

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

	Prior 3Q Actual Results (Third quarter of FY ended March 2018) (April 1, 2017 to December 31, 2017)		Current 3Q Actual Results (Third quarter of FY ending March 2019) (April 1, 2018 to December 31, 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								
Heavy- & medium- duty trucks	66.1	-4.2%	66.0	-0.1%	91.1	-7.1%	93.0	2.1%
Light-duty trucks	75.2	0.9%	78.5	4.3%	104.1	0.4%	105.0	0.9%
Buses	8.2	-0.1%	6.9	-15.8%	11.8	-3.7%	—	—
Registration in Japan								
Heavy- & medium- duty trucks	24.1	-2.3%	26.3	9.0%	34.3	-7.1%	36.1	5.2%
Light-duty trucks	20.0	8.0%	22.2	11.4%	28.4	9.4%	30.2	6.4%
Buses	2.6	2.3%	2.4	-8.8%	3.9	-0.6%	3.7	-5.3%
Unit production								
Trucks and buses	138.9	9.2%	151.9	9.4%	188.2	9.4%	207.0	10.0%
Toyota brand vehicles	111.0	2.6%	112.0	0.9%	150.3	4.1%	152.0	1.1%
Global Unit Sales (Retail Sales)								
Japan	46.7	2.1%	50.9	9.0%	66.6	-0.3%	70.0	5.1%
Overseas	91.0	12.0%	103.6	13.9%	120.3	11.9%	137.0	13.8%
Toyota	110.8	2.6%	111.8	0.9%	150.2	4.1%	151.9	1.1%
Net sales	(Billions of yen) 1,328.0	9.7%	(Billions of yen) 1,459.7	9.9%	(Billions of yen) 1,838.0	9.2%	(Billions of yen) 1,930.0	5.0%
Japan	526.8	3.8%	581.3	10.3%	747.4	2.5%	760.0	1.7%
Overseas	426.1	22.4%	482.3	13.2%	578.7	20.9%	650.0	12.3%
Toyota	375.1	5.7%	396.1	5.6%	511.9	7.6%	520.0	1.6%
Operating income <Profit margin>	(Billions of yen) 61.4 <4.6%>	21.5%	(Billions of yen) 63.1 <4.3%>	2.8%	(Billions of yen) 80.3 <4.4%>	12.9%	(Billions of yen) 86.0 <4.5%>	7.1%
Ordinary income <Profit margin>	(Billions of yen) 63.4 <4.8%>	20.2%	(Billions of yen) 62.1 <4.3%>	-2.0%	(Billions of yen) 80.4 <4.4%>	11.6%	(Billions of yen) 85.0 <4.4%>	5.7%
Profit attributable to owners of parent <Profit margin>	(Billions of yen) 39.3 <3.0%>	11.5%	(Billions of yen) 37.9 <2.6%>	-3.5%	(Billions of yen) 51.4 <2.8%>	4.0%	(Billions of yen) 53.0 <2.7%>	3.2%
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	18.8		Effect of sales	22.8	Effect of sales	27.5	Effect of sales	35.0
Improvement in cost of sales	10.8		Improvement in cost of sales	11.6	Improvement in cost of sales	16.2	Improvement in cost of sales	20.0
Environmental change	0.6							
« Profit decrease factors »			« Profit decrease factors »		« Profit decrease factors »		« Profit decrease factors »	
Environmental change			Environmental change	13.6	Environmental change	6.4	Environmental change	24.0
Change in cost structure, etc.	19.3		Strengthening foundations, Change in cost structure etc.	19.1	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	10.9		1.7		9.1		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) 34.1		(Billions of yen) 34.3		(Billions of yen) 57.9		(Billions of yen) 80.0	
Depreciation	(Billions of yen) 38.0		(Billions of yen) 38.0		(Billions of yen) 51.4		(Billions of yen) 53.0	
R&D	(Billions of yen) 43.5		(Billions of yen) 43.4		(Billions of yen) 62.6		(Billions of yen) 67.0	
Exchange rate	111 yen/US\$		110 yen/US\$		111 yen/US\$		110 yen/US\$	