

Supplementary Material for Financial Results for the 12 months ended March 31, 2013

1. Consolidated Financial Results

		FY12 ended March 31, 2012							FY13 ended March 31, 2013							FY14
		1Q		2Q		1st half		3Q		4Q		2nd half		Full year	Full year forecast	
Net sales	Billion yen	322.2	400.4	722.6	404.5	416.2	820.7	1,543.3	386.5	376.4	762.9	377.6	474.7	852.3	1,615.2	1,900.0
Operating income	(Margin)	(2.0%)	(5.7%)	(4.0%)	(4.8%)	(5.2%)	(5.0%)	(4.5%)	(4.7%)	(5.0%)	(4.9%)	(3.7%)	(5.5%)	(4.7%)	(4.8%)	(5.0%)
	Billion yen	6.5	22.7	29.2	19.4	21.4	40.8	70.0	18.3	18.9	37.2	13.9	25.9	39.8	77.0	95.0
Ordinary income	(Margin)	(5.3%)	(4.9%)	(5.1%)	(6.3%)	(4.5%)	(5.4%)	(5.2%)	(6.7%)	(4.4%)	(5.6%)	(6.3%)	(4.4%)	(5.2%)	(5.4%)	(5.6%)
	Billion yen	16.9	19.8	36.7	25.4	18.7	44.1	80.8	25.9	16.5	42.4	23.6	20.8	44.4	86.8	107.0
Net income	(Margin)	(4.3%)	(3.0%)	(3.6%)	(3.4%)	(4.5%)	(4.0%)	(3.8%)	(3.8%)	(2.5%)	(3.2%)	(4.4%)	(2.6%)	(3.4%)	(3.3%)	(3.4%)
	Billion yen	13.8	12.1	25.9	13.8	18.8	32.6	58.5	14.5	9.5	24.0	16.6	12.5	29.1	53.1	65.0
Net income per share	Yen	45	38	83	45	60	105	188	47	30	77	53	40	93	170	208
Capital Expenditures	Billion yen	9.1	11.9	21.0	13.8	23.6	37.4	58.4	14.5	20.7	35.2	21.0	33.2	54.2	89.4	100.0
Depreciation	Billion yen	13.9	14.7	28.6	15.1	16.1	31.2	59.8	13.2	13.8	27.0	14.5	16.4	30.9	57.9	66.0

【Exchange rate】

Yen / US\$	82	78	80	77	79	78	79	80	79	79	81	92	87	83	95
Yen / EURO	117	110	114	104	104	104	109	103	98	101	105	122	114	107	125

【Changes in ordinary income】

Year-on-year Comparison

(FY12 full year and FY13 full year)

		(Billion yen)	
Cost reduction	18.0	Increase in research and development expenses	▲ 7.0
Increase in sales volume	6.0	Increase in labor cost	▲ 7.0
Positive impact of exchange rate fluctuations	3.1	Increase in expenses and others	▲ 6.1
		Changes in the net amount of non-operating income and non-operating expenses	▲ 1.0
Increases total	27.1	Decreases total	▲ 21.1
		Total Changes in Ordinary income	6.0

Year-on-year Comparison

(FY13 full year and FY14 full year forecast)

		(Billion yen)	
Increase in sales volume	16.0	Increase in depreciation	▲ 8.1
Cost reduction	16.0	Increase in labor cost	▲ 8.0
Positive impact of exchange rate fluctuations	15.0	Increase in raw material cost	▲ 3.0
Changes in the net amount of non-operating income and non-operating expenses	2.2	Increase in expenses and others	▲ 9.9
Increases total	49.2	Decreases total	▲ 29.0
		Total Changes in Ordinary income	20.2

2. Historical Financial Data

	FY08	FY09	FY10	FY11	FY12	FY13	FY14 (forecast)
Net sales (Billion yen)	2,000.5	1,584.2	1,377.7	1,479.8	1,543.3	1,615.2	1,900.0
Operating income (Billion yen)	96.8	▲ 6.6	22.0	68.7	70.0	77.0	95.0
Ordinary income (Billion yen)	126.4	14.3	31.7	73.9	80.8	86.8	107.0
Net income (Billion yen)	80.4	▲ 32.7	▲ 26.2	47.2	58.5	53.1	65.0
Net income per share (Yen)	26	▲ 105	▲ 84	152	188	170	208
Cash dividends per share (Yen)	60	40	30	50	50	55	60
(Interim dividend, yen)	(28)	(30)	(10)	(25)	(25)	(25)	(30)
Consolidated payout ratio	23.3%	-	-	33.0%	26.6%	32.3%	28.8%
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)	(14,251,070)	(14,263,027)	(14,269,943)	(14,275,721)	(14,153,619)	(13,632,854)	-

3. Business Segment Information

(Billion yen)

		FY12 ended March 31, 2012							FY13 ended March 31, 2013							FY14
		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	55.6	99.6	155.2	104.3	94.9	199.2	354.4	82.3	75.0	157.3	70.5	128.9	199.4	356.7	420.0
	Engine	35.5	55.1	90.6	48.4	58.1	106.5	197.1	54.0	51.2	105.2	49.7	61.8	111.5	216.7	220.0
	Car air-conditioning Compressor	44.3	52.4	96.7	51.6	58.2	109.8	206.5	56.0	55.7	111.7	53.8	62.6	116.4	228.1	265.0
	Electronics parts, foundry and others	7.8	10.2	18.0	12.0	15.0	27.0	45.0	14.3	14.0	28.3	14.1	14.6	28.7	57.0	60.0
	Net sales	143.3	217.3	360.6	216.4	226.1	442.5	803.1	206.7	196.1	402.8	187.9	267.9	455.8	858.6	965.0
	(Margin)	(▲1.7%)	(4.0%)	(1.7%)	(2.9%)	(3.9%)	(3.4%)	(2.6%)	(3.8%)	(3.5%)	(3.7%)	(1.1%)	(4.7%)	(3.2%)	(3.4%)	-
Operating income	▲2.4	8.5	6.1	6.2	8.9	15.1	21.2	7.9	6.9	14.8	2.0	12.6	14.6	29.4	-	
Materials handling equipment	Net sales	136.1	140.8	276.9	146.0	147.8	293.8	570.7	139.0	142.0	281.0	150.1	165.3	315.4	596.4	770.0
	(Margin)	(5.5%)	(8.1%)	(6.9%)	(6.8%)	(6.3%)	(6.6%)	(6.7%)	(6.1%)	(7.2%)	(6.6%)	(6.7%)	(6.1%)	(6.4%)	(6.5%)	-
	Operating income	7.5	11.4	18.9	10.0	9.3	19.3	38.2	8.4	10.2	18.6	10.0	10.1	20.1	38.7	-
Logistics	Net sales	23.8	22.5	46.3	23.0	23.6	46.6	92.9	23.0	23.0	46.0	23.2	23.8	47.0	93.0	100.0
	(Margin)	(1.9%)	(5.2%)	(3.5%)	(5.9%)	(7.2%)	(6.4%)	(5.0%)	(4.8%)	(5.4%)	(5.1%)	(4.3%)	(6.3%)	(5.3%)	(5.2%)	-
	Operating income	0.4	1.2	1.6	1.3	1.7	3.0	4.6	1.1	1.2	2.3	1.0	1.5	2.5	4.8	-
Textile machinery	Net sales	9.4	10.3	19.7	9.5	9.3	18.8	38.5	9.1	8.9	18.0	10.3	11.6	21.9	39.9	45.0
	(Margin)	(4.2%)	(5.4%)	(4.8%)	(5.6%)	(6.5%)	(5.9%)	(5.3%)	(2.8%)	(▲3.6%)	(▲0.3%)	(1.1%)	(4.6%)	(3.0%)	(1.5%)	-
	Operating income	0.3	0.6	0.9	0.5	0.6	1.1	2.0	0.2	▲0.2	▲0.0	0.0	0.5	0.5	0.5	-
Others	Net sales	9.4	9.6	19.0	9.5	9.4	18.9	37.9	8.5	6.4	14.9	6.2	6.1	12.3	27.2	20.0
	(Margin)	(5.5%)	(8.6%)	(7.1%)	(12.7%)	(11.7%)	(12.2%)	(9.6%)	(7.9%)	(11.6%)	(9.5%)	(12.2%)	(19.4%)	(15.8%)	(12.3%)	-
	Operating income	0.5	0.8	1.3	1.2	1.1	2.3	3.6	0.6	0.8	1.4	0.7	1.2	1.9	3.3	-
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	0.1	0.0	0.1	0.1	-
Total	Net sales	322.2	400.4	722.6	404.5	416.2	820.7	1,543.3	386.5	376.4	762.9	377.6	474.7	852.3	1,615.2	1,900.0
	(Margin)	(2.0%)	(5.7%)	(4.0%)	(4.8%)	(5.2%)	(5.0%)	(4.5%)	(4.7%)	(5.0%)	(4.9%)	(3.7%)	(5.5%)	(4.7%)	(4.8%)	(5.0%)
	Operating income	6.5	22.7	29.2	19.4	21.4	40.8	70.0	18.3	18.9	37.2	13.9	25.9	39.8	77.0	95.0

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

4. Sales Units: Vehicle

(Thousand units)

		FY12 ended March 31, 2012							FY13 ended March 31, 2013							FY14	
		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	26	36	62	29	35	64	126	28	27	55	15	23	38	93	76	
	Overseas	5	13	18	20	16	36	54	15	15	30	16	16	32	62	37	
	Subtotal	31	49	80	49	51	100	180	43	42	85	31	39	70	155	113	
RAV4 (Overseas)		11	27	38	30	25	55	93	22	19	41	22	49	71	112	176	
MarkX ZiO (Japan)		2	1	3	1	1	2	5	1	0	1	0	1	1	2	1	
Total		44	77	121	80	77	157	278	66	61	127	53	89	142	269	290	

5. Sales Units: Engine

(Thousand units)

		FY12 ended March 31, 2012							FY13 ended March 31, 2013							FY14
		1st half			2nd half			Full year	1st half			2nd half			Full year	Full year forecast
		1Q	2Q	3Q	4Q	1Q	2Q		3Q	4Q	1Q	2Q	3Q	4Q		
Diesel Engine	KD-type (2.5/3.0 Liters)	53	73	126	48	82	130	256	75	74	149	77	84	161	310	307
	AD-type (2.2 Liters)	5	10	15	12	6	18	33	6	5	11	7	16	23	34	29
	VD-type (4.5 Liters)	7	12	19	11	12	23	42	11	11	22	10	12	22	44	37
	Others	11	17	28	20	18	38	66	17	17	34	16	14	30	64	60
Subtotal		76	112	188	91	118	209	397	109	107	216	110	126	236	452	433
Gasoline Engine	AR-type (2.5 Liters)	18	40	58	45	45	90	148	42	34	76	28	59	87	163	228
	AZ-type (2.4 Liters)	8	15	23	17	17	34	57	15	13	28	6	6	12	40	28
	Others	2	3	5	2	1	3	8	3	1	4	4	3	7	11	16
	Subtotal	28	58	86	64	63	127	213	60	48	108	38	68	106	214	272
Total		104	170	274	155	181	336	610	169	155	324	148	194	342	666	705
CKD Parts		18	18	36	20	18	38	74	20	23	43	20	20	40	83	120

6. Sales Units: Car Air-conditioning Compressor

(1) By Destination

(Thousand units)

		FY12 ended March 31, 2012							FY13 ended March 31, 2013							FY14
		1st half			2nd half			Full year	1st half			2nd half			Full year	Full year forecast
		1Q	2Q	3Q	4Q	1Q	2Q		3Q	4Q	1Q	2Q	3Q	4Q		
Japan		740	1,180	1,920	1,110	1,190	2,300	4,220	1,270	1,210	2,480	1,010	1,200	2,210	4,690	4,730
North America		1,360	1,620	2,980	1,790	2,170	3,960	6,940	2,150	1,970	4,120	2,130	2,230	4,360	8,480	9,140
Europe		2,060	1,980	4,040	1,960	2,100	4,060	8,100	1,890	1,910	3,800	1,730	2,000	3,730	7,530	8,260
Others		300	630	930	640	720	1,360	2,290	710	680	1,390	680	650	1,330	2,720	3,570
Total		4,460	5,410	9,870	5,500	6,180	11,680	21,550	6,020	5,770	11,790	5,550	6,080	11,630	23,420	25,700

(2) By Type

(Thousand units)

		FY12 ended March 31, 2012							FY13 ended March 31, 2013							FY14
		1st half			2nd half			Full year	1st half			2nd half			Full year	Full year forecast
		1Q	2Q	3Q	4Q	1Q	2Q		3Q	4Q	1Q	2Q	3Q	4Q		
Engine Driven type	Fixed displacement type	1,530	2,040	3,570	1,990	2,350	4,340	7,910	2,390	2,170	4,560	2,110	2,190	4,300	8,860	8,380
	Variable displacement type	2,830	3,160	5,990	3,260	3,480	6,740	12,730	3,290	3,250	6,540	3,100	3,510	6,610	13,150	15,600
Electric Driven type		100	210	310	250	350	600	910	340	350	690	340	380	720	1,410	1,720
Total		4,460	5,410	9,870	5,500	6,180	11,680	21,550	6,020	5,770	11,790	5,550	6,080	11,630	23,420	25,700

7. Sales Units: Materials Handling Equipment

(Thousand units)

		FY12 ended March 31, 2012							FY13 ended March 31, 2013							FY14
		1st half			2nd half			Full year	1st half			2nd half			Full year	Full year forecast
		1Q	2Q	3Q	4Q	1Q	2Q		3Q	4Q	1Q	2Q	3Q	4Q		
Japan		7	7	14	10	8	18	32	9	8	17	9	7	16	33	34
North America		13	14	27	15	17	32	59	15	14	29	14	16	30	59	65
Europe		14	13	27	16	17	33	60	15	11	26	15	17	32	58	60
Others		9	9	18	8	7	15	33	8	8	16	10	9	19	35	38
Total		43	43	86	49	49	98	184	47	41	88	48	49	97	185	197

* 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.