

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

	Prior IQ Actual Results (First quarter of FY ending March 2019) (April 1, 2018 to June 30, 2018)		Current IQ Actual Results (First quarter of FY ending March 2020) (April 1, 2019 to June 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	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)					
Heavy- & medium- duty trucks	20.1	7.2%	20.5	1.9%	91.5	0.4%	87.0	-4.9%				
Light-duty trucks	22.3	6.3%	24.5	9.9%	109.2	4.9%	104.0	-4.8%				
Buses	1.9	-20.0%	1.9	-2.0%	10.4	-11.8%	—	—				
Registration in Japan	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)					
Heavy- & medium- duty trucks	8.1	25.8%	7.9	-1.8%	37.1	8.0%	35.5	-4.2%				
Light-duty trucks	6.6	26.1%	6.2	-6.7%	30.8	8.4%	30.5	-0.9%				
Buses	0.7	-6.0%	0.6	-9.7%	3.7	-5.5%	3.0	-18.7%				
Unit production	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)					
Trucks and buses	48.6	14.8%	45.1	-7.2%	206.2	9.6%	208.0	0.9%				
Toyota brand vehicles	37.1	11.8%	37.1	0.2%	152.7	1.6%	137.7	-9.8%				
Global Unit Sales (Retail Sales)	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)					
Hino brands	48.0	19.4%	42.1	-12.1%	203.2	8.7%	209.0	2.9%				
Japan	15.4	24.0%	14.7	-4.3%	71.5	7.4%	69.0	-3.5%				
Overseas	32.6	17.3%	27.4	-15.8%	131.6	9.4%	140.0	6.3%				
Toyota	37.0	11.8%	37.2	0.6%	152.7	1.6%	137.7	-9.8%				
Net sales	(Billions of yen)	467.2	18.8%	(Billions of yen)	446.2	-4.5%	(Billions of yen)	1,981.3	7.8%	(Billions of yen)	1,960.0	-1.1%
Japan	183.1	18.0%	180.3	-1.6%	805.2	7.7%	780.0	-3.1%				
Overseas	154.2	23.3%	136.8	-11.3%	637.0	10.1%	675.0	6.0%				
Toyota	129.9	14.9%	129.1	-0.6%	539.0	5.3%	505.0	-6.3%				
Operating income <Profit margin>	(Billions of yen)	19.1	18.9%	(Billions of yen)	13.6	-28.7%	(Billions of yen)	86.7	7.9%	(Billions of yen)	90.0	3.8%
		<4.1%>		<3.0%>		<4.4%>		<4.6%>				
Ordinary income <Profit margin>	(Billions of yen)	19.5	14.5%	(Billions of yen)	11.5	-40.7%	(Billions of yen)	83.9	4.3%	(Billions of yen)	87.0	3.7%
		<4.2%>		<2.6%>		<4.2%>		<4.4%>				
Profit attributable to owners of parent <Profit margin>	(Billions of yen)	12.8	3.7%	(Billions of yen)	6.6	-48.6%	(Billions of yen)	54.9	6.9%	(Billions of yen)	56.0	2.0%
		<2.7%>		<1.5%>		<2.8%>		<2.9%>				
Variation factors (Based on operating income)	(Billions of yen)	« Profit increase factors »		(Billions of yen)	« Profit increase factors »		(Billions of yen)	« Profit increase factors »		(Billions of yen)	« Profit increase factors »	
	Effect of sales	11.0		Improvement in cost of sales	3.4		Effect of sales	26.3		Effect of sales	7.0	
	Improvement in cost of sales	3.8					Improvement in cost of sales	17.6		Improvement in cost of sales	20.0	
	« Profit decrease factors »			« Profit decrease factors »			« Profit decrease factors »			« Profit decrease factors »		
	Environmental change	4.0		Effect of sales	5.2		Environmental change	18.4		Environmental change	14.0	
	Strengthening foundations, Change in cost structure etc.	7.8		Environmental change	1.8		Change in cost structure, etc.	14.1		Strengthening foundations, Change in cost structure etc.	2.7	
				Strengthening foundations, Change in cost structure etc.	1.1		Strategic investment cost	5		Strategic investment cost	7.0	
				Strategic investment cost	0.8		Total	6.4		Total	3.3	
	Total	3.0		Total	-5.5							
Performance evaluation	Increased revenue + increased profit		Decreased revenue + Decreased profit		Increased revenue + increased profit		Decreased revenue + increased profit					
Capital expenditure	(Billions of yen)	7.8	(Billions of yen)	8.8	(Billions of yen)	58.8	(Billions of yen)	80.0				
Depreciation	(Billions of yen)	12.4	(Billions of yen)	12.4	(Billions of yen)	51.5	(Billions of yen)	54.0				
R&D	(Billions of yen)	13.5	(Billions of yen)	14.1	(Billions of yen)	61.5	(Billions of yen)	64.0				
Exchange rate	108 yen/US\$		111 yen/US\$		110 yen/US\$		110 yen/US\$					