TOYOTA October 31, 2006

## Supplementary Material for Financial Results for the 6 months ended September 30 ,2006

1. Consolidated Financial Results

|  |  | FY05 | FY06 ended March 31, 2006 |  |  |  |  |  |  | FY07ending March 31, 2007 (forecast) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Full year |  |  |  | 3Q | 4Q | 2nd half | Full year | $\begin{gathered} \hline 1 \mathrm{Q} \\ \text { (Result) } \end{gathered}$ |  | 1st half (Result) | 3Q | 4Q | 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 | 441.4 | 913.0 |  |  |  | 1,800.0 |
| Operating income | (Margin) <br> Billion yen | $\left\|\begin{array}{c} 4.3 \%) \\ 53.1 \end{array}\right\|$ | $\begin{gathered} (4.9 \%) \\ 16.5 \end{gathered}$ | $\begin{array}{r} (4.3 \%) \\ 15.5 \end{array}$ | $\begin{array}{r} (4.6 \%) \\ 32.0 \end{array}$ | $\begin{array}{r} (4.0 \%) \\ 14.8 \end{array}$ | $\begin{gathered} (4.0 \%) \\ 17.2 \end{gathered}$ | $\begin{array}{r} (4.0 \%) \\ 32.0 \end{array}$ | $\left\lvert\, \begin{gathered} 4.3 \%) \\ 64.0 \end{gathered}\right.$ | $\begin{array}{r} (4.8 \%) \\ 22.6 \end{array}$ | $\begin{array}{r} (3.9 \%) \\ 17.4 \end{array}$ | $\begin{array}{r} (4.4 \%) \\ 40.0 \end{array}$ |  |  |  | $\begin{array}{r} (4.2 \%) \\ 76.0 \end{array}$ |
| Ordinary income | (Margin) <br> Billion yen | $\begin{array}{r} (5.7 \%) \\ 70.9 \end{array}$ | $\begin{array}{r} (7.7 \%) \\ 26.3 \end{array}$ | $\begin{gathered} (4.2 \%) \\ 15.2 \end{gathered}$ | $\begin{array}{r} (5.9 \%) \\ 41.5 \end{array}$ | $\begin{array}{r} (6.3 \%) \\ 23.6 \end{array}$ | $\begin{gathered} (3.6 \%) \\ 15.5 \end{gathered}$ | $\begin{array}{r} (4.8 \%) \\ 39.1 \end{array}$ | $\text { (5.4\%) } \begin{gathered} \left(\begin{array}{c} \text { ( } \end{array}\right) \\ 80.6 \end{gathered}$ | $\begin{array}{r} (7.9 \%) \\ 37.1 \end{array}$ | $\begin{array}{r} (3.7 \%) \\ 16.3 \end{array}$ | $\begin{array}{r} (5.9 \%) \\ 53.4 \end{array}$ |  |  |  | $\begin{array}{r} (5.3 \%) \\ 95.0 \end{array}$ |
| Net income | (Margin) <br> Billion yen | $\begin{array}{r} (3.5 \%) \\ 43.3 \end{array}$ | $\begin{array}{\|c\|} (4.9 \%) \\ 16.5 \end{array}$ | $\begin{array}{r} (2.4 \%) \\ 8.5 \end{array}$ | $\begin{array}{r} (3.6 \%) \\ 25.0 \end{array}$ | $\begin{array}{r} (4.1 \%) \\ 15.2 \end{array}$ | $\begin{gathered} (1.6 \%) \\ 6.8 \end{gathered}$ | $\begin{array}{r} (2.7 \%) \\ 22.0 \end{array}$ | $\left\lvert\, \begin{array}{r} (3.1 \%) \\ 47.0 \end{array}\right.$ | $\begin{array}{r} (4.7 \%) \\ 22.2 \end{array}$ | $\begin{array}{\|r\|} (1.8 \%) \\ 8.0 \end{array}$ | $\begin{gathered} (3.3 \%) \\ 30.2 \end{gathered}$ |  |  |  | $\begin{array}{r} (2.9 \%) \\ 53.0 \end{array}$ |
| Net Income per Share | Yen | 135 | 52 | 26 | 78 | 48 | 20 | 68 | 146 | 70 | 26 | 96 |  |  |  | 169 |
| Capital Expenditures | Billion yen | 111.3 | 29.4 | 38.8 | 68.2 | 27.3 | 34.6 | 61.9 | 130.1 | 32.2 | 33.3 | 65.5 |  |  |  | 130.0 |
| Depreciation | Billion yen | 51.2 | 13.1 | 15.5 | 28.6 | 17.0 | 18.8 | 35.8 | 64.4 | 17.5 | 17.8 | 35.3 |  |  |  | 75.0 |

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 affected by the effects of the change in the fiscal year-end are as follows.
Net sales: 62.6 billion yen; operating income: 1.9 billion yen; ordinary income: 2.7 billion yen; net income: 1.2 billion yen.
Note 2: Net Income per Share for fiscal 2007 is calculated based on the number of shares outstanding as of September 30, 2006.
Exchange rate】

| Yen / US\$ | 108 | 108 | 111 | 109 | 117 | 117 | 117 | 113 | 115 | 116 | 115 |  |  | 115 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Yen / EURO | 135 | 136 | 136 | 136 | 139 | 141 | 140 | 138 | 144 | 148 | 146 |  |  | 145 |
| Yen / SEK | 14.7 | 15.1 | 14.7 | 14.9 | 14.5 | 14.7 | 14.6 | 14.8 | 15.3 | 16.1 | 15.5 |  |  | 15.7 |

Note 3: Following the change in the fiscal year-end of the BT Industries Group, Toyota Industries converted Swedish krona to yen using the average exchange rate between January and June 2006 for the fiscal 2007 1st quarter results, and between January and September 2006 for the fiscal 2007 1st half results
2. Cash Dividends


## (Number of shares】

|  | FY02 | FY03 | FY04 | FY05 | FY06 | Sep 06 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Shares outstanding | $312,796,158$ | $292,777,198$ | $317,665,682$ | $318,236,815$ | $319,320,446$ | $312,025,636$ |
| Treasury stock | 503,091 | $20,547,253$ | $8,174,958$ | $7,603,825$ | $6,520,194$ | $13,815,004$ |
|  | Total | $313,299,249$ | $313,324,451$ | $325,840,640$ | $325,840,640$ | $325,840,640$ |

3. Segment Information by Business
(Billion yen)

|  |  | 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 | $\begin{array}{\|c\|} \hline 1 \mathrm{Q} \\ \text { (Result) } \end{array}$ |  | 1st half (Result) | 3Q | 4Q | 2nd halt | Full year |
|  | Vehicle | 278.8 | 77.1 | 77.6 | 154.7 | 94.0 | 123.3 | 217.3 | 372.0 | 109.5 | 112.8 | 222.3 | - |  |  | 460.0 |
|  | Engine | 113.2 | 30.5 | 34.9 | 65.4 | 32.6 | 34.3 | 66.9 | 132.3 | 36.8 | 43.3 | 80.1 |  |  |  | 160.0 |
|  | Car air-conditioning Compressor | 197.9 | 52.2 | 52.8 | 105.0 | 52.6 | 58.3 | 110.9 | 215.9 | 52.6 | 60.5 | 113.1 |  |  |  | 230.0 |
|  | Foundry, electronics parts and others | 26.0 | 7.1 | 5.5 | 12.6 | 7.3 | 6.4 | 13.7 | 26.3 | 7.3 | 8.0 | 15.3 |  |  |  | 35.0 |
|  | Net sales | 616.2 | 167.0 | 170.7 | 337.7 | 186.7 | 222.3 | 409.0 | 746.7 | 206.4 | 224.6 | 431.0 | - |  |  | 885.0 |
|  | Operating income | 22.7 | 7.3 | 4.1 | 11.4 | 3.1 | 5.5 | 8.6 | 20.0 | 7.5 | 6.2 | 13.7 |  |  |  |  |
|  | Net sales | 503.9 | 135.3 | 146.2 | 281.5 | 145.9 | 167.8 | 313.7 | 595.2 | 221.5 | 166.7 | 388.2 | - | - | - | 720.0 |
|  | Operating income | 26.0 | 8.0 | 10.3 | 18.3 | 10.3 | 10.1 | 20.4 | 38.7 | 13.5 | 9.2 | 22.7 | - | - |  |  |
|  | Net sales | 33.3 | 14.7 | 15.9 | 30.6 | 17.0 | 17.5 | 34.5 | 65.1 | 18.0 | 21.8 | 39.8 | - |  |  | 90.0 |
|  | Operating income | ( 0.6 | 0.1 | 0.4 | 0.5 | 0.2 | 0.8 | 1.0 | 1.5 | 0.2 | 0.3 | 0.5 |  |  |  |  |
|  | Net sales | 43.9 | 11.5 | 12.5 | 24.0 | 11.9 | 13.8 | 25.7 | 49.7 | 13.2 | 14.2 | 27.4 | - |  |  | 55.0 |
|  | Operating income | ( 0.7 | 0.1 | 0.0 | 0.1 | A 0.1 | 0.0 | A 0.1 | - 0.0 | 0.0 | 0.5 | 0.5 |  |  |  |  |
|  | Net sales | 44.1 | 11.5 | 13.4 | 24.9 | 11.5 | 12.5 | 24.0 | 48.9 | 12.4 | 13.9 | 26.3 |  |  |  | 50.0 |
|  | Operating income | 5.8 | 0.8 | 1.3 | 2.1 | 0.8 | 0.8 | 1.6 | 3.7 | 1.1 | 1.1 | 2.2 |  |  |  |  |

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 affected by the effects of the change in the fiscal year-end are as follows.
Net sales: 62.6 billion yen; operating income: 1.9 billion yen.
4. Net Sales by Destination
(Billion yen)

|  |  | FY05 | FY06 ended March 31, 2006 |  |  |  |  |  |  | FY07ending March 31, 2007 (forecast) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Full <br> year | 1Q | 2Q | 1st half | 3Q | 4Q | 2nd half | Full year |  |  | $\begin{aligned} & \text { 1st half } \\ & \text { (Result) } \end{aligned}$ | 3Q | 4Q | 2nd halt | Full year |
| Japan |  | $\text { \| } \begin{array}{r} (57 \%) \\ 702.5 \end{array}$ | (57\%) 194.2 | (58\%) 207.8 | (57\%) 402.0 | $\begin{array}{\|c\|} \hline(60 \%) \\ 223.8 \end{array}$ | $\begin{array}{\|r\|} \hline(60 \%) \\ 259.2 \end{array}$ | (60\%) 483.0 | $\begin{array}{\|\|l\|} \hline(59 \%) \\ 885.0 \end{array}$ | $\begin{aligned} & (52 \%) \\ & 245.4 \end{aligned}$ | $\begin{aligned} & (60 \%) \\ & 266.5 \end{aligned}$ | (56\%) 511.9 |  |  |  |  |
|  | North America | $\left\lvert\, \begin{gathered} (17 \%) \\ 208.6 \end{gathered}\right.$ | $\begin{array}{\|r} (17 \%) \\ 58.9 \end{array}$ | $\begin{array}{\|r\|} \hline(17 \%) \\ 60.0 \end{array}$ | $\left.\begin{array}{r} (17 \%) \\ 118.9 \end{array} \right\rvert\,$ | (16\%) <br> 58.0 | (16\%) 71.0 | $\left.\begin{array}{\|c\|} (16 \%) \\ 129.0 \end{array} \right\rvert\,$ | $\left\lvert\, \begin{gathered} (17 \%) \\ 247.9 \end{gathered}\right.$ | $(18 \%)$ $85.2$ | (16\%) 70.2 | $\begin{array}{\|c\|} (17 \%) \\ 155.4 \end{array}$ |  |  |  |  |
|  | Europe | $\text { \|r } \begin{array}{r} (18 \%) \\ 225.4 \end{array}$ | $\begin{array}{\|r} (17 \%) \\ 59.0 \end{array}$ | $\begin{array}{\|r\|} \hline(17 \%) \\ 60.2 \end{array}$ | $\begin{array}{r} (17 \%) \\ 119.2 \end{array}$ | $\begin{array}{r} (16 \%) \\ 60.6 \end{array}$ | (16\%) 69.4 | (16\%) 130.0 | $\left\lvert\, \begin{gathered} (17 \%) \\ 249.2 \end{gathered}\right.$ | $\begin{gathered} (23 \%) \\ 106.2 \end{gathered}$ | (15\%) 68.3 | $\begin{array}{\|c} (19 \%) \\ 174.5 \end{array}$ |  |  |  |  |
|  | Others | $\text { \|r } \begin{array}{r} (8 \%) \\ 104.9 \end{array}$ | (9\%) $27.9$ | $\begin{array}{\|r} (8 \%) \\ 30.9 \end{array}$ | $(9 \%)$ <br> 58.8 | $\begin{array}{\|r} (8 \%) \\ 30.4 \end{array}$ | (8\%) 34.5 | (8\%) <br> 64.9 | $\left\lvert\, \begin{gathered} (7 \%) \\ 123.7 \end{gathered}\right.$ | $\begin{array}{r} (7 \%) \\ 34.8 \end{array}$ | (8\%) 36.3 | (8\%) <br> 71.1 |  |  |  |  |
|  | Subtotal | $\text { \| } \begin{array}{r} (43 \%) \\ 539.0 \end{array}$ | (43\%) <br> 146.0 | $(42 \%)$ | (43\%) 297.0 | $\begin{array}{\|c} (40 \%) \\ 149.0 \end{array}$ | $\begin{array}{\|c} (40 \%) \\ 174.9 \end{array}$ | (40\%) 323.9 | $\left\lvert\, \begin{gathered} (41 \%) \\ 620.9 \end{gathered}\right.$ | (48\%) 226.2 | $\begin{aligned} & (40 \%) \\ & 174.9 \end{aligned}$ | (44\%) 401.1 |  |  |  |  |
|  | Total | $\left\lvert\, \begin{aligned} & (100 \%) \\ & 1,241.5 \end{aligned}\right.$ | (100\%) 340.2 | (100\%) 358.8 | (100\%) 699.0 | $\begin{array}{r} (100 \%) \\ 372.8 \end{array}$ | $\begin{array}{\|c} (100 \%) \\ 434.1 \end{array}$ | (100\%) 806.9 | $\left\|\begin{array}{l} (100 \%) \\ 1,505.9 \end{array}\right\|$ | (100\%) <br> 471.6 | $\begin{gathered} (100 \%) \\ 441.4 \end{gathered}$ | $\begin{array}{\|c} (100 \%) \\ 913.0 \end{array}$ |  |  |  | $\begin{aligned} & (100 \%) \\ & 1,800.0 \end{aligned}$ |

(Thousand units)


## Engine Sales

(Thousand units)

|  |  | FY05 | FY06 ended March 31, 2006 |  |  |  |  |  |  | FY07ending March 31, 2007 (forecast) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Full year | 1Q |  |  | 3Q | 4Q | 2nd half | Full year | $\begin{array}{\|c\|} \hline 1 \mathrm{Q} \\ \text { (Result) } \end{array}$ |  | 1st half <br> (Result) | 3Q | 4Q | 2nd half | Full year |
|  | C-type/CD-type (2.0 Liters) | 124 | 32 | 20 | 52 | 3 | 4 | 7 | 59 | 6 | 6 | 12 |  |  |  | 17 |
|  | AD-type (2.2 Liters) |  | 1 | 2 | 3 | 17 | 23 | 40 | 43 | 21 | 27 | 48 | - |  |  | 109 |
|  | KD-type (2.5/3.0 Liters) | - | 2 | 16 | 18 | 18 | 17 | 35 | 53 | 28 | 26 | 54 | - |  |  | 130 |
|  | HZ-type (4.2 Liters) and others | 57 | 14 | 13 | 27 | 15 | 14 | 29 | 56 | 15 | 29 | 44 | - |  |  | 93 |
|  | Subtotal | 181 | 49 | 51 | 100 | 53 | 58 | 111 | 211 | 70 | 88 | 158 |  |  |  | 349 |
| әu!̣иヨ әu!\|!seэ | AZ-type (2.4 Liters) | 49 | 10 | 14 | 24 | 13 | 17 | 30 | 54 | 17 | 17 | 34 |  |  |  | 70 |
|  | FZ-type (4.5 Liters) | 35 | 10 | 12 | 22 | 13 | 15 | 28 | 50 | 11 | 12 | 23 | - | - |  | 45 |
|  | UZ-type (4.7 Liters) | 21 | 4 | 6 | 10 | 3 |  | 3 | 13 |  | - |  | - |  |  |  |
|  | Y-type (2.0/2.2 Liters) and others | 33 | 9 | 7 | 16 | 9 | 9 | 18 | 34 | 8 | 8 | 16 |  |  |  | 30 |
|  | Subtotal | 138 | 33 | 39 | 72 | 38 | 41 | 79 | 151 | 36 | 37 | 73 |  |  |  | 145 |
|  | Total | 319 | 82 | 90 | 172 | 91 | 99 | 190 | 362 | 106 | 125 | 231 |  |  |  | 494 |
| CKD Parts |  | 98 | 36 | 56 | 92 | 41 | 33 | 74 | 166 | 28 | 27 | 55 |  |  |  | 88 |

## 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 | Full year | $\begin{array}{\|c} 1 \mathrm{Q} \\ \text { (Result) } \end{array}$ | $\begin{gathered} 2 \mathrm{Q} \\ \text { (Result) } \end{gathered}$ | 1st half (Result) | 3Q | 4Q | 2nd half | Full year |
| Japan | 5,530 | 1,320 | 1,320 | 2,640 | 1,390 | 1,460 | 2,850 | 5,490 | 1,300 | 1,320 | 2,620 | - |  |  | 5,400 |
| North America | 7,150 | 1,980 | 1,850 | 3,830 | 1,840 | 1,970 | 3,810 | 7,640 | 2,100 | 1,760 | 3,860 | - | - |  | 7,800 |
| Europe | 5,150 | 1,350 | 1,350 | 2,700 | 1,350 | 1,570 | 2,920 | 5,620 | 1,500 | 1,530 | 3,030 | - | - |  | 6,300 |
| Others | 380 | 80 | 60 | 140 | 110 | 110 | 220 | 360 | 160 | 190 | 350 | - | - |  | 800 |
| Total | 18,210 | 4,730 | 4,580 | 9,310 | 4,690 | 5,110 | 9,800 | 19,110 | 5,060 | 4,800 | 9,860 | - |  |  | 20,300 |

(b) By Type
(Thousand units)

|  |  | FY05 | FY06 ended March 31, 2006 |  |  |  |  |  |  | FY07ending March 31, 2007(forecast) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Full year | 1Q | 2Q | 1st half | 3Q | 4Q | 2nd half | Full year | 1 Q (Result) | $\begin{gathered} 2 \mathrm{Q} \\ (\text { Result }) \end{gathered}$ | $\begin{aligned} & \text { 1st half } \\ & \text { (Result) } \end{aligned}$ | 3Q | 4Q | 2nd half | Full year |
| Fixed displacement type |  | 12,410 | 3,170 | 2,990 | 6,160 | 2,880 | 2,870 | 5,750 | 11,910 | 2,830 | 2,520 | 5,350 | - |  |  | 10,530 |
| Variable displacement type | External <br> signal-controlled <br> Internal | 4,850 950 | 1,440 120 | 1,440 150 | 2,880 270 | $\begin{array}{r} 1,630 \\ 180 \\ \hline \end{array}$ | $\begin{array}{r} 2,000 \\ 240 \\ \hline \end{array}$ | $\begin{array}{r} 3,630 \\ 420 \end{array}$ | $\begin{array}{r} 6,510 \\ 690 \end{array}$ | $\begin{array}{r} 2,010 \\ 220 \end{array}$ | $\begin{array}{r} 2,090 \\ 190 \end{array}$ | 4,100 | - |  |  | 8,960 810 |
|  | Subtotal | 5,800 | 1,560 | 1,590 | 3,150 | 1,810 | 2,240 | 4,050 | 7,200 | 2,230 | 2,280 | 4,510 |  |  |  | 9,770 |
|  | Total | 18,210 | 4,730 | 4,580 | 9,310 | 4,690 | 5,110 | 9,800 | 19,110 | 5,060 | 4,800 | 9,860 |  |  |  | 20,300 |

Materials Handing Equipment (Toyota Material Handling Group-TMHG)

|  | 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 | $\begin{aligned} & \text { Full } \\ & \text { year } \end{aligned}$ | $\begin{gathered} 1 \mathrm{Q} \\ \text { (Result) } \end{gathered}$ | $\begin{gathered} \hline 2 \mathrm{Q} \\ \text { (Result) } \end{gathered}$ | $\begin{aligned} & \text { 1st half } \\ & \text { (Result) } \end{aligned}$ | 3Q | 4Q | 2nd half | Full year |
| Japan | 34 | 9 | 10 | 19 | 11 | 9 | 20 | 39 | 10 | 8 | 18 |  |  |  | 40 |
| North America | 58 | 17 | 16 | 33 | 14 | 16 | 30 | 63 | 25 | 15 | 40 |  |  |  | 73 |
| Europe | 51 | 14 | 15 | 29 | 12 | 16 | 28 | 57 | 27 | 12 | 39 |  |  |  | 75 |
| Others | 24 | 6 | 6 | 12 | 7 | 6 | 13 | 25 | 8 | 7 | 15 |  |  |  | 28 |
| Total | 167 | 46 | 47 | 93 | 44 | 47 | 91 | 184 | 70 | 42 | 112 |  |  |  | 216 |

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 industrial vehicles affected by the effects of the change in the fiscal year-end was 22,000 units.

1. Amounts for each quarter except $1 Q$ and 2 nd half are calculated using the following formula.
(a) $2 Q=1 s t$ 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.
