

## Supplementary Material for Financial Results for the 9 months ended December 31, 2016

### 1. Consolidated Financial Results

	FY15	FY16 ended March 31, 2016							FY17 ending March 31, 2017							
		Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year forecast
Net sales	Billion yen	2,166.6	543.8	562.1	1,105.9	598.6	538.7	1,137.3	2,243.2	529.7	548.7	1,078.4	562.1	-	-	2,200.0
Operating profit	(Profit ratio)	(5.4%)	(5.6%)	(7.0%)	(6.3%)	(5.8%)	(5.5%)	(5.7%)	(6.0%)	(5.3%)	(5.5%)	(5.4%)	(5.5%)	-	-	(5.5%)
	Billion yen	117.5	30.7	39.3	70.0	34.8	29.9	64.7	134.7	28.1	30.1	58.2	31.2	-	-	120.0
Ordinary profit	(Profit ratio)	(7.9%)	(11.7%)	(6.4%)	(9.0%)	(10.5%)	(4.3%)	(7.5%)	(8.3%)	(10.4%)	(5.3%)	(7.8%)	(11.4%)	-	-	(7.9%)
	Billion yen	170.8	63.8	35.8	99.6	62.6	23.1	85.7	185.3	55.3	29.0	84.3	64.2	-	-	173.0
Profit attributable to owners of the parent	(Profit ratio)	(5.3%)	(8.5%)	(3.8%)	(6.1%)	(17.6%)	(1.9%)	(10.1%)	(8.2%)	(7.8%)	(3.6%)	(5.7%)	(8.3%)	-	-	(5.4%)
	Billion yen	115.2	46.4	21.5	67.9	104.9	10.2	115.1	183.0	41.2	19.7	60.9	46.5	-	-	119.0
Earnings per share	Yen	367	148	68	216	334	33	367	583	131	63	194	149	-	-	381
Investments in tangible assets	Billion yen	126.3	20.1	18.5	38.6	16.9	19.9	36.8	75.4	14.9	16.4	31.3	17.2	-	-	90.0
Depreciation	Billion yen	70.7	18.3	19.5	37.8	19.9	19.6	39.5	77.3	17.1	17.2	34.3	18.4	-	-	78.0

Note 1: Toyota Industries posted an extraordinary profit of 89.8 billion yen arising from gain on sales of shares of subsidiaries during FY 2016.

Note 2: Non-operating finance income and expenses of sales finance business in Materials handling equipment segment is transferred into operating profit from FY2017.

FY2016 results is also made similar transfer.

#### [Exchange rate]

Yen / US\$	110	121	123	122	121	115	118	120	108	102	105	109	-	-	105
Yen / EURO	139	134	136	135	133	127	130	133	122	114	118	118	-	-	116

#### [Changes in ordinary profit]

##### Year-on-year Comparison

Year-on-year Comparison (FY16 3Q and FY17 3Q)		(Billion yen)	
Cost reduction	12.0	Negative impact of exchange rate fluctuations	▲ 19.9
Decrease in depreciation	5.0	Increase in labor cost	▲ 4.3
Positive impact of changes in sales volume and others	3.3	Increase in expenses and others	▲ 11.5
Changes in the net amount of non-operating profit and non-operating expenses	1.7		
<b>Increases total</b>	<b>22.0</b>	<b>Decreases total</b>	<b>▲ 35.7</b>
<b>Total Changes in Ordinary Profit</b>		<b>▲ 13.7</b>	

##### Year-on-year Comparison

Year-on-year Comparison (FY16 full year and FY17 full year forecast)		(Billion yen)	
Cost reduction	14.0	Negative impact of exchange rate fluctuations	▲ 24.5
Positive impact of changes in sales volume and others	13.0	Increase in labor cost	▲ 5.5
Changes in the net amount of non-operating profit and non-operating expenses	2.4	Increase in depreciation	▲ 0.7
		Increase in expenses and others	▲ 11.0
<b>Increases total</b>	<b>29.4</b>	<b>Decreases total</b>	<b>▲ 41.7</b>
<b>Total Changes in Ordinary Profit</b>		<b>▲ 12.3</b>	

### 2. Historical Financial Data

	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17 (forecast)
Net sales (Billion yen)	2,000.5	1,584.2	1,377.7	1,479.8	1,543.3	1,615.2	2,007.8	2,166.6	2,243.2	2,200.0
Operating profit (Billion yen)	96.8	▲ 6.6	22.0	68.7	70.0	77.0	107.6	117.5	134.7	120.0
Ordinary profit (Billion yen)	126.4	14.3	31.7	73.9	80.8	86.8	138.1	170.8	185.3	173.0
Profit attributable to owners of the parent (Billion yen)	80.4	▲ 32.7	▲ 26.2	47.2	58.5	53.1	91.7	115.2	183.0	119.0
Earnings per share (Yen)	258	▲ 105	▲ 84	152	188	170	293	367	583	381
Cash dividends per share (Yen)	60	40	30	50	50	55	85	110	120	120
(Interim dividend, yen)	(28)	(30)	(10)	(25)	(25)	(25)	(35)	(50)	(60)	(60)
Consolidated payout ratio	23.3%	-	-	33.0%	26.6%	32.3%	29.0%	30.0%	20.6%	31.5%
Total share issued (Shares)	325,840,640	325,840,640	325,840,640	325,840,640	325,840,640	325,840,640	325,840,640	325,840,640	325,840,640	-
(Treasury stock, shares)	(14,251,070)	(14,263,027)	(14,269,943)	(14,275,721)	(14,153,619)	(13,632,854)	(12,109,864)	(11,684,749)	(11,613,812)	-
Yen / US\$	114	101	93	86	79	83	100	110	120	105
Yen / EURO	162	143	131	113	109	107	134	139	133	116

### 3. Business Segment Information

(Billion yen)

		FY15	FY16 ended March 31, 2016							FY17 ending March 31, 2017							
			Full year	1st half			2nd half			Full year	1st half			2nd half			Full year forecast
				1Q	2Q	3Q	4Q	1Q	2Q		3Q	4Q	1Q	2Q	3Q	4Q	
Automobile	Vehicle	459.0	109.3	110.4	219.7	132.8	127.5	260.3	480.0	123.3	141.8	265.1	131.6	-	-	-	566.0
	Engine	192.0	39.0	44.6	83.6	37.1	37.5	74.6	158.2	40.0	43.8	83.8	40.0	-	-	-	167.0
	Car air-conditioning Compressor	324.6	85.7	86.3	172.0	85.2	85.4	170.6	342.6	84.3	79.5	163.8	84.3	-	-	-	327.0
	Electronics parts, foundry and others	74.9	14.7	15.1	29.8	17.4	17.6	35.0	64.8	14.3	15.3	29.6	17.0	-	-	-	61.0
	Net sales	1,050.7	248.9	256.3	505.2	272.5	268.0	540.5	1,045.7	262.1	280.4	542.5	272.8	-	-	-	1,121.0
	(Profit ratio)	(3.4%)	(2.5%)	(3.6%)	(3.0%)	(2.8%)	(3.9%)	(3.3%)	(3.2%)	(2.5%)	(2.5%)	(2.5%)	(1.9%)	-	-	-	-
	Operating profit	35.9	6.1	9.2	15.3	7.5	10.5	18.0	33.3	6.4	7.1	13.5	5.2	-	-	-	-
Materials handling equipment	Net sales	924.9	251.6	260.9	512.5	278.4	240.5	518.9	1,031.4	239.6	238.4	478.0	254.1	-	-	-	957.0
	(Profit ratio)	(7.4%)	(8.7%)	(10.0%)	(9.3%)	(8.0%)	(7.0%)	(7.6%)	(8.4%)	(7.9%)	(8.5%)	(8.2%)	(8.5%)	-	-	-	-
	Operating profit	68.8	21.7	26.2	47.9	22.4	16.8	39.2	87.1	18.9	20.4	39.3	21.6	-	-	-	-
Logistics	Net sales	98.0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	(Profit ratio)	(6.4%)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Operating profit	6.2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Textile machinery	Net sales	68.1	14.7	16.4	31.1	18.6	15.9	34.5	65.6	13.9	14.6	28.5	21.2	-	-	-	64.0
	(Profit ratio)	(4.0%)	(1.9%)	(9.1%)	(5.7%)	(9.6%)	(3.4%)	(6.8%)	(6.3%)	(7.0%)	(5.5%)	(6.2%)	(11.9%)	-	-	-	-
	Operating profit	2.6	0.2	1.5	1.7	1.8	0.6	2.4	4.1	0.9	0.8	1.7	2.6	-	-	-	-
Others	Net sales	24.7	28.4	28.5	56.9	29.1	14.2	43.3	100.2	14.0	15.2	29.2	14.2	-	-	-	58.0
	(Profit ratio)	(15.3%)	(8.5%)	(8.9%)	(8.7%)	(8.9%)	(12.9%)	(10.2%)	(9.4%)	(11.6%)	(12.1%)	(11.8%)	(12.8%)	-	-	-	-
	Operating profit	3.7	2.4	2.5	4.9	2.6	1.8	4.4	9.3	1.6	1.8	3.4	1.8	-	-	-	-
Eliminations	Net sales	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Operating profit	0.0	0.0	▲ 0.0	0.0	0.5	0.2	0.7	0.7	0.0	0.0	0.0	0.0	-	-	-	-
Total	Net sales	2,166.6	543.8	562.1	1,105.9	598.6	538.7	1,137.3	2,243.2	529.7	548.7	1,078.4	562.1	-	-	-	2,200.0
	(Profit ratio)	(5.4%)	(5.6%)	(7.0%)	(6.3%)	(5.8%)	(5.5%)	(5.7%)	(6.0%)	(5.3%)	(5.5%)	(5.4%)	(5.5%)	-	-	-	(5.5%)
	Operating profit	117.5	30.7	39.3	70.0	34.8	29.9	64.7	134.7	28.1	30.1	58.2	31.2	-	-	-	120.0

Note 1: Net sales figures indicate outside customer sales and do not include intersegment transactions.

Note 2: Non-operating finance income and expenses of sales finance business in Materials handling equipment segment is transferred into operating profit from FY2017.

FY2016 results is also made similar transfer.

Note 3: FY2017 results and forecast of Logistics segment are included in Materials handling equipment and Others segments due to decrease in importance with the sales of shares of subsidiaries.

FY2016 results of Logistics segment is also included in Materials handling equipment and Others segments.

### 4. Sales Units: Vehicle

(Thousand units)

		FY15	FY16 ended March 31, 2016							FY17 ending March 31, 2017							
			Full year	1st half			2nd half			Full year	1st half			2nd half			Full year forecast
				1Q	2Q	3Q	4Q	1Q	2Q		3Q	4Q	1Q	2Q	3Q	4Q	
RAV4	Japan	2	0	1	1	0	0	0	1	1	-	1	-	-	-	-	1
	Overseas	203	50	49	99	52	49	101	200	46	53	99	52	-	-	-	205
	Subtotal	205	50	50	100	52	49	101	201	47	53	100	52	-	-	-	206
Vitz/Yaris	Japan	85	18	20	38	19	18	37	75	18	19	37	14	-	-	-	90
	Overseas	18	4	5	9	4	4	8	17	3	4	7	4	-	-	-	14
	Subtotal	103	22	25	47	23	22	45	92	21	23	44	18	-	-	-	104
Total		308	72	75	147	75	71	146	293	68	76	144	70	-	-	-	310

## 5. Sales Units: Engine

(Thousand units)

		FY15	FY16 ended March 31, 2016							FY17 ending March 31, 2017							
			Full year	1st half			2nd half			Full year	1st half			2nd half			Full year forecast
				1Q	2Q	3Q	4Q	1Q	2Q		3Q	4Q					
Diesel Engine	KD-type (2.5/3.0 Liters)	214	28	35	63	9	5	14	77	6	7	13	5	-	-	24	
	GD-type (2.4/2.8 Liters)	-	6	17	23	24	25	49	72	44	44	88	44	-	-	183	
	AD-type (2.2 Liters)	36	5	0	5	-	-	-	5	-	-	-	-	-	-	-	
	VD-type (4.5 Liters)	46	8	10	18	11	11	22	40	11	14	25	9	-	-	46	
	Others	59	16	12	28	11	9	20	48	10	13	23	12	-	-	44	
Subtotal		355	63	74	137	55	50	105	242	71	78	149	70	-	-	297	
Gasoline Engine	AR-type (2.5 Liters)	196	44	45	89	40	45	85	174	40	44	84	48	-	-	203	
	Others	17	3	6	9	4	5	9	18	4	5	9	6	-	-	20	
	Subtotal	213	47	51	98	44	50	94	192	44	49	93	54	-	-	223	
Total		568	110	125	235	99	100	199	434	115	127	242	124	-	-	520	
CKD Parts		148	38	29	67	18	18	36	103	23	25	48	18	-	-	80	

## 6. Sales Units: Car Air-conditioning Compressor

(1) By Destination

(Thousand units)

Destination		FY15	FY16 ended March 31, 2016							FY17 ending March 31, 2017							
			Full year	1st half			2nd half			Full year	1st half			2nd half			Full year forecast
				1Q	2Q	3Q	4Q	1Q	2Q		3Q	4Q					
Japan		5,290	1,270	1,320	2,590	1,330	1,360	2,690	5,280	1,330	1,470	2,800	1,480	-	-	5,700	
North America		9,520	2,430	2,470	4,900	2,440	2,500	4,940	9,840	2,610	2,520	5,130	2,450	-	-	10,600	
Europe		8,660	2,180	2,160	4,340	2,140	2,430	4,570	8,910	2,510	2,400	4,910	2,180	-	-	9,400	
Others		5,850	1,510	1,540	3,050	1,670	1,620	3,290	6,340	1,760	1,670	3,430	1,910	-	-	7,000	
Total		29,320	7,390	7,490	14,880	7,580	7,910	15,490	30,370	8,210	8,060	16,270	8,020	-	-	32,700	

(2) By Type

(Thousand units)

Engine Driven type		FY15	FY16 ended March 31, 2016							FY17 ending March 31, 2017							
			Full year	1st half			2nd half			Full year	1st half			2nd half			Full year forecast
				1Q	2Q	3Q	4Q	1Q	2Q		3Q	4Q					
Fixed displacement type		8,510	1,940	2,070	4,010	2,060	2,130	4,190	8,200	2,130	2,000	4,130	2,080	-	-	8,400	
Variable displacement type		19,380	5,120	5,080	10,200	5,160	5,340	10,500	20,700	5,660	5,610	11,270	5,510	-	-	22,500	
Electric Driven type		1,430	330	340	670	360	440	800	1,470	420	450	870	430	-	-	1,800	
Total		29,320	7,390	7,490	14,880	7,580	7,910	15,490	30,370	8,210	8,060	16,270	8,020	-	-	32,700	

## 7. Sales Units: Materials Handling Equipment

(Thousand units)

Destination		FY15	FY16 ended March 31, 2016							FY17 ending March 31, 2017							
			Full year	1st half			2nd half			Full year	1st half			2nd half			Full year forecast
				1Q	2Q	3Q	4Q	1Q	2Q		3Q	4Q					
Japan		39	10	11	21	9	10	19	40	9	12	21	11	-	-	40	
North America		73	21	21	42	21	23	44	86	23	20	43	19	-	-	83	
Europe		68	21	15	36	19	20	39	75	22	18	40	25	-	-	90	
Others		42	9	10	19	10	9	19	38	8	8	16	11	-	-	37	
Total		222	61	57	118	59	62	121	239	62	58	120	66	-	-	250	

(Excluding Tailift)

\* All projections are based on the information available to management at the time of producing this material and are not guarantees of future performance.

Uncertainties such as economic conditions and exchange rate fluctuations could cause the actual results of Toyota Industries to differ from any projections discussed in this material.