

Financial Results for Second Quarter of FY 2020

October 30, 2019

Hino Motors, Ltd.



President's address

Yoshio Shimo
President, CEO,
Member of the Board

Results for the first half of FY2020

<Situation of unit sales and profit/loss>



<Situation of unit sales>

[unit: thousand vehicles]

	Results for the 1 st half of FY 2020	Results for the 1 st half of FY 2019	Y/y change	Y/y ratio
Overseas <i>(Indonesia)</i>	58.0 <i>(13.8)</i>	66.6 <i>(19.3)</i>	-8.6 <i>(-5.5)</i>	87.1% <i>(71.5%)</i>
Japan	35.9	33.5	+2.3	107.0%
Global	93.8	100.1	-6.3	93.7%
TOYOTA vehicles	74.5	72.1	+2.4	103.3%

<Situation of sales and profit/loss, etc.>

[unit: billion yen]

	Results for the 1 st half of FY 2020	Results for the 1 st half of FY 2019	Y/y change	Y/y ratio
Sales	946.1	957.8	-11.7	98.8%
Operating income	32.8	38.2	-5.4	85.9%
Profit attributable to owners of parent	18.6	24.1	-5.5	77.0%

Dividend per share	13 yen	14 yen
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Forecast for FY 2020

<Situation of unit sales and profit/loss>



<Situation of unit sales>

	Forecast for FY 2020 (announced on Oct. 30)	Forecast for FY 2020 (announced on Apr. 25)	Change	Change rate
Overseas (Indonesia)	124.0 (31.3)	140.0 (40.0)	-16.0 (-8.7)	88.6% (78.3%)
Japan	69.0	69.0	±0.0	100.0%
Global	193.0	209.0	-16.0	92.3%
TOYOTA vehicles	138.5	137.7	+0.8	98.5%

[unit: thousand vehicles]

Results for FY 2019	Y/y change	Y/y ratio
131.6 (39.5)	-7.6 (-8.2)	94.2% (79.3%)
71.5	-2.5	96.5%
203.2	-10.2	95.0%
152.7	-17.1	88.8%

<Situation of sales, profit/loss, etc.>

	Forecast for FY 2020 (announced on Oct. 30)	Forecast for FY 2020 (announced on Apr. 25)	Change	Change rate
Sales	1,900.0	1,960.0	-60.0	96.9%
Operating income	68.0	90.0	-22.0	75.6%
Profit attributable to owners of parent	40.0	56.0	-16.0	71.4%

[unit: billion yen]

Results for FY 2019	Y/y change	Y/y ratio
1,981.3	-81.3	95.9%
86.7	-18.7	78.4%
54.9	-14.9	72.8%

Dividend per share	To be determined	30 yen
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29 yen

Challenge 2025 (announced in Oct. 2018; “Envisioning 2025”)



Based on our Three Directions approach, develop comprehensive solutions for the increasingly complex challenges our customers and the world face.

Challenges that we need to solve

Safety

Serious traffic accident

Environment

CO₂ emissions

Efficiency

Sustainable growth for our customers' business
Crisis in logistics, such as driver shortages

Provide value to our customers and the world

- ① Zero traffic accidents casualties
- ② Major reductions in CO₂ emissions
- ③ Support the growth of our customers' business
- ④ Enhanced efficiency in transporting goods and logistics



安全・環境技術を追求した
最適商品

Best-fit products incorporating
safety and environmental technologies



トータルサポート

Total support
customized for each vehicles



ネットワークで
お客様と社会を
つなぐ

New Activity areas

Three Directions to achieve “Trucks and buses that do more.”

Activities in the first half



Best-fit products incorporating safety and environmental technologies

May Released the light-duty truck New-type Hino Dutro.



Aug. Released a small-sized bus in Thailand.



May Released a large-sized hybrid truck and an articulated hybrid bus.



Aug. A ceremony for opening a new factory in West Virginia, the U.S.



Jul. Held the cornerstone-laying ceremony for Manufacturing Center in Thailand.



Oct. Established a joint venture company for procurement with Traton

Total support customized for each vehicles

Apr. Offered a training program for safe driving in TS Center in Malaysia.



Sep. TS center in the Philippines



May Start of operation of Hino Global Parts Center (Ôme)



Oct. Signed a contract for distributorship in Saudi Arabia
To renew 2 footholds in 2020



Aug. Renewed Ichinomiya Office of Aichi Hino and the headquarters of Mie Hino



Oct. The financial service company Mobilots started business operation.



MOBILOTS 株式会社

New Activity areas

Jun. Additional investment in MONET



Jul. Signed an agreement with
Komatsu City, Ishikawa Prefecture



Sep. Formed business and capital tie-ups with Hakobu, Inc.



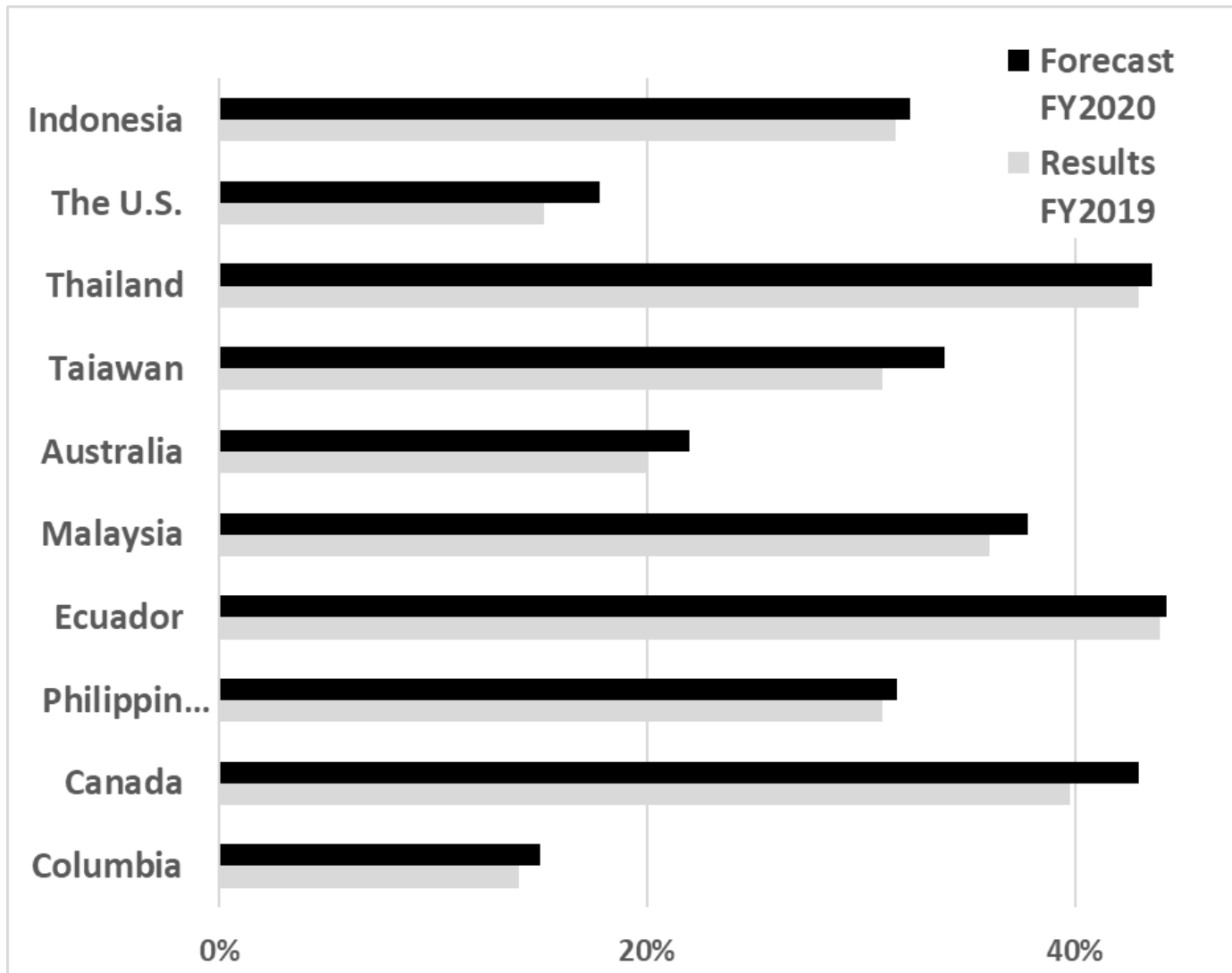
Oct. Signed an agreement with Mitoyo City, Kagawa Prefecture



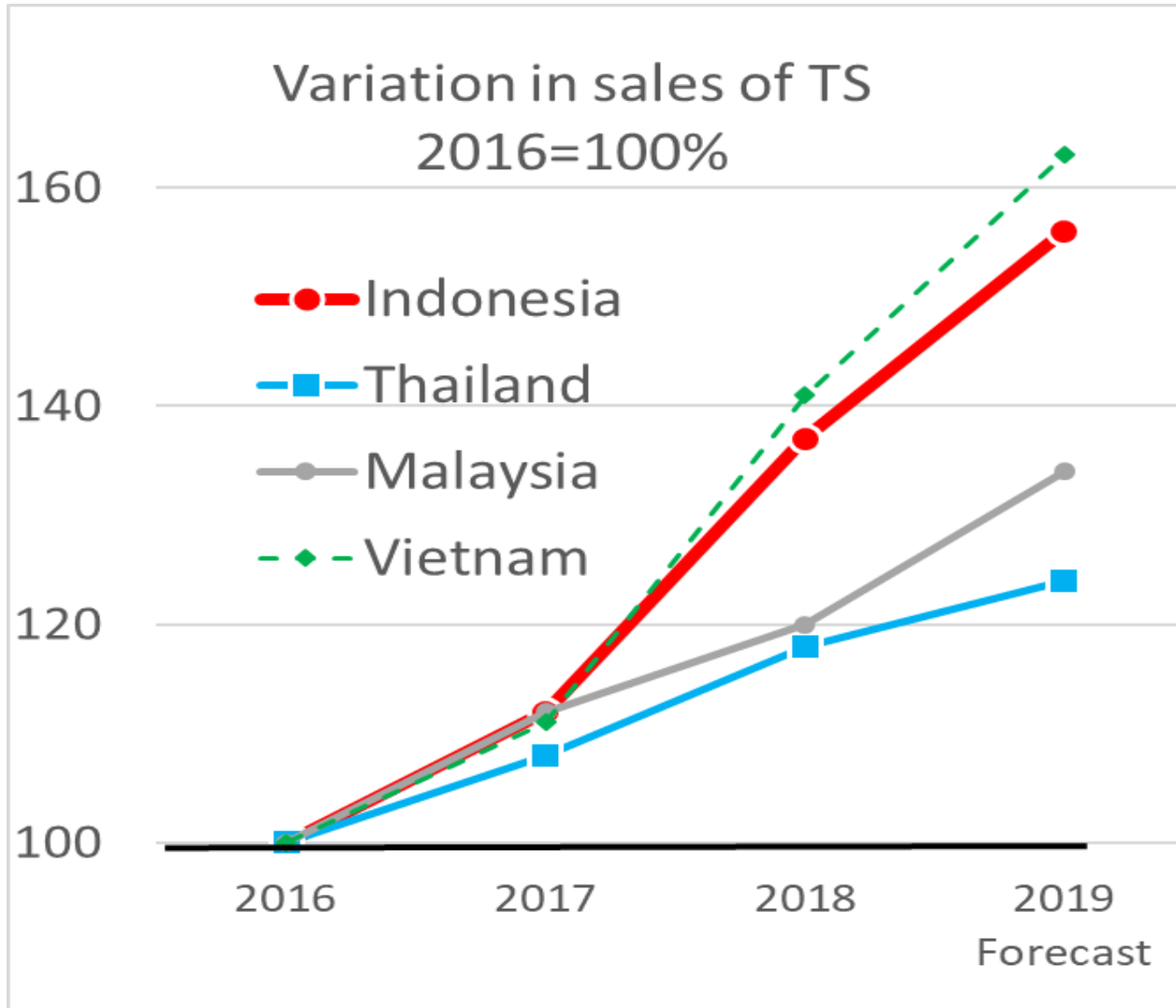
Commercialization of Next Logistics Japan



Situation of Hino's market share in major countries (Forecast for FY 2020)



Variations of TS indicators in major countries



Efforts for enhancing earning capacity



Reform of the revenue structure

Promoting reform of the revenue structure in each department and area.

Corporate / Regional business / Manufacturing / Advanced technology

Cost reduction

Thorough cost reduction in all area.

Reduction in cost per vehicle (utilizing cost engineering and alliance)
Curtailing fixed costs

Business reform

Drastic improvement in business efficiency

Promote the reform and abolishment of processes throughout the company.
Take the initiative in reforming in-company operations through digitalization.

