

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

	Prior 2Q Actual Results (Second quarter of FY ending March 2022) (April 1, 2021 to September 30, 2021)		Current 2Q Actual Results (Second quarter of FY ending March 2023) (April 1, 2022 to September 30, 2022)		Prior Year Actual Results (FY ended March 2022) (April 1, 2021 to March 31, 2022)		Current Year Forecasts (FY ending March 2023) (April 1, 2022 to March 31, 2023)	
	(Thousands of units)	Year-on-year rate	(Thousands of units)	Year-on-year rate	(Thousands of units)	Year-on-year rate	(Thousands of units)	Year-on-year rate
Global Unit Sales (Retail Sales)								
Hino brands	74.3	15.3%	73.8	-0.7%	156.5	9.7%	157.0	0.3%
Japan	28.6	1.0%	19.2	-33.0%	58.2	-2.5%	37.0	-36.4%
Overseas	45.7	26.5%	54.6	19.5%	98.3	18.6%	120.0	22.1%
Toyota	67.9	60.5%	72.1	6.1%	141.7	30.3%	142.0	0.2%
Unit production								
Trucks and buses	76.3	57.2%	74.6	-2.3%	155.8	29.8%	168.0	7.8%
Toyota brand vehicles	69.4	64.2%	72.1	3.8%	141.7	30.4%	142.0	0.2%
Net sales	(Billions of yen) 689.4	-	(Billions of yen) 733.4	6.4%	(Billions of yen) 1,459.7	-	(Billions of yen) 1,530.0	4.8%
Operating income <Profit margin>	(Billions of yen) 31.8 (4.6%)	-	(Billions of yen) 16.6 (2.3%)	-47.8%	(Billions of yen) 33.8 (2.3%)	-	(Billions of yen) 6.0 (0.4%)	-82.3%
Ordinary income <Profit margin>	(Billions of yen) 32.2 (4.7%)	-	(Billions of yen) 20.5 (2.8%)	-36.3%	(Billions of yen) 38.0 (2.6%)	-	(Billions of yen) - (-)	-
Profit attributable to owners of parent <Profit margin>	(Billions of yen) 11.8 (1.7%)	-	(Billions of yen) 3.5 (0.5%)	-70.4%	(Billions of yen) -84.7 (-5.8%)	-	(Billions of yen) - (-)	-
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 »	
	Effect of sales	32.3	Environmental change	4.0	Effect of sales	28.9	Improvement in cost of sales	5.0
	Improvement in cost of sales	8.7	Improvement in cost of sales	2.3	Improvement in cost of sales	17.0		
	Change in cost structure etc.	5.9			Change in cost structure etc.	6.6		
	« Profit decrease factors »		« Profit decrease factors »		« Profit decrease factors »		« Profit decrease factors »	
	Environmental change	1.9	Effect of sales	17.7	Quality cost	18.0	Environmental change	16.5
	Advanced technology, CASE	1.5	Change in cost structure etc.	3.8	Advanced technology, CASE/Improvement in business foundation	9.5	Effect of sales	15.0
					Environmental change	3.5	Change in cost structure etc.	1.3
	Total	43.5	Total	-15.2	Total	21.5	Total	-27.8
Performance evaluation	-		Increased revenue + Decreased profit		-		Increased revenue + Decreased profit	
Capital expenditure	(Billions of yen) 21.2		(Billions of yen) 20.7		(Billions of yen) 47.9		(Billions of yen) 70.0	
Depreciation	(Billions of yen) 22.7		(Billions of yen) 24.5		(Billions of yen) 47.1		(Billions of yen) 50.0	
R&D	(Billions of yen) 25.0		(Billions of yen) 24.4		(Billions of yen) 56.7		(Billions of yen) 58.0	
Exchange rate	110 yen/US\$		132 yen/US\$		112 yen/US\$		134 yen/US\$	