

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

	Prior 3Q Actual Results (Third quarter of FY ended March 2014) (April 1, 2013 to December 31, 2013)		Current 3Q Actual Results (Third quarter of FY ending March 2015) (April 1, 2014 to December 31, 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)	
	(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
Consolidated unit sales								
Japan	34.5	14.9%	39.8	15.1%	52.2	19.4%	56.6	8.4%
Overseas	87.8	3.9%	84.7	-3.6%	114.0	2.8%	112.5	-1.4%
Toyota brand vehicles	139.7	5.1%	126.3	-9.6%	186.6	0.4%	167.5	-10.2%
Net sales	(Billions of yen) 1,252.2	13.4%	(Billions of yen) 1,219.5	-2.6%	(Billions of yen) 1,699.6	10.3%	(Billions of yen) 1,660.0	-2.3%
Japan	403.6	11.9%	439.8	8.9%	581.0	13.8%	633.0	9.0%
Overseas	409.1	19.4%	389.7	-4.7%	535.8	15.6%	520.0	-3.0%
Toyota	439.5	9.7%	390.0	-11.3%	582.8	2.8%	507.0	-13.0%
Operating income <i>(Profit margin)</i>	(Billions of yen) 91.0 <i>(7.3%)</i>	2.1 times	(Billions of yen) 80.4 <i>(6.6%)</i>	-11.7%	(Billions of yen) 112.2 <i>(6.6%)</i>	72.3%	(Billions of yen) 105.0 <i>(6.3%)</i>	-6.4%
Ordinary income <i>(Profit margin)</i>	(Billions of yen) 87.7 <i>(7.0%)</i>	96.0%	(Billions of yen) 82.6 <i>(6.8%)</i>	-5.8%	(Billions of yen) 109.1 <i>(6.4%)</i>	63.1%	(Billions of yen) 103.0 <i>(6.2%)</i>	-5.6%
Net income <i>(Profit margin)</i>	(Billions of yen) 59.3 <i>(4.7%)</i>	97.8%	(Billions of yen) 53.2 <i>(4.4%)</i>	-10.3%	(Billions of yen) 89.1 <i>(5.2%)</i>	86.9%	(Billions of yen) 69.0 <i>(4.2%)</i>	-22.6%
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>		<Profit increase factors>	
Effect of sales	17.6	Improvement in cost of sales	13.5	Effect of sales	18.0	Improvement in cost of sales	21.0	
Environmental change	22.6			Environmental change	21.5			
Improvement in cost of sales	13.5			Improvement in cost of sales	19.5			
<Profit decrease factors>	<Profit decrease factors>		<Profit decrease factors>		<Profit decrease factors>		<Profit decrease factors>	
Change in cost structure, etc	6.5	Effect of sales	8.5	Change in cost structure, etc	11.9	Effect of sales	9.0	
		Environmental change	5.7			Environmental change	6.5	
		Change in cost structure, etc	9.9			Change in cost structure, etc	12.7	
Total	47.2	Total	-10.6	Total	47.1	Total	-7.2	
Performance evaluation	Increased revenue + increased profit		Decreased revenue + decreased profit		Increased revenue + increased profit		Decreased revenue + decreased profit	
Capital expenditure	(Billions of yen) 35.3		(Billions of yen) 38.3		(Billions of yen) 66.2		(Billions of yen) 70.0	
Non-consolidated	(14.6)		(10.7)		(31.1)		(29.0)	
Depreciation	(Billions of yen) 28.3		(Billions of yen) 27.8		(Billions of yen) 37.9		(Billions of yen) 41.0	
Non-consolidated	(17.4)		(17.0)		(23.5)		(26.0)	
R&D	(Billions of yen) 32.8		(Billions of yen) 34.5		(Billions of yen) 46.3		(Billions of yen) 53.0	
Exchange rate	99 yen/US\$		106 yen/US\$		100 yen/US\$		109 yen/US\$	