

**Reference for Financial Results for the Fiscal Year Ended March 31, 2023 (Consolidated)**

	Prior Year Actual Results (FY ended March 2022)		Current Year Actual Results (FY ended March 2023)		Next Year Forecasts (FY ending March 2024)	
		Year-on-year rate		Year-on-year rate		Year-on-year rate
<b>Global Unit Sales (Retail Sales)</b>	(Thousands of units)		(Thousands of units)		(Thousands of units)	
Hino brands	156.5	9.7%	144.6	-7.6%	159.0	9.9%
Japan	58.2	-2.5%	36.2	-37.8%	43.0	18.9%
Overseas	98.3	18.6%	108.4	10.3%	116.0	7.0%
Toyota	141.7	30.3%	127.9	-9.8%	129.1	1.0%
<b>Unit production</b>	(Thousands of units)		(Thousands of units)		(Thousands of units)	
Trucks and buses	155.8	29.8%	157.4	1.0%	163.0	3.6%
Toyota brand vehicles	141.7	30.4%	127.9	-9.8%	129.1	1.0%
<b>Net sales</b>	(Billions of yen) <b>1,459.7</b>	-	(Billions of yen) <b>1,507.3</b>	3.3%	(Billions of yen) <b>1,700.0</b>	12.8%
<b>Operating income</b> <Profit margin>	(Billions of yen) <b>33.8</b> (2.3%)	-	(Billions of yen) <b>17.4</b> (1.2%)	-48.5%	(Billions of yen) <b>20.0</b> (1.2%)	14.9%
<b>Ordinary income</b> <Profit margin>	(Billions of yen) <b>38.0</b> (2.6%)	-	(Billions of yen) <b>15.8</b> (1.0%)	-58.4%	(Billions of yen) <b>15.0</b> (0.9%)	-5.0%
<b>Profit attributable to owners of parent</b> <Profit margin>	(Billions of yen) <b>-84.7</b> (-5.8%)	-	(Billions of yen) <b>-117.7</b> (-7.8%)	-	(Billions of yen) <b>10.0</b> (0.6%)	-
<b>Variation factors</b> (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	28.9	Environmental change	4.6	Effect of sales	50.0
	Improvement in cost of sales	17.0	Improvement in cost of sales	3.2	Improvement in cost of sales	9.0
	Change in cost struc	6.6				
	«Profit decrease factors»		«Profit decrease factors»		«Profit decrease factors»	
	Quality cost	18.0	Effect of sales	21.5	Environmental change	40.0
	Advanced technology, CASE/Improvement in business foundation	9.5	Change in cost structure etc.	2.7	Change in cost structure etc.	16.4
	Environmental change	3.5				
	<b>Total</b>	<b>21.5</b>	<b>Total</b>	<b>-16.4</b>	<b>Total</b>	<b>2.6</b>
<b>Performance evaluation</b>	—		<b>Increased revenue + Decreased profit</b>		<b>Increased revenue + Increased profit</b>	
<b>Capital expenditure</b>	(Billions of yen) <b>59.9</b>		(Billions of yen) <b>69.0</b>		(Billions of yen) <b>80.0</b>	
<b>Depreciation</b>	(Billions of yen) <b>55.0</b>		(Billions of yen) <b>57.3</b>		(Billions of yen) <b>57.0</b>	
<b>R&amp;D</b>	(Billions of yen) <b>56.7</b>		(Billions of yen) <b>52.5</b>		(Billions of yen) <b>46.0</b>	
<b>Exchange rate</b>	112 yen / US\$		135 yen / US\$		130 yen / US\$	

(\*1)Capital expenditure and Depreciation include Investments and other assets.