## Supplementary Material for Financial Results for the First Quarter ended June 30, 2006

## 1. Consolidated Financial Results for the First Quarter ended June 30, 2006

|  |  | FY05 | FY06 ended March 31, 2006 |  |  |  |  |  |  | FY07ending March 31, 2007 (forecast) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Full <br> year | 1Q | 2Q | 1st half | 3Q | 4Q | 2nd half | Full year |  |  |  | $3 Q$ $4 Q$ |  | 2nd half | Full year |
| Net sales | Billion yen | 1,241.5 | 340.2 | 358.8 | 699.0 | 372.8 | 434.1 | 806.9 | 1,505.9 | 471.6 |  |  | - | - |  | 1,670.0 |
| Operating income | (Margin) <br> Billion yen | $\text { \| } \begin{array}{r} (4.3 \%) \\ 53.1 \end{array}$ | ( 4.9\%) $16.5$ | (4.3\%) <br> 15.5 | $\begin{array}{r} (4.6 \%) \\ 32.0 \end{array}$ | $\begin{array}{r} (4.0 \%) \\ 14.8 \end{array}$ | $\begin{array}{r} (4.0 \%) \\ 17.2 \end{array}$ | $\begin{array}{r} (4.0 \%) \\ 32.0 \end{array}$ | $\left\|\begin{array}{r} 4.3 \%) \\ 64.0 \end{array}\right\|$ | (4.8\%) 22.6 |  |  | - |  |  | (4.1\%) <br> 68.0 |
| Ordinary income | (Margin) Billion yen | $\text { \| } \begin{array}{r} (5.7 \%) \\ 70.9 \end{array}$ | $\begin{array}{r} (7.7 \%) \\ 26.3 \end{array}$ | ( 4.2\%) <br> 15.2 | $\begin{array}{r} (5.9 \%) \\ 41.5 \end{array}$ | $\begin{array}{r} (6.3 \%) \\ 23.6 \end{array}$ | $\begin{array}{r} (3.6 \%) \\ 15.5 \end{array}$ | $\left\|\begin{array}{r} 4.8 \%) \\ 39.1 \end{array}\right\|$ | $\left\|\begin{array}{r} (5.4 \%) \\ 80.6 \end{array}\right\|$ | $\begin{array}{r} (7.9 \%) \\ 37.1 \end{array}$ |  |  | - | - |  | $\left\lvert\, \begin{array}{r} (5.1 \%) \\ 85.0 \end{array}\right.$ |
| Net income | (Margin) Billion yen | $\text { ( } \begin{array}{r} (3.5 \%) \\ 43.3 \end{array}$ | $\begin{array}{r} (4.9 \%) \\ 16.5 \end{array}$ | $\begin{array}{r} (2.4 \%) \\ 8.5 \end{array}$ | $\begin{array}{r} (3.6 \%) \\ 25.0 \end{array}$ | $\begin{array}{r} (4.1 \%) \\ 15.2 \end{array}$ | $\text { (1.6\%) } \begin{array}{r}  \\ 6.8 \end{array}$ | $\left\|\begin{array}{r} (2.7 \%) \\ 22.0 \end{array}\right\|$ | $\left\|\begin{array}{r} (3.1 \%) \\ 47.0 \end{array}\right\|$ | $\begin{array}{r} (4.7 \%) \\ 22.2 \end{array}$ |  |  | - | - |  | $\left\lvert\, \begin{gathered} (2.9 \%) \\ 49.0 \end{gathered}\right.$ |
| EPS | Yen | 135 | 52 | 26 | 78 | 48 | 20 | 68 | 146 | 70 |  |  | - | - |  | 157 |
| Capital Expenditures | Billion yen | 111.3 | 29.4 | 38.8 | 68.2 | 27.3 | 34.6 | 61.9 | 130.1 | 32.2 |  |  | - |  |  | 120.0 |
| Depreciation | Billion yen | 51.2 | 13.1 | 15.5 | 28.6 | 17.0 | 18.8 | 35.8 | 64.4 | 17.5 |  | - | - | - |  | 74.0 |

Note 1: The BT Industries Group, which constitutes our network of subsidiaries, changed its fiscal year-end from December to March. As a result, the first quarter figures of fiscal 2007 include the BT Industries Group's results from January 2006 to June 2006. Figures excluding the effects of changes in fiscal year-end are as follows.
Net sales: 410.1 billion yen; operating income: 20.8 billion yen; ordinary income 34.5 billion yen; net income: 21.0 billion yen.
Note 2: EPS for fiscal 2007 is calculated based on the number of shares outstanding as of June 30, 2006.
Exchange rate】

| Yen / US\$ | 108 | 108 | 111 | 109 | 117 | 117 | 117 | 113 | 115 | - |  |  | - |  | 115 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Yen / EURO | 135 | 136 | 136 | 136 | 139 | 141 | 140 | 138 | 144 | - | - |  | - |  | 140 |
| Yen / SEK | 14.7 | 15.1 | 14.7 | 14.9 | 14.5 | 14.7 | 14.6 | 14.8 | 15.3 | - |  |  | - |  | 14.5 |

## 2. Cash Dividends

|  | FY02 | FY03 | FY04 | FY05 | FY06 | FY07 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash dividends per share (Yen) | 19 | 22 | 24 | 32 | 38 | 40 |
| Interim dividend | 9 | 10 | 12 | 13 | 18 | 20 |
| Payout ratio | 23.8\% | 34.0\% | 35.5\% | 39.1\% | 40.3\% | 37.7\% |
| Consolidated basis | 21.8\% | 31.3\% | 22.2\% | 23.7\% | 26.0\% | 25.4\% |

Number of shares】
(shares)

|  | FY02 | FY03 | FY04 | FY05 | FY06 |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Shares outstanding | Jun 06 |  |  |  |  |  |
| Treasury stock | $312,796,158$ | $292,777,198$ | $317,665,682$ | $318,236,815$ | $319,320,446$ | $311,327,809$ |
|  | 503,091 | $20,547,253$ | $8,174,958$ | $7,603,825$ | $6,520,194$ | $14,512,831$ |

3. Segment Information by Business
(Billion yen)

|  |  | $\begin{gathered} \text { FY05 } \\ \hline \text { Full } \\ \text { year } \end{gathered}$ | FY06 ended March 31, 2006 |  |  |  |  |  |  | FY07ending March 31, 2007 (forecast) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1Q | 2Q | 1st half | 3Q | 4Q | 2nd half | Fullyear | 1Q | 2Q | 1st half | 3Q | 4Q | 2nd half | Full year |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Vehicle | 278.8 | 77.1 | 77.6 | 154.7 | 94.0 | 123.3 | 217.3 | 372.0 | 109.5 | - | - | - | - |  | 400.0 |
|  | Engine | 113.2 | 30.5 | 34.9 | 65.4 | 32.6 | 34.3 | 66.9 | 132.3 | 36.8 | - | - | - | - |  | 147.0 |
|  | Car air-conditioning Compressor | 197.9 | 52.2 | 52.8 | 105.0 | 52.6 | 58.3 | 110.9 | 215.9 | 52.6 |  | - | - | - |  | 225.0 |
|  | Foundry, electronics parts and others | 26.0 | 7.1 | 5.5 | 12.6 | 7.3 | 6.4 | 13.7 | 26.3 | 7.3 | - | - | - | - |  | 33.0 |
|  | Net sales | 616.2 | 167.0 | 170.7 | 337.7 | 186.7 | 222.3 | 409.0 | 746.7 | 206.4 | - | - | - | - |  | 805.0 |
|  | Operating income | 22.7 | 7.3 | 4.1 | 11.4 | 3.1 | 5.5 | 8.6 | 20.0 | 7.5 | - | - | - | - |  |  |
|  | Net sales | 503.9 | 135.3 | 146.2 | 281.5 | 145.9 | 167.8 | 313.7 | 595.2 | 221.5 | - | - | - | - | - | 685.0 |
|  | Operating income | 26.0 | 8.0 | 10.3 | 18.3 | 10.3 | 10.1 | 20.4 | 38.7 | 13.5 | - | - | - | - |  |  |
| $\begin{aligned} & 40 \\ & \frac{0}{W} \\ & \hline 0 \end{aligned}$ | Net sales | 33.3 | 14.7 | 15.9 | 30.6 | 17.0 | 17.5 | 34.5 | 65.1 | 18.0 | - | - | - | - |  | 80.0 |
|  | Operating income | ( 0.6 | 0.1 | 0.4 | 0.5 | 0.2 | 0.8 | 1.0 | 1.5 | 0.2 |  | - | - | - |  |  |
|  | Net sales | 43.9 | 11.5 | 12.5 | 24.0 | 11.9 | 13.8 | 25.7 | 49.7 | 13.2 |  | - | - | - |  | 50.0 |
|  | Operating income | ( 0.7 | 0.1 | 0.0 | 0.1 | A 0.1 | 0.0 | A 0.1 | ( 0.0 | 0.0 |  | - | - | - |  |  |
| $\begin{aligned} & \stackrel{\Omega}{\mathbb{D}} \\ & \stackrel{1}{\square} \end{aligned}$ | Net sales | 44.1 | 11.5 | 13.4 | 24.9 | 11.5 | 12.5 | 24.0 | 48.9 | 12.4 |  | - | - | - |  | 50.0 |
|  | Operating income | 5.8 | 0.8 | 1.3 | 2.1 | 0.8 | 0.8 | 1.6 | 3.7 | 1.1 |  | - | - | - |  |  |

Note: As the BT Industries Group changed its fiscal year-end, the first quarter figures of fiscal 2007 in the Materials Handling Equipment Segment include the BT Industries Group's results from January 2006 to June 2006. Figures excluding the effects of changes in fiscal year-end are as follows.
Net sales: 160.0 billion yen; operating income: 11.7 billion yen.

## 4. Net Sales by Destination

(Billion yen)

|  |  | FY05 | FY06 ended March 31, 2006 |  |  |  |  |  |  | FY07ending March 31, 2007 (forecast) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Full year | 1Q | 2Q | 1st half | 3Q | 4Q | 2nd half | Full year | 1Q | 2Q | 1st half | 3Q | 4Q | 2nd half | Full year |
| Japan |  | $\left\lvert\, \begin{gathered} (57 \%) \\ 702.5 \end{gathered}\right.$ | $\begin{gathered} (57 \%) \\ 194.2 \end{gathered}$ | (588\%) <br> 207.8 | (57\%) 402.0 | $\begin{aligned} & (60 \%) \\ & 223.8 \end{aligned}$ | $\begin{aligned} & (600 \%) \\ & 259.2 \end{aligned}$ | $\left\|\begin{array}{c} (60 \%) \\ 483.0 \end{array}\right\|$ | $\left\lvert\, \begin{array}{\|c\|} (59 \%) \\ 885.0 \end{array}\right.$ | $\begin{array}{\|l\|} \hline(52 \%) \\ \\ 245.4 \end{array}$ |  |  |  |  |  |  |
| $\begin{aligned} & \mathscr{O} \\ & \stackrel{H}{0} \\ & \stackrel{0}{0} \end{aligned}$ | North America | $\left\lvert\, \begin{gathered} (17 \%) \\ 208.6 \end{gathered}\right.$ | $\begin{array}{r} (17 \%) \\ \\ 58.9 \end{array}$ | $\begin{array}{\|l} (17 \%) \\ 60.0 \end{array}$ | $\begin{gathered} (17 \%) \\ 118.9 \end{gathered}$ | $\begin{array}{\|c} (166) \\ 58.0 \end{array}$ | $\begin{array}{r} (16 \%) \\ 71.0 \end{array}$ | $\left.\begin{array}{\|c\|} (16 \%) \\ 129.0 \end{array} \right\rvert\,$ | $\begin{array}{\|c} (177 \%) \\ 247.9 \end{array}$ | $\left.\begin{array}{\|r\|} \hline(18 \%) \\ 85.2 \end{array} \right\rvert\,$ |  |  |  |  |  |  |
|  | Europe | $\begin{array}{\|\|c\|c\|c\|c\|} (18 \%) \\ 225.4 \end{array}$ | $\begin{array}{r} (17 \%) \\ 59.0 \end{array}$ | $\begin{array}{\|l} (17 \%) \\ 60.2 \end{array}$ | $\begin{gathered} (17 \%) \\ 119.2 \end{gathered}$ | $\begin{array}{\|l} (166) \\ 60.6 \end{array}$ | $\begin{array}{\|r} (166) \\ 69.4 \end{array}$ | $\left.\begin{gathered} (16 \%) \\ 130.0 \end{gathered} \right\rvert\,$ | $\begin{array}{\|c} (17 \%) \\ 249.2 \end{array}$ | $\begin{array}{\|l\|} \hline(23 \%) \\ 106.2 \end{array}$ |  |  |  |  |  |  |
|  | Others | $\left\lvert\, \begin{array}{\|l\|l} (88 \%) \\ 104.9 \end{array}\right.$ | $\begin{array}{r} (9 \%) \\ 27.9 \end{array}$ | $\begin{array}{\|r} (8 \%) \\ 30.9 \end{array}$ | (9\%) <br> 58.8 | $\begin{array}{r} (8 \%) \\ 30.4 \end{array}$ | (8\%) <br> 34.5 | $\left.\begin{array}{r} (88) \\ \\ 64.9 \end{array} \right\rvert\,$ | $\left\lvert\, \begin{gathered} (766) \\ 123.7 \end{gathered}\right.$ | $\left.\begin{array}{\|l\|} (7 \%) \\ \hline \end{array} \right\rvert\,$ |  |  |  |  |  |  |
|  | Subtotal | $\begin{array}{\|l\|l} (43 \%) \\ 539.0 \end{array}$ | $\begin{gathered} (43 \%) \\ 146.0 \end{gathered}$ | $\begin{array}{\|l} (42 \%) \\ 151.0 \end{array}$ | $\begin{gathered} (43 \% \%) \\ 297.0 \end{gathered}$ | $\begin{array}{\|c\|} (40 \%) \\ 149.0 \end{array}$ | $\begin{aligned} & (40 \%) \\ & 174.9 \end{aligned}$ | $\left\|\begin{array}{c} (40 \%) \\ 323.9 \end{array}\right\|$ | $\left\|\begin{array}{c} (41 \%) \\ 620.9 \end{array}\right\|$ | $\begin{gathered} (48 \%) \\ 226.2 \end{gathered}$ |  |  |  |  |  |  |
|  | Total | $\left(\begin{array}{l} (100 \%) \\ 1,241.5 \end{array}\right.$ | $\begin{gathered} (100 \%) \\ 340.2 \end{gathered}$ | $\begin{array}{r} \hline(100 \%) \\ 358.8 \end{array}$ | $\begin{gathered} (100 \%) \\ 699.0 \end{gathered}$ | $\begin{array}{\|c} (100 \%) \\ 372.8 \end{array}$ | $\begin{gathered} (100 \%) \\ 434.1 \end{gathered}$ | $\begin{array}{\|c\|} \hline(1000 \%) \\ 806.9 \end{array}$ | $\binom{1000 \%)}{1,505.9}$ | $\begin{array}{\|r} (100 \%) \\ 471.6 \end{array}$ |  |  |  |  | $\text { ( } 1000 \%)$ |  |

- Vehicle Sales
(Thousand units)

|  | Destination | FY05 | FY06 ended March 31, 2006 |  |  |  |  |  |  | FY07ending March 31, 2007 (forecast) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Full <br> year | 1Q | 2Q | 1st half | 3Q | 4Q | 2nd half | Full year | 1Q | 2Q | 1st half | 3Q | 4Q | 2nd half | Full year |
| Vitz/Yaris | Japan <br> Overseas | $\begin{aligned} & \hline 72 \\ & 68 \end{aligned}$ | $\begin{aligned} & 28 \\ & 17 \end{aligned}$ | $19$ | 47 39 | 15 36 | $15$ | 30 73 | 77 112 | $20$ |  |  |  |  |  | 75 96 |
|  | Subtotal | 140 | 45 | 41 | 86 | 51 | 52 | 103 | 189 | 46 |  |  |  |  |  | 171 |
| RAV4 | Japan <br> Overseas | 69 | 19 | 21 | 40 | 25 | 43 | 68 | 108 | 37 |  |  |  |  |  | 139 |
|  | Subtotal | 69 | 19 | 21 | 40 | 25 | 43 | 68 | 108 | 37 |  |  |  |  |  | 139 |
| Collora | Japan Overseas | 19 | - |  |  | - |  |  |  |  |  |  |  |  |  |  |
|  | Subtotal | 19 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Total | 228 | 64 | 62 | 126 | 76 | 95 | 171 | 297 | 83 |  |  |  |  |  | 310 |

Engine Sales
(Thousand units)


## Car Air-conditioning Compressor Sales

(a) By Destination
(Thousand units)

|  | FY05 | FY06 ended March 31, 2006 |  |  |  |  |  |  | FY07ending March 31, 2007(forecast) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Full year | 1Q | 2Q | 1st half | 3Q | 4Q | 2nd half | $\begin{aligned} & \text { Full } \\ & \text { per } \end{aligned}$ | 10 ${ }^{\text {a }}$ |  |  | $3 Q$ | $4 \mathrm{Q}$ | 2nd half | Full year |
| Japan | 5,530 | 1,320 | 1,320 | 2,640 | 1,390 | 1,460 | 2,850 | 5,490 | 1,300 |  |  |  |  |  | 5,600 |
| North America | 7,150 | 1,980 | 1,850 | 3,830 | 1,840 | 1,970 | 3,810 | 7,640 | 2,100 |  |  |  |  |  | 7,720 |
| Europe | 5,150 | 1,350 | 1,350 | 2,700 | 1,350 | 1,570 | 2,920 | 5,620 | 1,500 |  |  |  |  |  | 6,130 |
| Others | 380 | 80 | 60 | 140 | 110 | 110 | 220 | 360 | 160 |  |  |  |  |  | 550 |
| Total | 18,210 | 4,730 | 4,580 | 9,310 | 4,690 | 5,110 | 9,800 | 19,110 | 5,060 |  |  |  |  |  | 20,000 |

(b) By Type
(Thousand units)

|  | FY05 | FY06 ended March 31, 2006 |  |  |  |  |  |  | FY07ending March 31, 2007(forecast) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Full } \\ & \text { year } \end{aligned}$ | 1Q | 2Q | 1st half | 3Q | 4Q | 2nd half | Full year |    <br> 1 Q 2 Q  <br>    |  |  |  |  |  | Full year |
| Fixed displacement type | 12,410 | 3,170 | 2,990 | 6,160 | 2,880 | 2,870 | 5,750 | 11,910 | 2,830 |  |  |  |  |  | 10,480 |
| Variable <br> displace- <br> ment type External <br> signal controlled <br> internal | $\begin{array}{r} 4,850 \\ 950 \end{array}$ | $\begin{array}{r} \hline 1,440 \\ 120 \end{array}$ | $\begin{array}{r} \hline 1,440 \\ 150 \end{array}$ | $\begin{array}{\|r\|} \hline 2,880 \\ 270 \end{array}$ | $\begin{array}{r} 1,630 \\ 180 \end{array}$ | $\begin{array}{r} 2,000 \\ 240 \end{array}$ | $\begin{array}{r} \hline 3,630 \\ 420 \end{array}$ | $\begin{array}{r} \hline 6,510 \\ 690 \end{array}$ | $\begin{array}{r} \hline 2,010 \\ 220 \end{array}$ |  |  |  |  |  | $\begin{array}{r} \hline 8,800 \\ 720 \end{array}$ |
| Subtotal | 5,800 | 1,560 | 1,590 | 3,150 | 1,810 | 2,240 | 4,050 | 7,200 | 2,230 |  |  |  |  |  | 9,520 |
| Total | 18,210 | 4,730 | 4,580 | 9,310 | 4,690 | 5,110 | 9,800 | 19,110 | 5,060 |  |  |  |  |  | 20,000 |

Materials Handing Equipment (Toyota Material Handling Group-TMHG)
(Thousand units)

|  | FY05 | FY06 ended March 31, 2006 |  |  |  |  |  |  | FY07ending March 31, 2007 (forecast) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Full } \\ & \text { year } \end{aligned}$ | 1Q | 2Q | 1st half | 3Q | 4 Q | 2nd half | Full year | 1Q | 2Q | 1st half | 3Q | 4Q | 2nd half | $\begin{aligned} & \hline \text { Full } \\ & \text { year } \\ & \hline \end{aligned}$ |
| Japan | 34 | 9 | 10 | 19 | 11 | 9 | 20 | 39 | 10 |  |  |  |  |  | 40 |
| North America | 58 | 17 | 16 | 33 | 14 | 16 | 30 | 63 | 25 |  |  |  |  |  | 72 |
| Europe | 51 | 14 | 15 | 29 | 12 | 16 | 28 | 57 | 27 |  |  |  |  |  | 75 |
| Others | 24 | 6 | 6 | 12 | 7 | 6 | 13 | 25 | 8 |  |  |  |  |  | 28 |
| Total | 167 | 46 | 47 | 93 | 44 | 47 | 91 | 184 | 70 |  |  |  |  |  | 215 |

Note 1: As a result of the establishment of TMHG, these figures include both Toyota- and BT-brand industrial vehicles.
Note 2: As the BT Industries Group changed its fiscal year-end, the first quarter figures of fiscal 2007 include the BT Industries Group's results from January 2006 to June 2006. The number of units sold excluding the effects of changes in fiscal year-end is as follows. Unit sales: 48,000

1. Amounts for each quarter except $1 Q$ and 2 nd half are calculated using the following formula.
(a) $2 Q=1$ st half $-1 Q$ (b) $3 Q=1 Q$ through $3 Q-1$ st half (c) $4 Q=$ Full year -1 st half $-3 Q$ (d) 2 nd half $=$ Full year -1 st half
2. All projections are based on the information available to management at the time of producing this report and are not guarantees of future performance. Certain risks such as economic conditions and exchange rate fluctuations, or other uncertainties could cause the actual results of Toyota Industries to differ materially from any projections discussed in this report.
