

Reference for Financial Forecast for the Fiscal Year Ending March 31, 2013 (Consolidated)

	Prior 2Q Actual Results (First half of FY ended March 2012) (April 1, 2011 to September 30, 2011)		Current 2Q Actual Results (First half of FY ending March 2013) (April 1, 2012 to September 30, 2012)		Prior Year Actual Results (FY ended March 2012) (April 1, 2011 to March 31, 2012)		Current Year Forecast (FY ending March 2013) (April 1, 2012 to March 31, 2013)	
		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)	
	120.8	(11.1%)	164.3	36.0%	288.2	8.3%	336.4	16.7%
Truck and bus	57.4	4.0%	78.6	36.8%	134.8	25.4%	151.3	12.2%
Toyota brand vehicles	63.4	(21.4%)	85.7	35.3%	153.4	(3.3%)	185.1	20.7%
Unit sales	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)	
Japan	15.2	12.1%	19.6	29.2%	36.9	23.0%	40.0	8.4%
Overseas	41.0	6.7%	56.1	36.8%	91.6	10.5%	114.0	24.5%
Toyota brand vehicles	63.2	(21.6%)	85.7	35.7%	153.3	(3.4%)	185.1	20.8%
Net sales	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	575.7	(5.0%)	745.4	29.5%	1,314.6	5.8%	1,480.0	12.6%
Japan	206.5	5.8%	240.6	16.5%	469.2	12.9%	480.0	2.3%
Overseas	177.2	3.9%	242.5	36.9%	394.0	11.8%	450.0	14.2%
Toyota	192.0	(20.0%)	262.3	36.6%	451.4	(4.9%)	550.0	21.8%
Operating income <i>(Profit margin)</i>	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	14.9	(9.2%)	29.7	99.3%	37.5	29.8%	53.0	41.2%
	<i>(2.6%)</i>		<i>(4.0%)</i>		<i>(2.9%)</i>		<i>(3.6%)</i>	
Ordinary income <i>(Profit margin)</i>	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	12.4	(8.1%)	28.1	2.3 times	34.6	38.0%	50.0	44.6%
	<i>(2.2%)</i>		<i>(3.8%)</i>		<i>(2.6%)</i>		<i>(3.4%)</i>	
Net income <i>(Profit margin)</i>	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	0.6	(89.8%)	18.5	31.2 times	16.3	-	33.0	2.0 times
	<i>(0.1%)</i>		<i>(2.5%)</i>		<i>(1.2%)</i>		<i>(2.2%)</i>	
Variation factors <i>(Based on operating income)</i>	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
<Profit increase factors>			<Profit increase factors>		<Profit increase factors>		<Profit increase factors>	
Effect of sales	4.8		Effect of sales	30.3	Effect of sales	36.0	Effect of sales	29.0
Improvement in cost of sales	7.1		Improvement in cost of sales	8.6	Improvement in cost of sales	18.6	Improvement in cost of sales	18.0
<Profit decline factors>			<Profit decline factors>		<Profit decline factors>		<Profit decline factors>	
Environmental change	11.9		Environmental change	5.1	Environmental change	30.8	Environmental change	10.5
Change in cost structure, etc	1.5		Change in cost structure, etc	19.0	Change in cost structure, etc	15.2	Change in cost structure, etc	21.0
Total	(1.5)		Total	14.8	Total	8.6	Total	15.5
Performance evaluation	Decreased revenue + decreased profit		Increased revenue + increased profit		Increased revenue + increased profit		Increased revenue + increased profit	
Capital expenditure	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	14.9		20.4		42.9		63.0	
Non-consolidated	(6.2)		(10.2)		(23.3)		(31.5)	
Depreciation	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	20.9		19.5		43.5		41.0	
Non-consolidated	(13.8)		(12.5)		(28.8)		(26.5)	
R&D	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	17.6		20.4		40.4		42.0	
Exchange rate	80 yen/US\$		80 yen/US\$		79 yen/US\$		79 yen/US\$ (2nd half 78 yen/US\$)	

Note: Figures in parentheses indicate the loss or decrease.