

Business Results

During the third quarter of fiscal 2008 (the nine months from April 1 to December 31, 2007), total consolidated net sales of Toyota Industries amounted to 1,477.3 billion yen, an increase of 85.3 billion yen, or 6%, 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 715.0 billion yen, an increase of 52.0 billion yen, or 8%, over the same period. Within this segment, net sales of the Vehicle Business amounted to 365.6 billion yen, an increase of 19.0 billion yen, or 5%, due to a Mark X ZiO production commenced in September 2007, offsetting a decrease in sales of the Vitz (Yaris overseas) and RAV4. Net sales of the Engine Business totaled 131.3 billion yen, an increase of 8.4 billion yen, or 7%, attributable largely to an increase in sales of the KD diesel engine for Toyota Motor Corporation's IMV Series. Net sales of the Car Air-Conditioning Compressor Business totaled 191.3 billion yen, an increase of 21.3 billion yen, or 13%, as a result of solid sales overseas, notably in Europe.

Net sales of the Materials Handling Equipment Segment totaled 577.3 billion yen, a decrease of 3.4 billion yen, or 1%. However, the third quarter of the previous fiscal year included twelve-month results of certain subsidiaries following a change in their fiscal year-end. Excluding its effects, net sales increased 60.3 billion yen, or 12%. With regards to lift trucks, both the TOYOTA and BT brands posted increases in total unit sales backed by the European and other markets, despite a decrease in sales in the United States.

Net sales of the Logistics Segment totaled 87.8 billion yen, an increase of 24.0 billion yen, or 38%, as a result of Wanbishi Archives Co., Ltd., which provides services of total information management, becoming a wholly owned subsidiary of Toyota Industries in May 2007.

Net sales of the Textile Machinery Segment totaled 48.7 billion yen, an increase of 6.2 billion yen, or 15%, owing mainly to continued strong sales of weaving machinery to China.

In terms of profit, Toyota Industries' ordinary income amounted to 107.3 billion yen, an increase of 17.6 billion yen, or 20%. Although the expenses for depreciation and personnel and price of raw materials increased, ordinary income rose as a result of an increase in sales in Japan and overseas, enhanced cost-reduction efforts Group-wide and an increase in dividends income. Net income amounted to 69.0 billion yen, an increase of 17.5 billion yen, or 34%, arising from the posting of proceeds from sales of investment securities as extraordinary gains.

Total assets decreased 171.0 billion yen, to 3,414.8 billion yen as a result of a decrease in market value of investment securities. Net assets amounted to 1,710.2 billion yen, a decrease of 100.2 billion yen.

For fiscal 2008, ending March 31, 2008, Toyota Industries forecasts consolidated net sales of 2,000.0 billion yen, operating income of 95.0 billion yen, ordinary income of 120.0 billion yen and net income of 70.0 billion yen.

Breakdown of Consolidated Net Sales

(Million yen)

	FY2007 Third Quarter		FY2008 Third Quarter		Increase (Decrease)	% change	FY2007	
	Amount	Component ratio	Amount	Component ratio			Amount	Component ratio
Automobile		%		%				%
Vehicle	346,628	24.9	365,690	24.8	19,062	5.5	470,286	25.0
Engine	122,999	8.8	131,386	8.9	8,387	6.8	167,407	8.9
Car air-conditioning compressor	170,032	12.2	191,357	12.9	21,325	12.5	235,478	12.6
Foundry, Electronics parts and others	23,432	1.7	26,566	1.8	3,134	13.4	31,722	1.7
Subtotal	663,093	47.6	715,001	48.4	51,908	7.8	904,893	48.2
Materials handling equipment	580,753	41.7	577,311	39.1	(3,442)	(0.6)	767,237	40.8
Logistics	63,821	4.6	87,886	5.9	24,065	37.7	89,470	4.8
Textile machinery	42,505	3.1	48,788	3.3	6,283	14.8	58,403	3.1
Others	41,861	3.0	48,372	3.3	6,511	15.6	58,392	3.1
Total	1,392,035	100.0	1,477,361	100.0	85,326	6.1	1,878,398	100.0