

3Q Financial Results

FY2026

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Point

3Q performance

Profits decreased year on year due to engine certification–related costs and the impact of U.S. tariffs.

Full-year forecast

Each business is generally progressing as planned, and the full-year forecast has been left unchanged.

FY2026 3Q Performance

【Billions of yen】

	FY2025 3Q	FY2026 3Q	Change amount	Change %
Net sales	3,027.7	3,166.8	+ 144.1	+ 4.8%
Operating profit	180.9	85.9	(95.0)	(52.5%)
Profit before income taxes	312.6	224.0	(88.6)	(28.3%)
Profit attributable to owners of the parent	248.3	186.9	(61.4)	(24.7%)

Exchange rate

US \$	¥153	¥149	(¥4)	-
Euro	¥165	¥172	+ ¥7	-

Profits decreased year on year due to engine certification–related costs and the impact of U.S. tariffs.

FY2026 3Q Segment Information - Automobile

【Billions of yen】

			FY2025 3Q	FY2026 3Q	Change amount	Change %	
Automobile	Vehicle	Sales units [k]	254	213	(41)	(16.1%)	
		Net sales	78.0	78.9	+ 0.9	+ 1.2%	
	Engine	Sales units [k]	760	750	(10)	(1.3%)	
		Net sales	254.9	263.8	+ 8.9	+ 3.5%	
	Car Air-conditioning Compressor	Sales units [k]	23,232	22,386	(846)	(3.6%)	
		Net sales	358.4	346.2	(12.2)	(3.4%)	
	Electronic parts and others	Net sales	167.4	178.4	+ 11.0	+ 6.6%	
	Automobile		Net sales	858.9	867.4	+ 8.5	+ 1.0%
			Operating Profit	39.6	1.9	(37.7)	(95.2%)

【Vehicle】 Although there was a temporary decrease in unit sales due to the full model change of the Toyota RAV4, net sales increased slightly as a result of parts sales increase.

【Engine】 Although sales unit decreased, net sales increased due to product mix difference.

【Car Air-conditioning Compressor 】 Net sales decreased due to declines across regions, mainly in China and Europe.

FY2026 3Q Segment Information - Materials Handling Equipment and others

【Billions of yen】

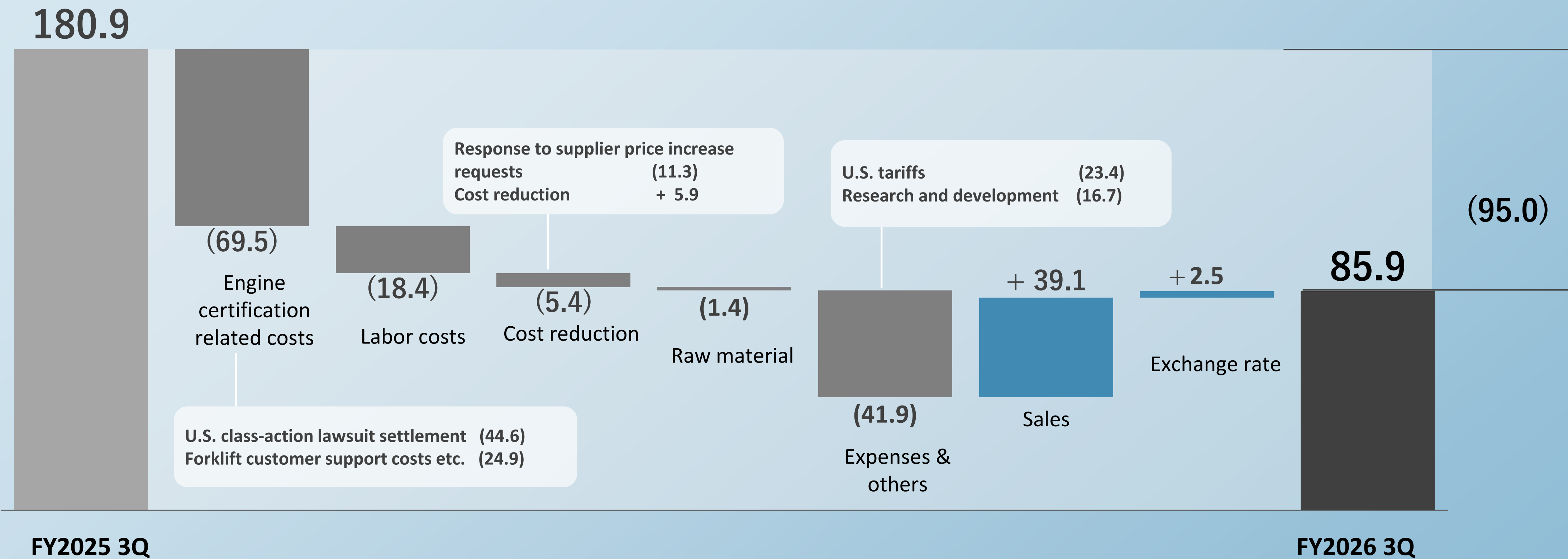
		FY2025 3Q	FY2026 3Q	Change amount	Change %
Materials Handling Equipment	Sales units [k]	213	210	(3)	(1.6%)
	Net sales	2,061.2	2,198.3	+ 137.1	+ 6.7%
	Operating Profit	135.2	79.4	(55.8)	(41.2%)
Textile Machinery	Net sales	59.6	56.1	(3.5)	(5.9%)
	Operating Profit	1.0	(0.7)	(1.7)	-
Others	Net sales	42.9	44.9	+ 2.0	+ 4.7%
	Operating Profit	5.2	5.4	+0.2	+4.6%
Total	Net sales	3,022.7	3,166.8	+ 144.1	+ 4.8%
	Operating Profit	180.9	85.9	(95.0)	(52.5%)

【Materials Handling Equipment】 Although core forklift sales declined in China and North America, net sales increased due to revenue growth in the logistics solutions business.

【Textile Machinery】 Net sales decreased mainly due to a decline in spinning machinery.

Changes in Operating Profit from FY2025 3Q to FY2026 3Q

【Billions of yen】



Profits decreased year on year due to engine certification–related costs and the impact of U.S. tariffs.

FY2026 3Q Investments in tangible assets and Depreciation

【Billions of yen】

	FY2025 3Q	FY2026 3Q	Change amount	Change %
Investments in tangible assets*	138.4	142.0	+3.6	+2.6%
Depreciation*	84.2	89.3	+ 5.1	+ 6.0%

* Investments in tangible assets and depreciation apply to property, plant and equipment.
They do not include material handling equipment leased under operating leases.

Depreciation expenses increased overall due to increases in materials handling equipment as well as electronic parts and others businesses.

FY2026 3Q Assets, Equity and others

【Billions of yen】

	As of March 31, 2025	As of December 31, 2025	Change amount	Change %
Total assets	9,403.4	11,221.1	+ 1,817.7	+ 19.3%
Total equity	5,015.2	6,172.1	+ 1,156.9	+ 23.1%
Ratio of equity attributable to owners of the parent	52.2%	54.3%	-	-
Consolidated subsidiaries	281	290	+ 9	-

FY2026 Forecast

【Billions of yen】

	FY2025	FY2026 Forecast	Change amount	Change %
Net sales	4,084.9	4,000.0	(84.9)	(2.1%)
Operating profit	221.6	100.0	(121.6)	(54.9%)
Profit before income taxes	351.4	230.0	(121.4)	(34.6%)
Profit attributable to owners of the parent	262.3	190.0	(72.3)	(27.6%)

Exchange rate (October 2025 - March 2026)

US \$	¥153	¥145	(¥8)	-
Euro	¥164	¥175	+ ¥11	-

FY2026 Forecast Segment Information - Automobile

【Billions of yen】

			FY2025	FY2026 Forecast	Change amount	Change %
	Vehicle	Sales units [k]	333	284	(49)	(14.8%)
		Net sales	102.5	86.0	(16.5)	(16.1%)
	Engine	Sales units [k]	1,026	1,029	+ 3	+ 0.3%
		Net sales	346.1	345.0	(1.1)	(0.3%)
	Car Air-conditioning Compressor	Sales units [k]	30,929	30,000	(929)	(3.0%)
		Net sales	480.9	460.0	(20.9)	(4.4%)
	Electronic parts and others	Net sales	230.7	250.0	+ 19.3	+ 8.4%
	Automobile	Net sales	1,160.2	1,141.0	(19.2)	(1.7%)

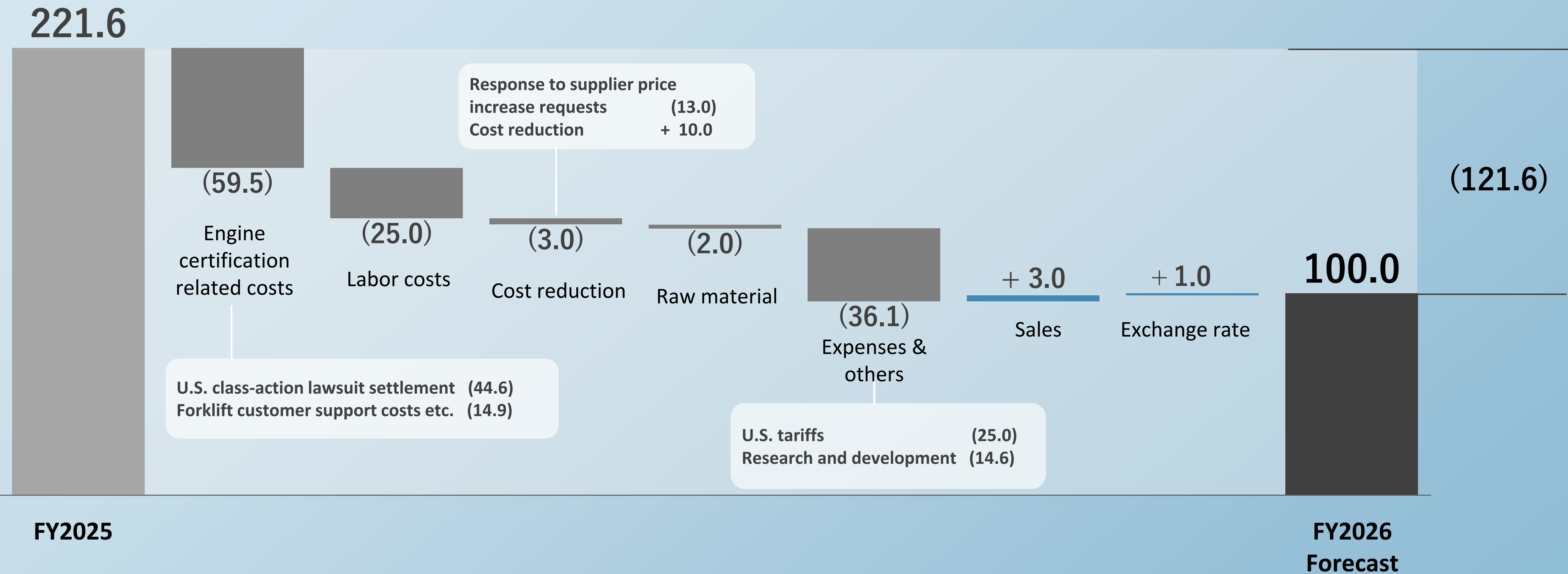
FY2026 Forecast Segment Information - Materials Handling Equipment and Others

【Billions of yen】

		FY2025	FY2026 Forecast	Change amount	Change %
Materials Handling Equipment	Sales units [k]	288	279	(9)	(3.0%)
	Net sales	2,786.3	2,726.0	(60.3)	(2.2%)
Textile Machinery	Net sales	79.9	79.0	(0.9)	(1.2%)
Others	Net sales	58.4	54.0	(4.4)	(7.6%)
Total	Net sales	4,084.9	4,000.0	(84.9)	(2.1%)
	Operating Profit	221.6	100.0	(121.6)	(54.9%)

Changes in Operating Profit from FY2025 to FY2026 Forecast

【Billions of yen】



FY2026 Forecast Investments in tangible assets and Depreciation

【Billions of yen】

	FY2025	FY2026 Forecast	Change amount	Change %
Investments in tangible assets*	199.8	220.0	+ 20.2	+ 10.1%
Depreciation*	114.1	120.0	+ 5.9	+ 5.2%

* Investments in tangible assets and depreciation apply to property, plant and equipment.
They do not include material handling equipment leased under operating leases.

Cautionary Statement with Respect to Forward-Looking Statements

This presentation contains projections of business results as well as statements regarding business plans, forecasts, strategies, and other forward-looking statements that are not to be taken as historical fact. Projections and forward-looking statements are based on the current expectations and estimates of Toyota Industries and its Group companies. 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. You should also be aware that certain risks and uncertainties could cause the actual results of Toyota Industries and its Group companies to differ materially from any projections or forward-looking statements appearing in this report. These risks and uncertainties include, but are not limited to, the following: 1) economic trends, 2) various competitive pressures, 3) changes in relevant laws and regulations, and 4) fluctuations in exchange rates.



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