

Supplementary Material for Financial Results for the 9 months ended December 31, 2012

1. Consolidated Financial Results

		FY11	FY12 ended March 31, 2012							FY13 ending March 31, 2013						
			Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half
Net sales	Billion yen	1,479.8	322.2	400.4	722.6	404.5	416.2	820.7	1,543.3	386.5	376.4	762.9	377.6	-	-	1,600.0
Operating income	(Margin)	(4.6%)	(2.0%)	(5.7%)	(4.0%)	(4.8%)	(5.2%)	(5.0%)	(4.5%)	(4.7%)	(5.0%)	(4.9%)	(3.7%)	-	-	(5.0%)
	Billion yen	68.7	6.5	22.7	29.2	19.4	21.4	40.8	70.0	18.3	18.9	37.2	13.9	-	-	80.0
Ordinary income	(Margin)	(5.0%)	(5.3%)	(4.9%)	(5.1%)	(6.3%)	(4.5%)	(5.4%)	(5.2%)	(6.7%)	(4.4%)	(5.6%)	(6.3%)	-	-	(5.5%)
	Billion yen	73.9	16.9	19.8	36.7	25.4	18.7	44.1	80.8	25.9	16.5	42.4	23.6	-	-	88.0
Net income	(Margin)	(3.2%)	(4.3%)	(3.0%)	(3.6%)	(3.4%)	(4.5%)	(4.0%)	(3.8%)	(3.8%)	(2.5%)	(3.2%)	(4.4%)	-	-	(3.2%)
	Billion yen	47.2	13.8	12.1	25.9	13.8	18.8	32.6	58.5	14.5	9.5	24.0	16.6	-	-	51.0
Net income per share	Yen	152	45	38	83	45	60	105	188	47	30	77	53	-	-	164
Capital Expenditures	Billion yen	38.2	9.1	11.9	21.0	13.8	23.6	37.4	58.4	14.5	20.7	35.2	21.0	-	-	100.0
Depreciation	Billion yen	62.3	13.9	14.7	28.6	15.1	16.1	31.2	59.8	13.2	13.8	27.0	14.5	-	-	61.0

【Exchange rate】

Yen / US\$	86	82	78	80	77	79	78	79	80	79	79	81	-	-	-	81
Yen / EURO	113	117	110	114	104	104	104	109	103	98	101	105	-	-	-	105

【Changes in ordinary income】

Year-on-year Comparison

(FY12 3Q and FY13 3Q)

(Billion yen)

Cost reduction	11.5	Increase in research and development expenses	▲ 6.1
Increase in sales volume	2.6	Increase in labor cost	▲ 4.5
Decrease in raw material cost	2.3	Negative impact of exchange rate fluctuations	▲ 1.1
Changes in the net amount of non-operating income and non-operating expenses	1.4	Increase in expenses and others	▲ 2.2
Increases total	17.8	Decreases total	▲ 13.9
Total Changes in Ordinary income		3.9	

Year-on-year Comparison

(FY12 full year and FY13 full year forecast)

(Billion yen)

Cost reduction	18.0	Increase in labor cost	▲ 6.5
Increase in sales volume	9.5	Increase in research and development expenses	▲ 6.1
Positive impact of exchange rate fluctuations	0.5	Increase in expenses and others	▲ 5.4
		Changes in the net amount of non-operating income and non-operating expenses	▲ 2.8
Increases total	28.0	Decreases total	▲ 20.8
Total Changes in Ordinary income		7.2	

2. Historical Financial Data

	FY08	FY09	FY10	FY11	FY12	FY13 (forecast)
Net sales (Billion yen)	2,000.5	1,584.2	1,377.7	1,479.8	1,543.3	1,600.0
Operating income (Billion yen)	96.8	▲ 6.6	22.0	68.7	70.0	80.0
Ordinary income (Billion yen)	126.4	14.3	31.7	73.9	80.8	88.0
Net income (Billion yen)	80.4	▲ 32.7	▲ 26.2	47.2	58.5	51.0
Net income per share (Yen)	258	▲ 105	▲ 84	152	188	164
Cash dividends per share (Yen)	60	40	30	50	50	55
(Interim dividend, yen)	(28)	(30)	(10)	(25)	(25)	(25)
Consolidated payout ratio	23.3%	-	-	33.0%	26.6%	33.6%
Total share issued (Shares)	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)	-

3. Business Segment Information

(Billion yen)

		FY11	FY12 ended March 31, 2012							FY13 ending March 31, 2013						
			Full year	1st half			2nd half			Full year	1st half			2nd half		
		1Q		2Q	3Q	4Q	1Q	2Q	3Q		4Q	1Q	2Q	3Q	4Q	1Q
Automobile	Vehicle	375.5	55.6	99.6	155.2	104.3	94.9	199.2	354.4	82.3	75.0	157.3	70.5	-	-	334.0
	Engine	197.3	35.5	55.1	90.6	48.4	58.1	106.5	197.1	54.0	51.2	105.2	49.7	-	-	223.0
	Car air-conditioning Compressor	191.8	44.3	52.4	96.7	51.6	58.2	109.8	206.5	56.0	55.7	111.7	53.8	-	-	229.0
	Foundry, electronics parts and others	39.3	7.8	10.2	18.0	12.0	15.0	27.0	45.0	14.3	14.0	28.3	14.1	-	-	59.0
	Net sales	804.1	143.3	217.3	360.6	216.4	226.1	442.5	803.1	206.7	196.1	402.8	187.9	-	-	845.0
	(Margin)	(4.1%)	(▲1.7%)	(4.0%)	(1.7%)	(2.9%)	(3.9%)	(3.4%)	(2.6%)	(3.8%)	(3.5%)	(3.7%)	(1.1%)	-	-	-
Operating income	32.8	▲2.4	8.5	6.1	6.2	8.9	15.1	21.2	7.9	6.9	14.8	2.0	-	-	-	
Materials handling equipment	Net sales	490.6	136.1	140.8	276.9	146.0	147.8	293.8	570.7	139.0	142.0	281.0	150.1	-	-	595.0
	(Margin)	(4.9%)	(5.5%)	(8.1%)	(6.9%)	(6.8%)	(6.3%)	(6.6%)	(6.7%)	(6.1%)	(7.2%)	(6.6%)	(6.7%)	-	-	-
	Operating income	23.9	7.5	11.4	18.9	10.0	9.3	19.3	38.2	8.4	10.2	18.6	10.0	-	-	-
Logistics	Net sales	107.7	23.8	22.5	46.3	23.0	23.6	46.6	92.9	23.0	23.0	46.0	23.2	-	-	95.0
	(Margin)	(5.0%)	(1.9%)	(5.2%)	(3.5%)	(5.9%)	(7.2%)	(6.4%)	(5.0%)	(4.8%)	(5.4%)	(5.1%)	(4.3%)	-	-	-
	Operating income	5.3	0.4	1.2	1.6	1.3	1.7	3.0	4.6	1.1	1.2	2.3	1.0	-	-	-
Textile machinery	Net sales	42.7	9.4	10.3	19.7	9.5	9.3	18.8	38.5	9.1	8.9	18.0	10.3	-	-	40.0
	(Margin)	(5.9%)	(4.2%)	(5.4%)	(4.8%)	(5.6%)	(6.5%)	(5.9%)	(5.3%)	(2.8%)	(▲3.6%)	(▲0.3%)	(1.1%)	-	-	-
	Operating income	2.5	0.3	0.6	0.9	0.5	0.6	1.1	2.0	0.2	▲0.2	▲0.0	0.0	-	-	-
Others	Net sales	34.4	9.4	9.6	19.0	9.5	9.4	18.9	37.9	8.5	6.4	14.9	6.2	-	-	25.0
	(Margin)	(10.0%)	(5.5%)	(8.6%)	(7.1%)	(12.7%)	(11.7%)	(12.2%)	(9.6%)	(7.9%)	(11.6%)	(9.5%)	(12.2%)	-	-	-
	Operating income	3.4	0.5	0.8	1.3	1.2	1.1	2.3	3.6	0.6	0.8	1.4	0.7	-	-	-
Eliminations	Net sales	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Operating income	0.4	0.0	0.1	0.1	0.1	0.0	0.1	0.2	▲0.0	0.0	0.0	0.1	-	-	-
Total	Net sales	1,479.8	322.2	400.4	722.6	404.5	416.2	820.7	1,543.3	386.5	376.4	762.9	377.6	-	-	1,600.0
	(Margin)	(4.6%)	(2.0%)	(5.7%)	(4.0%)	(4.8%)	(5.2%)	(5.0%)	(4.5%)	(4.7%)	(5.0%)	(4.9%)	(3.7%)	-	-	(5.0%)
	Operating income	68.7	6.5	22.7	29.2	19.4	21.4	40.8	70.0	18.3	18.9	37.2	13.9	-	-	80.0

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

4. Sales Units: Vehicle

(Thousand units)

		FY11	FY12 ended March 31, 2012							FY13 ending March 31, 2013							
			Full year	1st half			2nd half			Full year	1st half			2nd half			Full year
		1Q		2Q	3Q	4Q	1Q	2Q	3Q		4Q	1Q	2Q	3Q	4Q	1Q	
Vitz/Yaris	Destination																
	Japan	122	26	36	62	29	35	64	126	28	27	55	15	-	-	93	
	Overseas	59	5	13	18	20	16	36	54	15	15	30	16	-	-	59	
	Subtotal	181	31	49	80	49	51	100	180	43	42	85	31	-	-	152	
	RAV4 (Overseas)	109	11	27	38	30	25	55	93	22	19	41	22	-	-	106	
	MarkX ZIO (Japan)	5	2	1	3	1	1	2	5	1	0	1	0	-	-	2	
	Total	295	44	77	121	80	77	157	278	66	61	127	53	-	-	260	

5. Sales Units: Engine

(Thousand units)

		FY11	FY12 ended March 31, 2012							FY13 ending March 31, 2013								
			Full year	1st half			2nd half				Full year	1st half			2nd half			
		1Q		2Q	3Q	4Q	1Q	2Q	3Q	4Q		1Q	2Q	3Q	4Q	1Q	2Q	3Q
Diesel Engine	KD-type (2.5/3.0 Liters)	245	53	73	126	48	82	130	256	75	74	149	77	-	-	-	318	
	AD-type (2.2 Liters)	47	5	10	15	12	6	18	33	6	5	11	7	-	-	-	35	
	VD-type (4.5 Liters)	34	7	12	19	11	12	23	42	11	11	22	10	-	-	-	47	
	Others	56	11	17	28	20	18	38	66	17	17	34	16	-	-	-	74	
	Subtotal	382	76	112	188	91	118	209	397	109	107	216	110	-	-	-	474	
Gasoline Engine	AR-type (2.5 Liters)	165	18	40	58	45	45	90	148	42	34	76	28	-	-	-	149	
	AZ-type (2.4 Liters)	57	8	15	23	17	17	34	57	15	13	28	6	-	-	-	42	
	Others	10	2	3	5	2	1	3	8	3	1	4	4	-	-	-	10	
	Subtotal	232	28	58	86	64	63	127	213	60	48	108	38	-	-	-	201	
Total		614	104	170	274	155	181	336	610	169	155	324	148	-	-	-	675	
CKD Parts		65	18	18	36	20	18	38	74	20	23	43	20	-	-	-	85	

6. Sales Units: Car Air-conditioning Compressor

(1) By Destination

(Thousand units)

		FY11	FY12 ended March 31, 2012							FY13 ending March 31, 2013								
			Full year	1st half			2nd half				Full year	1st half			2nd half			
		1Q		2Q	3Q	4Q	1Q	2Q	3Q	4Q		1Q	2Q	3Q	4Q	1Q	2Q	3Q
Japan		4,060	740	1,180	1,920	1,110	1,190	2,300	4,220	1,270	1,210	2,480	1,010	-	-	-	4,800	
North America		6,100	1,360	1,620	2,980	1,790	2,170	3,960	6,940	2,150	1,970	4,120	2,130	-	-	-	8,650	
Europe		7,320	2,060	1,980	4,040	1,960	2,100	4,060	8,100	1,890	1,910	3,800	1,730	-	-	-	7,700	
Others		1,350	300	630	930	640	720	1,360	2,290	710	680	1,390	680	-	-	-	2,850	
Total		18,830	4,460	5,410	9,870	5,500	6,180	11,680	21,550	6,020	5,770	11,790	5,550	-	-	-	24,000	

(2) By Type

(Thousand units)

		FY11	FY12 ended March 31, 2012							FY13 ending March 31, 2013								
			Full year	1st half			2nd half				Full year	1st half			2nd half			
		1Q		2Q	3Q	4Q	1Q	2Q	3Q	4Q		1Q	2Q	3Q	4Q	1Q	2Q	3Q
Engine Driven type	Fixed displacement type	6,720	1,530	2,040	3,570	1,990	2,350	4,340	7,910	2,390	2,170	4,560	2,110	-	-	-	8,900	
	Variable displacement type	11,470	2,830	3,160	5,990	3,260	3,480	6,740	12,730	3,290	3,250	6,540	3,100	-	-	-	13,630	
Electric Driven type		640	100	210	310	250	350	600	910	340	350	690	340	-	-	-	1,470	
Total		18,830	4,460	5,410	9,870	5,500	6,180	11,680	21,550	6,020	5,770	11,790	5,550	-	-	-	24,000	

7. Sales Units: Materials Handling Equipment

(Thousand units)

		FY11	FY12 ended March 31, 2012							FY13 ending March 31, 2013								
			Full year	1st half			2nd half				Full year	1st half			2nd half			
		1Q		2Q	3Q	4Q	1Q	2Q	3Q	4Q		1Q	2Q	3Q	4Q	1Q	2Q	3Q
Japan		26	7	7	14	10	8	18	32	9	8	17	9	-	-	-	33	
North America		43	13	14	27	15	17	32	59	15	14	29	14	-	-	-	62	
Europe		49	14	13	27	16	17	33	60	15	11	26	15	-	-	-	59	
Others		35	9	9	18	8	7	15	33	8	8	16	10	-	-	-	36	
Total		153	43	43	86	49	49	98	184	47	41	88	48	-	-	-	190	

* 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.