

Reference for Financial Forecast for the Fiscal Year Ending March 31, 2020 (Consolidated)

	Prior 2Q Actual Results (First quarter of FY ending March 2019) (April 1, 2018 to September 30, 2018)		Current 2Q Actual Results (First quarter of FY ending March 2020) (April 1, 2019 to September 30, 2019)		Prior Year Actual Results (FY ended March 2019) (April 1, 2018 to March 31, 2019)		Current Year Forecasts (FY ending March 2020) (April 1, 2019 to March 31, 2020)	
	(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
Total demand in Japan	99.6	-0.8%	111.1	11.5%	211.1	8.1%	—	—
Heavy- & medium- duty trucks	44.5	-2.2%	48.3	8.5%	91.5	0.4%	90.5	-1.1%
Light-duty trucks	50.6	3.7%	58.3	15.0%	109.2	4.9%	105.9	-3.1%
Buses	4.5	-25.8%	4.5	0.5%	10.4	-11.8%	—	—
Registration in Japan	33.5	8.4%	35.9	7.0%	71.5	7.4%	69.0	-3.5%
Heavy- & medium- duty trucks	17.4	4.3%	19.3	10.4%	37.1	8.0%	37.0	-0.1%
Light-duty trucks	14.4	17.3%	15.1	4.9%	30.7	8.4%	28.9	-6.1%
Buses	1.7	-13.6%	1.5	-10.4%	3.7	-5.5%	3.1	-16.0%
Unit production	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)	
Trucks and buses	97.7	10.1%	90.1	-7.8%	206.2	9.6%	179.7	-12.8%
Toyota brand vehicles	72.2	5.3%	74.6	3.2%	152.7	1.6%	138.5	-9.3%
Global Unit Sales (Retail Sales)	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)	
Hino brands	100.1	14.3%	93.8	-6.3%	203.2	8.7%	193.0	-5.0%
Japan	33.5	8.4%	35.8	7.0%	71.5	7.4%	69.0	-3.5%
Overseas	66.6	17.5%	58.0	-12.9%	131.6	9.4%	124.0	-5.8%
Toyota	72.1	5.3%	74.4	3.3%	152.7	1.6%	138.5	-9.3%
Net sales	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
Japan	383.8	10.3%	401.3	4.5%	805.2	7.7%	810.0	0.6%
Overseas	315.9	18.3%	286.4	-9.3%	637.0	10.1%	580.0	-9.0%
Toyota	258.1	9.9%	258.4	0.1%	539.1	5.3%	510.0	-5.4%
Operating income <Profit margin>	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	38.2	9.3%	32.8	-14.1%	86.7	7.9%	68.0	-21.6%
	<4.0%>		<3.5%>		<4.4%>		<3.6%>	
Ordinary income <Profit margin>	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	37.9	2.6%	30.0	-20.8%	83.9	4.3%	61.0	-27.3%
	<4.0%>		<3.2%>		<4.2%>		<3.2%>	
Profit attributable to owners of parent <Profit margin>	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	24.1	4.9%	18.6	-23.0%	54.9	6.9%	40.0	-27.2%
	<2.5%>		<2.0%>		<2.8%>		<2.1%>	
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	17.4	Improvement in cost of sales	8.4	Effect of sales	26.3	Improvement in cost of sales	22.0
	Improvement in cost of sales	8.1	Change in cost structure etc.	2.1	Improvement in cost of sales	17.6	Strengthening foundations, Change in cost structure etc.	0.3
	« Profit decrease factors »		« Profit decrease factors »		« Profit decrease factors »		« Profit decrease factors »	
	Environmental change	8.2	Effect of sales	8.4	Environmental change	18.4	Effect of sales	15.0
	Strengthening foundations, Change in cost structure etc.	14.0	Environmental change	5.8	Strengthening foundations, Change in cost structure etc.	14.1	Environmental change	19.0
			Strategic investment cost	1.7	Strategic investment cost	5.0	Strategic investment cost	7.0
	Total	3.3	Total	-5.4	Total	6.4	Total	-18.7
Performance evaluation	Increased revenue + increased profit		Decreased revenue + Decreased profit		Increased revenue + increased profit		Decreased revenue + Decreased profit	
	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
Capital expenditure	22.1		22.9		58.8		80.0	
	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
Depreciation	25.0		24.9		51.5		54.0	
	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
R&D	28.9		29.1		61.5		64.0	
	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
Exchange rate	109 yen/US\$		109 yen/US\$		110 yen/US\$		107 yen/US\$	