

## Reference for Financial Results for the Fiscal Year Ending March 31, 2026 (Consolidated)

	Prior 1Q Actual Results (First quarter of FY ended March 2025) (April 1, 2024 to June 30, 2024)		Current 1Q Actual Results (First quarter of FY ending March 2026) (April 1, 2025 to June 30, 2025)	
		Year-on-year rate		Year-on-year rate
Global Unit Sales (Retail Sales)	(Thousands of units)		(Thousands of units)	
Hino brands	29.0	-7.4%	26.4	-8.9%
Japan	10.0	9.6%	7.9	-21.3%
Overseas	19.0	-14.4%	18.6	-2.4%
Toyota	32.5	5.3%	38.8	19.3%
Unit production	(Thousands of units)		(Thousands of units)	
Trucks and buses	32.4	-4.8%	24.1	-25.5%
Toyota brand vehicles	32.5	5.3%	38.8	19.3%

	Prior Year Actual Results (FY ended March 2025) (April 1, 2024 to March 31, 2025)		Current Year Forecasts (FY ending March 2026) (April 1, 2025 to March 31, 2026)	
		Year-on-year rate		Year-on-year rate
	(Thousands of units)		(Thousands of units)	
	125.0	-4.0%	115.0	-8.0%
	41.3	13.8%	37.0	-10.3%
	83.8	-10.8%	78.0	-6.9%
	152.5	46.2%	165.2	8.3%
	(Thousands of units)		(Thousands of units)	
	121.2	-8.8%	121.0	-0.2%
	152.5	46.2%	165.2	8.3%

Net sales	(Billions of yen)		(Billions of yen)	
	411.1	10.5%	364.2	-11.4%
Operating income <Profit margin>	(Billions of yen)	5.6 times	(Billions of yen)	2.7 times
	6.4 (1.6%)		16.9 (4.7%)	
Ordinary income <Profit margin>	(Billions of yen)	86.6%	(Billions of yen)	3.8 times
	5.3 (1.3%)		20.2 (5.6%)	
Profit attributable to owners of parent <Profit margin>	(Billions of yen)	-	(Billions of yen)	-
	-0.2 (-0.1%)		13.6 (3.7%)	
Variation factors (Based on operating income)	(Billions of yen)		(Billions of yen)	
<<Profit increase factors>>			<<Profit increase factors>>	
Environmental change	5.1		Change in cost structure etc.	10.9
Effect of sales	4.5		Improvement in cost of sales	2.0
Improvement in cost of sales	0.3		Effect of sales	1.2
<<Profit decrease factors>>			<<Profit decrease factors>>	
Change in cost structure etc.	4.6		Environmental change	3.6
Total	5.3		Total	10.5
Performance evaluation	Increased revenue + Increased profit		Decreased revenue + Increased profit	
Capital expenditure	(Billions of yen)		(Billions of yen)	
	11.8		8.4	
Depreciation	(Billions of yen)		(Billions of yen)	
	14.6		14.2	
R&D	(Billions of yen)		(Billions of yen)	
	12.1		13.2	
Exchange rate	154 yen/US\$		145 yen/US\$	

	(Billions of yen)		(Billions of yen)	
	1,697.2	11.9%	1,500.0	-11.6%
	(Billions of yen)	-	(Billions of yen)	-30.4%
	57.5 (3.4%)		40.0 (2.7%)	
	(Billions of yen)	-	(Billions of yen)	-11.0%
	39.3 (2.3%)		35.0 (2.3%)	
	(Billions of yen)	-	(Billions of yen)	-
	-217.8 (-12.8%)		20.0 (1.3%)	
	(Billions of yen)		(Billions of yen)	
<<Profit increase factors>>			<<Profit increase factors>>	
Effect of sales	52.3		Improvement in cost of sales	7.0
Change in cost structure etc.	9.8		Change in cost structure etc.	1.0
Improvement in cost of sales	4.4			
<<Profit decrease factors>>			<<Profit decrease factors>>	
Environmental change	0.9		Environmental change	23.0
			Effect of sales	2.5
Total	65.6		Total	-17.5
	Increased revenue + Increased profit		Decreased revenue + Decreased profit	
	(Billions of yen)		(Billions of yen)	
	71.0		70.0	
	(Billions of yen)		(Billions of yen)	
	59.5		57.0	
	(Billions of yen)		(Billions of yen)	
	55.0		60.0	
	153 yen/US\$		140 yen/US\$	