

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

	Actual results in the previous interim consolidated accounting period (April 1, 2023 to September 30, 2023)		Actual results in the current interim consolidated accounting period (April 1, 2024 to September 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	65.5	-11.2%	62.1	-5.3%	130.2	-10.0%	130.0	-0.2%
Japan	18.9	-1.2%	20.9	10.4%	36.3	0.2%	42.0	15.9%
Overseas	46.6	-14.8%	41.1	-11.7%	93.9	-13.4%	88.0	-6.3%
Toyota	60.8	-15.6%	69.7	14.6%	104.3	-18.4%	152.0	45.7%
<b>Unit production</b>								
Trucks and buses	66.5	-10.8%	63.7	-4.3%	132.9	-15.6%	130.0	-2.2%
Toyota brand vehicles	60.8	-15.6%	69.7	14.6%	104.3	-18.4%	152.0	45.7%

  

<b>Net sales</b>	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	<b>755.4</b>	3.0%	<b>847.5</b>	12.2%	<b>1,516.3</b>	0.6%	<b>1,650.0</b>	8.8%
<b>Operating income</b> <Profit margin>	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	<b>6.8</b> (0.9%)	-59.3%	<b>24.1</b> (2.8%)	3.6times	<b>-8.1</b> (-0.5%)	-	<b>30.0</b> (1.8%)	-
<b>Ordinary income</b> <Profit margin>	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	<b>6.3</b> (0.8%)	-69.4%	<b>19.4</b> (2.3%)	3.1times	<b>-9.2</b> (-0.6%)	-	<b>25.0</b> (1.5%)	-
<b>Profit attributable to owners of parent</b> <Profit margin>	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	<b>0.1</b> (0.0%)	-97.8%	<b>-219.6</b> (-25.9%)	-	<b>17.1</b> (1.1%)	-	<b>-220.0</b> (-13.3%)	-
<b>Variation factors</b> (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>	
Effect of sales	25.3		Effect of sales	11.9	Effect of sales	30.0	Effect of sales	35.0
Improvement in cost of sales	1.2		Environmental change	5.6			Change in cost structure etc.	19.1
			Improvement in cost of sales	1.7				
<Profit decrease factors>			<Profit decrease factors>		<Profit decrease factors>		<Profit decrease factors>	
Environmental change	21.4		Change in cost structure etc.	1.9	Environmental change	27.9	Environmental change	16.0
Change in cost structure etc.	14.9				Change in cost structure etc.	27.2		
					Improvement in cost of sales	0.4		
Total	<b>-9.8</b>		Total	<b>17.3</b>	Total	<b>-25.5</b>	Total	<b>38.1</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)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	<b>30.4</b>		<b>27.1</b>		<b>73.7</b>		<b>70.0</b>	
<b>Depreciation</b>	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	<b>27.0</b>		<b>28.5</b>		<b>56.5</b>		<b>56.0</b>	
<b>R&amp;D</b>	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	<b>26.4</b>		<b>25.1</b>		<b>55.3</b>		<b>54.0</b>	
<b>Exchange rate</b>	139 yen/US\$		154 yen/US\$		142 yen/US\$		149 yen/US\$	