

## Supplementary Material for Financial Results for the 9 months ending March 31, 2016

### 1. Consolidated Financial Results

	FY14	FY15 ended March 31, 2015							FY16 ending March 31, 2016							
		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	2,007.8	521.1	524.9	1,046.0	537.2	583.4	1,120.6	2,166.6	541.0	559.2	1,100.2	594.3	-	-	2,230.0
Operating profit	(Profit ratio)	(5.4%)	(4.9%)	(5.9%)	(5.4%)	(6.1%)	(4.8%)	(5.4%)	(5.4%)	(5.4%)	(6.7%)	(6.1%)	(5.5%)	-	-	(5.8%)
	Billion yen	107.6	25.6	31.1	56.7	32.9	27.9	60.8	117.5	29.2	37.7	66.9	32.6	-	-	130.0
Ordinary profit	(Profit ratio)	(6.9%)	(10.5%)	(6.2%)	(8.3%)	(10.6%)	(4.6%)	(7.5%)	(7.9%)	(11.8%)	(6.4%)	(9.1%)	(10.5%)	-	-	(8.7%)
	Billion yen	138.1	54.5	32.5	87.0	57.1	26.7	83.8	170.8	63.8	35.8	99.6	62.6	-	-	193.0
Profit attributable to owners of the parent	(Profit ratio)	(4.6%)	(7.7%)	(4.0%)	(5.8%)	(7.6%)	(2.3%)	(4.8%)	(5.3%)	(8.6%)	(3.8%)	(6.2%)	(17.6%)	-	-	(8.6%)
	Billion yen	91.7	40.1	20.8	60.9	40.7	13.6	54.3	115.2	46.4	21.5	67.9	104.9	-	-	192.0
Earnings per share	Yen	293	128	66	194	130	43	173	367	148	68	216	334	-	-	611
Investments in tangible assets	Billion yen	109.4	23.6	31.9	55.5	31.6	39.2	70.8	126.3	20.1	18.5	38.6	16.9	-	-	100.0
Depreciation	Billion yen	64.1	15.7	16.6	32.3	17.9	20.5	38.4	70.7	18.3	19.5	37.8	19.9	-	-	79.0

#### [Exchange rate]

Yen / US\$	100	102	104	103	115	119	117	110	121	123	122	121	-	-	120
Yen / EURO	134	140	138	139	143	134	139	139	134	136	135	133	-	-	133

#### [Changes in ordinary profit]

##### Year-on-year Comparison (FY15 3Q and FY16 3Q)

(Billion yen)			
Increase in sales volume	18.8	Increase in labor cost	▲ 11.8
Cost reduction	9.5	Increase in depreciation	▲ 7.5
Positive impact of exchange rate fluctuations	7.9	Increase in raw material cost	▲ 1.2
Changes in the net amount of non-operating profit and non-operating expenses	8.2	Increase in expenses and others	▲ 5.8
Increases total	44.4	Decreases total	▲ 26.3
Total Changes in Ordinary Profit 18.1			

##### Year-on-year Comparison

##### (FY15 full year and FY16 full year forecast)

(Billion yen)			
Cost reduction	16.0	Increase in labor cost	▲ 10.0
Increase in sales volume	13.0	Increase in depreciation	▲ 8.3
Positive impact of exchange rate fluctuations	6.8	Increase in raw material cost	▲ 1.2
Changes in the net amount of non-operating profit and non-operating expenses	9.7	Increase in expenses and others	▲ 3.8
Increases total	45.5	Decreases total	▲ 23.3
Total Changes in Ordinary Profit 22.2			

### 2. Historical Financial Data

	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16 (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	2,166.6	2,230.0
Operating profit (Billion yen)	96.8	▲ 6.6	22.0	68.7	70.0	77.0	107.6	117.5	130.0
Ordinary profit (Billion yen)	126.4	14.3	31.7	73.9	80.8	86.8	138.1	170.8	193.0
Profit attributable to owners of the parent (Billion yen)	80.4	▲ 32.7	▲ 26.2	47.2	58.5	53.1	91.7	115.2	192.0
Earnings per share (Yen)	258	▲ 105	▲ 84	152	188	170	293	367	611
Cash dividends per share (Yen)	60	40	30	50	50	55	85	110	120
(Interim dividend, yen)	(28)	(30)	(10)	(25)	(25)	(25)	(35)	(50)	(60)
Consolidated payout ratio	23.3%	-	-	33.0%	26.6%	32.3%	29.0%	30.0%	19.6%
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	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)	(11,684,749)	-
Yen / US\$	114	101	93	86	79	83	100	110	120
Yen / EURO	162	143	131	113	109	107	134	139	133

### 3. Business Segment Information

(Billion yen)

		FY14	FY15 ended March 31, 2015							FY16 ending March 31, 2016							
			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	467.0	120.8	117.9	238.7	103.7	116.6	220.3	459.0	109.3	110.4	219.7	132.8	-	-	475.0	
	Engine	202.5	45.5	48.3	93.8	48.8	49.4	98.2	192.0	39.0	44.6	83.6	37.1	-	-	160.0	
	Car air-conditioning Compressor	275.7	75.0	77.6	152.6	76.9	95.1	172.0	324.6	85.7	86.3	172.0	85.2	-	-	343.0	
	Electronics parts, foundry and others	61.2	16.4	17.5	33.9	18.1	22.9	41.0	74.9	14.7	15.1	29.8	17.4	-	-	65.0	
	Net sales	1,006.6	257.8	261.4	519.2	247.5	284.0	531.5	1,050.7	248.9	256.3	505.2	272.5	-	-	1,043.0	
	(Profit ratio)	(3.5%)	(3.4%)	(3.9%)	(3.6%)	(3.5%)	(3.0%)	(3.2%)	(3.4%)	(2.5%)	(3.6%)	(3.0%)	(2.8%)	-	-	-	
	Operating profit	35.1	8.7	10.2	18.9	8.6	8.4	17.0	35.9	6.1	9.2	15.3	7.5	-	-	-	
Materials handling equipment	Net sales	809.2	215.8	217.9	433.7	244.7	246.5	491.2	924.9	245.7	254.7	500.4	270.8	-	-	1,008.0	
	(Profit ratio)	(7.2%)	(6.3%)	(8.4%)	(7.3%)	(8.5%)	(6.5%)	(7.5%)	(7.4%)	(8.2%)	(9.6%)	(8.9%)	(7.4%)	-	-	-	
	Operating profit	58.0	13.6	18.2	31.8	20.9	16.1	37.0	68.8	20.1	24.4	44.5	20.0	-	-	-	
Logistics	Net sales	95.3	23.7	24.3	48.0	24.3	25.7	50.0	98.0	24.6	25.4	50.0	26.1	-	-	89.0	
	(Profit ratio)	(5.4%)	(5.7%)	(6.0%)	(5.8%)	(6.2%)	(7.5%)	(6.9%)	(6.4%)	(5.4%)	(6.5%)	(6.0%)	(6.9%)	-	-	-	
	Operating profit	5.1	1.3	1.4	2.7	1.6	1.9	3.5	6.2	1.3	1.6	2.9	1.8	-	-	-	
Textile machinery	Net sales	73.1	17.4	15.2	32.6	14.7	20.8	35.5	68.1	14.7	16.4	31.1	18.6	-	-	66.0	
	(Profit ratio)	(7.7%)	(6.5%)	(4.4%)	(5.5%)	(4.0%)	(1.5%)	(2.5%)	(4.0%)	(1.9%)	(9.1%)	(5.7%)	(9.6%)	-	-	-	
	Operating profit	5.5	1.1	0.7	1.8	0.5	0.3	0.8	2.6	0.2	1.5	1.7	1.8	-	-	-	
Others	Net sales	23.4	6.3	6.0	12.3	6.0	6.4	12.4	24.7	6.9	6.2	13.1	6.4	-	-	24.0	
	(Profit ratio)	(14.6%)	(10.5%)	(12.5%)	(11.5%)	(19.5%)	(18.5%)	(19.0%)	(15.3%)	(17.1%)	(16.7%)	(16.9%)	(17.3%)	-	-	-	
	Operating profit	3.4	0.6	0.8	1.4	1.1	1.2	2.3	3.7	1.1	1.1	2.2	1.1	-	-	-	
Eliminations	Net sales	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	Operating profit	0.2	0.0	▲ 0.0	0.0	0.0	▲ 0.0	0.0	0.0	0.1	0.0	0.1	0.3	-	-	-	
Total	Net sales	2,007.8	521.1	524.9	1,046.0	537.2	583.4	1,120.6	2,166.6	541.0	559.2	1,100.2	594.3	-	-	2,230.0	
	(Profit ratio)	(5.4%)	(4.9%)	(5.9%)	(5.4%)	(6.1%)	(4.8%)	(5.4%)	(5.4%)	(5.4%)	(6.7%)	(6.1%)	(5.5%)	-	-	(5.8%)	
	Operating profit	107.6	25.6	31.1	56.7	32.9	27.9	60.8	117.5	29.2	37.7	66.9	32.6	-	-	130.0	

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

### 4. Sales Units: Vehicle

(Thousand units)

		FY14	FY15 ended March 31, 2014							FY16 ending March 31, 2016							
			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	
RAV4	Destination																
	Japan	1	1	0	1	0	1	1	2	0	1	1	0	-	-	2	
	Overseas	197	50	51	101	50	52	102	203	50	49	99	52	-	-	205	
	Subtotal	198	51	51	102	50	53	103	205	50	50	100	52	-	-	207	
Vitz/Yaris	Japan	87	28	23	51	14	20	34	85	18	20	38	19	-	-	76	
	Overseas	42	6	6	12	3	3	6	18	4	5	9	4	-	-	17	
	Subtotal	129	34	29	63	17	23	40	103	22	25	47	23	-	-	93	
MarkX ZiO (Japan)		1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Total		328	85	80	165	67	76	143	308	72	75	147	75	-	-	300	

## 5. Sales Units: Engine

(Thousand units)

		FY14	FY15 ended March 31, 2015							FY16 ending March 31, 2016						Full year forecast		
			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)	254	50	55	105	56	53	109	214	28	35	63	9	-	-	82		
	GD-type (2.4/2.8 Liters)	-	-	-	-	-	-	-	-	6	17	23	24	-	-	74		
	AD-type (2.2 Liters)	31	6	9	15	11	10	21	36	5	0	5	-	-	-	5		
	VD-type (4.5 Liters)	39	11	11	22	10	14	24	46	8	10	18	11	-	-	42		
	Others	59	14	14	28	16	15	31	59	16	12	28	11	-	-	52		
Subtotal		383	81	89	170	93	92	185	355	63	74	137	55	-	-	255		
Gasoline Engine	AR-type (2.5 Liters)	205	49	48	97	48	51	99	196	44	45	89	40	-	-	176		
	Others	38	4	4	8	6	3	9	17	3	6	9	4	-	-	19		
	Subtotal	243	53	52	105	54	54	108	213	47	51	98	44	-	-	195		
Total		626	134	141	275	147	146	293	568	110	125	235	99	-	-	450		
CKD Parts		126	37	43	80	33	35	68	148	38	29	67	18	-	-	110		

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

(1) By Destination

(Thousand units)

		FY14	FY15 ended March 31, 2015							FY16 ending March 31, 2016						Full year forecast		
			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		5,430	1,320	1,300	2,620	1,290	1,380	2,670	5,290	1,270	1,320	2,590	1,330	-	-	5,280		
North America		9,010	2,480	2,390	4,870	2,310	2,340	4,650	9,520	2,430	2,470	4,900	2,440	-	-	9,880		
Europe		8,330	2,070	2,210	4,280	2,050	2,330	4,380	8,660	2,180	2,160	4,340	2,140	-	-	8,690		
Others		2,710	1,150	1,300	2,450	1,350	2,050	3,400	5,850	1,510	1,540	3,050	1,670	-	-	6,650		
Total		25,480	7,020	7,200	14,220	7,000	8,100	15,100	29,320	7,390	7,490	14,880	7,580	-	-	30,500		

(2) By Type

(Thousand units)

		FY14	FY15 ended March 31, 2015							FY16 ending March 31, 2016						Full year forecast		
			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	8,250	2,160	2,150	4,310	2,010	2,190	4,200	8,510	1,940	2,070	4,010	2,060	-	-	8,200		
	Variable displacement type	15,670	4,510	4,690	9,200	4,630	5,550	10,180	19,380	5,120	5,080	10,200	5,160	-	-	20,800		
Electric Driven type		1,560	350	360	710	360	360	720	1,430	330	340	670	360	-	-	1,500		
Total		25,480	7,020	7,200	14,220	7,000	8,100	15,100	29,320	7,390	7,490	14,880	7,580	-	-	30,500		

## 7. Sales Units: Materials Handling Equipment

(Thousand units)

		FY14	FY15 ended March 31, 2015							FY16 ending March 31, 2016						Full year forecast		
			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		37	9	10	19	10	10	20	39	10	11	21	9	-	-	39		
North America		67	18	18	36	19	18	37	73	21	21	42	21	-	-	86		
Europe		59	16	13	29	20	19	39	68	21	15	36	19	-	-	75		
Others		36	11	10	21	10	11	21	42	9	10	19	10	-	-	40		
Total		199	54	51	105	59	58	117	222	61	57	118	59	-	-	240		

\* 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.