

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

	Prior Year Actual Results (FY ended March 2024)		Current Year Actual Results (FY ended March 2025)		Next Year Forecasts (FY ending March 2026)	
	(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)	(Thousands of units)		(Thousands of units)		(Thousands of units)	
Hino brands	130.2	-10.0%	125.0	-4.0%	115.0	-8.0%
Japan	36.3	0.2%	41.3	13.8%	37.0	-10.3%
Overseas	93.9	-13.4%	83.8	-10.8%	78.0	-6.9%
Toyota	104.3	-18.4%	152.5	46.2%	165.2	8.3%
Unit production	(Thousands of units)		(Thousands of units)		(Thousands of units)	
Trucks and buses	132.9	-15.6%	121.2	-8.8%	121.0	-0.2%
Toyota brand vehicles	104.3	-18.4%	152.5	46.2%	165.2	8.3%
Net sales	(Billions of yen) 1,516.3	0.6%	(Billions of yen) 1,697.2	11.9%	(Billions of yen) 1,500.0	-11.6%
Operating income <Profit margin>	(Billions of yen) -8.1 (-0.5%)	-	(Billions of yen) 57.5 (3.4%)	-	(Billions of yen) 40.0 (2.7%)	-30.4%
Ordinary income <Profit margin>	(Billions of yen) -9.2 (-0.6%)	-	(Billions of yen) 39.3 (2.3%)	-	(Billions of yen) 35.0 (2.3%)	-11.0%
Profit attributable to owners of parent <Profit margin>	(Billions of yen) 17.1 (1.1%)	-	(Billions of yen) -217.8 (-12.8%)	-	(Billions of yen) 20.0 (1.3%)	-
Variation factors (Based on operating income)	(Billions of yen) «Profit increase factors» Effect of sales 30.0 «Profit decrease factors» Environmental change 27.9 Change in cost structure etc. 27.2 Improvement in cost of sales 0.4 計 -25.5		(Billions of yen) «Profit increase factors» Effect of sales 52.3 Change in cost structure etc. 9.8 Improvement in cost of sales 4.4 «Profit decrease factors» Environmental change 0.9 計 65.6		(Billions of yen) «Profit increase factors» Improvement in cost of sales 7.0 Change in cost structure etc. 1.0 «Profit decrease factors» Environmental change 23.0 Effect of sales 2.5 計 -17.5	
Performance evaluation	Increased revenue + Decreased profit		Increased revenue + Increased profit		Decreased revenue + Decreased profit	
Capital expenditure	(Billions of yen) 73.7		(Billions of yen) 71.0		(Billions of yen) 70.0	
Depreciation	(Billions of yen) 56.5		(Billions of yen) 59.5		(Billions of yen) 57.0	
R&D	(Billions of yen) 55.3		(Billions of yen) 55.0		(Billions of yen) 60.0	
Exchange rate	142 yen / US\$		153 yen / US\$		140 yen / US\$	