

Reference for Financial Results for the Fiscal Year Ending March 31, 2024 (Consolidated)

	Prior 1Q Actual Results (First quarter of FY ended March 2023) (April 1, 2022 to June 30, 2022)		Current 1Q Actual Results (First quarter of FY ending March 2024) (April 1, 2023 to June 30, 2023)		Prior Year Actual Results (FY ended March 2023) (April 1, 2022 to March 31, 2023)		Current Year Forecasts (FY ending March 2024) (April 1, 2023 to March 31, 2024)	
	(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	37.0	2.0%	31.3	-15.4%	144.6	-7.6%	159.0	9.9%
Japan	9.5	-26.6%	9.1	-3.7%	36.2	-37.8%	43.0	18.9%
Overseas	27.6	17.8%	22.2	-19.4%	108.4	10.3%	116.0	7.0%
Toyota	35.4	-0.4%	30.9	-12.7%	127.9	-9.8%	129.1	1.0%
Unit production								
Trucks and buses	37.7	-2.6%	34.0	-9.8%	157.4	1.0%	163.0	3.6%
Toyota brand vehicles	35.4	-0.5%	30.9	-12.7%	127.9	-9.8%	129.1	1.0%
Net sales	(Billions of yen) 355.9	3.6%	(Billions of yen) 371.9	4.5%	(Billions of yen) 1,507.3	3.3%	(Billions of yen) 1,700.0	12.8%
Operating income <Profit margin>	(Billions of yen) 4.3 (1.2%)	-73.3%	(Billions of yen) 1.1 (0.3%)	-73.7%	(Billions of yen) 17.4 (1.2%)	-48.5%	(Billions of yen) 20.0 (1.2%)	14.9%
Ordinary income <Profit margin>	(Billions of yen) 7.5 (2.1%)	-52.5%	(Billions of yen) 2.9 (0.8%)	-61.7%	(Billions of yen) 15.8 (1.0%)	-58.4%	(Billions of yen) 15.0 (0.9%)	-5.0%
Profit attributable to owners of parent <Profit margin>	(Billions of yen) 0.7 (0.2%)	-88.6%	(Billions of yen) -16.5 (-4.4%)	-	(Billions of yen) -117.7 (-7.8%)	-	(Billions of yen) 10.0 (0.6%)	-
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»	
	Improvement in cost of sales	1.0	Effect of sales	11.2	Environmental change	4.6	Effect of sales	50.0
			Improvement in cost of sales	0.9	Improvement in cost of sales	3.2	Improvement in cost of sales	9.0
	«Profit decrease factors»		«Profit decrease factors»		«Profit decrease factors»		«Profit decrease factors»	
	Effect of sales	8.5	Environmental change	10.0	Effect of sales	21.5	Environmental change	40.0
	Change in cost structure etc.	4.4	Change in cost structure etc.	5.3	Change in cost structure etc.	2.7	Change in cost structure etc.	16.4
	Total	-11.9	Total	-3.2	Total	-16.4	Total	2.6
Performance evaluation	Increased revenue + Decreased profit		Increased revenue + Decreased profit		Increased revenue + Decreased profit		Increased revenue + Increased profit	
Capital expenditure	(Billions of yen) 11.4		(Billions of yen) 11.8		(Billions of yen) 69.0		(Billions of yen) 80.0	(*1)
Depreciation	(Billions of yen) 14.2		(Billions of yen) 13.3		(Billions of yen) 57.3		(Billions of yen) 57.0	(*1)
R&D	(Billions of yen) 12.1		(Billions of yen) 12.2		(Billions of yen) 52.5		(Billions of yen) 46.0	
Exchange rate	125 yen / US\$		135 yen / US\$		135 yen / US\$		130 yen / US\$	

(*1)Capital expenditure and Depreciation include intangible assets.