

Reference for Financial Forecast for the Fiscal Year Ending March 31, 2016 (Consolidated)

	Prior 2Q Actual Results (Second quarter of FY ended March 2015) (April 1, 2014 to September 30, 2014)		Current 2Q Actual Results (Second quarter of FY ending March 2016) (April 1, 2015 to September 30, 2015)		Prior Year Actual Results (FY ended March 2015) (April 1, 2014 to March 31, 2015)		Current Year Forecasts (FY ending March 2016) (April 1, 2015 to March 31, 2016)	
		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)	
	170.6	(2.8%)	159.4	(6.5%)	337.5	(4.3%)	324.3	(3.9%)
Trucks and buses	83.4	0.5%	82.1	(1.5%)	169.4	2.0%	165.3	(2.4%)
Toyota brand vehicles	87.2	(5.8%)	77.3	(11.4%)	168.1	(10.0%)	159.0	(5.4%)
Consolidated unit sales	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)	
Japan	24.6	16.9%	27.7	12.4%	57.9	10.9%	59.0	1.9%
Overseas	53.3	(8.3%)	51.7	(3.0%)	110.9	(2.7%)	110.0	(0.8%)
Toyota brand vehicles	87.2	(5.7%)	77.3	(11.3%)	168.1	(9.9%)	159.0	(5.4%)
Net sales	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	791.6	(5.2%)	858.3	8.4%	1,685.3	(0.8%)	1,740.0	3.2%
Japan	285.0	11.0%	312.5	9.7%	626.5	7.8%	640.0	2.1%
Overseas	243.7	(13.3%)	281.0	15.3%	529.1	(1.3%)	560.0	5.8%
Toyota	262.9	(11.6%)	264.8	0.7%	529.7	(9.1%)	540.0	1.9%
Operating income (Profit margin)	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	49.3	(18.4%)	54.2	9.8%	105.5	(5.9%)	110.0	4.2%
	(6.2%)		(6.3%)		(6.3%)		(6.3%)	
Ordinary income (Profit margin)	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	50.9	(11.4%)	52.0	2.1%	104.6	(4.2%)	109.0	4.2%
	(6.4%)		(6.1%)		(6.2%)		(6.3%)	
Net income (Profit margin)	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	32.7	(17.3%)	37.2	13.7%	74.5	(16.4%)	74.0	(0.7%)
	(4.1%)		(4.3%)		(4.4%)		(4.3%)	
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>	
	Improvement in cost of sales	8.9	Effect of sales	3.3	Improvement in cost of sales	18.9	Effect of sales	5.5
			Environmental change	9.5			Environmental change	2.0
			Improvement in cost of sales	5.9			Improvement in cost of sales	18.0
	<Profit decrease factors>		<Profit decrease factors>		<Profit decrease factors>		<Profit decrease factors>	
	Effect of sales	6.4	Change in cost structure, etc	13.8	Effect of sales	10.2	Change in cost structure, etc	21.0
	Environmental change	7.9			Environmental change	2.8		
	Change in cost structure, etc	5.8			Change in cost structure, etc	12.6		
	Total	(11.2)	Total	4.9	Total	(6.7)	Total	4.5
Performance evaluation	Decreased revenue + decreased profit		Increased revenue + increased profit		Decreased revenue + decreased profit		Increased revenue + increased profit	
	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
Capital expenditure	22.3		20.5		69.3		89.0	
Non-consolidated	(6.2)		(5.2)		(27.6)		(59.0)	
Depreciation	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	18.0		20.8		38.2		44.0	
Non-consolidated	(11.1)		(11.9)		(23.3)		(25.0)	
R&D	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	22.2		27.4		50.1		58.0	
Exchange rate	102 yen/US\$		121 yen/US\$		109 yen/US\$		118 yen/US\$	