

Financial Results for the First Quarter of the Fiscal Year Ending March 31, 2025
[Japanese GAAP] (Consolidated)



English translation from the original Japanese-language document

August 1, 2024

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Stock Listing: Tokyo and Nagoya

Scheduled Date of Dividend Payment Start: -
 Supplementary materials for the quarterly financial results: Yes
 Investor conference for the quarterly financial results: Yes (For Mass Media and Analysts)

(Amounts are rounded down to the nearest one million yen)

1. Consolidated Financial Results for the First Quarter of the Fiscal Year Ending March 31, 2025 (April 1, 2024–June 30, 2024)

(1) Consolidated Financial Results (Cumulative) (% of change from the same quarter of the previous year)

	Net sales		Operating income		Ordinary income		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
1Q of FY 2025	411,060	10.5	6,383	462.4	5,334	86.6	-222	—
1Q of FY 2024	371,914	4.5	1,134	-73.7	2,858	-61.7	-16,524	—

(Note) Comprehensive income: 1Q of FY 2025: ¥ 1,672 million (-74.0%) 1Q of FY 2024: ¥ 6,439 million (-54.4%)

	Profit per share		Diluted profit per share	
	Yen		Yen	
1Q of FY 2025	-0.39		—	
1Q of FY 2024	-28.79		—	

(2) Consolidated Financial Position

	Total assets		Net assets		Equity ratio	
	Millions of yen		Millions of yen		%	
1Q of FY 2025	1,452,110		460,901		26.9	
FY 2024	1,464,375		463,420		26.8	

(Reference) Equity capital: 1Q of FY 2025: ¥ 390,041 million FY 2024: ¥ 392,049 million

2. Dividends

	Dividends per share				
	1Q	2Q	3Q	Year-end	Annual
	Yen				
FY 2024	—	0.00	—	0.00	0.00
FY 2025	—				
FY 2025 (forecast)		—	—	—	—

(Note) Changes from the latest dividend forecast: None

3. Forecasts of Consolidated Financial Results for the Fiscal Year Ending March 31, 2025 (April 1, 2024 – March 31, 2025)

(% of change from FY2024)

	Net sales		Operating income		Ordinary income		Profit attributable to owners of parent		Profit per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
FY 2025	1,600,000	5.5	20,000	—	10,000	—	—	—	—

(Note) Changes from the latest financial forecast: None

*Notes

(1) Changes in significant subsidiaries (changes of specified subsidiaries resulting in changes in scope of consolidation) during the current term: None

(2) Application of the accounting procedures for producing quarterly consolidated financial statements: None

(3) Changes in accounting policies, accounting estimates and restatements:

- 1) Changes in accounting policies due to revisions of accounting standards: Yes
- 2) Changes in accounting policies due to reasons other than above 1): None
- 3) Changes in accounting estimates: None
- 4) Restatements: None

(4) Number of outstanding shares (common stock)

1) Number of outstanding shares (including treasury stock) at end of term	1Q of FY 2025	574,580,850 shares	FY 2024	574,580,850 shares
2) Number of treasury stock at end of term	1Q of FY 2025	555,141 shares	FY 2024	554,874 shares
3) Average number of shares (quarterly consolidated cumulative period)	1Q of FY 2025	574,025,821 shares	1Q of FY 2024	574,026,728 shares

*The attached quarterly consolidated financial statements are subject to review by certified public accountants or auditing firms.

*Statement regarding the proper use of financial forecasts and other remarks

(Explanation on appropriate use of earnings forecasts)

Descriptions regarding the future, including the financial projections contained in this report, are based on certain assumptions currently available to the Company, which are, at the discretion of the Company, deemed reasonable, and the Company gives no guarantees that it will achieve these results. In addition, actual financial results may significantly vary due to various factors.

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1. Qualitative Information Regarding the Financial Performance for the Current Quarter

(1) Information on Consolidated Operating Results

As for the Japanese domestic truck market during the current first quarter (three months), production at each company recovered as parts supply improved. As a result, the total demand for trucks and buses in Japan was 36.7 thousand units, an increase of 1.4 thousand units (4.0%) compared to the same quarter in the previous year.

As for Japanese domestic sales, the total sales volume of trucks and buses was 10.3 thousand units, an increase of 0.4 thousand units (4.6%) compared to the same quarter in the previous year due to steady sales of some heavy-duty truck models for which shipment was resumed.

As for overseas trucks and buses market, mainly due to the decline in sales in ASEAN countries, overseas sales volume of trucks and buses was 21.9 thousand units, a decrease of 2.6 thousand units (-10.7%) compared to the same quarter in the previous year.

As a result of the above, total unit sales of Hino Brand trucks and buses were 32.2 thousand units, a decrease of 2.2 thousand units (-6.4%) compared to the same quarter in the previous year.

As for the volume of sales to Toyota Motor Corporation, the sales volume of SUVs and light-duty trucks increased. As a result, total sales volume was 32.5 thousand units, an increase of 1.6 thousand units (5.3%) compared to the same quarter in the previous year.

As a result of the above, net sales in the current first quarter were ¥411,060 million, which is an increase of ¥39,145 million (10.5%) as compared to the same quarter in the previous year. As for profit and loss, due to the depreciation of the yen and an increase in domestic unit sales despite a decrease in overseas unit sales, operating income was ¥6,383 million which is an increase of ¥5,248 million (462.4%) compared to the same quarter in the previous year and ordinary income was ¥5,334 million which is an increase of ¥2,476 million (86.6%) compared to the same quarter in the previous year. In addition, loss attributable to owners of parent was ¥222 million which is an increase of ¥16,301 million (loss attributable to owners of parent of ¥16,524 million in the same quarter in the previous year) compared to the same quarter in the previous year due to income taxes of ¥4,523 million, etc.

The performance in each segment is as follows:

(Japan)

In the Hino brand business, sales of trucks and buses to the Japanese market increased mainly due to an increase in unit sales of some heavy-duty truck models, for which shipment was resumed. Overall sales decreased due to a decline in unit sales mainly to ASEAN countries, despite an increase in unit sales to North America. Furthermore, sales to Toyota increased due to an increase in unit sales of SUVs, Dyna, etc.

As a result, net sales were ¥285,893 million, up ¥37,898 million (15.3%) compared to the same quarter in the previous year. In terms of profit and loss, the profit (operating income) in this segment was ¥3,266 million, up ¥6,388 million compared to the same quarter in the previous year (a loss of ¥3,121 million in the same period of the previous fiscal year).

(Asia)

Net sales were ¥101,319 million, down ¥13,565 million (-11.8%) compared to the same quarter in the previous year, mainly due to a decrease in unit sales in Thailand and Indonesia. The profit (operating income) in this segment was ¥5,399 million, down ¥ 3,963 million (-42.3%) compared to the same quarter in the previous year.

(Other)

Net sales were ¥84,589 million, up ¥8,397 million (11.0%) compared to the same quarter in the previous year, mainly due to an increase in the number of units sold mainly in North America. The loss (operating loss) in this segment was ¥889 million, up ¥3,308 million compared to the same quarter in the previous year (a loss of ¥4,198 million in the same period of the previous fiscal year).

(2) Information on Consolidated Financial Position

Total assets at the end of the first quarter decreased to ¥1,452,110 million by ¥12,264 million compared to the end of the previous fiscal year. This is mainly because notes and accounts receivable – trade decreased by ¥7,057 million.

Liabilities decreased to ¥991,209 million by ¥9,744 million compared to the end of the previous fiscal year. This is mainly because provision for certification-related loss decreased by ¥11,389 million.

Net assets decreased to ¥460,901 million by ¥2,519 million compared to the end of the previous fiscal year. This is because valuation difference on available-for-sale securities decreased by ¥2,108 million.

(3) Information on Forecasts of Consolidated Financial Results

There is no change from the previously announced forecasts (April 25, 2024).

2. Quarterly Consolidated Financial Statements and Major Notes**(1) Quarterly Consolidated Balance Sheets**

(Millions of yen)

	As of March 31, 2024	As of June 30, 2024
Assets		
Current assets		
Cash and deposits	76,955	91,458
Notes and accounts receivable - trade	※ 296,364	※ 289,306
Merchandise and finished goods	233,940	234,756
Work in process	54,207	50,404
Raw materials and supplies	42,467	47,180
Other	107,623	90,990
Allowance for doubtful accounts	-3,251	-3,288
Total current assets	808,307	800,810
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	184,508	187,728
Machinery, equipment and vehicles, net	82,743	81,526
Land	123,861	124,350
Other, net	53,400	51,346
Total property, plant and equipment	444,513	444,950
Intangible assets	31,322	29,658
Investments and other assets		
Investment securities	125,344	121,582
Retirement benefit asset	25,466	25,818
Deferred tax assets	11,527	11,356
Other	21,245	21,081
Allowance for doubtful accounts	-3,351	-3,147
Total investments and other assets	180,231	176,691
Total non-current assets	656,067	651,300
Total assets	1,464,375	1,452,110
Liabilities		
Current liabilities		
Notes and accounts payable - trade	※ 234,846	※ 240,595
Short-term borrowings	328,010	347,760
Current portion of bonds payable	3,367	3,477
Current portion of long-term borrowings	22,251	26,121
Income taxes payable	6,787	6,746
Provision for product warranties	46,215	45,938
Provision for certification related loss	21,129	9,739
Other provisions	8,562	11,860
Other	181,971	149,071
Total current liabilities	853,141	841,310
Non-current liabilities		
Bonds payable	7,902	8,160
Long-term borrowings	12,258	15,520
Deferred tax liabilities	35,266	32,975
Deferred tax liabilities for land revaluation	2,742	2,742
Retirement benefit liability	49,446	49,722
Other provisions	1,497	1,302
Other	38,699	39,474
Total non-current liabilities	147,813	149,899
Total liabilities	1,000,954	991,209

(Millions of yen)

	As of March 31, 2024	As of June 30, 2024
Net assets		
Shareholders' equity		
Share capital	72,717	72,717
Capital surplus	65,928	66,131
Retained earnings	178,510	178,287
Treasury shares	-202	-202
Total shareholders' equity	316,953	316,934
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	46,620	44,511
Deferred gains or losses on hedges	3	-56
Revaluation reserve for land	2,273	2,273
Foreign currency translation adjustment	9,467	9,888
Remeasurements of defined benefit plans	16,731	16,490
Total accumulated other comprehensive income	75,095	73,107
Non-controlling interests	71,371	70,859
Total net assets	463,420	460,901
Total liabilities and net assets	1,464,375	1,452,110

(2) Quarterly Consolidated Statements of Income and Quarterly Consolidated Statements of Comprehensive Income

[Quarterly Consolidated Statements of Income]

[Consolidated First Quarter of FY 2025 and FY 2024 (Cumulative)]

(Millions of yen)

	FY 2024 (From April 1, 2023 to June 30, 2023)	FY 2025 (From April 1, 2024 to June 30, 2024)
Net sales	371,914	411,060
Cost of sales	313,658	345,839
Gross profit	58,256	65,220
Selling, general and administrative expenses		
Salaries and allowances	13,522	14,347
Provision for bonuses	1,911	2,022
Retirement benefit expenses	857	732
Other	40,829	41,735
Total selling, general and administrative expenses	57,121	58,837
Operating profit	1,134	6,383
Non-operating income		
Interest income	549	594
Dividend income	804	718
Foreign exchange gains	2,578	1,117
Miscellaneous income	978	810
Total non-operating income	4,911	3,240
Non-operating expenses		
Interest expenses	2,491	3,308
Share of loss of entities accounted for using equity method	30	49
Miscellaneous expenses	665	931
Total non-operating expenses	3,188	4,289
Ordinary profit	2,858	5,334
Extraordinary income		
Gain on sale of non-current assets	37	189
Gain on sale of investment securities	3	4,836
Other	33	16
Total extraordinary income	74	5,042
Extraordinary losses		
Loss on sale and retirement of non-current assets	16	1,184
Impairment losses	563	2,251
Loss related to domestic certification	13,059	498
Loss related to North American certification	34	65
Other	89	352
Total extraordinary losses	13,762	4,352
Profit (loss) before income taxes	-10,830	6,024
Income taxes - current	3,639	5,060
Income taxes - deferred	79	-537
Total income taxes	3,718	4,523
Profit (loss)	-14,548	1,500
Profit attributable to non-controlling interests	1,975	1,723
Loss attributable to owners of parent	-16,524	-222

[Quarterly Consolidated Statements of Comprehensive Income]
 [Consolidated First Quarter of FY 2025 and FY 2024 (Cumulative)]

(Millions of yen)

	FY 2024 (From April 1, 2023 to June 30, 2023)	FY 2025 (From April 1, 2024 to June 30, 2024)
Profit (loss)	-14,548	1,500
Other comprehensive income		
Valuation difference on available-for-sale securities	13,593	-2,606
Deferred gains or losses on hedges	-36	-102
Foreign currency translation adjustment	5,810	2,328
Remeasurements of defined benefit plans, net of tax	668	-290
Share of other comprehensive income of entities accounted for using equity method	952	842
Total other comprehensive income	20,988	171
Comprehensive income	6,439	1,672
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	1,762	-2,210
Comprehensive income attributable to non-controlling interests	4,677	3,883

(3) Notes to Quarterly Consolidated Financial Statements

(Notes on Going Concern Assumption)

There is no related information.

(Notes on Significant Changes in the Amount of Shareholders' Equity)

There is no related information.

(Changes in Accounting Policies)

(Application of "Accounting Standard for Current Income Taxes" and so on)

"Accounting Standard for Current Income Taxes" (ASBJ Statement No.27, October 28, 2022); hereinafter referred to as "the accounting standards revised in 2022") has been applied since the beginning of the first quarter of the current consolidated fiscal year.

Regarding the revision to the classification for posting income taxes (taxation on other comprehensive income), we follow the transitional handling set forth in the proviso of Paragraph 20-3 of the accounting standards revised in 2022 and the transitional handling set forth in the proviso of Paragraph 65-2 (2) of "the guidelines for applying the accounting standards for tax effect accounting" (Guidelines for applying corporate accounting standards No. 28; October 28, 2022; hereinafter referred to as "the application guidelines revised in 2022"). Said change in the accounting policy will not produce any effects on quarterly consolidated financial statements.

Regarding the revision to the method for deferring gain or loss on sale of shares of subsidiaries among consolidated group companies in consolidated financial statements for tax affairs, the application guidelines revised in 2022 have been applied since the beginning of the first quarter of the current consolidated fiscal year. The changed accounting policy has been applied retroactively, so the quarterly and annual consolidated financial statements for the quarter of the previous year and the previous consolidated fiscal year indicate the figures after the retroactive application. Said change in the accounting policy will not produce any effects on the quarterly consolidated financial statements for the quarter of the previous year or the consolidated financial statements for the previous consolidated fiscal year.

(Notes on Quarterly Consolidated Balance Sheets)

1. Guaranteed liabilities

The company provides guarantees for loans from financial institutions other than consolidated companies.

	FY 2024 (March 31, 2024)	1Q of FY 2025 (June 30, 2024)
Auto Loans	¥2 million	¥1 million
Housing Loans for Employees	¥167 million	¥152 million
Total	¥170 million	¥154 million

2. *Regarding the accounting procedures for bills maturing on the last day of the quarter, they are cleared on the clearance date of the bills.

Since the last day of the first quarter of the current consolidated accounting period was a bank holiday, the bills maturing on the last day of the following quarter are included in the balance at the end of the quarter.

	FY 2024 (March 31, 2024)	1Q of FY 2025 (June 30, 2024)
Bills Receivable	¥938 million	¥810 million
Bills Payable	¥47 million	¥55 million

(Notes on Quarterly Consolidated Statements of Cash Flows)

A quarterly consolidated statement of cash flows for the first quarter of the current fiscal year has not been prepared.

Depreciation (including amortization expenses related to intangible assets excluding goodwill) and amortization of goodwill for the first quarter of the current consolidated fiscal year are as follows.

	1Q of FY 2024 (From April 1, 2023 to June 30, 2023)	1Q of FY 2025 (From April 1, 2024 to June 30, 2024)
Depreciation	¥13,332 million	¥14,598 million
Amortization of goodwill	¥1 million	¥1 million

(Regarding Shareholders' Equity, etc.)

I First Quarter of the Previous Fiscal Year (From April 1, 2023 to June 30, 2023)

1. Dividend payment amount

There is no related information.

2. Dividends with a record date in the current first quarter but with an effective date after the end of the current first quarter

There is no related information.

II First Quarter of the Current Fiscal Year (From April 1, 2024 to June 30, 2024)

1. Dividend payment amount

There is no related information.

2. Dividends with a record date in the current first quarter but with an effective date after the end of the current first quarter

There is no related information.

(Notes on Segment Information, etc.)

【Segment Information】

I First Quarter of the Previous Fiscal Year (From April 1, 2023 to June 30, 2023)

1. Information on Amounts for Sales and Profit or Losses for Each Reporting Segment and Breakdown of Revenue

(Millions of yen)

	Report Segment			Other *1	Total	Adjusted Amount*2	Consolidated financial statements amount *3
	Japan	Asia	Total				
Net Sales							
Trucks and buses	91,961	67,646	159,607	41,978	201,585	—	201,585
Vehicles for Toyota	18,991	130	19,122	—	19,122	—	19,122
Spare parts	18,354	9,539	27,894	12,526	40,420	—	40,420
Other	55,019	34,641	89,661	21,124	110,786	—	110,786
Sales to External Customers	184,326	111,958	296,285	75,629	371,914	—	371,914
Inter-Segment Sales and Transfers	63,668	2,926	66,594	562	67,156	-67,156	—
Total	247,994	114,884	362,879	76,192	439,071	-67,156	371,914
Segment Profit (Losses)	-3,121	9,363	6,241	-4,198	2,042	-907	1,134

*1 The “other” section is the regions not included in the reporting segments, and includes North America and Oceania etc.

*2 The adjusted amount of segment profit (losses) of ¥ -907 million includes inter-segment eliminations and adjustments for inventory assets.

*3 Segment profit (losses) are adjusted with operating income in the quarterly consolidated statement of income.

2. Impairment losses on non-current assets and information concerning goodwill, etc., for each reporting segment

There is no related information.

II First Quarter of the Current Fiscal Year (From April 1, 2024 to June 30, 2024)

1. Information on Amounts for Sales and Profit or Losses for Each Reporting Segment and Breakdown of Revenue

(Millions of yen)

	Report Segment			Other *1	Total	Adjusted Amount*2	Consolidated financial statements amount *3
	Japan	Asia	Total				
Net Sales							
Trucks and buses	119,186	53,525	172,712	47,520	220,232	—	220,232
Vehicles for Toyota	30,852	138	30,991	—	30,991	—	30,991
Spare parts	19,242	8,674	27,916	14,320	42,237	—	42,237
Other	57,905	37,467	95,373	22,225	117,599	—	117,599
Sales to External Customers	227,187	99,806	326,993	84,066	411,060	—	411,060
Inter-Segment Sales and Transfers	58,705	1,513	60,218	523	60,741	-60,741	—
Total	285,893	101,319	387,212	84,589	471,802	-60,741	411,060
Segment Profit (Losses)	3,266	5,399	8,665	-889	7,776	-1,392	6,383

*1 The “other” section is the regions not included in the reporting segments, and includes North America and Oceania etc.

*2 The adjusted amount of segment profit (losses) of ¥ -1,392 million includes inter-segment eliminations and adjustments for inventory assets.

*3 Segment profit (losses) are adjusted with operating income in the quarterly consolidated statement of income.

2. Impairment losses on non-current assets and information concerning goodwill, etc., for each reporting segment
(Significant impairment losses on fixed assets)

In the “Other” segment, an impairment loss was posted for machinery, equipment, etc. whose profitability dropped and are no longer recoupable.

The amount of said impairment losses recorded was ¥ 2,251 million in the first quarter of the current fiscal year.

(Regarding Revenue Recognition)

The breakdown of revenues from contracts with clients is as shown in “Notes (Segment Information, etc.)”

(Per share Information)

The quarterly loss per share and the basis for calculating it are as follows.

Item	1Q of FY 2024 (From April 1, 2023 to June 30, 2023)	1Q of FY 2025 (From April 1, 2024 to June 30, 2024)
Quarterly loss per share	-28.79	-0.39
(Basis of calculation)		
Quarterly loss attributable to owners of parent (Millions of yen)	-16,524	-222
Amount not attributable to common shareholders (Millions of yen)	—	—
Quarterly loss attributable to owners of parent associated with common shares (Millions of yen)	-16,524	-222
Average number of common shares (Shares)	574,026,728	574,025,821

(Note) Diluted quarterly net income per share is not written, because there are no dilutive shares.

(Contingent Liabilities)

- Certification issues

Although the investigation of the engine by special committee for Japan market has been completed but the impact of the engine certification issue for the North American and Japan market is still ongoing for verification, investigation and communication with the related parties. Accordingly, other impacts were already determined, and it will not be affected in the quarterly consolidated financial statements due to the difficult of reasonably estimated.

- Litigation against our company and subsidiaries outside Japan

Class action lawsuit in Victoria, Australia

On September 30, 2022 (local time) and April 17, 2023 (local time) at the Superior Court of Victoria in Australia, our company and subsidiaries company in Australia were sued by the plaintiff on behalf of the person who have purchased, leased, or having legal rights to our trucks in Australia from January 1, 2003 due to suffered damages as a result of fraud and other acts that related to violations of emission performance and fuel economy standards from our company's engines.

In the complaint filed in this fraud and misconduct case, the plaintiffs are demanding compensation from our company due to the damage in connection with quality assurance under Australian laws and regulations, however the specific amount of claims charged has not been disclosed.

Regarding the two class action lawsuits, the procedures were summarized on November 21, 2023, while discussing the possibility of absorption and summarization of arguments. On December 15, 2023, the court decided to proceed with the procedure for only the class action lawsuit filed on April 17, 2023. On January 29, 2024, the plaintiff of the class action lawsuit filed on September 30, 2022 appealed against said decision, but withdrew said appeal. On July 26, 2024, the court made a formal decision regarding the withdrawal of the appeal. Accordingly, the procedure for only the class action lawsuit filed on April 17, 2023 will be carried out.

Although there is a possibility that we may incur losses depending on the class-action judgment result. However, the impact amount of this case is difficult to reasonably estimate, and our company has not reflected this impact in our consolidated financial statements

A class-action lawsuit in British Columbia, Canada

On October 19, 2023 (local time) at the Superior Court of British Columbia in Canada, a lawsuit was filed against our parent company and subsidiaries company in the U.S. and Canada by the plaintiff on behalf of the person who have purchased or rented the vehicles from 2004 to 2021 model that manufactured by our company and sold in Canada due to suffered damage from the past misconduct.

In the complaint for this lawsuit, the plaintiff is requesting compensatory and punitive damages to our company. However, the exact amount demanded has not been disclosed.

Class-action lawsuit in Quebec, Canada

On November 1, 2023 (local time) at the Superior Court of Quebec, a lawsuit was filed against our parent company and the subsidiaries company in Canada by the plaintiff on behalf of the person who have purchased or rented the vehicles from 2004 to 2021 model that manufactured by our company and sold in Quebec, Canada due to suffered damage from misrepresentation. In the complaint filed in this lawsuit, the plaintiff is requesting our company to pay compensation amount 10,000 Canadian dollars for each plaintiff due to the damage caused by misrepresentation and demanded total amount of 25 million Canadian dollars due to punitive damages.

Regarding the two class-action lawsuits filed in Canada, our company is confirming the claims of the plaintiffs, and although there is a possibility that we may incur losses depending on the class-action judgment result. However, the impact amount of this case is difficult to reasonably estimate, and our company has not reflected this impact in our consolidated financial statements.

3. Supplementary Information

(1) Actual Production (Consolidated)

Category	FY 2024 (From April 1, 2023 to June 30, 2023)	FY 2025 (From April 1, 2024 to June 30, 2024)	Change
Trucks and buses	33,981 units	32,351 units	-1,630 units
Toyota brand vehicles	30,882 units	32,504 units	1,622 units

(2) Actual Sales (Consolidated)

Category		FY 2024 (From April 1, 2023 to June 30, 2023)		FY 2025 (From April 1, 2024 to June 30, 2024)		Change	
		Volume (Units)	Amount (Millions of yen)	Volume (Units)	Amount (Millions of yen)	Volume (Units)	Amount (Millions of yen)
	Japan	9,812	62,484	10,259	81,738	447	19,254
	Overseas	24,579	139,089	21,944	138,480	-2,635	-609
	Supplies of parts for overseas production	—	10	—	13	—	2
Total trucks and buses		34,391	201,585	32,203	220,232	-2,188	18,647
Total Toyota brand		30,882	19,122	32,504	30,991	1,622	11,869
	Japan	—	17,460	—	18,375	—	915
	Overseas	—	22,960	—	23,862	—	902
Total service parts		—	40,420	—	42,237	—	1,817
	Japan	—	48,592	—	49,451	—	859
	Overseas	—	3,635	—	7,365	—	3,729
	Toyota	—	58,558	—	60,781	—	2,223
Total others		—	110,786	—	117,599	—	6,812
Total net sales		—	371,914	—	411,060	—	39,145

(Note) Amounts are rounded down to the nearest one million yen.