

Reference for Financial Results for the Fiscal Year Ending March 31, 2024 (Consolidated)

	Prior 3Q Actual Results (Third quarter of FY ended March 2023) (April 1, 2022 to December 31, 2022)		Current 3Q Actual Results (Third quarter of FY ending March 2024) (April 1, 2023 to December 31, 2023)		Prior Year Actual Results (FY ended March 2023) (April 1, 2022 to March 31, 2023)		Current Year Forecasts (FY ending March 2024) (April 1, 2023 to March 31, 2024)	
	(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	109.4	-5.6%	99.9	-8.6%	144.6	-7.6%	138.0	-4.6%
Japan	25.7	-39.9%	26.0	1.4%	36.2	-37.8%	40.0	10.6%
Overseas	83.7	14.4%	73.9	-11.7%	108.4	10.3%	98.0	-9.6%
Toyota	101.8	-3.1%	90.4	-11.2%	127.9	-9.8%	119.8	-6.3%
Unit production								
Trucks and buses	116.6	-2.3%	102.5	-12.1%	157.4	1.0%	139.0	-11.7%
Toyota brand vehicles	101.8	-3.1%	90.4	-11.2%	127.9	-9.8%	119.8	-6.3%
Net sales	(Billions of yen) 1,110.4	3.8%	(Billions of yen) 1,141.5	2.8%	(Billions of yen) 1,507.3	3.3%	(Billions of yen) 1,500.0	-0.5%
Operating income <Profit margin>	(Billions of yen) 25.6 (2.3%)	-48.6%	(Billions of yen) 4.7 (0.4%)	-81.8%	(Billions of yen) 17.4 (1.2%)	-48.5%	(Billions of yen) 1.0 (0.1%)	-94.3%
Ordinary income <Profit margin>	(Billions of yen) 25.1 (2.3%)	-52.1%	(Billions of yen) 4.1 (0.4%)	-83.8%	(Billions of yen) 15.8 (1.0%)	-58.4%	(Billions of yen) -4.0 (-0.3%)	-
Profit attributable to owners of parent <Profit margin>	(Billions of yen) -23.7 (-2.1%)	-225.9%	(Billions of yen) -10.3 (-0.9%)	-	(Billions of yen) -117.7 (-7.8%)	-	(Billions of yen) -22.0 (-1.5%)	-
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>>	
Environmental change	12.4		Effect of sales	28.7	Environmental change	4.6	Effect of sales	22.5
Improvement in cost of sales	2.8		Improvement in cost of sales	0.4	Improvement in cost of sales	3.2	Improvement in cost of sales	6.0
<<Profit decrease factors>>			<<Profit decrease factors>>		<<Profit decrease factors>>		<<Profit decrease factors>>	
Effect of sales	28.7		Environmental change	27.7	Effect of sales	21.5	Environmental change	22.5
Change in cost structure etc.	10.7		Change in cost structure etc.	22.3	Change in cost structure etc.	2.7	Change in cost structure etc.	22.4
Total	-24.2		Total	-20.9	Total	-16.4	Total	-16.4
Performance evaluation	Increased revenue + Decreased profit		Increased revenue + Decreased profit		Increased revenue + Decreased profit		Decreased revenue + decreased profit	
Capital expenditure	(Billions of yen) 36.1		(Billions of yen) 47.4		(Billions of yen) 69.0		(Billions of yen) 82.0	(*1)
Depreciation	(Billions of yen) 42.6		(Billions of yen) 40.6		(Billions of yen) 57.3		(Billions of yen) 54.0	(*1)
R&D	(Billions of yen) 36.3		(Billions of yen) 40.5		(Billions of yen) 52.5		(Billions of yen) 46.0	
Exchange rate	136 yen/US\$		142 yen/US\$		135 yen/US\$		142 yen/US\$	

(*1)Capital expenditure and Depreciation include Investments and other assets.