

Reference for Financial Forecast for the Fiscal Year Ending March 31, 2021 (Consolidated)

	Prior 3Q Actual Results (Third quarter of FY ending March 2020) (April 1, 2019 to December 31, 2019)		Current 3Q Actual Results (Third quarter of FY ending March 2021) (April 1, 2020 to December 31, 2020)		Prior Year Actual Results (FY ended March 2020) (April 1, 2019 to March 31, 2020)		Current Year Forecasts (FY ending March 2021) (April 1, 2020 to March 31, 2021)	
		Year-on-year rate		Year-on-year rate		Year-on-year rate		Year-on-year rate
Global Unit Sales (Retail Sales)	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)	
Hino brands	141.3	-8.6%	103.2	-26.9%	180.3	-11.2%	142.5	-21.0%
Japan	49.2	-3.4%	42.4	-13.7%	66.8	-6.6%	59.0	-11.7%
Overseas	92.1	-11.2%	60.8	-33.9%	113.5	-13.8%	83.5	-26.4%
Toyota	107.7	-3.7%	78.8	-26.8%	139.3	-8.7%	109.7	-21.3%
Unit production	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)	
Trucks and buses	132.0	-13.1%	82.1	-37.8%	171.2	-17.0%	126.4	-26.2%
Toyota brand vehicles	107.7	-3.8%	78.9	-26.8%	145.7	-4.5%	109.7	-24.7%
Net sales	(Billions of yen) 1,374.3	-5.8%	(Billions of yen) 1,074.5	-21.8%	(Billions of yen) 1,815.6	-8.4%	(Billions of yen) 1,430.0	-21.2%
Operating income <Profit margin>	(Billions of yen) 48.2 (3.5%)	-23.6%	(Billions of yen) -1.0 (-0.1%)	-	(Billions of yen) 54.9 (3.0%)	-36.7%	(Billions of yen) 3.0 (0.2%)	-94.5%
Ordinary income <Profit margin>	(Billions of yen) 45.0 (3.3%)	-27.6%	(Billions of yen) -1.7 (-0.2%)	-	(Billions of yen) 49.6 (2.7%)	-40.9%	(Billions of yen) -2.0 (-0.1%)	-
Profit attributable to owners of parent <Profit margin>	(Billions of yen) 29.9 (2.2%)	-21.0%	(Billions of yen) -2.2 (-0.2%)	-	(Billions of yen) 31.5 (1.7%)	-42.7%	(Billions of yen) -12.0 (-0.8%)	-
Variation factors (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 »	
	Improvement in cost of sales	13.1	Change in cost structure etc.	20.8	Improvement in cost of sales	19.7	Change in cost structure etc.	35.1
	Change in cost structure etc.	4.9	Improvement in cost of sales	8.7	Change in cost structure etc.	4.6	Improvement in cost of sales	20.0
	« Profit decrease factors »		« Profit decrease factors »		« Profit decrease factors »		« Profit decrease factors »	
	Effect of sales	20.9	Effect of sales	75.3	Effect of sales	40.0	Effect of sales	99.0
	Environmental change	9.4	Environmental change	3.4	Environmental change	12.6	Environmental change	8.0
	Strategic investment cost	2.6			Strategic investment cost	3.5		
	Total	-14.9	Total	-49.2	Total	-31.8	Total	-51.9
Performance evaluation	Decreased revenue + Decreased profit		Decreased revenue + Decreased profit		Decreased revenue + Decreased profit		Decreased revenue + Decreased profit	
Capital expenditure	(Billions of yen) 34.4		(Billions of yen) 30.3		(Billions of yen) 59.7		(Billions of yen) 50.0	
Depreciation	(Billions of yen) 37.6		(Billions of yen) 35.5		(Billions of yen) 50.4		(Billions of yen) 49.0	
R&D	(Billions of yen) 43.2		(Billions of yen) 37.6		(Billions of yen) 60.6		(Billions of yen) 55.0	
Exchange rate	109 yen/US\$		106 yen/US\$		109 yen/US\$		106 yen/US\$ (FY2021/2H)	