

Financial Reference for the Fiscal Year Ended March 31, 2010 (Consolidated)

	Prior Year Actual Results (FY ended March 2009)		Current Year Actual Results (FY ended March 2010)		Next Year Projected Results (FY ending March 2011)	
		Year-on-year rate		Year-on-year rate		Year-on-year rate
Unit production	(Thousands of units)		(Thousands of units)		(Thousands of units)	
	90.9	-17.5%	79.8	-12.2%	99.7	24.9%
Japan	90.9	-17.5%	77.4	-14.8%	91.4	18.0%
Overseas	-	-	2.4	-	8.3	3.5 times
Unit sales	(Thousands of units)		(Thousands of units)		(Thousands of units)	
Japan	34.7	-24.2%	27.0	-22.3%	26.7	-1.0%
Overseas	63.8	-3.2%	56.5	-11.4%	71.0	25.7%
Commissioned vehicles	120.3	-40.1%	125.1	4.0%	138.0	10.3%
Net sales	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	1,069.5	-21.9%	1,023.5	-4.3%	1,120.0	9.4%
Japan	452.7	-14.7%	381.2	-15.8%	378.0	-0.8%
Overseas	285.1	-9.6%	259.1	-9.1%	317.0	22.3%
Toyota	331.7	-36.5%	383.2	15.5%	425.0	10.9%
Operating income <i>(Profit margin)</i>	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	(19.4)	-	1.1	-	25.0	22.1 times
	<i>(-1.8%)</i>		<i>(0.1%)</i>		<i>(2.2%)</i>	
Ordinary income <i>(Profit margin)</i>	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	(30.4)	-	(1.9)	-	21.0	-
	<i>(-2.8%)</i>		<i>(-0.2%)</i>		<i>(1.9%)</i>	
Net income <i>(Profit margin)</i>	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	(61.8)	-	(3.0)	-	11.0	-
	<i>(-5.8%)</i>		<i>(-0.3%)</i>		<i>(1.0%)</i>	
Variation factors <i>(Based on operating income)</i>	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	<Profit increase factors>		<Profit increase factors>		<Profit increase factors>	
	Improvement in cost of sales	16.3	Sales increase	23.1	Improvement in cost of sales	19.0
			Improvement in cost of sales	19.9	Increase in unit sales	14.0
	<Profit decline factors>		Reduction of fixed costs	19.0	Sales increase	6.0
	Environmental change	36.6	<Profit decline factors>		<Profit decline factors>	
	Decrease in sales	33.0	Decrease in unit sales	34.5	Environmental change	10.5
	Change in cost structure	12.0	Environmental change	7.0	Change in cost structure	4.6
	Total	(65.3)	Total	20.5	Total	23.9
Performance evaluation	Decreased revenue + decreased profit		Decreased revenue + increased profit		Increased revenue + increased profit	
	(Billions of yen)		(Billions of yen)		(Billions of yen)	
Capital expenditure	58.4		28.5		33.0	
Hino Motors	44.5		18.4		24.5	
Suppliers	5.9		3.4		2.5	
Overseas	6.1		5.2		5.0	
Dealers	1.9		1.5		1.0	
Depreciation	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	47.5		45.2		45.0	
Hino Motors	30.6		29.6		30.0	
Suppliers	5.8		5.6		5.5	
Overseas	8.0		7.2		7.0	
Dealers	3.1		2.8		2.5	
R&D	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	40.9		38.1		40.4	
Exchange rate	101 yen/US\$		93 yen/US\$		90 yen/US\$	

Note: Figures in parenthesis indicate the loss or decrease.

Financial Reference for the Fiscal Year Ended March 31, 2010 (Non-Consolidated)

	Prior Year Actual Results (FY ended March 2009)		Current Year Actual Results (FY ended March 2010)		Next Year Projected Results (FY ending March 2011)	
	(Thousands of units)	Year-on-year rate	(Thousands of units)	Year-on-year rate	(Thousands of units)	Year-on-year rate
Total demand of heavy- & medium-duty trucks	63.0	-26.0%	41.6	-33.9%	43.0	3.3%
Heavy	36.4	-26.0%	24.8	-31.7%	27.0	8.7%
Medium	26.6	-26.1%	16.8	-37.0%	16.0	-4.6%
Total demand of light-duty trucks	70.1	-22.0%	48.9	-30.3%	52.0	6.4%
Registration of heavy- & medium-duty trucks	20.4	-25.9%	14.5	-29.2%	14.9	2.6%
<i>(Share - heavy & medium)</i>	<i>(32.5%)</i>	<i>(0.1P)</i>	<i>(34.8%)</i>	<i>(2.3P)</i>	<i>(34.8%)</i>	<i>(± 0.0P)</i>
Heavy	11.1	-25.1%	8.1	-27.1%	8.9	9.3%
<i>(Share - heavy)</i>	<i>(30.6%)</i>	<i>(0.4P)</i>	<i>(32.6%)</i>	<i>(2.0P)</i>	<i>(32.8%)</i>	<i>(0.2P)</i>
Medium	9.3	-26.8%	6.4	-31.7%	6.0	-5.9%
<i>(Share - medium)</i>	<i>(35.1%)</i>	<i>(-0.3P)</i>	<i>(38.0%)</i>	<i>(2.9P)</i>	<i>(38.0%)</i>	<i>(± 0.0P)</i>
Registration of light-duty trucks	11.4	-23.4%	8.7	-24.4%	9.3	6.9%
<i>(Share - light)</i>	<i>(16.3%)</i>	<i>(-0.3P)</i>	<i>(17.7%)</i>	<i>(1.4P)</i>	<i>(17.8%)</i>	<i>(0.1P)</i>
Shipments	(Thousands of units)		(Thousands of units)		(Thousands of units)	
Japan	34.4	-25.8%	26.9	-21.6%	26.8	-0.4%
Export	58.7	-8.7%	51.2	-12.8%	65.3	27.5%
Commissioned vehicles	120.3	-40.1%	121.3	0.8%	125.0	3.1%
Net sales	776.1	-25.0%	746.9	-3.8%	810.0	8.5%
Japan	309.3	-16.8%	260.4	-15.8%	250.0	-4.0%
Export	225.1	-16.2%	192.3	-14.6%	240.0	24.8%
Toyota	241.7	-38.7%	294.2	21.7%	320.0	8.8%
Operating income	(30.8)	-	(13.1)	-	10.0	-
<i>(Profit margin)</i>	<i>(-4.0%)</i>		<i>(-1.8%)</i>		<i>(1.2%)</i>	
Ordinary income	(33.1)	-	(9.2)	-	13.0	-
<i>(Profit margin)</i>	<i>(-4.3%)</i>		<i>(-1.2%)</i>		<i>(1.6%)</i>	
Net income	(60.7)	-	(7.8)	-	10.0	-
<i>(Profit margin)</i>	<i>(-7.8%)</i>		<i>(-1.0%)</i>		<i>(1.2%)</i>	
Performance evaluation	Decreased revenue + decreased profit		decreased revenue + increased profit		Increased revenue + increased profit	
Capital expenditure	44.5 (Billions of yen)		18.4 (Billions of yen)		24.5 (Billions of yen)	
Depreciation	30.6 (Billions of yen)		29.6 (Billions of yen)		30.0 (Billions of yen)	
R&D	40.5 (Billions of yen)		37.7 (Billions of yen)		40.0 (Billions of yen)	

Note: Figures in parenthesis indicate the loss or decrease.