

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

	Prior 3Q Actual Results (Third quarter of FY ending March 2022) (April 1, 2021 to December 31, 2021)		Current 3Q Actual Results (Third quarter of FY ending March 2023) (April 1, 2022 to December 31, 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
<b>Global Unit Sales (Retail Sales)</b>								
Hino brands	115.9	12.2%	109.4	-5.6%	156.5	9.7%	145.0	-7.3%
Japan	42.7	0.6%	25.7	-39.9%	58.2	-2.5%	35.0	-39.8%
Overseas	73.2	20.3%	83.7	14.4%	98.3	18.6%	110.0	11.9%
Toyota	105.1	33.3%	101.8	-3.1%	141.7	30.3%	128.4	-9.4%
<b>Unit production</b>								
Trucks and buses	119.4	45.4%	116.6	-2.3%	155.8	29.8%	159.0	2.0%
Toyota brand vehicles	105.1	33.2%	101.8	-3.1%	141.7	30.4%	128.4	-9.4%
<b>Net sales</b>	(Billions of yen) <b>1,069.4</b>	-	(Billions of yen) <b>1,110.4</b>	3.8%	(Billions of yen) <b>1,459.7</b>	-	(Billions of yen) <b>1,500.0</b>	2.8%
<b>Operating income</b> <Profit margin>	(Billions of yen) <b>49.8</b> (4.7%)	-	(Billions of yen) <b>25.6</b> (2.3%)	-48.6%	(Billions of yen) <b>33.8</b> (2.3%)	-	(Billions of yen) <b>12.0</b> (0.8%)	-64.5%
<b>Ordinary income</b> <Profit margin>	(Billions of yen) <b>52.3</b> (4.9%)	-	(Billions of yen) <b>25.1</b> (2.3%)	-52.1%	(Billions of yen) <b>38.0</b> (2.6%)	-	(Billions of yen) <b>9.0</b> (0.6%)	-76.3%
<b>Profit attributable to owners of parent</b> <Profit margin>	(Billions of yen) <b>18.8</b> (1.8%)	-	(Billions of yen) <b>-23.7</b> (-2.1%)	-	(Billions of yen) <b>-84.7</b> (-5.8%)	-	(Billions of yen) <b>-55.0</b> (-3.7%)	-
<b>Variation factors</b> (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	40.2	Environmental change	12.4	Effect of sales	28.9	Improvement in cost of sales	5.0
	Improvement in cost of sales	12.6	Improvement in cost of sales	2.8	Improvement in cost of sales	17.0	Change in cost structure etc.	4.7
	Change in cost structure etc.	5.3			Change in cost structure etc.	6.6		
	« Profit decrease factors »		« Profit decrease factors »		« Profit decrease factors »		« Profit decrease factors »	
	Environmental change	3.1	Effect of sales	28.7	Quality cost	18.0	Effect of sales	20.0
	Advanced Technology and CASE	3.4	Change in cost structure etc.	10.7	Advanced technology, CASE/Improvement in business foundation	9.5	Environmental change	11.5
	Strengthen business base	0.8			Environmental change	3.5		
	<b>Total</b>	<b>50.8</b>	<b>Total</b>	<b>-24.2</b>	<b>Total</b>	<b>21.5</b>	<b>Total</b>	<b>-21.8</b>
<b>Performance evaluation</b>	-		<b>Increased revenue + Decreased profit</b>		-		<b>Increased revenue + Decreased profit</b>	
<b>Capital expenditure</b>	(Billions of yen) <b>32.5</b>		(Billions of yen) <b>30.7</b>		(Billions of yen) <b>47.9</b>		(Billions of yen) <b>60.0</b>	
<b>Depreciation</b>	(Billions of yen) <b>34.8</b>		(Billions of yen) <b>36.3</b>		(Billions of yen) <b>47.1</b>		(Billions of yen) <b>50.0</b>	
<b>R&amp;D</b>	(Billions of yen) <b>39.5</b>		(Billions of yen) <b>36.3</b>		(Billions of yen) <b>56.7</b>		(Billions of yen) <b>55.0</b>	
<b>Exchange rate</b>	111 yen/US\$		136 yen/US\$		112 yen/US\$		135 yen/US\$	