

Supplementary Material for Financial Results for the 9 months ended December 31, 2013

1. Consolidated Financial Results

		FY12	FY13 ended March 31, 2013							FY14 ending March 31, 2014						
			Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half
Net sales	Billion yen	1,543.3	386.5	376.4	762.9	377.6	474.7	852.3	1,615.2	486.7	494.7	981.4	499.2	-	-	2,000.0
Operating income	(Margin)	(4.5%)	(4.7%)	(5.0%)	(4.9%)	(3.7%)	(5.5%)	(4.7%)	(4.8%)	(4.9%)	(5.7%)	(5.3%)	(5.3%)	-	-	(5.3%)
	Billion yen	70.0	18.3	18.9	37.2	13.9	25.9	39.8	77.0	23.8	28.0	51.8	26.2	-	-	105.0
Ordinary income	(Margin)	(5.2%)	(6.7%)	(4.4%)	(5.6%)	(6.3%)	(4.4%)	(5.2%)	(5.4%)	(8.0%)	(5.3%)	(6.6%)	(9.6%)	-	-	(6.7%)
	Billion yen	80.8	25.9	16.5	42.4	23.6	20.8	44.4	86.8	38.7	26.1	64.8	47.9	-	-	134.0
Net income	(Margin)	(3.8%)	(3.8%)	(2.5%)	(3.2%)	(4.4%)	(2.6%)	(3.4%)	(3.3%)	(5.7%)	(3.1%)	(4.4%)	(6.6%)	-	-	(4.3%)
	Billion yen	58.5	14.5	9.5	24.0	16.6	12.5	29.1	53.1	27.9	15.6	43.5	32.9	-	-	85.0
Net income per share	Yen	188	47	30	77	53	40	93	170	89	50	139	105	-	-	271
Capital Expenditures	Billion yen	58.4	14.5	20.7	35.2	21.0	33.2	54.2	89.4	24.4	23.1	47.5	24.8	-	-	100.0
Depreciation	Billion yen	59.8	13.2	13.8	27.0	14.5	16.4	30.9	57.9	14.4	15.2	29.6	16.3	-	-	64.0

【Exchange rate】

Yen / US\$	79	80	79	79	81	92	87	83	99	99	99	100	-	-	98
Yen / EURO	109	103	98	101	105	122	114	107	129	131	130	137	-	-	131

【Changes in ordinary income】

Year-on-year Comparison

(FY13 3Q and FY14 3Q)

		(Billion yen)	
Increase in sales volume	16.4	Increase in labor cost	▲ 6.9
Cost reduction	12.0	Increase in research and development expenses	▲ 5.1
Positive impact of exchange rate fluctuations	19.2	Increase in depreciation	▲ 4.4
Changes in the net amount of non-operating income and non-operating expenses	19.8	Increase in expenses and others	▲ 4.3
Increases total	67.4	Decreases total	▲ 20.7
Total Changes in Ordinary income		46.7	

Year-on-year Comparison

(FY13 full year and FY14 full year forecast)

		(Billion yen)	
Increase in sales volume	21.0	Increase in labor cost	▲ 9.0
Cost reduction	16.0	Increase in depreciation	▲ 6.1
Positive impact of exchange rate fluctuations	20.0	Increase in research and development expenses	▲ 6.0
Changes in the net amount of non-operating income and non-operating expenses	19.2	Increase in expenses and others	▲ 7.9
Increases total	76.2	Decreases total	▲ 29.0
Total Changes in Ordinary income		47.2	

2. Historical Financial Data

	FY08	FY09	FY10	FY11	FY12	FY13	FY14 (forecast)
Net sales (Billion yen)	2,000.5	1,584.2	1,377.7	1,479.8	1,543.3	1,615.2	2,000.0
Operating income (Billion yen)	96.8	▲ 6.6	22.0	68.7	70.0	77.0	105.0
Ordinary income (Billion yen)	126.4	14.3	31.7	73.9	80.8	86.8	134.0
Net income (Billion yen)	80.4	▲ 32.7	▲ 26.2	47.2	58.5	53.1	85.0
Net income per share (Yen)	258	▲ 105	▲ 84	152	188	170	271
Cash dividends per share (Yen)	60	40	30	50	50	55	70
(Interim dividend, yen)	(28)	(30)	(10)	(25)	(25)	(25)	(35)
Consolidated payout ratio	23.3%	-	-	33.0%	26.6%	32.3%	25.8%
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)	(14,251,070)	(14,263,027)	(14,269,943)	(14,275,721)	(14,153,619)	(13,632,854)	-
Yen / US\$	114	101	93	86	79	83	98
Yen / EURO	162	143	131	113	109	107	131

3. Business Segment Information

(Billion yen)

		FY12	FY13 ended March 31, 2013							FY14 ending March 31, 2014							
			Full year	1st half			2nd half			Full year	1st half			2nd half			Full year forecast
				1Q	2Q	3Q	4Q	1Q	2Q		3Q	4Q	1Q	2Q	3Q	4Q	
Automobile	Vehicle	354.4	82.3	75.0	157.3	70.5	128.9	199.4	356.7	117.4	120.7	238.1	108.9	-	-	472.0	
	Engine	197.1	54.0	51.2	105.2	49.7	61.8	111.5	216.7	56.7	50.9	107.6	47.1	-	-	211.0	
	Car air-conditioning Compressor	206.5	56.0	55.7	111.7	53.8	62.6	116.4	228.1	65.7	67.2	132.9	67.8	-	-	271.0	
	Electronics parts, foundry and others	45.0	14.3	14.0	28.3	14.1	14.6	28.7	57.0	13.3	15.0	28.3	15.7	-	-	61.0	
	Net sales	803.1	206.7	196.1	402.8	187.9	267.9	455.8	858.6	253.3	253.8	507.1	239.4	-	-	1,015.0	
	(Margin)	(2.6%)	(3.8%)	(3.5%)	(3.7%)	(1.1%)	(4.7%)	(3.2%)	(3.4%)	(4.0%)	(3.7%)	(3.8%)	(2.8%)	-	-	-	
	Operating income	21.2	7.9	6.9	14.8	2.0	12.6	14.6	29.4	10.0	9.4	19.4	6.7	-	-	-	
Materials handling equipment	Net sales	570.7	139.0	142.0	281.0	150.1	165.3	315.4	596.4	189.6	194.2	383.8	209.2	-	-	790.0	
	(Margin)	(6.7%)	(6.1%)	(7.2%)	(6.6%)	(6.7%)	(6.1%)	(6.4%)	(6.5%)	(6.0%)	(7.8%)	(6.9%)	(7.2%)	-	-	-	
	Operating income	38.2	8.4	10.2	18.6	10.0	10.1	20.1	38.7	11.3	15.1	26.4	15.1	-	-	-	
Logistics	Net sales	92.9	23.0	23.0	46.0	23.2	23.8	47.0	93.0	23.9	23.5	47.4	23.3	-	-	100.0	
	(Margin)	(5.0%)	(4.8%)	(5.4%)	(5.1%)	(4.2%)	(6.3%)	(5.3%)	(5.2%)	(4.6%)	(5.2%)	(4.9%)	(4.6%)	-	-	-	
	Operating income	4.6	1.1	1.2	2.3	1.0	1.5	2.5	4.8	1.0	1.3	2.3	1.1	-	-	-	
Textile machinery	Net sales	38.5	9.1	8.9	18.0	10.3	11.6	21.9	39.9	13.6	17.9	31.5	20.5	-	-	75.0	
	(Margin)	(5.3%)	(2.8%)	(▲3.6%)	(▲0.3%)	(1.1%)	(4.6%)	(3.0%)	(1.5%)	(3.9%)	(7.6%)	(6.0%)	(11.1%)	-	-	-	
	Operating income	2.0	0.2	▲ 0.2	▲ 0.0	0.0	0.5	0.5	0.5	0.5	1.3	1.8	2.3	-	-	-	
Others	Net sales	37.9	8.5	6.4	14.9	6.2	6.1	12.3	27.2	6.0	5.4	11.4	6.7	-	-	20.0	
	(Margin)	(9.6%)	(7.9%)	(11.6%)	(9.5%)	(12.2%)	(19.4%)	(15.8%)	(12.3%)	(11.3%)	(15.4%)	(13.2%)	(15.0%)	-	-	-	
	Operating income	3.6	0.6	0.8	1.4	0.7	1.2	1.9	3.3	0.6	0.9	1.5	1.0	-	-	-	
Eliminations	Net sales	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	Operating income	0.2	▲ 0.0	0.0	0.0	0.1	0.0	0.1	0.1	0.0	0.1	0.1	0.1	-	-	-	
Total	Net sales	1,543.3	386.5	376.4	762.9	377.6	474.7	852.3	1,615.2	486.7	494.7	981.4	499.2	-	-	2,000.0	
	(Margin)	(4.5%)	(4.7%)	(5.0%)	(4.9%)	(3.7%)	(5.5%)	(4.7%)	(4.8%)	(4.9%)	(5.7%)	(5.3%)	(5.3%)	-	-	(5.3%)	
	Operating income	70.0	18.3	18.9	37.2	13.9	25.9	39.8	77.0	23.8	28.0	51.8	26.2	-	-	105.0	

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

4. Sales Units: Vehicle

(Thousand units)

		FY12	FY13 ended March 31, 2013							FY14 ending March 31, 2014							
			Full year	1st half			2nd half			Full year	1st half			2nd half			Full year forecast
				1Q	2Q	3Q	4Q	1Q	2Q		3Q	4Q	1Q	2Q	3Q	4Q	
Vitz/Yaris	Destination																
	Japan	126	28	27	55	15	23	38	93	22	21	43	16	-	-	83	
	Overseas	54	15	15	30	16	16	32	62	11	14	25	10	-	-	43	
	Subtotal	180	43	42	85	31	39	70	155	33	35	68	26	-	-	126	
RAV4	Japan	-	-	-	-	-	-	-	-	-	-	-	0	-	-	1	
	Overseas	93	22	19	41	22	49	71	112	48	49	97	50	-	-	197	
	Subtotal	93	22	19	41	22	49	71	112	48	49	97	50	-	-	198	
	MarkX ZiO (Japan)	5	1	0	1	0	1	1	2	0	1	1	0	-	-	1	
	Total	278	66	61	127	53	89	142	269	81	85	166	76	-	-	325	

5. Sales Units: Engine

(Thousand units)

		FY12	FY13 ended March 31, 2013							FY14 ending March 31, 2014							
		Full year	1st half			2nd half				Full year	1st half			2nd half			Full year forecast
			1Q	2Q	3Q	4Q	1Q	2Q	3Q		4Q	1Q	2Q	3Q	4Q		
Diesel Engine	KD-type (2.5/3.0 Liters)	256	75	74	149	77	84	161	310	79	59	138	62	-	-	265	
	AD-type (2.2 Liters)	33	6	5	11	7	16	23	34	8	6	14	8	-	-	33	
	VD-type (4.5 Liters)	42	11	11	22	10	12	22	44	9	9	18	9	-	-	40	
	Others	66	17	17	34	16	14	30	64	15	17	32	13	-	-	59	
	Subtotal	397	109	107	216	110	126	236	452	111	91	202	92	-	-	397	
Gasoline Engine	AR-type (2.5 Liters)	148	42	34	76	28	59	87	163	63	55	118	40	-	-	214	
	AZ-type (2.4 Liters)	57	15	13	28	6	6	12	40	4	8	12	9	-	-	21	
	Others	8	3	1	4	4	3	7	11	4	3	7	5	-	-	18	
	Subtotal	213	60	48	108	38	68	106	214	71	66	137	54	-	-	253	
Total		610	169	155	324	148	194	342	666	182	157	339	146	-	-	650	
CKD Parts		74	20	23	43	20	20	40	83	22	33	55	38	-	-	125	

6. Sales Units: Car Air-conditioning Compressor

(1) By Destination

(Thousand units)

		FY12	FY13 ended March 31, 2013							FY14 ending March 31, 2014							
		Full year	1st half			2nd half				Full year	1st half			2nd half			Full year forecast
			1Q	2Q	3Q	4Q	1Q	2Q	3Q		4Q	1Q	2Q	3Q	4Q		
Japan		4,220	1,270	1,210	2,480	1,010	1,200	2,210	4,690	1,340	1,370	2,710	1,280	-	-	5,430	
North America		6,940	2,150	1,970	4,120	2,130	2,230	4,360	8,480	2,260	2,190	4,450	2,230	-	-	9,360	
Europe		8,100	1,890	1,910	3,800	1,730	2,000	3,730	7,530	2,030	2,090	4,120	2,030	-	-	8,460	
Others		2,290	710	680	1,390	680	650	1,330	2,720	630	650	1,280	700	-	-	2,750	
Total		21,550	6,020	5,770	11,790	5,550	6,080	11,630	23,420	6,260	6,300	12,560	6,240	-	-	26,000	

(2) By Type

(Thousand units)

		FY12	FY13 ended March 31, 2013							FY14 ending March 31, 2014							
		Full year	1st half			2nd half				Full year	1st half			2nd half			Full year forecast
			1Q	2Q	3Q	4Q	1Q	2Q	3Q		4Q	1Q	2Q	3Q	4Q		
Engine Driven type	Fixed displacement type	7,910	2,390	2,170	4,560	2,110	2,190	4,300	8,860	2,210	2,010	4,220	2,040	-	-	8,160	
	Variable displacement type	12,730	3,290	3,250	6,540	3,100	3,510	6,610	13,150	3,680	3,900	7,580	3,820	-	-	16,220	
Electric Driven type		910	340	350	690	340	380	720	1,410	370	390	760	380	-	-	1,620	
Total		21,550	6,020	5,770	11,790	5,550	6,080	11,630	23,420	6,260	6,300	12,560	6,240	-	-	26,000	

7. Sales Units: Materials Handling Equipment

(Thousand units)

		FY12	FY13 ended March 31, 2013							FY14 ending March 31, 2014							
		Full year	1st half			2nd half				Full year	1st half			2nd half			Full year forecast
			1Q	2Q	3Q	4Q	1Q	2Q	3Q		4Q	1Q	2Q	3Q	4Q		
Japan		32	9	8	17	9	7	16	33	9	9	18	9	-	-	36	
North America		59	15	14	29	14	16	30	59	17	16	33	16	-	-	70	
Europe		60	15	11	26	15	17	32	58	15	12	27	15	-	-	59	
Others		33	8	8	16	10	9	19	35	8	9	17	11	-	-	38	
Total		184	47	41	88	48	49	97	185	49	46	95	51	-	-	203	

* All projections are based on the information available to management at the time of producing this material 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.