

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

	Prior 2Q Actual Results (FY ended March 2008) ('07/4 ~ 9)		Current 2Q Actual Results (FY ending March 2009) ('08/4 ~ 9)		Prior Year Actual Results (FY ended March 2008) ('07/4 ~ '08/3)		Current Year Projected Results (FY ending March 2009) ('08/4 ~ '09/3)	
	(Thousands of units)	Year-on-year rate	(Thousands of units)	Year-on-year rate	(Thousands of units)	Year-on-year rate	(Thousands of units)	Year-on-year rate
Total demand of heavy- & 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%
Registration of heavy- & medium-duty trucks <i>(Share - heavy & medium)</i>	13.0 (30.1%)	-24.0% (-0.2P)	11.8 (31.9%)	-9.6% (1.8P)	27.6 (32.4%)	-15.9% (1.3P)	25.3 (33.5%)	-8.3% (1.1P)
Registration of light-duty trucks <i>(Share - light)</i>	7.2 (15.7%)	-21.2% (2.1P)	6.1 (15.7%)	-15.2% (0.0P)	14.9 (16.6%)	-10.3% (2.8P)	12.4 (16.0%)	-17.0% (-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%
Net sales	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
Japan	661.0	5.0%	645.3	-2.4%	1,368.6	6.3%	1,250.0	-8.7%
Export	256.6	-14.0%	251.1	-2.2%	530.5	-8.4%	513.0	-3.3%
Toyota	147.2	38.7%	171.4	16.4%	315.5	35.0%	355.0	12.5%
	257.2	14.5%	222.8	-13.3%	522.6	10.1%	382.0	-26.9%
Operating income <i>(Profit margin)</i>	24.7 (3.7%)	15.8%	8.3 (1.3%)	-66.6%	45.9 (3.4%)	25.0%	15.0 (1.2%)	-67.3%
Ordinary income <i>(Profit margin)</i>	23.5 (3.6%)	10.8%	7.0 (1.1%)	-70.1%	41.0 (3.0%)	11.4%	10.0 (0.8%)	-75.6%
Net income <i>(Profit margin)</i>	12.3 (1.9%)	8.4%	3.0 (0.5%)	-75.6%	22.2 (1.6%)	10.6%	2.0 (0.2%)	-91.0%
Variation factors (Based on operating income)	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	<Profit increase factors>		<Profit increase factors>		<Profit increase factors>		<Profit increase factors>	
	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 decline factors>		<Profit decline factors>		<Profit decline factors>	
	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 revenue + increased profit		Decreased revenue + decreased profit		Increased revenue + increased profit		Decreased revenue + decreased profit	
Capital expenditure	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
Hino Motors	22.6		28.9		43.7		68.0	
Suppliers	14.3		23.6		29.6		44.0	
Overseas	2.2		2.4		4.3		8.5	
Dealers	4.7		2.3		7.2		10.0	
	1.4		0.6		2.6		5.5	
Depreciation	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
Hino Motors	21.1		22.6		44.2		49.0	
Suppliers	12.4		14.1		26.7		31.4	
Overseas	2.6		2.6		5.2		5.4	
Dealers	4.5		4.4		9.0		9.2	
	1.6		1.5		3.3		3.0	
R&D	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	18.5		21.1		39.5		41.1	
Exchange rate	119 yen/US\$		106 yen/US\$		114 yen/US\$		103 yen/US\$	