

Reference for Financial Results for the Fiscal Year Ended March 31, 2015 (Consolidated)

	Prior Year Actual Results (FY ended March 2014)		Current Year Actual Results (FY ended March 2015)		Next Year Forecasts (FY ending March 2016)	
		Year-on-year rate		Year-on-year rate		Year-on-year rate
Unit production	(Thousands of units)		(Thousands of units)		(Thousands of units)	
	352.8	3.1%	337.5	-4.3%	329.4	-2.4%
Trucks and buses	166.1	6.3%	169.4	2.0%	174.4	2.9%
Toyota brand vehicles	186.7	0.4%	168.1	-10.0%	155.0	-7.8%
Consolidated unit sales	(Thousands of units)		(Thousands of units)		(Thousands of units)	
Japan	52.2	19.4%	57.9	10.9%	56.4	-2.6%
Overseas	114.0	2.8%	110.9	-2.7%	122.0	10.0%
Toyota brand vehicles	186.6	0.4%	168.1	-9.9%	155.0	-7.8%
Net sales	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	1,699.6	10.3%	1,685.3	-0.8%	1,740.0	3.2%
Japan	581.0	13.8%	626.5	7.8%	610.0	-2.6%
Overseas	535.8	15.6%	529.1	-1.3%	610.0	15.3%
Toyota	582.8	2.8%	529.7	-9.1%	520.0	-1.8%
Operating income <i>(Profit margin)</i>	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	112.2 <i>(6.6%)</i>	72.3%	105.5 <i>(6.3%)</i>	-5.9%	110.0 <i>(6.3%)</i>	4.2%
Ordinary income <i>(Profit margin)</i>	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	109.1 <i>(6.4%)</i>	63.1%	104.6 <i>(6.2%)</i>	-4.2%	109.0 <i>(6.3%)</i>	4.2%
Net income <i>(Profit margin)</i>	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	89.1 <i>(5.2%)</i>	86.9%	74.5 <i>(4.4%)</i>	-16.4%	74.0 <i>(4.3%)</i>	-0.7%
Variation factors <i>(Based on operating income)</i>	(Billions of yen)		(Billions of yen)		(Billions of yen)	
«Profit increase factors»			«Profit increase factors»		«Profit increase factors»	
Effect of sales	18.0		Improvement in cost of sales	18.9	Effect of sales	8.5
Environmental change	21.5				Improvement in cost of sales	18.0
Improvement in cost of sales	19.5					
«Profit decrease factors»			«Profit decrease factors»		«Profit decrease factors»	
Change in cost structure, etc	11.9		Effect of sales	10.2	Environmental change	1.0
			Environmental change	2.8	Change in cost structure, etc	21.0
			Change in cost structure, etc	12.6		
Total	47.1		Total	-6.7	Total	4.5
Performance evaluation	Increased revenue + increased profit		Decreased revenue + decreased profit		Increased revenue + increased profit	
Capital expenditure	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	66.2		69.3		89.0	
Depreciation	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	37.9		38.2		44.0	
R&D	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	46.3		50.1		58.0	
Exchange rate	100yen/US\$		109yen/US\$		115yen/US\$	

Reference for Financial Results for the Fiscal Year Ended March 31, 2015 (Non-Consolidated)

	Prior Year Actual Results (FY ended March 2014)		Current Year Actual Results (FY ended March 2015)		Next Year Forecasts (FY ending March 2016)	
		Year-on-year rate		Year-on-year rate		Year-on-year rate
Total demand of heavy- & medium-duty trucks in Japan	(Thousands of units) 79.9	16.6%	(Thousands of units) 87.6	9.6%	(Thousands of units) 84.5	-3.6%
Heavy	45.9	21.3%	49.8	8.4%	48.5	-2.6%
Medium	34.0	10.8%	37.9	11.3%	36.0	-4.9%
Total demand of light-duty trucks in Japan	91.5	21.0%	96.5	5.5%	91.5	-5.2%
Registration of heavy- & medium-duty trucks in Japan	(Thousands of units) 28.8	16.7%	(Thousands of units) 32.0	10.8%	(Thousands of units) 30.8	-3.5%
<i>(Share)</i>	<i>(36.1%)</i>	<i>(0.0P)</i>	<i>(36.5%)</i>	<i>(0.4P)</i>	<i>(36.5%)</i>	<i>(0.0P)</i>
Heavy	15.2	22.8%	16.3	7.2%	15.9	-2.4%
<i>(Share)</i>	<i>(33.1%)</i>	<i>(0.4P)</i>	<i>(32.7%)</i>	<i>(-0.4P)</i>	<i>(32.8%)</i>	<i>(0.1P)</i>
Medium	13.6	10.6%	15.7	14.8%	14.9	-4.6%
<i>(Share)</i>	<i>(40.1%)</i>	<i>(-0.1P)</i>	<i>(41.4%)</i>	<i>(1.3P)</i>	<i>(41.5%)</i>	<i>(0.1P)</i>
Registration of light-duty trucks in Japan	20.4	24.4%	22.9	12.5%	22.7	-1.3%
<i>(Share)</i>	<i>(22.3%)</i>	<i>(0.6P)</i>	<i>(23.8%)</i>	<i>(1.5P)</i>	<i>(24.8%)</i>	<i>(1.0P)</i>
Net sales	(Billions of yen) 1,210.8	8.1%	(Billions of yen) 1,221.2	0.9%	(Billions of yen) 1,200.0	-1.7%
Japan	429.8	16.6%	490.6	14.1%	460.0	-6.2%
Export	371.6	3.6%	363.7	-2.1%	390.0	7.2%
Toyota	409.4	4.3%	367.0	-10.4%	350.0	-4.6%
Operating income	(Billions of yen) 66.3	2.1 times	(Billions of yen) 62.3	-5.9%	(Billions of yen) 64.0	2.7%
<i>(Profit margin)</i>	<i>(5.5%)</i>		<i>(5.1%)</i>		<i>(5.3%)</i>	
Ordinary income	(Billions of yen) 76.1	89.0%	(Billions of yen) 75.8	-0.4%	(Billions of yen) 75.0	-1.1%
<i>(Profit margin)</i>	<i>(6.3%)</i>		<i>(6.2%)</i>		<i>(6.3%)</i>	
Net income	(Billions of yen) 71.7	78.6%	(Billions of yen) 58.2	-18.8%	(Billions of yen) 58.0	-0.4%
<i>(Profit margin)</i>	<i>(5.9%)</i>		<i>(4.8%)</i>		<i>(4.8%)</i>	
Performance evaluation	Increased revenue + increased profit		Increased revenue + decreased profit		Decreased revenue + increased profit	
Capital expenditure	31.1 Billion yen		27.6 Billion yen		59.0 Billion yen	
Depreciation	23.5 Billion yen		23.3 Billion yen		25.0 Billion yen	