

Reference for Financial Forecast for the Fiscal Year Ending March 31, 2021 (Consolidated)

	Prior 1Q Actual Results (First quarter of FY ending March 2020) (April 1, 2019 to June 30, 2019)		Current 1Q Actual Results (First quarter of FY ending March 2021) (April 1, 2020 to June 30, 2020)		Prior Year Actual Results (FY ended March 2020) (April 1, 2019 to March 31, 2020)		Current Year Forecasts (FY ending March 2021) (April 1, 2020 to March 31, 2021)	
	(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
Global Unit Sales (Retail Sales)								
Hino brands	42.2	-12.1%	27.9	-33.7%	180.3	-11.2%	142.5	-21.0%
Japan	14.7	-4.3%	12.5	-15.0%	66.8	-6.6%	59.0	-11.7%
Overseas	27.5	-15.8%	15.4	-43.8%	113.5	-13.8%	83.5	-26.4%
Toyota	37.2	0.6%	16.6	-55.5%	139.3	-8.7%	88.8	-36.3%
Unit production								
Trucks and buses	45.1	-7.2%	23.9	-46.9%	171.2	-17.0%	126.4	-26.2%
Toyota brand vehicles	37.1	0.2%	16.5	-55.7%	145.7	-4.5%	88.8	-39.1%
Net sales	(Billions of yen) 446.2	-4.5%	(Billions of yen) 300.4	-32.7%	(Billions of yen) 1,815.6	-8.4%	(Billions of yen) 1,410.0	-22.3%
Operating income <Profit margin>	(Billions of yen) 13.6 (3.0%)	-28.7%	(Billions of yen) -10.6 (-3.5%)	-	(Billions of yen) 54.9 (3.0%)	-36.7%	(Billions of yen) 2.0 (0.1%)	-96.4%
Ordinary income <Profit margin>	(Billions of yen) 11.5 (2.6%)	-40.7%	(Billions of yen) -11.8 (-3.9%)	-	(Billions of yen) 49.6 (2.7%)	-40.9%	(Billions of yen) TBD	-
Profit attributable to owners of parent <Profit margin>	(Billions of yen) 6.6 (1.5%)	-48.6%	(Billions of yen) -8.1 (-2.7%)	-	(Billions of yen) 31.5 (1.7%)	-42.7%	(Billions of yen) TBD	-
Variation factors (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 »	
	Improvement in cost of sales	3.4	Change in cost structure etc.	4.8	Improvement in cost of sales	19.7	Change in cost structure etc.	35.1
			Improvement in cost of sales	2.3	Change in cost structure etc.	4.6	Improvement in cost of sales	20.0
	« Profit decrease factors »		« Profit decrease factors »		« Profit decrease factors »		« Profit decrease factors »	
	Effect of sales	5.2	Effect of sales	29.7	Effect of sales	40.0	Effect of sales	100.0
	Environmental change	1.8	Environmental change	1.6	Environmental change	12.6	Environmental change	8.0
	Strengthening foundations, Change in cost structure etc.	1.1			Strategic investment cost	3.5		
	Strategic investment cost	0.8						
	Total	-5.5	Total	-24.2	Total	-31.8	Total	-52.9
Performance evaluation	Decreased revenue + Decreased profit		Decreased revenue + Decreased profit		Decreased revenue + Decreased profit		Decreased revenue + Decreased profit	
Capital expenditure	(Billions of yen) 8.8		(Billions of yen) 9.5		(Billions of yen) 59.7		(Billions of yen) 50.0	
Depreciation	(Billions of yen) 12.4		(Billions of yen) 11.8		(Billions of yen) 50.4		(Billions of yen) 49.0	
R&D	(Billions of yen) 14.1		(Billions of yen) 13.7		(Billions of yen) 60.6		(Billions of yen) 55.0	
Exchange rate	111 yen/US\$		109 yen/US\$		109 yen/US\$		106 yen/US\$	