

Reference for Financial Results for the Fiscal Year Ended March 31, 2014 (Consolidated)

	Prior Year Actual Results (FY ended March 2013)		Current Year Actual Results (FY ended March 2014)		Next Year Forecasts (FY ending March 2015)	
		Year-on-year rate		Year-on-year rate		Year-on-year rate
Unit production	(Thousands of units)		(Thousands of units)		(Thousands of units)	
	342.2	18.7%	352.8	3.1%	331.6	-6.0%
Trucks and buses	156.3	15.9%	166.1	6.3%	173.7	4.6%
Toyota brand vehicles	185.9	21.2%	186.7	0.4%	157.9	-15.4%
Consolidated unit sales	(Thousands of units)		(Thousands of units)		(Thousands of units)	
Japan	43.7	18.4%	52.2	19.4%	49.5	-5.2%
Overseas	111.0	21.2%	114.0	2.8%	127.1	11.4%
Toyota brand vehicles	185.8	21.2%	186.6	0.4%	157.9	-15.4%
Net sales	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	1,541.4	17.3%	1,699.6	10.3%	1,600.0	-5.9%
Japan	510.7	8.8%	581.0	13.8%	560.0	-3.6%
Overseas	463.6	17.7%	535.8	15.6%	550.0	2.6%
Toyota	567.1	25.6%	582.8	2.8%	490.0	-15.9%
Operating income <i>(Profit margin)</i>	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	65.1	73.5%	112.2	72.3%	90.0	-19.8%
	<i>(4.2%)</i>		<i>(6.6%)</i>		<i>(5.6%)</i>	
Ordinary income <i>(Profit margin)</i>	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	66.9	93.5%	109.1	63.1%	86.0	-21.2%
	<i>(4.3%)</i>		<i>(6.4%)</i>		<i>(5.4%)</i>	
Net income <i>(Profit margin)</i>	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	47.7	2.9 times	89.1	86.9%	58.0	-34.9%
	<i>(3.1%)</i>		<i>(5.2%)</i>		<i>(3.6%)</i>	
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	30.8		Effect of sales	18.0	Improvement in cost of sales	20.0
Environmental change	2.8		Environmental change	21.5		
Improvement in cost of sales	19.9		Improvement in cost of sales	19.5		
«Profit decrease factors»			«Profit decrease factors»		«Profit decrease factors»	
Change in cost structure, etc	19.8		Change in cost structure, etc	11.9	Effect of sales	10.0
Effects of the earthquake (transferred to extraordinary loss)	6.1				Environmental change	19.5
					Change in cost structure, etc	12.7
Total	27.6		Total	47.1	Total	-22.2
Performance evaluation	Increased revenue + increased profit		Increased revenue + increased profit		Decreased revenue + decreased profit	
Capital expenditure	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	49.9		66.2		89.0	
Depreciation	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	40.8		37.9		41.0	
R&D	(Billions of yen)		(Billions of yen)		(Billions of yen)	
	43.4		46.3		52.0	
Exchange rate	82yen/US\$		100yen/US\$		100yen/US\$	

Reference for Financial Results for the Fiscal Year Ended March 31, 2014 (Non-Consolidated)

	Prior Year Actual Results (FY ended March 2013)		Current Year Actual Results (FY ended March 2014)		Next Year Forecasts (FY ending March 2015)	
		Year-on-year rate		Year-on-year rate		Year-on-year rate
Total demand of heavy- & medium- duty trucks in Japan	(Thousands of units) 68.5	15.5%	(Thousands of units) 79.9	16.6%	(Thousands of units) 73.0	-8.7%
Heavy	37.8	12.6%	45.9	21.3%	41.0	-10.7%
Medium	30.7	19.4%	34.0	10.8%	32.0	-5.9%
Total demand of light-duty trucks in Japan	75.6	15.8%	91.5	21.0%	86.0	-6.0%
Registration of heavy- & medium-duty trucks in Japan	(Thousands of units) 24.7	16.7%	(Thousands of units) 28.8	16.7%	(Thousands of units) 26.4	-8.5%
<i>(Share)</i>	<i>(36.1%)</i>	<i>(0.4P)</i>	<i>(36.1%)</i>	<i>(0.0P)</i>	<i>(36.2%)</i>	<i>(0.1P)</i>
Heavy	12.4	14.5%	15.2	22.8%	13.6	-10.5%
<i>(Share)</i>	<i>(32.7%)</i>	<i>(0.5P)</i>	<i>(33.1%)</i>	<i>(0.4P)</i>	<i>(33.2%)</i>	<i>(0.1P)</i>
Medium	12.3	19.0%	13.6	10.6%	12.8	-6.2%
<i>(Share)</i>	<i>(40.2%)</i>	<i>(-0.2P)</i>	<i>(40.1%)</i>	<i>(-0.1P)</i>	<i>(40.0%)</i>	<i>(-0.1P)</i>
Registration of light-duty trucks in Japan	16.4	22.0%	20.4	24.4%	20.0	-1.9%
<i>(Share)</i>	<i>(21.7%)</i>	<i>(1.1P)</i>	<i>(22.3%)</i>	<i>(0.6P)</i>	<i>(23.3%)</i>	<i>(1.0P)</i>
Net sales	(Billions of yen) 1,120.1	14.7%	(Billions of yen) 1,210.8	8.1%	(Billions of yen) 1,100.0	-9.1%
Japan	368.7	11.0%	429.8	16.6%	405.0	-5.8%
Export	358.9	17.3%	371.6	3.6%	370.0	-0.4%
Toyota	392.5	16.1%	409.4	4.3%	325.0	-20.6%
Operating income	(Billions of yen) 30.9	3.0 times	(Billions of yen) 66.3	2.1 times	(Billions of yen) 50.0	-24.5%
<i>(Profit margin)</i>	<i>(2.8%)</i>		<i>(5.5%)</i>		<i>(4.5%)</i>	
Ordinary income	(Billions of yen) 40.3	2.4 times	(Billions of yen) 76.1	89.0%	(Billions of yen) 61.0	-19.9%
<i>(Profit margin)</i>	<i>(3.6%)</i>		<i>(6.3%)</i>		<i>(5.5%)</i>	
Net income	(Billions of yen) 40.2	3.7 times	(Billions of yen) 71.7	78.6%	(Billions of yen) 42.0	-41.4%
<i>(Profit margin)</i>	<i>(3.6%)</i>		<i>(5.9%)</i>		<i>(3.8%)</i>	
Performance evaluation	Increased revenue + increased profit		Increased revenue + increased profit		Decreased revenue + decreased profit	
Capital expenditure	26.8 Billion yen		31.1 Billion yen		45.0 Billion yen	
Depreciation	26.8 Billion yen		23.5 Billion yen		26.0 Billion yen	