

Supplementary Material for Financial Results for the 9 months ended December 31, 2014

1. Consolidated Financial Results

		FY13	FY14 ended March 31, 2014							FY15 ending March 31, 2015						
			Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half
Net sales	Billion yen	1,615.2	486.7	494.7	981.4	499.2	527.2	1026.4	2,007.8	521.1	524.9	1,046.0	537.2	-	-	2,150.0
Operating income	(Margin)	(4.8%)	(4.9%)	(5.7%)	(5.3%)	(5.3%)	(5.6%)	(5.4%)	(5.4%)	(4.9%)	(5.9%)	(5.4%)	(6.1%)	-	-	(5.3%)
	Billion yen	77.0	23.8	28.0	51.8	26.2	29.6	55.8	107.6	25.6	31.1	56.7	32.9	-	-	115.0
Ordinary income	(Margin)	(5.4%)	(8.0%)	(5.3%)	(6.6%)	(9.6%)	(4.8%)	(7.1%)	(6.9%)	(10.5%)	(6.2%)	(8.3%)	(10.6%)	-	-	(7.6%)
	Billion yen	86.8	38.7	26.1	64.8	47.9	25.4	73.3	138.1	54.5	32.5	87.0	57.1	-	-	163.0
Net income	(Margin)	(3.3%)	(5.7%)	(3.1%)	(4.4%)	(6.6%)	(2.9%)	(4.7%)	(4.6%)	(7.7%)	(4.0%)	(5.8%)	(7.6%)	-	-	(5.2%)
	Billion yen	53.1	27.9	15.6	43.5	32.9	15.3	48.2	91.7	40.1	20.8	60.9	40.7	-	-	112.0
Net income per share	Yen	170	89	50	139	105	49	154	293	128	66	194	130	-	-	357
Capital Expenditures	Billion yen	89.4	24.4	23.1	47.5	24.8	37.1	61.9	109.4	23.6	31.9	55.5	31.6	-	-	115.0
Depreciation	Billion yen	57.9	14.4	15.2	29.6	16.3	18.2	34.5	64.1	15.7	16.6	32.3	17.9	-	-	69.0

【Exchange rate】

Yen / US\$	83	99	99	99	100	103	102	100	102	104	103	115	-	-	109
Yen / EURO	107	129	131	130	137	141	139	134	140	138	139	143	-	-	139

【Changes in ordinary income】

Year-on-year Comparison

(FY14 3Q and FY15 3Q)

		(Billion yen)	
Increase in sales volume	13.0	Increase in labor cost	▲ 10.0
Cost reduction	11.6	Increase in depreciation	▲ 4.3
Positive impact of exchange rate fluctuations	6.7	Increase in raw material cost	▲ 1.5
Changes in the net amount of non-operating income and non-operating expenses	19.8	Increase in expenses and others	▲ 3.9
Increases total	51.1	Decreases total	▲ 19.7
Total Changes in Ordinary Income		31.4	

Year-on-year Comparison

(FY14 full year and FY15 full year forecast)

		(Billion yen)	
Cost reduction	17.0	Increase in labor cost	▲ 13.0
Increase in sales volume	15.0	Increase in depreciation	▲ 4.9
Positive impact of exchange rate fluctuations	9.0	Increase in raw material cost	▲ 2.0
Changes in the net amount of non-operating income and non-operating expenses	17.5	Increase in expenses and others	▲ 13.7
Increases total	58.5	Decreases total	▲ 33.6
Total Changes in Ordinary Income		24.9	

2. Historical Financial Data

	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15 (forecast)
Net sales (Billion yen)	2,000.5	1,584.2	1,377.7	1,479.8	1,543.3	1,615.2	2,007.8	2,150.0
Operating income (Billion yen)	96.8	▲ 6.6	22.0	68.7	70.0	77.0	107.6	115.0
Ordinary income (Billion yen)	126.4	14.3	31.7	73.9	80.8	86.8	138.1	163.0
Net income (Billion yen)	80.4	▲ 32.7	▲ 26.2	47.2	58.5	53.1	91.7	112.0
Net income per share (Yen)	258	▲ 105	▲ 84	152	188	170	293	357
Cash dividends per share (Yen)	60	40	30	50	50	55	85	100
(Interim dividend, yen)	(28)	(30)	(10)	(25)	(25)	(25)	(35)	(50)
Consolidated payout ratio	23.3%	-	-	33.0%	26.6%	32.3%	29.0%	28.0%
Total share issued (Shares)	325,840,640	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)	(12,109,864)	-
Yen / US\$	114	101	93	86	79	83	100	109
Yen / EURO	162	143	131	113	109	107	134	139

3. Business Segment Information

(Billion yen)

		FY13	FY14 ended March 31, 2014							FY15 ending March 31, 2015							
			Full year	1st half			2nd half			Full year	1st half			2nd half			Full year forecast
				1Q	2Q	3Q	4Q	1Q	2Q		3Q	4Q	1Q	2Q	3Q	4Q	
Automobile	Vehicle	356.7	117.4	120.7	238.1	108.9	120.0	228.9	467.0	120.8	117.9	238.7	103.7	-	-	455.0	
	Engine	216.7	56.7	50.9	107.6	47.1	47.8	94.9	202.5	45.5	48.3	93.8	48.8	-	-	185.0	
	Car air-conditioning Compressor	228.1	65.7	67.2	132.9	67.8	75.0	142.8	275.7	75.0	77.6	152.6	76.9	-	-	340.0	
	Electronics parts, foundry and others	57.0	13.3	15.0	28.3	15.7	17.2	32.9	61.2	16.4	17.5	33.9	18.1	-	-	70.0	
	Net sales	858.6	253.3	253.8	507.1	239.4	260.1	499.5	1,006.6	257.8	261.4	519.2	247.5	-	-	1,050.0	
	(Margin)	(3.4%)	(4.0%)	(3.7%)	(3.8%)	(2.8%)	(3.5%)	(3.2%)	(3.5%)	(3.4%)	(3.9%)	(3.6%)	(3.5%)	-	-	-	
	Operating income	29.4	10.0	9.4	19.4	6.7	9.0	15.7	35.1	8.7	10.2	18.9	8.6	-	-	-	
Materials handling equipment	Net sales	596.4	189.6	194.2	383.8	209.2	216.2	425.4	809.2	215.8	217.9	433.7	244.7	-	-	909.0	
	(Margin)	(6.5%)	(6.0%)	(7.8%)	(6.9%)	(7.2%)	(7.6%)	(7.4%)	(7.2%)	(6.3%)	(8.4%)	(7.3%)	(8.5%)	-	-	-	
	Operating income	38.7	11.3	15.1	26.4	15.1	16.5	31.6	58.0	13.6	18.2	31.8	20.9	-	-	-	
Logistics	Net sales	93.0	23.9	23.5	47.4	23.3	24.6	47.9	95.3	23.7	24.3	48.0	24.3	-	-	100.0	
	(Margin)	(5.2%)	(4.6%)	(5.2%)	(4.9%)	(4.6%)	(7.3%)	(6.0%)	(5.4%)	(5.7%)	(6.0%)	(5.8%)	(6.2%)	-	-	-	
	Operating income	4.8	1.0	1.3	2.3	1.1	1.7	2.8	5.1	1.3	1.4	2.7	1.6	-	-	-	
Textile machinery	Net sales	39.9	13.6	17.9	31.5	20.5	21.1	41.6	73.1	17.4	15.2	32.6	14.7	-	-	66.0	
	(Margin)	(1.5%)	(3.9%)	(7.6%)	(6.0%)	(11.1%)	(6.8%)	(8.9%)	(7.7%)	(6.5%)	(4.4%)	(5.5%)	(4.0%)	-	-	-	
	Operating income	0.5	0.5	1.3	1.8	2.3	1.4	3.7	5.5	1.1	0.7	1.8	0.5	-	-	-	
Others	Net sales	27.2	6.0	5.4	11.4	6.7	5.3	12.0	23.4	6.3	6.0	12.3	6.0	-	-	25.0	
	(Margin)	(12.3%)	(11.3%)	(15.4%)	(13.2%)	(15.0%)	(16.9%)	(15.8%)	(14.6%)	(10.5%)	(12.5%)	(11.5%)	(19.5%)	-	-	-	
	Operating income	3.3	0.6	0.9	1.5	1.0	0.9	1.9	3.4	0.6	0.8	1.4	1.1	-	-	-	
Eliminations	Net sales	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	Operating income	0.1	0.0	0.1	0.1	0.1	0.0	0.1	0.2	0.0	▲ 0.0	0.0	0.0	-	-	-	
Total	Net sales	1,615.2	486.7	494.7	981.4	499.2	527.2	1,026.4	2,007.8	521.1	524.9	1,046.0	537.2	-	-	2,150.0	
	(Margin)	(4.8%)	(4.9%)	(5.7%)	(5.3%)	(5.3%)	(5.6%)	(5.4%)	(5.4%)	(4.9%)	(5.9%)	(5.4%)	(6.1%)	-	-	(5.3%)	
	Operating income	77.0	23.8	28.0	51.8	26.2	29.6	55.8	107.6	25.6	31.1	56.7	32.9	-	-	115.0	

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

4. Sales Units: Vehicle

(Thousand units)

		FY13	FY14 ended March 31, 2014							FY15 ending March 31, 2015							
			Full year	1st half			2nd half			Full year	1st half			2nd half			Full year forecast
				1Q	2Q	3Q	4Q	1Q	2Q		3Q	4Q	1Q	2Q	3Q	4Q	
Vitz/Yaris	Destination																
	Japan	93	22	21	43	16	28	44	87	28	23	51	14	-	-	87	
	Overseas	62	11	14	25	10	7	17	42	6	6	12	3	-	-	19	
	Subtotal	155	33	35	68	26	35	61	129	34	29	63	17	-	-	106	
RAV4	Japan	-	-	-	-	0	1	1	1	1	0	1	0	-	-	2	
	Overseas	112	48	49	97	50	50	100	197	50	51	101	50	-	-	202	
	Subtotal	112	48	49	97	50	51	101	198	51	51	102	50	-	-	204	
MarkX ZiO (Japan)		2	0	1	1	0	-	0	1	-	-	-	-	-	-	-	
Total		269	81	85	166	76	86	162	328	85	80	165	67	-	-	310	

5. Sales Units: Engine

(Thousand units)

		FY13	FY14 ended March 31, 2014							FY15 ending March 31, 2015						
			Full year	1st half			2nd half			Full year	1st half			2nd half		
		1Q		2Q	3Q	4Q	1Q	2Q	3Q		4Q	1Q	2Q	3Q	4Q	
Diesel Engine	KD-type (2.5/3.0 Liters)	310	79	59	138	62	54	116	254	50	55	105	56	-	-	207
	AD-type (2.2 Liters)	34	8	6	14	8	9	17	31	6	9	15	11	-	-	38
	VD-type (4.5 Liters)	44	9	9	18	9	12	21	39	11	11	22	10	-	-	44
	Others	64	15	17	32	13	14	27	59	14	14	28	16	-	-	56
	Subtotal	452	111	91	202	92	89	181	383	81	89	170	93	-	-	345
Gasoline Engine	AR-type (2.5 Liters)	163	63	55	118	40	47	87	205	49	48	97	48	-	-	197
	Others	51	8	11	19	14	5	19	38	4	4	8	6	-	-	18
	Subtotal	214	71	66	137	54	52	106	243	53	52	105	54	-	-	215
Total		666	182	157	339	146	141	287	626	134	141	275	147	-	-	560
CKD Parts		83	22	33	55	38	33	71	126	37	43	80	33	-	-	150

6. Sales Units: Car Air-conditioning Compressor

(1) By Destination

(Thousand units)

		FY13	FY14 ended March 31, 2014							FY15 ending March 31, 2015						
			Full year	1st half			2nd half			Full year	1st half			2nd half		
		1Q		2Q	3Q	4Q	1Q	2Q	3Q		4Q	1Q	2Q	3Q	4Q	
Japan		4,690	1,340	1,370	2,710	1,280	1,440	2,720	5,430	1,320	1,300	2,620	1,290	-	-	5,300
North America		8,480	2,260	2,190	4,450	2,230	2,330	4,560	9,010	2,480	2,390	4,870	2,310	-	-	9,700
Europe		7,530	2,030	2,090	4,120	2,030	2,180	4,210	8,330	2,070	2,210	4,280	2,050	-	-	8,800
Others		2,720	630	650	1,280	700	730	1,430	2,710	1,150	1,300	2,450	1,350	-	-	6,200
Total		23,420	6,260	6,300	12,560	6,240	6,680	12,920	25,480	7,020	7,200	14,220	7,000	-	-	30,000

(2) By Type

(Thousand units)

		FY13	FY14 ended March 31, 2014							FY15 ending March 31, 2015						
			Full year	1st half			2nd half			Full year	1st half			2nd half		
		1Q		2Q	3Q	4Q	1Q	2Q	3Q		4Q	1Q	2Q	3Q	4Q	
Engine Driven type	Fixed displacement type	8,860	2,210	2,010	4,220	2,040	1,990	4,030	8,250	2,160	2,150	4,310	2,010	-	-	8,900
	Variable displacement type	13,150	3,680	3,900	7,580	3,820	4,270	8,090	15,670	4,510	4,690	9,200	4,630	-	-	19,600
Electric Driven type		1,410	370	390	760	380	420	800	1,560	350	360	710	360	-	-	1,500
Total		23,420	6,260	6,300	12,560	6,240	6,680	12,920	25,480	7,020	7,200	14,220	7,000	-	-	30,000

7. Sales Units: Materials Handling Equipment

(Thousand units)

		FY13	FY14 ended March 31, 2014							FY15 ending March 31, 2015						
			Full year	1st half			2nd half			Full year	1st half			2nd half		
		1Q		2Q	3Q	4Q	1Q	2Q	3Q		4Q	1Q	2Q	3Q	4Q	
Japan		33	9	9	18	9	10	19	37	9	10	19	10	-	-	37
North America		59	17	16	33	16	18	34	67	18	18	36	19	-	-	76
Europe		58	15	12	27	15	17	32	59	16	13	29	20	-	-	62
Others		35	8	9	17	11	8	19	36	11	10	21	10	-	-	43
Total		185	49	46	95	51	53	104	199	54	51	105	59	-	-	218

* 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.