

Financial Reference for the Fiscal Year Ending March 31, 2011 (Consolidated)

	Prior Year Actual Results (FY ended March 2010) (‘09/4-‘10/3)		Current Year Actual Results (FY ended March 2011) (‘10/4-‘11/3)	
		Year-on-year rate		Year-on-year rate
Unit production	(Thousands of units)		(Thousands of units)	
	79.8	-12.2%	107.6	34.7%
Japan	77.4	-14.8%	98.5	27.1%
Overseas	2.4	-	9.1	3.8times
Consolidated unit sales	(Thousands of units)		(Thousands of units)	
Japan	27.0	-22.3%	29.3	8.8%
Overseas	56.5	-11.4%	78.8	39.5%
Commissioned vehicles	125.1	4.0%	158.7	26.8%
Net sales	(Billions of yen)		(Billions of yen)	
	1,023.5	-4.3%	1,242.7	21.4%
Japan	381.2	-15.8%	415.5	9.0%
Overseas	259.1	-9.1%	352.3	36.0%
Toyota	383.2	15.5%	474.9	23.9%
Operating income <i>(Profit margin)</i>	(Billions of yen)		(Billions of yen)	
	1.1 <i>(0.1%)</i>	-	28.9 <i>(2.3%)</i>	25.5times
Ordinary income <i>(Profit margin)</i>	(Billions of yen)		(Billions of yen)	
	(1.9) <i>(-0.2%)</i>	-	25.1 <i>(2.0%)</i>	-
Net income <i>(Profit margin)</i>	(Billions of yen)		(Billions of yen)	
	(3.0) <i>(-0.3%)</i>	-	(10.0) <i>(-0.8%)</i>	-
Variation factors (Based on operating income)	(Billions of yen)		(Billions of yen)	
	《Profit increase factors》		《Profit increase factors》	
	Sales increase	23.1	Increase in sales	33.7
	Improvement in cost of sales	19.9	Improvement in cost of sales	18.7
	Reduction of fixed costs	19.0		
	《Profit decline factors》		《Profit decline factors》	
	Decrease in unit sales	34.5	Environmental change	11.1
	Environmental change	7.0	Change in cost structure, etc	13.5
	Total	20.5	Total	27.8
Performance evaluation	Decreased revenue + increased profit		Increased revenue + increased profit	
Capital expenditure	(Billions of yen)		(Billions of yen)	
	28.5		30.0	
Hino Motors	18.4		19.4	
Suppliers	3.4		4.2	
Overseas	5.2		5.3	
Dealers	1.5		1.1	
Depreciation	(Billions of yen)		(Billions of yen)	
	45.2		45.7	
Hino Motors	29.6		30.2	
Suppliers	5.6		5.4	
Overseas	7.2		7.6	
Dealers	2.8		2.5	
R&D	(Billions of yen)		(Billions of yen)	
	38.1		41.1	
Exchange rate	93yen/US\$		86yen/US\$	

Note: Figures in parenthesis indicate the loss or decrease.

Financial Reference for the Fiscal Year Ending March 31, 2011 (Non-Consolidated)

	Prior Year Actual Results (FY ended March 2010)		Current Year Actual Results (FY ended March 2011)	
		Year-on-year rate		Year-on-year rate
Total demand of heavy- & medium-duty trucks	(Thousands of units) 41.6	-33.9%	(Thousands of units) 51.4	23.5%
Heavy	24.8	-31.7%	30.6	23.3%
Medium	16.8	-37.0%	20.8	23.9%
Total demand of light-duty trucks	48.9	-30.3%	54.5	11.5%
Registration of heavy- & medium-duty trucks	(Thousands of units) 14.5	-29.2%	(Thousands of units) 18.0	24.0%
<i>(Share - heavy & medium)</i>	<i>(34.8%)</i>	<i>(2.3P)</i>	<i>(34.9%)</i>	<i>(0.1P)</i>
Heavy	8.1	-29.2%	9.8	20.7%
<i>(Share - heavy)</i>	<i>(32.6%)</i>	<i>(2.0P)</i>	<i>(31.9%)</i>	<i>(-0.7P)</i>
Medium	6.4	-31.7%	8.2	28.2%
<i>(Share - medium)</i>	<i>(38.0%)</i>	<i>(2.9P)</i>	<i>(39.4%)</i>	<i>(1.4P)</i>
Registration of light-duty trucks	8.7	-24.4%	9.7	12.3%
<i>(Share - light)</i>	<i>(17.7%)</i>	<i>(1.4P)</i>	<i>(17.8%)</i>	<i>(0.1P)</i>
Shipments	(Thousands of units)		(Thousands of units)	
Japan	26.9	-21.6%	29.0	7.8%
Export	51.2	-12.8%	70.3	37.4%
Commissioned vehicles	121.3	0.8%	142.4	17.4%
Net sales	(Billions of yen) 746.9	-3.8%	(Billions of yen) 903.5	21.0%
Japan	260.4	-15.8%	281.2	8.0%
Overseas	192.3	-14.6%	270.7	40.8%
Toyota	294.2	21.7%	351.6	19.5%
Operating income	(Billions of yen) (13.1)	-	(Billions of yen) 0.4	-
<i>(Profit margin)</i>	<i>(-1.8%)</i>		<i>(0.0%)</i>	
Ordinary income	(Billions of yen) (9.2)	-	(Billions of yen) 1.1	-
<i>(Profit margin)</i>	<i>(-1.2%)</i>		<i>(0.1%)</i>	
Net income	(Billions of yen) (7.8)	-	(Billions of yen) (21.0)	-
<i>(Profit margin)</i>	<i>(-1.0%)</i>		<i>(-2.3%)</i>	
Performance evaluation	Decreased revenue + increased profit		Increased revenue + increased profit	
Capital expenditure	(Billions of yen) 18.4		(Billions of yen) 19.4	
Depreciation	(Billions of yen) 29.6		(Billions of yen) 30.2	
R&D	(Billions of yen) 37.7		(Billions of yen) 40.9	

Note: Figures in parenthesis indicate the loss or decrease.