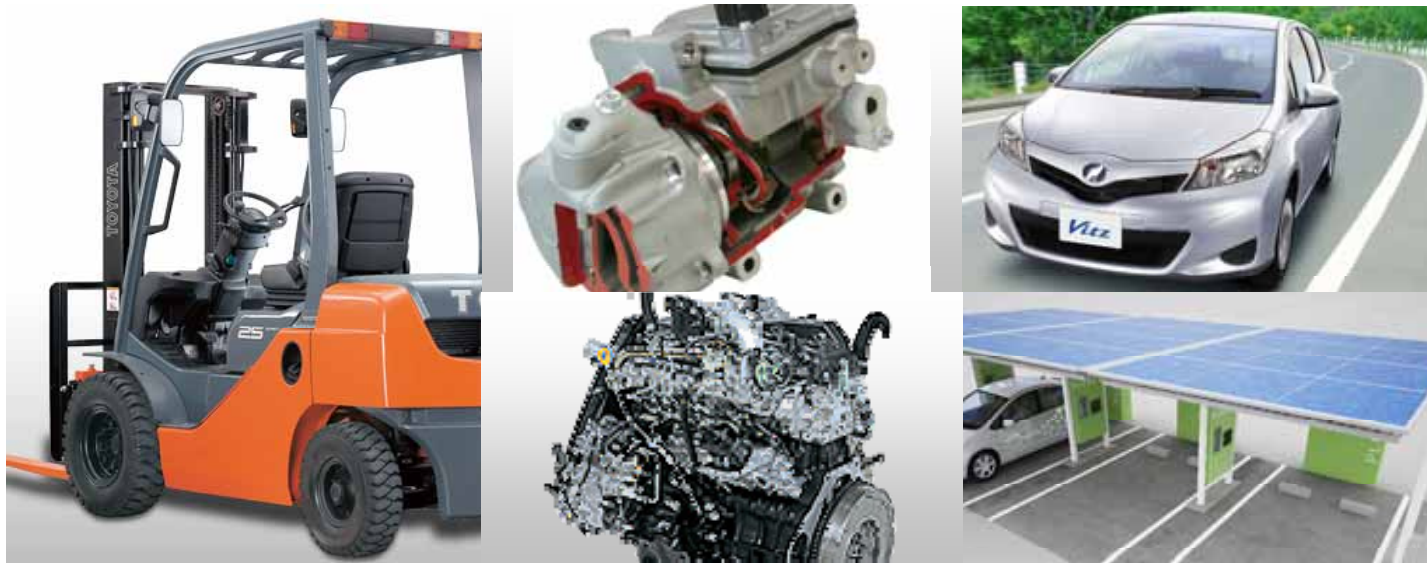


FY2011 Financial Results



April 28, 2011



TOYOTA INDUSTRIES CORPORATION

Toyota Industries expresses its deepest condolences to all those who lost their lives in the Great East Japan Earthquake and its aftermath, as well as its sympathy to the people who continue to suffer its aftereffects. With hopes for the earliest possible relief and recovery, we will continue to provide our utmost support for the recovery of affected areas.

Toyota Industries Corporation

Performance

(Billion yen)

	FY2010	FY2011	Change	
Net sales	1,377.7	1,479.8	102.1	7.4%
Operating income	22.0	68.7	46.7	212.7%
Ordinary income	31.7	73.9	42.2	132.7%
Net income	26.2	47.2	73.4	-

Continue to strengthen our corporate structure while maintaining streamlined structure

Continue emergency profit improvement activities (since FY2009)

1. Sharp reduction of fixed costs

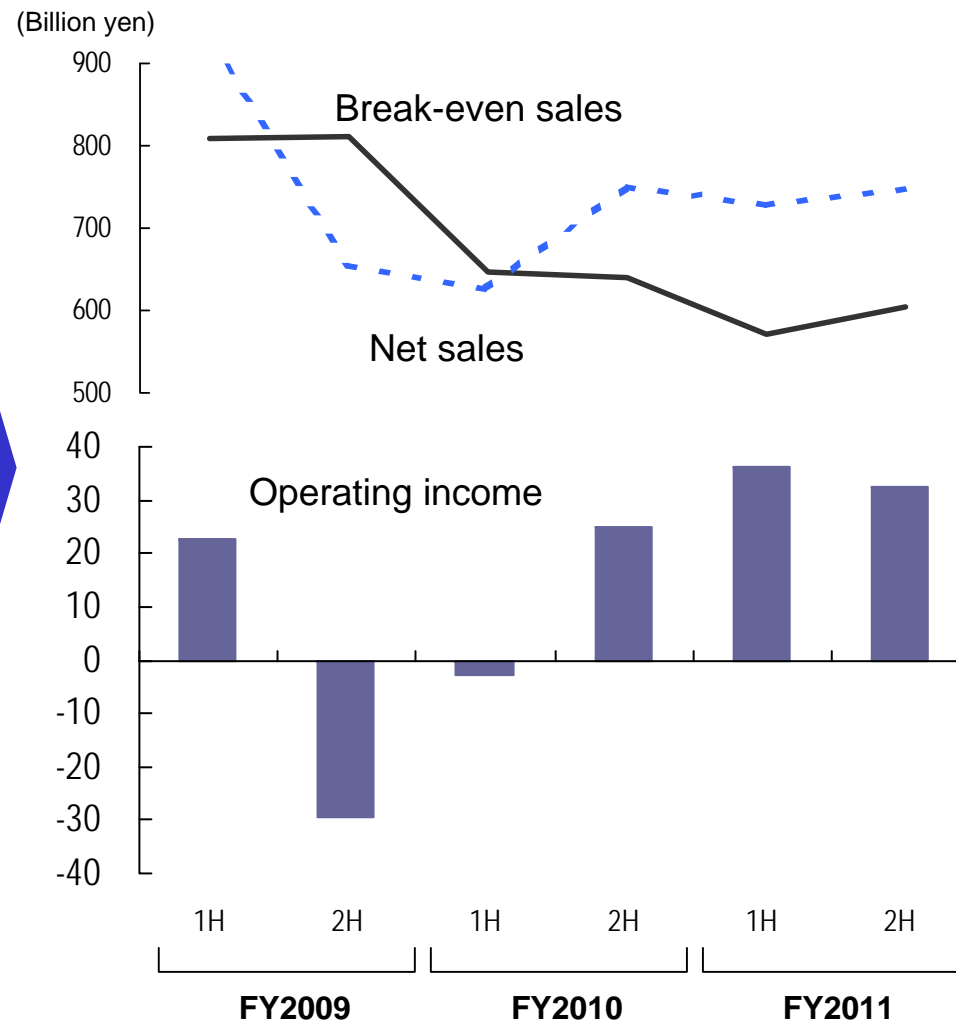
- Worldwide workforce adjustment
- Restructuring of production bases
- Reduction of capital expenditures
- Drastic cost reductions

2. Accounting treatments of impairment loss on fixed assets

- FY2009: Car air-conditioning compressor division etc
- FY2010: Materials handling equipment division

3. Keeping and improving break-even point

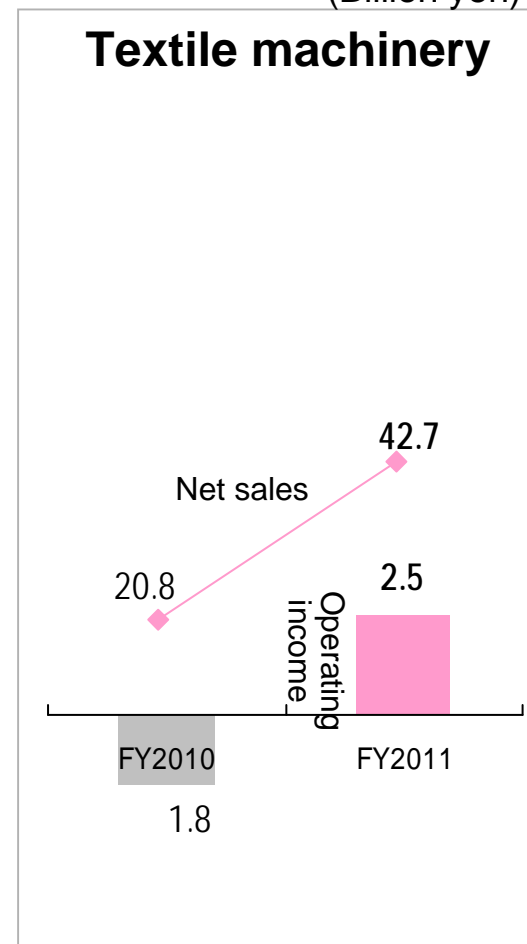
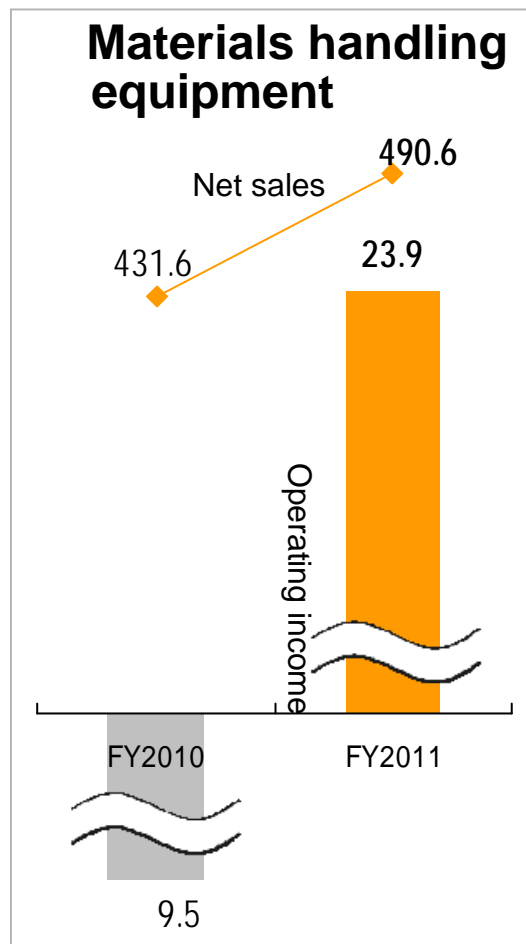
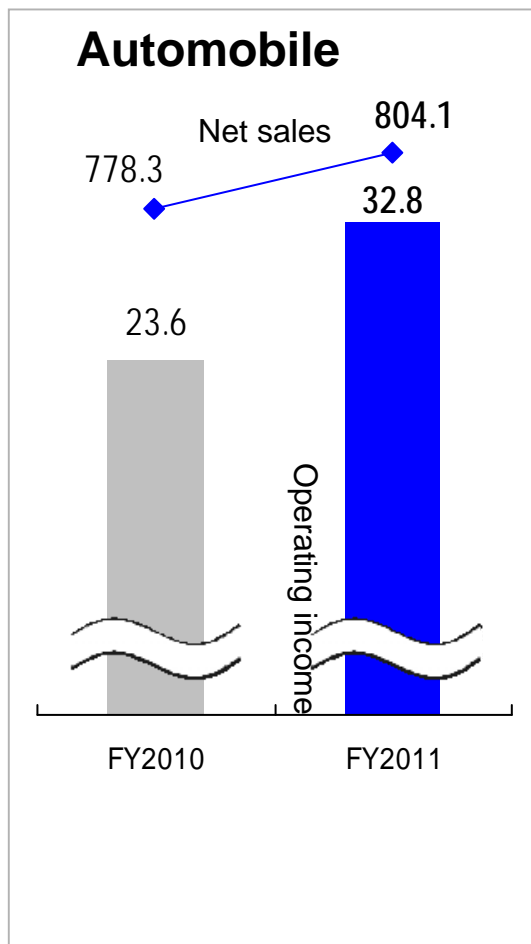
- Strengthening fixed cost management
- Strengthening variable cost management by downsizing basic unit etc



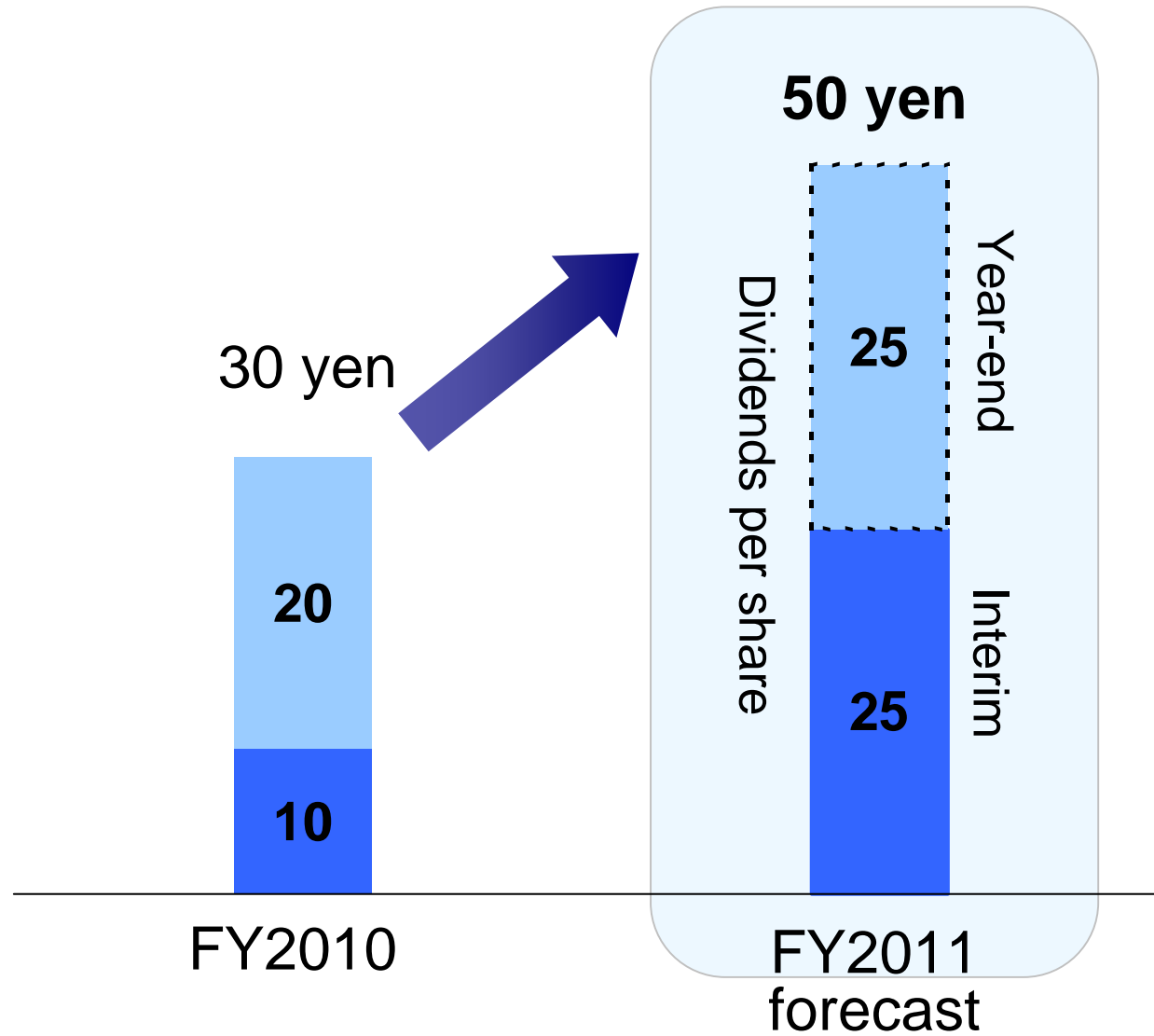
Improvement of Business Performance in Each Segment

Improvement of business performance in each segment by increasing in sales while maintaining streamlined structure

(Billion yen)



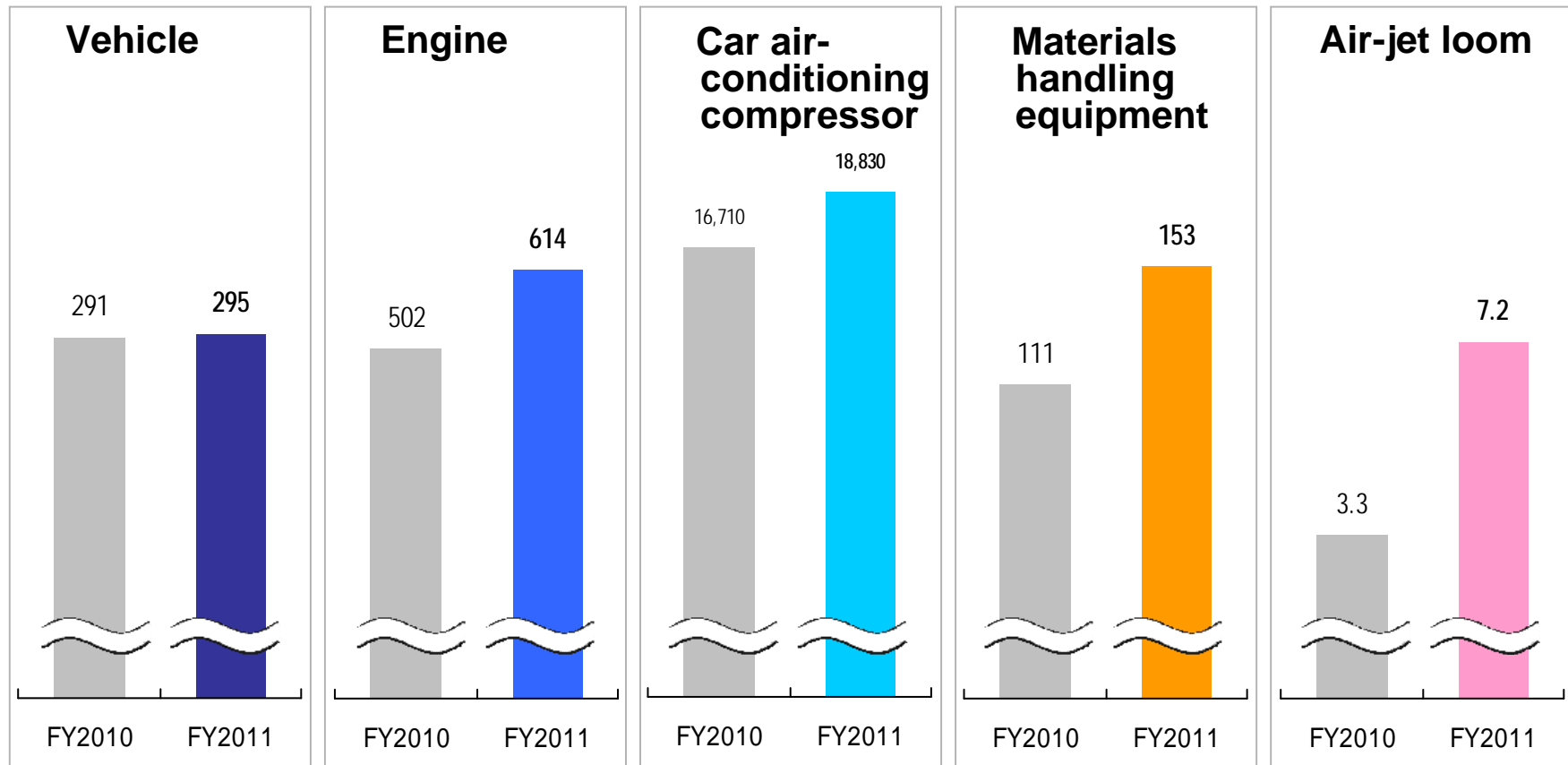
Dividends



Sales Units by Segment

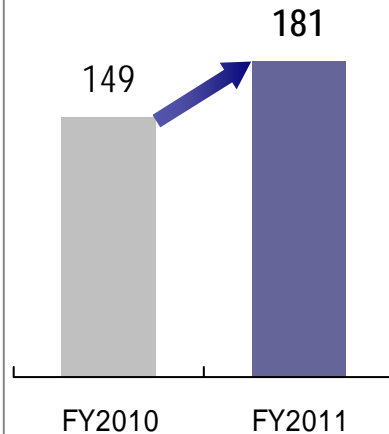
Increase of sales units in all segments by seizing market's recovery

(Thousand units)



Sales Units of Vehicle

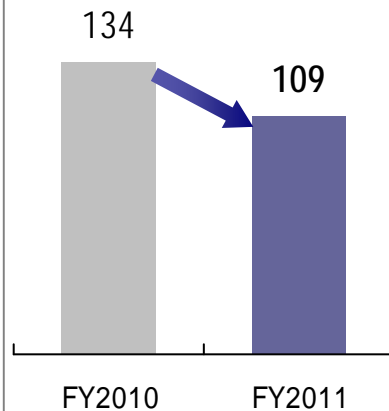
Vitz (Yaris)



- Stable increase in sales units for Japanese market by sales support such as “Eco-car Subsidy”
- Full model change in Dec. 2010 (initially for Japanese market)



RAV4

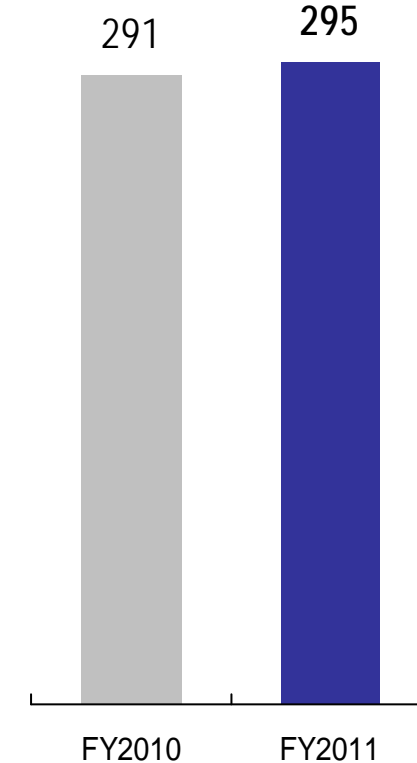


- Decrease in sales units due to inception of 2-shift production at Toyota Motor Manufacturing Canada



(Thousand units)

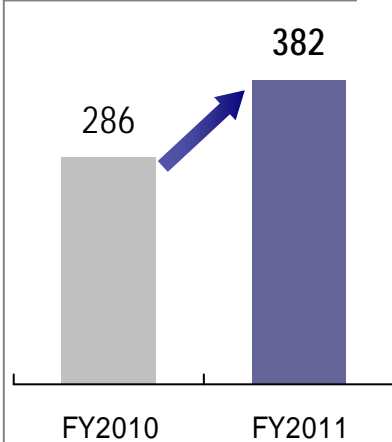
Total



Sales Units of Engine

(Thousand units)

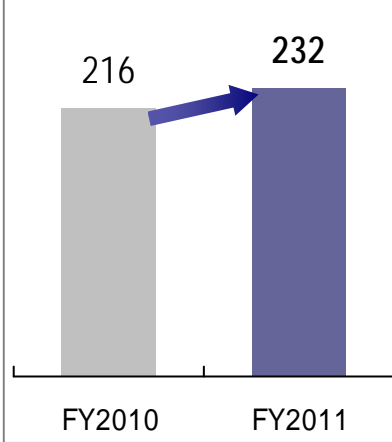
Diesel



- Increase in units of KD-type by strong sales of IMV in Asian countries



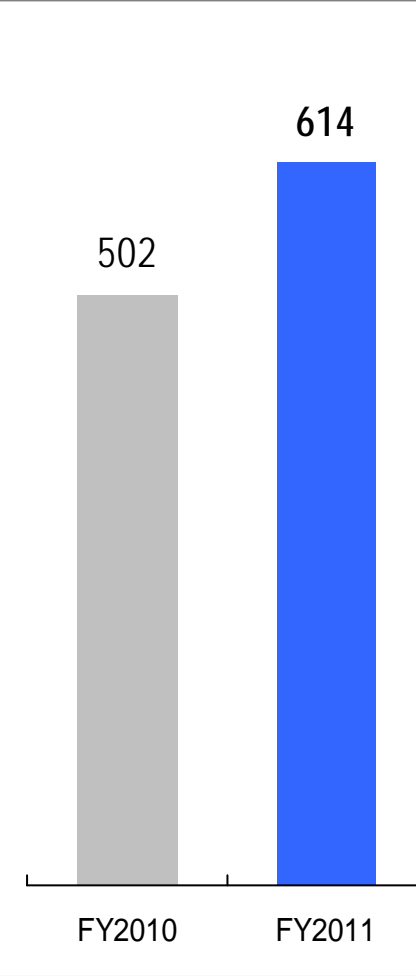
Gasoline



- Increase in units of AR-type by strong sales of RAV4 in North America

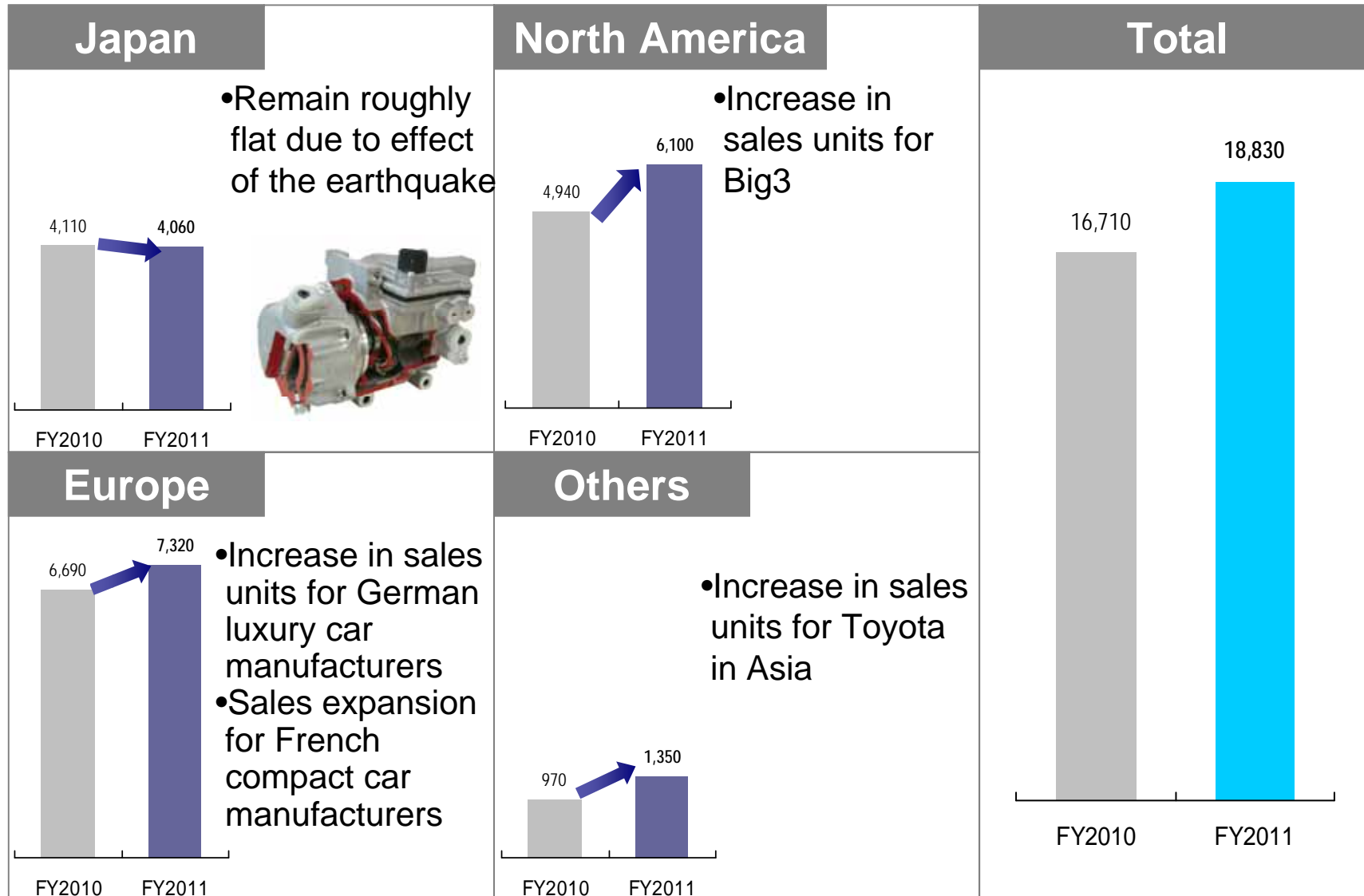


Total



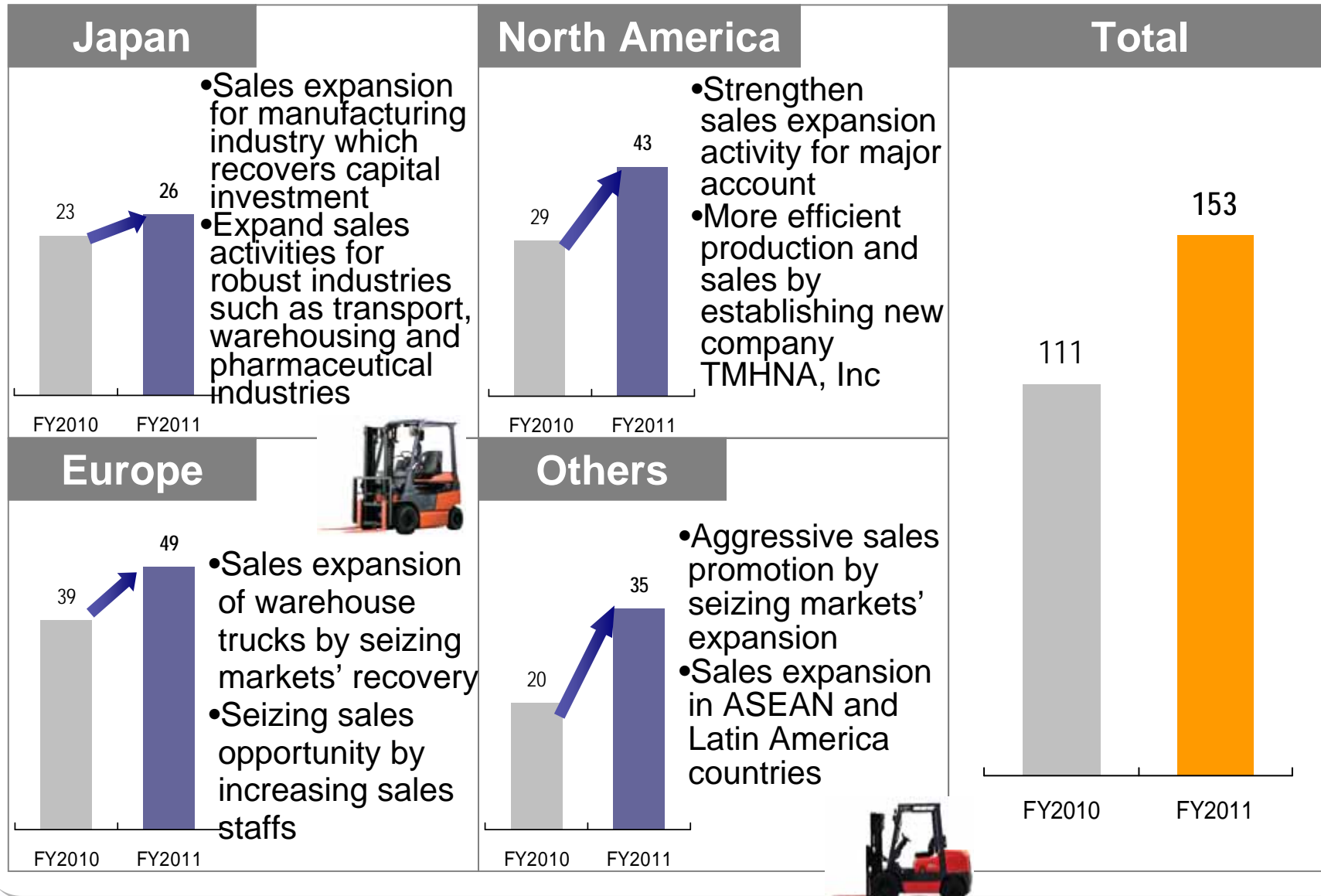
Sales Units of Car Air-Conditioning Compressor

(Thousand units)



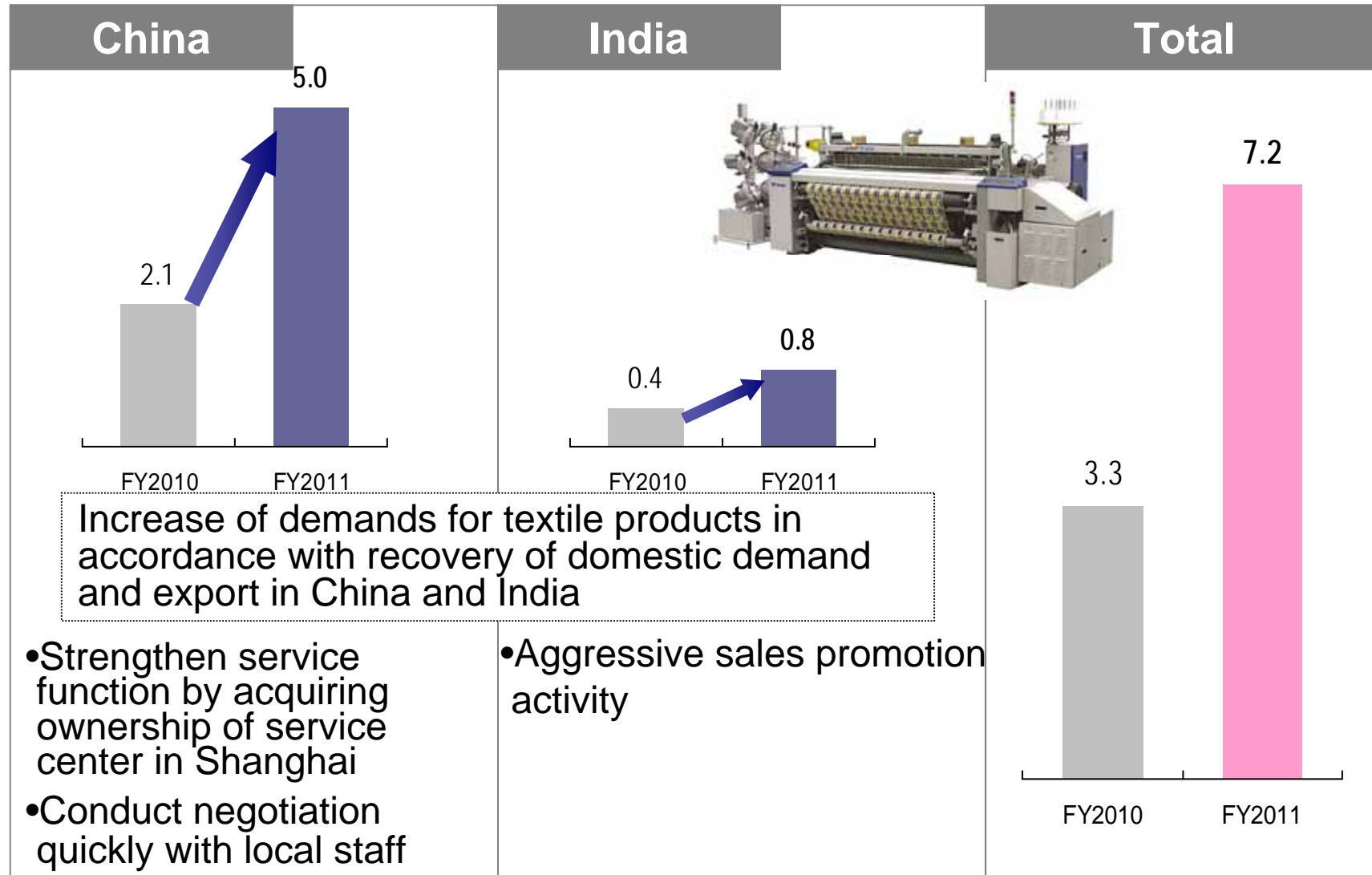
Sales Units of Materials Handling Equipment

(Thousand units)



Sales Units of Air-Jet Loom

(Thousand units)



Effect of the Great East Japan Earthquake on Our Business

Effect of the Earthquake on Our Business

1. Human damage

No human damage on employees among TICO group

2. Effect on production

1) Damage of buildings and facilities

- Some sales dealer of materials handling equipment had damages for their buildings
- No damage for our production facilities

2) Production situation

- Continue to stop a part of production line in Japan due to component procurement difficulty and so on

Operational Status (Production in Japan)

	Mar/14 ~ 18	Mar/21 ~ 25	Mar/28 ~ Apr/1	Apr/4 ~ 8	Apr/11 ~ 15	Apr/18 ~ 22	Apr/25 ~ 28
Vehicle	x	x	x	x	x		
Engine	x						
Car air-conditioning compressor							
Car electronics	x				x		
Materials handling equipment	x						
Textile machinery							

<operation rates> x : 0-29%, : 30-79%, : 80-100%

Bottleneck Components and Present Situation

	Bottleneck components	Present situation
Vehicle	Same as Toyota Motor's production schedule	
Engine	Same as Toyota Motor's production schedule	
Car air-conditioning compressor	Electric components	Change to alternative components
Car electronics	Electric components	Change to alternative components
Materials handling equipment	Electric components	Change to alternative components
Textile machinery	Electric components	Change to alternative components

Financial Results

Performance

(Billion yen)

	FY2010	FY2011	Change	
Net sales	1,377.7	1,479.8	102.1	7.4%
Operating income	22.0	68.7	46.7	212.7%
Ordinary income	31.7	73.9	42.2	132.7%
Net income	(26.2)	47.2	73.4	-
Net income per share	(¥84.33)	¥151.51	¥235.84	-
Dividends per share	¥30	¥ 50	¥20	-
Investments in tangible assets	26.9	38.2	11.3	41.9%
Depreciation	73.2	62.3	(10.9)	(14.8%)

Exchange rate

¥/US\$	93	86	(7)	-
¥/Euro	131	113	(18)	-

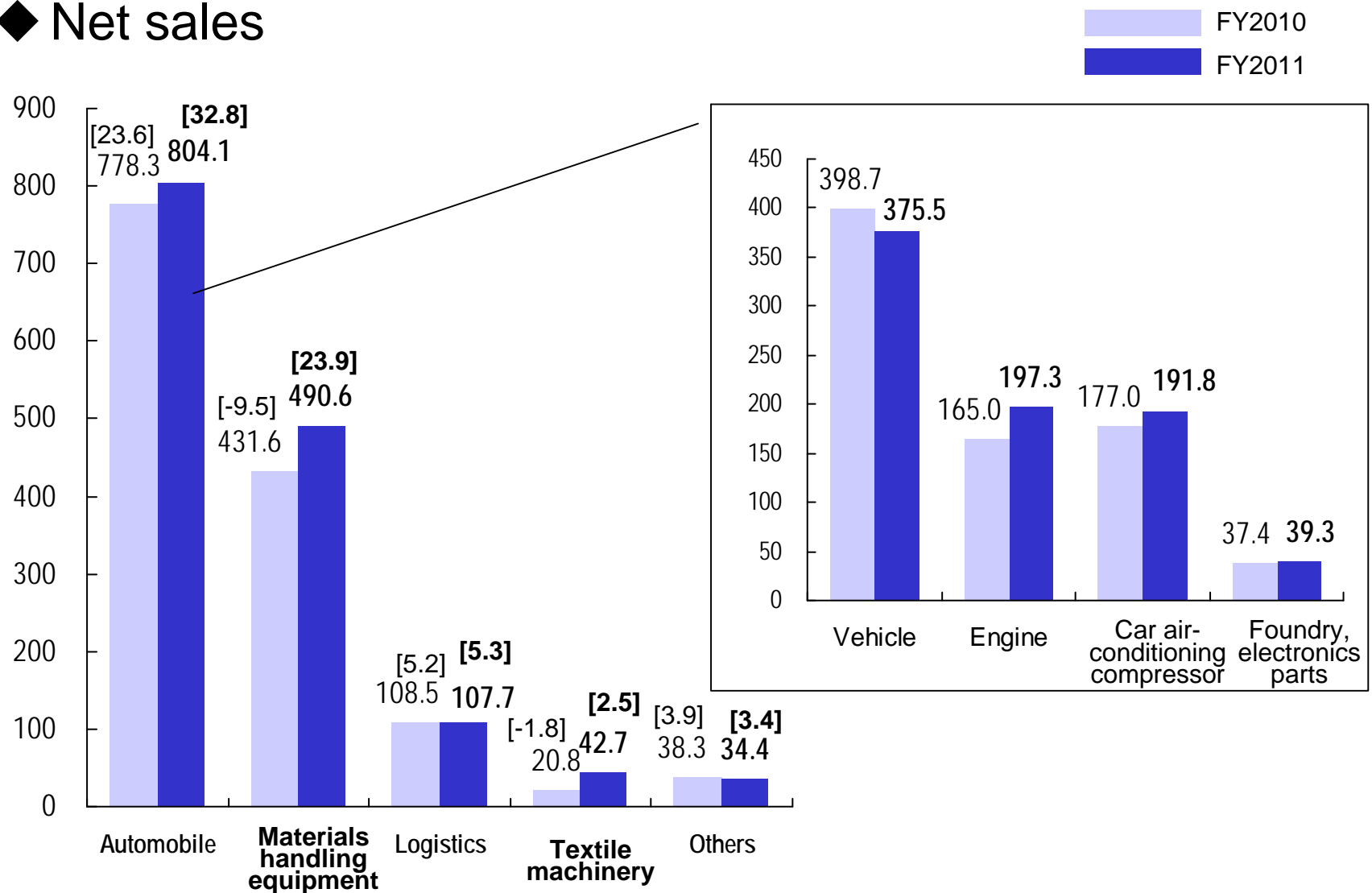
(Billion yen)

	As of March 31, 2010	As of March 31, 2011	Change	
Total assets	2,589.2	2,481.4	(107.8)	(4.2%)
Total net assets	1,104.9	1,075.9	(29.0)	(2.6%)
Total net assets per share	¥3,390.02	¥3,300.17	(¥89.85)	-
Equity ratio	40.8%	41.4%	-	-
Consolidated subsidiaries	159	162	3	-

Segment Information

◆ Net sales

(Billion yen [Operating Income])



Unit sales

(Thousand units)

		FY2010	FY2011	Change
	Vitz (Yaris)	149	181	32
	RAV4	134	109	(25)
	Mark X ZiO	8	5	(3)
Vehicle		291	295	4
	Diesel	286	382	96
	Gasoline	216	232	16
Engine		502	614	112
Car air-conditioning compressor		16,710	18,830	2,120
Materials handling equipment		111	153	42
Air-jet loom		3.3	7.2	3.9

Change in Ordinary Income

