

Reference for Financial Results for the Fiscal Year Ended March 31, 2020 (Consolidated)

	Prior Year Actual Results (FY ended March 2019)		Current Year Actual Results (FY ended March 2020)	
		Year-on-year rate		Year-on-year rate
Total demand in Japan	(Thousands of units)		(Thousands of units)	
	211.1	2.0%	204.8	-3.0%
Heavy- & medium- duty truck	91.5	0.4%	91.9	0.4%
Light-duty trucks	109.2	4.9%	103.3	-5.4%
Buses	10.4	-11.8%	9.6	-7.7%
Registration in Japan	(Thousands of units)		(Thousands of units)	
	71.5	7.4%	66.8	-6.6%
Heavy- & medium- duty truck	37.1	8.0%	35.9	-3.1%
Light-duty trucks	30.8	8.4%	27.8	-9.7%
Buses	3.7	-5.5%	3.1	-15.8%
Unit production	(Thousands of units)		(Thousands of units)	
Trucks and buses	206.2	9.6%	171.2	-17.0%
Toyota	152.7	1.6%	145.7	-4.5%
Global Unit Sales (Retail Sales)	(Thousands of units)		(Thousands of units)	
Hino	203.2	8.7%	180.3	-11.2%
Japan	71.5	7.4%	66.8	-6.6%
Overseas	131.6	9.4%	113.5	-13.8%
Toyota	152.7	1.6%	139.3	-8.7%

Net sales	(Billions of yen)		(Billions of yen)	
	1,981.3	7.8%	1,815.6	-8.4%
Japan	805.2	7.7%	782.8	-2.8%
Overseas	637.0	10.1%	538.6	-15.5%
Toyota	539.1	5.3%	494.2	-8.3%
Operating income <i>(Profit margin)</i>	(Billions of yen)		(Billions of yen)	
	86.7 <i>(4.4%)</i>	7.9%	54.9 <i>(3.0%)</i>	-36.7%
Ordinary income <i>(Profit margin)</i>	(Billions of yen)		(Billions of yen)	
	83.9 <i>(4.2%)</i>	4.3%	49.6 <i>(2.7%)</i>	-40.9%
Profit attributable to owners of parent <i>(Profit margin)</i>	(Billions of yen)		(Billions of yen)	
	54.9 <i>(2.8%)</i>	6.9%	31.5 <i>(1.7%)</i>	-42.7%
Variation factors <i>(Based on operating income)</i>	(Billions of yen)		(Billions of yen)	
	《Profit increase factors》		《Profit increase factors》	
	Effect of sales	26.3	Improvement in cost of sales	19.7
	Improvement in cost of sales	17.6	Change in cost structure, etc.	4.6
	《Profit decrease factors》		《Profit decrease factors》	
	Environmental change	18.4	Effect of sales	40.0
	Change in cost structure, Reinforcement etc.	14.1	Environmental change	12.6
	Strategic investment expense	5.0	Strategic investment expense	3.5
	Total	6.4	Total	-31.8
Performance evaluation	Increased revenue / increased profit		Decreased revenue / decreased profit	
Capital expenditure	(Billions of yen) 58.8		(Billions of yen) 59.7	
Depreciation	(Billions of yen) 51.5		(Billions of yen) 50.4	
R&D	(Billions of yen) 61.5		(Billions of yen) 60.6	
Exchange rate	110 yen / US\$		109 yen / US\$	