

Reference for Financial Forecast for the Fiscal Year Ending March 31, 2017 (Consolidated)

	Prior 2Q Actual Results (Second quarter of FY ended March 2016) (April 1, 2015 to September 30, 2015)		Current 2Q Actual Results (Second quarter of FY ending March 2017) (April 1, 2016 to September 30, 2016)		Prior Year Actual Results (FY ended March 2016) (April 1, 2015 to March 31, 2016)		Current Year Forecasts (FY ending March 2017) (April 1, 2016 to March 31, 2017)	
	(Thousands of units)	Year-on-year rate	(Thousands of units)	Year-on-year rate	(Thousands of units)	Year-on-year rate	(Thousands of units)	Year-on-year rate
Unit production	159.4	(6.5%)	156.1	(2.1%)	317.7	(5.9%)	313.5	(1.3%)
Trucks and buses	82.1	(1.5%)	84.8	3.3%	162.9	(3.9%)	169.1	3.8%
Toyota brand vehicles	77.3	(11.4%)	71.3	(7.8%)	154.8	(7.9%)	144.4	(6.7%)
Consolidated unit sales	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)	
Japan	27.7	12.4%	30.0	8.4%	60.7	4.8%	64.1	5.7%
Overseas	51.7	(3.0%)	51.8	0.1%	107.0	(3.6%)	108.0	1.0%
Toyota brand vehicles	77.3	(11.3%)	71.1	(8.0%)	154.9	(7.9%)	144.4	(6.8%)
Net sales	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	858.3	8.4%	799.1	(6.9%)	1,745.5	3.6%	1,630.0	(6.6%)
Japan	312.5	9.7%	336.2	7.6%	665.3	6.2%	700.0	5.2%
Overseas	281.0	15.3%	226.5	(19.4%)	552.6	4.5%	470.0	(15.0%)
Toyota	264.8	0.7%	236.4	(10.7%)	527.6	(0.4%)	460.0	(12.8%)
Operating income (Profit margin)	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	54.2	9.8%	32.9	(39.3%)	98.3	(6.9%)	60.0	(39.0%)
	(6.3%)		(4.1%)		(5.6%)		(3.7%)	
Ordinary income (Profit margin)	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	52.0	2.1%	32.1	(38.3%)	95.9	(8.3%)	59.0	(38.5%)
	(6.1%)		(4.0%)		(5.5%)		(3.6%)	
Profit attributable to owners of parent (Profit margin)	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	37.2	13.7%	22.6	(39.3%)	65.1	(12.6%)	41.0	(37.0%)
	(4.3%)		(2.8%)		(3.7%)		(2.5%)	
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>	
	Effect of sales	3.3	Improvement in cost of sales	7.2	Environmental change	3.6	Improvement in cost of sales	19.0
	Environmental change	9.5			Improvement in cost of sales	16.9		
	Improvement in cost of sales	5.9						
	<Profit decrease factors>		<Profit decrease factors>		<Profit decrease factors>		<Profit decrease factors>	
	Change in cost structure, etc	13.8	Effect of sales	4.2	Effect of sales	4.9	Effect of sales	1.0
			Environmental change	14.1	Change in cost structure, etc	22.8	Environmental change	35.0
			Change in cost structure, etc	10.2			Change in cost structure, etc	21.3
	Total	4.9	Total	(21.3)	Total	(7.2)	Total	(38.3)
Performance evaluation	Increased revenue + increased profit		Decreased revenue + decreased profit		Increased revenue + decreased profit		Decreased revenue + decreased profit	
Capital expenditure	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	20.5		37.5		88.1		83.0	
Non-consolidated	(5.2)		(20.5)		(55.8)		(52.0)	
Depreciation	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	20.8		20.4		42.8		47.0	
Non-consolidated	(11.9)		(11.3)		(24.0)		(27.0)	
R&D	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	27.4		30.7		61.0		63.0	
Exchange rate	121 yen/US\$		107 yen/US\$		120 yen/US\$		104 yen/US\$	