



HINO MOTORS, LTD. ANNUAL REPORT 1998

For The Year Ended March 31, 1998



PROFILE

Hino Motors, Ltd. makes full use of its world-class diesel engine technology to manufacture and market diesel trucks, buses and industrial and marine engines. In the domestic market for medium- and heavy-duty trucks,* the Company has commanded the top market share for 25 consecutive years.

The Japanese automotive industry today is facing a harsh operating environment amid a prolonged downturn in domestic economic activity. Hino Motors is responding by accelerating the development of engines and products that meet customer needs. The Company also plans full-fledged entry into the light-duty truck market.

**Medium-duty trucks have payloads from 3.5 to less than 5.0 tons; heavy-duty trucks have payloads of 5.0 tons and over.*

CONSOLIDATED FINANCIAL HIGHLIGHTS

YEARS ENDED OR AS OF MARCH 31, 1997 AND 1998

	Millions of Yen		Thousands of U.S. Dollars
	1997	1998	1998
Net sales	¥632,716	¥589,209	\$4,460,326
Income before income taxes	10,611	2,567	19,432
Net income	7,237	1,649	12,483
Property, plant and equipment—net.....	172,247	186,356	1,410,719
Total assets	398,959	421,363	3,189,727
Shareholders' equity	141,648	142,452	1,078,364
	Yen		U.S. Dollars
Per share amounts:			
Net income	¥19.97	¥4.55	\$0.03
Cash dividends	6.00	6.00	0.05

Note 1: U.S. dollar amounts here and elsewhere in this Annual Report are translated, for convenience only, at the rate of ¥132.10=\$1.

Note 2: The years stated in the text are fiscal years which run from April 1 of the previous year through March 31 of the following year.

Note 3: Net income per share is computed based on the weighted average number of shares of common stock outstanding during each year.

Note 4: Cash dividends per share represents the cash dividends declared as applicable to the respective year.

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