

# FINANCIAL RESULTS

**FY2023 First Quarter**

(April 1, 2022 through June 30, 2022)

**TOYOTA INDUSTRIES CORPORATION**

English translation from the original Japanese-language document

## **Cautionary Statement with Respect to Forward-Looking Statements**

*This report contains projections and other forward-looking statements that involve risks and uncertainties. Our use of the words "expect," "anticipate," "estimate," "forecast," "plan" and similar expressions is intended to identify such forward-looking statements. Projections and forward-looking statements are based on the current expectations and estimates of Toyota Industries Corporation and its Group companies regarding their plans, outlook, strategies and results for the future. All such projections and forward-looking statements are based on management's assumptions and beliefs derived from the information available to it at the time of producing this report and are not guarantees of future performance. Toyota Industries corporation and its Group companies undertake no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. Therefore, it is advised that you should not rely solely upon these projections and forward-looking statements in making your investment decisions. You should also be aware that certain risks and uncertainties could cause the actual results of Toyota Industries Corporation and its Group companies to differ materially from any projections or forward-looking statements discussed in this report. These risks and uncertainties include, but are not limited to, the following: 1) reliance on a small number of customers, 2) product development capabilities, 3) intellectual property rights, 4) product defects, 5) price competition, 6) reliance on suppliers of raw materials and components, 7) environmental regulations, 8) success or failure of strategic alliances with other companies, 9) exchange rate fluctuations, 10) share price fluctuations, 11) effects of disasters, power blackouts and other incidents, 12) latent risks associated with international activities and 13) retirement benefit liabilities.*

## FY2023 First Quarter Consolidated Financial Results<IFRS> (April 1, 2022 - June 30, 2022)

### TOYOTA INDUSTRIES CORPORATION

Stock exchange listings: Tokyo and Nagoya (Code number: 6201) (URL: <https://www.toyota-industries.com/> )

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The expected date of submission of the quarterly report (Japanese only): August 10, 2022

The expected date of dividends payment: —

Additional documents to supplement financial results: Yes

Quarterly IR presentation: Yes (For analysts and professional investors)

(Amounts less than one million yen are omitted)

#### 1. Financial Highlights for FY2023 First Quarter (April 1, 2022 - June 30, 2022)

##### (1) Consolidated Financial Results

(% : changes from the same period of the previous fiscal year)

	Net sales		Operating profit		Profit before income taxes		Profit	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
<b>FY2023 First Quarter</b>	<b>759,631</b>	<b>23.1</b>	<b>43,611</b>	<b>(24.1)</b>	<b>91,711</b>	<b>(9.5)</b>	<b>71,521</b>	<b>(8.6)</b>
FY2022 First Quarter	616,914	43.2	57,493	—	101,302	239.1	78,239	227.8

	Profit attributable to owners of the parent		Comprehensive income		Earnings per share—basic	Earnings per share—diluted
	Million yen	%	Million yen	%	Yen	Yen
<b>FY2023 First Quarter</b>	<b>71,623</b>	<b>(7.7)</b>	<b>4,317</b>	<b>(98.7)</b>	<b>230.69</b>	<b>230.69</b>
FY2022 First Quarter	77,598	222.4	326,690	150.4	249.93	249.93

##### (2) Consolidated Financial Position

	Total assets	Total equity	Equity attributable to owners of the parent	Ratio of equity attributable to owners of the parent to total assets
	Million yen	Million yen	Million yen	%
<b>FY2023 First Quarter</b>	<b>7,809,436</b>	<b>3,997,027</b>	<b>3,901,827</b>	<b>50.0</b>
FY2022	7,627,120	4,021,967	3,928,513	51.5

## 2. Cash Dividends

	Annual cash dividends per share				
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	FY Total
FY2022	— Yen	80.00 Yen	— Yen	90.00 Yen	170.00 Yen
<b>FY2023</b>	—	80.00	—	90.00	170.00
FY2023 (Forecast)	—	90.00	—	90.00	180.00

(Note) Changes in the forecasted cash dividends in this quarter : No

## 3. Forecasts of Consolidated Financial Results for FY2023 (April 1, 2022 - March 31, 2023)

(% : changes from the previous fiscal year)

	Net sales		Operating profit		Profit before income taxes		Profit attributable to owners of the parent		Earnings per share — basic
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
FY2023	3,100,000	14.6	170,000	6.9	250,000	1.6	185,000	2.6	595.85

(Note) Changes in the forecasts of consolidated financial results in this quarter : No

## 4. Others

- (1) Changes in major subsidiaries (specified subsidiaries that changed the scope of consolidation) : No
- (2) Changes in accounting policies and accounting estimates
  - (i) Changes in accounting policies required by IFRS : No
  - (ii) Changes other than (i) : No
  - (iii) Changes in accounting estimates : No
- (3) Issued and outstanding capital stock
  - (i) Number of shares outstanding at end of each period (including treasury stock):  
FY2023 First Quarter — 325,840,640 shares, FY2022 — 325,840,640 shares
  - (ii) Number of treasury stock outstanding at end of each period:  
FY2023 First Quarter — 15,360,902 shares, FY2022 — 15,360,786 shares
  - (iii) Average number of shares outstanding for each period (accumulated):  
FY2023 First Quarter — 310,479,746 shares, FY2022 First Quarter — 310,481,314 shares

\* These quarterly financial results are not subject to quarterly review procedure by certified public accountants or auditing firms.

\* Explanation regarding the proper use of performance forecasts and other special items

- All projections are based on the information currently available to management and certain assumptions deemed reasonable by Toyota industries, and are not guarantees of future performance. Actual results could differ from those projections due to uncertainties including economic conditions and exchange rate fluctuations.
- Our projections are based on assumed exchange rates of 130 yen to the U.S. dollar and 136 yen to the euro for FY2023.
- Please see page 3 on attached documents for details on performance forecasts in "Explanation for Forecast for FY2023".

Attached documents— Contents

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## 1. Explanation for Quarterly Financial Results

### (1) Explanation for Business Results

During the first quarter of FY2023 (the three months from April 1 to June 30, 2022), total consolidated net sales of Toyota Industries amounted to 759.6 billion yen, an increase of 142.7 billion yen, or 23%, from the same period of the previous fiscal year. The following is a review of operations for the business segments.

Net sales of the Automobile Segment totaled 210.9 billion yen, an increase of 37.8 billion yen, or 22%, from the same period of the previous fiscal year.

Within this segment, net sales of the Vehicle Business totaled 19.5 billion yen, a decrease of 4.0 billion yen, or 17%, due to decreases in sales of RAV4 both for Japan and abroad.

Net sales of the Engine Business totaled 75.3 billion yen, an increase of 29.9 billion yen, or 66%, resulting mainly from an increase in sales of GD diesel engines.

Net sales of the Car Air-Conditioning Compressor Business totaled 94.8 billion yen, an increase of 9.2 billion yen, or 11%, due mainly to the impact of exchange rate fluctuations although unit sales remained on par with the same period of the previous fiscal year.

Net sales of the Electronics Parts and Others Business totaled 21.1 billion yen, an increase of 2.7 billion yen, or 15%, attributable primarily to an increase in sales of on-board chargers.

Net sales of the Materials Handling Equipment Segment totaled 515.4 billion yen, an increase of 98.2 billion yen, or 24%. Sales of lift trucks, a mainstay product of this segment, increased primarily in North America.

Net sales of the Textile Machinery Segment totaled 21.4 billion yen, an increase of 7.9 billion yen, or 58%, attributable to an increase in sales of weaving machinery and yarn quality measurement instruments.

In terms of overall profit, despite an increase in sales, the impact of exchange rate fluctuations and further advances in cost reduction efforts throughout the Toyota Industries Group, mainly owing to an increase in raw material costs, an increase in labor costs and an increase in expenses and others, Toyota Industries posted consolidated operating profit of 43.6 billion yen, a decrease of 13.8 billion yen, or 24%, from the same period of the previous fiscal year. Profit before income taxes totaled 91.7 billion yen, a decrease of 9.6 billion yen, or 9% and profit attributable to owners of the parent totaled 71.6 billion yen, a decrease of 5.9 billion yen, or 8%.

## **(2) Explanation for Financial Condition**

Assets amounted to 7,809.4 billion yen, an increase of 182.3 billion yen from the end of the previous fiscal year, mainly due to increases in cash and cash equivalents and trade receivables and other receivables. Liabilities amounted to 3,812.4 billion yen, an increase of 207.3 billion yen from the end of the previous fiscal year, mainly owing to an increase in corporate bonds and loans. Equity amounted to 3,997.0 billion yen, a decrease of 24.9 billion yen from the end of the previous fiscal year.

## **(3) Explanation for Forecast for FY2023**

Toyota Industries forecasts consolidated net sales of 3,100.0 billion yen, operating profit of 170.0 billion yen, profit before income taxes of 250.0 billion yen and profit attributable to owners of the parent of 185.0 billion yen. Our projections are based on exchange rates of 130 yen to the U.S. dollar and 136 yen to the euro for FY2023.

## 2. Condensed Quarterly Consolidated Financial Statements and Main Notes

### (1) Condensed Quarterly Consolidated Financial Position

(Millions of yen)

	FY2022 (As of March 31, 2022)	FY2023 First Quarter (As of June 30, 2022)
<b>Assets</b>		
Current assets		
Cash and cash equivalents	247,085	373,059
Time deposits with deposit terms of over three months	328,674	282,345
Trade receivables and other receivables	1,121,491	1,242,685
Other financial assets	12,672	19,223
Inventories	433,961	509,391
Income tax receivables	28,906	27,342
Other current assets	83,034	95,732
<b>Total current assets</b>	<b>2,255,827</b>	<b>2,549,780</b>
Non-current assets		
Property, plant and equipment	1,134,074	1,194,037
Goodwill and intangible assets	395,882	424,857
Trade receivables and other receivables	2,334	1,943
Investments accounted for by the equity method	21,337	23,169
Other financial assets	3,734,978	3,532,235
Net defined benefit assets	37,408	37,975
Deferred tax assets	39,908	39,779
Other non-current assets	5,368	5,658
<b>Total non-current assets</b>	<b>5,371,292</b>	<b>5,259,656</b>
<b>Total assets</b>	<b>7,627,120</b>	<b>7,809,436</b>



(Millions of yen)

	FY2022 (As of March 31, 2022)	FY2023 First Quarter (As of June 30, 2022)
<b>Liabilities and Equity</b>		
<b>Liabilities</b>		
Current liabilities		
Trade payables and other payables	745,553	754,128
Corporate bonds and loans	468,504	649,131
Other financial liabilities	82,909	92,485
Accrued income taxes	27,281	28,004
Provisions	15,415	15,632
Other current liabilities	33,058	38,309
<b>Total current liabilities</b>	<b>1,372,721</b>	<b>1,577,691</b>
Non-current liabilities		
Corporate bonds and loans	922,011	976,732
Other financial liabilities	95,237	101,471
Net defined benefit liabilities	91,677	93,201
Provisions	11,809	12,691
Deferred tax liabilities	1,078,641	1,012,697
Other non-current liabilities	33,054	37,922
<b>Total non-current liabilities</b>	<b>2,232,430</b>	<b>2,234,717</b>
<b>Total liabilities</b>	<b>3,605,152</b>	<b>3,812,408</b>
<b>Equity</b>		
Share of equity attributable to owners of the parent		
Capital stock	80,462	80,462
Capital surplus	102,388	102,447
Retained earnings	1,514,657	1,559,188
Treasury stock	(59,339)	(59,340)
Other components of shareholders' equity	2,290,343	2,219,068
<b>Total share of equity attributable to owners of the parent</b>	<b>3,928,513</b>	<b>3,901,827</b>
Non-controlling interests	93,454	95,199
<b>Total equity</b>	<b>4,021,967</b>	<b>3,997,027</b>
<b>Total liabilities and equity</b>	<b>7,627,120</b>	<b>7,809,436</b>

**(2) Condensed Quarterly Consolidated Statement of Profit or Loss and Condensed Quarterly Consolidated Statement of Comprehensive Income**

**Condensed Quarterly Consolidated Statement of Profit or Loss**

(Millions of yen)

	FY2022 First Quarter (April 1, 2021 - June 30, 2021)	FY2023 First Quarter (April 1, 2022 - June 30, 2022)
Net sales	616,914	759,631
Cost of sales	(462,802)	(588,231)
Gross profit	154,111	171,400
Selling, general and administrative expenses	(102,851)	(134,896)
Other income	8,576	9,206
Other expenses	(2,343)	(2,098)
Operating profit	57,493	43,611
Financial income	43,575	49,657
Financial expenses	(1,682)	(2,327)
Share of profit (loss) of investments accounted for by the equity method	1,916	769
Profit before income taxes	101,302	91,711
Income taxes	(23,062)	(20,189)
<b>Profit</b>	<b>78,239</b>	<b>71,521</b>
Profit attributable to:		
Owners of the parent	77,598	71,623
Non-controlling interests	640	(101)
Earnings per share		
Earnings per share – basic (yen)	249.93	230.69
Earnings per share – diluted (yen)	249.93	230.69

## Condensed Quarterly Consolidated Statement of Comprehensive Income

(Millions of yen)

	FY2022 First Quarter (April 1, 2021 - June 30, 2021)	FY2023 First Quarter (April 1, 2022 - June 30, 2022)
<b>Profit</b>	78,239	71,521
Other comprehensive income:		
Items not to be reclassified into profit or loss		
Net changes in revaluation of FVTOCI financial assets	238,766	(149,042)
Remeasurements of defined benefit plans	124	869
Other comprehensive income of affiliates accounted for by the equity method	8	(1)
Total items not to be reclassified into profit or loss	238,899	(148,174)
Items that can be reclassified into profit or loss		
Translation adjustments of foreign operations	8,010	79,871
Cash flow hedges	1,452	68
Other comprehensive income of affiliates accounted for by the equity method	87	1,030
Total items that can be reclassified into profit or loss	9,551	80,970
Total other comprehensive income	248,450	(67,204)
<b>Comprehensive income</b>	326,690	4,317
Total comprehensive income attributable to:		
Owners of the parent	325,767	1,199
Non-controlling interests	923	3,117

### (3) Condensed Quarterly Consolidated Statement of Changes in Equity

(Millions of yen)

	Share of equity attributable to owners of the parent					
	Capital stock	Capital surplus	Retained earnings	Treasury stock	Other components of shareholders' equity	
					Net changes in revaluation of FVTOCI financial assets	Remeasurements of defined benefit plans
<b>Balance as of April 1, 2021</b>	80,462	102,307	1,369,775	(59,321)	1,779,685	—
Profit	—	—	77,598	—	—	—
Other comprehensive income	—	—	—	—	238,884	129
Total comprehensive income	—	—	77,598	—	238,884	129
Repurchase of treasury stock	—	—	—	(6)	—	—
Disposal of treasury stock	—	0	—	0	—	—
Dividends	—	—	(24,838)	—	—	—
Changes in ownership interest of subsidiaries	—	12	—	—	—	—
Changes in non-controlling interests as a result of change in scope of consolidation	—	—	—	—	—	—
Reclassified into retained earnings	—	—	132	—	(3)	(129)
Other increases (decreases)	—	—	—	—	—	—
Total transactions with owners	—	12	(24,706)	(6)	(3)	(129)
<b>Balance as of June 30, 2021</b>	80,462	102,320	1,422,668	(59,327)	2,018,567	—

<b>Balance as of April 1, 2022</b>	80,462	102,388	1,514,657	(59,339)	2,245,347	—
Profit	—	—	71,623	—	—	—
Other comprehensive income	—	—	—	—	(148,974)	849
Total comprehensive income	—	—	71,623	—	(148,974)	849
Repurchase of treasury stock	—	—	—	(0)	—	—
Disposal of treasury stock	—	—	—	—	—	—
Dividends	—	—	(27,943)	—	—	—
Changes in ownership interest of subsidiaries	—	58	—	—	—	—
Changes in non-controlling interests as a result of change in scope of consolidation	—	—	—	—	—	—
Reclassified into retained earnings	—	—	851	—	(1)	(849)
Other increases (decreases)	—	—	—	—	—	—
Total transactions with owners	—	58	(27,092)	(0)	(1)	(849)
<b>Balance as of June 30, 2022</b>	80,462	102,447	1,559,188	(59,340)	2,096,371	—

(Millions of yen)

	Share of equity attributable to owners of the parent				Non-controlling interests	Total equity
	Other components of shareholders' equity			Total		
	Translation adjustments of foreign operations	Cash flow hedges	Total			
<b>Balance as of April 1, 2021</b>	(39,082)	2,211	1,742,814	3,236,038	86,511	3,322,550
Profit	—	—	—	77,598	640	78,239
Other comprehensive income	7,701	1,452	248,168	248,168	282	248,450
Total comprehensive income	7,701	1,452	248,168	325,767	923	326,690
Repurchase of treasury stock	—	—	—	(6)	—	(6)
Disposal of treasury stock	—	—	—	0	—	0
Dividends	—	—	—	(24,838)	(805)	(25,643)
Changes in ownership interest of subsidiaries	—	—	—	12	0	13
Changes in non-controlling interests as a result of change in scope of consolidation	—	—	—	—	—	—
Reclassified into retained earnings	—	—	(132)	—	—	—
Other increases (decreases)	—	—	—	—	—	—
Total transactions with owners	—	—	(132)	(24,832)	(804)	(25,636)
<b>Balance as of June 30, 2021</b>	<b>(31,380)</b>	<b>3,664</b>	<b>1,990,850</b>	<b>3,536,974</b>	<b>86,629</b>	<b>3,623,603</b>

<b>Balance as of April 1, 2022</b>	41,657	3,338	2,290,343	3,928,513	93,454	4,021,967
Profit	—	—	—	71,623	(101)	71,521
Other comprehensive income	77,632	68	(70,423)	(70,423)	3,218	(67,204)
Total comprehensive income	77,632	68	(70,423)	1,199	3,117	4,317
Repurchase of treasury stock	—	—	—	(0)	—	(0)
Disposal of treasury stock	—	—	—	—	—	—
Dividends	—	—	—	(27,943)	(801)	(28,744)
Changes in ownership interest of subsidiaries	—	—	—	58	(570)	(511)
Changes in non-controlling interests as a result of change in scope of consolidation	—	—	—	—	—	—
Reclassified into retained earnings	—	—	(851)	—	—	—
Other increases (decreases)	—	—	—	—	—	—
Total transactions with owners	—	—	(851)	(27,885)	(1,371)	(29,257)
<b>Balance as of June 30, 2022</b>	<b>119,290</b>	<b>3,407</b>	<b>2,219,068</b>	<b>3,901,827</b>	<b>95,199</b>	<b>3,997,027</b>

**(4) Note on Condensed Quarterly Consolidated Financial Statements**

(Note on Premise of Going Concern) : No

(Note on Significant Changes in the Amount of Shareholders' Equity)

During the first quarter of FY2023, Toyota Industries paid dividends of 27,943 million yen from retained earnings.

## (Segment Information)

FY2022 First Quarter (April 1, 2021 - June 30, 2021)

(Millions of yen)

	Automobile	Materials Handling Equipment	Textile Machinery	Others	Total	Adjustments	Consolidated	
Sales								
Outside customer sales	173,100	417,235	13,514	13,064	616,914	—	616,914	
Inter-segment sales and transfers	6,632	83	73	6,331	13,120	(13,120)	—	
Total	179,733	417,318	13,587	19,396	630,035	(13,120)	616,914	
Segment profit (loss)	9,743	44,923	1,037	1,810	57,514	(21)	57,493	
Financial income								43,575
Financial expenses								(1,682)
Share of profit (loss) of investments accounted for by the equity method								1,916
Profit before income taxes								101,302

- (Notes)
- "Others" represents businesses not included in the reporting segments.
  - Breakdown of adjustments  
(21) million yen included in "Adjustments" for "Segment profit (loss)" is inter-segment transactions.
  - "Segment profit (loss)" reconciles to operating profit disclosed in the condensed quarterly consolidated statement of profit or loss.

FY2023 First Quarter (April 1, 2022 - June 30, 2022)

(Millions of yen)

	Automobile	Materials Handling Equipment	Textile Machinery	Others	Total	Adjustments	Consolidated	
Sales								
Outside customer sales	210,941	515,453	21,419	11,817	759,631	—	759,631	
Inter-segment sales and transfers	8,791	60	68	7,622	16,543	(16,543)	—	
Total	219,733	515,513	21,488	19,439	776,175	(16,543)	759,631	
Segment profit (loss)	5,514	33,994	3,022	1,080	43,612	(1)	43,611	
Financial income								49,657
Financial expenses								(2,327)
Share of profit (loss) of investments accounted for by the equity method								769
Profit before income taxes								91,711

- (Notes)
- "Others" represents businesses not included in the reporting segments.
  - Breakdown of adjustments  
(1) million yen included in "Adjustments" for "Segment profit (loss)" is inter-segment transactions.
  - "Segment profit (loss)" reconciles to operating profit disclosed in the condensed quarterly consolidated statement of profit or loss.