

For Immediate Release

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HINO PLANS CONTINUED GROWTH IN U.S. COMMERCIAL TRUCK MARKET

(Bloomfield Hills, MI) Hino Motors Sales USA, Inc., coming off of a record month in sales, reconfirmed its plan for continued growth in the U.S. commercial truck market.

"We are achieving our original plan to grow our sales, dealer network, manufacturing capabilities and overall presence here in the U.S.," stated newly appointed President and CEO of Hino Motors Sales USA, Inc., Sumio Fukaya. "We are tracking towards our goals of selling 10,000 trucks a year within the next 2-3 years, and 20,000 units within the next 5 years. Additionally, we have recently signed our 175th dealer, populating us in the top 150 U.S. commercial truck markets. Our plan also called for the establishment of a Hino owned and operated assembly plant here in the U.S. We are proud to announce we have accomplished this goal with our assembly plant in Williamstown, West Virginia."

The West Virginia plant is owned and operated by Hino Motors Sales USA, Inc.'s sister company, Hino Motors Manufacturing USA, Inc. Hino is the only Japanese commercial truck company with manufacturing operations in the United States.



Hino, a Toyota Group Company, recently announced as planned that it would end a contractual manufacturing arrangement with TABC, Inc., located in Long Beach, California, and transfer that production to Hino's facility in Williamstown, West Virginia.

Hino Motors Manufacturing President, Yasuo Tanigawa emphasized, "Our manufacturing facility in West Virginia is very flexible, we can quickly and seamlessly respond to increased product demand and product option content. Indeed, this flexibility is a result of our Team Members training in and commitment to the Toyota Production System and Kaizen (continuous improvement)."

Mr. Fukaya echoed Mr. Tanigawa's observations. "We believe the West Virginia plant will permit us to more efficiently and effectively serve our customers, and attract new customers," Mr Fukaya stated. "This move solidifies Hino's intent to have a long term and growing presence in the U.S. market."

Hino Motors Sales USA, Inc., headquartered in Bloomfield Hills, MI sells and services class 4-7 commercial trucks. The Toyota Group Company is the fastest growing medium duty truck nameplate in United States. Hino Motors Manufacturing USA, Inc. manufactures Class 4-7 commercial vehicles in the United States, as well as produces various parts for Toyota Tundra, Tacoma, and Sequoia vehicles built in the United States. Hino Motors Ltd. is Japan's leading manufacturer of trucks and buses.

