

Supplementary Material for Financial Results for the 12 months ended March 31, 2012

1. Consolidated Financial Results

		FY11 ended March 31, 2011							FY12 ended March 31, 2012							FY13
		1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	Full year forecast
Net sales	Billion yen	359.1	370.7	729.8	377.0	373.0	750.0	1,479.8	322.2	400.4	722.6	404.5	416.2	820.7	1,543.3	1,650.0
Operating income	(Margin)	(4.5%)	(5.4%)	(5.0%)	(4.9%)	(3.8%)	(4.3%)	(4.6%)	(2.0%)	(5.7%)	(4.0%)	(4.8%)	(5.2%)	(5.0%)	(4.5%)	(5.2%)
	Billion yen	16.0	20.2	36.2	18.5	14.0	32.5	68.7	6.5	22.7	29.2	19.4	21.4	40.8	70.0	85.0
Ordinary income	(Margin)	(5.4%)	(5.2%)	(5.3%)	(6.4%)	(3.0%)	(4.7%)	(5.0%)	(5.3%)	(4.9%)	(5.1%)	(6.3%)	(4.5%)	(5.4%)	(5.2%)	(5.6%)
	Billion yen	19.2	19.1	38.3	24.3	11.3	35.6	73.9	16.9	19.8	36.7	25.4	18.7	44.1	80.8	93.0
Net income	(Margin)	(3.6%)	(2.9%)	(3.2%)	(4.1%)	(2.1%)	(3.1%)	(3.2%)	(4.3%)	(3.0%)	(3.6%)	(3.4%)	(4.5%)	(4.0%)	(3.8%)	(3.6%)
	Billion yen	12.9	10.7	23.6	15.5	8.1	23.6	47.2	13.8	12.1	25.9	13.8	18.8	32.6	58.5	59.0
Net income per share	Yen	42	34	76	50	26	76	152	45	38	83	45	60	105	188	189
Capital Expenditures	Billion yen	7.2	9.1	16.3	8.9	13.0	21.9	38.2	9.1	11.9	21.0	13.8	23.6	37.4	58.4	100.0
Depreciation	Billion yen	14.6	15.3	29.9	15.6	16.8	32.4	62.3	13.9	14.7	28.6	15.1	16.1	31.2	59.8	62.0

【Exchange rate】

Yen / US\$	92	86	89	83	82	83	86	82	78	80	77	79	78	79	80
Yen / EURO	117	111	114	112	113	113	113	117	110	114	104	104	104	109	105

【Changes in ordinary income】

Year-on-year Comparison

(FY11 full year and FY12 full year)

(Billion yen)

Cost reduction	18.0	Increase in labor cost	▲ 7.0
Increase in sales volume	3.6	Negative impact of exchange rate fluctuations	▲ 5.8
Changes in the net amount of non-operating income and non-operating expenses	5.6	Increase in raw material cost	▲ 4.0
		Increase in expenses and others	▲ 3.5
Increases total	27.2	Decreases total	▲ 20.3
Total Changes in Ordinary income		6.9	

Year-on-year Comparison

(FY12 full year and FY13 full year forecast)

(Billion yen)

Cost reduction	18.0	Increase in labor cost	▲ 6.5
Increase in sales volume	16.0	Increase in raw material cost	▲ 4.5
		Increase in depreciation	▲ 2.0
		Negative impact of exchange rate fluctuations	▲ 0.5
		Increase in expenses and others	▲ 5.5
		Changes in the net amount of non-operating income and non-operating expenses	▲ 2.8
Increases total	34.0	Decreases total	▲ 21.8
Total Changes in Ordinary income		12.2	

2. Historical Financial Data

	FY08	FY09	FY10	FY11	FY12	FY13 (forecast)
Net sales (Billion yen)	2,000.5	1,584.2	1,377.7	1,479.8	1,543.3	1,650.0
Operating income (Billion yen)	96.8	▲ 6.6	22.0	68.7	70.0	85.0
Ordinary income (Billion yen)	126.4	14.3	31.7	73.9	80.8	93.0
Net income (Billion yen)	80.4	▲ 32.7	▲ 26.2	47.2	58.5	59.0
Net income per share (Yen)	258	▲ 105	▲ 84	152	188	189
Cash dividends per share (Yen)	60	40	30	50	50	55
(Interim dividend, yen)	(28)	(30)	(10)	(25)	(25)	(25)
Consolidated payout ratio	23.3%	-	-	33.0%	26.6%	29.1%
Total share issued (Shares)	325,840,640	325,840,640	325,840,640	325,840,640	325,840,640	-
(Treasury stock, shares)	(14,251,070)	(14,263,027)	(14,269,943)	(14,275,721)	(14,153,619)	-

3. Business Segment Information

(Billion yen)

		FY11 ended March 31, 2011							FY12 ended March 31, 2012							FY13
		1Q	2Q	1st half	2nd half		Full year	1Q	2Q	1st half	2nd half		Full year	Full year forecast		
					3Q	4Q					3Q	4Q				
Automobile	Vehicle	94.6	99.1	193.7	92.7	89.1	181.8	375.5	55.6	99.6	155.2	104.3	94.9	199.2	354.4	360.0
	Engine	47.8	50.4	98.2	53.1	46.0	99.1	197.3	35.5	55.1	90.6	48.4	58.1	106.5	197.1	209.0
	Car air-conditioning Compressor	49.0	47.9	96.9	46.2	48.7	94.9	191.8	44.3	52.4	96.7	51.6	58.2	109.8	206.5	240.0
	Foundry, electronics parts and others	10.1	9.8	19.9	10.1	9.3	19.4	39.3	7.8	10.2	18.0	12.0	15.0	27.0	45.0	61.0
	Net sales	201.7	207.2	408.9	202.1	193.1	395.2	804.1	143.3	217.3	360.6	216.4	226.1	442.5	803.1	870.0
	(Margin)	(4.6%)	(4.5%)	(4.6%)	(3.6%)	(3.6%)	(3.6%)	(4.1%)	(▲1.7%)	(4.0%)	(1.7%)	(2.9%)	(3.9%)	(3.4%)	(2.6%)	-
	Operating income	9.2	9.4	18.6	7.3	6.9	14.2	32.8	▲2.4	8.5	6.1	6.2	8.9	15.1	21.2	-
Materials handling equipment	Net sales	113.7	117.1	230.8	127.4	132.4	259.8	490.6	136.1	140.8	276.9	146.0	147.8	293.8	570.7	605.0
	(Margin)	(3.8%)	(6.3%)	(5.1%)	(6.3%)	(3.1%)	(4.7%)	(4.9%)	(5.5%)	(8.1%)	(6.9%)	(6.8%)	(6.3%)	(6.6%)	(6.7%)	-
	Operating income	4.3	7.4	11.7	8.1	4.1	12.2	23.9	7.5	11.4	18.9	10.0	9.3	19.3	38.2	-
Logistics	Net sales	27.2	26.6	53.8	27.3	26.6	53.9	107.7	23.8	22.5	46.3	23.0	23.6	46.6	92.9	95.0
	(Margin)	(4.5%)	(5.6%)	(5.1%)	(5.1%)	(4.5%)	(4.8%)	(5.0%)	(1.9%)	(5.2%)	(3.5%)	(5.9%)	(7.2%)	(6.4%)	(5.0%)	-
	Operating income	1.2	1.5	2.7	1.4	1.2	2.6	5.3	0.4	1.2	1.6	1.3	1.7	3.0	4.6	-
Textile machinery	Net sales	7.5	11.0	18.5	11.4	12.8	24.2	42.7	9.4	10.3	19.7	9.5	9.3	18.8	38.5	45.0
	(Margin)	(2.9%)	(7.9%)	(5.9%)	(7.9%)	(4.7%)	(6.2%)	(5.9%)	(4.2%)	(5.4%)	(4.8%)	(5.6%)	(6.5%)	(5.9%)	(5.3%)	-
	Operating income	0.2	0.8	1.0	0.9	0.6	1.5	2.5	0.3	0.6	0.9	0.5	0.6	1.1	2.0	-
Others	Net sales	8.9	8.7	17.6	8.8	8.0	16.8	34.4	9.4	9.6	19.0	9.5	9.4	18.9	37.9	35.0
	(Margin)	(9.6%)	(10.0%)	(9.8%)	(8.9%)	(11.7%)	(10.1%)	(10.0%)	(5.5%)	(8.6%)	(7.1%)	(12.7%)	(11.7%)	(12.2%)	(9.6%)	-
	Operating income	0.8	0.9	1.7	0.8	0.9	1.7	3.4	0.5	0.8	1.3	1.2	1.1	2.3	3.6	-
Eliminations	Net sales	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Operating income	0.1	0.1	0.2	0.0	0.2	0.2	0.4	0.0	0.1	0.1	0.1	0.0	0.1	0.2	-
Total	Net sales	359.1	370.7	729.8	377.0	373.0	750.0	1,479.8	322.2	400.4	722.6	404.5	416.2	820.7	1,543.3	1,650.0
	(Margin)	(4.5%)	(5.4%)	(5.0%)	(4.9%)	(3.8%)	(4.3%)	(4.6%)	(2.0%)	(5.7%)	(4.0%)	(4.8%)	(5.2%)	(5.0%)	(4.5%)	(5.2%)
	Operating income	16.0	20.2	36.2	18.5	14.0	32.5	68.7	6.5	22.7	29.2	19.4	21.4	40.8	70.0	85.0

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

4. Sales Units: Vehicle

(Thousand units)

		FY11 ended March 31, 2011							FY12 ended March 31, 2012							FY13
		1Q	2Q	1st half	2nd half		Full year	1Q	2Q	1st half	2nd half		Full year	Full year forecast		
					3Q	4Q					3Q	4Q				
Vitz/Yaris	Destination															
	Japan	29	37	66	20	36	56	122	26	36	62	29	35	64	126	92
	Overseas	17	12	29	18	12	30	59	5	13	18	20	16	36	54	58
	Subtotal	46	49	95	38	48	86	181	31	49	80	49	51	100	180	150
	RAV4 (Overseas)	27	30	57	31	21	52	109	11	27	38	30	25	55	93	121
	MarkX ZIO (Japan)	1	1	2	1	2	3	5	2	1	3	1	1	2	5	4
	Total	74	80	154	70	71	141	295	44	77	121	80	77	157	278	275

5. Sales Units: Engine

(Thousand units)

		FY11 ended March 31, 2011							FY12 ended March 31, 2012							FY13		
		1st half			2nd half				Full year	1st half			2nd half				Full year	Full year forecast
		1Q	2Q	3Q	4Q	1Q	2Q	3Q		4Q	1Q	2Q	3Q	4Q				
Diesel Engine	KD-type (2.5/3.0 Liters)	58	60	118	67	60	127	245	53	73	126	48	82	130	256	280		
	AD-type (2.2 Liters)	13	11	24	12	11	23	47	5	10	15	12	6	18	33	37		
	VD-type (4.5 Liters)	8	9	17	8	9	17	34	7	12	19	11	12	23	42	44		
	Others	13	14	27	16	13	29	56	11	17	28	20	18	38	66	64		
	Subtotal	92	94	186	103	93	196	382	76	112	188	91	118	209	397	425		
Gasoline Engine	AR-type (2.5 Liters)	36	48	84	49	32	81	165	18	40	58	45	45	90	148	169		
	AZ-type (2.4 Liters)	15	15	30	15	12	27	57	8	15	23	17	17	34	57	49		
	Others	5	2	7	2	1	3	10	2	3	5	2	1	3	8	7		
	Subtotal	56	65	121	66	45	111	232	28	58	86	64	63	127	213	225		
Total		148	159	307	169	138	307	614	104	170	274	155	181	336	610	650		
CKD Parts		16	19	35	15	15	30	65	18	18	36	20	18	38	74	85		

6. Sales Units: Car Air-conditioning Compressor

(1) By Destination

(Thousand units)

		FY11 ended March 31, 2011							FY12 ended March 31, 2012							FY13		
		1st half			2nd half				Full year	1st half			2nd half				Full year	Full year forecast
		1Q	2Q	3Q	4Q	1Q	2Q	3Q		4Q	1Q	2Q	3Q	4Q				
Japan		1,050	1,080	2,130	1,000	930	1,930	4,060	740	1,180	1,920	1,110	1,190	2,300	4,220	4,520		
North America		1,580	1,550	3,130	1,410	1,560	2,970	6,100	1,360	1,620	2,980	1,790	2,170	3,960	6,940	8,500		
Europe		1,780	1,710	3,490	1,810	2,020	3,830	7,320	2,060	1,980	4,040	1,960	2,100	4,060	8,100	8,850		
Others		300	350	650	350	350	700	1,350	300	630	930	640	720	1,360	2,290	3,130		
Total		4,710	4,690	9,400	4,570	4,860	9,430	18,830	4,460	5,410	9,870	5,500	6,180	11,680	21,550	25,000		

(2) By Type

(Thousand units)

		FY11 ended March 31, 2011							FY12 ended March 31, 2012							FY13		
		1st half			2nd half				Full year	1st half			2nd half				Full year	Full year forecast
		1Q	2Q	3Q	4Q	1Q	2Q	3Q		4Q	1Q	2Q	3Q	4Q				
Engine Driven type	Fixed displacement type	1,700	1,730	3,430	1,600	1,690	3,290	6,720	1,530	2,040	3,570	1,990	2,350	4,340	7,910	8,840		
	Variable displacement type	2,820	2,790	5,610	2,810	3,050	5,860	11,470	2,830	3,160	5,990	3,260	3,480	6,740	12,730	14,600		
Electric Driven type		190	170	360	160	120	280	640	100	210	310	250	350	600	910	1,560		
Total		4,710	4,690	9,400	4,570	4,860	9,430	18,830	4,460	5,410	9,870	5,500	6,180	11,680	21,550	25,000		

7. Sales Units: Materials Handling Equipment

(Thousand units)

		FY11 ended March 31, 2011							FY12 ended March 31, 2012							FY13		
		1st half			2nd half				Full year	1st half			2nd half				Full year	Full year forecast
		1Q	2Q	3Q	4Q	1Q	2Q	3Q		4Q	1Q	2Q	3Q	4Q				
Japan		6	7	13	8	5	13	26	7	7	14	10	8	18	32	32		
North America		10	9	19	11	13	24	43	13	14	27	15	17	32	59	63		
Europe		11	9	20	14	15	29	49	14	13	27	16	17	33	60	61		
Others		7	10	17	9	9	18	35	9	9	18	8	7	15	33	39		
Total		34	35	69	42	42	84	153	43	43	86	49	49	98	184	195		

* 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.