

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

	Prior 3Q Actual Results (Third quarter of FY ending March 2019) (April 1, 2018 to December 31, 2018)		Current 3Q Actual Results (Third quarter of FY ending March 2020) (April 1, 2019 to December 31, 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
<b>Total demand in Japan</b>	<b>151.4</b>	1.3%	<b>151.4</b>	0.0%	<b>211.1</b>	8.1%	—	—
Heavy- & medium- duty trucks	66.0	-0.1%	67.7	2.6%	91.5	0.4%	90.5	-1.1%
Light-duty trucks	78.5	4.3%	77.3	-1.5%	109.2	4.9%	105.9	-3.1%
Buses	6.9	-15.8%	6.4	-6.6%	10.4	-11.8%	—	—
<b>Registration in Japan</b>	<b>50.9</b>	9.0%	<b>49.2</b>	-3.4%	<b>71.5</b>	7.4%	<b>69.0</b>	-3.5%
Heavy- & medium- duty trucks	26.3	9.0%	26.8	1.8%	37.1	8.0%	37.0	-0.1%
Light-duty trucks	22.2	11.4%	20.4	-8.2%	30.7	8.4%	28.9	-6.1%
Buses	2.4	-8.8%	2.0	-15.2%	3.7	-5.5%	3.1	-16.0%
<b>Unit production</b>								
Trucks and buses	151.9	9.4%	132.0	-13.1%	206.2	9.6%	179.7	-12.8%
Toyota brand vehicles	112.0	0.9%	107.7	-3.8%	152.7	1.6%	138.5	-9.3%
<b>Global Unit Sales (Retail Sales)</b>								
Hino brands	154.5	12.2%	141.3	-8.6%	203.2	8.7%	193.0	-5.0%
Japan	50.9	9.0%	49.2	-3.4%	71.5	7.4%	69.0	-3.5%
Overseas	103.6	13.9%	92.1	-11.2%	131.6	9.4%	124.0	-5.8%
Toyota	111.8	0.9%	107.7	-3.7%	152.7	1.6%	138.5	-9.3%
<b>Net sales</b>	<b>1,459.7</b>	9.9%	<b>1,374.3</b>	-5.8%	<b>1,981.3</b>	7.8%	<b>1,900.0</b>	-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%
<b>Operating income</b> <Profit margin>	<b>63.1</b> <4.3%>	2.8%	<b>48.2</b> <3.5%>	-23.6%	<b>86.7</b> <4.4%>	7.9%	<b>68.0</b> <3.6%>	-21.6%
<b>Ordinary income</b> <Profit margin>	<b>62.1</b> <4.3%>	-2.0%	<b>45.0</b> <3.3%>	-27.6%	<b>83.9</b> <4.2%>	4.3%	<b>61.0</b> <3.2%>	-27.3%
<b>Profit attributable to owners of parent</b> <Profit margin>	<b>37.9</b> <2.6%>	-3.5%	<b>29.9</b> <2.2%>	-21.0%	<b>54.9</b> <2.8%>	6.9%	<b>40.0</b> <2.1%>	-27.2%
<b>Variation factors</b> (Based on operating income)								
	« Profit increase factors »		« Profit increase factors »		« Profit increase factors »		« Profit increase factors »	
	Effect of sales	22.8	Improvement in cost of sales	13.1	Effect of sales	26.3	Improvement in cost of sales	22.0
	Improvement in cost of sales	11.6	Change in cost structure etc.	4.7	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	13.6	Effect of sales	20.9	Environmental change	18.4	Effect of sales	15.0
	Strengthening foundations, Change in cost structure etc.	19.1	Environmental change	9.4	Strengthening foundations, Change in cost structure etc.	14.1	Environmental change	19.0
			Strategic investment cost	2.4	Strategic investment cost	5.0	Strategic investment cost	7.0
	<b>Total</b>	<b>1.7</b>	<b>Total</b>	<b>-14.9</b>	<b>Total</b>	<b>6.4</b>	<b>Total</b>	<b>-18.7</b>
<b>Performance evaluation</b>	<b>Increased revenue + increased profit</b>		<b>Decreased revenue + Decreased profit</b>		<b>Increased revenue + increased profit</b>		<b>Decreased revenue + Decreased profit</b>	
<b>Capital expenditure</b>	<b>34.3</b>		<b>34.4</b>		<b>58.8</b>		<b>80.0</b>	
<b>Depreciation</b>	<b>38.0</b>		<b>37.6</b>		<b>51.5</b>		<b>54.0</b>	
<b>R&amp;D</b>	<b>43.4</b>		<b>43.2</b>		<b>61.5</b>		<b>64.0</b>	
<b>Exchange rate</b>	110 yen/US\$		109 yen/US\$		110 yen/US\$		107 yen/US\$	