FINANCIAL SUMMARY for FY2017 Third Quarter (April 1, 2016 - December 31, 2016)

1. Consolidated financial results

(Billion yen)

	FY2016 3rd Quarter April 2015 - December 2015		FY2017 3rd Quarter April 2016 - December 2016		Change Amount	%	Current forecast FY2017 (April 2016 - March 2017)		Changes from the previous fiscal year %
Net sales	Profit ratio	1,704.5	Profit ratio	1,640.5	(64.0)	(3.8)	Profit ratio	2,200.0	(1.9)
Operating profit	6.2%	104.8	5.4%	89.4	(15.4)	(14.7)	5.5%	120.0	(10.9)
Ordinary profit	9.5%	162.2	9.1%	148.5	(13.7)	(8.5)	7.9%	173.0	(6.7)
Profit attributable to owners of the parent	10.1%	172.8	6.5%	107.4	(65.4)	(37.8)	5.4%	119.0	(35.0)
Earnings per share		¥550.16		¥343.39	(¥206.77)			¥380.68	
Investments in tangible assets		55.5		48.5	(7.0)	(12.7)		90.0	19.3
Depreciation		57.7		52.7	(5.0)	(8.7)		78.0	0.8
	(As of March 31, 2016)		(As of December 31, 2016)						
Total assets		4,199.1		4,501.6	302.5	7.2			
Total net assets		2,113.9		2,377.8	263.9	12.5		-	-
Equity ratio		48.5%		50.9%					
Consolidated subsidiaries		214 companies		210 companies	(4)				
								(4th quarter)	
Exchange rate ¥/US$		122		107	(15)			105	(100)
¥/Euro		134		118	(16)			116	(110)

(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: +11.8 billion, Operating profit: +5.7 billion]

FY2016 results is also made similar transfer. [Net sales: +10.0 billion, Operating profit +5.2 billion]

2.Toyota Industries posted an extraordinary profit of 89.8 billion yen arising from gain on sales of shares of subsidiaries during FY 2016 Third Quarter.

2. Segment information

Net sales / [Operating profit]

(Billion yen)

	FY2016 3rd Quarter April 2015 - December 2015		FY2017 3rd Quarter April 2016 - December 2016		Change Amount	%	Current forecast FY2017 (April 2016 - March 2017)		Changes from the previous fiscal year %
	Sales distribution ratio		Sales distribution ratio				Sales distribution ratio		
Vehicle	20.7%	352.5	24.2%	396.7	44.2	12.5	25.7%	566.0	17.9
Engine	7.1%	120.7	7.5%	123.8	3.1	2.6	7.6%	167.0	5.6
Car air-conditioning compressor	15.1%	257.2	15.1%	248.1	(9.1)	(3.5)	14.9%	327.0	(4.6)
Electronics parts, foundry and others	2.7%	47.2	2.9%	46.6	(0.6)	(1.3)	2.8%	61.0	(6.0)
Automobile total	45.6%	777.7 [22.8]	49.7%	815.3 [18.7]	37.6 [(4.1)]	4.8	51.0%	1,121.0	7.2
Materials handling equipment	46.4%	790.9 [70.3]	44.6%	732.1 [60.9]	(58.8) [(9.4)]	(7.4)	43.5%	957.0	(7.2)
Textile machinery	2.9%	49.7 [3.5]	3.0%	49.7 [4.3]	(0.0) [0.8]	(0.1)	2.9%	64.0	(2.6)
Others	5.1%	86.0 [7.5]	2.7%	43.4 [5.2]	(42.6) [(2.3)]	(49.6)	2.6%	58.0	(42.2)
Total	100.0%	1,704.5 [104.8]	100.0%	1,640.5 [89.4]	(64.0) [(15.4)]	(3.8)	100.0%	2,200.0	(1.9)

(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 3rd Quarter (April 2015 - December 2015)	FY2017 3rd Quarter (April 2016 - December 2016)	Change	Current plan FY2017 (April 2016 - March 2017)	Changes from the previous fiscal year
RAV4	152	152	0	206	5
Vitz (Yaris)	70	62	(8)	104	12
Vehicle total	222	214	(8)	310	17
Diesel	192	219	27	297	55
Gasoline	142	147	5	223	31
Engine total	334	366	32	520	86
Car air-conditioning compressor *	2,246	2,429	183	3,270	233
Materials handling equipment	177	186	9	250	11
Air-jet loom	4.4	5.4	1.0	6.3	0.1

4. Changes in ordinary profit

(Billion yen)

Cost reduction	12.0
Decrease in depreciation	5.0
Positive sales mix	3.3
Non-operating profit and non-operating expenses	1.7
Increases total	22.0
Negative impact of exchange rate fluctuations *	(19.9)
Increase in labor costs	(4.3)
Increase in expenses	(11.5)
Decreases total	(35.7)
Total changes in ordinary profit	(13.7)

*(Note) The unit for unit sales of car air-conditioning compressor is ten thousand.

' *(Note) Included in translational FX impact concerning overseas subsidiaries[(5.2)]

English translation from the original Japanese-language document