

Reference for Financial Results for the Fiscal Year Ended March 31, 2021 (Consolidated)

	Prior Year Actual Results (FY ended March 2020)		Current Year Actual Results (FY ended March 2021)		Next Year Forecasts (FY ending March 2022)	
	(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)	(Thousands of units)		(Thousands of units)		(Thousands of units)	
Hino brands	180.3	-11.2%	142.6	-20.9%	150.0	5.2%
Japan	66.8	-6.6%	59.7	-10.7%	61.0	2.2%
Overseas	113.5	-13.8%	82.9	-26.9%	89.0	7.3%
Toyota	139.3	-8.7%	108.7	-22.0%	118.5	9.0%
Unit production	(Thousands of units)		(Thousands of units)		(Thousands of units)	
Trucks and buses	171.2	-17.0%	120.0	-29.9%	150.0	25.0%
Toyota brand vehicles	139.2	-8.8%	108.6	-22.0%	118.5	9.1%
Net sales	(Billions of yen) 1,815.6	-8.4%	(Billions of yen) 1,498.4	-17.5%	(Billions of yen) 1,330.0	-
Operating income <Profit margin>	(Billions of yen) 54.9 (3.0%)	-36.7%	(Billions of yen) 12.3 (0.8%)	-77.7%	(Billions of yen) 47.0 (3.5%)	-
Ordinary income <Profit margin>	(Billions of yen) 49.6 (2.7%)	-40.9%	(Billions of yen) 12.3 (0.8%)	-75.3%	(Billions of yen) 42.0 (3.2%)	-
Profit attributable to owners of parent <Profit margin>	(Billions of yen) 31.5 (1.7%)	-42.7%	(Billions of yen) -7.5 (-0.5%)	-	(Billions of yen) 11.0 (0.8%)	-
Variation factors (Based on operating income)	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	«Profit increase factors»		«Profit increase factors»		«Profit increase factors»	
	Improvement in cost of sales 19.7		Improvement in cost of sales 16.0		Effect of sales 35.0	
	Change in cost structure etc. 4.6		Change in cost structure etc. 33.9		Improvement in cost of sales 20.0	
	«Profit decrease factors»		«Profit decrease factors»		«Profit decrease factors»	
	Effect of sales 40.0		Effect of sales 86.7		Environmental change 10.0	
	Environmental change 12.6		Environmental change 5.8		Advanced Technology and CASE etc. 10.3	
	Strategic investment cost 3.5					
	Total -31.8		Total -42.6		Total 34.7	
Performance evaluation	Decreased revenue + Decreased profit		Decreased revenue + Decreased profit		—	
Capital expenditure	(Billions of yen) 59.7		(Billions of yen) 44.5		(Billions of yen) 56.0	
Depreciation	(Billions of yen) 50.4		(Billions of yen) 47.5		(Billions of yen) 49.0	
R&D	(Billions of yen) 60.6		(Billions of yen) 51.4		(Billions of yen) 59.0	
Exchange rate	109 yen / US\$		106 yen / US\$		105 yen / US\$	