

Five-Year Summary

Hino Motors, Ltd. and consolidated subsidiaries

Years ended March 31,

	Millions of Yen				
	2004	2005	2006	2007	2008
For the Year:					
Net sales	1,051,586	1,130,100	1,196,972	1,287,668	1,368,633
Domestic	901,245	921,402	924,836	969,343	924,633
Overseas	150,341	208,698	272,136	318,324	443,999
Cost of sales	883,134	969,273	1,020,985	1,105,994	1,172,976
Selling, general and administrative expenses	123,885	122,490	135,464	144,972	149,767
Operating profit	44,567	38,336	40,522	36,701	45,889
Income before income taxes and minority interests	44,613	30,343	42,341	34,542	36,885
Net income	34,023	17,672	28,704	20,059	22,178
Capital expenditure	51,364	53,465	62,737	48,377	43,705
Depreciation	29,512	32,385	35,174	38,363	44,206
R&D expenses	30,106	34,948	34,762	34,444	39,547
At year end:					
Total assets	783,263	815,524	912,916	907,977	874,369
Net assets	219,700	236,835	277,005	305,964	308,758
Interest-bearing debt	260,260	268,069	268,367	246,560	207,872
Shares of common stock issued and outstanding (thousands of s	574,581	574,581	574,581	574,581	574,581
Number of employees	20,560	21,285	22,298	23,472	24,569
Net overseas sales by region:					
Asia	93,981	130,035	152,429	162,269	229,624
North America	17,002	27,833	52,600	72,084	82,770
Oceania	20,475	26,862	28,131	32,475	44,008
Latin America	7,163	9,243	11,972	17,208	29,851
Others	11,717	14,724	27,001	34,286	57,745
Per share data:					
	Yen				
Net income per share (basic)	58.86	30.35	49.51	34.95	38.65
Shareholders' equity per share	382.30	412.17	482.14	504.36	507.63
Dividends per share	6.00	6.00	9.00	9.00	10.00
Sales by type of vehicle:					
	Number of vehicles				
Japan	51,242	50,668	56,356	51,434	45,806
Medium- and Heavy-duty trucks	33,722	32,291	35,370	31,789	27,674
Light-duty trucks	14,604	15,269	17,731	16,444	14,896
Buses	2,916	3,108	3,255	3,201	3,236
Overseas	35,776	44,818	45,894	50,901	65,871