

Reference for Financial Forecast for the Fiscal Year Ending March 31, 2012 (Consolidated)

	Prior 2Q Actual Results (First half of FY ended March 2011) (April 1, 2010 to September 30, 2010)		Current 2Q Actual Results (First half of FY ending March 2012) (April 1, 2011 to September 30, 2011)		Prior Year Actual Results (FY ended March 2011) (April 1, 2010 to March 31, 2011)		Current Year Forecast (FY ending March 2012) (April 1, 2011 to March 31, 2012)	
		Year-on-year rate		Year-on-year rate		Year-on-year rate		Year-on-year rate
Unit production	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)	
	55.2	75.7%	60.3	9.2%	107.6	34.7%	142.1	32.1%
Japan	49.8	58.7%	52.7	5.8%	98.5	27.1%	122.4	24.4%
OEM	-	-	2.9	-	-	-	7.6	-
Overseas	5.4	-	4.7	(12.9%)	9.1	3.8times	12.1	32.7%
Unit sales	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)	
Japan	13.5	28.1%	15.2	12.1%	30.0	15.8%	34.8	16.0%
Overseas	38.4	34.2%	41.0	6.7%	82.9	35.1%	93.0	12.2%
Toyota	80.6	2.1times	63.2	(21.6%)	158.7	26.8%	158.3	(0.2%)
Net sales	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	605.7	54.3%	575.7	(5.0%)	1,242.7	21.4%	1,320.0	6.2%
Japan	195.2	22.0%	206.5	5.8%	415.5	9.0%	450.0	8.3%
Overseas	170.4	44.7%	177.2	3.9%	352.3	36.0%	400.0	13.6%
Toyota	240.1	2.1times	192.0	(20.0%)	474.9	23.9%	470.0	(1.0%)
Operating income <i>(Profit margin)</i>	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	16.4	-	14.9	(9.2%)	28.9	25.5times	35.0	21.1%
	(2.7%)		(2.6%)		(2.3%)		(2.7%)	
Ordinary income <i>(Profit margin)</i>	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	13.5	-	12.4	(8.1%)	25.1	-	31.0	23.7%
	(2.2%)		(2.2%)		(2.0%)		(2.3%)	
Net income <i>(Profit margin)</i>	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	5.8	-	0.6	(89.8%)	(10.0)	-	12.0	-
	(1.0%)		(0.1%)		(-0.8%)		(0.9%)	
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>	
	Influence of sales increase	33.5	Influence of sales increase	4.8	Influence of sales increase	33.7	Influence of sales increase	35.0
	Environmental change	2.5	Improvement in cost of sales	7.1	Improvement in cost of sales	18.7	Improvement in cost of sales	20.0
	Improvement in cost of sales	8.8						
	<Profit decline factors>		<Profit decline factors>		<Profit decline factors>		<Profit decline factors>	
	Change in cost structure	6.4	Environmental change	11.9	Environmental change	11.1	Environmental change	35.0
			Change in cost structure	1.5	Change in cost structure	13.5	Change in cost structure	13.9
	Total	38.4	Total	(1.5)	Total	27.8	Total	6.1
Performance evaluation	Increased revenue + increased profit		Decreased revenue + decreased profit		Increased revenue + increased profit		Increased revenue + increased profit	
	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
Capital expenditure	11.1		14.9		30.0		56.0	
Non-consolidated	(6.4)		(6.2)		(19.4)		(28.0)	
Depreciation	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	22.2		20.9		45.7		44.0	
Non-consolidated	(14.8)		(13.8)		(30.2)		(29.0)	
R&D	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	19.6		17.6		41.1		41.5	
Exchange rate	89 yen/US\$		80 yen/US\$		86 yen/US\$		78 yen/US\$ (2nd half 77 yen/US\$)	

Note: Figures in parenthesis indicate the loss or decrease.