2008/10/29 Hino Motors, Ltd.

Financial Reference for the Second Quarter of the Fiscal Year Ending March 31, 2009 (Consolidated)

	Prior 20 Actual Paquita				Prior Year Actual Results		Current Year Projected Results		
	Prior 2Q Actual Results (FY ended March 2008) ('07/4 ~ 9)		Current 2Q Actual Results (FY ending March 2009) ('08/4 ~ 9)						
					(FY ended March 2008)		(FY ending March 2009)		
					('07/4 ~ '08		('08/4 ~ '09/3)		
		Year-on-year rate		Year-on-year rate		Year-on-year rate		Year-on-year rate	
Total demand of heavy- &	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)		
medium-duty trucks	43.2	-23.5%	36.9	-14.6%	85.1	-19.3%	75.0	-11.9%	
Total demand of light-duty trucks	45.6	-31.7%	38.9	-14.8%	89.8	-25.7%	77.0	-14.3%	
	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)		
Registration of heavy- &	12.0	04.00/	11.0	0.00/	07.0	45.00/	25.2	0.00/	
medium-duty trucks	13.0	-24.0%	11.8	-9.6%	27.6	-15.9%	25.3	-8.3%	
(Share - heavy & medium)	(30.1%)	(-0.2P)	(31.9%)	(1.8P)	(32.4%)	(1.3P)	(33.5%)	(1.1P)	
Registration of light-duty trucks	7.2	-21.2%	6.1	-15.2%	14.9	-10.3%	12.4	-17.0%	
(Share - light)	(15.7%)	(2.1P)	(15.7%)	(0.0P)	(16.6%)	(2.8P)	(16.0%)	(-0.6P	
								· · ·	
Unit sales	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)		
Japan	22.1	-19.5%	19.8	-10.4%	45.8	-10.9%	41.0	-10.5%	
Export	30.3	25.2%	36.8	21.2%	65.9	29.4%	77.0	16.9%	
Commissioned vehicles	98.6	2.2%	85.3	-13.5%	200.9	-1.1%	145.7	-27.5%	
· · ·	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)		
Net sales	661.0	5.0%	645.3	-2.4%	1,368.6	6.3%	1,250.0	-8.7%	
Japan	256.6	-14.0%	251.1	-2.2%	530.5	-8.4%	513.0	-3.3%	
Export	147.2	38.7%	171.4	16.4%	315.5	35.0%		12.5%	
Toyota	257.2	14.5%	222.8	-13.3%	522.6	10.1%	382.0	-26.9%	
	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)		
Operating income	24.7	15.8%	8.3	-66.6%	45.9	25.0%	15.0	-67.3%	
(Profit margin)	(3.7%)		(1.3%)		(3.4%)		(1.2%)		
	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)		
Ordinary income	23.5	10.8%	7.0	-70.1%	41.0	11.4%	10.0	-75.6%	
(Profit margin)	(3.6%)		(1.1%)		(3.0%)		(0.8%)		
	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)		
Net income	12.3	8.4%	3.0	-75.6%	22.2	10.6%	2.0	-91.0%	
(Profit margin)	(1.9%)		(0.5%)		(1.6%)		(0.2%)		
	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen		
Variation factors	<profit factors="" increase=""></profit>		<profit factors="" increase=""></profit>		<profit factors="" increase=""></profit>		<profit factors="" increase=""></profit>		
(Based on operating income)	Change in environment	0.6	Sales efforts	3.6	Sales efforts	8.2	Sales efforts	15.0	
	Cost improvement	9.6	Cost improvement	9.2	Cost improvement	19.0	Cost improvement	21.0	
	<profit decline="" factors=""></profit>		<profit decline="" factors=""></profit>		<profit decline="" factors=""></profit>		<profit decline="" factors=""></profit>		
	Change in sales	1.5	Change in environment	16.7	Change in environment	3.6	Change in environment	45.0	
	Cost change and others	5.3	Cost change and others	12.5	Cost change and others	14.4	Cost change and others	21.9	
	Total	3.4	Total	-16.4	Total	9.2	Total	-30.9	
Performance evaluation	Increased reve	enue +	Decreased reve	nue +	Increased reve	nue +	Decreased reve	nue +	
r enormance evaluation	increased profit		decreased profit		increased profit		decreased profit		
	interested pr		uecreased p	ont					
	(Bil	lions of yen)	(Bil	ions of yen)	(Bil	lions of yen)		ions of yen	
Capital expenditure	(Bil 22.6		(Bill 28.9		(Bill 43.7		68.0	ions of yen	
Capital expenditure Hino Motors	(Bil 22.6 14.3		(Bill 28.9 23.6		(Bil		68.0 44.0	ions of yen	
	(Bil 22.6 14.3 2.2		(Bill 28.9 23.6 2.4		(Bill 43.7 29.6 4.3		68.0 44.0 8.5	ions of yer	
Hino Motors	(Bil 22.6 14.3 2.2 4.7		(Bill 28.9 23.6 2.4 2.3		(Bil 43.7 29.6 4.3 7.2		68.0 44.0 8.5 10.0	ions of yen	
Hino Motors Suppliers	(Bil 22.6 14.3 2.2		(Bill 28.9 23.6 2.4		(Bill 43.7 29.6 4.3		68.0 44.0 8.5	ions of yen	
Hino Motors Suppliers Overseas Dealers	(Вії 22.6 14.3 2.2 4.7 1.4 (Вії		(Bill 28.9 23.6 2.4 2.3 0.6 (Bill		(Bill 43.7 29.6 4.3 7.2 2.6 (Bill		68.0 44.0 8.5 10.0 5.5		
Hino Motors Suppliers Overseas Dealers Depreciation	(Bil 22.6 14.3 2.2 4.7 1.4 (Bil 21.1	lions of yen)	(Bill 28.9 23.6 2.4 2.3 0.6 (Bill 22.6	ions of yen)	(Bill 43.7 29.6 4.3 7.2 2.6 (Bill 44.2	lions of yen)	68.0 44.0 8.5 10.0 5.5 (Bill 49.0		
Hino Motors Suppliers Overseas Dealers	(Bil 22.6 14.3 2.2 4.7 1.4 (Bil 21.1 12.4	lions of yen)	(Bill 28.9 23.6 2.4 2.3 0.6 (Bill 22.6 14.1	ions of yen)	(Bill 43.7 29.6 4.3 7.2 2.6 (Bill 44.2 26.7	lions of yen)	68.0 44.0 8.5 10.0 5.5 (Bill 49.0 31.4		
Hino Motors Suppliers Overseas Dealers Depreciation	(Bil 22.6 14.3 2.2 4.7 1.4 (Bil 21.1 12.4 2.6	lions of yen)	(Bill 28.9 23.6 2.4 2.3 0.6 (Bill 22.6 14.1 2.6	ions of yen)	(Bil 43.7 29.6 4.3 7.2 2.6 (Bil 44.2 26.7 5.2	lions of yen)	68.0 44.0 8.5 10.0 5.5 (Bill 49.0 31.4 5.4		
Hino Motors Suppliers Overseas Dealers Depreciation Hino Motors	(Bil 22.6 14.3 2.2 4.7 1.4 (Bil 21.1 12.4 2.6 4.5	lions of yen)	(Bill 28.9 23.6 2.4 2.3 0.6 (Bill 22.6 14.1 2.6 4.4	ions of yen)	(Bil 43.7 29.6 4.3 7.2 2.6 (Bil 44.2 26.7 5.2 9.0	lions of yen)	68.0 44.0 8.5 10.0 5.5 (Bill 49.0 31.4 5.4 9.2		
Hino Motors Suppliers Overseas Dealers Depreciation Hino Motors Suppliers	(Bil 22.6 14.3 2.2 4.7 1.4 (Bil 21.1 12.4 2.6	lions of yen)	(Bill 28.9 23.6 2.4 2.3 0.6 (Bill 22.6 14.1 2.6	ions of yen)	(Bil 43.7 29.6 4.3 7.2 2.6 (Bil 44.2 26.7 5.2	lions of yen)	68.0 44.0 8.5 10.0 5.5 (Bill 49.0 31.4 5.4		
Hino Motors Suppliers Overseas Dealers Depreciation Hino Motors Suppliers Overseas	(Bil 22.6 14.3 2.2 4.7 1.4 (Bil 21.1 12.4 2.6 4.5 1.6	lions of yen)	(Bill 28.9 23.6 2.4 2.3 0.6 (Bill 22.6 14.1 2.6 4.4 1.5	ions of yen)	(Bil 43.7 29.6 4.3 7.2 2.6 (Bil 44.2 26.7 5.2 9.0 3.3	lions of yen)	68.0 44.0 8.5 10.0 5.5 (Bill 49.0 31.4 5.4 9.2 3.0	ions of yer	
Hino Motors Suppliers Overseas Dealers Depreciation Hino Motors Suppliers Overseas	(Bil 22.6 14.3 2.2 4.7 1.4 (Bil 21.1 12.4 2.6 4.5 1.6	lions of yen) lions of yen)	(Bill 28.9 23.6 2.4 2.3 0.6 (Bill 22.6 14.1 2.6 4.4 1.5	ions of yen)	(Bil 43.7 29.6 4.3 7.2 2.6 (Bil 44.2 26.7 5.2 9.0 3.3	lions of yen) lions of yen)	68.0 44.0 8.5 10.0 5.5 (Bill 49.0 31.4 5.4 9.2 3.0	ions of yen	
Hino Motors Suppliers Overseas Dealers Depreciation Hino Motors Suppliers Overseas Dealers	(Вії 22.6 14.3 2.2 4.7 1.4 (Вії 21.1 12.4 2.6 4.5 1.6 (Вії	lions of yen) lions of yen) lions of yen)	(Вії 28.9 23.6 2.4 2.3 0.6 (Вії 22.6 14.1 2.6 4.4 1.5 (Вії	ions of yen) ions of yen) ions of yen)	(Bill 43.7 29.6 4.3 7.2 2.6 (Bill 44.2 26.7 5.2 9.0 3.3 (Bill (Bill 6)(Bill 7)(Bill 6)(Bill 6)(Bill 6)(Bill 6)(Bill 7)(Bill 7)(Bill 6)(Bill 7)	lions of yen) lions of yen) lions of yen)	68.0 44.0 8.5 10.0 5.5 (Bill 49.0 31.4 5.4 9.2 3.0 (Bill	ions of yen	