To make the world a better place to live by helping people and goods get where they need to go —safely, economically and with environmental responsibility— while focusing on sustainable development
Attuned to the changing needs of our customers and the challenges faced by society, we will continue to offer new solutions for sustainable transportation and logistics.

At Hino Motors, our corporate mission is “To make the world a better place to live by helping people and goods get where they need to go—safely, economically and with environmental responsibility—while focusing on sustainable development.” From this starting point, we have been bringing good value through our trucks and buses to customers and society since our establishment in 1942.

In recent years, the circumstances around the transportation and logistics industry have undergone major changes. Our customers’ business are facing changes such as the growth of e-commerce, and at the same time, social challenges like global warming, major traffic accidents, and labor shortages represented by a shortage of truck and bus drivers, are increasingly serious and complex.

To provide the solutions needed by our customers and society, we are working to create new value by leveraging our accumulated experience and knowledge built up through close relations with our customers. Our businesses of manufacturing, selling and maintaining trucks and buses provide a solid platform for creating that value.

We aim to be a company that remains essential to our customers and society in the future, by providing sustainable next-generation “commercial mobility” utilizing CASE technologies, from solutions that optimize vehicle operation to proposals for new systems for transportation and logistics.

Symbiosis with the environment is an urgent global issue, and all industries are accelerating their efforts with a long-term perspective. Hino Motors is also playing its part to reduce the environmental burden of transportation and logistics. With the aim of realizing carbon neutrality by 2050, we offer a range of solutions beneficial to both individual customers and society as a whole. These include shifting to electrification with battery electric vehicles (BEVs) and fuel cell electric vehicles (FCEVs), as well as reducing environmental impact over the entire vehicle lifecycle.

Moving forward alongside our customers, “Team HINO” will work unitedly as the world undergoes this transformation and face each challenge together with the Toyota Group and like-minded partners.

Satoshi Ogiso
President
Member of the Board
Pursuing Safety and Environmental Technologies for Trucks and Buses

Toward Zero Traffic Accident Casualties

Hino is working to enhance safety from diverse aspects to contribute to a safe society with "zero truck and bus traffic accident casualties." Based on the concept of "Total Safety," Hino is promoting initiatives for raising safety at each stage, from operation control for safe driving to preventive safety to avoid causing accidents and collision safety in the event an accident. Hino also believes that promoting the widespread adoption of the safety technologies it develops is of utmost importance. For this reason, Hino strives to quickly incorporate its commercialized technologies into products and make these standard equipment.

Pursuing Environmentally-friendly Technology

With the aim of creating a society with little environmental impact from the movement of people and goods, Hino quickly promoted technological innovations such as clean emissions technologies and fuel efficiency improvements, including the introduction in 1991 of a large hybrid route bus, the world’s first hybrid commercial vehicle. To realize carbon neutrality by 2050, we are working to reduce CO2 emissions throughout the vehicle life cycle from manufacturing to disposal, and are also globally accelerating the development of electric vehicles such as battery electric vehicles (BEVs) and fuel cell electric vehicles (FCEVs) to reduce the amount of CO2 emitted during vehicle use, which accounts for the bulk of such emissions. We will pursue sustainable options for society and customers through technological development.
“Total Support” That Underpins Our Customers’ Business

Total Support for the Operation of Trucks and Buses

Hino focuses on “Total Support” that provides comprehensive support to ensure that our customers’ trucks and buses continuously operate reliably and can completely fulfill their roles. We believe that enabling customers to undertake operations without any disruptions helps support transportation and transit, which are integral parts of the social infrastructure, and thus represents the important value that Hino can offer to society. Hino contributes to all aspects of customers’ business by providing this support, which includes preventive maintenance against malfunctions through appropriately timed parts replacements; immediate responses and quick repairs in case of an emergency; and support for safe and eco-friendly operation.

HINO CONNECT Utilizing ICT

HINO CONNECT, a communication tool linking customers with Hino, is a service that supports the normal operation of trucks and buses via communications terminals installed in vehicles. Featuring a dedicated website for customers and various types of notification functions, this service provides appropriate and prompt response when an unexpected problem occurs. Additionally, it provides reports that can be used as guides for fuel-saving and safe operation. HINO CONNECT offers wide-ranging support for customers’ vehicles, from everyday operation to emergency response. This support includes using information collected from vehicles in areas such as making proposals for preventive maintenance.
Needs encompassing commercial vehicles are diversifying. Moreover, there are a variety of issues that now extend beyond vehicles and that are affecting entire logistics and transportation systems. These issues include raising vehicle utilization rates, enhancing the efficiency of logistics, responding to a shortage of drivers resulting from the aging of society and the expansion of e-commerce, and addressing a shortage of means of transportation in sparsely populated areas. Hino aims to address these needs and issues and help make the world and the future better places to live by taking on new challenges that anticipate the envisioned future image of logistics and transportation.

**New Activity Areas**

Connecting entire logistics systems
Connected goods and vehicles and vehicles and vehicles will further enhance transportation efficiency.

- Light-duty EV trucks
- Route buses powered by the energy of hydrogen
- Consolidated trailers enabling large-volume transportation
- Distribution center performing centralized control of goods and vehicles
- EV recharging stations
- Bus terminals that enable smooth transfers
- Autonomous platooning
- Mobile hydrogen stations
- On-demand buses called with smartphones

**Connecting transportation systems**
People are connected with vehicles, making movement more convenient.

- Destination
- Bus Rapid Transit (BRT) system that runs long distances
- Autonomous driving on-demand buses
- People go where they want to go when they want to go
Responding to Needs Even Faster through Modularization

There are diverse types of commercial vehicles depending on usage and responding precisely to customer needs requires a multi-product lineup. To more quickly provide customers worldwide with products tailored to their specific needs, Hino has adopted the concept of modularization. This involves building one truck by combining modules consisting of components that make up the vehicle in accordance with customer needs. Centralized production of key parts, which are standardized components that compose the core of each module, is carried out in Japan while peripheral components that match the needs of local markets are assembled overseas. This approach allows us to more quickly provide vehicles to our customers worldwide.

Koga Plant Is the Cornerstone of Our Production and Supply Structure

The Koga Plant began full-scale operation in 2017 and functions as the core of our domestic production structure. To realize our desired monozukuri (manufacturing) of “producing commercial vehicles, which are high-mix low-volume products, with short lead times,” Hino is actively introducing innovative production technologies and production lines at the Koga Plant to build a flexible production structure that responds to fluctuations in volume and vehicle type. Also, as the mother plant for medium- and heavy-duty vehicle production, the Koga Plant will execute its role of introducing new technologies and manufacturing methods and deploy these at plants overseas.

Quality for the Security and Safety of Customers and Society

Hino’s mission is enriching the world for present and future generations by providing means of carrying people and goods safely and efficiently. In adhering to this mission, Hino believes it has a responsibility to offer value and quality that provides customers and society with a sense of security and safety.

To ensure we continue to be a truck and bus manufacturer trusted by customers and society, we strive to promote mutual collaboration in all processes of product design and planning, production preparation, procurement, production, sales and after-sales service under our “Customer First” and “Quality First” Code of Conduct. As the basis of our quality assurance management, we continuously rotate the plan-do-check-act (PDCA) cycle to further improve business operations and make efforts to raise quality.
HINO Vehicles Operate in over 90 Countries and Regions

Besides competing for top market shares in Southeast Asia and Oceania, Hino is steadily growing our business in the North American and Central and South American markets. Although our overseas production centers on complete knock down (CKD) production for assembling locally, we are progressing with the localization of production, including local procurement, with the aim realizing manufacturing firmly rooted in each overseas country and region. Hino is also introducing models exclusively for overseas markets to meet diverse needs in countries and regions throughout the world. These vehicles include bonnet-type trucks for North America and a 35-ton-capacity heavy-load carrier used at mines and for other purposes. HINO brand vehicles are earning high acclaim throughout the world thanks to our monozukuri technologies that are unique to Japan and response capabilities that thoroughly meet customer needs.

- Hino overseas offices and distributors span the world

Hino is building enhanced support structures in each region to ensure HINO vehicles can thoroughly fulfill their roles across the world. Hino responds to demand and consultation requests from customers on a daily basis. This type of high-quality “Total Support” that gets close to customers serves as one of the HINO brand’s strengths and is earning the support of customers around the world. We are steadily establishing structures worldwide to further enhance our “Total Support.” This includes opening the Hino Total Support Customer Center, a test drive and training facility for customers in Malaysia; establishing the Middle and Near East Training Center and Middle East Parts Depot in the United Arab Emirates; and setting up the Parts Depot for Central and South America in Panama.

Strengthening “Total Support” throughout the World

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Fostering a Sense of Team HINO Solidarity and Aiming for Sustainable Growth

Hino’s strength is its team power. Team HINO throughout the world will work as one to raise the value of the HINO brand and hand this down to the next generation with the aim of achieving sustainable growth.

The unity and collaboration of persons involved in development, manufacture, sales and total support of trucks and buses enable Hino to continually provide products and services exceeding the expectations of customers. Concurrently, Hino participates in the Dakar Rally, which is called the world’s most-grueling rally, and hones its spirit of challenge and technological capabilities. Furthermore, Hino contributes to local communities through rugby as well as fosters a sense of Team HINO solidarity and invigorates its corporate activities.

Hino holds the Hino World Conference once every four years and this event is attended by staff from the sales departments of overseas subsidiaries and partners. The conference provides a venue for sharing visions of the future and exchanging opinions.

Participation in the Dakar Rally
In 1991, Hino became the first Japanese truck maker to participate in the Dakar Rally. Hino has successfully completed each rally since first participating and is raising the technical capabilities of our dealers across Japan. Through approximately one year of training, participants learn a wide range of skills demanded of after-sales service engineers.

Hino Red Dolphins Rugby Team
The Hino Red Dolphins have served as Hino’s flagship motorsports fan club since the team’s inception in 1950. The Red Dolphins strive to be a club that is a close part of Hino Technical Skills Academy
This is an in-house vocational school run by Hino. After graduation, students are officially assigned to a department based on each person’s aptitude.

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We will provide children of the next generation actively with opportunities to study biodiversity.

Use rainwater proactively.

Promote wastewater collection and reuse.

Promote the thorough purification of wastewater by enhancing the operation. At the same time, reduce the risk of liquid leakage rigorously.

Conduct “Reduce”, “Reuse” and “Recycle” thoroughly.

We will conduct preservation activities that are in line with the characteristics of each species.

Plug-in hybrid, Electric vehicles, Fuel cell vehicles, etc.

Raise environmental performance, such as fuel efficiency, as much as possible.

Improve distribution by utilizing IoT technologies that are promoted with customers.

More efficient resource use by fully pursuing the “vehicle-to-vehicle recycling technology”

While driving

Reduce CO₂ Emissions by 90%

Developing Next-generation vehicles

Evolve Existing technologies

Make distribution (More efficient)

Consequently minimize the impact on biodiversity

Conduct 3R to achieve Zero waste

End of life disposal

Reduce the amount of materials used and the number of parts. Select materials that reduce CO₂ emissions.

Introduce materials including biomaterials proactively.

Pursue easy-to-disassemble designs.

At Disposal and Recycling stage, reduce CO₂ emissions thoroughly

Reduce CO₂ Emissions Challenge

At each site

Roadway and improvements

At Materials manufacturing stage, reduce CO₂ emissions thoroughly

Reduce the amount of materials used and the number of parts. Select materials that reduce CO₂ emissions.

Introduce materials including biomaterials proactively.

Pursue easy-to-disassemble designs.

At Disposal and Recycling stage, reduce CO₂ emissions thoroughly

Challenge of Minimizing and Optimizing Water Usage

Challenge of Achieving Zero Waste

Challenge of Minimizing the Impact on Biodiversity

Six items are the targeted challenges to be taken up by the Hino Group

Establishing a Future Society in Harmony with Nature

Contribution to Sustainable Resource Use, Achieve Zero Waste

Minimize the Amount of Water Usage, Purify Wastewater Thoroughly

Conservation of biodiversity for the next generation

Protection of all species

To make the world a better place to live and connect the next generation to the future.
Social Contributions

Hino promotes business activities for fulfilling its mission of enriching the world for present and future generations by providing means of carrying people and goods safely and efficiently. Hino believes these business activities lead directly to social contribution activities. On the other hand, as social contributions outside the scope of business activities, Hino, together with Group companies worldwide, cooperates in helping with the recovery of disaster-stricken regions by providing transportation and delivery assistance and donating vehicles and relief funds, as well as other initiatives including participating in and supporting community-cultural events and supporting community-based human development.

Hino Motors Sales (Thailand) Ltd. donated a water tank truck to northeastern Thailand, which is suffering from a water shortage.

Hino Motors Sales (Malaysia) Sdn. Bhd. donated a vehicle and engines for training as financial support in Malacca, Malaysia.

Volunteer employees are dispatched to teach at local schools.

Children were coached by Hino’s rugby club.

Cleaning up and beautifying areas surrounding business sites.

Hino Motors Sales (Malaysia) Sdn. Bhd. donated a vehicle and engines for training as training support in Malacca, Malaysia.

Hino Green Fund implements and provides funding for environmental conservation activities.

Volunteer employees are dispatched to teach at local schools.

For details, please access the Company’s website. (http://www.hino-global.com/csr/)

Corporate Governance

Hino strives to build good relationships with its stakeholders, which include shareholders, customers, business partners, the international community and local communities, and employees. Hino is also working to enhance its corporate governance with the aims of achieving sustainable growth and raising its corporate value over the medium to long term as a global company. In addition, Hino endorses the Corporate Governance Code prescribed by the Financial Instruments Exchange and is strengthening its corporate governance by devising various measures such as assuring accountability and transparency and establishing an internal reporting system based on the spirit and intent of the code’s guidelines and principles.

Hino Motors Corporate Governance System

The Hino Internal Whistleblower System

Briefing session for investors.
For detailed company information about Hino, please visit our website.

www.hino-global.com
Hino Motors, Ltd.

Corporate Data

Company Name: Hino Motors, Ltd.

Products: Trucks and buses, commercial vehicles and passenger cars produced for Toyota Motor Corporation, automotive and industrial diesel engines, vehicle parts, others

Founded: August 1, 1910

Established: May 1, 1942

President: Satoshi Ogiso

Paid-in Capital*: 72,717 million yen

Number of Employees*: 34,527

Net Sales**: 1,498,442 million yen

Operating Income**: 12,250 million yen

Corporate Information

Hino is a leading manufacturer of commercial vehicles and passenger cars, known for its innovative designs and advanced technologies. The company's operations span a wide range of industries, offering a diverse portfolio of products that cater to various market segments.

Production and sales companies: 4
Production companies: 10
Sales companies: 12
Service parts sales companies: 2

Major Overseas Business Entities (companies in which Hino has an investment)

As of May 2021

Hino brand vehicle global unit sales

Composition of sales by region

Number of vehicles produced for Toyota Motor Corporation

Vehicles produced on commission

Vehicles supplied as original equipment

Our consolidated fiscal year is from April 1st to March 31st of the following year.

*As of March 31, 2021 (consolidated)

**Fiscal year (Japan) ended March 31, 2021 (consolidated)
Main Products

**Trucks**

- **HINO300 Series**
  - The HINO300 Series of light-duty trucks is easy to drive and can respond to a diverse range of applications. Our lineup also includes hybrid trucks.

- **HINO500 Series**
  - The HINO500 Series bonnet-type trucks are the mainstream for the North American market.

- **HINO600 Series**
  - The HINO600 Series bonnet-type trucks are the mainstream for the North American market.

- **HINO700 Series**
  - The HINO700 Series heavy-duty trucks strongly support customers’ business with their high quality, durability and reliability.

- **HINO500 Series**
  - The HINO500 Series of high-mix, low-volume market best-fit trucks is produced using modularization.

**Engines**

- **A09**
  - The A09 was developed as an engine for Hino heavy-duty trucks and buses and is also mounted on the Hino Dakar Rally racing trucks.

- **J08**
  - The J08 was developed based on an engine for Hino medium-duty trucks and buses.

**Buses**

- **HINO MELPHA**
  - The HINO MELPHA is a medium-duty tourist bus optimal for meeting wide-ranging needs encompassing people, fuel efficiency and the environment.

- **HINO S’ELEGA**
  - The HINO S’ELEGA heavy-duty tourist bus offers the utmost in hospitality derived from the most advanced safety and security.

**HINO Poncho**

- The HINO Poncho non-step light-duty route bus nimbly and cleanly transports its passengers.

**Tokyo Gas Industry Co., Ltd. was established.**

- Spun off as Hino Heavy Industry Co., Ltd.
- Name was changed to Hino Automotive Sales, Ltd. after a merger.

**First overseas sales company was established in Thailand.**

- **1910**
- **1918**
  - Heavy-duty diesel truck and bus were introduced.
- **1950**
  - First overseas sales company was established in Thailand.

- **1942**
  - Span off as Hino Heavy Industry Co., Ltd.
- **1959**
  - Name was changed to Hino Automotive Sales, Ltd. after a merger.

- **1962**
  - First overseas sales company was established in Thailand.
- **1964**
  - First overseas production company was established in Thailand.

- **1991**
  - Hino participated in the Dakar rally for the first time and finished the race.

- **1994**
  - New symbol mark and logotype were adopted.

- **1999**
  - Hino Motors, Ltd. and Hino Motor Sales, Ltd. merged into Hino Motors, Ltd.

- **2004**
  - HINO600 Series was introduced exclusively for the North American market.
- **2007**
  - Annual overseas unit sales exceeded domestic unit sales for the first time.
- **2012**
  - Operations began at Koga knock down factory (Ibaraki Prefecture).

- **2012**
  - The cumulative sales of hybrid trucks and buses reached ten thousand units.

- **2009**
  - The cumulative production of trucks and buses reached three million units.
- **2013**
  - The cumulative sales of hybrid trucks and buses reached ten thousand units.

- **2014**
  - New heavy-duty truck won the Good Design Award in Japan.
- **2018**
  - Hino Indonesia Marks 500,000 Unit Production Achievement.

- **2015**
  - New heavy-duty truck won the Good Design Award in Japan.
- **2019**
  - Japan’s first HINO BLUE RIBBON Hybrid was introduced into the market.

- **2018**
  - Established NEXT Logistics Japan CO., LTD. Aiming to propose a New form of Logistics.

- **2017**
  - Full-scale operation began at Koga Plant.

- **2017**
  - HINO PROFIA Hybrid heavy-duty truck was introduced into the market.

- **2020**
  - World’s first commercial vehicle emergency stop system (EDSS) developed and installed in HINO S’ELEGA.
Hino Motors, Ltd.

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