

## Financial Reference for the Fiscal Year Ended March 31, 2009 (Consolidated)

	Prior Year Actual Results (FY ended March 2008)		Current Year Actual Results (FY ended March 2009)		Next Year Projected Results (FY ending March 2010)	
		Year-on-year rate		Year-on-year rate		Year-on-year rate
<b>Unit sales</b>	(Thousands of units)		(Thousands of units)		(Thousands of units)	
Japan	45.8	-10.9%	34.7	-24.2%	29.2	-15.9%
Overseas	65.9	29.4%	63.8	-3.2%	50.0	-21.6%
Commissioned vehicles	200.9	-1.1%	120.3	-40.1%	111.0	-7.7%
<b>Net sales</b>	(billions of yen)		(billions of yen)		(billions of yen)	
	<b>1,368.6</b>	<b>6.3%</b>	<b>1,069.5</b>	<b>-21.9%</b>	<b>900.0</b>	<b>-15.8%</b>
Japan	530.5	-8.4%	452.7	-14.7%	385.0	-14.9%
Overseas	315.5	35.0%	285.1	-9.6%	212.0	-25.6%
Toyota	522.6	10.1%	331.7	-36.5%	303.0	-8.7%
<b>Operating income</b> <i>(Profit margin)</i>	(billions of yen)	<b>25.0%</b>	(billions of yen)	-	(billions of yen)	-
	<b>45.9</b>		<b>(19.4)</b>		<b>(15.0)</b>	
	<i>(3.4%)</i>		<i>(-1.8%)</i>		<i>(-1.7%)</i>	
<b>Ordinary income</b> <i>(Profit margin)</i>	(billions of yen)	<b>11.4%</b>	(billions of yen)	-	(billions of yen)	-
	<b>41.0</b>		<b>(30.4)</b>		<b>(22.0)</b>	
	<i>(3.0%)</i>		<i>(-2.8%)</i>		<i>(-2.4%)</i>	
<b>Net income</b> <i>(Profit margin)</i>	(billions of yen)	<b>10.6%</b>	(billions of yen)	-	(billions of yen)	-
	<b>22.2</b>		<b>(61.8)</b>		<b>(24.0)</b>	
	<i>(1.6%)</i>		<i>(-5.8%)</i>		<i>(-2.7%)</i>	
<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>	
Sales efforts	8.2		Cost improvement	16.3	Cost improvement	19.0
Cost improvement	19.0				Change in cost structure	14.4
	<Profit decline factors>		<Profit decline factors>		<Profit decline factors>	
Change in environment	3.6		Change in environment	36.6	Change in environment	14.0
Change in cost structure	14.4		Effects of sales activities	33.0	Effects of sales activities	15.0
			Change in cost structure	12.0		
Total	<b>9.2</b>		Total	<b>-65.3</b>	Total	<b>4.4</b>
<b>Performance evaluation</b>	<b>Increased revenue + increased profit</b>		<b>decreased revenue + decreased profit</b>		<b>decreased revenue + increased profit</b>	
<b>Capital expenditure</b>	(billions of yen)		(billions of yen)		(billions of yen)	
	<b>43.7</b>		<b>58.4</b>		<b>33.0</b>	
Hino Motors	29.6		44.5		21.0	
Suppliers	4.3		5.9		4.0	
Overseas	7.2		6.1		6.0	
Dealers	2.6		1.9		2.0	
<b>Depreciation</b>	(billions of yen)		(billions of yen)		(billions of yen)	
	<b>44.2</b>		<b>47.5</b>		<b>50.4</b>	
Hino Motors	26.7		30.6		33.9	
Suppliers	5.2		5.8		5.2	
Overseas	9.0		8.0		8.5	
Dealers	3.3		3.1		2.8	
<b>R&amp;D</b>	(billions of yen)		(billions of yen)		(billions of yen)	
	<b>39.5</b>		<b>40.9</b>		<b>37.7</b>	
<b>Exchange rate</b>	114 yen/US\$		101 yen/US\$		95 yen/US\$	

Note: Figures in parenthesis indicate the loss or decrease.

**Financial Reference for the Fiscal Year Ended March 31, 2009 (Non-Consolidated)**

	Prior Year Actual Results (FY ended March 2008)		Current Year Actual Results (FY ended March 2009)		Next Year Projected Results (FY ending March 2010)	
		Year-on-year rate		Year-on-year rate		Year-on-year rate
<b>Total demand of heavy- &amp; medium-duty trucks</b>	(Thousands of units) <b>85.1</b>	<b>-19.3%</b>	(Thousands of units) <b>63.0</b>	<b>-26.0%</b>	(Thousands of units) <b>51.0</b>	<b>-19.0%</b>
<b>Heavy</b>	49.1	-14.7%	36.4	-26.0%	28.9	-20.5%
<b>Medium</b>	36.0	-24.8%	26.6	-26.1%	22.1	-17.0%
<b>Total demand of light-duty trucks</b>	<b>89.8</b>	<b>-25.7%</b>	<b>70.1</b>	<b>-22.0%</b>	<b>60.0</b>	<b>-14.4%</b>
<b>Registration of heavy- &amp; medium-duty trucks</b> <i>(Share - heavy &amp; medium)</i>	(Thousands of units) <b>27.6</b> <i>(32.4%)</i>	<b>-15.9%</b> <i>(1.3P)</i>	(Thousands of units) <b>20.4</b> <i>(32.5%)</i>	<b>-25.9%</b> <i>(0.1P)</i>	(Thousands of units) <b>16.7</b> <i>(32.7%)</i>	<b>-18.3%</b> <i>(0.2P)</i>
<b>Heavy</b> <i>(Share - heavy)</i>	14.8 <i>(30.2%)</i>	-15.5% <i>(-0.3P)</i>	11.1 <i>(30.6%)</i>	-25.1% <i>(0.4P)</i>	8.8 <i>(30.4%)</i>	-20.8% <i>(-0.2P)</i>
<b>Medium</b> <i>(Share - medium)</i>	12.8 <i>(35.4%)</i>	-16.4% <i>(3.6P)</i>	9.3 <i>(35.1%)</i>	-26.8% <i>(-0.3P)</i>	7.9 <i>(35.7%)</i>	-15.4% <i>(0.6P)</i>
<b>Registration of light-duty trucks</b> <i>(Share - light)</i>	<b>14.9</b> <i>(16.6%)</i>	<b>-10.3%</b> <i>(2.8P)</i>	<b>11.4</b> <i>(16.3%)</i>	<b>-23.4%</b> <i>(-0.3P)</i>	<b>10.0</b> <i>(16.7%)</i>	<b>-12.6%</b> <i>(0.4P)</i>
<b>Domestic production</b>	(Thousands of units)		(Thousands of units)		(Thousands of units)	
Trucks & buses	110.3	10.8%	90.9	-17.5%	77.6	-14.7%
<b>Shipments</b>	(Thousands of units)		(Thousands of units)		(Thousands of units)	
Japan	46.3	-7.0%	34.4	-25.8%	29.5	-14.2%
Export	64.3	27.2%	58.7	-8.7%	49.0	-16.5%
<b>Net sales</b>	(billions of yen) <b>1,034.2</b>	<b>5.9%</b>	(billions of yen) <b>776.1</b>	<b>-25.0%</b>	(billions of yen) <b>650.0</b>	<b>-16.2%</b>
Japan	371.6	-4.9%	309.3	-16.8%	261.0	-15.6%
Export	268.5	36.9%	225.1	-16.2%	154.0	-31.6%
Toyota	394.1	1.1%	241.7	-38.7%	235.0	-2.8%
<b>Operating income</b> <i>(Profit margin)</i>	(billions of yen) <b>29.3</b> <i>(2.8%)</i>	<b>13.0%</b>	(billions of yen) <b>(30.8)</b> <i>(-4.0%)</i>	-	(billions of yen) <b>(17.0)</b> <i>(-2.6%)</i>	-
<b>Ordinary income</b> <i>(Profit margin)</i>	(billions of yen) <b>28.8</b> <i>(2.8%)</i>	<b>0.4%</b>	(billions of yen) <b>(33.1)</b> <i>(-4.3%)</i>	-	(billions of yen) <b>(16.0)</b> <i>(-2.5%)</i>	-
<b>Net income</b> <i>(Profit margin)</i>	(billions of yen) <b>4.5</b> <i>(0.4%)</i>	<b>-72.9%</b>	(billions of yen) <b>(60.7)</b> <i>(-7.8%)</i>	-	(billions of yen) <b>(17.0)</b> <i>(-2.6%)</i>	-
<b>Performance evaluation</b>	<b>Increased revenue + increased profit</b>		<b>decreased revenue + decreased profit</b>		<b>decreased revenue + increased profit</b>	
<b>Capital expenditure</b>	<b>29.6</b> (billions of yen)		<b>44.5</b> (billions of yen)		<b>21.0</b> (billions of yen)	
<b>Depreciation</b>	<b>26.7</b> (billions of yen)		<b>30.6</b> (billions of yen)		<b>33.9</b> (billions of yen)	
<b>R&amp;D</b>	<b>39.1</b> (billions of yen)		<b>40.5</b> (billions of yen)		<b>37.3</b> (billions of yen)	

Note: Figures in parenthesis indicate the loss or decrease.