

Supplementary Material for Financial Results for the 12 months ended March 31, 2015

1. Consolidated Financial Results

		FY14 ended March 31, 2014							FY15 ended March 31, 2015							FY16
		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	486.7	494.7	981.4	499.2	527.2	1026.4	2,007.8	521.1	524.9	1,046.0	537.2	583.4	1120.6	2,166.6	2,200.0
Operating income	(Margin)	(4.9%)	(5.7%)	(5.3%)	(5.3%)	(5.6%)	(5.4%)	(5.4%)	(4.9%)	(5.9%)	(5.4%)	(6.1%)	(4.8%)	(5.4%)	(5.4%)	(5.7%)
	Billion yen	23.8	28.0	51.8	26.2	29.6	55.8	107.6	25.6	31.1	56.7	32.9	27.9	60.8	117.5	125.0
Ordinary income	(Margin)	(8.0%)	(5.3%)	(6.6%)	(9.6%)	(4.8%)	(7.1%)	(6.9%)	(10.5%)	(6.2%)	(8.3%)	(10.6%)	(4.6%)	(7.5%)	(7.9%)	(8.0%)
	Billion yen	38.7	26.1	64.8	47.9	25.4	73.3	138.1	54.5	32.5	87.0	57.1	26.7	83.8	170.8	176.0
Net income	(Margin)	(5.7%)	(3.1%)	(4.4%)	(6.6%)	(2.9%)	(4.7%)	(4.6%)	(7.7%)	(4.0%)	(5.8%)	(7.6%)	(2.3%)	(4.8%)	(5.3%)	(5.4%)
	Billion yen	27.9	15.6	43.5	32.9	15.3	48.2	91.7	40.1	20.8	60.9	40.7	13.6	54.3	115.2	119.0
Net income per share	Yen	89	50	139	105	49	154	293	128	66	194	130	43	173	367	379
Capital Expenditures	Billion yen	24.4	23.1	47.5	24.8	37.1	61.9	109.4	23.6	31.9	55.5	31.6	39.2	70.8	126.3	100.0
Depreciation	Billion yen	14.4	15.2	29.6	16.3	18.2	34.5	64.1	15.7	16.6	32.3	17.9	20.5	38.4	70.7	79.0

【Exchange rate】

Yen / US\$	99	99	99	100	103	102	100	102	104	103	115	119	117	110	115
Yen / EURO	129	131	130	137	141	139	134	140	138	139	143	134	139	139	125

【Changes in ordinary income】

Year-on-year Comparison

(FY14 full year and FY15 full year)

(Billion yen)

Increase in sales volume	16.5	Increase in labor cost	▲ 14.5
Cost reduction	16.2	Increase in depreciation	▲ 6.6
Positive impact of exchange rate fluctuations	9.8	Increase in raw material cost	▲ 2.1
Changes in the net amount of non-operating income and non-operating expenses	22.8	Increase in expenses and others	▲ 9.4
Increases total	65.3	Decreases total	▲ 32.6
Total Changes in Ordinary Income		32.7	

Year-on-year Comparison

(FY15 full year and FY16 full year forecast)

(Billion yen)

Cost reduction	16.0	Increase in labor cost	▲ 9.0
Increase in sales volume	8.0	Increase in depreciation	▲ 8.3
Positive impact of exchange rate fluctuations	1.5	Increase in expenses and others	▲ 0.7
Changes in the net amount of non-operating income and non-operating expenses		Changes in the net amount of non-operating income and non-operating expenses	▲ 2.3
Increases total	25.5	Decreases total	▲ 20.3
Total Changes in Ordinary Income		5.2	

2. Historical Financial Data

	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16 (forecast)
Net sales (Billion yen)	2,000.5	1,584.2	1,377.7	1,479.8	1,543.3	1,615.2	2,007.8	2,166.6	2,200.0
Operating income (Billion yen)	96.8	▲ 6.6	22.0	68.7	70.0	77.0	107.6	117.5	125.0
Ordinary income (Billion yen)	126.4	14.3	31.7	73.9	80.8	86.8	138.1	170.8	176.0
Net income (Billion yen)	80.4	▲ 32.7	▲ 26.2	47.2	58.5	53.1	91.7	115.2	119.0
Net income per share (Yen)	258	▲ 105	▲ 84	152	188	170	293	367	379
Cash dividends per share (Yen)	60	40	30	50	50	55	85	110	110
(Interim dividend, yen)	(28)	(30)	(10)	(25)	(25)	(25)	(35)	(50)	(55)
Consolidated payout ratio	23.3%	-	-	33.0%	26.6%	32.3%	29.0%	30.0%	29.0%
Total share issued (Shares)	325,840,640	325,840,640	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)	(12,109,864)	(11,684,749)	-
Yen / US\$	114	101	93	86	79	83	100	110	115
Yen / EURO	162	143	131	113	109	107	134	139	125

3. Business Segment Information

(Billion yen)

		FY14 ended March 31, 2014							FY15 ended March 31, 2015							FY16
		1Q	2Q	1st half	3rd quarter		2nd half	Full year	1Q	2Q	1st half	3rd quarter		2nd half	Full year	Full year forecast
					3Q	4Q						3Q	4Q			
Automobile	Vehicle	117.4	120.7	238.1	108.9	120.0	228.9	467.0	120.8	117.9	238.7	103.7	116.6	220.3	459.0	455.0
	Engine	56.7	50.9	107.6	47.1	47.8	94.9	202.5	45.5	48.3	93.8	48.8	49.4	98.2	192.0	178.0
	Car air-conditioning Compressor	65.7	67.2	132.9	67.8	75.0	142.8	275.7	75.0	77.6	152.6	76.9	95.1	172.0	324.6	348.0
	Electronics parts, foundry and others	13.3	15.0	28.3	15.7	17.2	32.9	61.2	16.4	17.5	33.9	18.1	22.9	41.0	74.9	70.0
	Net sales	253.3	253.8	507.1	239.4	260.1	499.5	1,006.6	257.8	261.4	519.2	247.5	284.0	531.5	1,050.7	1,051.0
	(Margin)	(4.0%)	(3.7%)	(3.8%)	(2.8%)	(3.5%)	(3.2%)	(3.5%)	(3.4%)	(3.9%)	(3.6%)	(3.5%)	(3.0%)	(3.2%)	(3.4%)	-
	Operating income	10.0	9.4	19.4	6.7	9.0	15.7	35.1	8.7	10.2	18.9	8.6	8.4	17.0	35.9	-
Materials handling equipment	Net sales	189.6	194.2	383.8	209.2	216.2	425.4	809.2	215.8	217.9	433.7	244.7	246.5	491.2	924.9	955.0
	(Margin)	(6.0%)	(7.8%)	(6.9%)	(7.2%)	(7.6%)	(7.4%)	(7.2%)	(6.3%)	(8.4%)	(7.3%)	(8.5%)	(6.5%)	(7.5%)	(7.4%)	-
	Operating income	11.3	15.1	26.4	15.1	16.5	31.6	58.0	13.6	18.2	31.8	20.9	16.1	37.0	68.8	-
Logistics	Net sales	23.9	23.5	47.4	23.3	24.6	47.9	95.3	23.7	24.3	48.0	24.3	25.7	50.0	98.0	104.0
	(Margin)	(4.6%)	(5.2%)	(4.9%)	(4.6%)	(7.3%)	(6.0%)	(5.4%)	(5.7%)	(6.0%)	(5.8%)	(6.2%)	(7.5%)	(6.9%)	(6.4%)	-
	Operating income	1.0	1.3	2.3	1.1	1.7	2.8	5.1	1.3	1.4	2.7	1.6	1.9	3.5	6.2	-
Textile machinery	Net sales	13.6	17.9	31.5	20.5	21.1	41.6	73.1	17.4	15.2	32.6	14.7	20.8	35.5	68.1	66.0
	(Margin)	(3.9%)	(7.6%)	(6.0%)	(11.1%)	(6.8%)	(8.9%)	(7.7%)	(6.5%)	(4.4%)	(5.5%)	(4.0%)	(1.5%)	(2.5%)	(4.0%)	-
	Operating income	0.5	1.3	1.8	2.3	1.4	3.7	5.5	1.1	0.7	1.8	0.5	0.3	0.8	2.6	-
Others	Net sales	6.0	5.4	11.4	6.7	5.3	12.0	23.4	6.3	6.0	12.3	6.0	6.4	12.4	24.7	24.0
	(Margin)	(11.3%)	(15.4%)	(13.2%)	(15.0%)	(16.9%)	(15.8%)	(14.6%)	(10.5%)	(12.5%)	(11.5%)	(19.5%)	(18.5%)	(19.0%)	(15.3%)	-
	Operating income	0.6	0.9	1.5	1.0	0.9	1.9	3.4	0.6	0.8	1.4	1.1	1.2	2.3	3.7	-
Eliminations	Net sales	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Operating income	0.0	0.1	0.1	0.1	0.0	0.1	0.2	0.0	▲ 0.0	0.0	0.0	▲ 0.0	0.0	0.0	-
Total	Net sales	486.7	494.7	981.4	499.2	527.2	1,026.4	2,007.8	521.1	524.9	1,046.0	537.2	583.4	1,120.6	2,166.6	2,200.0
	(Margin)	(4.9%)	(5.7%)	(5.3%)	(5.3%)	(5.6%)	(5.4%)	(5.4%)	(4.9%)	(5.9%)	(5.4%)	(6.1%)	(4.8%)	(5.4%)	(5.4%)	(5.7%)
	Operating income	23.8	28.0	51.8	26.2	29.6	55.8	107.6	25.6	31.1	56.7	32.9	27.9	60.8	117.5	125.0

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

4. Sales Units: Vehicle

(Thousand units)

		FY14 ended March 31, 2014							FY15 ended March 31, 2015							FY16	
		Destination	1Q	2Q	1st half	3rd quarter		2nd half	Full year	1Q	2Q	1st half	3rd quarter		2nd half	Full year	Full year forecast
						3Q	4Q						3Q	4Q			
Vitz/Yaris	Japan	22	21	43	16	28	44	87	28	23	51	14	20	34	85	68	
	Overseas	11	14	25	10	7	17	42	6	6	12	3	3	6	18	16	
	Subtotal	33	35	68	26	35	61	129	34	29	63	17	23	40	103	84	
RAV4	Japan	-	-	-	0	1	1	1	1	0	1	0	1	1	2	2	
	Overseas	48	49	97	50	50	100	197	50	51	101	50	52	102	203	209	
	Subtotal	48	49	97	50	51	101	198	51	51	102	50	53	103	205	211	
MarkX ZIO (Japan)		0	1	1	0	-	0	1	-	-	-	-	-	-	-	-	
Total		81	85	166	76	86	162	328	85	80	165	67	76	143	308	295	

5. Sales Units: Engine

(Thousand units)

		FY14 ended March 31, 2014							FY15 ended March 31, 2015							FY16								
		1Q		2Q	1st half		3Q		4Q	2nd half		Full year	1Q		2Q	1st half		3Q		4Q	2nd half		Full year	Full year forecast
Diesel Engine	KD-type (2.5/3.0 Liters)	79	59	138	62	54	116	254	50	55	105	56	53	109	214	81								
	AD-type (2.2 Liters)	8	6	14	8	9	17	31	6	9	15	11	10	21	36	6								
	VD-type (4.5 Liters)	9	9	18	9	12	21	39	11	11	22	10	14	24	46	52								
	Others	15	17	32	13	14	27	59	14	14	28	16	15	31	59	146								
Subtotal		111	91	202	92	89	181	383	81	89	170	93	92	185	355	285								
Gasoline Engine	AR-type (2.5 Liters)	63	55	118	40	47	87	205	49	48	97	48	51	99	196	196								
	Others	8	11	19	14	5	19	38	4	4	8	6	3	9	17	19								
	Subtotal	71	66	137	54	52	106	243	53	52	105	54	54	108	213	215								
Total		182	157	339	146	141	287	626	134	141	275	147	146	293	568	500								
CKD Parts		22	33	55	38	33	71	126	37	43	80	33	35	68	148	96								

6. Sales Units: Car Air-conditioning Compressor

(1) By Destination

(Thousand units)

		FY14 ended March 31, 2014							FY15 ended March 31, 2015							FY16								
		1Q		2Q	1st half		3Q		4Q	2nd half		Full year	1Q		2Q	1st half		3Q		4Q	2nd half		Full year	Full year forecast
Japan		1,340	1,370	2,710	1,280	1,440	2,720	5,430	1,320	1,300	2,620	1,290	1,380	2,670	5,290	5,460								
North America		2,260	2,190	4,450	2,230	2,330	4,560	9,010	2,480	2,390	4,870	2,310	2,340	4,650	9,520	9,740								
Europe		2,030	2,090	4,120	2,030	2,180	4,210	8,330	2,070	2,210	4,280	2,050	2,330	4,380	8,660	8,930								
Others		630	650	1,280	700	730	1,430	2,710	1,150	1,300	2,450	1,350	2,050	3,400	5,850	6,870								
Total		6,260	6,300	12,560	6,240	6,680	12,920	25,480	7,020	7,200	14,220	7,000	8,100	15,100	29,320	31,000								

(2) By Type

(Thousand units)

		FY14 ended March 31, 2014							FY15 ended March 31, 2015							FY16								
		1Q		2Q	1st half		3Q		4Q	2nd half		Full year	1Q		2Q	1st half		3Q		4Q	2nd half		Full year	Full year forecast
Engine Driven type	Fixed displacement type	2,210	2,010	4,220	2,040	1,990	4,030	8,250	2,160	2,150	4,310	2,010	2,190	4,200	8,510	8,390								
	Variable displacement type	3,680	3,900	7,580	3,820	4,270	8,090	15,670	4,510	4,690	9,200	4,630	5,550	10,180	19,380	20,990								
Electric Driven type		370	390	760	380	420	800	1,560	350	360	710	360	360	720	1,430	1,620								
Total		6,260	6,300	12,560	6,240	6,680	12,920	25,480	7,020	7,200	14,220	7,000	8,100	15,100	29,320	31,000								

7. Sales Units: Materials Handling Equipment

(Thousand units)

		FY14 ended March 31, 2014							FY15 ended March 31, 2015							FY16								
		1Q		2Q	1st half		3Q		4Q	2nd half		Full year	1Q		2Q	1st half		3Q		4Q	2nd half		Full year	Full year forecast
Japan		9	9	18	9	10	19	37	9	10	19	10	10	20	39	38								
North America		17	16	33	16	18	34	67	18	18	36	19	18	37	73	79								
Europe		15	12	27	15	17	32	59	16	13	29	20	19	39	68	72								
Others		8	9	17	11	8	19	36	11	10	21	10	11	21	42	42								
Total		49	46	95	51	53	104	199	54	51	105	59	58	117	222	231								

* 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.