

Supplementary Material for Financial Results for the 9 months ended December 31, 2011

1. Consolidated Financial Results

		FY10	FY11 ended March 31, 2011							FY12 ending March 31, 2012						
			Full year	1st half		2nd half			Full year	1st half		2nd half			Full year	
				1Q	2Q	3Q	4Q	1Q		2Q	3Q	4Q				
Net sales	Billion yen	1,377.7	359.1	370.7	729.8	377.0	373.0	750.0	1,479.8	322.2	400.4	722.6	404.5	-	-	1,580.0
Operating income	(Margin)	(1.6%)	(4.5%)	(5.4%)	(5.0%)	(4.9%)	(3.8%)	(4.3%)	(4.6%)	(2.0%)	(5.7%)	(4.0%)	(4.8%)	-	-	(4.7%)
	Billion yen	22.0	16.0	20.2	36.2	18.5	14.0	32.5	68.7	6.5	22.7	29.2	19.4	-	-	75.0
Ordinary income	(Margin)	(2.3%)	(5.4%)	(5.2%)	(5.3%)	(6.4%)	(3.0%)	(4.7%)	(5.0%)	(5.3%)	(4.9%)	(5.1%)	(6.3%)	-	-	(5.4%)
	Billion yen	31.7	19.2	19.1	38.3	24.3	11.3	35.6	73.9	16.9	19.8	36.7	25.4	-	-	85.0
Net income	(Margin)	(▲1.9%)	(3.6%)	(2.9%)	(3.2%)	(4.1%)	(2.2%)	(3.1%)	(3.2%)	(4.3%)	(3.0%)	(3.6%)	(3.4%)	-	-	(3.5%)
	Billion yen	▲26.2	12.9	10.7	23.6	15.5	8.1	23.6	47.2	13.8	12.1	25.9	13.8	-	-	55.0
Net income per share	Yen	▲84	42	34	76	50	26	76	152	45	38	83	45	-	-	176
Capital Expenditures	Billion yen	26.9	7.2	9.1	16.3	8.9	13.0	21.9	38.2	9.1	11.9	21.0	13.8	-	-	60.0
Depreciation	Billion yen	73.2	14.6	15.3	29.9	15.6	16.8	32.4	62.3	13.9	14.7	28.6	15.1	-	-	60.0

【Exchange rate】

Yen / US\$	93	92	86	89	83	82	83	86	82	78	80	77	-	-	78
Yen / EURO	131	117	111	114	112	113	113	113	117	110	114	104	-	-	110

【Changes in ordinary income】

Year-on-year Comparison
(FY11 3Q and FY12 3Q)

(Billion yen)

Cost reduction	13.1	Increase in labor cost	▲4.7
Changes in the net amount of non-operating income and non-operating expenses	5.6	Negative impact of exchange rate fluctuations	▲4.5
		Increase in raw material cost	▲3.9
		Changes in sales composition	▲2.8
		Increase in expenses and others	▲3.3
Increases total	18.7	Decreases total	▲19.2
		Total Changes in Ordinary income	▲0.5

Year-on-year Comparison

(FY11 full year and FY12 full year forecast)

(Billion yen)

Cost reduction	18.0	Increase in labor cost	▲7.0
Increase in sales volume	10.0	Increase in raw material cost	▲6.5
Changes in the net amount of non-operating income and non-operating expenses	4.8	Negative impact of exchange rate fluctuations	▲5.7
		Increase in expenses and others	▲2.5
Increases total	32.8	Decreases total	▲21.7
		Total Changes in Ordinary income	▲11.1

2. Historical Financial Data

	FY07	FY08	FY09	FY10	FY11	FY12 (forecast)
Net sales (Billion yen)	1,878.3	2,000.5	1,584.2	1,377.7	1,479.8	1,580.0
Operating income (Billion yen)	89.9	96.8	▲6.6	22.0	68.7	75.0
Ordinary income (Billion yen)	108.4	126.4	14.3	31.7	73.9	85.0
Net income (Billion yen)	59.4	80.4	▲32.7	▲26.2	47.2	55.0
Net income per share (Yen)	190	258	▲105	▲84	152	176
Cash dividends per share (Yen)	50	60	40	30	50	50
(Interim dividend, yen)	(22)	(28)	(30)	(10)	(25)	(25)
Consolidated payout ratio	26.3%	23.3%	-	-	33.0%	28.3%
Total share issued (Shares)	325,840,640	325,840,640	325,840,640	325,840,640	325,840,640	* 325,840,640
(Treasury stock, shares)	(13,765,165)	(14,251,070)	(14,263,027)	(14,269,943)	(14,275,721)	* (14,152,964)

*:As of September 30, 2011

3. Business Segment Information

(Billion yen)

		FY10	FY11 ended March 31, 2011							FY12 ending March 31, 2012						
			Full year	1st half			2nd half			Full year	1st half			2nd half		
		1Q		2Q	3Q	4Q	1Q	2Q	3Q		4Q	1Q	2Q	3Q	4Q	1Q
Automobile	Vehicle	398.7	94.6	99.1	193.7	92.7	89.1	181.8	375.5	55.6	99.6	155.2	104.3	-	-	355.0
	Engine	165.0	47.8	50.4	98.2	53.1	46.0	99.1	197.3	35.5	55.1	90.6	48.4	-	-	204.0
	Car air-conditioning Compressor	177.0	49.0	47.9	96.9	46.2	48.7	94.9	191.8	44.3	52.4	96.7	51.6	-	-	214.0
	Foundry, electronics parts and others	37.4	10.1	9.8	19.9	10.1	9.3	19.4	39.3	7.8	10.2	18.0	12.0	-	-	47.0
	Net sales	778.3	201.7	207.2	408.9	202.1	193.1	395.2	804.1	143.3	217.3	360.6	216.4	-	-	820.0
	(Margin)	(3.0%)	(4.6%)	(4.5%)	(4.6%)	(3.6%)	(3.6%)	(3.6%)	(4.1%)	(▲1.7%)	(4.0%)	(1.7%)	(2.9%)	-	-	-
Operating income	23.6	9.2	9.4	18.6	7.3	6.9	14.2	32.8	▲2.4	8.5	6.1	6.2	-	-	-	
Materials handling equipment	Net sales	431.6	113.7	117.1	230.8	127.4	132.4	259.8	490.6	136.1	140.8	276.9	146.0	-	-	580.0
	(Margin)	(▲2.2%)	(3.8%)	(6.3%)	(5.1%)	(6.3%)	(3.1%)	(4.7%)	(4.9%)	(5.5%)	(8.1%)	(6.9%)	(6.8%)	-	-	-
	Operating income	▲9.5	4.3	7.4	11.7	8.1	4.1	12.2	23.9	7.5	11.4	18.9	10.0	-	-	-
Logistics	Net sales	108.5	27.2	26.6	53.8	27.3	26.6	53.9	107.7	23.8	22.5	46.3	23.0	-	-	100.0
	(Margin)	(4.8%)	(4.5%)	(5.6%)	(5.1%)	(5.1%)	(4.5%)	(4.8%)	(5.0%)	(1.9%)	(5.2%)	(3.5%)	(5.9%)	-	-	-
	Operating income	5.2	1.2	1.5	2.7	1.4	1.2	2.6	5.3	0.4	1.2	1.6	1.3	-	-	-
Textile machinery	Net sales	20.8	7.5	11.0	18.5	11.4	12.8	24.2	42.7	9.4	10.3	19.7	9.5	-	-	40.0
	(Margin)	(▲8.8%)	(2.9%)	(7.9%)	(5.9%)	(7.9%)	(4.7%)	(6.2%)	(5.9%)	(4.2%)	(5.4%)	(4.8%)	(5.6%)	-	-	-
	Operating income	▲1.8	0.2	0.8	1.0	0.9	0.6	1.5	2.5	0.3	0.6	0.9	0.5	-	-	-
Others	Net sales	38.3	8.9	8.7	17.6	8.8	8.0	16.8	34.4	9.4	9.6	19.0	9.5	-	-	40.0
	(Margin)	(10.4%)	(9.6%)	(10.0%)	(9.8%)	(8.9%)	(11.7%)	(10.1%)	(10.0%)	(5.5%)	(8.6%)	(7.1%)	(12.7%)	-	-	-
	Operating income	3.9	0.8	0.9	1.7	0.8	0.9	1.7	3.4	0.5	0.8	1.3	1.2	-	-	-
Eliminations	Net sales	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Operating income	0.4	0.1	0.1	0.2	0.0	0.2	0.2	0.4	0.0	0.1	0.1	0.1	-	-	-
Total	Net sales	1,377.7	359.1	370.7	729.8	377.0	373.0	750.0	1,479.8	322.2	400.4	722.6	404.5	-	-	1,580.0
	(Margin)	(1.6%)	(4.5%)	(5.4%)	(5.0%)	(4.9%)	(3.8%)	(4.3%)	(4.6%)	(2.0%)	(5.7%)	(4.0%)	(4.8%)	-	-	(4.7%)
	Operating income	22.0	16.0	20.2	36.2	18.5	14.0	32.5	68.7	6.5	22.7	29.2	19.4	-	-	75.0

Note: Net sales figures indicate outside customer sales and do not include intersegment transactions.

4. Sales Units: Vehicle

(Thousand units)

		FY10	FY11 ended March 31, 2011							FY12 ending March 31, 2012						
			Full year	1st half			2nd half			Full year	1st half			2nd half		
		1Q		2Q	3Q	4Q	1Q	2Q	3Q		4Q	1Q	2Q	3Q	4Q	1Q
Vitz/Yaris	Destination															
	Japan	88	29	37	66	20	36	56	122	26	36	62	29	-	-	123
	Overseas	61	17	12	29	18	12	30	59	5	13	18	20	-	-	59
	Subtotal	149	46	49	95	38	48	86	181	31	49	80	49	-	-	182
	RAV4 (Overseas)	134	27	30	57	31	21	52	109	11	27	38	30	-	-	93
	MarkX ZIO (Japan)	8	1	1	2	1	2	3	5	2	1	3	1	-	-	5
	Total	291	74	80	154	70	71	141	295	44	77	121	80	-	-	280

5. Sales Units: Engine

(Thousand units)

		FY10	FY11 ended March 31, 2011							FY12 ending March 31, 2012						
			Full year	1st half		2nd half			Full year	1st half		2nd half			Full year	
		1Q		2Q	3Q	4Q	1Q	2Q		3Q	4Q					
Diesel Engine	KD-type (2.5/3.0 Liters)	179	58	60	118	67	60	127	245	53	73	126	48	-	-	275
	AD-type (2.2 Liters)	37	13	11	24	12	11	23	47	5	10	15	12	-	-	41
	VD-type (4.5 Liters)	22	8	9	17	8	9	17	34	7	12	19	11	-	-	43
	Others	48	13	14	27	16	13	29	56	11	17	28	20	-	-	64
	Subtotal	286	92	94	186	103	93	196	382	76	112	188	91	-	-	423
Gasoline Engine	AR-type (2.5 Liters)	134	36	48	84	49	32	81	165	18	40	58	45	-	-	141
	AZ-type (2.4 Liters)	60	15	15	30	15	12	27	57	8	15	23	17	-	-	57
	Others	22	5	2	7	2	1	3	10	2	3	5	2	-	-	9
	Subtotal	216	56	65	121	66	45	111	232	28	58	86	64	-	-	207
Total		502	148	159	307	169	138	307	614	104	170	274	155	-	-	630
CKD Parts		58	16	19	35	15	15	30	65	18	18	36	20	-	-	75

6. Sales Units: Car Air-conditioning Compressor

(1) By Destination

(Thousand units)

		FY10	FY11 ended March 31, 2011							FY12 ending March 31, 2012						
			Full year	1st half		2nd half			Full year	1st half		2nd half			Full year	
		1Q		2Q	3Q	4Q	1Q	2Q		3Q	4Q					
Japan		4,110	1,050	1,080	2,130	1,000	930	1,930	4,060	740	1,180	1,920	1,110	-	-	4,260
North America		4,940	1,580	1,550	3,130	1,410	1,560	2,970	6,100	1,360	1,620	2,980	1,790	-	-	6,960
Europe		6,690	1,780	1,710	3,490	1,810	2,020	3,830	7,320	2,060	1,980	4,040	1,960	-	-	8,330
Others		970	300	350	650	350	350	700	1,350	300	630	930	640	-	-	2,450
Total		16,710	4,710	4,690	9,400	4,570	4,860	9,430	18,830	4,460	5,410	9,870	5,500	-	-	22,000

(2) By Type

(Thousand units)

		FY10	FY11 ended March 31, 2011							FY12 ending March 31, 2012						
			Full year	1st half		2nd half			Full year	1st half		2nd half			Full year	
		1Q		2Q	3Q	4Q	1Q	2Q		3Q	4Q					
Engine Driven type	Fixed displacement type	5,430	1,700	1,730	3,430	1,600	1,690	3,290	6,720	1,530	2,040	3,570	1,990	-	-	8,080
	Variable displacement type	10,560	2,820	2,790	5,610	2,810	3,050	5,860	11,470	2,830	3,160	5,990	3,260	-	-	13,100
Electric Driven type		720	190	170	360	160	120	280	640	100	210	310	250	-	-	820
Total		16,710	4,710	4,690	9,400	4,570	4,860	9,430	18,830	4,460	5,410	9,870	5,500	-	-	22,000

7. Sales Units: Materials Handling Equipment

(Thousand units)

		FY10	FY11 ended March 31, 2011							FY12 ending March 31, 2012						
			Full year	1st half		2nd half			Full year	1st half		2nd half			Full year	
		1Q		2Q	3Q	4Q	1Q	2Q		3Q	4Q					
Japan		23	6	7	13	8	5	13	26	7	7	14	10	-	-	30
North America		29	10	9	19	11	13	24	43	13	14	27	15	-	-	56
Europe		39	11	9	20	14	15	29	49	14	13	27	16	-	-	65
Others		20	7	10	17	9	9	18	35	9	9	18	8	-	-	39
Total		111	34	35	69	42	42	84	153	43	43	86	49	-	-	190

* All projections are based on the information available to management at the time of producing this report and are not guarantees of future performance.

Uncertainties such as economic conditions and exchange rate fluctuations could cause the actual results of Toyota Industries to differ from any projections discussed in this material.