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

Cycle   Cycle   Access   Cycle   Cyc		Prior 2Q Actual Results		Current 2Q Actual Results		Prior Year Actu	Prior Year Actual Results		Current Year Forecasts	
Production		(Second quarter of		(Second quarter of						
Track and bors						, in the second of the second				
		(April 1, 2021 to Septen		(April 1, 2022 to Septer		(April 1, 2021 to Mar		(April 1, 2022 to Marc	Year-on-	
Chosends of sum   Chosends									year rate	
Supun		(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)		
Decrease	Hino brands	74.3	15.3%	73.8	-0.7%	156.5	9.7%	157.0	0.3%	
Toyota	Japan	28.6	1.0%	19.2	-33.0%	58.2	-2.5%	37.0	-36.4%	
Comparation	Overseas	45.7	26.5%	54.6	19.5%	98.3	18.6%	120.0	22.1%	
Trucks and hoses	Toyota	67.9	60.5%	72.1	6.1%	141.7	30.3%	142.0	0.2%	
Trucks and hoses	Unit production	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)		
Toyous brand vehicles	_	76.3	57.2%	74.6	-2.3%	155.8	29.8%	168.0	7.8%	
Net sales	Toyota brand vehicles								0.2%	
Net sales	Toyota orana venicies	07.4	01.270	72.1	3.070	141.7	30.170	142.0	0.270	
Capital expenditure		(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)		
Operating income	Net sales	689.4	-	733.4	6.4%	1,459.7	-	1,530.0	4.8%	
Captal margin   Captal margi		(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)		
Cordinary income	Operating income	31.8	-	16.6	-47.8%	33.8	-	6.0	-82.3%	
Ordinary income	<profit margin=""></profit>	(4.6%)		(2.3%)		(2.3%)		(0.4%)		
Capital margin		(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)		
Capital expenditure	Ordinary income	32.2	-	20.5	-36.3%	38.0	-	-	-	
Profit attributable to owners of parent	<profit margin=""></profit>	(4.7%)		(2.8%)		(2.6%)		(-)		
Note		(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)		
Note	Profit attributable to									
Capital expenditure		11.8	_	3.5	-70.4%	-84.7	-	_	-	
Capital expenditure	•				70.170			(-)		
Variation factors (Based on operating income)   Effect of sales   3.2.3   Improvement in cost of sales   8.7   Change in cost   Change in cost   Structure etc.   5.9   Effect of sales   17.0   Change in cost   Structure etc.   5.9   Effect of sales   17.7   Change in cost   Structure etc.   5.9   Effect of sales   17.7   Change in cost   Structure etc.   5.9   Effect of sales   17.7   Change in cost   Structure etc.   5.9   Effect of sales   17.7   Change in cost   Structure etc.   5.9   Effect of sales   17.7   Change in cost   Structure etc.   5.9   Effect of sales   17.7   Change in cost   Structure etc.   5.9   Effect of sales   17.7   Change in cost   Structure etc.   5.9   Effect of sales   17.7   Change in cost   Structure etc.   5.9   Effect of sales   17.7   Change in cost   Structure etc.   5.9   Effect of sales   17.7   Change in cost   Structure etc.   5.9   Effect of sales   17.7   Change in cost   Structure etc.   5.9   Effect of sales   17.7   Change in cost   Structure etc.   5.9   Effect of sales   17.7   Change in cost   Structure etc.   5.9   Effect of sales   17.7   Change in cost   18.0   Change in cost   Structure etc.   5.9   Effect of sales   17.0   Change in cost   18.0   Change in cost   Structure etc.   5.9   Effect of sales   17.0   Change in cost   18.0   Change in cost   Structure etc.   5.9   Effect of sales   17.0   Change in cost   18.0   Change in cost   Structure etc.   5.0   Effect of sales   17.0   Change in cost   18.0   Change in cost   Structure etc.   5.0   Effect of sales   17.0   Change in cost   18.0   Change in cost   Structure etc.   5.0   Effect of sales   17.0   Change in cost   18.0   Change in cost   Structure etc.   5.0   Effect of sales   17.0   Effect of sales   17.0   Change in cost   18.0   Change in cost   Structure etc.   5.0   Effect of sales   17.0   Change in cost   18.0   Change in cost   Structure etc.   5.0   Change in cost   Structure etc.   5.0   Effect of sales   17.0   Change in cost   Structure etc.   5.0   Change in cost   Structure etc.   5	a roju margurs		llions of ven)	, , ,	illions of ven)	, , , ,	illions of ven)		llions of ven)	
Effect of sales   32.3   Environmental   4.0	Variation factors							•		
Capital expenditure										
In cost of sales   Change in cost   5.9   In cost of sales   17.0   Change in cost   5.9   In cost of sales   17.0   Change in cost   5.9   In cost of sales   17.0   Change in cost   5.9   In cost of sales   17.0   Change in cost   5.9   In cost of sales   17.0   Change in cost   5.9   In cost of sales   17.0   Change in cost   5.9   In cost of sales   17.0   Change in cost   5.9   In cost of sales   17.0   In cost of sales   17.0   Change in cost   5.9   In cost of sales   17.0	(Based on operating income)	Effect of sales	32.3		4.0	Effect of sales	28.9		5.0	
Change in cost structure etc.  **Profit decrease factors**  Environmental change Advanced technology, 1.5 CASE  Total 43.5 Total -15.2  Performance evaluation  - Increased revenue + Decreased profit  (Billions of yen) (Billions of yen)  Capital expenditure  **Profit decrease factors**  **Advanced technology, CASE/ Improvement in business foundation  **Effect of sales**  **Increased revenue + Decreased profit*  **Increased revenue + Decreased profit*  **Capital expenditure**  **Increased revenue + Decreased profit*  **Billions of yen) (Billions of yen)  **Depreciation**  **Profit decrease factors**  **Advanced technology, CASE/ Improvement in business foundation  **Increased revenue + Decreased profit*  **Incre		*	8.7	*	2.3	*	17.0			
## Profit decrease factors ## Profit decrease fa			5.0	ili cost of sales						
Environmental change		structure etc.	5.9			structure etc.	0.0			
Environmental change		// Profit dearness f		// Dunfit doornoon footous		// D . C' . 1	c . »	// Dwofit dooroogo footows		
Change Advanced technology, CASE		Ei						E : 1		
Case   Case   Case   Case   Change in cost structure etc.   Change in cost structure etc.   Structure etc.   Case   Cas		change	1.9	Effect of sales	17.7	Quality cost	18.0		16.5	
CASE			1.5		3.8			Effect of sales	15.0	
Total   43.5   Total   -15.2   Total   21.5   Total   -27.			1.5	structure etc.	3.0		9.5	Effect of sales	13.0	
Total   43.5   Total   -15.2   Total   21.5   Total   -27.						*		-	1.3	
Total   43.5   Total   -15.2   Total   21.5   Total   -27.						Environmental	2.5	structure etc.		
Performance evaluation   -   Increased revenue + Decreased profit						change	3.3			
Decreased profit   Decreased profit   Decreased profit		Total	43.5	Total	-15.2	Total	21.5	Total	-27.8	
Decreased profit   Decreased profit   Decreased profit		Performance evaluation -				-				
Capital expenditure	Performance evaluation									
Capital expenditure         21.2         20.7         47.9         70.0           Depreciation         22.7         24.5         47.1         50.0           R&D         25.0         24.4         56.7         58.0		(Billions of yen)		•		(Billions of ven)				
(Billions of yen)   (Bil	Capital expenditure		,/	· · · · · ·				•		
Depreciation         22.7         24.5         47.1         50.0           (Billions of yen)         56.7         58.0	- Francisco		ions of ven)					(Billions of yen)		
R&D         (Billions of yen)         58.0	Depreciation		. ,/	· · · · · · · · · · · · · · · · · · ·						
R&D 25.0 24.4 56.7 58.0	£							(Billions of yen)		
	R&D		. ,/			· · · · · · · · · · · · · · · · · · ·		· · · · · · · · · · · · · · · · · · ·		
Exchange rate         110 yen/US\$         132 yen/US\$         112 yen/US\$         134 yen/US\$	·	22.0		2						
	Exchange rate	110 yen/U	JS\$	132 yen/US\$		112 yen/US\$		134 yen/US\$		
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