

Reference for Financial Results for the Fiscal Year Ended March 31, 2019 (Consolidated)

	Prior Year Actual Results (FY ended March 2018)		Current Year Actual Results (FY ended March 2019)		Next Year Forecasts (FY ending March 2020)	
	(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)	
Heavy- & medium- duty trucks	91.1	-7.1%	91.5	0.4%	87.0	-4.9%
Light-duty trucks	104.1	0.4%	109.2	4.9%	104.0	-4.8%
Buses	11.8	-3.7%	10.4	-11.8%	—	—
Registration in Japan	(Thousands of units)		(Thousands of units)		(Thousands of units)	
Heavy- & medium- duty trucks	34.3	-7.1%	37.1	8.0%	35.5	-4.2%
Light-duty trucks	28.4	9.4%	30.8	8.4%	30.5	-0.9%
Buses	3.9	-0.6%	3.7	-5.5%	3.0	-18.7%
Unit production	(Thousands of units)		(Thousands of units)		(Thousands of units)	
Trucks and buses	188.2	9.4%	206.2	9.6%	208.0	0.9%
Toyota	150.3	4.1%	152.7	1.6%	137.7	-9.8%
Global Unit Sales (Retail Sales)	(Thousands of units)		(Thousands of units)		(Thousands of units)	
Japan	66.6	-0.3%	71.5	7.4%	69.0	-3.5%
Overseas	120.3	11.9%	131.6	9.4%	140.0	6.3%
Toyota	150.2	4.1%	152.7	1.6%	137.7	-9.8%
Net sales	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	1,838.0	9.2%	1,981.3	7.8%	1,960.0	-1.1%
Japan	747.4	2.5%	805.2	7.7%	780.0	-3.1%
Overseas	578.7	20.9%	637.0	10.1%	675.0	6.0%
Toyota	511.9	7.6%	539.1	5.3%	505.0	-6.3%
Operating income (Profit margin)	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	80.3 (4.4%)	12.9%	86.7 (4.4%)	7.9%	90.0 (4.6%)	3.8%
Ordinary income (Profit margin)	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	80.4 (4.4%)	11.6%	83.9 (4.2%)	4.3%	87.0 (4.4%)	3.7%
Profit attributable to owners of parent (Profit margin)	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	51.4 (2.8%)	4.0%	54.9 (2.8%)	6.9%	56.0 (2.9%)	2.0%
Variation factors (Based on operating income)	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	《Profit increase factors》		《Profit increase factors》		《Profit increase factors》	
	Effect of sales	27.5	Effect of sales	26.3	Effect of sales	7.0
	Improvement in cost of sales	16.2	Improvement in cost of sales	17.6	Improvement in cost of sales	20.0
	《Profit decrease factors》		《Profit decrease factors》		《Profit decrease factors》	
	Environmental change	6.4	Environmental change	18.4	Environmental change	14.0
	Change in cost structure, etc	28.2	Change in cost structure, Reinforcement etc	14.1	Change in cost structure, Reinforcement etc	2.7
			Strategic investment expense	5.0	Strategic investment expense	7.0
	Total	9.1	Total	6.4	Total	3.3
Performance evaluation	Increased revenue + increased profit		Increased revenue + increased profit		Decreased revenue + increased profit	
Capital expenditure	(Billions of yen)	57.9	(Billions of yen)	58.8	(Billions of yen)	80.0
Depreciation	(Billions of yen)	51.4	(Billions of yen)	51.5	(Billions of yen)	54.0
R&D	(Billions of yen)	62.6	(Billions of yen)	61.5	(Billions of yen)	64.0
Exchange rate	111 yen / US\$		110 yen / US\$		110 yen / US\$	