

Financial Results for Second Quarter of FY2022

(From April 1, 2021 to September 30, 2021)

October 28, 2021
Hino Motors, Ltd.



1. 1st half of FY2022 Sales Turnover

2. 1st half of FY2022 Consolidated Income Statements

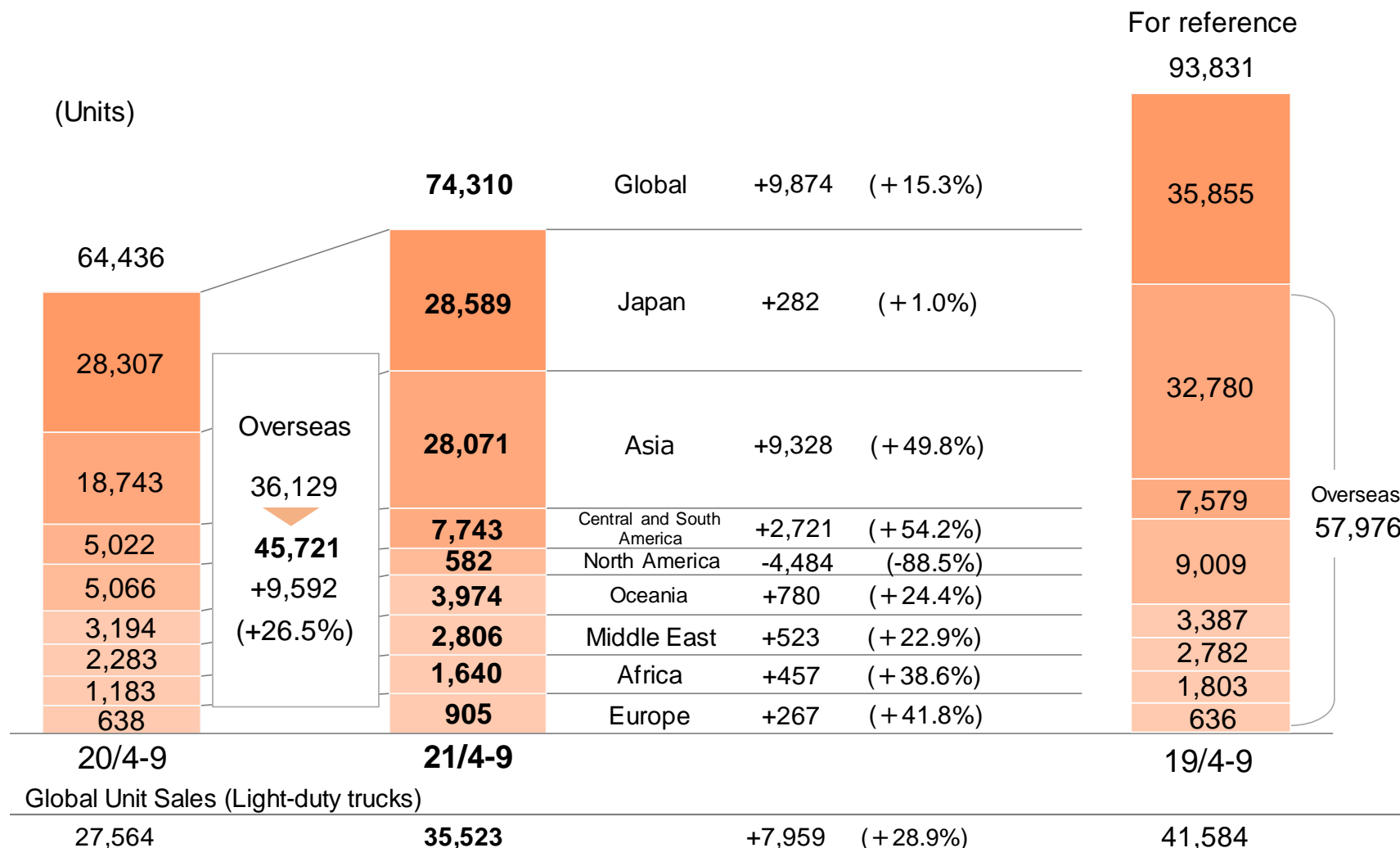
3. FY2022 Sales Forecast

4. FY2022 Consolidated Financial Forecast



Global Unit Sales (Retail Sales) (Unit Sales in Each Region)

- Global unit sales reached 74.3 thousand units.
- Unit sales grew from the previous year in almost all regions. Overseas unit sales recovered to the level in FY 2020, except those in Asia and North America.

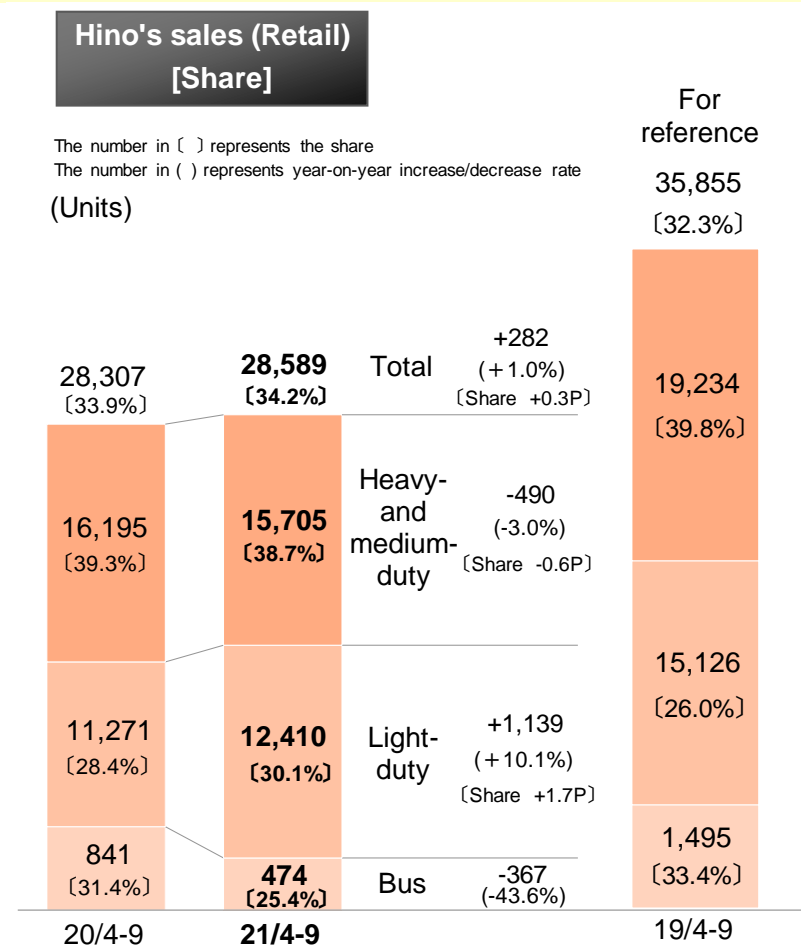
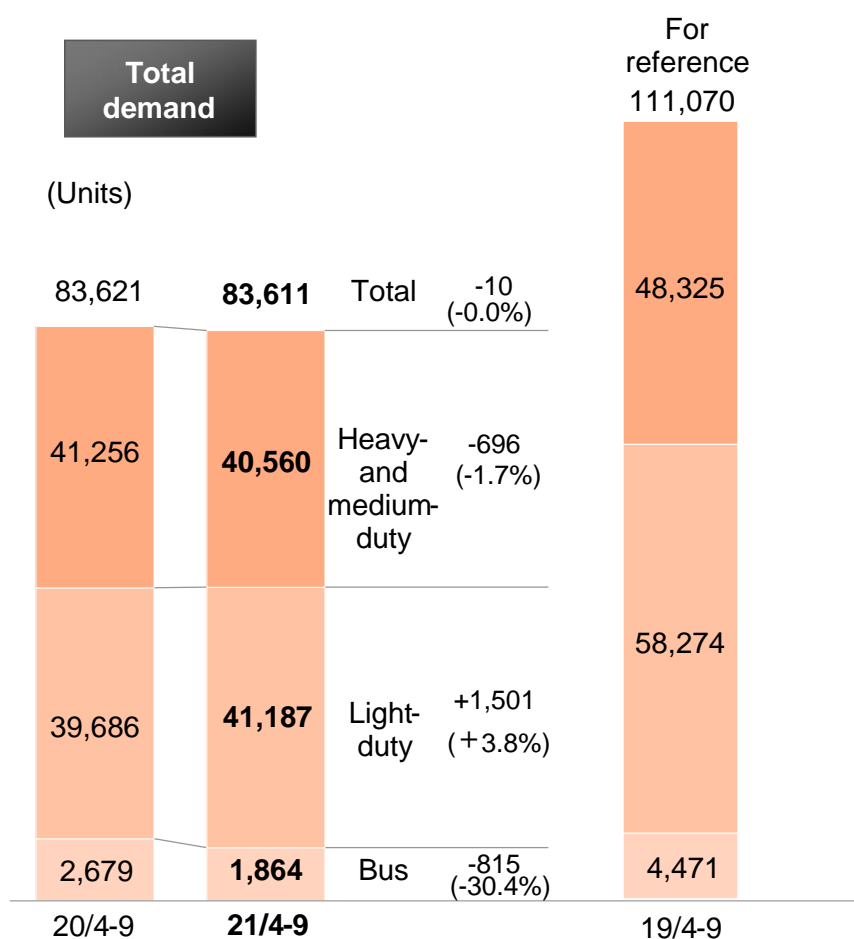




Truck and Bus Market in Japan

Total demand: The impact of the declaration of state of emergency on the truck market was limited. The problem of supply of parts has recently started affecting the manufacturing of vehicles.

Hino's sales: The share of our light-duty trucks in the market of trucks and buses grew, hitting a record high for the first half.





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

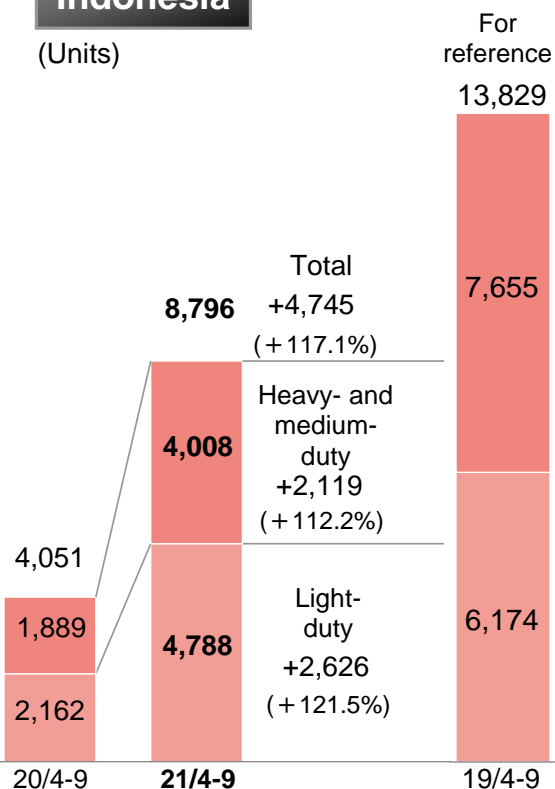
Indonesia: Sales volume grew significantly from the previous year, due to the skyrocketing of prices of natural resources and the resumption of infrastructure investment plans.

The U.S.: Sales volume dropped considerably from the previous year, due to the suspension of production at factories.

Thailand: The market recovered, and sales volume grew considerably from the previous year, recovering to the level in FY 2020.

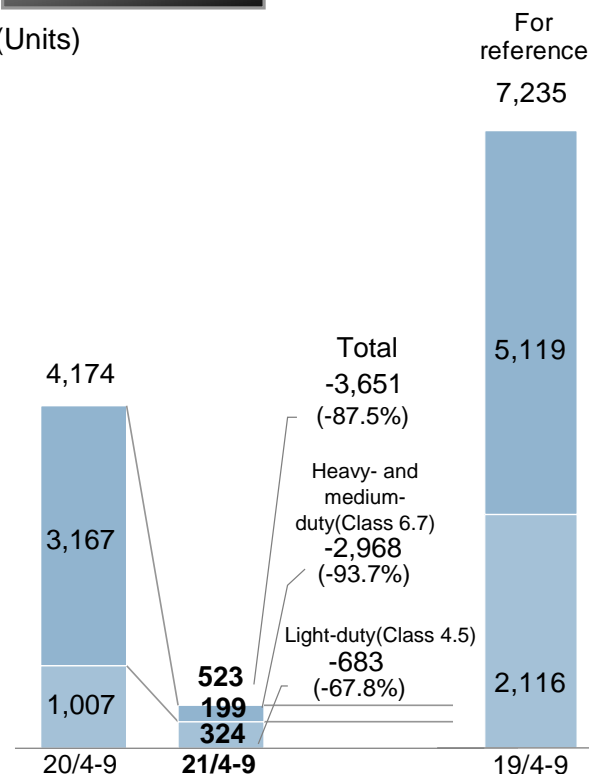
Indonesia

(Units)



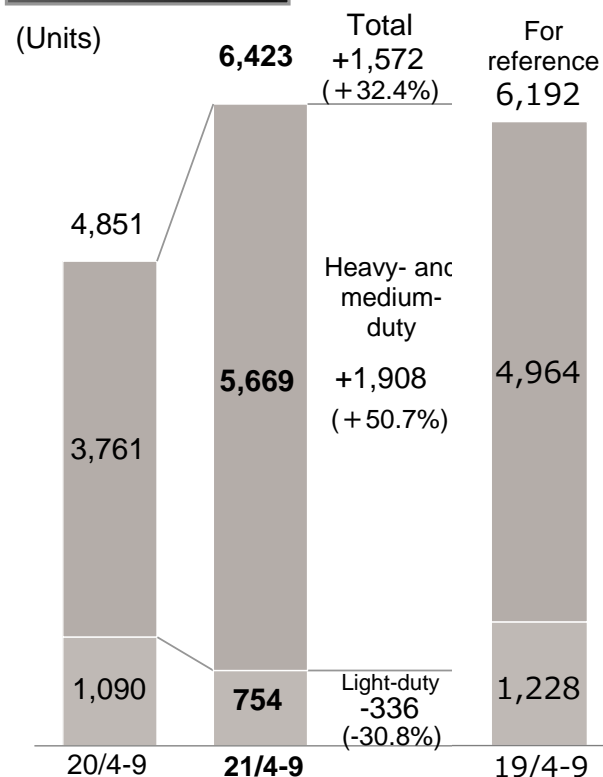
The U.S.

(Units)

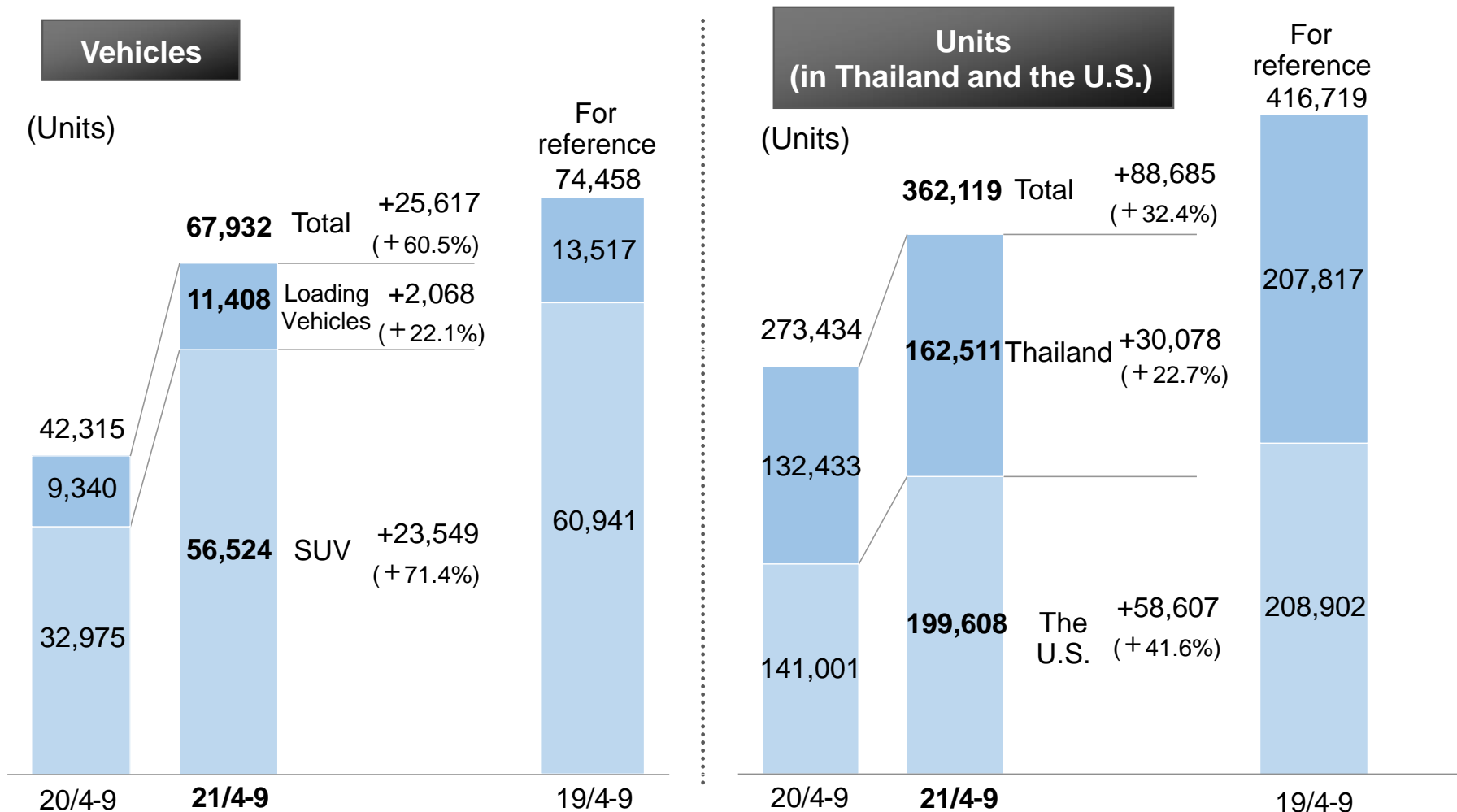


Thailand

(Units)



- **Sales of vehicles and units increased significantly from the previous year.**





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Consolidated Income Statements

| Item | (Billions of yen) | | | (For reference) | |
|--|--------------------------------------|------------------------------------|---------------------|------------------------------------|--|
| | FY2022 1H (²¹ /4-9) | FY2021 1H (²⁰ /4-9) | Change | FY2020 1H (¹⁹ /4-9) | |
| Net sales | 689.4 | — | +23.0% | — | |
| Net sales (old standard) | 819.6 | 666.3 | +153.3 | 946.1 | |
| Operating income | (4.6%) ※(3.9%) 31.8 | — ※(-1.8%) -11.7 | — ※(+5.7p) +43.5 | — ※(3.5%) 32.8 | |
| Ordinary income | (4.7%) ※(3.9%) 32.2 | — ※(-1.9%) -12.8 | — ※(+5.8p) +45.0 | — ※(3.2%) 30.0 | |
| Profit attributable to owners of parent | (1.7%) ※(1.4%) 11.8 | — ※(-1.4%) -9.6 | — ※(+2.8p) +21.4 | — ※(2.0%) 18.6 | |

Note: Figures in parentheses indicate profit margin on sales.

The percentage in the change column means the year-on-year increase/decrease rate.

※Profit margin on sales in old standard

■ Consolidated unit sales (Units)

| | 21/4-9 | 20/4-9 | Change |
|---------------------|---------------|--------|---------|
| Japan | 29,240 | 28,842 | +398 |
| Overseas | 44,727 | 28,551 | +16,176 |
| TOYOTA brand | 67,932 | 42,315 | +25,617 |

■ Exchange rate

| | 21/4-9 | 20/4-9 |
|------------------|-------------|--------|
| US\$ | 110 | 108 |
| THB | 3.44 | 3.37 |
| IDR (100) | 0.76 | 0.70 |
| A\$ | 83 | 72 |

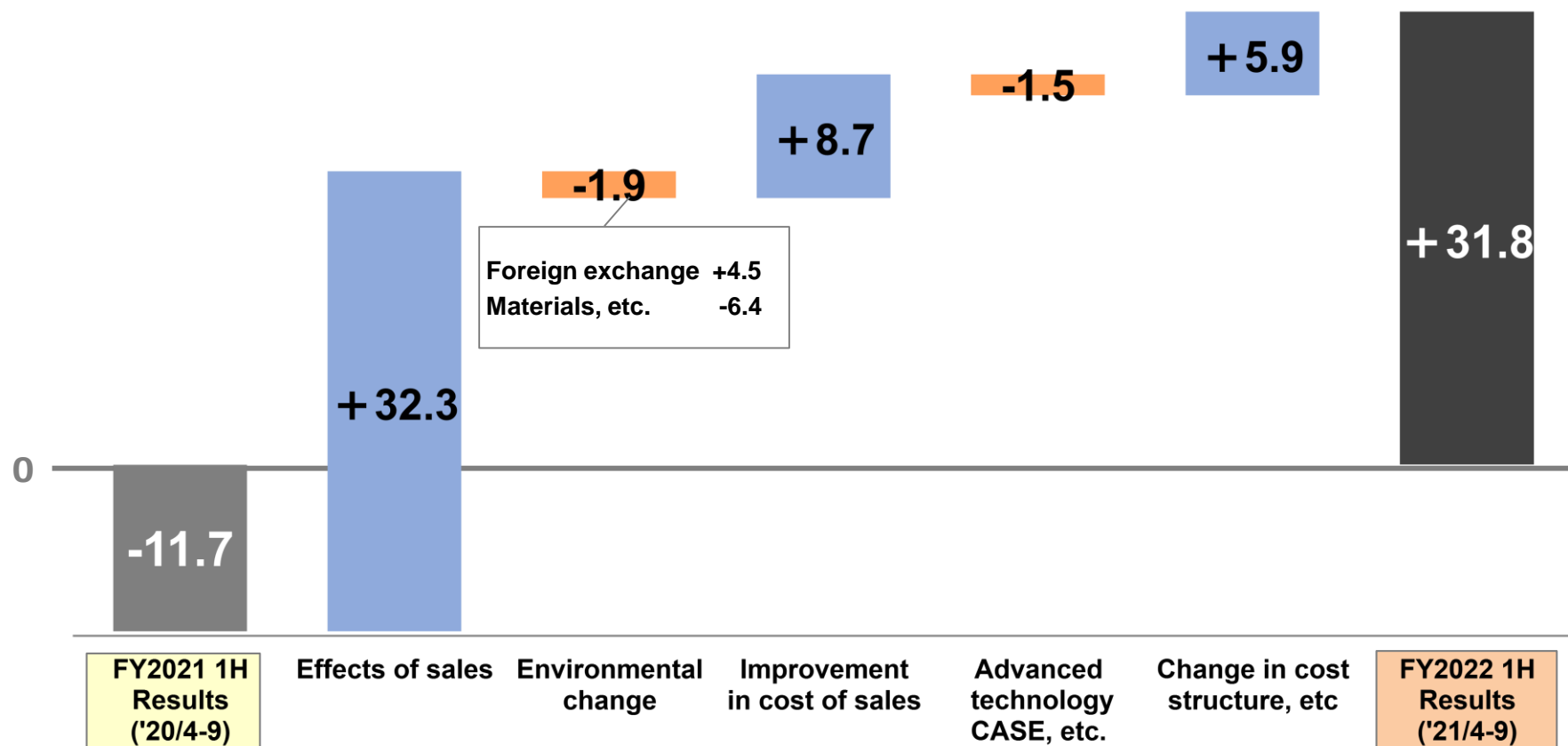


Analysis of Consolidated Income Statements

In addition to the recovery of sales, we enhanced competitiveness, streamlined the business operations in the existing domains, and reformed workstyles steadily.

Operating income +43.5 (-11.7 → 31.8)

(Billions of yen)





Consolidated Operating Income by Segments

- Profit rose significantly in Japan and other Asian countries, thanks to the recovery of overseas sales mainly in Asia.

| | (Billions of yen) | | | | | | (For reference) | |
|--------------------------------|------------------------------------|------------------|------------------------------------|------------------|-----------|------------------|------------------------------------|------------------|
| | FY2022 1H (²¹ /4-9) | | FY2021 1H (²⁰ /4-9) | | Change | | FY2020 1H (¹⁹ /4-9) | |
| | Net sales | Operating income | Net sales | Operating income | Net sales | Operating income | Net sales | Operating income |
| Japan | (4.7%) | — | — | — | — | — | — | — |
| | 554.2 | ※(3.8%) | — | ※(-1.6%) | +26.6% | — | — | ※(2.8%) |
| (old standard) | 684.4 | 26.2 | 540.7 | -8.7 | +143.7 | +34.9 | 764.7 | 21.5 |
| Asia | (4.6%) | — | — | — | — | — | — | — |
| | 168.1 | 7.8 | 111.6 | -1.2 | +50.6% | — | — | ※(4.3%) |
| | 168.1 | 7.8 | 111.6 | -1.2 | +56.5 | +9.0 | 189.4 | 8.1 |
| Other Areas | (-4.3%) | — | — | — | — | — | — | — |
| | 78.5 | -3.4 | 70.6 | -3.3 | +11.3% | — | — | ※(2.4%) |
| | 78.5 | -3.4 | 70.6 | -3.3 | +7.9 | -0.1 | 131.3 | 3.1 |
| Consolidated adjustment | — | — | — | — | — | — | — | — |
| | -111.4 | 1.2 | -56.6 | 1.5 | -54.8 | -0.3 | -139.3 | 0.1 |
| Total | (4.6%) | — | — | — | — | — | — | — |
| | 689.4 | ※(3.9%) | — | ※(-1.8%) | +23.0% | — | — | ※(3.5%) |
| (old standard) | 819.6 | 31.8 | 666.3 | -11.7 | +153.3 | +43.5 | 946.1 | 32.8 |

Note: Figures in parentheses indicate operating income margin.

The percentage in the change column means the year-on-year increase/decrease rate.

※Profit margin on sales in old standard

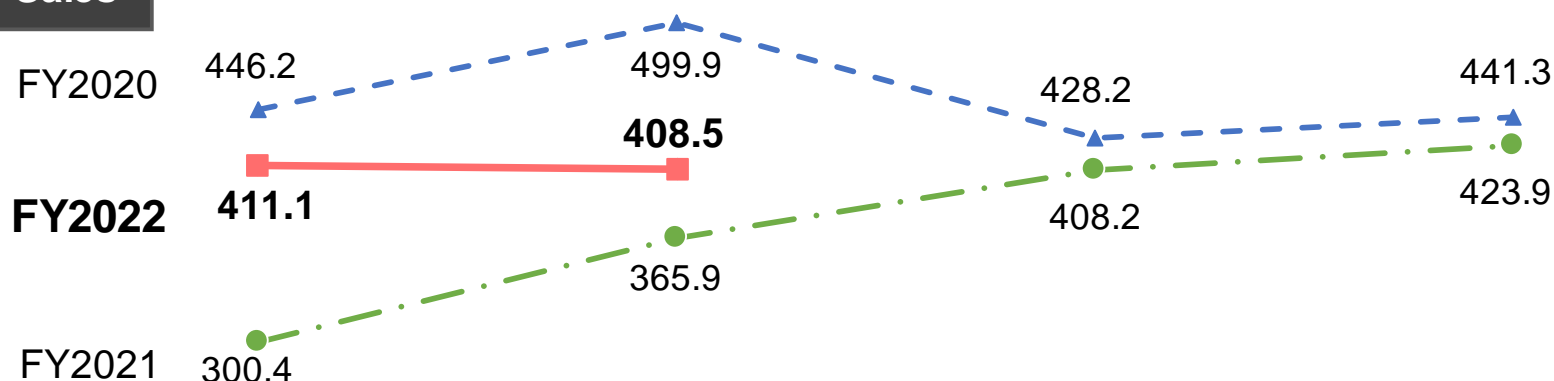


Trends in the Quarterly Consolidated Sales and Operating Income

Sales

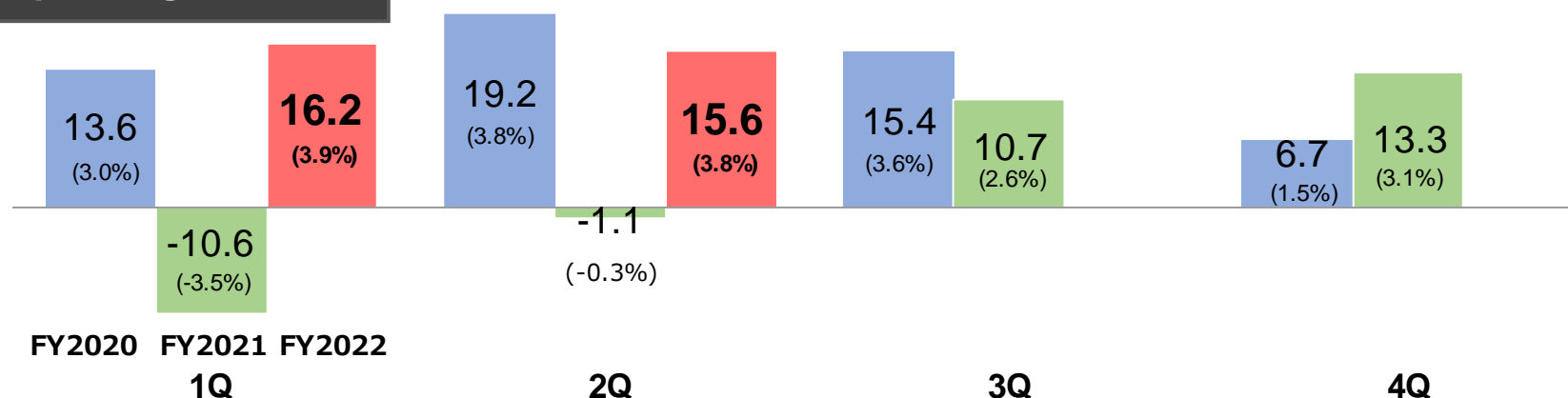
※ Sales and profit margin of FY2022 are displayed based on the old standard.

(Billions of yen)



Operating Income

Figures in parentheses indicate operating income margin.



| Exchange rate | FY2020 | FY2021 | FY2022 |
|---------------|--------|--------|--------|
| US\$ | 111 | 109 | 109 |

| FY2020 | FY2021 | FY2022 |
|--------|--------|--------|
| 107 | 106 | 110 |

| FY2020 | FY2021 | FY2022 |
|--------|--------|--------|
| 109 | 105 | — |

| FY2020 | FY2021 | FY2022 |
|--------|--------|--------|
| 110 | 105 | — |



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Recognized Business Environment in FY 2022

First half

Second half

Exchange
rate

Weakening of the yen

Risk of depreciation of currencies
of emerging countries

Market

Recovery trend mainly in ASEAN countries

Materials

Improvement of market conditions
due to economic recovery

Further skyrocketing of prices of
steel, etc.

Supply of
parts

Emergence of risks due to the shortage of
semiconductors and COVID-19

Initiatives
in the 2nd
half

To continue activities that have been conducted since FY 2021

- Enhancement of competitiveness (Comprehensive support and cost reduction)
- Optimization of fixed costs
- Investment in advanced technologies and DX
- Strengthening of our business foundation



Global Unit Sales (Retail Sales)

Global unit sales are projected to be 158 thousand vehicles, up 8,000 vehicles from the forecast announced at the beginning of the term.

| | FY2022 (²¹ /4- ²² /3) Forecasts announced on October 28 | FY2022 (²¹ /4- ²² /3) Forecasts announced on April 27 | Change | FY2021 (²⁰ /4- ²¹ /3) Results | Change | FY2020 (¹⁹ /4- ²⁰ /3) Results | Change |
|------------------------|---|--|--------|--|--------|--|--------|
| Japan | 61.0 | 61.0 | — | 59.7 | +2.2% | 66.8 | -8.7% |
| Overseas | 97.0 | 89.0 | +9.0% | 82.9 | +17.0% | 113.5 | -14.5% |
| Total | 158.0 | 150.0 | +8.0 | 142.6 | +15.4 | 180.3 | -22.3 |
| TOYOTA brand (*) | 149.0 | 118.5 | +25.7% | 108.7 | +37.1% | 139.3 | +6.9% |

*Including Dyna for Indonesia.



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Consolidated Income Statements

| Item | (Billions of yen) | | | (For reference) | | |
|--|---|---|------------------------------------|---|-----------------------------|---|
| | FY2022 (^{'21/4-'22/3}) Forecasts announced on October 28 | FY2022 (^{'21/4-'22/3}) Forecasts announced on April 27 | Change | FY2021 (^{'20/4-'21/3}) Results | Change | FY2020 (^{'19/4-'20/3}) Results |
| Net sales (New standard) | 1,460.0 | 1,330.0 | +9.8% +130.0 | — | — | — |
| Net sales (old standard) | 1,750.0 | 1,550.0 | +12.9% +200.0 | 1,498.4 | +16.8% +251.6 | 1,815.6 |
| Operating income | (3.7%) ※(3.1%) 54.0 | (3.5%) ※(3.0%) 47.0 | (+0.2p) ※(+0.1p) +14.9% +7.0 | ※(0.8%) 12.3 | ※(+2.3p) 4.4 times +41.7 | ※(3.0%) 54.9 |
| Ordinary income | (3.5%) ※(2.9%) 51.0 | (3.2%) ※(2.7%) 42.0 | (+0.3p) ※(+0.2p) +21.4% +9.0 | ※(0.8%) 12.3 | ※(+2.1p) 4.2 times +38.7 | ※(2.7%) 49.6 |
| Profit attributable to owners of parent | (1.0%) ※(0.9%) 15.0 | (0.8%) ※(0.7%) 11.0 | (+0.2p) ※(+0.2p) +36.4% +4.0 | ※(-0.5%) -7.5 | ※(+1.4p) +22.5 | ※(1.7%) 31.5 |

Note: Figures in parentheses indicate profit margin on sales.

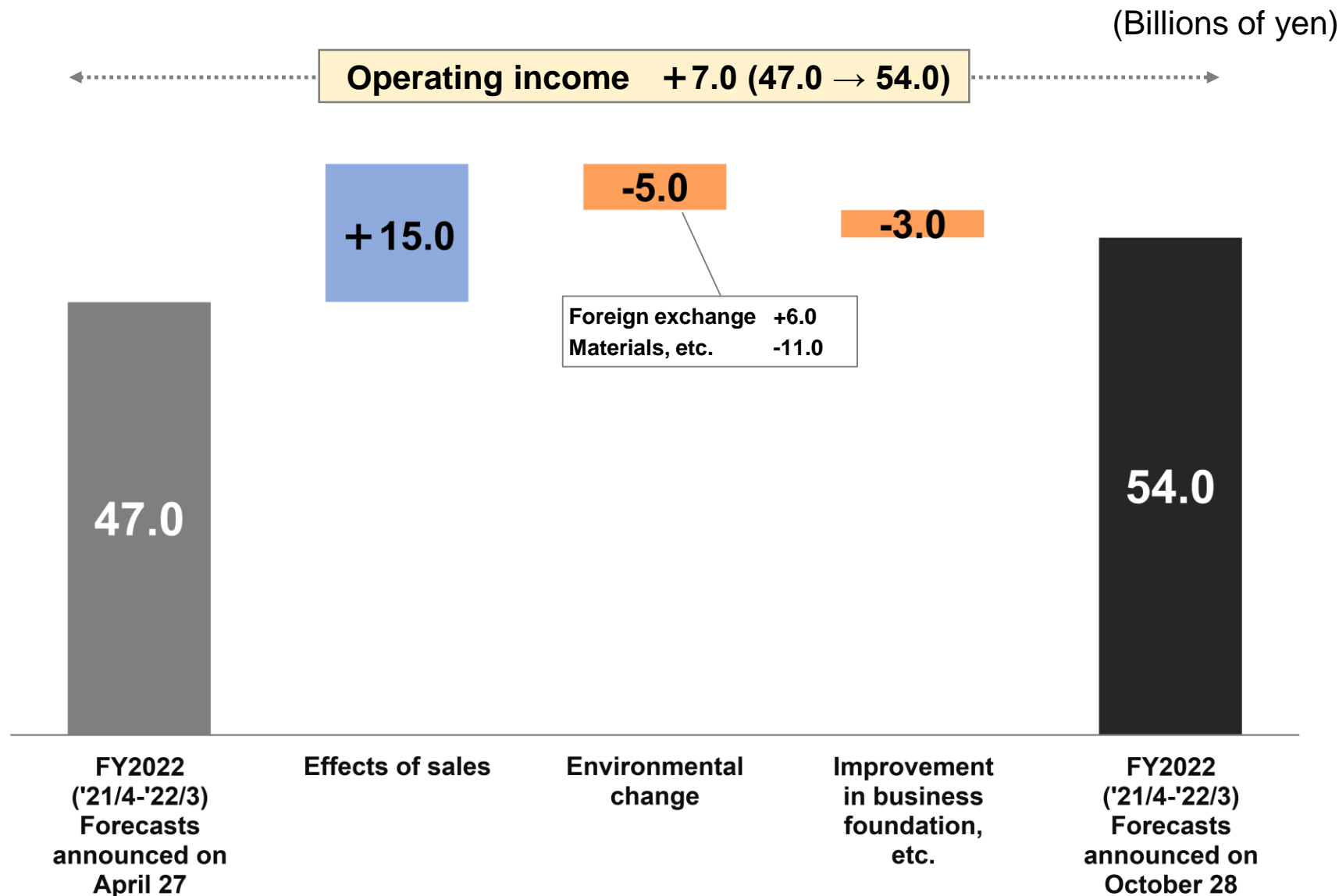
※Profit margin on sales in old standard

| Exchange rate | FY2022 (^{'21/4-'22/3}) Forecasts announced on October 28 | FY2022 (^{'21/4-'22/3}) Forecasts announced on April 27 | FY2022 2H (^{'21/10-'22/3}) Forecasts announced on October 28 | FY2021 (^{'20/4-'21/3}) | FY2020 (^{'19/4-'20/3}) |
|---------------|---|---|---|--------------------------------------|--------------------------------------|
| US\$ | 108 | 105 | 107 | 106 | 109 |
| THB | 3.35 | 3.41 | 3.27 | 3.40 | 3.52 |
| IDR (100) | 0.75 | 0.73 | 0.74 | 0.72 | 0.77 |
| A\$ | 81 | 80 | 79 | 76 | 75 |



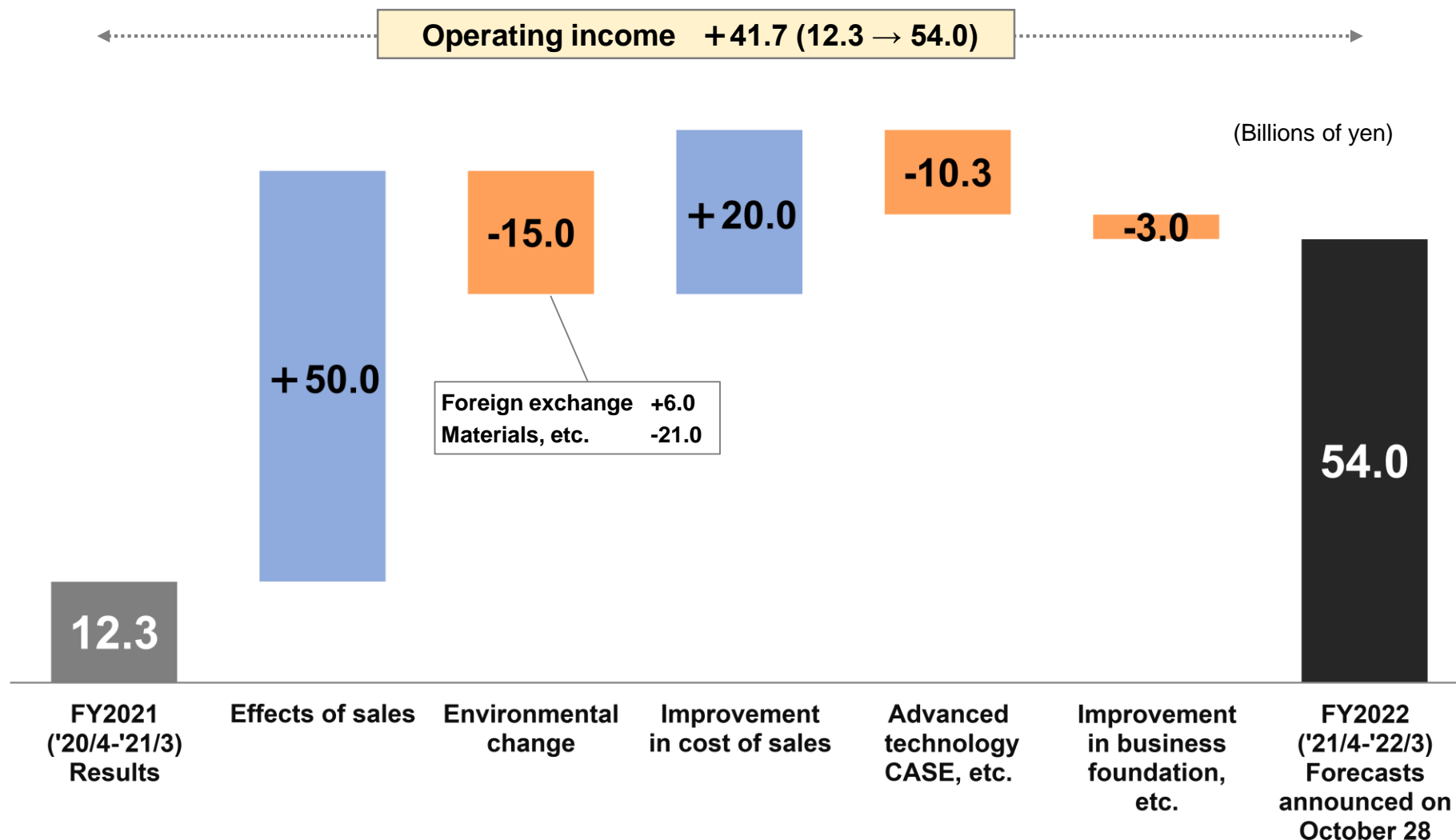
Analysis of Consolidated Operating Income

(Comparison with forecasts announced at the beginning of the term)



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

I R 18/19



Topics for the First Half of FY 2022

I R



Recent enhancement of competitiveness

Enrichment of the lineup of Hino Dutro trucks



Improvement in safety of Hino Ranger and Hino Melpha



Strengthening of the Total support system

Increase of vehicles compatible with HINO CONNECT

Kyushu Hino HQ and Fukuoka Branch



Osaka Hino Suminoe Branch



Initiatives for the future

Acceleration of DX for establishing solution business

- Implementation of the accelerator program
- Start of operation of infrastructure for linking external data
- Start of demonstration of installation ICT linkage



For realizing carbon neutrality



North America Project Z

[Completion of a prototype vehicle]



Hino Dutro Z EV

[Release in the Japanese market and start of full-scale operation in 2022]



Hino Poncho Z EV



CUBE-LINX

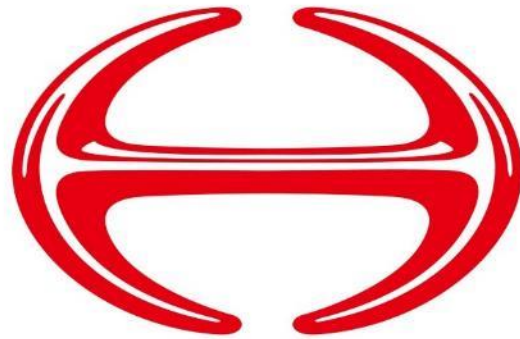
Commercial Japan Partnership Technologies



- Development of futuristic towns utilizing “hydrogen” in Fukushima
- Demonstration experiment for light-duty FC trucks

Utilization of human resources

“New ways of working” learned from outside (side job system and utilization of double-jobbers)



HINO