

## FINANCIAL SUMMARY for FY2017 Second Quarter (April 1, 2016 - September 30, 2016)

### 1. Consolidated financial results

(Billion yen)

	FY2016 2nd Quarter		FY2017 2nd Quarter		Change		FY2017 Forecast (April 2016-March 2017)			
	April 2015 - September 2015		April 2016 - September 2016		Amount	%	Current plan	Changes from previous year %	Previous plan (July 29, 2016)	
Net sales	Profit ratio	1,105.9	Profit ratio	1,078.4	(27.5)	(2.5)	Profit ratio	2,200.0	(1.9)	2,200.0
Operating profit	6.3%	70.0	5.4%	58.2	(11.8)	(16.9)	5.5%	120.0	(10.9)	120.0
Ordinary profit	9.0%	99.6	7.8%	84.3	(15.3)	(15.4)	7.9%	173.0	(6.7)	177.0
Profit attributable to owners of the parent	6.1%	67.9	5.7%	60.9	(7.0)	(10.3)	5.4%	119.0	(35.0)	120.0
Earnings per share		¥216.38		¥194.29	(¥22.09)			¥380.68		¥381.89
Cash Dividends per share		¥60		¥60	-			¥120		¥120
Investments in tangible assets		38.6		31.3	(7.3)	(19.0)		90.0	19.3	100.0
Depreciation		37.8		34.3	(3.5)	(9.1)		78.0	0.8	79.0
	(As of March 31, 2016)		(As of September 30, 2016)							
Total assets		4,199.1		3,968.4	(230.7)	(5.5)				
Total net assets		2,113.9		2,038.4	(75.5)	(3.6)				
Equity ratio		48.5%		49.4%						
Consolidated subsidiaries		214 companies		209 companies	(5) companies					
Exchange rate	¥/US\$	122		105	(17)		(October 2016 - March 2017)			105
	¥/Euro	135		118	(17)		103 (100)			105
							114 (110)			120

(Note) 1. Non-operating finance profit and expenses of sales finance business in Materials handling equipment segment is transferred into operating profit from FY2017. [Net sales: +7.8 billion, Operating profit: +3.8 billion]

FY2016 results is also made similar transfer. [Net sales: +5.7 billion, Operating profit +3.0 billion]

2. Due to a decrease in dividends income, Toyota Industries has revised down its forecasts of consolidated financial results for FY2017, a decrease in ordinary profit of 4.0 billion yen and a decrease in profit attributable to owners of the parent of 1.0 billion yen.

### 2. Segment information

Net sales / [Operating profit]

(Billion yen)

	FY2016 2nd Quarter		FY2017 2nd Quarter		Change		FY2017 Forecast (April 2016-March 2017)			
	April 2015 - September 2015		April 2016 - September 2016		Amount	%	Current plan	Changes from previous year %	Previous plan (July 29, 2016)	
	Sales distribution ratio		Sales distribution ratio				Sales distribution ratio			
Vehicle	19.9%	219.7	24.6%	265.1	45.4	20.7	25.7%	566.0	17.9	535.0
Engine	7.6%	83.6	7.8%	83.8	0.2	0.2	7.6%	167.0	5.6	160.0
Car air-conditioning compressor	15.6%	172.0	15.2%	163.8	(8.2)	(4.7)	14.9%	327.0	(4.6)	330.0
Electronics parts, foundry and others	2.6%	29.8	2.7%	29.6	(0.2)	(0.8)	2.8%	61.0	(6.0)	70.0
Automobile total	45.7%	505.2	50.3%	542.5	37.3	7.4	51.0%	1,121.0	7.2	1,095.0
		[ 15.3]		[ 13.5]	[ (1.8)]					
Materials handling equipment	46.3%	512.5	44.3%	478.0	(34.5)	(6.7)	43.5%	957.0	(7.2)	990.0
		[ 47.9]		[ 39.3]	[ (8.6)]					
Textile machinery	2.8%	31.1	2.6%	28.5	(2.6)	(8.3)	2.9%	64.0	(2.6)	56.0
		[ 1.7]		[ 1.7]	[ (0.0)]					
Others	5.2%	56.9	2.8%	29.2	(27.7)	(48.6)	2.6%	58.0	(42.2)	59.0
		[ 4.9]		[ 3.4]	[ (1.5)]					
Total	100.0%	1,105.9	100.0%	1,078.4	(27.5)	(2.5)	100.0%	2,200.0	(1.9)	2,200.0
		[ 70.0]		[ 58.2]	[ (11.8)]					

(Note) Toyota Industries has reclassified the reporting segment previously presented as the Logistics Segment because of its immateriality and included its results in either the Materials Handling Equipment Segment or the Others Segment.

### 3. Unit sales

(Thousand units)

	FY2016	FY2017	Change	FY2017 Forecast (April 2016-March 2017)		
	2nd Quarter (April 2015 - September 2015)	2nd Quarter (April 2016 - September 2016)		Current plan	Changes from previous year	Previous plan (July 29, 2016)
RAV4	100	100	(0)	206	5	207
Vitz (Yaris)	47	44	(3)	104	12	93
Vehicle total	147	144	(3)	310	17	300
Diesel	137	149	12	297	55	283
Gasoline	98	93	(5)	223	31	217
Engine total	235	242	7	520	86	500
Car air-conditioning compressor *	1,488	1,627	139	3,270	233	3,230
Materials handling equipment	118	120	2	250	11	244
Air-jet loom	2.4	2.6	0.2	6.3	0.1	5.0

\*(Note) The unit of car air-conditioning compressor is ten thousand.  
English translation from the original Japanese-language document

### 4. Changes in ordinary profit

(Billion yen)

Cost reduction	8.1
Decrease in depreciation	3.5
<b>Increases total</b>	<b>11.6</b>
Negative impact of exchange rate fluctuations *	(14.0)
Increase in labor costs	(1.9)
Negative sales mix	(1.6)
Increase in expenses	(5.9)
Non-operating profit and non-operating expenses	(3.5)
<b>Decreases total</b>	<b>(26.9)</b>
<b>Total changes in ordinary profit</b>	<b>(15.3)</b>

\*(Note) Included in translational FX impact concerning overseas subsidiaries[(3.7)]