

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

	Prior 2Q Actual Results (Second quarter of FY ending March 2020) (April 1, 2019 to September 30, 2019)		Current 2Q Actual Results (Second quarter of FY ending March 2021) (April 1, 2020 to September 30, 2020)	
		Year-on- year rate		Year-on- year rate
Global Unit Sales (Retail Sales)	(Thousands of units)		(Thousands of units)	
Hino brands	93.8	-6.3%	64.4	-31.3%
Japan	35.8	7.0%	28.3	-21.1%
Overseas	58.0	-12.9%	36.1	-37.7%
Toyota	74.4	3.3%	42.3	-43.2%
Unit production	(Thousands of units)		(Thousands of units)	
Trucks and buses	90.1	-7.8%	48.5	-46.1%
Toyota brand vehicles	74.6	3.2%	42.3	-43.3%

	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)	
		Year-on- year rate		Year-on- year rate
	(Thousands of units)		(Thousands of units)	
	180.3	-11.2%	142.5	-21.0%
	66.8	-6.6%	59.0	-11.7%
	113.5	-13.8%	83.5	-26.4%
	139.3	-8.7%	109.7	-21.3%
	(Thousands of units)		(Thousands of units)	
	171.2	-17.0%	126.4	-26.2%
	145.7	-4.5%	109.7	-24.7%

	(Billions of yen)		(Billions of yen)	
		Year-on- year rate		Year-on- year rate
Net sales	9,461.0	-1.2%	6,663.0	-29.6%
Operating income <Profit margin>	328.0 (3.5%)	-14.1%	-117.0 (-1.8%)	-
Ordinary income <Profit margin>	300.0 (3.2%)	-20.8%	-128.0 (-1.9%)	-
Profit attributable to owners of parent <Profit margin>	186.0 (2.0%)	-23.0%	-96.0 (-1.4%)	-
Variation factors (Based on operating income)	(Billions of yen)		(Billions of yen)	
	« Profit increase factors »		« Profit increase factors »	
	Improvement in cost of sales	84.0	Change in cost structure etc.	123.0
	Change in cost structure etc.	21.0	Improvement in cost of sales	61.0
	« Profit decrease factors »		« Profit decrease factors »	
	Effect of sales	84.0	Effect of sales	608.0
	Environmental change	58.0	Environmental change	21.0
	Strategic investment cost	17.0		
	Total	-54.0	Total	-445.0
Performance evaluation	Decreased revenue + Decreased profit		Decreased revenue + Decreased profit	
Capital expenditure	229.0 (Billions of yen)		208.0 (Billions of yen)	
Depreciation	249.0 (Billions of yen)		237.0 (Billions of yen)	
R&D	291.0 (Billions of yen)		263.0 (Billions of yen)	
Exchange rate	109 yen/US\$		106 yen/US\$	

	(Billions of yen)		(Billions of yen)	
		Year-on- year rate		Year-on- year rate
Net sales	18,156.0	-8.4%	14,300.0	-21.2%
Operating income <Profit margin>	549.0 (3.0%)	-36.7%	30.0 (0.2%)	-94.5%
Ordinary income <Profit margin>	496.0 (2.7%)	-40.9%	-20.0 (-1.7%)	-
Profit attributable to owners of parent <Profit margin>	315.0 (1.7%)	-42.7%	-30.0 (-1.7%)	-
Variation factors (Based on operating income)	(Billions of yen)		(Billions of yen)	
	« Profit increase factors »		« Profit increase factors »	
	Improvement in cost of sales	197.0	Change in cost structure etc.	351.0
	Change in cost structure etc.	46.0	Improvement in cost of sales	200.0
	« Profit decrease factors »		« Profit decrease factors »	
	Effect of sales	400.0	Effect of sales	990.0
	Environmental change	126.0	Environmental change	80.0
	Strategic investment cost	35.0		
	Total	-318.0	Total	-519.0
Performance evaluation	Decreased revenue + Decreased profit		Decreased revenue + Decreased profit	
Capital expenditure	597.0 (Billions of yen)		500.0 (Billions of yen)	
Depreciation	504.0 (Billions of yen)		490.0 (Billions of yen)	
R&D	606.0 (Billions of yen)		550.0 (Billions of yen)	
Exchange rate	109 yen/US\$		106 yen/US\$ (FY2021/2H)	