

# Forecast for the Full Fiscal Year Ending March 2012 and Outline of Consolidated Results for the First Quarter



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- 1. Forecast for Full Fiscal Year**

- 2. Results for the First Quarter**



# Assumptions of Forecast for the Fiscal Year Ending March 2012

## Indicators for March 2012

## Forecast for Full Fiscal Year

Exchange Rate  
(1US\$/1EUR)

JP¥80/JP¥110

Interest rates (p.a.)

JP¥ (Short-term)

0.35%

JP¥ (Long-term)

1.20%

US\$

0.65%

EUR

2.10%

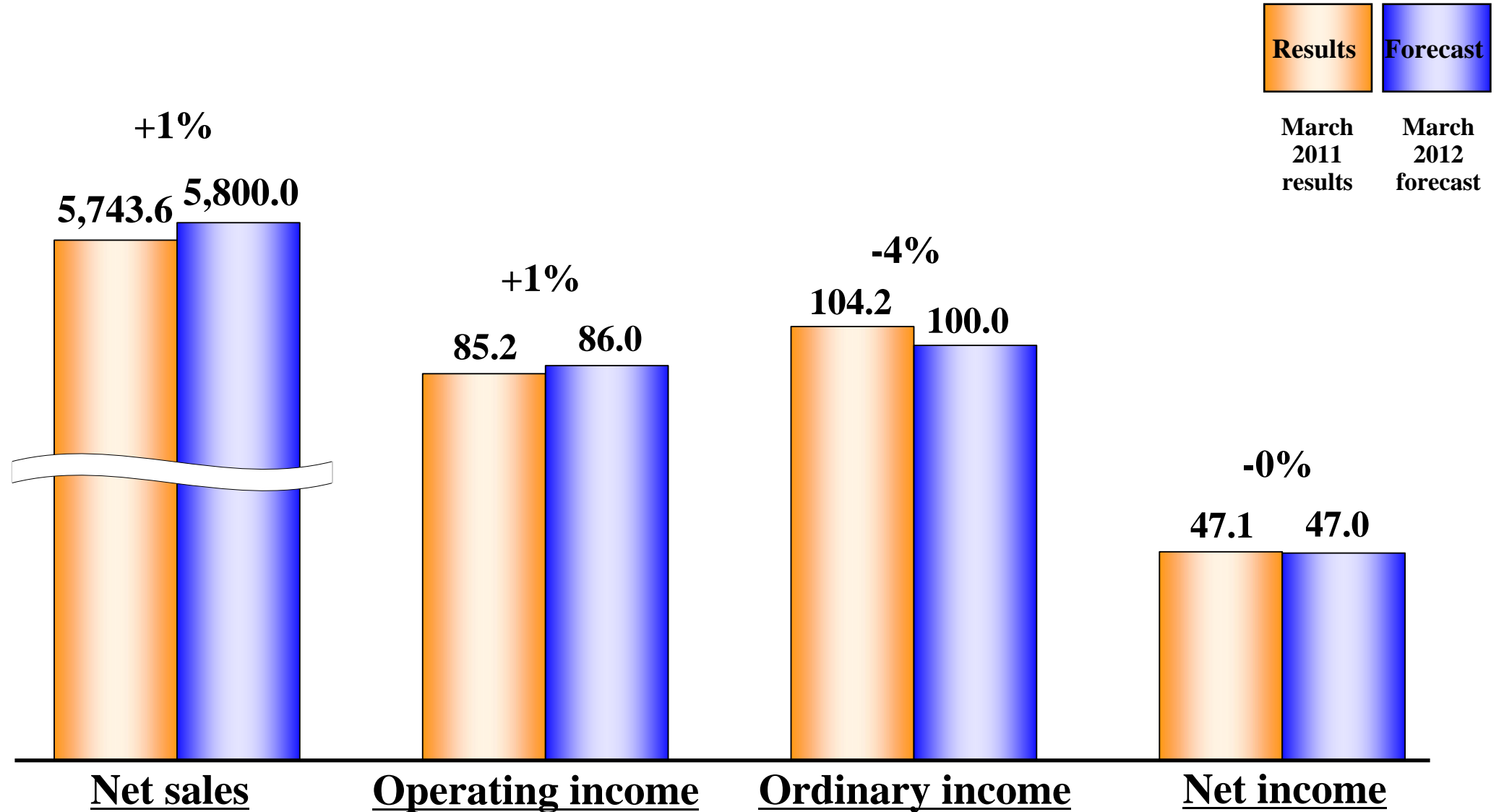
Toyota Motor's automobile  
production

7.39 million units



# Forecast for Fiscal Year Ending March 2012

(Billion yen)





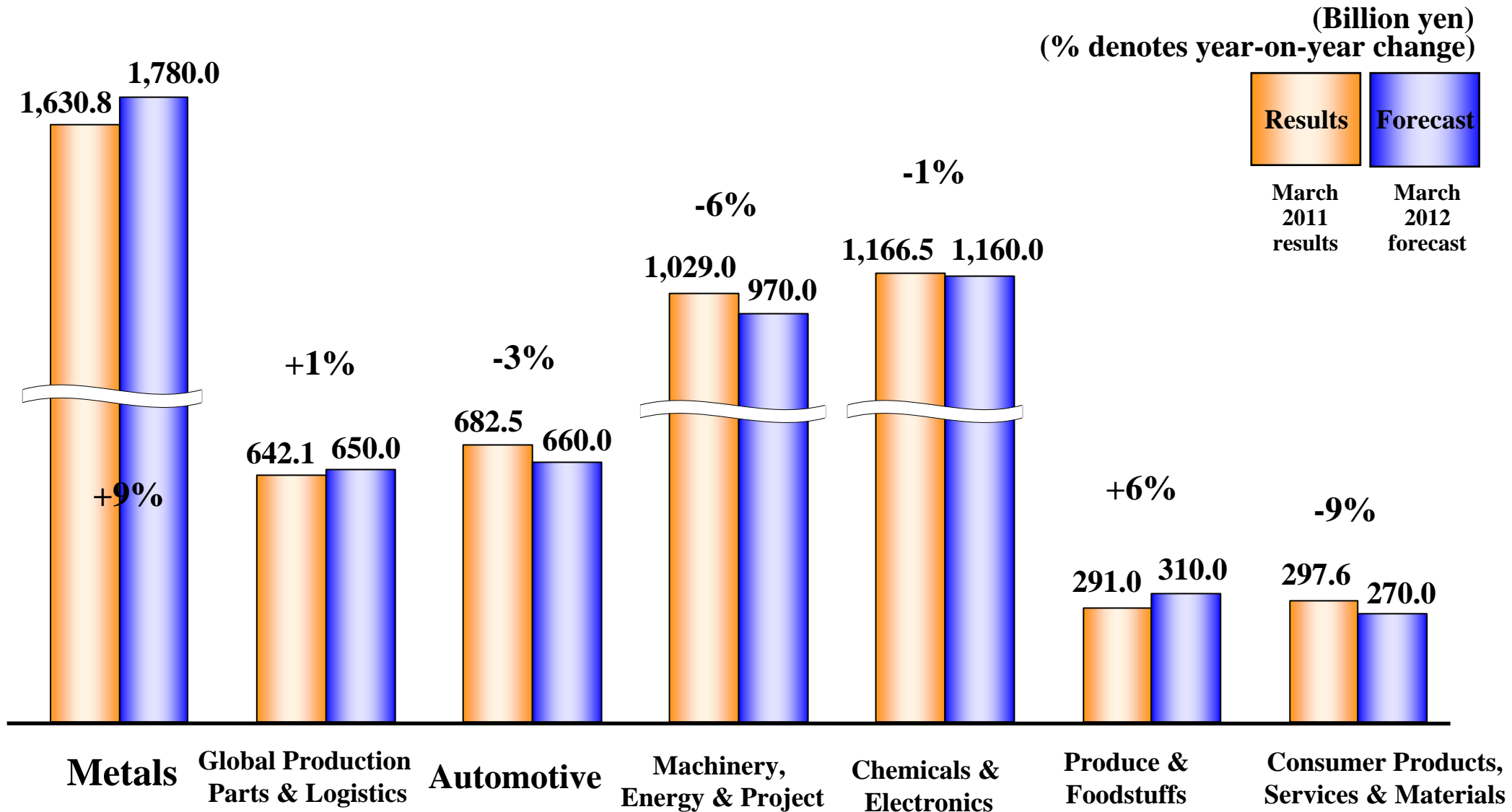
# Shareholder Returns

**Continue to target a 20% consolidated payout ratio**

	<b>March 2011</b>	<b>March 2012 (Forecast)</b>
<b>Full year</b>	<b>¥28</b>	<b>¥28</b>
<b>Consolidated payout ratio</b>	<b>20.8%</b>	<b>20.8%</b>

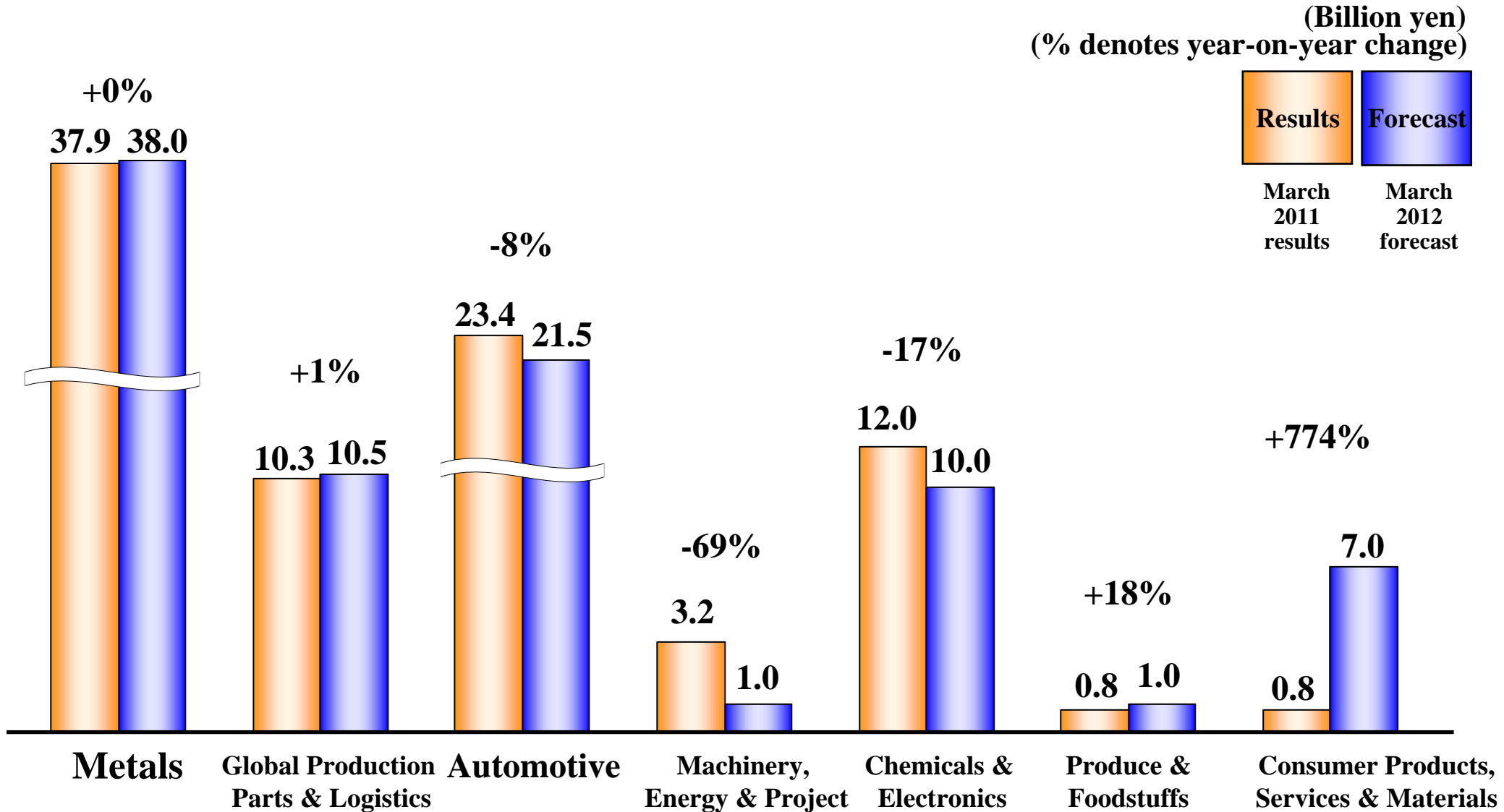


# Forecast by Product (Net Sales)





# Forecast by Product (Operating Income)



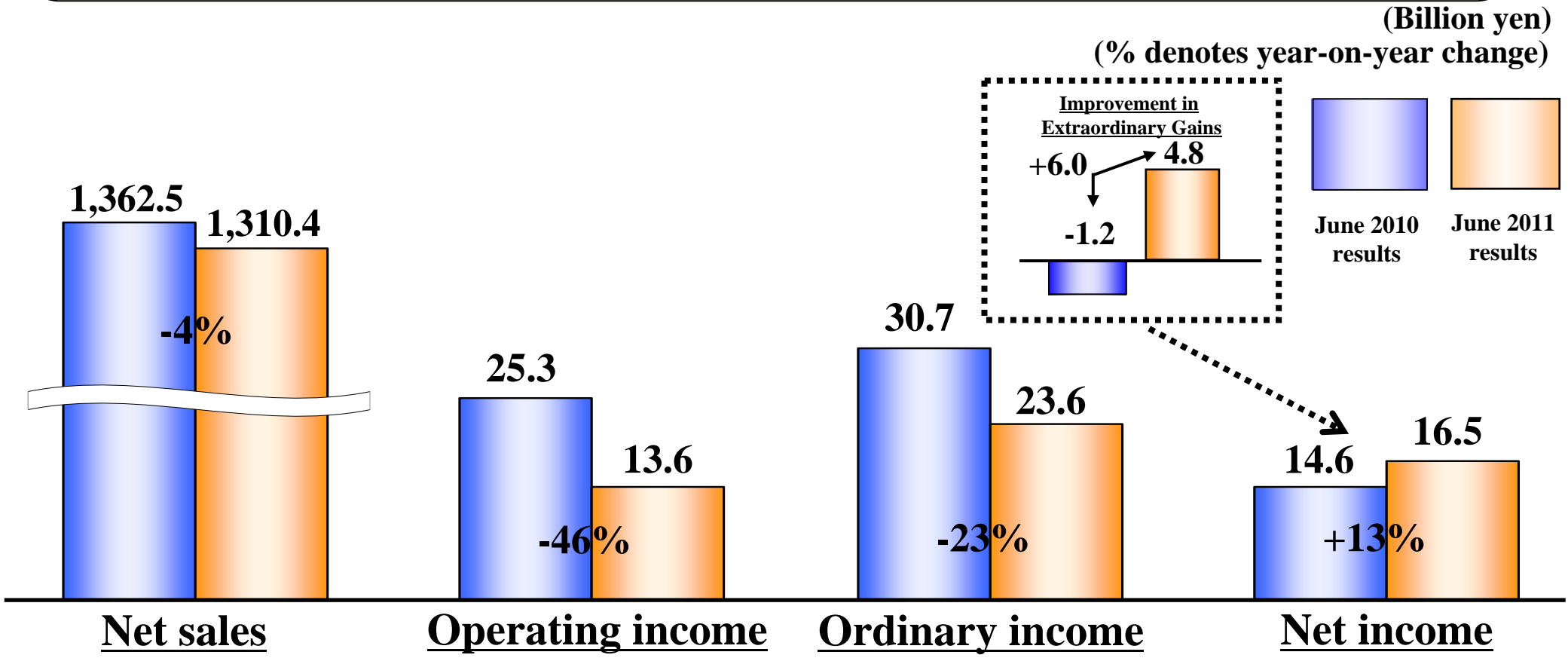


# Outline of Consolidated Results for the First Quarter of the Fiscal Year Ending March 2012

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# Outline of Consolidated Results for the First Quarter (April-June) of the Fiscal Year Ending March 2012

◆ Year-to-year decrease in net sales, increase in earnings (Q1 net sales/operating income/ordinary income: First decreases in two years; Q1 net income: Increase for second consecutive year)  
 ⇒ Net sales: Volume decreases primarily in Metals Division  
Operating income/ordinary income: Decreases due to decrease in net sales  
Net income: Increase due to positive change in extraordinary gains



# Situation of Balance Sheet

March 31, 2011

June 30, 2011

(Billion yen)

Assets	Current assets <b>1,672.9</b>	Current assets <b>1,636.7</b>
	PPE & Intangible <b>367.9</b>	PPE & Intangible <b>383.0</b>
	Investments & Other <b>395.3</b>	Investments & Other <b>385.3</b>
	<b>Total assets 2,436.2</b>	<b>Total assets 2,405.1</b>
Net Assets	<b>Net assets 667.3</b> (Net worth: 595.5)	<b>Net assets 681.1</b> (Net worth: 608.1)

**Decrease in total assets: -¥ 31.1 billion**

Cash & cash equivalents: -¥ 10.0 billion  
Trade notes & accounts receivable: -¥ 48.8 billion  
Inventories: +¥ 20.4 billion

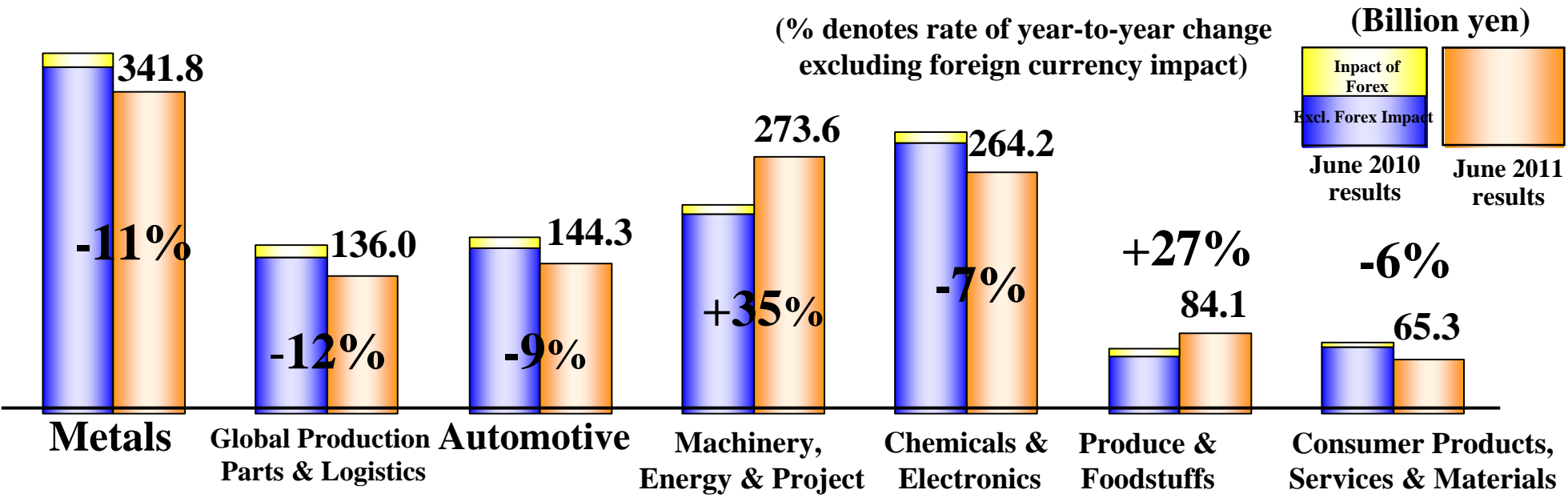
**Increase in net assets: +¥ 13.8 billion**

[Increase in Net Worth: +¥ 12.6 billion]  
Retained earnings: +¥ 8.6 billion  
Net unrealized gains on available-for-sale securities, net of taxes: +¥ 1.1 billion  
Deferred loss on future hedges: +¥ 0.8 billion  
Foreign currency translation adjustments: +¥ 2.1 billion  
[Other increases: +¥ 1.1 billion]  
Minority interests: +¥ 1.1 billion

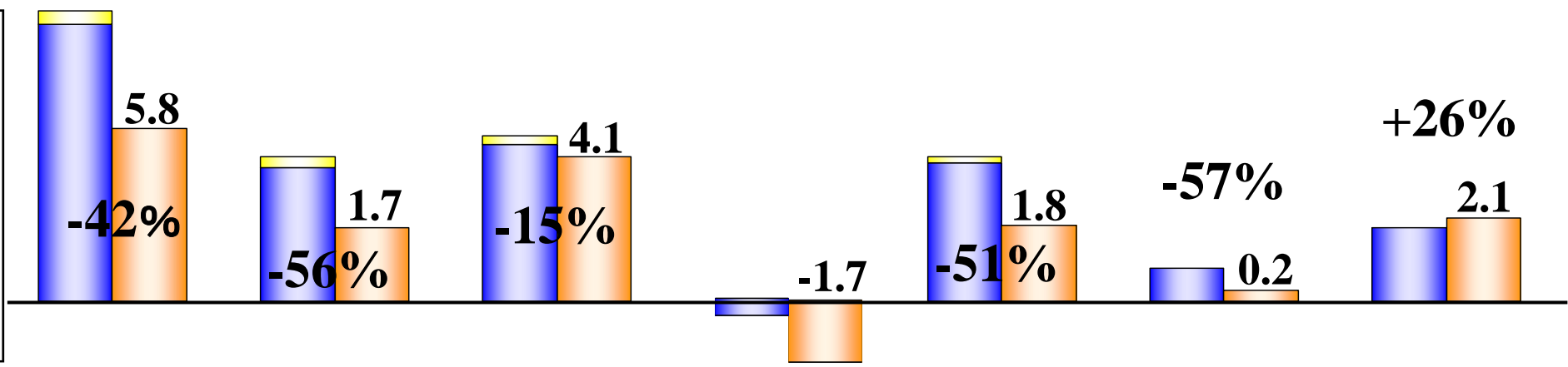


# Net Sales and Operating Income by Division (Year-on-Year Comparison)

Net sales



Operating income





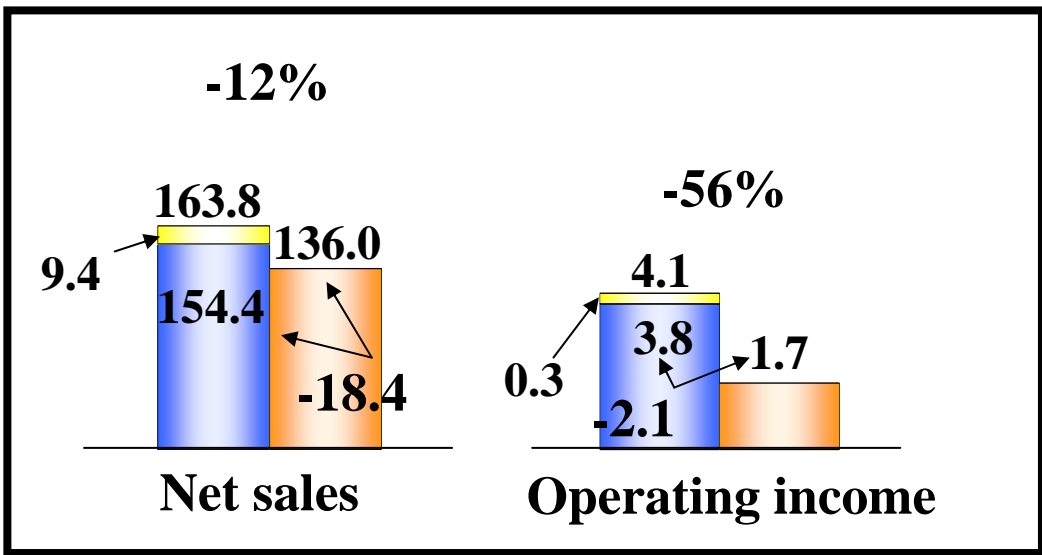
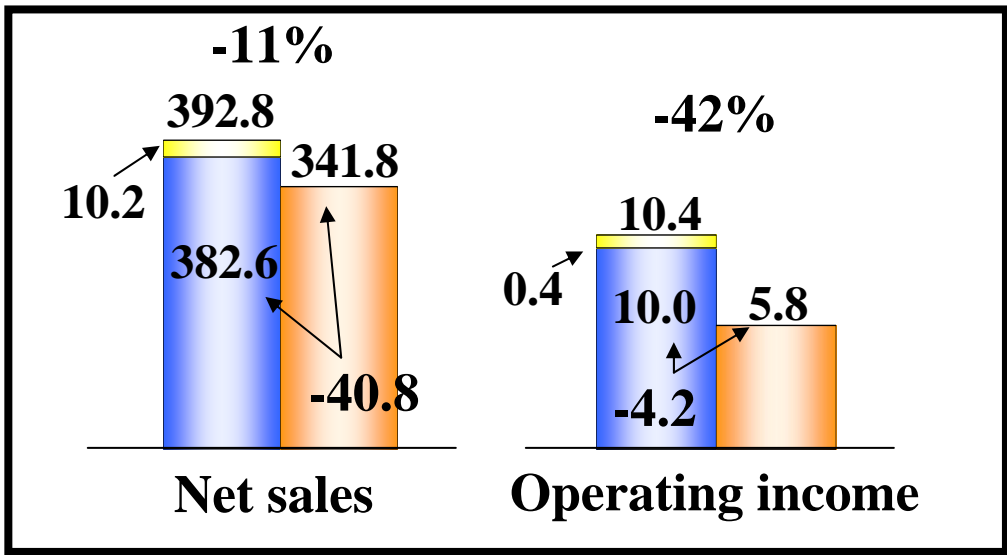
# Net Sales and Operating Income by Division

## – Metals, Global Production Parts & Logistics –

(Billion yen)

### Metals Division

### Global Production Parts & Logistics Division



**[Net sales]**

- Decrease due to lower automobile production (ca. -¥55.0 billion)
  - 〔Japan -¥40.0 billion, Overseas -¥15.0 billion〕
- Improved market conditions (ca. +¥15.0 billion)

**[Operating income]**

- Decrease due to decrease in net sales

**[Net sales]**

- Decrease in automotive parts sales volume (ca. -¥11.5 billion)
- Decrease in sales volume of logistics, etc. (ca. -¥7.0 billion)

**[Operating income]**

- Decrease mainly in automotive parts sales volume due to decrease in net sales

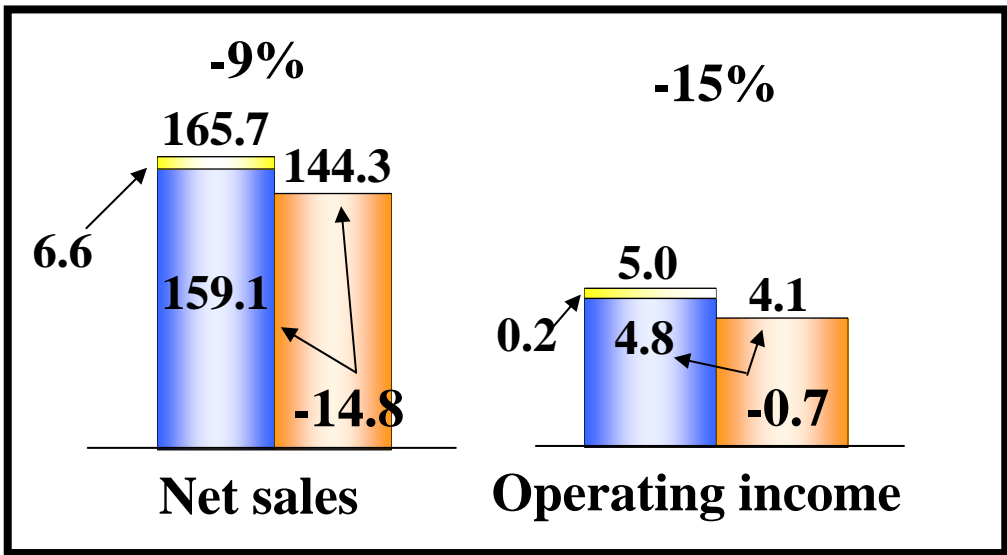


# Net Sales and Operating Income by Division

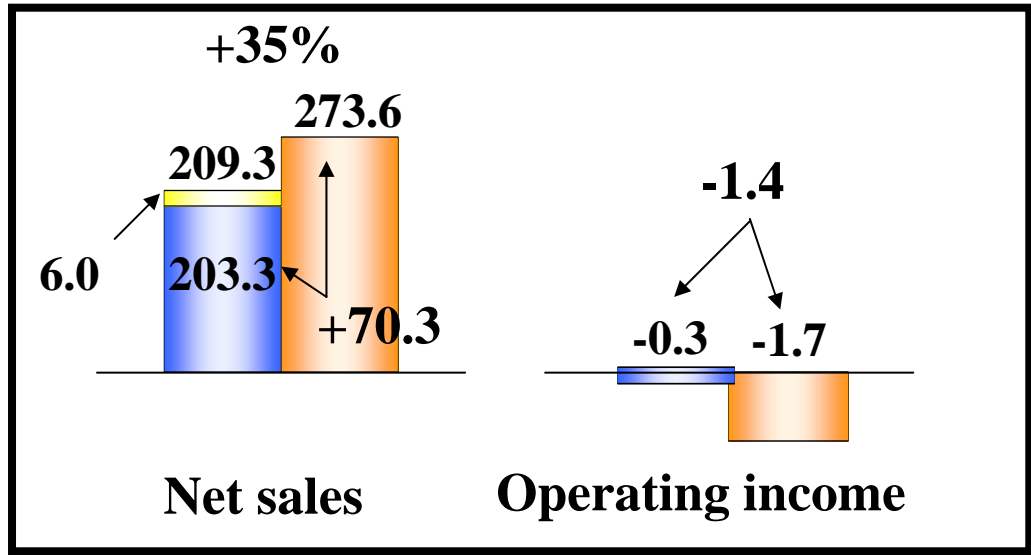
## – Automotive, Machinery, Energy & Project –

(Billion yen)

### Automotive Division



### Machinery, Energy & Project Division



#### [Net sales]



- Decrease in export volume of automobiles at parent company (ca. -¥45.0 billion)
- Increase in sales at overseas automobile distributors (ca. +¥19.0 billion)
  - Russia +¥12.0 billion, Africa +¥4.0 billion

#### [Operating income]

- Decrease due to decrease in sales at parent company

#### [Net sales]

- Increase in market prices of crude oil, etc., and sales volume (ca. +¥60.0 billion)
  - Price factor +¥38.0 billion, Volume factor +¥22.0 billion
- Increase in machinery & equipment sales volume (ca. +¥6.5 billion)
  - Automotive +¥4.0 billion, Non-automotive +¥2.5 billion

#### [Operating income]

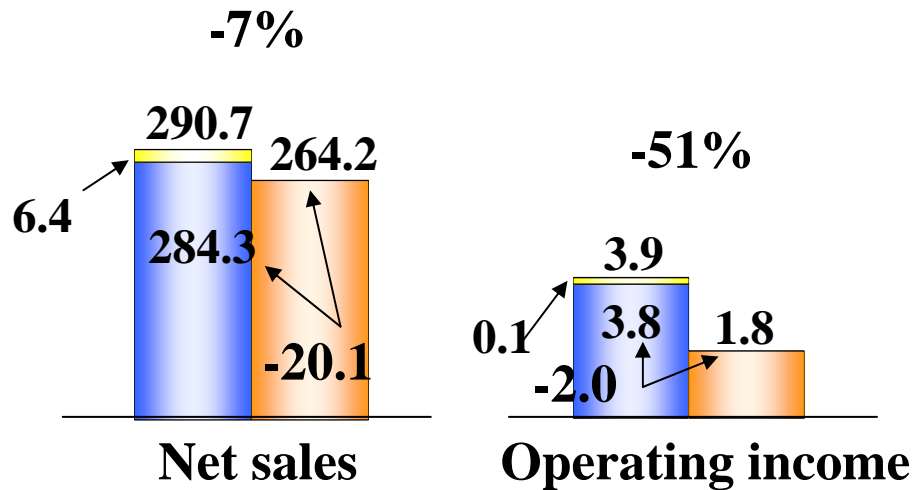
- Decrease due to decreased profitability of Australian coal project



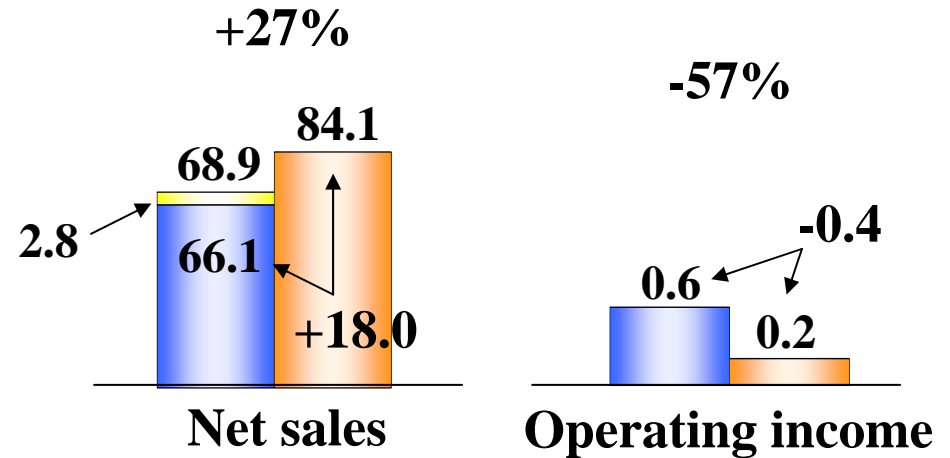
# Net Sales and Operating Income by Division

## – Chemicals & Electronics, Produce & Foodstuffs – (Billion yen)

### Chemicals & Electronics Division



### Produce & Foodstuffs Division



#### [Net sales]

- Decrease in sales volume of electronic parts (ca. -¥22.0 billion)  
[Automotive -¥4.0 billion, Non-automotive -¥18.0 billion]
- Increase in sales volume of chemical products and synthetic resins (ca. +¥2.0 billion)  
[Automotive -¥6.0 billion; Non-automotive +¥8.0 billion]

#### [Operating income]

- Decrease mainly due to decrease in sales of electronic parts

#### [Net sales]

- Increase in sales volume and market prices of feedstuff, etc.

#### [Operating income]

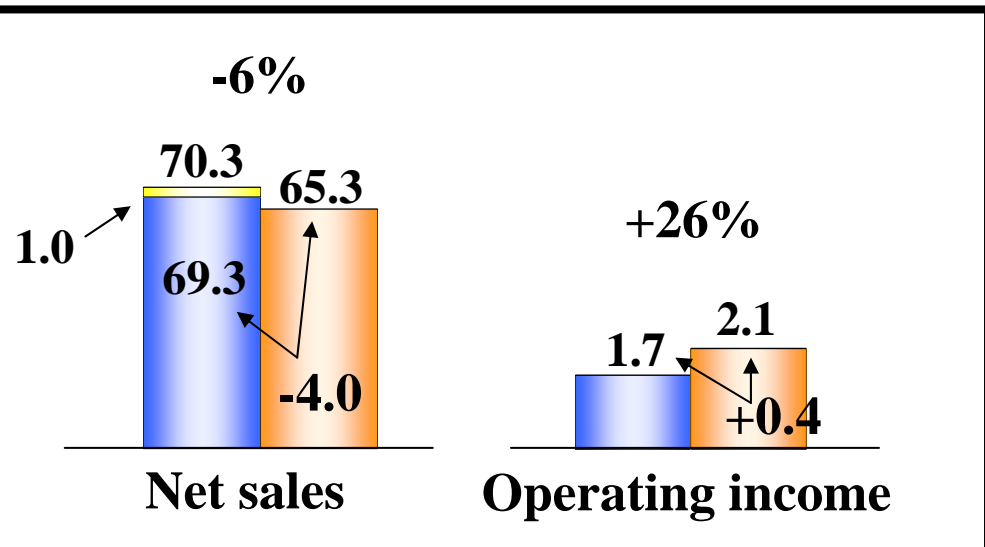
- Decrease due to higher costs associated with the earthquake, etc.



# Net Sales and Operating Income by Division – Consumer Products, Services & Materials –

(Billion yen)

## Consumer Products, Services & Materials Division



**[Net sales]**

- Decrease in sales volume of automotive interior materials, etc. (ca. -¥4.0 billion)

**[Operating income]**

- Increase mainly due to adoption of mark-to-market accounting at consolidated subsidiaries