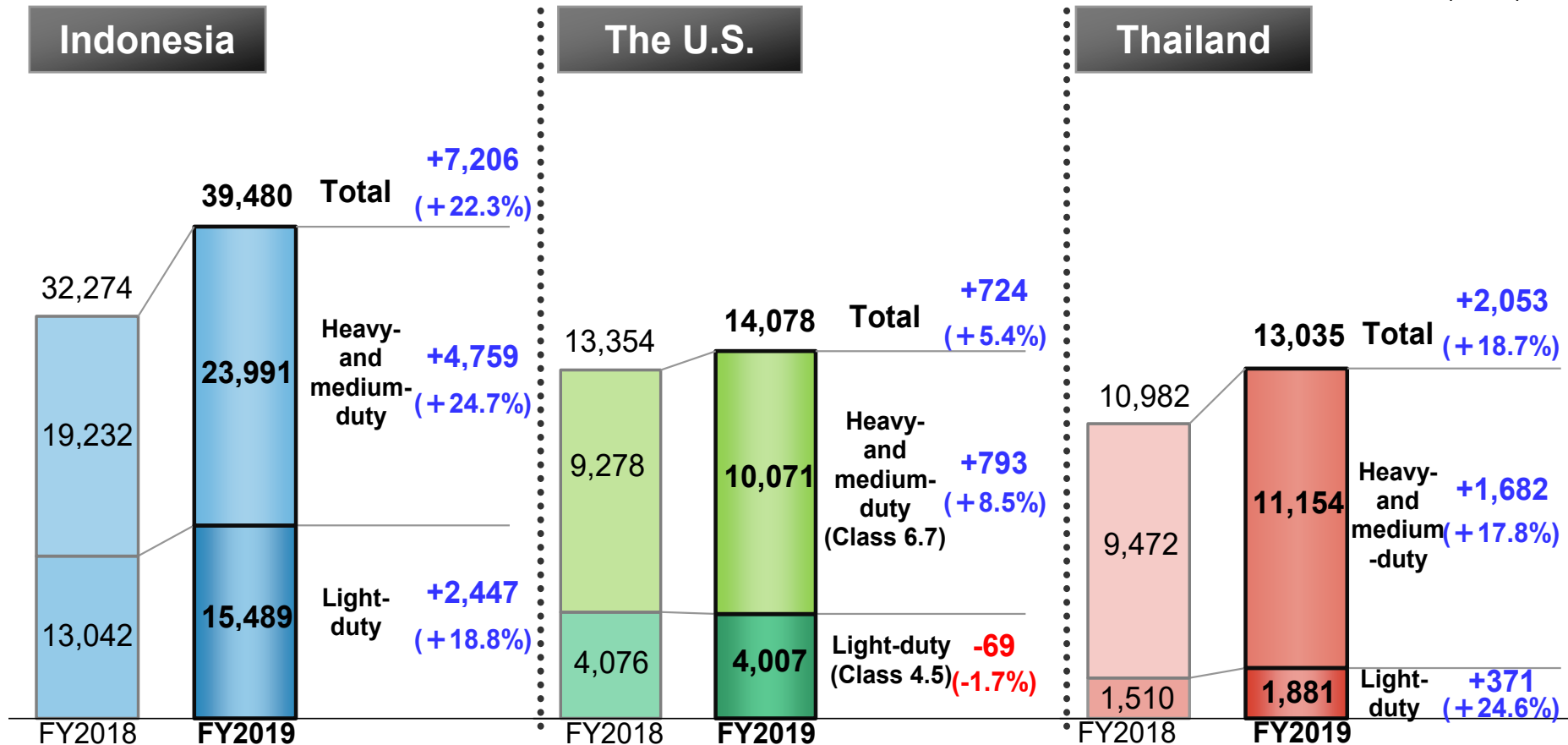
# Sales Volumes in Indonesia, the U.S. and Thailand (Retail Sales)

**Indonesia:** The market and sales were healthy, and sales volume hit a record high.

**The U.S.:** Sales volume grew from the previous year, as the economy is thriving and the tax cut encouraged consumers to buy new trucks.

**Thailand:** Performance was healthy throughout the fiscal year. The sales volumes of heavy, medium, and light-duty trucks increased year on year.

(Units)

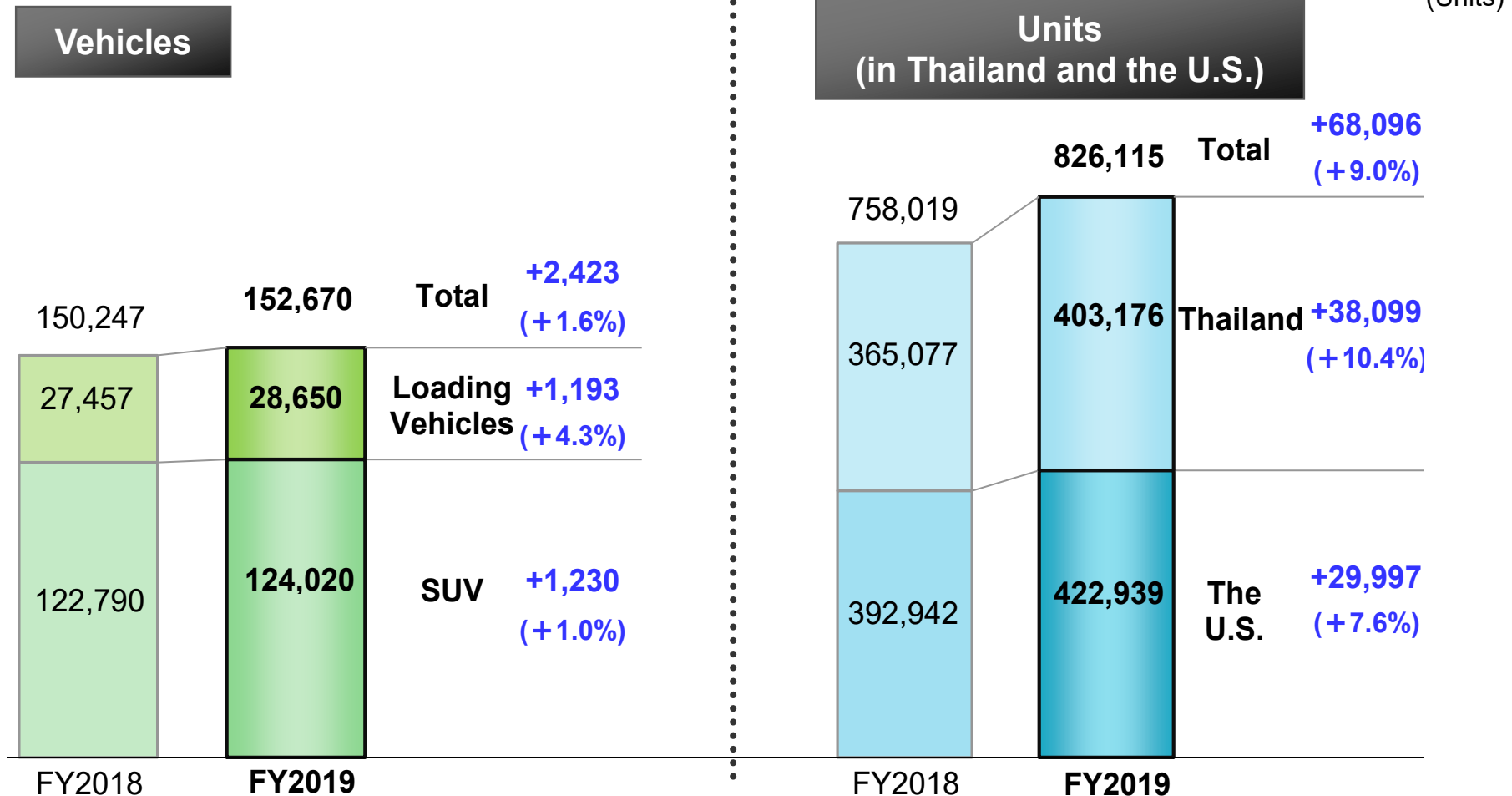




# Consolidated Sales of TOYOTA Brand Vehicles and Unit

**TOYOTA-brand vehicles:** Consolidated sales of both loading vehicles and SUVs rose from the previous year.

**Units:** Consolidated sales in Thailand and the U.S. were healthy, and increased from the previous year.





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## 2. Consolidated Financial Results



# Consolidated Income Statements

★Record high

(Billions of yen)

Item	FY2019	FY2018	Change	Change (%)
<b>Net sales</b>	★ 1,981.3	1,838.0	+143.3	+7.8%
	<4.4%>	<4.4%>	<0.0p>	
<b>Operating income</b>	86.7	80.3	+6.4	+7.9%
	<4.2%>	<4.4%>	<-0.2p>	
<b>Ordinary income</b>	83.9	80.4	+3.5	+4.3%
<b>Profit attributable to owners of parent</b>	54.9	51.4	+3.5	+6.9%
	<2.8%>	<2.8%>	<0.0p>	

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

<Consolidated unit sales>		(Units)	
	FY2019	FY2018	Change
Japan	72,159	67,472	+4,687
Overseas	132,000	116,544	+15,456
TOYOTA brand	152,670	150,247	+2,423

<Exchange rate>

	FY2019	FY2018
US\$	110	111
THB	3.43	3.34
IDR (100)	0.77	0.83
A\$	81	86



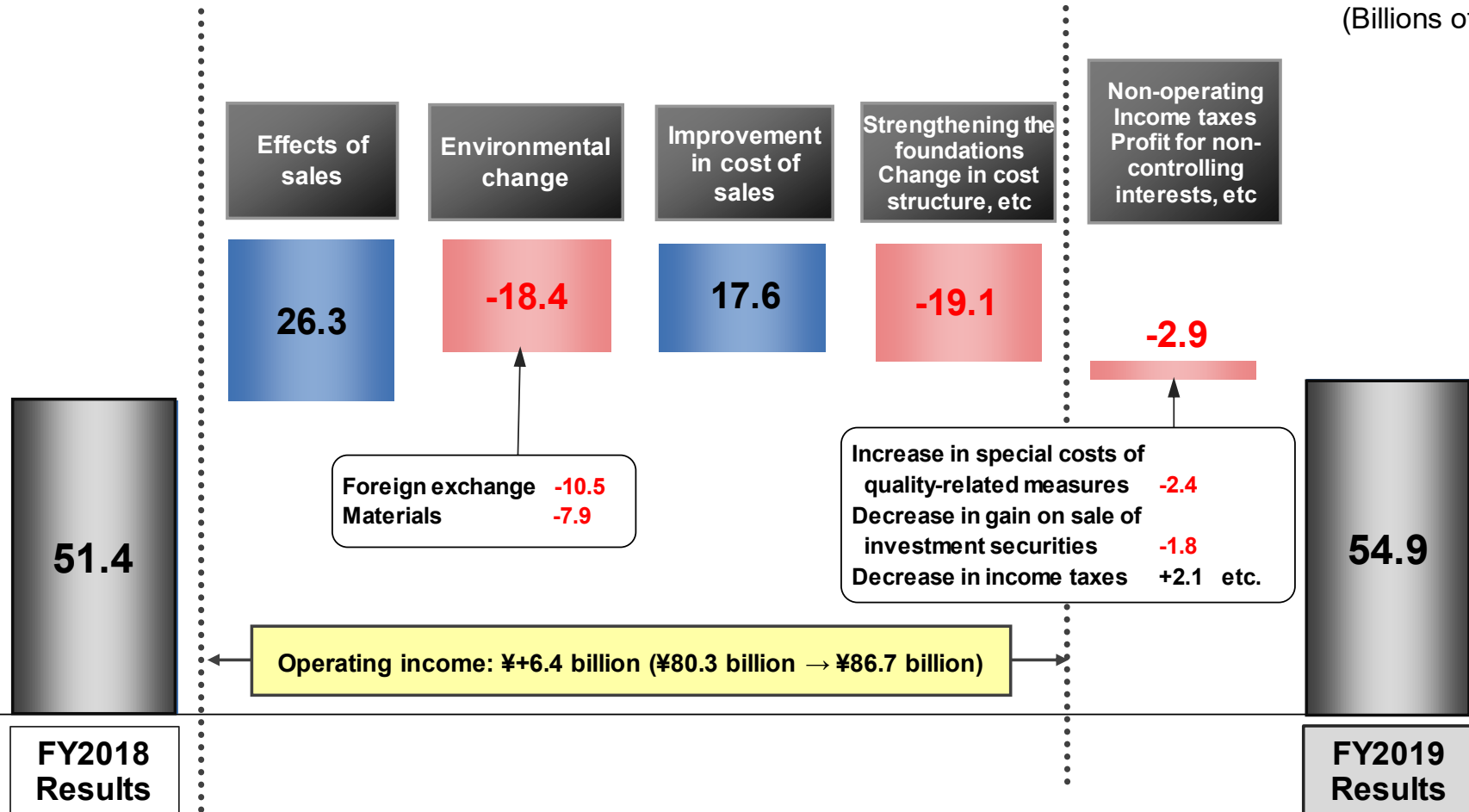


# Analysis of Consolidated Income Statements

Operating income rose, as the cost augmentation due to the worsening of the environment, the strengthening the foundations, etc. was offset by sales growth and improvement in cost of sales.

Profit attributable to owners of parent: ¥+3.5 billion (¥51.4 billion → ¥54.9 billion)

(Billions of yen)





# Consolidated Operating Income by Segments

**Japan:** Sales and profit grew, as domestic sales, export volume, and sales of TOYOTA brand vehicles increased.

**Asia:** Although there is an impact of exchange rate in emerging countries, sales and profit rose, due to the growth of sales in major countries.

**Other Areas:** Sales were healthy, but profit declined, due to the cost for construction of a new factory in the U.S., etc.

★ Record high

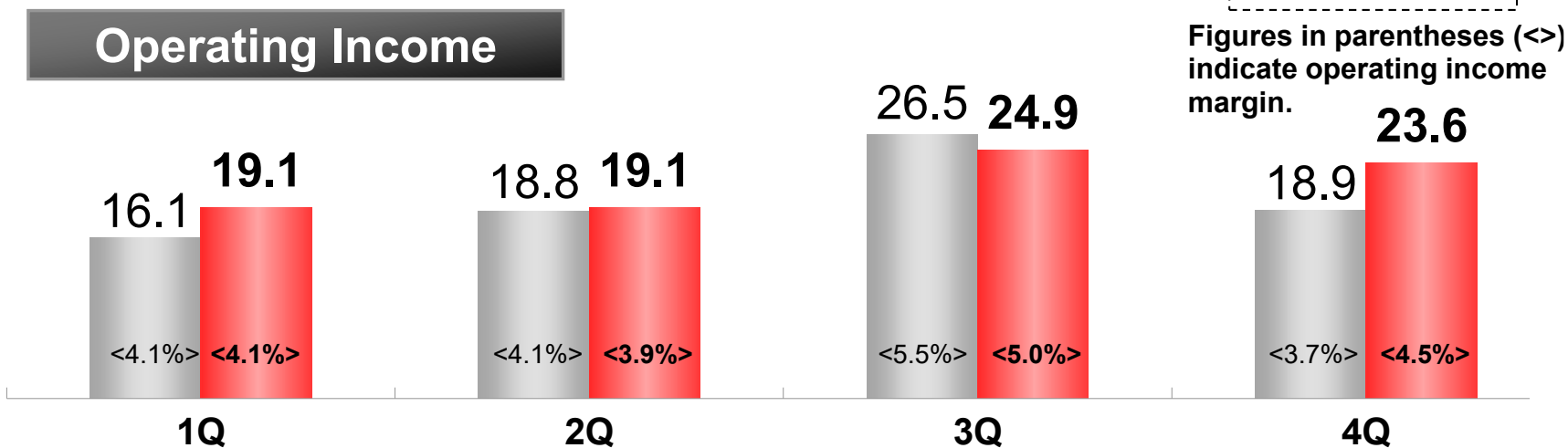
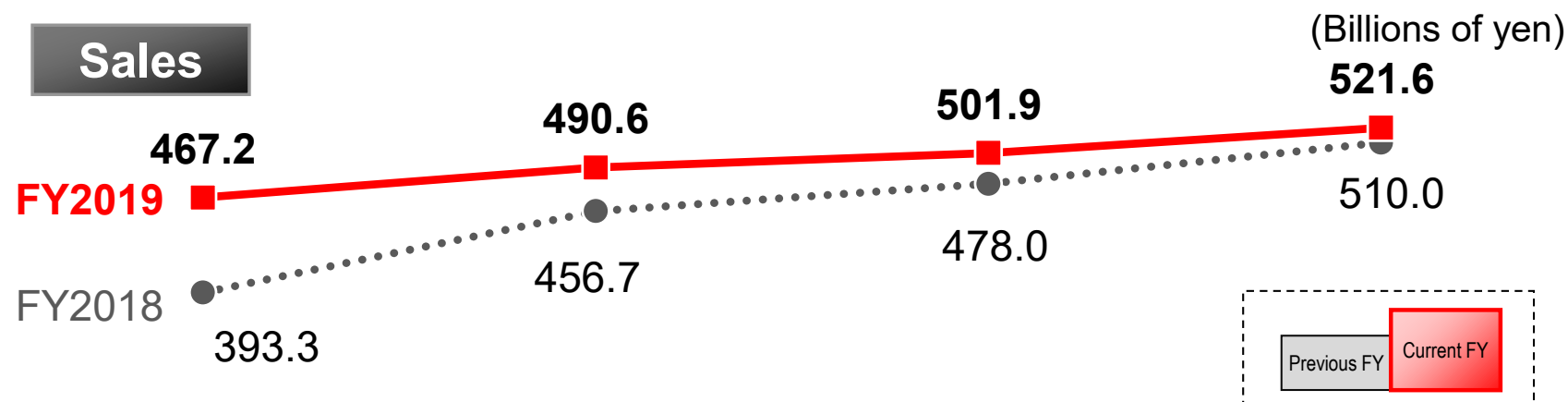
(Billions of yen)

	FY2019		FY2018		Change	
	Net sales	Operating income	Net sales	Operating income	Net sales	Operating income
		<3.4%>		<3.3%>	+7.2%	+11.8%
<b>Japan</b>	★ 1,593.7	54.8	1,486.6	49.0	+107.1	+5.8
		<5.3%>		<5.4%>	+7.9%	+4.8%
<b>Asia</b>	435.5	22.9	403.7	21.8	+31.8	+1.1
		<3.3%>		<4.4%>	+9.6%	-17.7%
<b>Other Areas</b>	★ 264.4	8.7	241.2	10.6	+23.2	-1.9
<b>Consolidated adjustment</b>	-312.3	0.3	-293.5	-1.1	-18.8	+1.4
		<4.4%>		<4.4%>	+7.8%	+7.9%
<b>Total</b>	★ 1,981.3	86.7	1,838.0	80.3	+143.3	+6.4

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	FY2018	FY2019	FY2018	FY2019	FY2018	FY2019	FY2018	FY2019
US\$	111	108	111	110	112	113	110	110



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## 3. Sales Forecasts for FY2020



# Global Unit Sales (Retail Sales)

It is estimated that global unit sales will increase by 5.8 thousand to 209 thousand, thanks to the overseas sales growth.

	FY2020 Forecasts	FY2019 Results	Change	Change (%)
<b>Japan</b>	<b>69.0</b>	71.5	<b>-2.5</b>	<b>-3.5%</b>
<b>Overseas</b>	<b>140.0</b>	131.6	<b>+8.4</b>	<b>+6.3%</b>
<b>Total</b>	<b>209.0</b>	203.2	<b>+5.8</b>	<b>+2.9%</b>
<b>TOYOTA brand (*)</b>	<b>137.7</b>	152.7	<b>-15.0</b>	<b>-9.8%</b>

\*Including Dyna for Indonesia.



# 4. Consolidated Financial Forecasts for FY2020



# Consolidated Income Statements

(Billions of yen)

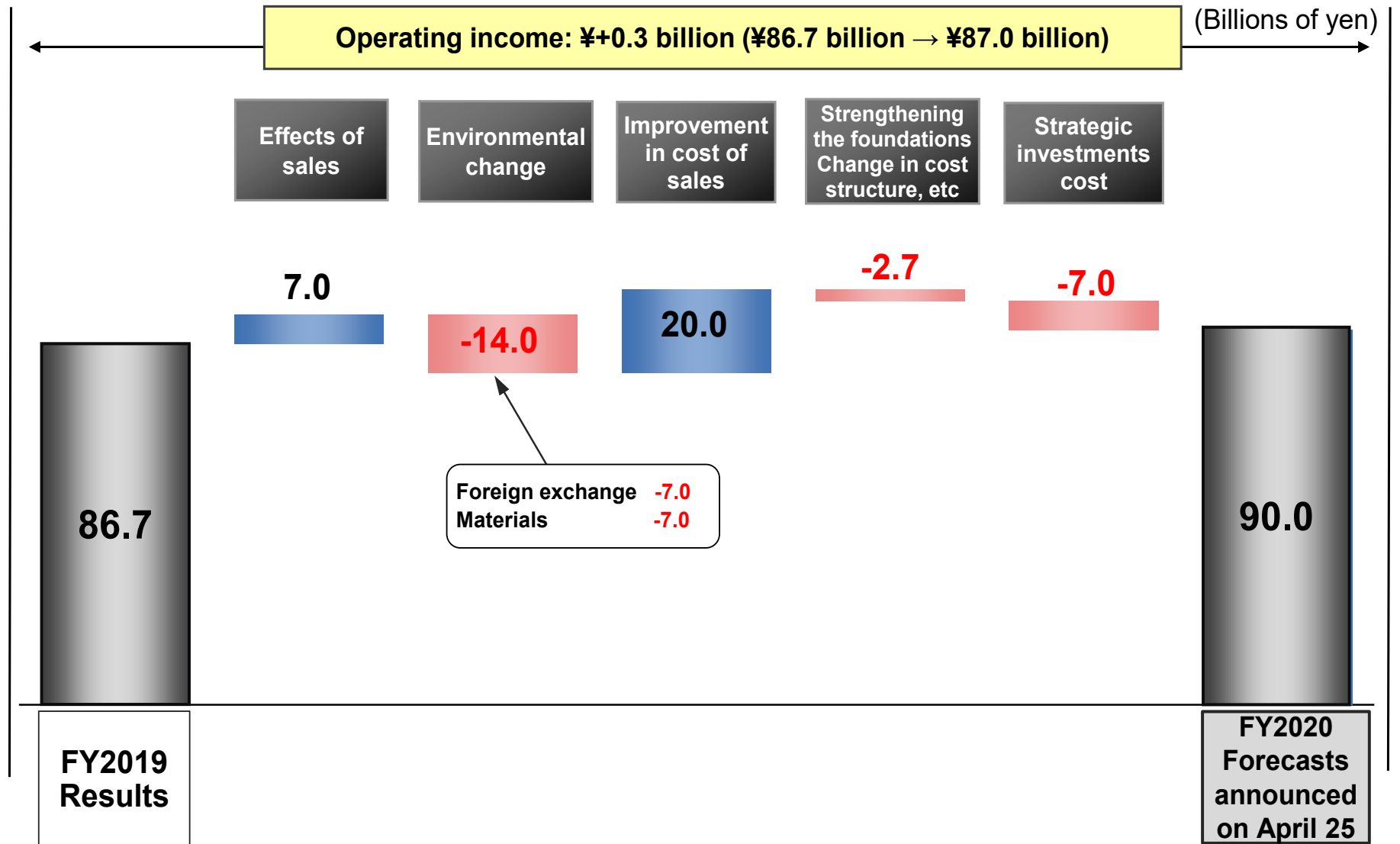
Item	FY2020 Forecasts	FY2019 Results	Change	Change (%)
Net sales	1,960.0	1,981.3	-21.3	-1.1%
Operating income	90.0	86.7	+3.3	+3.8%
Ordinary income	87.0	83.9	+3.1	+3.7%
Profit attributable to owners of parent	56.0	54.9	+1.1	+2.0%

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

## <Exchange rate>

US\$	110	110
THB	3.47	3.43
IDR (100)	0.78	0.77
A\$	78	81

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







**HINO**