

**Reference for Financial Results for the Fiscal Year Ended March 31, 2024 (Consolidated)**

	Prior Year Actual Results (FY ended March 2023)		Current Year Actual Results (FY ended March 2024)		Next Year Forecasts (FY ending March 2025)	
	(Thousands of units)	Year-on-year rate	(Thousands of units)	Year-on-year rate	(Thousands of units)	Year-on-year rate
<b>Global Unit Sales (Retail Sales)</b>	(Thousands of units)		(Thousands of units)		(Thousands of units)	
Hino brands	144.6	-7.6%	130.2	-10.0%	134.0	2.9%
Japan	36.2	-37.8%	36.3	0.2%	42.0	15.9%
Overseas	108.4	10.3%	93.9	-13.4%	92.0	-2.1%
Toyota	127.9	-9.8%	104.3	-18.4%	155.1	48.7%
<b>Unit production</b>	(Thousands of units)		(Thousands of units)		(Thousands of units)	
Trucks and buses	157.4	1.0%	132.9	-15.6%	127.0	-4.4%
Toyota brand vehicles	127.9	-9.8%	104.3	-18.4%	155.1	48.7%
<b>Net sales</b>	(Billions of yen) <b>1,507.3</b>	3.3%	(Billions of yen) <b>1,516.3</b>	0.6%	(Billions of yen) <b>1,600.0</b>	5.5%
<b>Operating income</b> <Profit margin>	(Billions of yen) <b>17.4</b> (1.2%)	-48.5%	(Billions of yen) <b>-8.1</b> (-0.5%)	-	(Billions of yen) <b>20.0</b> (1.3%)	-
<b>Ordinary income</b> <Profit margin>	(Billions of yen) <b>15.8</b> (1.0%)	-58.4%	(Billions of yen) <b>-9.2</b> (-0.6%)	-	(Billions of yen) <b>10.0</b> (0.6%)	-
<b>Profit attributable to owners of parent</b> <Profit margin>	(Billions of yen) <b>-117.7</b> (-7.8%)	-	(Billions of yen) <b>17.1</b> (1.1%)	-	(Billions of yen) <b>-</b> -	-
<b>Variation factors</b> (Based on operating income)	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	«Profit increase factors»		«Profit increase factors»		«Profit increase factors»	
	Environmental change	4.6	Effect of sales	30.0	Effect of sales	29.0
	Improvement in cost of sales	3.2			Change in cost structure etc.	13.1
	«Profit decrease factors»		«Profit decrease factors»		«Profit decrease factors»	
	Effect of sales	21.5	Environmental change	27.9	Environmental change	14.0
	Change in cost structure etc.	2.7	Change in cost structure etc.	27.2		
			Improvement in cost of sales	0.4		
	Total	<b>-16.4</b>	Total	<b>-25.5</b>	Total	<b>28.1</b>
<b>Performance evaluation</b>	<b>Increased revenue + Decreased profit</b>		<b>Increased revenue + Decreased profit</b>		<b>Increased revenue + Increased profit</b>	
<b>Capital expenditure</b>	(Billions of yen) <b>69.0</b>		(Billions of yen) <b>73.7</b>		(Billions of yen) <b>70.0</b>	(*1)
<b>Depreciation</b>	(Billions of yen) <b>57.3</b>		(Billions of yen) <b>56.5</b>		(Billions of yen) <b>56.0</b>	(*1)
<b>R&amp;D</b>	(Billions of yen) <b>52.5</b>		(Billions of yen) <b>55.3</b>		(Billions of yen) <b>55.0</b>	
<b>Exchange rate</b>	135 yen / US\$		142 yen / US\$		145 yen / US\$	

(\*1)Capital expenditure and Depreciation include Investments and other assets.