

Reference for Financial Forecast for the Fiscal Year Ending March 31, 2022 (Consolidated)

	Prior 2Q Actual Results (Second quarter of FY ending March 2021) (April 1, 2020 to September 30, 2020)		Current 2Q Actual Results (Second quarter of FY ending March 2022) (April 1, 2021 to September 30, 2021)		Prior Year Actual Results (FY ended March 2021) (April 1, 2020 to March 31, 2021)		Current Year Forecasts (FY ending March 2022) (April 1, 2021 to March 31, 2022)	
		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	64.4	-31.3%	74.3	15.3%	142.6	-20.9%	158.0	10.8%
Japan	28.3	-21.1%	28.6	1.0%	59.7	-10.7%	61.0	2.2%
Overseas	36.1	-37.7%	45.7	26.5%	82.9	-26.9%	97.0	17.0%
Toyota	42.3	-43.2%	67.9	60.5%	108.7	-22.0%	149.0	37.1%
Unit production	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)	
Trucks and buses	48.5	-46.1%	76.3	57.2%	120.0	-29.9%	155.0	29.1%
Toyota brand vehicles	42.3	-43.3%	69.4	64.2%	108.6	-22.0%	149.0	37.2%
Net sales	(Billions of yen) 666.3	-29.6%	(Billions of yen) 689.4	-	(Billions of yen) 1,498.4	-17.5%	(Billions of yen) 1,460.0	-
Operating income <Profit margin>	(Billions of yen) -11.7 (-1.8%)	-	(Billions of yen) 31.8 (4.6%)	-	(Billions of yen) 12.3 (0.8%)	-77.7%	(Billions of yen) 54.0 (3.7%)	-
Ordinary income <Profit margin>	(Billions of yen) -12.8 (-1.9%)	-	(Billions of yen) 32.2 (4.7%)	-	(Billions of yen) 12.3 (0.8%)	-75.3%	(Billions of yen) 51.0 (3.5%)	-
Profit attributable to owners of parent <Profit margin>	(Billions of yen) -9.6 (-1.4%)	-	(Billions of yen) 11.8 (1.7%)	-	(Billions of yen) -7.5 (-0.5%)	-	(Billions of yen) 15.0 (1.0%)	-
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 »	
	Change in cost structure etc.	12.3	Effect of sales	32.3	Improvement in cost of sales	16.0	Effect of sales	50.0
	Improvement in cost of sales	6.1	Improvement in cost of sales	8.7	Change in cost structure etc.	33.9	Improvement in cost of sales	20.0
	« Profit decrease factors »		« Profit decrease factors »		« Profit decrease factors »		« Profit decrease factors »	
	Effect of sales	60.8	Environmental change	1.9	Effect of sales	86.7	Environmental change	15.0
	Environmental change	2.1	Advanced technology, CASE	1.5	Environmental change	5.8	Advanced technology, CASE, etc	10.3
							Improvement in business foundation, etc.	3.0
	Total	-44.5	Total	43.5	Total	-42.6	Total	41.7
Performance evaluation	Decreased revenue + Decreased profit		—		Decreased revenue + Decreased profit		—	
Capital expenditure	(Billions of yen) 20.8		(Billions of yen) 21.2		(Billions of yen) 44.5		(Billions of yen) 60.0	
Depreciation	(Billions of yen) 23.7		(Billions of yen) 22.7		(Billions of yen) 47.5		(Billions of yen) 49.0	
R&D	(Billions of yen) 26.3		(Billions of yen) 25.0		(Billions of yen) 51.4		(Billions of yen) 59.0	
Exchange rate	108 yen/US\$		110 yen/US\$		106 yen/US\$		108 yen/US\$	