

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

	Prior 3Q Actual Results (Third quarter of FY ended March 2025) (April 1, 2024 to December 31, 2024)		Current 3Q Actual Results (Third quarter of FY ending March 2026) (April 1, 2025 to December 31, 2025)	
	(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)	
Hino brands	95.3	-4.6%	80.7	-15.3%
Japan	30.8	18.5%	23.0	-25.4%
Overseas	64.5	-12.8%	57.7	-10.5%
Toyota	109.6	21.2%	113.0	3.1%
Unit production	(Thousands of units)		(Thousands of units)	
Trucks and buses	94.0	-8.3%	72.3	-23.1%
Toyota brand vehicles	109.6	21.2%	113.0	3.1%

	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)		(Thousands of units)	
	125.0	-4.0%	108.5	-13.2%
	41.3	13.8%	33.0	-20.0%
	83.8	-10.8%	75.5	-9.9%
	152.5	46.2%	157.0	3.0%
	(Thousands of units)		(Thousands of units)	
	121.2	-8.8%	97.0	-20.0%
	152.5	46.2%	157.0	3.0%

Net sales	(Billions of yen)		(Billions of yen)	
	1,280.2	12.2%	1,141.2	-10.9%
Operating income <Profit margin>	(Billions of yen)	9.7 times	(Billions of yen)	39.3%
	45.1 (3.5%)		62.8 (5.5%)	
Ordinary income <Profit margin>	(Billions of yen)	4.8 times	(Billions of yen)	2.8 times
	19.7 (1.5%)		55.0 (4.8%)	
Profit attributable to owners of parent <Profit margin>	(Billions of yen)	-	(Billions of yen)	-
	-265.4 (-20.7%)		30.6 (2.7%)	
Variation factors (Based on operating income)	(Billions of yen)		(Billions of yen)	
	«Profit increase factors»		«Profit increase factors»	
	Effect of sales	27.8	Change in cost structure etc.	30.6
	Change in cost structure etc.	7.1	Improvement in cost of sales	4.2
	Improvement in cost of sales	3.3		
	Environmental change	2.2		
			«Profit decrease factors»	
			Environmental change	11.8
			Effect of sales	5.3
	Total	40.4	Total	17.7
Performance evaluation	Increased revenue + Increased profit		Decreased revenue + Increased profit	
Capital expenditure	(Billions of yen)		(Billions of yen)	
	42.3		31.2	
Depreciation	(Billions of yen)		(Billions of yen)	
	43.9		44.1	
R&D	(Billions of yen)		(Billions of yen)	
	38.3		41.3	
Exchange rate	152 yen/US\$		149 yen/US\$	

	(Billions of yen)		(Billions of yen)	
	1,697.2	11.9%	1,550.0	-8.7%
	(Billions of yen)	-	(Billions of yen)	30.5%
	57.5 (3.4%)		75.0 (4.8%)	
	(Billions of yen)	-	(Billions of yen)	78.1%
	39.3 (2.3%)		70.0 (4.5%)	
	(Billions of yen)	-	(Billions of yen)	-
	-217.8 (-12.8%)		75.0 (4.8%)	
	(Billions of yen)		(Billions of yen)	
	«Profit increase factors»		«Profit increase factors»	
	Effect of sales	52.3	Change in cost structure etc.	14.5
	Change in cost structure etc.	9.8	Improvement in cost of sales	7.5
	Improvement in cost of sales	4.4	Effect of sales	3.5
	«Profit decrease factors»		«Profit decrease factors»	
	Environmental change	0.9	Environmental change	8.0
	Total	65.6	Total	17.5
Performance evaluation	Increased revenue + Increased profit		Decreased revenue + Increased profit	
	(Billions of yen)		(Billions of yen)	
	71.0		57.0	
	(Billions of yen)		(Billions of yen)	
	59.5		57.0	
	(Billions of yen)		(Billions of yen)	
	55.0		60.0	
	153 yen/US\$		149 yen/US\$	