

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

	Actual results in the previous interim consolidated accounting period (April 1, 2024 to September 30, 2024)		Actual results in the current interim consolidated accounting period (April 1, 2025 to September 30, 2025)		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)	
	(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
Global Unit Sales (Retail Sales)	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)	
Hino brands	62.1	-5.3%	53.5	-13.9%	125.0	-4.0%	108.5	-13.2%
Japan	20.9	10.4%	15.6	-25.6%	41.3	13.8%	33.0	-20.0%
Overseas	41.1	-11.7%	37.9	-7.9%	83.8	-10.8%	75.5	-9.9%
Toyota	69.7	14.6%	77.7	11.4%	152.5	46.2%	165.5	8.5%
Unit production	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)	
Trucks and buses	63.7	-4.3%	46.5	-27.0%	121.2	-8.8%	97.0	-20.0%
Toyota brand vehicles	69.7	14.6%	77.7	11.4%	152.5	46.2%	165.5	8.5%

Net sales	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	847.5	12.2%	742.9	-12.4%	1,697.2	11.9%	1,500.0	-11.6%
Operating profit <Profit margin>	(Billions of yen) (2.8%)	3.6 times	(Billions of yen) (5.1%)	58.0%	(Billions of yen) (3.4%)	-	(Billions of yen) (4.3%)	13.1%
Ordinary profit <Profit margin>	(Billions of yen) (2.3%)	3.1 times	(Billions of yen) (4.9%)	87.9%	(Billions of yen) (2.3%)	-	(Billions of yen) (4.0%)	52.6%
Profit attributable to owners of parent <Profit margin>	(Billions of yen) (-25.9%)	-	(Billions of yen) (3.0%)	-	(Billions of yen) (-12.8%)	-	(Billions of yen) (2.7%)	-
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	11.9		Change in cost structure etc.	25.1	Effect of sales	52.3	Change in cost structure etc.	12.5
Environmental change	5.6		Improvement in cost of sales	2.7	Change in cost structure etc.	9.8	Improvement in cost of sales	7.5
Improvement in cost of sales	1.7				Improvement in cost of sales	4.4	Effect of sales	0.5
«Profit decrease factors» □			«Profit decrease factors» □		«Profit decrease factors» □		«Profit decrease factors» □	
Change in cost structure etc.	1.9		Environmental change	8.6	Environmental change	0.9	Environmental change	13.0
			Effect of sales	5.2				
Total	17.3		Total	14.0	Total	65.6	Total	7.5
Performance evaluation	Increased revenue + Increased profit		Decreased revenue + Increased profit		Increased revenue + Increased profit		Decreased revenue + Increased profit	
Capital expenditure	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	27.1		19.8		71.0		70.0	
Depreciation	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	28.5		28.9		59.5		57.0	
R&D	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	25.1		27.8		55.0		60.0	
Exchange rate	154 yen/US\$		146 yen/US\$		153 yen/US\$		145 yen/US\$	