



## Financial Results for the Third Quarter of the Fiscal Year Ending March 31, 2009

January 28, 2009

Name of Listed Company: Hino Motors, Ltd.  
 Code Number: 7205 URL: <http://www.hino.co.jp/>  
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Stock Listing: Tokyo and Nagoya

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(Amounts are rounded down to the nearest one million yen)

### 1. Consolidated Financial Results for the Third Quarter of the Fiscal Year Ending March 31, 2009 (April 1, 2008 to December 31, 2008)

#### (1) Consolidated Operating Results (Cumulative) (Percentage figures indicate changes from the same period in the previous year.)

	Net sales		Operating income		Ordinary income		Net income	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
3Q of FY 2009	882,794	—	(4,494)	—	(12,566)	—	(19,542)	—
3Q of FY 2008	1,002,859	7.9	37,140	30.5	35,282	19.8	19,307	26.5

	Net income per share		Diluted net income per share	
	Yen		Yen	
3Q of FY 2009	(34.07)		—	
3Q of FY 2008	33.64		—	

#### (2) Consolidated Financial Position

	Total assets		Net assets		Equity ratio		Net assets per share	
	Millions of yen	%	Millions of yen	%			Yen	
3Q of FY 2009	798,794	30.9	263,750				431.32	
FY 2008	874,369	33.3	308,758				507.63	

(Reference) Equity capital: 3Q of FY 2009: ¥246,917 million, FY 2008: ¥291,300 million

### 2. Dividends

(Record date)	Dividend per share					Annual
	1Q	2Q	3Q	Year-end	Year-end	
	Yen	Yen	Yen	Yen	Yen	Yen
FY 2008	0.00	5.00	0.00	5.00	10.00	
FY 2009	0.00	5.00	0.00	—	—	
FY 2009 (forecast)	—	—	—	—	—	

(Note) Amendment to the dividend forecast during the current quarter: Yes  
 The forecast of year-end dividend is “undecided”.

### 3. Forecast of Consolidated Financial Results for the Fiscal Year Ending March 31, 2009 (April 1, 2008 to March 31, 2009)

(Percentage figures indicate changes from the previous year.)

	Net sales		Operating income		Ordinary income		Net income		Net income per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	1,100,000	(19.6)	(13,000)	—	(23,000)	—	(33,000)	—	(57.65)

(Note) Amendment to the forecast of consolidated financial results during the current quarter: Yes

### 4. Others

(1) Change in significant subsidiaries (changes of specified subsidiaries affecting the scope of consolidation) during the current term: None  
 Newly included: \_\_ companies (Company name: \_\_\_\_\_), Removed: \_\_ companies (Company name: \_\_\_\_\_)

(2) Application of simplified accounting methods/specified accounting methods for preparation of quarterly consolidated financial statements: Yes  
 (Note) For details, please see Section 4, Others in Qualitative Information / Financial Statements on Page 3.

(3) Changes in accounting principles/procedures and indications associated with preparation of quarterly consolidated financial statements (as indicated in Changes in the Basis for the Preparation of Quarterly Consolidated Financial Statements)

① Change associated with revisions of accounting standards or the like: Yes

② Change other than those included in ①: None

(Note) For details, please see Section 4, Others in Qualitative Information / Financial Statements on Page 3.

(4) Number of outstanding shares (common stock)

① Number of outstanding shares (including treasury stock) at end of term: 3Q of FY 2009: 574,580,850 shares FY 2008: 574,580,850 shares

② Number of treasury shares at end of term: 3Q of FY 2009: 2,114,870 shares FY 2008: 732,342 shares

③ Average number of shares (quarterly consolidated cumulative period): 3Q of FY 2009: 573,526,794 shares 3Q of FY 2008: 573,885,900 shares

#### \* Explanation regarding the appropriate use of the forecast of the financial results and special instruction

- This statement amends the forecast of consolidated financial results for fiscal year ending March 31, 2009 which was announced on December 24, 2008.
- The forecast of year-end dividend, which is currently “undecided” will be proposed in due course after comprehensively considering actual financial results for the current year. For details, please refer to “Notice of Resolution by the Board of Directors concerning Amendments to Dividend Forecast for FY2009” released today.
- Descriptions regarding the future, including the financial outlook contained in this material, are based on certain information currently available to the Company and particular assumptions, which are, at the discretion of the Company, deemed reasonable, and actual financial results may significantly vary due to various factors. “Accounting Standard for Quarterly Financial Reporting” (ASBJ Statement No.12) and “Guidance on Accounting Standard for Quarterly Financial Reporting” (ASBJ Guidance No.14) are applied from the current consolidated fiscal year. In addition, the Company prepared quarterly consolidated financial statements in accordance with the “Regulations on Quarterly Consolidated Financial Statements.”

## [Qualitative Information / Financial Statements]

## 1. Qualitative Information on Consolidated Operating Results

During the first three quarters of the current fiscal year (the first nine months of the current fiscal year), Japan saw its businesses suffer decreased revenues and had a stronger sense of stagnation, affected by the global financial crisis and significant fluctuations in the exchange and stock markets.

For the market of domestic heavy- and medium-duty trucks, total demand decreased to 52 thousand units by 11 thousand units (16.8% down) from the same period of the previous year due to the reduced capital expenditure and slump in construction demand. Total demand in the light-duty truck market also fell by 12 thousand units (17.2% down) to 56 thousand units on a year-over-year basis.

Affected by decreased demand, domestic unit sales decreased by 5 thousand units (16.5% down) to 28 thousand units from the year-earlier period as the total of heavy-, medium- and light-duty trucks and buses.

Overseas unit sales of trucks and buses, on the other hand, increased to 52 thousand units by 5 thousand units (11.5% up) compared to the same period last year due to rising demand in Asia, Latin America and Middle Eastern regions.

Accordingly, total unit sales of Hino brand trucks and buses amounted to 80 thousand units, remaining at the same level as the year-ago period.

As for vehicle production commissioned by Toyota Motor Corporation, total production was 108 thousand units, decreasing by 45 thousand units (29.3% down) from the corresponding period of a year earlier due to drops in "HILUX SURF" and "FJ Cruiser."

Net sales for the first three quarters of the current fiscal year (the first nine months of the current fiscal year) amounted to ¥882,794 million, falling ¥120,065 million (12.0% down) from a year earlier because of the decrease in unit sales of domestic and Toyota operations. The decrease in the unit sales of the domestic trucks and the commissioned vehicles as well as the soaring costs of raw materials and appreciation of the yen resulted in the operating loss of ¥4,494 million, decreasing by ¥41,635 million from the year-ago period. As a result, consolidated net loss for the first nine months was ¥19,542 million, decreased by ¥38,850 million on a year-over-year basis.

Rates of changes compared with the previous third quarter have been provided as reference.

## 2. Qualitative Information on Consolidated Financial Position

Total assets at the end of the current third quarter decreased by ¥75,575 million to ¥798,794 million compared with the end of the preceding fiscal year. This was because of the ¥60,420 million decrease in receivables due to fewer recent unit sales at the end of the current quarter than the one at the end of the previous fiscal year and decrease in investment securities by ¥21,759 million due to decline in stock prices, while inventories increased by ¥11,875 million.

Liabilities fell to ¥535,043 million, which was a decrease of ¥30,567 million from the end of the preceding fiscal year. This was because of the ¥47,157 decrease in payables due to fewer recent unit productions than one at the end of the previous fiscal year and the drop of ¥7,827 million in accrued income taxes through payment, while interest-bearing debt increased by ¥42,475 million.

Net assets decreased by ¥45,007 million to ¥263,750 million from the end of the previous fiscal year. This was due to recording ¥19,542 million of net loss, dividend payment of ¥5,740 million and the decrease in unrealized gain on available-for-sale securities of ¥12,687 million.

## 3. Qualitative Information on Projected Consolidated Financial Results

In FY 2009, Japan's economy is expected to be exposed to the worsening global financial crisis, slowdown in the global economy, and fluctuations in the exchange and stock markets, all of which require a cautious response according to the future business climate.

The domestic market for trucks is anticipated to remain in difficult circumstances brought about by the slump in construction demand and worsening business conditions of carriers, showing a sign of potential decrease in demand compared with the previous year on a full-year basis.

Meanwhile, in regard to foreign markets, it is necessary to watch how the relevant overseas markets are affected by the recent slowdown in the global economy and exchange rate fluctuations.

Under these circumstances the Group will seek enhanced management practices and improved business performance by promoting further rationalization.

Projection for consolidated results of the year ending March, 2009 is as follows;

Net sales	¥1,100 billion
Operating loss	¥(13) billion
Net loss	¥(33) billion
Domestic unit sales of trucks and buses	36 thousand units
Overseas unit sales of trucks and buses	65 thousand units
Production of Toyota brand vehicles	123 thousand units

For information on the forecast of non-consolidated financial results, please refer to "Notice concerning Amendments to the Forecasts for FY2009" released today.

4. Others

- (1) Changes in significant subsidiaries (changes of specified subsidiaries affecting the scope of consolidation) during the current term

None.

- (2) Application of simplified accounting methods/specified accounting methods for preparation of quarterly consolidated financial statements

1. Simplified accounting methods

Calculation method for current income taxes and deferred income taxes (deferred tax assets/liabilities)

Payable income taxes are derived from the calculation, in which limited important add/subtract items and tax credit items were taken into account.

The collectability of deferred tax assets is subject to the method, which takes into account variations in significant provisional changes from the end of the previous consolidated fiscal year in addition to the projected future financial results and tax planning used in the year-end review for the prior consolidated fiscal year.

- (3) Changes in accounting principles/procedures and indications associated with preparation of quarterly consolidated financial statements

1. Changes in matters associated with accounting standards

① “Accounting Standard for Quarterly Financial Reporting” (ASBJ Statement No.12) and “Guidance on Accounting Standard for Quarterly Financial Reporting” (ASBJ Guidance No.14) are applied from the current consolidated fiscal year. In addition, the Company prepared quarterly consolidated financial statements in accordance with the “Regulations on Quarterly Consolidated Financial Statements.”

② Change in significant asset valuation standards

Associated with the application of the “Accounting Standard for Measurement of Inventories” (ASBJ Statement No. 9, July 5, 2006), inventories held for sale in the ordinary course of business, which were previously subject to the traditional cost method, is calculated, from the current consolidated fiscal year, in accordance with a new cost method (where balance sheet values are subject to write-downs corresponding to the decreased profitability).

Please note that this change has just a minor impact on the quarterly consolidated financial statements.

③ Application of the “Practical Solution on Unification of Accounting Policies Applied to Foreign Subsidiaries for Consolidated Financial Statements”

The “Practical Solution on Unification of Accounting Policies Applied to Foreign Subsidiaries for Consolidated Financial Statements” (ASBJ PITF No. 18, May 17, 2006) is applied from the current consolidated fiscal year to make modifications required for consolidated accounting.

Please note that this application has just a minor impact on the quarterly consolidated financial statements.

2. Additional information

- Depreciation method for significant depreciable assets

Hino Motors, Ltd. and its consolidated subsidiaries in Japan, from the current consolidated fiscal year, has changed the useful lives of a part of tangible fixed assets, taking the opportunity of the fiscal 2008 tax revision concerning the useful lives of depreciable assets. As a result of this change, operating loss increased by ¥1,595 million, ordinary loss and loss before income taxes increased by ¥1,606 million, respectively.

## 5. Quarterly Consolidated Financial Statements

## (1) Quarterly Consolidated Balance Sheets

	(Millions of yen)	
	Third Quarter of FY 2009 (As of December 31, 2008)	FY 2008 (As of March 31, 2008)
<b>Assets</b>		
Current assets		
Cash and deposits	24,463	29,108
Trade notes and accounts receivable	178,105	238,526
Merchandise and finished goods	71,709	62,351
Work in progress	24,149	23,593
Raw materials and supplies	18,581	16,620
Others	40,281	33,644
Allowance for doubtful accounts	(2,891)	(3,729)
Total current assets	354,399	400,115
Fixed assets		
Tangible fixed assets		
Buildings and structures (net)	101,946	106,523
Machinery and transportation equipment (net)	105,270	108,866
Land	89,656	95,409
Others (net)	38,011	34,008
Total tangible fixed assets	334,885	344,807
Intangible fixed assets	24,864	25,716
Investments and other assets		
Investment securities	64,806	86,566
Others	25,682	23,235
Allowance for doubtful accounts	(5,844)	(6,070)
Total investments and other assets	84,644	103,730
Total fixed assets	444,394	474,254
Total assets	798,794	874,369
<b>Liabilities</b>		
Current liabilities		
Trade notes and accounts payable	148,584	195,741
Short-term loans payable	114,513	114,623
Commercial paper	71,500	32,000
Current portion of long-term loans payable	6,015	23,618
Accrued income taxes	1,448	9,276
Accrued bonuses	2,300	4,526
Warranty allowance	10,657	10,935
Others	55,330	66,261
Total current liabilities	410,349	456,983
Long-term liabilities		
Long-term loans payable	58,319	37,630
Accrued employees' retirement benefits	36,966	37,090
Others	29,406	33,906
Total long-term liabilities	124,693	108,627
Total liabilities	535,043	565,610

(Millions of yen)

	Third Quarter of FY 2009 (As of December 31, 2008)	FY 2008 (As of March 31, 2008)
Net assets		
Shareholders' equity		
Common stock	72,717	72,717
Additional paid-in capital	64,327	64,327
Retained earnings	111,320	136,393
Treasury stock	(734)	(379)
Total shareholders' equity	247,630	273,058
Valuation and translation adjustments		
Unrealized gain on available-for-sale securities	9,251	21,939
Net unrealized gain on land revaluation	1,617	1,617
Cumulative translation adjustment	(11,582)	(5,315)
Total valuation and translation adjustments	(713)	18,241
Stock acquisition rights	30	-
Minority interests	16,802	17,458
Total net assets	263,750	308,758
Total liabilities and net assets	798,794	874,369

## (2) Quarterly Consolidated Statements of Income

[Third Quarter of Fiscal Year Ending March 31, 2009 (Cumulative)]

	(Millions of yen)
	Third Quarter of FY 2009 (from April 1, 2008 to December 31, 2008)
Net sales	882,794
Cost of sales	777,620
Gross profit on sales	105,174
Selling, general and administrative expenses	
Salary and benefits	30,002
Provision of accrued bonuses	1,132
Provision of accrued retirement benefits	2,168
Others	76,364
Total selling, general and administrative expenses	109,668
Operating loss	(4,494)
Non-operating income	
Interest income	1,214
Dividends income	1,277
Other income	1,426
Total non-operating income	3,918
Non-operating expenses	
Interest expenses	3,606
Loss on foreign exchange	6,302
Investment loss on equity method	573
Other expenses	1,508
Total non-operating expenses	11,990
Ordinary loss	(12,566)
Extraordinary income	
Gain on sale of fixed assets	51
Gain on sale of investment securities	2,149
Others	129
Total extraordinary income	2,330
Extraordinary losses	
Loss on sale or disposition of fixed assets	888
Loss on valuation of investment securities	269
Others	925
Total extraordinary losses	2,082
Net loss before income taxes and minority interests	(12,318)
Income taxes	3,448
Income taxes—deferred	2,204
Total income taxes	5,653
Minority interests income of consolidated subsidiaries	1,570
Net loss	(19,542)

“Accounting Standard for Quarterly Financial Reporting” (ASBJ Statement No.12) and “Guidance on Accounting Standard for Quarterly Financial Reporting” (ASBJ Guidance No.14) are applied from the current consolidated fiscal year. In addition, the Company prepared quarterly consolidated financial statements in accordance with the “Regulations on Quarterly Consolidated Financial Statements.”

(3) Notes on the going concern assumption

None.

(4) Notes on significant changes in the amount of shareholders' equity

None.

[Reference]

## 1. Financial Statements for the Third Quarter of the Previous Fiscal Year

(Summary) Quarterly Consolidated Statements of Income

Third Quarter of Fiscal Year Ended March 31, 2008 (April 1, 2007 to December 31, 2007)

(Millions of yen)

	3Q of FY 2008
	Amount
I. Net sales	1,002,859
II. Cost of sales	856,983
Gross profit on sales	145,876
III. Selling, general and administrative expenses	108,735
Operating income	37,140
IV. Non-operating income	3,954
V. Non-operating expenses	5,812
Ordinary income	35,282
VI. Extraordinary income	1,319
VII. Extraordinary losses	4,193
Net income before income taxes and minority interests	32,408
Income taxes	12,224
Minority interests income of consolidated subsidiaries	876
Net income	19,307



## 2. Production and Sales (Consolidated)

## (1) Actual production

Category	3Q of FY 2008 (From April 1, 2007 to December 31, 2007)	3Q of FY 2009 (From April 1, 2008 to December 31, 2008)	Change
Trucks and buses	82,192 units	78,129 units	(4,063) units
Toyota brand vehicles	152,599 units	107,886 units	(44,713) units

## (2) Actual sales

Category	3Q of FY 2008 (From April 1, 2007 to December 31, 2007)		3Q of FY 2009 (From April 1, 2008 to December 31, 2008)		Change	
	Quantity (units)	Value (millions of yen)	Quantity (units)	Value (millions of yen)	Quantity (units)	Value (millions of yen)
Japan	33,041	226,770	27,603	200,198	(5,438)	(26,572)
Overseas	46,970	199,048	52,368	200,927	5,398	1,878
Total trucks and buses	80,011	425,819	79,971	401,125	(40)	(24,693)
Vehicles	152,599	271,654	107,886	187,801	(44,713)	(83,853)
Supplies and parts for overseas production	–	4,592	–	5,119	–	527
Total Toyota brand	152,599	276,247	107,886	192,920	(44,713)	(83,326)
Japan	–	35,986	–	36,844	–	858
Overseas	–	14,476	–	15,806	–	1,329
Total supplies and parts	–	50,462	–	52,651	–	2,188
Japan	–	119,366	–	118,223	–	(1,142)
Overseas	–	12,912	–	19,974	–	7,061
Toyota	–	118,051	–	97,899	–	(20,152)
Total others	–	250,330	–	236,097	–	(14,233)
Total net sales	–	1,002,859	–	882,794	–	(120,065)

(Note) Amounts are rounded down to the nearest one million yen.