

日野自動車株式会社
Hino Motors, Ltd.



FINANCIAL DATA FILE
主要財務データ集
2005

ANALYSIS OF OPERATIONS

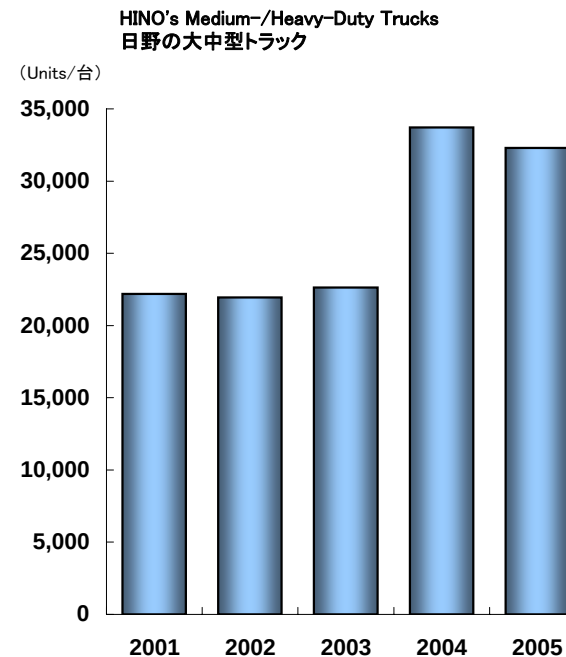
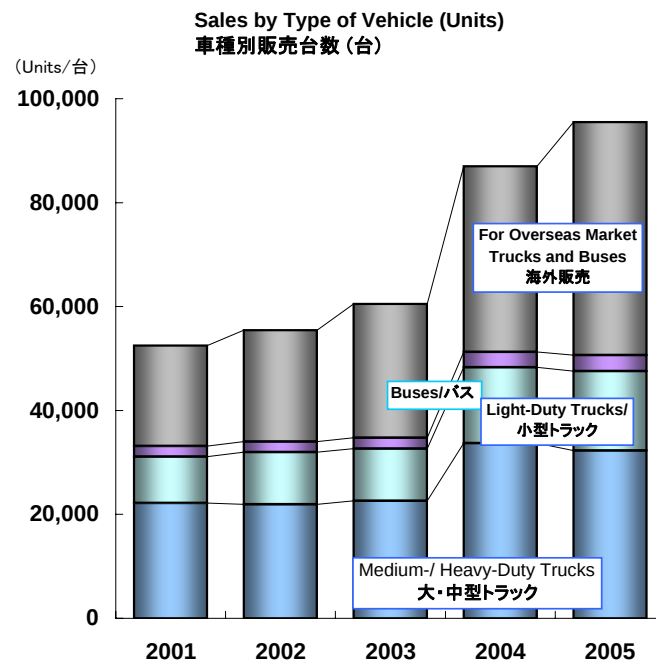
業 績

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CONSOLIDATED FINANCIAL STATEMENTS

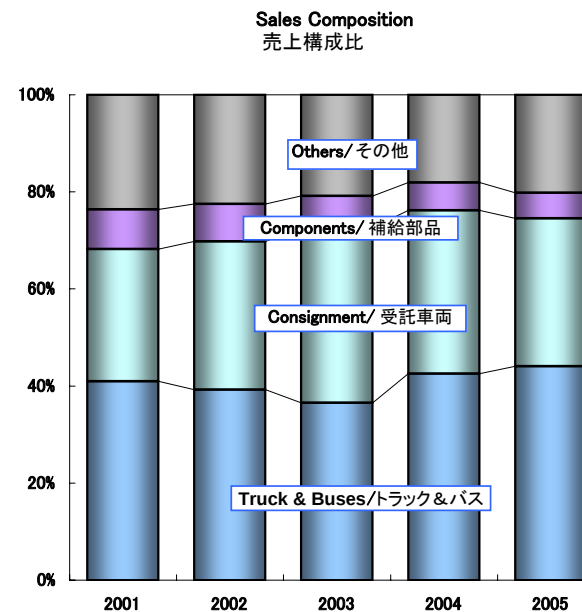
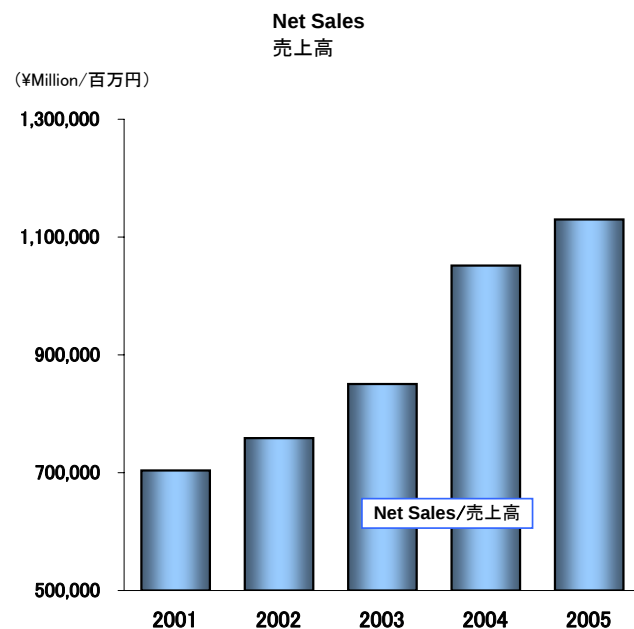
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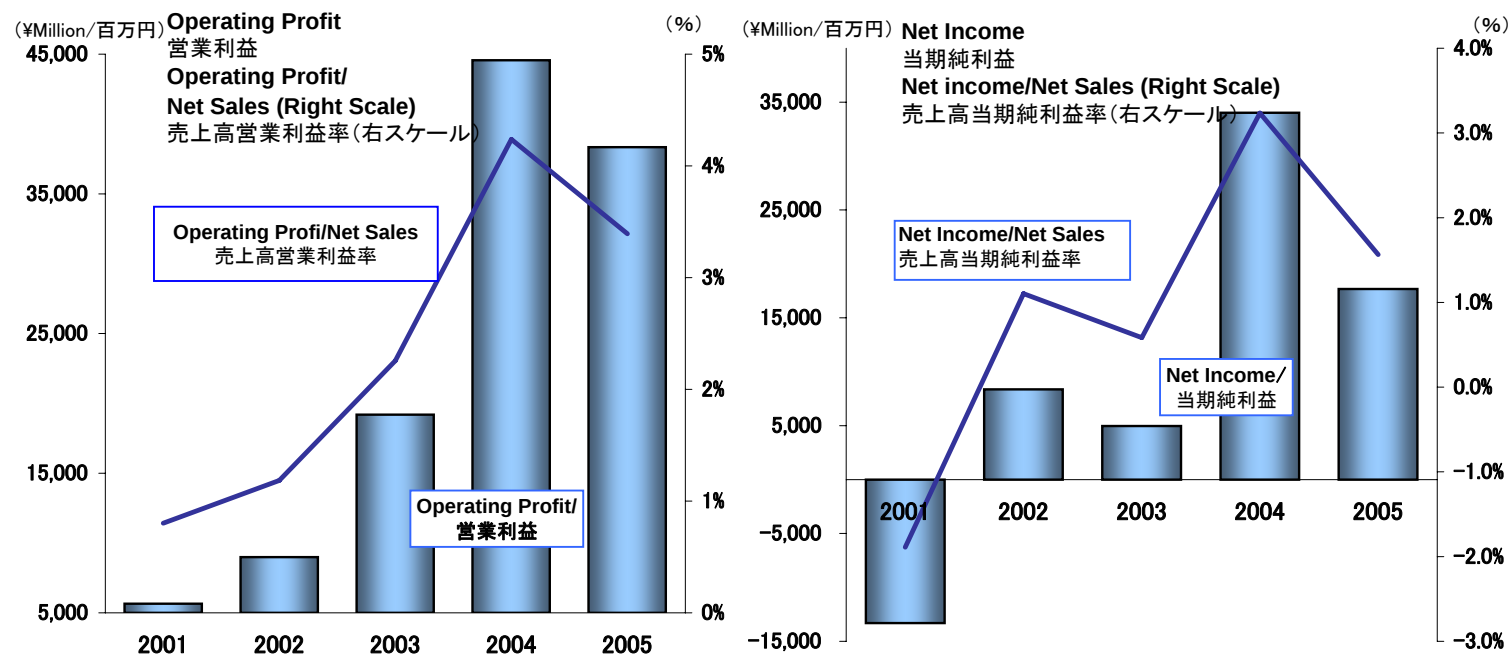


Sales by Type of Vehicle (Units) 車種別販売台数 (台)

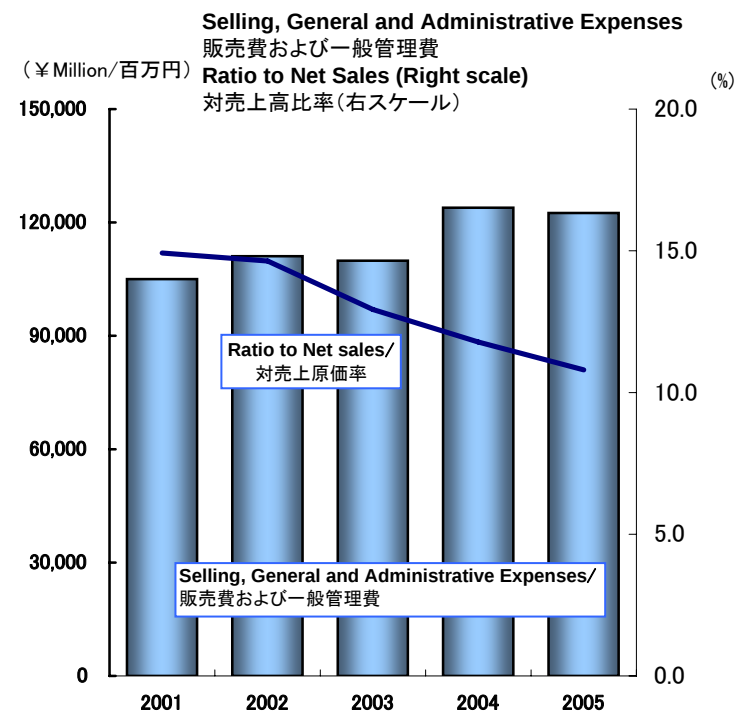
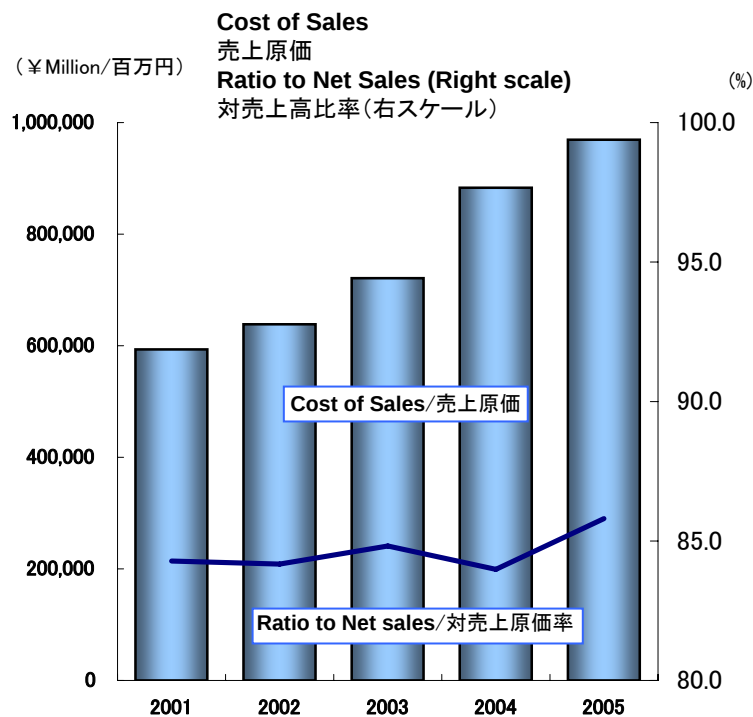
(Years ended March 31/各年3月期)		2001	2002	2003	2004	2005
For Japanese Market 国内市場	Medium- and Heavy-Duty Trucks 大・中型トラック	33,136	34,011	34,742	51,242	50,668
	Light-Duty Trucks 小型トラック	22,194	21,953	22,641	33,722	32,291
	Buses バス	8,918	10,033	10,032	14,604	15,269
	Buses バス	2,024	2,025	2,069	2,916	3,108
For Overseas Market (Trucks and Buses) 海外 (トラック・バス)		19,380	21,448	25,743	35,776	44,818
Total Sales of Trucks and Buses 総合計		52,516	55,459	60,485	87,018	95,486



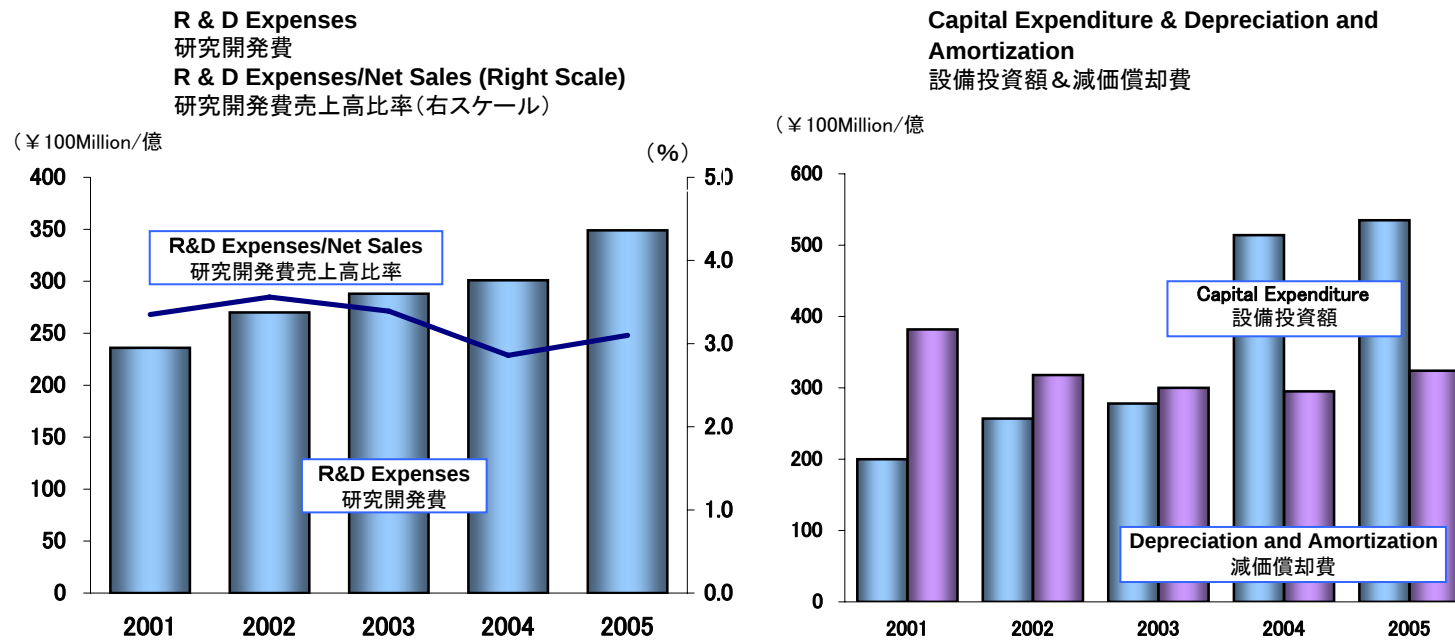
(Years ended March 31/各年3月期)		2001	2002	2003	2004	2005
Net Sales (¥Million)						
売上高 (百万円)		703,998	758,640	850,317	1,051,586	1,130,100
Change from previous period (%)						
前期比(%)		7.8	7.8	12.1	23.7	7.5
Trucks & Buses (¥Million)						
トラック&バス売上高 (百万円)		288,569	297,525	310,837	447,241	497,661
Consignment (¥Million)						
受託車両売上高 (百万円)		191,601	231,934	306,852	354,181	344,708
Components (¥Million)						
補給部品売上高 (百万円)		57,572	58,770	55,384	60,246	59,457
Others (¥Million)						
その他売上高 (百万円)		166,254	170,410	177,243	189,917	228,272
Sales Composition (%)	Truck & Buses	41.0	39.2	36.6	42.5	44.0
	Consignment	27.2	30.6	36.1	33.7	30.5
	Components	8.2	7.7	6.5	5.7	5.3
	Others	23.6	22.5	20.8	18.1	20.2
売上構成比 (%)						



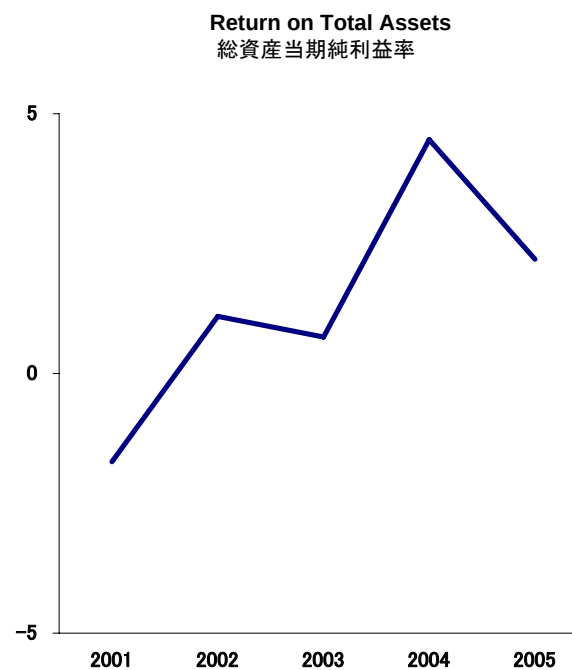
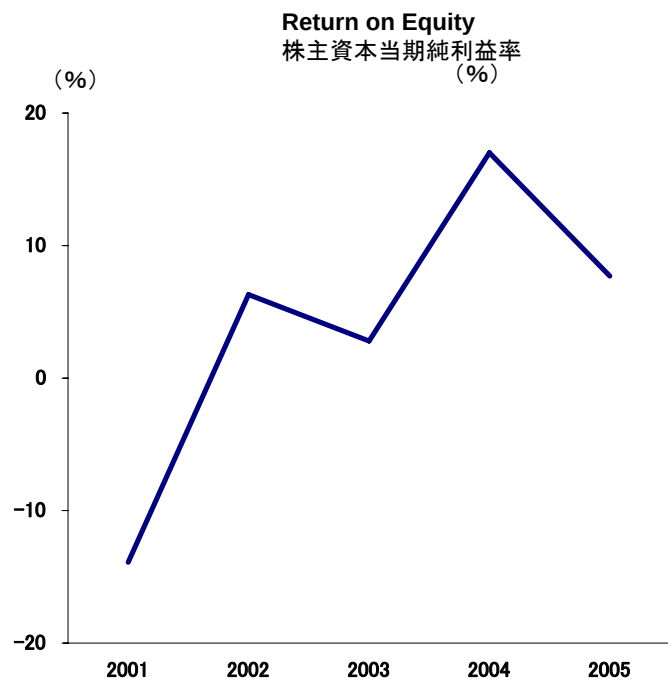
(Years ended March 31/各年3月期)	2001	2002	2003	2004	2005
Operating Profit(¥Million) 営業利益(百万円)	5,649	8,991	19,185	44,567	38,336
Operating Profit/Net sales (%) 売上高営業利益率 (%)	0.8%	1.2%	2.3%	4.2%	3.4%
Net Income(¥Million) 当期純利益(百万円)	-13,301	8,369	4,959	34,023	17,672
Net Income/Net Sales (%) 売上高当期純利益率 (%)	-1.9%	1.1%	0.6%	3.2%	1.6%



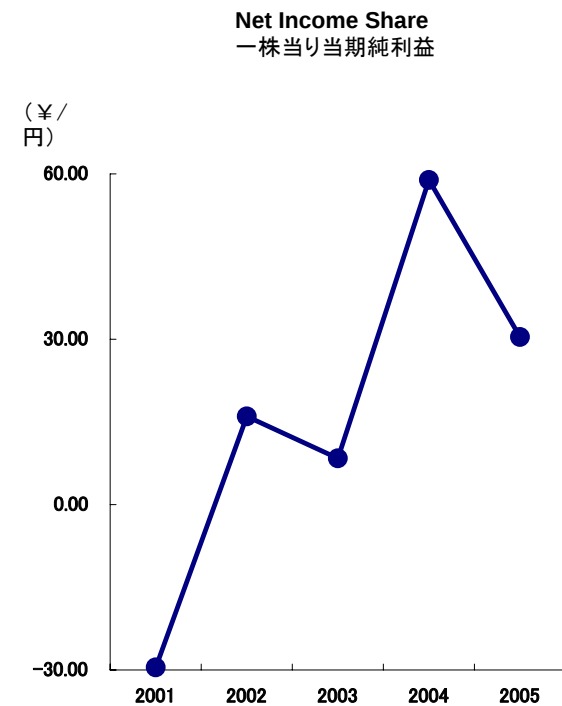
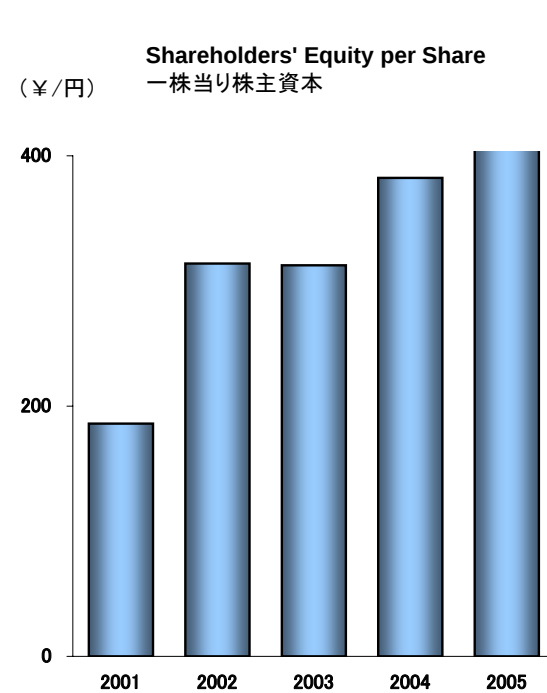
(Years ended March 31/各年3月期)		2001	2002	2003	2004	2005
Cost of Sales (Million)						
売上原価 (百万円)		593,328	638,567	721,226	883,134	969,273
Ratio to Net sales (%)						
対売上高比率 (%)		84.3	84.2	84.8	84.0	85.8
Selling, General and Administrative Expenses (¥ Million)						
販売費および一般管理費 (百万円)		105,019	111,082	109,905	123,885	122,490
Ratio to Net Sales (%)						
売上高販管費比率 (%)		14.9	14.6	12.9	11.8	10.8



(Years ended March 31/各年3月期)	2001	2002	2003	2004	2005
R&D Expenses (¥100million) 研究開発費 (億円)	236	270	288	301	349
R&D Expenses/Net Sales (%) 研究開発費売上高比率 (%)	3.35	3.56	3.39	2.86	3.10
Capital Expenditure (¥100million) 設備投資額 (億円)	200	257	278	514	535
Depreciation and Amortization (¥100million) 減価償却費 (億円)	382	318	300	295	324



(Years ended March 31/各年3月期)	2001	2002	2003	2004	2005
Return on Equity (%) 株主資本当期純利益率 (%)	-13.9	6.3	2.8	17.0	7.7
Return on Total Assets 総資産当期純利益率 (%)	-1.7	1.1	0.7	4.5	2.2



(Years ended March 31/各年3月期)	2001	2002	2003	2004	2005
Shareholder's Equity per Share (Yen) 一株当り株主資本 (円)	186.0	313.9	312.5	382.3	412.2
Net Income per Share (Yen) 一株当り当期純利益 (円)	-29.5	16.0	8.4	58.9	30.4

Consolidated Balance Sheets

連結貸借対照表

(¥Million/百万円)

(At March 31/各年3月)		2001	2002	2003	2004	2005
<Assets>		<資産の部>				
Current Assets		流動資産				
Cash & Deposits	現金	42,831	38,504	44,559	47,864	39,347
Trade Notes & Accounts Receivable	受取手形・売掛金	243,742	232,318	213,537	238,084	248,796
Marketable Securities	有価証券	1,786	1,378	1,331	1,200	1,214
Marketable Securities of parent company	親会社株式	—	8,192	—	—	—
Inventories	棚卸資産	70,843	72,259	65,446	75,677	85,856
Deferred tax assets-current	繰延税金資産(流動)	20,293	9,287	8,377	13,166	11,868
Others	その他の流動資産	14,819	13,556	16,332	13,446	18,916
Less : Allowance for Doubtful Accounts	貸倒引当金	-4,655	-5,134	-5,451	-6,017	-5,097
Total Current Assets	流動資産合計	389,661	370,361	344,135	383,423	400,903
Fixed Assets		固定資産				
Tangible Fixed Assets	有形固定資産	316,034	324,671	314,047	310,986	317,039
Intangible Fixed Assets, Investments & Others	無形固定資産・投資等	59,613	68,286	61,571	88,853	97,581
Total Fixed Assets	固定資産合計	375,648	392,958	375,619	399,840	414,621
Total Assets	資産合計	765,310	763,319	719,754	783,263	815,524
<Liabilities, Minority Interests and Shareholders' Equity>		<負債・資本の部>				
Current Liabilities		流動負債				
Trade Notes & Accounts Payable	支払手形・買掛金	126,546	132,382	148,333	165,204	178,042
Short-Term Debt (Include CP)	短期借入金(含、CP)	297,976	227,649	230,649	219,476	208,476
Bonds Due within One Year	一年以内償還社債	63,392	62,851	23,254	8,285	9,020
Accrued Expenses	未払い費用	5,714	12,149	7,365	11,291	10,875
Accrued Income Taxes	未払法人税	1,368	717	7,376	13,602	6,313
Others	その他の流動負債	37,089	37,226	40,915	48,351	48,787
Total Current Liabilities	流動負債合計	532,089	472,976	457,895	466,211	461,517
Long-Term Liabilities		固定負債				
Bonds Less Current	社債	40,000	—	—	—	—
Long-Term Debt over One Year	長期借入金	54,003	41,177	22,102	32,498	50,571
Deferred tax liabilities-non current	繰延税金負債(固定)	4,101	8,094	3,614	9,257	10,845
Provision for Retirement Allowance	退職給付引当金	42,243	42,886	41,040	37,582	37,469
Deferred Income Tax Related to Land Revaluation	土地再評価に係る繰延税金負債	—	7,883	7,682	5,434	4,684
Others	その他固定負債	100	225	229	600	619
Total Long-Term Liabilities	固定負債合計	140,448	100,267	74,670	85,373	104,191
Total Liabilities	負債合計	672,538	573,244	532,566	551,585	565,708
Minority Shareholders' Interests		少数株主持分				
		8,670	9,807	7,616	11,978	12,980
Shareholders' Equity		資本				
Capital	資本金	39,573	72,717	72,717	72,717	72,717
Legal Reserve	資本準備金	31,163	64,307	64,307	64,307	64,307
Retained Earnings	利益剰余金	19,939	28,143	30,044	63,337	78,422
Variance of Land Revaluation	土地再評価差額金	—	10,989	11,164	7,460	6,356
Variance of Securities	その他有価証券評価差額金	—	9,936	7,405	18,484	21,716
Foreign Currency Translation Adjustment	為替換算調整勘定	-6,554	-5,789	-5,929	-6,431	-6,442
Less : Treasury Stock, at Cost	自己株式	-3	-9	-138	-174	-241
Parent Company Stock Held by Subsidiaries	子会社の所有する親会社株式	-18	-28	—	—	—
Total Shareholders' Equity	資本合計	84,101	180,267	179,572	219,700	236,835
Total Liabilities & Shareholders' Equity	負債・資本合計	765,310	763,319	719,754	783,263	815,524

Consolidated Statements of Income

連結損益計算書

(¥Million/百万円)

(Years ended March 31/各年3月期)		2001	2002	2003	2004	2005
<Operating Income & Expenses>		<営業損益の部>				
Net Sales	売上高	703,998	758,640	850,317	1,051,586	1,130,100
Cost of Sales	売上原価	593,328	638,567	721,226	883,134	969,273
Selling, General & Administrative Expenses	販管費	105,019	111,082	109,905	123,885	122,490
Operating Income	営業利益	5,649	8,991	19,185	44,567	38,336
<Non-Operating Income & Expenses>		<営業外損益の部>				
Interest & Dividend Income	受取利息・配当金	1,857	1,749	1,744	1,664	2,582
Equity in Earnings of Affiliates	持分法による投資損益	-985	90	-856	645	783
Interest Expenses	支払利息・割引料	8,389	6,377	3,715	2,276	2,150
Others	その他	4,924	168	225	-34	200
Ordinary Income	経常利益	3,056	4,622	16,582	44,566	39,751
<Extraordinary Income & Expenses>		<特別損益の部>				
Extraordinary Income	特別利益	15,080	19,788	8,998	6,940	1,195
Extraordinary Expenses	特別損失	28,057	7,039	13,144	6,893	10,603
Net Income before Adjustment on Tax etc.	税金等調整前当期利益	-9,919	17,370	12,435	44,613	30,343
Corporate Income Tax etc.	法人税、住民税及び事業税	1,795	1,294	8,179	18,056	11,875
Adjustment on Income Tax etc.	法人税等調整額	3,538	8,128	-1,246	-8,612	-113
Minority Shareholders' Interests	少数株主利益	-1,951	-422	543	1,146	908
Net Income	当期純利益	-13,301	8,369	4,959	34,023	17,672
Capital expenditures (¥Million)	設備投資額(百万円)	20,017	25,690	27,783	51,364	53,465
Depreciation and Amortization (¥Million)	減価償却額(百万円)	38,188	31,780	29,956	29,512	32,385
Net Income per Share	一株当り当期純利益(¥)	-29.5	16.0	8.4	58.9	30.4
Shareholders' Equity per Share	一株当り株主資本(¥)	186.0	313.9	312.5	382.3	412.2
Return on Equity	株主資本当期純利益率(%)	-13.9	6.3	2.8	17.0	7.7
Shareholders' Equity / Total Assets	株主資本比率(%)	11.0	23.6	24.9	28.0	29.0
Current Ratio	流動比率(%)	73.2	78.3	75.2	82.2	86.9
Cash Dividends per Share	一株当たり現金配当(¥)	-	3.0	5.0	6.0	6.0
Pay-out Ratio	配当性向(%)	-	13.0	34.4	36.4	33.6
Issued Share(Thousand)	発行済株式数(千株)	452,280	574,580	574,580	574,580	574,580