

**Reference for Financial Results for the Fiscal Year Ended March 31, 2022 (Consolidated)**

	Prior Year Actual Results (FY ended March 2021)		Current Year Actual Results (FY ended March 2022)	
		Year-on-year rate		Year-on-year rate
<b>Global Unit Sales (Retail Sales)</b>	(Thousands of units)		(Thousands of units)	
Hino brands	142.6	-20.9%	156.5	9.7%
Japan	59.7	-10.7%	58.2	-2.5%
Overseas	82.9	-26.9%	98.3	18.6%
Toyota	108.7	-22.0%	141.7	30.3%
<b>Unit production</b>	(Thousands of units)		(Thousands of units)	
Trucks and buses	120.0	-29.9%	155.8	29.8%
Toyota brand vehicles	108.6	-22.0%	141.7	30.4%
<b>Net sales</b>	(Billions of yen) <b>1,498.4</b>	-17.5%	(Billions of yen) <b>1,459.7</b>	-
<b>Operating income</b> <i>&lt;Profit margin&gt;</i>	(Billions of yen) <b>12.3</b> <i>(0.8%)</i>	-77.7%	(Billions of yen) <b>33.8</b> <i>(2.3%)</i>	-
<b>Ordinary income</b> <i>&lt;Profit margin&gt;</i>	(Billions of yen) <b>12.3</b> <i>(0.8%)</i>	-75.3%	(Billions of yen) <b>38.0</b> <i>(2.6%)</i>	-
<b>Profit attributable to owners of parent</b> <i>&lt;Profit margin&gt;</i>	(Billions of yen) <b>-7.5</b> <i>(-0.5%)</i>	-	(Billions of yen) <b>-84.7</b> <i>(-5.8%)</i>	-
<b>Variation factors</b> (Based on operating income)	(Billions of yen)		(Billions of yen)	
	«Profit increase factors»		«Profit increase factors»	
	Improvement in cost of sales	16.0	Effect of sales	28.9
	Change in cost structure etc.	33.9	Improvement in cost of sales	17.0
			Change in cost structure etc.	6.6
	«Profit decrease factors»		«Profit decrease factors»	
	Effect of sales	86.7	Quality cost	18.0
	Environmental change	5.8	Advanced technology, CASE/Improvement in business foundation	9.5
			Environmental change	3.5
	Total	<b>-42.6</b>	Total	<b>21.5</b>
<b>Performance evaluation</b>	<b>Decreased revenue + Decreased profit</b>		-	
<b>Capital expenditure</b>	(Billions of yen) <b>44.5</b>		(Billions of yen) <b>47.9</b>	
<b>Depreciation</b>	(Billions of yen) <b>47.5</b>		(Billions of yen) <b>47.1</b>	
<b>R&amp;D</b>	(Billions of yen) <b>51.4</b>		(Billions of yen) <b>56.7</b>	
<b>Exchange rate</b>	106 yen / US\$		112 yen / US\$	