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

Chird quarter of FY ending March 2019) (April 1, 2018 to December 31, 2018) Capril 1, 2018 to December 31, 2018) Capril 1, 2018 to December 31, 2019) Capril 1, 2019 to December 31, 2019) Capril 1, 2018 to March 31, 2019 Capril 1, 2018 to March 31, 2019) Capril 1, 2018 to March 31, 2019 Capril 1, 2018 to March 2020, Capril 1	Current Year F (FY ending March (April 1, 2019 to March Thousands of units) 90.5 105.9 — Thousands of units) 69.0 37.0 28.9 3.1 Thousands of units) 179.7 138.5 Thousands of units) 193.0 69.0 124.0 138.5 (Billions of yen)	n 2020)
Capit 2018 to December 31, 2018) Capit 2018 to December 31, 2019 Year-on-year rate Year-on-year rate Year-on-year rate Year-on-year rate Year-on-year rate Year-on-year rate Thousands of units Total demand in Japan T51.4 1.3% T51.4 0.0% 211.1 8.1% T51.4 1.3% T51.4 0.0% 211.1 8.1% T51.4 1.3% T51.4 0.0% T51.5% T51	(April 1, 2019 to Mare Thousands of units) 90.5 105.9 — Thousands of units) 69.0 37.0 28.9 3.1 Thousands of units) 179.7 138.5 Thousands of units) 193.0 69.0 124.0 138.5 (Billions of yen)	
Year-on-vear rate Year-on-vear rate Thousands of units Total demand in Japan 151.4 1.3% 151.4 0.0% 211.1 8.1% 151.4 1.5% 151.4 0.0% 109.2 4.9% 151.4 1.5% 109.2 4.9% 109.2 4	Thousands of units) 90.5 105.9 — Thousands of units) 69.0 37.0 28.9 3.1 Thousands of units) 179.7 138.5 Thousands of units) 193.0 69.0 124.0 138.5 (Billions of yen)	Year-on- year rate -1.1% -3.1% -3.5% -0.1% -6.1% -16.0% -12.8% -9.3% -5.0% -3.5% -5.8%
Chousands of units Chousan	——————————————————————————————————————	-3.5% -3.5% -0.1% -16.0% -12.8% -5.0% -3.5% -5.0%
Total demand in Japan	——————————————————————————————————————	-3.1% -3.5% -0.1% -6.1% -16.0% -12.8% -9.3% -5.0% -3.5% -5.8%
Heavy- & medium-duty trucks	105.9 — Thousands of units) 69.0 37.0 28.9 3.1 Thousands of units) 179.7 138.5 Thousands of units) 193.0 69.0 124.0 138.5 (Billions of yen)	-3.1% -3.5% -0.1% -6.1% -16.0% -12.8% -9.3% -5.0% -3.5% -3.5%
Light-duty trucks 78.5 4.3% 77.3 -1.5% 109.2 4.9% Buses 6.9 -15.8% 6.4 -6.6% 10.4 -11.8% Thousands of units (Thousands of units) (Thousands of units) Registration in Japan 50.9 9.0% 49.2 -3.4% 71.5 7.4% Heavy- & medium- duty trucks 26.3 9.0% 26.8 1.8% 37.1 8.0% Light-duty trucks 22.2 11.4% 20.4 -8.2% 30.7 8.4% Buses 2.4 -8.8% 2.0 -15.2% 3.7 -5.5% Unit production (Thousands of units) (Thousands of units) (Thousands of units) Trucks and buses 151.9 9.4% 132.0 -13.1% 206.2 9.6% Toyota brand vehicles 112.0 0.9% 107.7 -3.8% 152.7 1.6% Global Unit Sales (Retail Sales) (Thousands of units) (Thousands of un	105.9 — Thousands of units) 69.0 37.0 28.9 3.1 Thousands of units) 179.7 138.5 Thousands of units) 193.0 69.0 124.0 138.5 (Billions of yen)	-3.1% -3.5% -0.1% -6.1% -16.0% -12.8% -9.3% -5.0% -3.5% -3.5%
Registration in Japan 50.9 9.0% 49.2 -3.4% 37.1 8.0% 1.0 1.5	— Thousands of units) 69.0 37.0 28.9 3.1 Thousands of units) 179.7 138.5 Thousands of units) 193.0 69.0 124.0 138.5 (Billions of yen)	-3.5% -0.1% -6.1% -16.0% -12.8% -9.3% -5.0% -3.5%
Chousands of units Chousan	69.0 37.0 28.9 3.1 Thousands of units) 179.7 138.5 Thousands of units) 193.0 69.0 124.0 138.5 (Billions of yen)	-0.1% -6.1% -16.0% -12.8% -9.3% -5.0% -3.5% -5.8%
Registration in Japan 50.9 9.0% 49.2 -3.4% 71.5 7.4%	69.0 37.0 28.9 3.1 Thousands of units) 179.7 138.5 Thousands of units) 193.0 69.0 124.0 138.5 (Billions of yen)	-0.1% -6.1% -16.0% -12.8% -9.3% -5.0% -3.5% -5.8%
Heavy- & medium- duty trucks 26.3 9.0% 26.8 1.8% 37.1 8.0% 2.1 1.4% 20.4 -8.2% 30.7 8.4% 30.7 8.4% 2.0 1.5.2% 3.7 -5.5% 2.0 1.5.2% 3.7 -5.5% 2.0 1.5.2% 3.7 -5.5% 2.0 1.5.2% 3.7 -5.5% 2.0 1.5.2% 3.7 -5.5% 2.0 1.5.2% 3.7 -5.5% 2.0 1.5.2% 3.7 -5.5% 2.0 1.5.2% 3.7 -5.5% 2.0 1.5.2% 3.7 -5.5% 2.0 1.5.2% 3.7 -5.5% 2.0 1.5.2% 3.7 -5.5% 2.0 1.5.2% 3.7 -5.5% 2.0 1.5.2% 3.7 -5.5% 2.0 1.5.2% 3.7 -5.5% 2.0 1.5.2% 1.0% 2.0 1.0% 2.0 1.0% 2.0 1.0% 2.0 1.0% 2.0 1.0% 2.0 1.0% 2.0 1.0% 2.0 1.0% 2.0 1.0% 2.0 1.0% 2.0 1.0% 1.0% 2.0 1.0% 2	37.0 28.9 3.1 Thousands of units) 179.7 138.5 Thousands of units) 193.0 69.0 124.0 138.5 (Billions of yen)	-0.1% -6.1% -16.0% -12.8% -9.3% -5.0% -3.5% -5.8%
Light-duty trucks 22.2 11.4% 20.4 -8.2% 30.7 8.4% Buses 2.4 -8.8% 2.0 -15.2% 3.7 -5.5% Unit production (Thousands of units) (Thousands of units) (Thousands of units) Trucks and buses 151.9 9.4% 132.0 -13.1% 206.2 9.6% Toyota brand vehicles 112.0 0.9% 107.7 -3.8% 152.7 1.6% Global Unit Sales (Retail Sales) (Thousands of units) (Thousands of units) Hino brands 154.5 12.2% 141.3 -8.6% 203.2 8.7% Japan 50.9 9.0% 49.2 -3.4% 71.5 7.4% Overseas 103.6 13.9% 92.1 -11.2% 131.6 9.4% Toyota 111.8 0.9% 107.7 -3.7% 152.7 1.6% Net sales 1,459.7 9.9% 1,374.3 -5.8% 1,981.3 7.8%	28.9 3.1 Thousands of units) 179.7 138.5 Thousands of units) 193.0 69.0 124.0 138.5 (Billions of yen)	-6.1% -16.0% -12.8% -9.3% -5.0% -3.5% -5.8%
Buses 2.4 -8.8% 2.0 -15.2% 3.7 -5.5%	3.1 Thousands of units) 179.7 138.5 Thousands of units) 193.0 69.0 124.0 138.5 (Billions of yen)	-16.0% -12.8% -9.3% -5.0% -3.5% -5.8%
Unit production	Thousands of units) 179.7 138.5 Thousands of units) 193.0 69.0 124.0 138.5 (Billions of yen)	-12.8% -9.3% -5.0% -3.5% -5.8%
Trucks and buses 151.9 9.4% 132.0 -13.1% 206.2 9.6% 150.0 107.7 -3.8% 152.7 1.6% 150.0 107.7 -3.8% 152.7 1.6% 150.0 107.7 -3.8% 150.0 107.7 -3.8% 150.0 107.7 -3.8% 150.0 107.	179.7 138.5 Thousands of units) 193.0 69.0 124.0 138.5 (Billions of yen)	-9.3% -5.0% -3.5% -5.8%
Trucks and buses 151.9 9.4% 132.0 -13.1% 206.2 9.6% 150.0 112.0 0.9% 107.7 -3.8% 152.7 1.6% 152.	138.5 Thousands of units) 193.0 69.0 124.0 138.5 (Billions of yen)	-9.3% -5.0% -3.5% -5.8%
Chousands of units Chousan	193.0 69.0 124.0 138.5 (Billions of yen)	-5.0% -3.5% -5.8%
Hino brands	193.0 69.0 124.0 138.5 (Billions of yen)	-3.5% -5.8%
Hino brands 154.5 12.2% 141.3 -8.6% 203.2 8.7% Japan 50.9 9.0% 49.2 -3.4% 71.5 7.4% Overseas 103.6 13.9% 92.1 -11.2% 131.6 9.4% Toyota 111.8 0.9% 107.7 -3.7% 152.7 1.6% Net sales (Billions of yen) (Billions of yen) (Billions of yen) 1,459.7 9.9% 1,374.3 -5.8% 1,981.3 7.8%	69.0 124.0 138.5 (Billions of yen)	-3.5% -5.8%
Japan 50.9 9.0% 49.2 -3.4% 71.5 7.4% Overseas 103.6 13.9% 92.1 -11.2% 131.6 9.4% Toyota 111.8 0.9% 107.7 -3.7% 152.7 1.6% Net sales 1,459.7 9.9% 1,374.3 -5.8% 1,981.3 7.8%	69.0 124.0 138.5 (Billions of yen)	-3.5% -5.8%
Overseas 103.6 13.9% 92.1 -11.2% 131.6 9.4% Toyota 111.8 0.9% 107.7 -3.7% 152.7 1.6% Net sales 1,459.7 9.9% 1,374.3 -5.8% 1,981.3 7.8%	124.0 138.5 (Billions of yen)	-5.8%
Overseas 103.6 13.9% 92.1 -11.2% 131.6 9.4% Toyota 111.8 0.9% 107.7 -3.7% 152.7 1.6% Net sales 1,459.7 9.9% 1,374.3 -5.8% 1,981.3 7.8%	124.0 138.5 (Billions of yen)	
Toyota 111.8 0.9% 107.7 -3.7% 152.7 1.6% Columbia	138.5 (Billions of yen)	
(Billions of yen) 1,459.7 1,374.3 -5.8% 1,981.3 7.8%	(Billions of yen)	7.570
Net sales 1,459.7 9.9% 1,374.3 -5.8% 1,981.3 7.8%	i	
2,10,11		
[Janon 591.2 10.20/ 574.2 1.20/ 905.2 7.70/	1,900.0	-4.1%
Japan 581.3 10.3% 574.2 -1.2% 805.2 7.7%	810.0	0.6%
Overseas 482.3 13.2% 422.9 -12.3% 637.0 10.1%	580.0	-9.0%
Toyota 396.1 5.6% 377.2 -4.8% 539.1 5.3%	510.0	-5.4%
(Billions of yen) (Billions of yen) (Billions of yen)	(Billions of yen)	
Operating income 63.1 2.8% 48.2 -23.6% 86.7 7.9%	68.0	-21.6%
<profit margin=""> <4.3%> <3.5%> <4.4%></profit>	<3.6%>	
(Billions of yen) (Billions of yen) (Billions of yen)	(Billions of yen)	
Ordinary income 62.1 -2.0% 45.0 -27.6% 83.9 4.3%	61.0	-27.3%
< <i>Profit margin</i> > <4.3%> <3.3%> <4.2%>	<3.2%>	
(Billions of yen) (Billions of yen) (Billions of yen)	(Billions of yen)	
Profit attributable to		
owners of parent 37.9 -3.5% 29.9 -21.0% 54.9 6.9%	40.0	-27.2%
<profit margin=""> <2.6%> <2.2%> <2.8%></profit>	<2.1%>	
(Billions of yen) (Billions of yen) (Billions of yen)		lions of yen)
	Profit increase fa	actors >>
	nprovement cost of sales	22.0
Stre	trengthening	
	oundations, hange in cost	0.3
stru	ructure etc.	
	Profit decrease f	actors»
Environmental change 13.6 Effect of sales 20.9 Environmental change 18.4 Effect of sales	ffect of sales	15.0
Strengthening		
	nvironmental nange	19.0
structure etc. structure etc.	· ·	
Strategic 2.4 Strategic 5.0 Stra	trategic vestment cost	7.0
investment cost investment cost investment cost	vestilient cost	
Total 1.7 Total -14.9 Total 6.4 Total	otal	-18.7
Increased revenue + Decreased revenue + Increased revenue +	Decreased rev	
Performance evaluation increased revenue + increased profit increased profit increased profit	Decreased p	
(Billions of yen) (Billions of yen) (Billions of yen)		ions of yen)
Capital expenditure 34.3 34.4 58.8	80.0	, ,,
(Billions of yen) (Billions of yen) (Billions of yen)		ions of yen)
Depreciation 38.0 37.6 51.5	54.0	J 7
(Billions of yen) (Billions of yen) (Billions of yen)		ions of yen)
R&D 43.4 43.2 61.5	64.0	• •
	-	
Exchange rate 110 yen/US\$ 109 yen/US\$ 110 yen/US\$	107 yen/U	S\$
3	- · ,	·