

Reference for Financial Forecast for the Fiscal Year Ending March 31, 2019 (Consolidated)

	Prior 2Q Actual Results (Second quarter of FY ended March 2018) (April 1, 2017 to September 30, 2017)		Current 2Q Actual Results (Second quarter of FY ending March 2018) (April 1, 2018 to September 30, 2018)		Prior Year Actual Results (FY ended March 2018) (April 1, 2017 to March 31, 2018)		Current Year Forecasts (FY ending March 2019) (April 1, 2018 to March 31, 2019)					
	(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	45.5	-0.6%	44.5	-2.2%	91.1	-7.1%	93.0	2.1%				
Light-duty trucks	48.9	0.3%	50.7	3.7%	104.1	0.4%	105.0	0.9%				
Buses	6.0	9.9%	4.5	-25.8%	11.8	-3.7%	—	—				
Registration in Japan	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)					
Heavy- & medium- duty trucks	16.7	2.0%	17.4	4.3%	34.3	-7.1%	36.1	5.2%				
Light-duty trucks	12.3	2.8%	14.4	17.3%	28.4	9.4%	30.2	6.4%				
Buses	1.9	15.9%	1.7	-13.6%	3.9	-0.6%	3.7	-5.3%				
Unit production	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)					
Trucks and buses	88.7	4.6%	97.7	10.1%	188.2	9.4%	207.0	10.0%				
Toyota brand vehicles	68.6	-3.8%	72.2	5.3%	150.3	4.1%	152.0	1.1%				
Global Unit Sales (Retail Sales)	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)					
Japan	30.9	3.1%	33.5	8.4%	66.6	-0.3%	70.0	5.1%				
Overseas	56.7	9.4%	66.6	17.5%	120.3	11.9%	137.0	13.8%				
Toyota	68.4	-3.8%	72.1	5.3%	150.2	4.1%	151.9	1.1%				
Net sales	(Billions of yen)	850.0	6.4%	(Billions of yen)	957.8	12.7%	(Billions of yen)	1,838.0	9.2%	(Billions of yen)	1,930.0	5.0%
Japan	348.1	3.5%	383.9	10.3%	747.4	2.5%	760.0	1.7%				
Overseas	267.1	17.9%	315.9	18.3%	578.7	20.9%	650.0	12.3%				
Toyota	234.8	-0.7%	258.1	9.9%	511.9	7.6%	520.0	1.6%				
Operating income <Profit margin>	(Billions of yen)	34.9	6.2%	(Billions of yen)	38.2	9.3%	(Billions of yen)	80.3	12.9%	(Billions of yen)	86.0	7.1%
		<4.1%>		<4.0%>		<4.4%>		<4.5%>				
Ordinary income <Profit margin>	(Billions of yen)	36.9	15.1%	(Billions of yen)	37.9	2.6%	(Billions of yen)	80.4	11.6%	(Billions of yen)	85.0	5.7%
		<4.3%>		<4.0%>		<4.4%>		<4.4%>				
Profit attributable to owners of parent <Profit margin>	(Billions of yen)	23.0	1.8%	(Billions of yen)	24.1	4.9%	(Billions of yen)	51.4	4.0%	(Billions of yen)	53.0	3.2%
		<2.7%>		<2.5%>		<2.8%>		<2.7%>				
Variation factors (Based on operating income)	(Billions of yen)	« Profit increase factors »		(Billions of yen)	« Profit increase factors »		(Billions of yen)	« Profit increase factors »		(Billions of yen)	« Profit increase factors »	
Effect of sales	8.7	Effect of sales	17.4	Effect of sales	27.5	Effect of sales	35.0					
Improvement in cost	5.8	Improvement in cost of sales	8.1	Improvement in cost of sales	16.2	Improvement in cost of sales	20.0					
		« Profit decrease factors »		(Billions of yen)	« Profit decrease factors »		(Billions of yen)	« Profit decrease factors »		(Billions of yen)	« Profit decrease factors »	
Environmental change	0.1	Environmental change	8.2	Environmental change	6.4	Environmental change	24.0					
Change in cost structure, etc.	12.4	Strengthening foundations, Change in cost structure etc.	14.0	Change in cost structure, etc.	28.2	Strengthening foundations, Change in cost structure etc.	14.3					
						Strategic investment cost	8.0					
						Impact of subsidiary fire	3.0					
Total	2.0	Total	3.3	Total	9.1	Total	5.7					
Performance evaluation	Increased revenue + increased profit		Increased revenue + increased profit		Increased revenue + increased profit		Increased revenue + increased profit					
Capital expenditure	(Billions of yen)	22.6	(Billions of yen)	22.1	(Billions of yen)	57.9	(Billions of yen)	80.0				
Depreciation	(Billions of yen)	24.6	(Billions of yen)	25.0	(Billions of yen)	51.4	(Billions of yen)	53.0				
R&D	(Billions of yen)	28.8	(Billions of yen)	28.9	(Billions of yen)	62.6	(Billions of yen)	67.0				
Exchange rate	111 yen/US\$		109 yen/US\$		111 yen/US\$		110 yen/US\$					