

Business Results

During the first quarter of fiscal 2007 (the three months from April 1 to June 30, 2006), total consolidated net sales of Toyota Industries amounted to 471.6 billion yen, an increase of 131.4 billion yen, or 39%, over the same period of the previous fiscal year. The following is a review of operations for the major business segments.

Net sales of the Automobile Segment totaled 206.4 billion yen, an increase of 39.4 billion yen, or 24%, over the same period. Within this segment, net sales of the Vehicle Business amounted to 109.5 billion yen, an increase of 32.4 billion yen, or 42%. This increase was due mainly to strong sales of the RAV4, which was reintroduced into the market in November 2005 after a full model change. Net sales of the Engine Business totaled 36.8 billion yen, an increase of 6.3 billion yen, or 21%, attributable largely to an increase in sales of AD and KD diesel engines. Net sales of the Car Air-Conditioning Compressor Business totaled 52.6 billion yen, an increase of 0.4 billion yen, or 1%, as a result of solid sales in North America and Europe.

Net sales of the Materials Handling Equipment Segment totaled 221.5 billion yen, an increase of 86.2 billion yen, or 64%. Vigorous sales activities resulted in strong sales of TOYOTA- and BT-brand products. A change in the fiscal year of subsidiaries also contributed to the increase.

Net sales of the Logistics Segment amounted to 18.0 billion yen, an increase of 3.3 billion yen, or 22%, as a result of steady development in the Transportation and Logistics Solutions businesses.

Net sales of the Textile Machinery Segment totaled 13.2 billion yen, an increase of 1.7 billion yen, or 14%, owing mainly to an increase in sales of air-jet looms primarily to China and solid sales of spinning machinery.

In terms of profit, Toyota Industries' ordinary income amounted to 37.1 billion yen, an increase of 10.8 billion yen, or 41%. Although the price of raw materials and the expenses for personnel, depreciation and others increased, ordinary income rose as a result of an increase in sales in Japan and overseas, enhanced Group-wide cost-reduction efforts and an increase in dividends income. Net income amounted to 22.2 billion yen, an increase of 5.7 billion yen, or 35%.

For fiscal 2007, ending March 31, 2007, Toyota Industries forecasts consolidated net sales of 1,670.0 billion yen, operating income of 68.0 billion yen, ordinary income of 85.0 billion yen and net income of 49.0 billion yen.

Breakdown of Consolidated Net Sales

(Million yen)

	FY2007 First Quarter		FY2006 First Quarter		Increase (Decrease)	% change	FY2006	
	Amount	Component ratio	Amount	Component ratio			Amount	Component ratio
Automobile		%		%		%		%
Vehicle	109,565	23.2	77,111	22.6	32,454	42.1	372,092	24.7
Engine	36,857	7.8	30,515	9.0	6,342	20.8	132,382	8.8
Car air-conditioning compressor	52,611	11.2	52,272	15.4	339	0.6	215,983	14.3
Foundry, Electronics parts and others	7,390	1.6	7,109	2.1	281	4.0	26,337	1.8
Subtotal	206,424	43.8	167,008	49.1	39,416	23.6	746,795	49.6
Materials handling equipment	221,593	47.0	135,385	39.8	86,208	63.7	595,236	39.5
Logistics	18,011	3.8	14,782	4.3	3,229	21.8	65,145	4.3
Textile machinery	13,216	2.8	11,594	3.4	1,622	14.0	49,789	3.3
Others	12,433	2.6	11,513	3.4	920	8.0	48,988	3.3
Total	471,679	100.0	340,283	100.0	131,396	38.6	1,505,955	100.0