

Supplementary Material for Financial Results for the 12 months ended March 31, 2011

Financial forecast and annual cash dividend forecast for
FY2012 are revised on June 14, 2012.

1. Consolidated Financial Results

		FY10 ended March 31, 2010							FY11 ended March 31, 2011							FY12
		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	288.7	338.8	627.5	370.3	379.9	750.2	1,377.7	359.1	370.7	729.8	377.0	373.0	750.0	1,479.8	1,570.0
Operating income	(Margin)	(▲ 3.3%)	(2.0%)	(▲ 0.4%)	(3.7%)	(2.9%)	(3.3%)	(1.6%)	(4.5%)	(5.4%)	(5.0%)	(4.9%)	(3.8%)	(4.3%)	(4.6%)	(4.5%)
	Billion yen	▲ 9.5	6.7	▲ 2.8	13.6	11.2	24.8	22.0	16.0	20.2	36.2	18.5	14.0	32.5	68.7	70.0
Ordinary income	(Margin)	(▲ 0.7%)	(1.9%)	(0.7%)	(4.9%)	(2.4%)	(3.7%)	(2.3%)	(5.4%)	(5.2%)	(5.3%)	(6.4%)	(3.0%)	(4.7%)	(5.0%)	(5.1%)
	Billion yen	▲ 2.1	6.3	4.2	18.3	9.2	27.5	31.7	19.2	19.1	38.3	24.3	11.3	35.6	73.9	80.0
Net income	(Margin)	(▲ 0.0%)	(0.1%)	(0.0%)	(3.1%)	(▲ 10.0%)	(▲ 3.5%)	(▲ 1.9%)	(3.6%)	(2.9%)	(3.2%)	(4.1%)	(2.2%)	(3.1%)	(3.2%)	(2.9%)
	Billion yen	▲ 0.1	0.3	0.2	11.4	▲ 37.8	▲ 26.4	▲ 26.2	12.9	10.7	23.6	15.5	8.1	23.6	47.2	46.0
Net income per share	Yen	▲ 0	1	1	36	▲ 121	▲ 85	▲ 84	42	34	76	50	26	76	152	148
Capital Expenditures	Billion yen	7.9	6.9	14.8	4.3	7.8	12.1	26.9	7.2	9.1	16.3	8.9	13.0	21.9	38.2	60.0
Depreciation	Billion yen	17.5	18.4	35.9	18.8	18.5	37.3	73.2	14.6	15.3	29.9	15.6	16.8	32.4	62.3	62.0

【Exchange rate】

Yen / US\$	97	94	95	90	91	90	93	92	86	89	83	82	83	86	80
Yen / EURO	133	134	133	133	126	129	131	117	111	114	112	113	113	113	112

【Changes in ordinary income】

Year-on-year Comparison
(FY10 full year and FY11 full year)

(Billion yen)

Increase in sales volume	32.8	Increase in raw material cost	▲ 6.4
Cost reduction	22.1	Negative impact of exchange rate fluctuations	▲ 5.8
Decrease in depreciation	10.9	Increase in labor cost	▲ 5.5
		Increase in expenses and others	▲ 1.4
		Changes in the net amount of non-operating income and non-operating expenses	▲ 4.5
		Decreases total	▲ 23.6
Increases total	65.8	Total Changes in Ordinary income	42.2

Year-on-year Comparison
(FY11 full year and FY12 full year forecast)

(Billion yen)

Cost reduction	17.0	Increase in labor cost	▲ 6.5
Increase in sales volume	6.4	Increase in expenses and others	▲ 6.1
Changes in the net amount of non-operating income and non-operating expenses	4.8	Increase in raw materials	▲ 6.0
		Negative impact of exchange rate fluctuations	▲ 3.5
		Decreases total	▲ 22.1
Increases total	28.2	Total Changes in Ordinary income	6.1

2. Historical Financial Data

	FY07	FY08	FY09	FY10	FY11	FY12 (forecast)
Net sales (Billion yen)	1,878.3	2,000.5	1,584.2	1,377.7	1,479.8	1,570.0
Operating income (Billion yen)	89.9	96.8	▲ 6.6	22.0	68.7	70.0
Ordinary income (Billion yen)	108.4	126.4	14.3	31.7	73.9	80.0
Net income (Billion yen)	59.4	80.4	▲ 32.7	▲ 26.2	47.2	46.0
Net income per share (Yen)	190	258	▲ 105	▲ 84	152	148
Cash dividends per share (Yen)	50	60	40	30	50	50
(Interim dividend, yen)	(22)	(28)	(30)	(10)	(25)	(25)
Consolidated payout ratio	26.3%	23.3%	-	-	33.0%	33.9%
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)	(13,765,165)	(14,251,070)	(14,263,027)	(14,269,943)	(14,275,721)	* (14,275,721)

*:As of Mar 31, 2011

3. Business Segment Information

(Billion yen)

		FY10 ended March 31, 2010							FY11 ended March 31, 2011							FY12
		1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	Full year forecast
Automobile	Vehicle	74.1	100.2	174.3	114.0	110.4	224.4	398.7	94.6	99.1	193.7	92.7	89.1	181.8	375.5	343.0
	Engine	29.1	40.9	70.0	45.2	49.8	95.0	165.0	47.8	50.4	98.2	53.1	46.0	99.1	197.3	188.0
	Car air-conditioning Compressor	36.7	43.2	79.9	47.0	50.1	97.1	177.0	49.0	47.9	96.9	46.2	48.7	94.9	191.8	213.0
	Foundry, electronics parts and others	6.8	8.9	15.7	10.2	11.5	21.7	37.4	10.1	9.8	19.9	10.1	9.3	19.4	39.3	46.0
	Net sales	146.9	193.2	340.1	216.4	221.8	438.2	778.3	201.7	207.2	408.9	202.1	193.1	395.2	804.1	790.0
	(Margin)	(▲ 3.4%)	(3.1%)	(0.3%)	(5.0%)	(5.2%)	(5.1%)	(3.0%)	(4.6%)	(4.6%)	(4.6%)	(3.6%)	(3.6%)	(3.6%)	(4.1%)	-
Operating income	▲ 4.9	6.0	1.1	10.9	11.6	22.5	23.6	9.2	9.4	18.6	7.3	6.9	14.2	32.8	-	
Materials handling equipment	Net sales	103.5	104.9	208.4	110.4	112.8	223.2	431.6	113.7	117.1	230.8	127.4	132.4	259.8	490.6	590.0
	(Margin)	(▲ 5.0%)	(▲ 1.0%)	(▲ 3.0%)	(0.3%)	(▲ 3.2%)	(▲ 1.5%)	(▲ 2.2%)	(3.8%)	(6.3%)	(5.1%)	(6.3%)	(3.1%)	(4.7%)	(4.9%)	-
	Operating income	▲ 5.1	▲ 1.1	▲ 6.2	0.4	▲ 3.7	▲ 3.3	▲ 9.5	4.3	7.4	11.7	8.1	4.1	12.2	23.9	-
Logistics	Net sales	26.7	26.4	53.1	28.2	27.2	55.4	108.5	27.2	26.6	53.8	27.3	26.6	53.9	107.7	100.0
	(Margin)	(2.6%)	(4.8%)	(3.7%)	(5.0%)	(7.1%)	(6.0%)	(4.9%)	(4.5%)	(5.6%)	(5.1%)	(5.1%)	(4.5%)	(4.8%)	(5.0%)	-
	Operating income	0.6	1.3	1.9	1.4	1.9	3.3	5.2	1.2	1.5	2.7	1.4	1.2	2.6	5.3	-
Textile machinery	Net sales	2.3	4.6	6.9	5.6	8.3	13.9	20.8	7.5	11.0	18.5	11.4	12.8	24.2	42.7	45.0
	(Margin)	(▲ 38.3%)	(▲ 11.1%)	(▲ 20.3%)	(▲ 10.0%)	(1.8%)	(▲ 3.0%)	(▲ 8.8%)	(2.9%)	(7.9%)	(5.9%)	(7.9%)	(4.7%)	(6.2%)	(5.9%)	-
	Operating income	▲ 0.9	▲ 0.5	▲ 1.4	▲ 0.5	0.1	▲ 0.4	▲ 1.8	0.2	0.8	1.0	0.9	0.6	1.5	2.5	-
Others	Net sales	9.1	9.7	18.8	9.7	9.8	19.5	38.3	8.9	8.7	17.6	8.8	8.0	16.8	34.4	45.0
	(Margin)	(6.3%)	(9.8%)	(8.1%)	(14.3%)	(10.8%)	(12.6%)	(10.4%)	(9.6%)	(10.0%)	(9.8%)	(8.9%)	(11.7%)	(10.1%)	(10.0%)	-
	Operating income	0.5	1.0	1.5	1.4	1.0	2.4	3.9	0.8	0.9	1.7	0.8	0.9	1.7	3.4	-
Eliminations	Net sales	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Operating income	0.1	0.1	0.2	0.1	0.1	0.2	0.4	0.1	0.1	0.2	0.0	0.2	0.2	0.4	-
Total	Net sales	288.7	338.8	627.5	370.3	379.9	750.2	1,377.7	359.1	370.7	729.8	377.0	373.0	750.0	1,479.8	1,570.0
	(Margin)	(▲ 3.3%)	(2.0%)	(▲ 0.4%)	(3.7%)	(2.9%)	(3.3%)	(1.6%)	(4.5%)	(5.4%)	(5.0%)	(4.9%)	(3.8%)	(4.3%)	(4.6%)	(4.5%)
	Operating income	▲ 9.5	6.7	▲ 2.8	13.6	11.2	24.8	22.0	16.0	20.2	36.2	18.5	14.0	32.5	68.7	70.0

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

4. Sales Units: Vehicle

(Thousand units)

		FY10 ended March 31, 2010							FY11 ended March 31, 2011							FY12
		1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	Full year forecast
Vitz/Yaris	Destination															
	Japan	17	19	36	25	27	52	88	29	37	66	20	36	56	122	121
	Overseas	6	19	25	21	15	36	61	17	12	29	18	12	30	59	60
	Subtotal	23	38	61	46	42	88	149	46	49	95	38	48	86	181	181
	RAV4 (Overseas)	28	33	61	36	37	73	134	27	30	57	31	21	52	109	90
	MarkX ZIO (Japan)	1	2	3	2	3	5	8	1	1	2	1	2	3	5	4
	Total	52	73	125	84	82	166	291	74	80	154	70	71	141	295	275

5. Sales Units: Engine

(Thousand units)

		FY10 ended March 31, 2010							FY11 ended March 31, 2011							FY12
		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)	30	41	71	52	56	108	179	58	60	118	67	60	127	245	263
	AD-type (2.2 Liters)	6	12	18	9	10	19	37	13	11	24	12	11	23	47	36
	VD-type (4.5 Liters)	3	5	8	7	7	14	22	8	9	17	8	9	17	34	41
	Others	9	13	22	11	15	26	48	13	14	27	16	13	29	56	55
	Subtotal	48	71	119	79	88	167	286	92	94	186	103	93	196	382	395
Gasoline Engine	AR-type (2.5 Liters)	23	31	54	41	39	80	134	36	48	84	49	32	81	165	123
	AZ-type (2.4 Liters)	14	15	29	15	16	31	60	15	15	30	15	12	27	57	55
	Others	7	6	13	6	3	9	22	5	2	7	2	1	3	10	7
	Subtotal	44	52	96	62	58	120	216	56	65	121	66	45	111	232	185
Total		92	123	215	141	146	287	502	148	159	307	169	138	307	614	580
CKD Parts		15	15	30	13	15	28	58	16	19	35	15	15	30	65	80

6. Sales Units: Car Air-conditioning Compressor

(1) By Destination

(Thousand units)

		FY10 ended March 31, 2010							FY11 ended March 31, 2011							FY12
		1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	Full year forecast
Japan		760	960	1,720	1,170	1,220	2,390	4,110	1,050	1,080	2,130	1,000	930	1,930	4,060	4,020
North America		830	1,250	2,080	1,390	1,470	2,860	4,940	1,580	1,550	3,130	1,410	1,560	2,970	6,100	7,080
Europe		1,570	1,690	3,260	1,600	1,830	3,430	6,690	1,780	1,710	3,490	1,810	2,020	3,830	7,320	8,270
Others		210	230	440	240	290	530	970	300	350	650	350	350	700	1,350	2,430
Total		3,370	4,130	7,500	4,400	4,810	9,210	16,710	4,710	4,690	9,400	4,570	4,860	9,430	18,830	21,800

(2) By Type

(Thousand units)

		FY10 ended March 31, 2010							FY11 ended March 31, 2011							FY12
		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	940	1,330	2,270	1,490	1,670	3,160	5,430	1,700	1,730	3,430	1,600	1,690	3,290	6,720	7,770
	Variable displacement type	2,310	2,620	4,930	2,700	2,930	5,630	10,560	2,820	2,790	5,610	2,810	3,050	5,860	11,470	13,140
Electric Driven type		120	180	300	210	210	420	720	190	170	360	160	120	280	640	890
Total		3,370	4,130	7,500	4,400	4,810	9,210	16,710	4,710	4,690	9,400	4,570	4,860	9,430	18,830	21,800

7. Sales Units: Materials Handling Equipment

(Thousand units)

		FY10 ended March 31, 2010							FY11 ended March 31, 2011							FY12
		1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	Full year forecast
Japan		5	6	11	6	6	12	23	6	7	13	8	5	13	26	29
North America		6	7	13	8	8	16	29	10	9	19	11	13	24	43	54
Europe		11	8	19	9	11	20	39	11	9	20	14	15	29	49	63
Others		3	3	6	7	7	14	20	7	10	17	9	9	18	35	37
Total		25	24	49	30	32	62	111	34	35	69	42	42	84	153	183

* 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.