

## Reference for Financial Results for the Fiscal Year Ending March 31, 2025 (Consolidated)

	Prior 1Q Actual Results (First quarter of FY ended March 2024) (April 1, 2023 to June 30, 2023)		Current 1Q Actual Results (First quarter of FY ending March 2025) (April 1, 2024 to June 30, 2024)		Prior Year Actual Results (FY ended March 2024) (April 1, 2023 to March 31, 2024)		Current Year Forecasts (FY ending March 2025) (April 1, 2024 to March 31, 2025)	
	(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
<b>Global Unit Sales (Retail Sales)</b>								
Hino brands	31.3	-15.4%	29.0	-7.4%	130.2	-10.0%	134.0	2.9%
Japan	9.1	-3.7%	10.0	9.6%	36.3	0.2%	42.0	15.9%
Overseas	22.2	-19.4%	19.0	-14.4%	93.9	-13.4%	92.0	-2.1%
Toyota	30.9	-12.7%	32.5	5.3%	104.3	-18.4%	155.1	48.7%
<b>Unit production</b>								
Trucks and buses	34.0	-9.8%	32.4	-4.8%	132.9	-15.6%	127.0	-4.4%
Toyota brand vehicles	30.9	-12.7%	32.5	5.3%	104.3	-18.4%	155.1	48.7%
<b>Net sales</b>	(Billions of yen) <b>371.9</b>	4.5%	(Billions of yen) <b>411.1</b>	10.5%	(Billions of yen) <b>1,516.3</b>	0.6%	(Billions of yen) <b>1,600.0</b>	5.5%
<b>Operating income</b> <Profit margin>	(Billions of yen) <b>1.1</b> (0.3%)	-73.7%	(Billions of yen) <b>6.4</b> (1.6%)	5.6 times	(Billions of yen) <b>-8.1</b> (-0.5%)	-	(Billions of yen) <b>20.0</b> (1.3%)	-
<b>Ordinary income</b> <Profit margin>	(Billions of yen) <b>2.9</b> (0.8%)	-61.7%	(Billions of yen) <b>5.3</b> (1.3%)	86.6%	(Billions of yen) <b>-9.2</b> (-0.6%)	-	(Billions of yen) <b>10.0</b> (0.6%)	-
<b>Profit attributable to owners of parent</b> <Profit margin>	(Billions of yen) <b>-16.5</b> (-4.4%)	-	(Billions of yen) <b>-0.2</b> (-0.1%)	-	(Billions of yen) <b>17.1</b> (1.1%)	-	(Billions of yen) <b>-</b> (-)	-
<b>Variation factors</b> (Based on operating income)	«Profit increase factors»		«Profit increase factors»		«Profit increase factors»		«Profit increase factors»	
Effect of sales	11.2		Environmental change	5.1	Effect of sales	30.0	Effect of sales	29.0
Improvement in cost of sales	0.9		Effect of sales	4.5			Change in cost structure etc.	13.1
			Improvement in cost of sales	0.3				
	«Profit decrease factors»		«Profit decrease factors»		«Profit decrease factors»		«Profit decrease factors»	
Environmental change	10.0		Change in cost structure etc.	4.6	Environmental change	27.9	Environmental change	14.0
Change in cost structure etc.	5.3				Change in cost structure etc.	27.2		
					Improvement in cost of sales	0.4		
Total	<b>-3.2</b>		Total	<b>5.3</b>	Total	<b>-25.5</b>	Total	<b>28.1</b>
<b>Performance evaluation</b>	<b>Increased revenue + Decreased profit</b>		<b>Increased revenue + Increased profit</b>		<b>Increased revenue + Decreased profit</b>		<b>Increased revenue + Increased profit</b>	
<b>Capital expenditure</b>	(Billions of yen) <b>11.8</b>		(Billions of yen) <b>11.8</b>		(Billions of yen) <b>73.7</b>		(Billions of yen) <b>70.0</b>	
<b>Depreciation</b>	(Billions of yen) <b>13.3</b>		(Billions of yen) <b>14.6</b>		(Billions of yen) <b>56.5</b>		(Billions of yen) <b>56.0</b>	
<b>R&amp;D</b>	(Billions of yen) <b>12.2</b>		(Billions of yen) <b>12.1</b>		(Billions of yen) <b>55.3</b>		(Billions of yen) <b>55.0</b>	
<b>Exchange rate</b>	135 yen/US\$		154 yen/US\$		142 yen/US\$		145 yen/US\$	