

Reference for Financial Forecast for the Fiscal Year Ending March 31, 2018 (Consolidated)

	Prior 2Q Actual Results (Second quarter of FY ended March 2017) (April 1, 2016 to September 30, 2016)		Current 2Q Actual Results (Second quarter of FY ending March 2018) (April 1, 2017 to September 30, 2017)		Prior Year Actual Results (FY ended March 2017) (April 1, 2016 to March 31, 2017)		Current Year Forecasts (FY ending March 2018) (April 1, 2017 to March 31, 2018)	
	(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
Total demand in Japan	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)	
Heavy- & medium- duty trucks	45.8	8.2%	45.5	(0.6%)	98.1	11.2%	95.0	(3.2%)
Light-duty trucks	48.7	4.4%	48.9	0.3%	103.7	5.6%	101.5	(2.1%)
Buses	5.5	22.0%	6.0	9.9%	12.2	15.5%	—	—
Registration in Japan	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)	
Heavy- & medium- duty trucks	16.4	7.8%	16.7	2.0%	36.9	12.0%	36.4	(1.5%)
Light-duty trucks	12.0	7.4%	12.3	2.8%	25.9	6.4%	26.7	2.9%
Buses	1.7	22.3%	1.9	15.9%	3.9	19.3%	3.9	(0.7%)
Unit production	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)	
Trucks and buses	84.8	3.3%	88.7	4.6%	172.0	5.6%	179.5	4.4%
Toyota brand vehicles	71.3	(7.8%)	68.6	(3.8%)	144.4	(6.7%)	146.8	1.7%
Global Unit Sales (Retail Sales)	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)	
Japan	30.0	8.4%	30.9	3.1%	66.8	10.2%	67.0	0.3%
Overseas	51.8	0.1%	56.7	9.4%	107.6	0.6%	118.0	9.7%
Toyota	71.1	(8.0%)	68.4	(3.8%)	144.3	(6.8%)	146.8	1.7%
Net sales	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	799.1	(6.9%)	850.0	6.4%	1,683.7	(3.5%)	1,760.0	4.5%
Japan	336.2	7.6%	348.1	3.5%	729.1	9.6%	740.0	1.5%
Overseas	226.5	(19.4%)	267.1	17.9%	478.7	(13.4%)	550.0	14.9%
Toyota	236.4	(10.7%)	234.8	(0.7%)	475.9	(9.8%)	470.0	(1.2%)
Operating income <Profit margin>	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	32.9	(39.3%) <4.1%>	34.9	6.2% <4.1%>	71.2	(27.6%) <4.2%>	75.0	5.4% <4.3%>
Ordinary income <Profit margin>	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	32.1	(38.3%) <4.0%>	36.9	15.1% <4.3%>	72.0	(24.9%) <4.3%>	77.0	6.9% <4.4%>
Profit attributable to owners of parent <Profit margin>	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	22.6	(39.3%) <2.8%>	23.0	1.8% <2.7%>	49.4	(24.1%) <2.9%>	50.0	1.2% <2.8%>
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	7.2	Effect of sales	8.7	Effect of sales	0.6	Effect of sales	22.0
			Improvement in cost of sales	5.8	Improvement in cost of sales	15.6	Improvement in cost of sales	16.0
	« Profit decrease factors »		« Profit decrease factors »		« Profit decrease factors »		« Profit decrease factors »	
	Effect of sales	4.2	Environmental change	0.1	Environmental change	19.8	Environmental change	6.0
	Environmental change	14.1	Change in cost structure, etc	12.4	Change in cost structure, etc	23.5	Change in cost structure, etc	28.2
	Change in cost structure, etc	10.2						
	Total	(21.3)	Total	2.0	Total	(27.1)	Total	3.8
Performance evaluation	Decreased revenue + decreased profit		Increased revenue + increased profit		Decreased revenue + decreased profit		Increased revenue + increased profit	
Capital expenditure	(Billions of yen)	37.5	(Billions of yen)	22.6	(Billions of yen)	74.5	(Billions of yen)	74.0
Depreciation	(Billions of yen)	20.4	(Billions of yen)	24.6	(Billions of yen)	44.0	(Billions of yen)	55.0
R&D	(Billions of yen)	30.7	(Billions of yen)	28.8	(Billions of yen)	63.1	(Billions of yen)	61.0
Exchange rate		107 yen/US\$		111 yen/US\$		109 yen/US\$		110 yen/US\$