

Reference for Financial Forecast for the Fiscal Year Ended March 31, 2012 (Consolidated)

	Prior Year Actual Results (FY ended March 2011) (¹⁰ /4- ¹¹ /3)		Current Year Projections (FY ending March 2012) (¹¹ /4- ¹² /3)	
		Year-on-year rate		Year-on-year rate
Unit production	(Thousands of units) 107.6	34.7%	(Thousands of units) 142.1	32.1%
Japan	98.5	27.1%	130.0	32.1%
Overseas	9.1	3.8 times	12.1	32.7%
Unit sales	(Thousands of units)		(Thousands of units)	
Japan	30.0	15.8%	34.8	16.0%
Overseas	82.9	35.1%	93.0	12.2%
Toyota	158.7	26.8%	159.3	0.4%
Net sales	(Billions of yen) 1,242.7	21.4%	(Billions of yen) 1,350.0	8.6%
Japan	415.5	9.0%	450.0	8.3%
Overseas	352.3	36.0%	420.0	19.2%
Toyota	474.9	23.9%	480.0	1.1%
Operating income <i>(Profit margin)</i>	(Billions of yen) 28.9 <i>(2.3%)</i>	25.5 times	(Billions of yen) 35.0 <i>(2.6%)</i>	21.1%
Ordinary income <i>(Profit margin)</i>	(Billions of yen) 25.1 <i>(2.0%)</i>	-	(Billions of yen) 31.0 <i>(2.3%)</i>	23.7%
Net income <i>(Profit margin)</i>	(Billions of yen) (10.0) <i>(-0.8%)</i>	-	(Billions of yen) 12.0 <i>(0.9%)</i>	-
Variation factors (Based on operating income)	(Billions of yen)		(Billions of yen)	
	<Profit increase factors>		<Profit increase factors>	
	Effect of sales	33.7	Effect of sales	32.0
	Improvement in cost of sales	18.7	Improvement in cost of sales	20.0
	<Profit decline factors>		<Profit decline factors>	
	Environmental change	11.1	Environmental change	26.0
	Change in cost structure etc	13.5	Change in cost structure etc	19.9
	Total	27.8	Total	6.1
Performance evaluation	Increased revenue + increased profit		Increased revenue + increased profit	
Capital expenditure	(Billions of yen) 30.0		(Billions of yen) 60.0	
Non-consolidated	19.4		36.5	
Depreciation	(Billions of yen) 45.7		(Billions of yen) 47.0	
Non-consolidated	30.2		32.0	
R&D	(Billions of yen) 41.1		(Billions of yen) 41.5	
Exchange rate	86 yen/US\$		80 yen/US\$	

Note: Figures in parenthesis indicate the loss or decrease.