

Reference for Financial Forecast for the Fiscal Year Ending March 31, 2015 (Consolidated)

	Prior 2Q Actual Results (First half of FY ended March 2014) (April 1, 2013 to September 30, 2013)		Current 2Q Actual Results (First half of FY ending March 2015) (April 1, 2014 to September 30, 2014)		Prior Year Actual Results (FY ended March 2014) (April 1, 2013 to March 31, 2014)		Current Year Forecasts (FY ending March 2015) (April 1, 2014 to March 31, 2015)	
		Year-on-year rate		Year-on-year rate		Year-on-year rate		Year-on-year rate
Unit production	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)	
Trucks and buses	83.0	5.7%	83.4	0.5%	166.1	6.3%	169.2	1.9%
Toyota brand vehicles	92.5	8.0%	87.2	-5.8%	186.7	0.4%	167.2	-10.5%
Consolidated unit sales	(Thousands of units)		(Thousands of units)		(Thousands of units)		(Thousands of units)	
Japan	21.1	7.4%	24.6	16.9%	52.2	19.4%	54.0	3.5%
Overseas	58.1	3.7%	53.3	-8.3%	114.0	2.8%	118.3	3.7%
Toyota brand vehicles	92.5	7.9%	87.2	-5.7%	186.6	0.4%	167.2	-10.4%
Net sales	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	835.4	12.1%	791.6	-5.2%	1,699.6	10.3%	1,660.0	-2.3%
Japan	256.8	6.7%	285.0	11.0%	581.0	13.8%	615.0	5.9%
Overseas	281.1	15.9%	243.7	-13.3%	535.8	15.6%	540.0	0.8%
Toyota	297.5	13.4%	262.9	-11.6%	582.8	2.8%	505.0	-13.3%
Operating income <i>(Profit margin)</i>	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	60.5 <i>(7.2%)</i>	2.0 times	49.3 <i>(6.2%)</i>	-18.4%	112.2 <i>(6.6%)</i>	72.3%	100.0 <i>(6.0%)</i>	-10.9%
Ordinary income <i>(Profit margin)</i>	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	57.5 <i>(6.9%)</i>	2.0 times	50.9 <i>(6.4%)</i>	-11.4%	109.1 <i>(6.4%)</i>	63.1%	97.0 <i>(5.8%)</i>	-11.1%
Net income <i>(Profit margin)</i>	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	39.6 <i>(4.7%)</i>	2.1 times	32.7 <i>(4.1%)</i>	-17.3%	89.1 <i>(5.2%)</i>	86.9%	65.0 <i>(3.9%)</i>	-27.1%
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	11.0	Improvement in cost of sales	8.9	Effect of sales	18.0	Improvement in cost of sales	21.0
	Environmental change	19.5			Environmental change	21.5		
	Improvement in cost of sales	8.2			Improvement in cost of sales	19.5		
	<Profit decrease factors>		<Profit decrease factors>		<Profit decrease factors>		<Profit decrease factors>	
	Change in cost structure, etc	7.9	Effect of sales	6.4	Change in cost structure, etc	11.9	Effect of sales	9.0
			Environmental change	7.9			Environmental change	11.5
			Change in cost structure, etc	5.8			Change in cost structure, etc	12.7
	Total	30.8	Total	-11.2	Total	47.1	Total	-12.2
Performance evaluation	Increased revenue + increased profit		Decreased revenue + decreased profit		Increased revenue + increased profit		Decreased revenue + decreased profit	
Capital expenditure	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	15.9		22.3		66.2		89.0	
Non-consolidated	(4.0)		(6.2)		(31.1)		(45.0)	
Depreciation	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	18.8		18.0		37.9		41.0	
Non-consolidated	(11.5)		(11.1)		(23.5)		(26.0)	
R&D	(Billions of yen)		(Billions of yen)		(Billions of yen)		(Billions of yen)	
	21.6		22.2		46.3		53.0	
Exchange rate	98 yen/US\$		102 yen/US\$		100 yen/US\$		104 yen/US\$	