

Reference for Financial Results for the Fiscal Year Ended March 31, 2017 (Consolidated)

	Prior Year Actual Results (FY ended March 2016)		Current Year Actual Results (FY ended March 2017)		Next Year Forecasts (FY ending March 2018)	
		Year-on-year rate		Year-on-year rate		Year-on-year rate
Total demand in Japan	(Thousands of units)		(Thousands of units)		(Thousands of units)	
Heavy- & medium- duty trucks	88.3	0.7%	98.1	11.2%	95.0	-3.2%
Light-duty trucks	98.2	1.7%	103.7	5.6%	101.5	-2.1%
Buses	10.6	19.4%	12.2	15.5%	—	—
Registration in Japan	(Thousands of units)		(Thousands of units)		(Thousands of units)	
Heavy- & medium- duty trucks	33.0	3.2%	36.9	12.0%	36.4	-1.5%
Light-duty trucks	24.4	6.2%	25.9	6.4%	26.5	2.2%
Buses	3.3	10.5%	3.9	19.3%	4.1	4.4%
Unit production	(Thousands of units)		(Thousands of units)		(Thousands of units)	
Trucks and buses	162.9	-3.9%	172.0	5.6%	178.0	3.5%
Toyota brand vehicles	154.8	-7.9%	144.4	-6.7%	136.9	-5.2%
Global Unit Sales (Retail Sales)	(Thousands of units)		(Thousands of units)		(Thousands of units)	
Japan	60.7	4.8%	66.8	10.2%	67.0	0.3%
Overseas	107.0	-3.6%	107.6	0.6%	116.0	7.8%
Toyota brand vehicles	154.9	-7.9%	144.3	-6.8%	136.9	-5.1%
Net sales	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	1,745.5	3.6%	1,683.7	-3.5%	1,720.0	2.2%
Japan	665.3	6.2%	729.1	9.6%	740.0	1.5%
Overseas	552.6	4.5%	478.7	-13.4%	540.0	12.8%
Toyota	527.6	-0.4%	475.9	-9.8%	440.0	-7.5%
Operating income <i>(Profit margin)</i>	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	98.3 <i>(5.6%)</i>	-6.9%	71.2 <i>(4.2%)</i>	-27.6%	75.0 <i>(4.4%)</i>	5.4%
Ordinary income <i>(Profit margin)</i>	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	95.9 <i>(5.5%)</i>	-8.3%	72.0 <i>(4.3%)</i>	-24.9%	77.0 <i>(4.5%)</i>	6.9%
Profit attributable to owners of parent <i>(Profit margin)</i>	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	65.1 <i>(3.7%)</i>	-12.6%	49.4 <i>(2.9%)</i>	-24.1%	50.0 <i>(2.9%)</i>	1.2%
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»	
	Environmental change	3.6	Effect of sales	0.6	Effect of sales	20.0
	Improvement in cost of sales	16.9	Improvement in cost of sales	15.6	Improvement in cost of sales	17.0
	«Profit decrease factors»		«Profit decrease factors»		«Profit decrease factors»	
	Effect of sales	4.9	Environmental change	19.8	Environmental change	9.0
	Change in cost structure, etc	22.8	Change in cost structure, etc	23.5	Change in cost structure, etc	24.2
	Total	-7.2	Total	27.1	Total	3.8
Performance evaluation	Increased revenue + decreased profit		Decreased revenue + decreased profit		Increased revenue + increased profit	
Capital expenditure	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	88.1		74.5		74.0	
Depreciation	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	42.8		44.0		55.0	
R&D	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	61.0		63.1		59.0	
Exchange rate	120yen/US\$		109yen/US\$		110yen/US\$	