

Reference for Financial Results for the Fiscal Year Ended March 31, 2016 (Consolidated)

	Prior Year Actual Results (FY ended March 2015)		Current Year Actual Results (FY ended March 2016)		Next Year Forecasts (FY ending March 2017)	
		Year-on-year rate		Year-on-year rate		Year-on-year rate
Unit production	(Thousands of units)		(Thousands of units)		(Thousands of units)	
	337.5	-4.3%	317.7	-5.9%	311.0	-2.1%
Trucks and buses	169.4	2.0%	162.9	-3.9%	171.0	5.0%
Toyota brand vehicles	168.1	-10.0%	154.8	-7.9%	140.0	-9.6%
Consolidated unit sales	(Thousands of units)		(Thousands of units)		(Thousands of units)	
Japan	57.9	10.9%	60.7	4.8%	63.8	5.2%
Overseas	110.9	-2.7%	107.0	-3.6%	111.0	3.8%
Toyota brand vehicles	168.1	-9.9%	154.9	-7.9%	140.0	-9.6%
Net sales	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	1,685.3	-0.8%	1,745.5	3.6%	1,670.0	-4.3%
Japan	626.5	7.8%	665.3	6.2%	690.0	3.7%
Overseas	529.1	-1.3%	552.6	4.5%	520.0	-5.9%
Toyota	529.7	-9.1%	527.6	-0.4%	460.0	-12.8%
Operating income <i>(Profit margin)</i>	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	105.5 <i>(6.3%)</i>	-5.9%	98.3 <i>(5.6%)</i>	-6.9%	80.0 <i>(4.8%)</i>	-18.6%
Ordinary income <i>(Profit margin)</i>	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	104.6 <i>(6.2%)</i>	-4.2%	95.9 <i>(5.5%)</i>	-8.3%	79.0 <i>(4.7%)</i>	-17.6%
Profit attributable to owners of parent <i>(Profit margin)</i>	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	74.5 <i>(4.4%)</i>	-16.4%	65.1 <i>(3.7%)</i>	-12.6%	55.0 <i>(3.3%)</i>	-15.6%
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»	
	Improvement in cost of sales	18.9	Environmental change	3.6	Effect of sales	6.0
			Improvement in cost of sales	16.9	Improvement in cost of sales	20.0
	«Profit decrease factors»		«Profit decrease factors»		«Profit decrease factors»	
	Effect of sales	10.2	Effect of sales	4.9	Environmental change	27.0
	Environmental change	2.8	Change in cost structure, etc	22.8	Change in cost structure, etc	17.3
	Change in cost structure, etc	12.6				
	Total	-6.7	Total	-7.2	Total	-18.3
Performance evaluation	Decreased revenue + decreased profit		Increased revenue + decreased profit		Decreased revenue + decreased profit	
Capital expenditure	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	69.3		88.1		83.0	
Depreciation	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	38.2		42.8		47.0	
R&D	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	50.1		61.0		61.0	
Exchange rate	109yen/US\$		120yen/US\$		105yen/US\$	

Reference for Financial Results for the Fiscal Year Ended March 31, 2016 (Non-Consolidated)

	Prior Year Actual Results (FY ended March 2015)		Current Year Actual Results (FY ended March 2016)		Next Year Forecasts (FY ending March 2017)	
		Year-on-year rate		Year-on-year rate		Year-on-year rate
Total demand of heavy- & medium-duty trucks in Japan	(Thousands of units) 87.6	9.6%	(Thousands of units) 88.3	0.7%	(Thousands of units) 91.5	3.7%
Heavy	49.8	8.4%	52.5	5.6%	52.5	-0.1%
Medium	37.9	11.3%	35.7	-5.7%	39.0	9.2%
Total demand of light-duty trucks in Japan	96.5	5.5%	98.2	1.7%	99.0	0.9%
Registration of heavy- & medium-duty trucks in Japan	(Thousands of units) 32.0	10.8%	(Thousands of units) 33.0	3.2%	(Thousands of units) 34.8	5.5%
<i>(Share)</i>	<i>(36.5%)</i>	<i>(0.4P)</i>	<i>(37.4%)</i>	<i>(0.9P)</i>	<i>(38.0%)</i>	<i>(0.6P)</i>
Heavy	16.3	7.2%	18.2	11.8%	18.5	1.6%
<i>(Share)</i>	<i>(32.7%)</i>	<i>(-0.4P)</i>	<i>(34.7%)</i>	<i>(2.0P)</i>	<i>(35.2%)</i>	<i>(0.5P)</i>
Medium	15.7	14.8%	14.8	-5.6%	16.3	10.3%
<i>(Share)</i>	<i>(41.4%)</i>	<i>(1.3P)</i>	<i>(41.4%)</i>	<i>(0.0P)</i>	<i>(41.8%)</i>	<i>(0.4P)</i>
Registration of light-duty trucks in Japan	22.9	12.5%	24.4	6.2%	25.5	4.6%
<i>(Share)</i>	<i>(23.8%)</i>	<i>(1.5P)</i>	<i>(24.8%)</i>	<i>(1.0P)</i>	<i>(25.8%)</i>	<i>(1.0P)</i>
Net sales	(Billions of yen) 1,221.2	0.9%	(Billions of yen) 1,222.9	0.1%	(Billions of yen) 1,170.0	-4.3%
Japan	490.6	14.1%	508.1	3.6%	510.0	0.4%
Export	363.7	-2.1%	347.0	-4.6%	330.0	-4.9%
Toyota	367.0	-10.4%	367.9	0.2%	330.0	-10.3%
Operating income	(Billions of yen) 62.3	-5.9%	(Billions of yen) 49.8	-20.1%	(Billions of yen) 32.0	-35.8%
<i>(Profit margin)</i>	<i>(5.1%)</i>		<i>(4.1%)</i>		<i>(2.7%)</i>	
Ordinary income	(Billions of yen) 75.8	-0.4%	(Billions of yen) 60.8	-19.8%	(Billions of yen) 41.0	-32.6%
<i>(Profit margin)</i>	<i>(6.2%)</i>		<i>(5.0%)</i>		<i>(3.5%)</i>	
Profit	(Billions of yen) 58.2	-18.8%	(Billions of yen) 44.8	-23.0%	(Billions of yen) 33.0	-26.4%
<i>(Profit margin)</i>	<i>(4.8%)</i>		<i>(3.7%)</i>		<i>(2.8%)</i>	
Performance evaluation	Increased revenue + decreased profit		Increased revenue + decreased profit		Decreased revenue + decreased profit	
Capital expenditure	27.6 Billion yen		55.8 Billion yen		52.0 Billion yen	
Depreciation	23.3 Billion yen		24.0 Billion yen		27.0 Billion yen	