

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

	Prior Year Actual Results (FY ended March 2012)		Current Year Actual Results (FY ended March 2013)		Next Year Forecasts (FY ending March 2014)	
		Year-on-year rate		Year-on-year rate		Year-on-year rate
Unit production	(Thousands of units)		(Thousands of units)		(Thousands of units)	
	142.6	32.6%	167.9	17.7%	178.4	6.3%
Japan	123.1	25.0%	138.5	12.5%	/	
OEM	7.8	-	11.6	48.7%		
Overseas	11.7	29.0%	17.8	51.5%		
Consolidated unit sales	(Thousands of units)		(Thousands of units)		(Thousands of units)	
Japan	36.9	23.0%	43.7	18.4%	44.6	2.1%
Overseas	91.6	10.5%	111.0	21.2%	130.0	17.1%
Toyota brand vehicles	153.3	-3.4%	185.8	21.2%	172.0	-7.4%
Net sales	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	1,314.6	5.8%	1,541.4	17.3%	1,620.0	5.1%
Japan	469.2	12.9%	510.7	8.8%	520.0	1.8%
Overseas	394.0	11.8%	463.6	17.7%	550.0	18.7%
Toyota	451.4	-4.9%	567.1	25.6%	550.0	-3.0%
Operating income <i>(Profit margin)</i>	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	37.5 <i>(2.9%)</i>	29.8%	65.1 <i>(4.2%)</i>	73.5%	85.0 <i>(5.2%)</i>	30.5%
Ordinary income <i>(Profit margin)</i>	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	34.6 <i>(2.6%)</i>	38.0%	66.9 <i>(4.3%)</i>	93.5%	81.0 <i>(5.0%)</i>	21.0%
Net income <i>(Profit margin)</i>	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	16.3 <i>(1.2%)</i>	-	47.7 <i>(3.1%)</i>	2.9 times	60.0 <i>(3.7%)</i>	25.8%
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»	
	Effect of sales	36.0	Effect of sales	30.8	Improvement in cost of sales	20.0
	Improvement in cost of sales	18.6	Improvement in cost of sales	19.9	Effect of sales	10.0
			Environmental change	2.8	Environmental change	3.0
	«Profit decline factors»		«Profit decline factors»		«Profit decline factors»	
	Environmental change	30.8	Change in cost structure, etc	19.8	Change in cost structure, etc	13.1
	Change in cost structure, etc	15.2	Effects of the earthquake (transferred to extraordinary loss)	6.1		
	Total	8.6	Total	27.6	Total	19.9
Performance evaluation	Increased revenue + increased profit		Increased revenue + increased profit		Increased revenue + increased profit	
Capital expenditure	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	42.9		49.9		80.0	
Depreciation	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	43.5		40.8		38.0	
R&D	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	40.4		43.4		44.0	
Exchange rate						
	79yen/US\$		82yen/US\$		90yen/US\$	

Reference for Financial Forecast for the Fiscal Year Ended March 31, 2013 (Non-Consolidated)

	Prior Year Actual Results (FY ended March 2012)		Current Year Actual Results (FY ended March 2013)		Next Year Forecasts (FY ending March 2014)	
	(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	59.3	15.4%	68.5	15.5%	68.5	0.0%
Heavy	33.6	9.7%	37.8	12.6%	38.0	0.4%
Medium	25.7	23.7%	30.7	19.4%	30.5	-0.6%
Total demand of light-duty trucks	65.3	19.9%	75.6	15.8%	76.0	0.5%
Registration of heavy- & medium-duty trucks	21.2	18.0%	24.7	16.7%	24.8	0.3%
<i>(Share - heavy & medium)</i>	<i>(35.7%)</i>	<i>(0.8P)</i>	<i>(36.1%)</i>	<i>(0.4P)</i>	<i>(36.2%)</i>	<i>(0.1P)</i>
Heavy	10.8	10.5%	12.4	14.5%	12.5	0.6%
<i>(Share - heavy)</i>	<i>(32.2%)</i>	<i>(0.3P)</i>	<i>(32.7%)</i>	<i>(0.5P)</i>	<i>(32.8%)</i>	<i>(0.1P)</i>
Medium	10.4	26.9%	12.3	19.0%	12.3	0.0%
<i>(Share - medium)</i>	<i>(40.4%)</i>	<i>(1.0P)</i>	<i>(40.2%)</i>	<i>(-0.2P)</i>	<i>(40.5%)</i>	<i>(0.3P)</i>
Registration of light-duty trucks	13.4	38.2%	16.4	22.0%	17.3	5.6%
<i>(Share - light)</i>	<i>(20.6%)</i>	<i>(2.8P)</i>	<i>(21.7%)</i>	<i>(1.1P)</i>	<i>(22.8%)</i>	<i>(1.1P)</i>
Shipments	(Thousands of units)		(Thousands of units)		(Thousands of units)	
Japan	38.4	32.1%	44.7	16.4%	44.7	0.1%
Export	82.4	17.2%	95.5	15.9%	104.6	9.5%
Toyota brand vehicles	137.1	-3.7%	159.7	16.5%	146.6	-8.2%
Net sales	976.4	8.1%	1,120.1	14.7%	1,130.0	0.9%
Japan	332.2	18.2%	368.7	11.0%	365.0	-1.0%
Export	306.0	13.1%	358.9	17.3%	415.0	15.6%
Toyota	338.2	-3.8%	392.5	16.1%	350.0	-10.8%
Operating income	10.2	24.6 times	30.9	3.0 times	48.0	55.2%
<i>(Profit margin)</i>	<i>(1.0%)</i>		<i>(2.8%)</i>		<i>(4.2%)</i>	
Ordinary income	16.9	15.6 times	40.3	2.4 times	58.0	44.0%
<i>(Profit margin)</i>	<i>(1.7%)</i>		<i>(3.6%)</i>		<i>(5.1%)</i>	
Net income	10.7	-	40.2	3.7 times	52.0	29.5%
<i>(Profit margin)</i>	<i>(1.1%)</i>		<i>(3.6%)</i>		<i>(4.6%)</i>	
Performance evaluation	Increased revenue + increased profit		Increased revenue + increased profit		Increased revenue + increased profit	
Capital expenditure	23.3 Billion yen		26.8 Billion yen		37.5 Billion yen	
Depreciation	28.8 Billion yen		26.8 Billion yen		24.0 Billion yen	