

## Supplementary Material for Financial Results for the 9 months ended December 31, 2010

### 1. Consolidated Financial Results

	FY09	FY10 ended March 31, 2010							FY11 ending March 31, 2011							
		Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year (Forecast)
Net sales	Billion yen	1,584.2	288.7	338.8	627.5	370.3	379.9	750.2	1,377.7	359.1	370.7	729.8	377.0	-	-	1,480.0
Operating income	(Margin)	(▲ 0.4%)	(▲ 3.3%)	(2.0%)	(▲ 0.4%)	(3.7%)	(2.9%)	(3.3%)	(1.6%)	(4.5%)	(5.4%)	(5.0%)	(4.9%)	-	-	(4.4%)
	Billion yen	▲ 6.6	▲ 9.5	6.7	▲ 2.8	13.6	11.2	24.8	22.0	16.0	20.2	36.2	18.5	-	-	65.0
Ordinary income	(Margin)	(0.9%)	(▲ 0.7%)	(1.9%)	(0.7%)	(4.9%)	(2.4%)	(3.7%)	(2.3%)	(5.4%)	(5.2%)	(5.3%)	(6.4%)	-	-	(4.7%)
	Billion yen	14.3	▲ 2.1	6.3	4.2	18.3	9.2	27.5	31.7	19.2	19.1	38.3	24.3	-	-	70.0
Net income	(Margin)	(▲ 2.1%)	(▲ 0.0%)	(0.1%)	(0.0%)	(3.1%)	(▲ 10.0%)	(▲ 3.5%)	(▲ 1.9%)	(3.6%)	(2.9%)	(3.2%)	(4.1%)	-	-	(2.8%)
	Billion yen	▲ 32.7	▲ 0.1	0.3	0.2	11.4	▲ 37.8	▲ 26.4	▲ 26.2	12.9	10.7	23.6	15.5	-	-	41.0
Net income per share	Yen	▲ 105	▲ 0	1	1	36	▲ 121	▲ 85	▲ 84	42	34	76	50	-	-	132
Capital Expenditures	Billion yen	104.4	7.9	6.9	14.8	4.3	7.8	12.1	26.9	7.2	9.1	16.3	8.9	-	-	40.0
Depreciation	Billion yen	87.2	17.5	18.4	35.9	18.8	18.5	37.3	73.2	14.6	15.3	29.9	15.6	-	-	64.0

#### [Exchange rate]

Yen / US\$	101	97	94	95	90	91	90	93	92	86	89	83	-	-	85
Yen / EURO	143	133	134	133	133	126	129	131	117	111	114	112	-	-	112

#### [Changes in ordinary income]

Year-on-year Comparison  
(FY10 3Q and FY11 3Q)

(Billion yen)

Increase in sales volume	34.0	Increase in raw material cost	▲ 4.8
Cost reduction	15.3	Negative impact of exchange rate fluctuations	▲ 4.1
Decrease in depreciation	9.2	Increase in labor cost	▲ 4.0
		Increase in expenses and others	▲ 1.7
		Decreases total	▲ 14.6
		Changes in the net amount of non-operating income and non-operating expenses	▲ 3.8
Increases total	58.5	Total Changes in Ordinary income	40.1

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

(Billion yen)

Increase in sales volume	29.0	Increase in raw material cost	▲ 6.5
Cost reduction	21.0	Negative impact of exchange rate fluctuations	▲ 5.4
Decrease in depreciation	9.2	Increase in labor cost	▲ 3.5
		Increase in expenses and others	▲ 0.8
		Decreases total	▲ 16.2
		Changes in the net amount of non-operating income and non-operating expenses	▲ 4.7
Increases total	59.2	Total Changes in Ordinary income	38.3

### 2. Historical Financial Data

	FY06	FY07	FY08	FY09	FY10	FY11(Forecast)
Net sales (Billion yen)	1,505.9	1,878.3	2,000.5	1,584.2	1,377.7	1,480.0
Operating income (Billion yen)	64.0	89.9	96.8	▲ 6.6	22.0	65.0
Ordinary income (Billion yen)	80.6	108.4	126.4	14.3	31.7	70.0
Net income (Billion yen)	47.0	59.4	80.4	▲ 32.7	▲ 26.2	41.0
Net income per share (Yen)	146	190	258	▲ 105	▲ 84	132
Cash dividends per share (Yen)	38	50	60	40	30	50
(Interim dividend)	(18)	(22)	(28)	(30)	(10)	(25)
Consolidated payout ratio	26.0%	26.3%	23.3%	-	-	38.0%
Total share issued (Shares)	325,840,640	325,840,640	325,840,640	325,840,640	325,840,640	*325,840,640
(Treasury stock)	(6,520,194)	(13,765,165)	(14,251,070)	(14,263,027)	(14,269,943)	*(14,274,445)

\*:As of Dec 31, 2010

### 3. Business Segment Information

(Billion yen)

		FY09	FY10 ended March 31, 2010							FY11 ending March 31, 2011						
			Full year	1st half			2nd half			Full year	1st half			2nd half		
		1Q		2Q	3Q	4Q	1Q	2Q	3Q		4Q	1Q	2Q	3Q	4Q	
Automobile	Vehicle	378.1	74.1	100.2	174.3	114.0	110.4	224.4	398.7	94.6	99.1	193.7	92.7	-	-	380.0
	Engine	156.6	29.1	40.9	70.0	45.2	49.8	95.0	165.0	47.8	50.4	98.2	53.1	-	-	192.0
	Car air-conditioning Compressor	186.3	36.7	43.2	79.9	47.0	50.1	97.1	177.0	49.0	47.9	96.9	46.2	-	-	193.0
	Foundry, electronics parts and others	34.7	6.8	8.9	15.7	10.2	11.5	21.7	37.4	10.1	9.8	19.9	10.1	-	-	40.0
	Net sales	755.9	146.9	193.2	340.1	216.4	221.8	438.2	778.3	201.7	207.2	408.9	202.1	-	-	805.0
	(Margin)	(▲ 1.5%)	(▲ 3.4%)	(3.1%)	(0.3%)	(5.0%)	(5.2%)	(5.1%)	(3.0%)	(4.6%)	(4.6%)	(4.6%)	(3.6%)	-	-	-
Operating income	▲ 11.5	▲ 4.9	6.0	1.1	10.9	11.6	22.5	23.6	9.2	9.4	18.6	7.3	-	-	-	
Materials handling equipment	Net sales	639.6	103.5	104.9	208.4	110.4	112.8	223.2	431.6	113.7	117.1	230.8	127.4	-	-	490.0
	(Margin)	(0.6%)	(▲ 5.0%)	(▲ 1.0%)	(▲ 3.0%)	(0.3%)	(▲ 3.2%)	(▲ 1.5%)	(▲ 2.2%)	(3.8%)	(6.3%)	(5.1%)	(6.3%)	-	-	-
	Operating income	3.7	▲ 5.1	▲ 1.1	▲ 6.2	0.4	▲ 3.7	▲ 3.3	▲ 9.5	4.3	7.4	11.7	8.1	-	-	-
Logistics	Net sales	114.8	26.7	26.4	53.1	28.2	27.2	55.4	108.5	27.2	26.6	53.8	27.3	-	-	110.0
	(Margin)	(2.5%)	(2.6%)	(4.8%)	(3.7%)	(5.0%)	(7.1%)	(6.0%)	(4.9%)	(4.5%)	(5.6%)	(5.1%)	(5.1%)	-	-	-
	Operating income	2.9	0.6	1.3	1.9	1.4	1.9	3.3	5.2	1.2	1.5	2.7	1.4	-	-	-
Textile machinery	Net sales	29.5	2.3	4.6	6.9	5.6	8.3	13.9	20.8	7.5	11.0	18.5	11.4	-	-	40.0
	(Margin)	(▲ 7.0%)	(▲ 38.3%)	(▲ 11.1%)	(▲ 20.3%)	(▲ 10.0%)	(1.8%)	(▲ 3.0%)	(▲ 8.8%)	(2.9%)	(7.9%)	(5.9%)	(7.9%)	-	-	-
	Operating income	▲ 2.0	▲ 0.9	▲ 0.5	▲ 1.4	▲ 0.5	0.1	▲ 0.4	▲ 1.8	0.2	0.8	1.0	0.9	-	-	-
Others	Net sales	44.2	9.1	9.7	18.8	9.7	9.8	19.5	38.3	8.9	8.7	17.6	8.8	-	-	35.0
	(Margin)	(▲ 0.1%)	(6.3%)	(9.8%)	(8.1%)	(14.3%)	(10.8%)	(12.6%)	(10.4%)	(9.6%)	(10.0%)	(9.8%)	(8.9%)	-	-	-
	Operating income	▲ 0.0	0.5	1.0	1.5	1.4	1.0	2.4	3.9	0.8	0.9	1.7	0.8	-	-	-
Eliminations	Net sales	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Operating income	0.3	0.1	0.1	0.2	0.1	0.1	0.2	0.4	0.1	0.1	0.2	0.0	-	-	-
Total	Net sales	1,584.2	288.7	338.8	627.5	370.3	379.9	750.2	1,377.7	359.1	370.7	729.8	377.0	-	-	1,480.0
	(Margin)	(▲ 0.4%)	(▲ 3.3%)	(2.0%)	(▲ 0.4%)	(3.7%)	(2.9%)	(3.3%)	(1.6%)	(4.5%)	(5.4%)	(5.0%)	(4.9%)	-	-	(4.4%)
	Operating income	▲ 6.6	▲ 9.5	6.7	▲ 2.8	13.6	11.2	24.8	22.0	16.0	20.2	36.2	18.5	-	-	65.0

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

### 4. Sales Units: Vehicle

(Thousand units)

		FY09	FY10 ended March 31, 2010							FY11 ending March 31, 2011						
			Full year	1st half			2nd half			Full year	1st half			2nd half		
		1Q		2Q	3Q	4Q	1Q	2Q	3Q		4Q	1Q	2Q	3Q	4Q	
Vitz/Yaris	Destination															
	Japan	59	17	19	36	25	27	52	88	29	37	66	20	-	-	135
	Overseas	100	6	19	25	21	15	36	61	17	12	29	18	-	-	71
	Subtotal	159	23	38	61	46	42	88	149	46	49	95	38	-	-	206
	RAV4 (Overseas)	115	28	33	61	36	37	73	134	27	30	57	31	-	-	103
	MarkX ZiO (Japan)	8	1	2	3	2	3	5	8	1	1	2	1	-	-	6
	Total	282	52	73	125	84	82	166	291	74	80	154	70	-	-	315

## 5. Sales Units: Engine

(Thousand units)

		FY09 Full year	FY10 ended March 31, 2010						Full year	FY11 ending March 31, 2011						Full year (Forecast)
			1Q	2Q	1st half	3Q	4Q	2nd half		1Q	2Q	1st half	3Q	4Q	2nd half	
Diesel Engine	KD-type (2.5/3.0 Liters)	165	30	41	71	52	56	108	179	58	60	118	67	-	-	244
	AD-type (2.2 Liters)	35	6	12	18	9	10	19	37	13	11	24	12	-	-	43
	VD-type (4.5 Liters)	37	3	5	8	7	7	14	22	8	9	17	8	-	-	32
	Others	86	9	13	22	11	15	26	48	13	14	27	16	-	-	52
	Subtotal	323	48	71	119	79	88	167	286	92	94	186	103	-	-	371
Gasoline Engine	AR-type (2.5 Liters)	17	23	31	54	41	39	80	134	36	48	84	49	-	-	185
	AZ-type (2.4 Liters)	51	14	15	29	15	16	31	60	15	15	30	15	-	-	59
	MZ-type (3.3 Liters)	3	1	3	4	3	3	6	10	3	1	4	1	-	-	5
	Others	45	6	3	9	3	0	3	12	2	1	3	1	-	-	5
	Subtotal	116	44	52	96	62	58	120	216	56	65	121	66	-	-	254
Total		439	92	123	215	141	146	287	502	148	159	307	169	-	-	625
CKD Parts		57	15	15	30	13	15	28	58	16	19	35	15	-	-	65

## 6. Sales Units: Car Air-conditioning Compressor

(1) By Destination

(Thousand units)

		FY09 Full year	FY10 ended March 31, 2010						Full year	FY11 ending March 31, 2011						Full year (Forecast)
			1Q	2Q	1st half	3Q	4Q	2nd half		1Q	2Q	1st half	3Q	4Q	2nd half	
Japan		4,280	760	960	1,720	1,170	1,220	2,390	4,110	1,050	1,080	2,130	1,000	-	-	4,200
North America		5,540	830	1,250	2,080	1,390	1,470	2,860	4,940	1,580	1,550	3,130	1,410	-	-	6,190
Europe		6,020	1,570	1,690	3,260	1,600	1,830	3,430	6,690	1,780	1,710	3,490	1,810	-	-	7,100
Others		870	210	230	440	240	290	530	970	300	350	650	350	-	-	1,310
Total		16,710	3,370	4,130	7,500	4,400	4,810	9,210	16,710	4,710	4,690	9,400	4,570	-	-	18,800

(2) By Type

(Thousand units)

		FY09 Full year	FY10 ended March 31, 2010						Full year	FY11 ending March 31, 2011						Full year (Forecast)
			1Q	2Q	1st half	3Q	4Q	2nd half		1Q	2Q	1st half	3Q	4Q	2nd half	
Engine Driven type	Fixed displacement type	6,350	940	1,330	2,270	1,490	1,670	3,160	5,430	1,700	1,730	3,430	1,600	-	-	6,480
	Variable displacement type	9,970	2,310	2,620	4,930	2,700	2,930	5,630	10,560	2,820	2,790	5,610	2,810	-	-	11,530
Electric Driven type		390	120	180	300	210	210	420	720	190	170	360	160	-	-	790
Total		16,710	3,370	4,130	7,500	4,400	4,810	9,210	16,710	4,710	4,690	9,400	4,570	-	-	18,800

## 7. Sales Units: Materials Handling Equipment

(Thousand units)

		FY09 Full year	FY10 ended March 31, 2010						Full year	FY11 ending March 31, 2011						Full year (Forecast)
			1Q	2Q	1st half	3Q	4Q	2nd half		1Q	2Q	1st half	3Q	4Q	2nd half	
Japan		32	5	6	11	6	6	12	23	6	7	13	8	-	-	26
North America		47	6	7	13	8	8	16	29	10	9	19	11	-	-	40
Europe		62	11	8	19	9	11	20	39	11	9	20	14	-	-	49
Others		28	3	3	6	7	7	14	20	7	10	17	9	-	-	35
Total		169	25	24	49	30	32	62	111	34	35	69	42	-	-	150

\* 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.