

## Reference for Financial Forecast for the Fiscal Year Ending March 31, 2022 (Consolidated)

	Prior 3Q Actual Results (Third quarter of FY ending March 2021) (April 1, 2020 to December 31, 2020)		Current 3Q Actual Results (Third quarter of FY ending March 2022) (April 1, 2021 to December 31, 2021)		Prior Year Actual Results (FY ended March 2021) (April 1, 2020 to March 31, 2021)		Current Year Forecasts (FY ending March 2022) (April 1, 2021 to March 31, 2022)		
		Year-on-year rate		Year-on-year rate		Year-on-year rate		Year-on-year rate	
<b>Global Unit Sales (Retail Sales)</b>	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)		
Hino brands	103.2	-26.9%	115.9	12.2%	142.6	-20.9%	158.0	10.8%	
Japan	42.4	-13.7%	42.7	0.6%	59.7	-10.7%	61.0	2.2%	
Overseas	60.8	-33.9%	73.2	20.3%	82.9	-26.9%	97.0	17.0%	
Toyota	78.8	-26.8%	105.1	33.3%	108.7	-22.0%	149.0	37.1%	
<b>Unit production</b>	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)		
Trucks and buses	82.1	-37.8%	119.4	45.4%	120.0	-29.9%	155.0	29.1%	
Toyota brand vehicles	78.9	-26.8%	105.1	33.2%	108.6	-22.0%	149.0	37.2%	
<b>Net sales</b>	(Billions of yen)	<b>1,074.5</b>	-21.8%	<b>1,069.4</b>	-	<b>1,498.4</b>	-17.5%	<b>1,460.0</b>	-
<b>Operating income</b> <Profit margin>	(Billions of yen)	<b>-1.0</b> (-0.1%)	-	<b>49.8</b> (4.7%)	-	<b>12.3</b> (0.8%)	-77.7%	<b>54.0</b> (3.7%)	-
<b>Ordinary income</b> <Profit margin>	(Billions of yen)	<b>-1.7</b> (-0.2%)	-	<b>52.3</b> (4.9%)	-	<b>12.3</b> (0.8%)	-75.3%	<b>51.0</b> (3.5%)	-
<b>Profit attributable to owners of parent</b> <Profit margin>	(Billions of yen)	<b>-2.2</b> (-0.2%)	-	<b>18.8</b> (1.8%)	-	<b>-7.5</b> (-0.5%)	-	<b>15.0</b> (1.0%)	-
<b>Variation factors</b> (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 »		
	Change in cost structure etc.	20.8	Effect of sales	40.2	Improvement in cost of sales	16.0	Effect of sales	50.0	
	Improvement in cost of sales	8.7	Improvement in cost of sales	12.6	Change in cost structure etc.	33.9	Improvement in cost of sales	20.0	
	« Profit decrease factors »		« Profit decrease factors »		« Profit decrease factors »		« Profit decrease factors »		
	Effect of sales	75.3	Environmental change	3.1	Effect of sales	86.7	Environmental change	15.0	
	Environmental change	3.4	Advanced Technology and CASE	3.4	Environmental change	5.8	Advanced Technology and CASE	10.3	
			Strengthen business base	0.8			Strengthen business base	3.0	
	Total	<b>-49.2</b>	Total	<b>50.8</b>	Total	<b>-42.6</b>	Total	<b>41.7</b>	
<b>Performance evaluation</b>	<b>Decreased revenue + Decreased profit</b>		—		<b>Decreased revenue + Decreased profit</b>		—		
<b>Capital expenditure</b>	(Billions of yen)	<b>30.3</b>	(Billions of yen)	<b>32.5</b>	(Billions of yen)	<b>44.5</b>	(Billions of yen)	<b>60.0</b>	
<b>Depreciation</b>	(Billions of yen)	<b>35.5</b>	(Billions of yen)	<b>34.8</b>	(Billions of yen)	<b>47.5</b>	(Billions of yen)	<b>49.0</b>	
<b>R&amp;D</b>	(Billions of yen)	<b>37.6</b>	(Billions of yen)	<b>39.5</b>	(Billions of yen)	<b>51.4</b>	(Billions of yen)	<b>59.0</b>	
<b>Exchange rate</b>		106 yen/US\$		111 yen/US\$		106 yen/US\$		108 yen/US\$	