

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

	Prior 3Q Actual Results (Third quarter of FY ended March 2024) (April 1, 2023 to December 31, 2023)		Current 3Q Actual Results (Third quarter of FY ending March 2025) (April 1, 2024 to December 31, 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)	
		Year-on-year rate		Year-on-year rate		Year-on-year rate		Year-on-year rate
Global Unit Sales (Retail Sales)	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)	
Hino brands	99.9	-8.6%	95.3	-4.6%	130.2	-10.0%	127.0	-2.5%
Japan	26.0	1.4%	30.8	18.5%	36.3	0.2%	42.0	15.9%
Overseas	73.9	-11.7%	64.5	-12.8%	93.9	-13.4%	85.0	-9.5%
Toyota	90.4	-11.2%	109.6	21.2%	104.3	-18.4%	153.4	47.0%
Unit production	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)	
Trucks and buses	102.5	-12.1%	94.0	-8.3%	132.9	-15.6%	127.0	-4.4%
Toyota brand vehicles	90.4	-11.2%	109.6	21.2%	104.3	-18.4%	153.4	47.0%
Net sales	(Billions of yen)	2.8%	(Billions of yen)	12.2%	(Billions of yen)	0.6%	(Billions of yen)	8.8%
Operating income <Profit margin>	(Billions of yen)	-81.8%	(Billions of yen)	9.7 times	(Billions of yen)	-	(Billions of yen)	-
Ordinary income <Profit margin>	(Billions of yen)	-83.8%	(Billions of yen)	4.8 times	(Billions of yen)	-	(Billions of yen)	-
Profit attributable to owners of parent <Profit margin>	(Billions of yen)	-	(Billions of yen)	-	(Billions of yen)	-	(Billions of yen)	-
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»	
	Effect of sales	28.7	Effect of sales	27.8	Effect of sales	30.0	Effect of sales	39.5
	Improvement in cost of sales	0.4	Change in cost structure etc.	7.1			Change in cost structure etc.	22.1
			Improvement in cost of sales	3.3				
			Environmental change	2.2				
	«Profit decrease factors»		«Profit decrease factors»		«Profit decrease factors»		«Profit decrease factors»	
	Environmental change	27.7	Environmental change	27.9	Environmental change	27.9	Environmental change	8.5
	Change in cost structure etc.	22.3	Change in cost structure etc.	27.2	Change in cost structure etc.	27.2	Change in cost structure etc.	
			Improvement in cost of sales	0.4	Improvement in cost of sales	0.4	Improvement in cost of sales	
	Total	-20.9	Total	40.4	Total	-25.5	Total	53.1
Performance evaluation	Increased revenue + Decreased profit		Increased revenue + Increased profit		Increased revenue + Decreased profit		Increased revenue + Increased profit	
Capital expenditure	(Billions of yen)	47.4	(Billions of yen)	42.3	(Billions of yen)	73.7	(Billions of yen)	70.0
Depreciation	(Billions of yen)	40.6	(Billions of yen)	43.9	(Billions of yen)	56.5	(Billions of yen)	56.0
R&D	(Billions of yen)	40.5	(Billions of yen)	38.3	(Billions of yen)	55.3	(Billions of yen)	54.0
Exchange rate		142 yen/US\$		152 yen/US\$		142 yen/US\$		153 yen/US\$