

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

	Prior Year Actual Results (FY ended March 2011)		Current Year Actual Results (FY ended March 2012)		Next Year Forecasts (FY ending March 2013)	
		Year-on-year rate		Year-on-year rate		Year-on-year rate
Unit production	(Thousands of units)		(Thousands of units)		(Thousands of units)	
	107.6	34.7%	142.6	32.6%	163.8	14.8%
Japan	98.5	27.1%	123.1	25.0%		
OEM	-	-	7.8	-		
Overseas	9.1	3.8 times	11.7	29.0%		
Consolidated unit sales	(Thousands of units)		(Thousands of units)		(Thousands of units)	
Japan	30.0	15.8%	36.9	23.0%	39.0	5.6%
Overseas	82.9	35.1%	91.6	10.5%	114.0	24.5%
Toyota	158.7	26.8%	153.3	-3.4%	178.5	16.5%
Net sales	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	1,242.7	21.4%	1,314.6	5.8%	1,480.0	12.6%
Japan	415.5	9.0%	469.2	12.9%	480.0	2.3%
Overseas	352.3	36.0%	394.0	11.8%	470.0	19.3%
Toyota	474.9	23.9%	451.4	-4.9%	530.0	17.4%
Operating income (Profit margin)	(Billions of yen) 28.9 (2.3%)	25.5 times	(Billions of yen) 37.5 (2.9%)	29.8%	(Billions of yen) 47.0 (3.2%)	25.2%
Ordinary income (Profit margin)	(Billions of yen) 25.1 (2.0%)	-	(Billions of yen) 34.6 (2.6%)	38.0%	(Billions of yen) 45.0 (3.0%)	30.1%
Net income (Profit margin)	(Billions of yen) (10.0) (-0.8%)	-	(Billions of yen) 16.3 (1.2%)	-	(Billions of yen) 28.0 (1.9%)	71.7%
Variation factors (Based on operating income)	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	《Profit increase factors》		《Profit increase factors》		《Profit increase factors》	
	Effect of sales	33.7	Effect of sales	36.0	Effect of sales	29.0
	Improvement in cost of sales	18.7	Improvement in cost of sales	18.6	Improvement in cost of sales	18.0
	《Profit decline factors》		《Profit decline factors》		《Profit decline factors》	
	Environmental change	11.1	Environmental change	30.8	Environmental change	12.5
	Change in cost structure,etc	13.5	Change in cost structure,etc	15.2	Change in cost structure,etc	25.0
	Total	27.8	Total	8.6	Total	9.5
Performance evaluation	Increased revenue + increased profit		Increased revenue + increased profit		Increased revenue + increased profit	
Capital expenditure	(Billions of yen) 30.0		(Billions of yen) 42.9		(Billions of yen) 73.0	
Depreciation	(Billions of yen) 45.7		(Billions of yen) 43.5		(Billions of yen) 42.0	
R&D	(Billions of yen) 41.1		(Billions of yen) 40.4		(Billions of yen) 42.0	
Exchange rate	86yen/US\$		79yen/US\$		80yen/US\$	

Note: Figures in parentheses indicate the loss or decrease.

Financial Reference for the Fiscal Year Ended March 31, 2012 (Non-Consolidated)

	Prior Year Actual Results (FY ended March 2011)		Current Year Actual Results (FY ended March 2012)		Next Year Forecasts (FY ending March 2013)	
		Year-on-year rate		Year-on-year rate		Year-on-year rate
Total demand of heavy- & medium-duty trucks	(Thousands of units) 51.4	23.5%	(Thousands of units) 59.3	15.4%	(Thousands of units) 60.0	1.2%
Heavy	30.6	23.3%	33.6	9.7%	34.5	2.7%
Medium	20.8	23.9%	25.7	23.7%	25.5	-0.8%
Total demand of light-duty trucks	54.5	11.5%	65.3	19.9%	65.0	-0.5%
Registration of heavy- & medium-duty trucks	(Thousands of units) 18.0	24.0%	(Thousands of units) 21.2	18.0%	(Thousands of units) 21.6	2.0%
<i>(Share - heavy & medium)</i>	<i>(34.9%)</i>	<i>(0.1P)</i>	<i>(35.7%)</i>	<i>(0.8P)</i>	<i>(36.0%)</i>	<i>(0.3P)</i>
Heavy	9.8	20.7%	10.8	10.5%	11.4	5.5%
<i>(Share - heavy)</i>	<i>(31.9%)</i>	<i>(-0.7P)</i>	<i>(32.2%)</i>	<i>(0.3P)</i>	<i>(33.0%)</i>	<i>(0.8P)</i>
Medium	8.2	28.2%	10.4	26.9%	10.2	-1.7%
<i>(Share - medium)</i>	<i>(39.4%)</i>	<i>(1.4P)</i>	<i>(40.4%)</i>	<i>(1.0P)</i>	<i>(40.0%)</i>	<i>(-0.4P)</i>
Registration of light-duty trucks	9.7	12.3%	13.4	38.2%	15.1	12.4%
<i>(Share - light)</i>	<i>(17.8%)</i>	<i>(0.1P)</i>	<i>(20.6%)</i>	<i>(2.8P)</i>	<i>(23.2%)</i>	<i>(2.6P)</i>
Shipments	(Thousands of units)		(Thousands of units)		(Thousands of units)	
Japan	29.0	7.8%	38.4	32.1%	39.7	3.5%
Export	70.3	37.4%	82.4	17.2%	93.2	13.1%
Toyota	142.4	17.4%	137.1	-3.7%	151.6	10.6%
Net sales	(Billions of yen) 903.5	21.0%	(Billions of yen) 976.4	8.1%	(Billions of yen) 1,080.0	10.6%
Japan	281.2	8.0%	332.2	18.2%	340.0	2.3%
Export	270.7	40.8%	306.0	13.1%	370.0	20.9%
Toyota	351.6	19.5%	338.2	-3.8%	370.0	9.4%
Operating income	(Billions of yen) 0.4	-	(Billions of yen) 10.2	24.6 times	(Billions of yen) 17.0	66.4%
<i>(Profit margin)</i>	<i>(0.0%)</i>		<i>(1.0%)</i>		<i>(1.6%)</i>	
Ordinary income	(Billions of yen) 1.1	-	(Billions of yen) 16.9	15.6 times	(Billions of yen) 27.0	60.1%
<i>(Profit margin)</i>	<i>(0.1%)</i>		<i>(1.7%)</i>		<i>(2.5%)</i>	
Net income	(Billions of yen) (21.0)	-	(Billions of yen) 10.7	-	(Billions of yen) 23.0	2.1 times
<i>(Profit margin)</i>	<i>(-2.3%)</i>		<i>(1.1%)</i>		<i>(2.1%)</i>	
Performance evaluation	Increased revenue + increased profit		Increased revenue + increased profit		Increased revenue + increased profit	
Capital expenditure	19.4 Billion yen		23.3 Billion yen		36.0 Billion yen	
Depreciation	30.2 Billion yen		28.8 Billion yen		27.5 Billion yen	

Note: Figures in parentheses indicate the loss or decrease.