

Reference for Financial Forecast for the Fiscal Year Ending March 31, 2022 (Consolidated)

	Prior 1Q Actual Results (First quarter of FY ending March 2021) (April 1, 2020 to June 30, 2020)		Current 1Q Actual Results (First quarter of FY ending March 2022) (April 1, 2021 to June 30, 2021)		Prior Year Actual Results (FY ended March 2021) (April 1, 2020 to March 31, 2021)		Current Year Forecasts (FY ending March 2022) (April 1, 2021 to March 31, 2022)	
	(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	27.9	-33.7%	36.3	30.0%	142.6	-20.9%	150.0	5.2%
Japan	12.5	-15.0%	12.9	3.0%	59.7	-10.7%	61.0	2.2%
Overseas	15.4	-43.8%	23.4	52.0%	82.9	-26.9%	89.0	7.3%
Toyota	16.6	-55.5%	35.5	114.6%	108.7	-22.0%	118.5	9.0%
Unit production								
Trucks and buses	23.9	-46.9%	38.7	61.8%	120.0	-29.9%	150.0	25.0%
Toyota brand vehicles	16.5	-55.7%	35.6	116.1%	108.6	-22.0%	118.5	9.1%
Net sales	(Billions of yen) 300.4	-32.7%	(Billions of yen) 343.5	-	(Billions of yen) 1,498.4	-17.5%	(Billions of yen) 1,330.0	-
Operating income <Profit margin>	(Billions of yen) -10.6 (-3.5%)	-	(Billions of yen) 16.2 (4.7%)	-	(Billions of yen) 12.3 (0.8%)	-77.7%	(Billions of yen) 47.0 (3.5%)	-
Ordinary income <Profit margin>	(Billions of yen) -11.8 (-3.9%)	-	(Billions of yen) 15.7 (4.6%)	-	(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) -8.1 (-2.7%)	-	(Billions of yen) 6.3 (1.8%)	-	(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)		(Billions of yen)	
	« Profit increase factors »		« Profit increase factors »		« Profit increase factors »		« Profit increase factors »	
	Change in cost structure etc.	4.8	Effect of sales	17.9	Improvement in cost of sales	16.0	Effect of sales	35.0
	Improvement in cost of sales	2.3	Change in cost structure etc.	4.8	Change in cost structure etc.	33.9	Improvement in cost of sales	20.0
			Improvement in cost of sales	4.0				
			Environmental change	1.2				
	« Profit decrease factors »		« Profit decrease factors »		« Profit decrease factors »		« Profit decrease factors »	
	Effect of sales	29.7	Advanced Technology and CASE etc.	1.1	Effect of sales	86.7	Environmental change	10.0
	Environmental change	1.6			Environmental change	5.8	Advanced Technology and CASE etc.	10.3
	Total	-24.2	Total	26.8	Total	-42.6	Total	34.7
Performance evaluation	Decreased revenue + Decreased profit		—		Decreased revenue + Decreased profit		—	
Capital expenditure	(Billions of yen) 9.5		(Billions of yen) 9.5		(Billions of yen) 44.5		(Billions of yen) 56.0	
Depreciation	(Billions of yen) 11.8		(Billions of yen) 11.3		(Billions of yen) 47.5		(Billions of yen) 49.0	
R&D	(Billions of yen) 13.7		(Billions of yen) 11.4		(Billions of yen) 51.4		(Billions of yen) 59.0	
Exchange rate	109 yen/US\$		109 yen/US\$		106 yen/US\$		105 yen/US\$	