

**Financial Reference for the Second Quarter of Fiscal Year Ending March 31, 2011 (Consolidated)**

	Prior 2Q Actual Results (First half of FY ended March 2010) (09/4-9)		Current 2Q Actual Results (First half of FY ending March 2011) (10/4-9)		Prior Year Actual Results (FY ended March 2010) (09/4-10/3)		Current Year Projections (FY ending March 2011) (10/4-11/3)	
	(Thousands of units)	Year-on-year rate	(Thousands of units)	Year-on-year rate	(Thousands of units)	Year-on-year rate	(Thousands of units)	Year-on-year rate
<b>Global unit sales</b>	<b>39.2</b>	<b>-30.1%</b>	<b>52.0</b>	<b>32.5%</b>	<b>87.3</b>	<b>-10.6%</b>	<b>108.0</b>	<b>23.8%</b>
Japan	10.6	-45.0%	13.6	28.1%	25.9	-25.6%	28.0	8.1%
Overseas	28.6	-22.4%	38.4	34.2%	61.4	-2.3%	80.0	30.4%
<b>Consolidated unit sales</b>								
Japan	10.9	-44.9%	13.0	18.7%	27.0	-22.3%	28.0	3.8%
Overseas	23.8	-35.1%	37.8	58.4%	56.5	-11.4%	78.0	38.1%
Commissioned vehicles	38.3	-55.1%	80.6	2.1times	125.1	4.0%	162.0	29.5%
<b>Net sales</b>	<b>392.5</b>	<b>-39.2%</b>	<b>605.7</b>	<b>54.3%</b>	<b>1,023.5</b>	<b>-4.3%</b>	<b>1,200.0</b>	<b>17.2%</b>
Japan	160.0	-36.3%	195.2	22.0%	381.2	-15.8%	388.0	1.8%
Overseas	117.8	-31.3%	170.4	44.7%	259.1	-9.1%	339.0	30.8%
Toyota	114.7	-48.5%	240.1	2.1times	383.2	15.5%	473.0	23.4%
<b>Operating income</b> (Profit margin)	<b>(22.0)</b> (-5.6%)	-	<b>16.4</b> (2.7%)	-	<b>1.1</b> (0.1%)	-	<b>25.0</b> (2.1%)	22.1times
<b>Ordinary income</b> (Profit margin)	<b>(25.7)</b> (-6.6%)	-	<b>13.5</b> (2.2%)	-	<b>(1.9)</b> (-0.2%)	-	<b>20.0</b> (1.7%)	-
<b>Net income</b> (Profit margin)	<b>(29.0)</b> (-7.4%)	-	<b>5.8</b> (1.0%)	-	<b>(3.0)</b> (-0.3%)	-	<b>8.0</b> (0.7%)	-
<b>Variation factors</b> (Based on operating income)	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	<Profit increase factors>		<Profit increase factors>		<Profit increase factors>		<Profit increase factors>	
	Improve in price	13.7	Increase in sales	33.5	Sales increase	23.1	Increase in sales	32.0
	Improvement in cost of sales	6.8	Environmental change	2.5	Improvement in cost of sales	19.9	Improvement in cost of sales	19.0
	Reduction of fixed costs	13.6	Improvement in cost of sales	8.8	Reduction of fixed costs	19.0		
	<Profit decline factors>		<Profit decline factors>		<Profit decline factors>		<Profit decline factors>	
	Decrease in unit sales	55.3	Change in cost structure, etc	6.4	Decrease in unit sales	34.5	Environmental change	14.0
	Environmental change	9.1			Environmental change	7.0	Change in cost structure, etc	13.1
	Total	<b>(30.3)</b>	Total	<b>38.4</b>	Total	<b>20.5</b>	Total	<b>23.9</b>
<b>Performance evaluation</b>	<b>Decreased revenue + decreased profit</b>		<b>Increased revenue + increased profit</b>		<b>Decreased revenue + increased profit</b>		<b>Increased revenue + increased profit</b>	
<b>Capital expenditure</b>	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
Hino Motors	11.5		6.4		18.4		27.0	
Suppliers	1.6		1.6		3.4		3.0	
Overseas	2.0		2.4		5.2		6.5	
Dealers	0.7		0.7		1.5		1.0	
<b>Depreciation</b>	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
Hino Motors	14.6		14.8		29.6		30.5	
Suppliers	2.6		2.5		5.6		5.5	
Overseas	4.0		3.6		7.2		7.0	
Dealers	1.4		1.3		2.8		2.5	
<b>R&amp;D</b>	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	<b>18.3</b>		<b>19.6</b>		<b>38.1</b>		<b>42.0</b>	
<b>Exchange rate</b>	96 yen/US\$		89 yen/US\$		93 yen/US\$		85 yen/US\$ (Second half of FY 80 yen/US\$)	

Note: Figures in parenthesis indicate the loss or decrease.