

**Reference for Financial Results for the Fiscal Year Ended March 31, 2018 (Consolidated)**

	Prior Year Actual Results (FY ended March 2017)		Current Year Actual Results (FY ended March 2018)		Next Year Forecasts (FY ending March 2019)	
	(Thousands of units)	Year-on-year rate	(Thousands of units)	Year-on-year rate	(Thousands of units)	Year-on-year rate
<b>Total demand in Japan</b>	(Thousands of units)		(Thousands of units)		(Thousands of units)	
Heavy- & medium- duty trucks	98.1	11.2%	91.1	-7.1%	90.0	-1.2%
Light-duty trucks	103.7	5.6%	104.1	0.4%	102.0	-2.0%
Buses	12.2	15.5%	11.8	-3.7%	—	—
<b>Registration in Japan</b>	(Thousands of units)		(Thousands of units)		(Thousands of units)	
Heavy- & medium- duty trucks	36.9	12.0%	34.3	-7.1%	34.3	-0.0%
Light-duty trucks	25.9	6.4%	28.4	9.4%	29.0	2.2%
Buses	3.9	19.3%	3.9	-0.6%	3.7	-5.3%
<b>Unit production</b>	(Thousands of units)		(Thousands of units)		(Thousands of units)	
Trucks and buses	172.0	5.6%	188.2	9.4%	202.0	7.3%
Toyota	144.4	-6.7%	150.3	4.1%	138.7	-7.7%
<b>Global Unit Sales (Retail Sales)</b>	(Thousands of units)		(Thousands of units)		(Thousands of units)	
Japan	66.8	10.2%	66.6	-0.3%	67.0	0.6%
Overseas	107.6	0.6%	120.3	11.9%	134.0	11.3%
Toyota	144.3	-6.8%	150.2	4.1%	138.7	-7.7%
<b>Net sales</b>	(Billions of yen)		(Billions of yen)		(Billions of yen)	
Japan	<b>1,683.7</b>	<b>-3.5%</b>	<b>1,838.0</b>	<b>9.2%</b>	<b>1,860.0</b>	<b>1.2%</b>
Overseas	729.1	9.6%	747.4	2.5%	730.0	-2.3%
Toyota	478.7	-13.4%	578.7	20.9%	640.0	10.6%
Toyota	475.9	-9.8%	511.9	7.6%	490.0	-4.3%
<b>Operating income</b> <i>(Profit margin)</i>	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	<b>71.2</b> <i>(4.2%)</i>	<b>-27.6%</b>	<b>80.3</b> <i>(4.4%)</i>	<b>12.9%</b>	<b>83.0</b> <i>(4.5%)</i>	<b>3.3%</b>
<b>Ordinary income</b> <i>(Profit margin)</i>	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	<b>72.0</b> <i>(4.3%)</i>	<b>-24.9%</b>	<b>80.4</b> <i>(4.4%)</i>	<b>11.6%</b>	<b>83.0</b> <i>(4.5%)</i>	<b>3.2%</b>
<b>Profit attributable to owners of parent</b> <i>(Profit margin)</i>	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	<b>49.4</b> <i>(2.9%)</i>	<b>-24.1%</b>	<b>51.4</b> <i>(2.8%)</i>	<b>4.0%</b>	<b>52.0</b> <i>(2.8%)</i>	<b>1.2%</b>
<b>Variation factors</b> <i>(Based on operating income)</i>	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	«Profit increase factors»		«Profit increase factors»		«Profit increase factors»	
	Effect of sales	0.6	Effect of sales	27.5	Effect of sales	21.0
	Improvement in cost of sales	15.6	Improvement in cost of sales	16.2	Improvement in cost of sales	20.0
	«Profit decrease factors»		«Profit decrease factors»		«Profit decrease factors»	
	Environmental change	19.8	Environmental change	6.4	Environmental change	21.0
	Change in cost structure, etc	23.5	Change in cost structure, etc	28.2	Change in cost structure, Reinforcement etc	9.3
					Strategic investment expense	8.0
	Total	<b>-27.1</b>	Total	<b>9.1</b>	Total	<b>2.7</b>
<b>Performance evaluation</b>	<b>Decreased revenue + decreased profit</b>		<b>Increased revenue + increased profit</b>		<b>Increased revenue + increased profit</b>	
<b>Capital expenditure</b>	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	<b>74.5</b>		<b>57.9</b>		<b>80.0</b>	
<b>Depreciation</b>	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	<b>44.0</b>		<b>51.4</b>		<b>53.0</b>	
<b>R&amp;D</b>	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	<b>63.1</b>		<b>62.6</b>		<b>67.0</b>	
<b>Exchange rate</b>	109 yen / US\$		111 yen / US\$		105 yen / US\$	