

## Reference for Financial Forecast for the Fiscal Year Ending March 31, 2014 (Consolidated)

	Prior 2Q Actual Results (First half of FY ended March 2013) (April 1, 2012 to September 30, 2012)		Current 2Q Actual Results (First half of FY ending March 2014) (April 1, 2013 to September 30, 2013)		Prior Year Actual Results (FY ended March 2013) (April 1, 2012 to March 31, 2013)		Current Year Forecast (FY ending March 2014) (April 1, 2013 to March 31, 2014)	
		Year-on-year rate		Year-on-year rate		Year-on-year rate		Year-on-year rate
<b>Unit production</b>	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)	
	<b>164.3</b>	<b>36.0%</b>	<b>175.5</b>	<b>6.9%</b>	<b>342.2</b>	<b>18.7%</b>	<b>349.4</b>	<b>2.1%</b>
Truck and bus	78.6	36.8%	83.0	5.7%	156.3	15.9%	166.6	6.6%
Toyota brand vehicles	85.7	35.3%	92.5	8.0%	185.9	21.2%	182.8	-1.7%
<b>Unit sales</b>	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)	
	19.6	29.2%	21.1	7.4%	43.7	18.4%	46.9	7.3%
Overseas	56.1	36.8%	58.1	3.7%	111.0	21.2%	123.2	11.0%
Toyota brand vehicles	85.7	35.7%	92.5	7.9%	185.8	21.2%	182.8	-1.6%
<b>Net sales</b>	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	<b>745.4</b>	<b>29.5%</b>	<b>835.4</b>	<b>12.1%</b>	<b>1,541.4</b>	<b>17.3%</b>	<b>1,680.0</b>	<b>9.0%</b>
Japan	240.6	16.5%	256.8	6.7%	510.7	8.8%	535.0	4.8%
Overseas	242.5	36.9%	281.1	15.9%	463.6	17.7%	560.0	20.8%
Toyota	262.3	36.6%	297.5	13.4%	567.1	25.6%	585.0	3.2%
<b>Operating income</b> (Profit margin)	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	<b>29.7</b>	99.3%	<b>60.5</b>	2.0 times	<b>65.1</b>	73.5%	<b>100.0</b>	53.6%
	(4.0%)		(7.2%)		(4.2%)		(6.0%)	
<b>Ordinary income</b> (Profit margin)	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	<b>28.1</b>	2.3 times	<b>57.5</b>	2.0 times	<b>66.9</b>	93.5%	<b>96.0</b>	43.4%
	(3.8%)		(6.9%)		(4.3%)		(5.7%)	
<b>Net income</b> (Profit margin)	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	<b>18.5</b>	31.2 times	<b>39.6</b>	2.1 times	<b>47.7</b>	2.9 times	<b>72.0</b>	51.0%
	(2.5%)		(4.7%)		(3.1%)		(4.3%)	
<b>Variation factors</b> (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>	
	Effect of sales	30.3	Effect of sales	11.0	Effect of sales	30.8	Effect of sales	13.0
	Improvement in cost of sales	8.6	Environmental change	19.5	Environmental change	2.8	Environmental change	13.0
			Improvement in cost of sales	8.2	Improvement in cost of sales	19.9	Improvement in cost of sales	20.0
	<Profit decline factors>		<Profit decline factors>		<Profit decline factors>		<Profit decline factors>	
	Environmental change	5.1	Change in cost structure, etc	7.9	Change in cost structure, etc	19.8	Change in cost structure, etc	11.1
	Change in cost structure, etc	19.0			Effects of the earthquake (transferred to extraordinary loss)	6.1		
	Total	<b>14.8</b>	Total	<b>30.8</b>	Total	<b>27.6</b>	Total	<b>34.9</b>
<b>Performance evaluation</b>	<b>Increased revenue + increased profit</b>		<b>Increased revenue + increased profit</b>		<b>Increased revenue + increased profit</b>		<b>Increased revenue + increased profit</b>	
	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
<b>Capital expenditure</b>	<b>20.4</b>		<b>15.9</b>		<b>49.9</b>		<b>70.0</b>	
Non-consolidated	(10.2)		(4.0)		(26.8)		(33.0)	
<b>Depreciation</b>	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	<b>19.5</b>		<b>18.8</b>		<b>40.8</b>		<b>38.0</b>	
Non-consolidated	(12.5)		(11.5)		(26.8)		(24.0)	
<b>R&amp;D</b>	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	<b>20.4</b>		<b>21.6</b>		<b>43.4</b>		<b>45.5</b>	
<b>Exchange rate</b>	80 yen/US\$		98 yen/US\$		82 yen/US\$		97 yen/US\$	

Note: Figures in parentheses indicate the loss or decrease.