

Reference for Financial Forecast for the Fiscal Year Ending March 31, 2023 (Consolidated)

	Prior IQ Actual Results (First quarter of FY ending March 2022) (April 1, 2021 to June 30, 2021)		Current IQ Actual Results (First quarter of FY ending March 2023) (April 1, 2022 to June 30, 2022)		Prior Year Actual Results (FY ended March 2022) (April 1, 2021 to March 31, 2022)	
		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)	
Hino brands	36.3	30.0%	37.0	2.0%	156.5	9.7%
Japan	12.9	3.0%	9.5	-26.6%	58.2	-2.5%
Overseas	23.4	52.0%	27.6	17.8%	98.3	18.6%
Toyota	35.5	2.1倍	35.4	-0.4%	141.7	30.3%
Unit production	(Thousands of units)		(Thousands of units)		(Thousands of units)	
Trucks and buses	38.7	61.8%	37.7	-2.6%	155.8	29.8%
Toyota brand vehicles	35.6	2.2倍	35.4	-0.5%	141.7	30.4%
Net sales	343.5	-	355.9	3.6%	1,459.7	-
Operating income <Profit margin>	16.2 (4.7%)	-	4.3 (1.2%)	-73.3%	33.8 (2.3%)	-
Ordinary income <Profit margin>	15.7 (4.6%)	-	7.5 (2.1%)	-52.5%	38.0 (2.6%)	-
Profit attributable to owners of parent <Profit margin>	6.3 (1.8%)	-	0.7 (0.2%)	-88.6%	-84.7 (-5.8%)	-
Variation factors (Based on operating income)	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	« Profit increase factors »		« Profit increase factors »		« Profit increase factors »	
	Effect of sales	17.9	Improvement in cost of sales	1.0	Effect of sales	28.9
	Change in cost structure etc.	4.8			Improvement in cost of sales	17.0
	Improvement in cost of sales	4.0			Change in cost structure etc.	6.6
	Environmental change	1.2				
	« Profit decrease factors »		« Profit decrease factors »		« Profit decrease factors »	
	Advanced Technology and CASE etc.	1.1	Effect of sales	8.5	Quality cost	18.0
			Change in cost structure etc.	4.4	Advanced technology, CASE/Improvement in business foundation	9.5
	Total	26.8	Total	-11.9	Environmental change	3.5
Performance evaluation	—		Increased revenue + Decreased profit		—	
Capital expenditure	9.5		10.2		47.9	
Depreciation	11.3		12.2		47.1	
R&D	11.4		12.1		56.7	
Exchange rate	109 yen/US\$		125 yen/US\$		112 yen/US\$	