

Supplementary Material for Financial Results for the 12 months ended March 31, 2017

1. Consolidated Financial Results

		Japanese GAAP														IFRS
		FY16 ended March 31, 2016							FY17 ended March 31, 2017							FY18
		1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	Full year forecast
Net sales	Billion yen	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	609.9	1,172.0	2,250.4	1,850.0
Operating profit	(Profit ratio)	(5.6%)	(7.0%)	(6.3%)	(5.8%)	(5.5%)	(5.7%)	(6.0%)	(5.3%)	(5.5%)	(5.4%)	(5.5%)	(5.5%)	(5.5%)	(5.5%)	(7.3%)
	Billion yen	30.7	39.3	70.0	34.8	29.9	64.7	134.7	28.1	30.1	58.2	31.2	33.5	64.7	122.9	135.0
Ordinary profit	(Profit ratio)	(11.7%)	(6.4%)	(9.0%)	(10.5%)	(4.3%)	(7.5%)	(8.3%)	(10.4%)	(5.3%)	(7.8%)	(11.4%)	(4.7%)	(7.9%)	(7.9%)	(10.2%)
	Billion yen	63.8	35.8	99.6	62.6	23.1	85.7	185.3	55.3	29.0	84.3	64.2	28.6	92.8	177.1	188.0
Profit attributable to owners of the parent	(Profit ratio)	(8.5%)	(3.8%)	(6.1%)	(17.6%)	(1.9%)	(10.1%)	(8.2%)	(7.8%)	(3.6%)	(5.7%)	(8.3%)	(3.0%)	(5.5%)	(5.6%)	(7.0%)
	Billion yen	46.4	21.5	67.9	104.9	10.2	115.1	183.0	41.2	19.7	60.9	46.5	18.1	64.6	125.5	130.0
Earnings per share	Yen	148	68	216	334	33	367	583	131	63	194	149	59	208	402	419
Investments in tangible assets	Billion yen	20.1	18.5	38.6	16.9	19.9	36.8	75.4	14.9	16.4	31.3	17.2	29.2	46.4	77.7	120.0
Depreciation	Billion yen	18.3	19.5	37.8	19.9	19.6	39.5	77.3	17.1	17.2	34.3	18.4	19.6	38.0	72.3	76.0

Note 1: Toyota Industries posted an extraordinary profit of 89.8 billion yen arising from gain on sales of shares of subsidiaries during FY2016.

Note 2: Non-operating finance profit 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: Toyota Industries has made the forecast for FY2018 based on IFRS and has not made forecast based on Japanese GAAP.

[Exchange rate]

Yen / US\$	121	123	122	121	115	118	120	108	102	105	109	114	111	108	105
Yen / EURO	134	136	135	133	127	130	133	122	114	118	118	121	119	119	115

[Changes in ordinary profit (profit before income taxes)]

Year-on-year Comparison

(FY16 full year Japanese GAAP and FY17 full year Japanese GAAP) (Billion yen)

Cost reduction	16.5	Negative impact of exchange rate fluctuations	▲ 21.5
Sales efforts	10.0	Increase in labor cost	▲ 6.9
Decrease in depreciation	5.0	Increase in expenses and others	▲ 14.9
Changes in the net amount of non-operating profit and non-operating expenses	3.6		
Increases total	35.1	Decreases total	▲ 43.3
Total Changes in Ordinary Profit		▲ 8.2	

Year-on-year Comparison

(FY17 full year Japanese GAAP and FY18 full year IFRS forecast) (Billion yen)

Cost reduction	8.0	Increase in labor cost	▲ 8.0
Sales efforts	8.0	Negative impact of exchange rate fluctuations	▲ 4.9
One-time effect of change in retirement benefit plan	14.0	Increase in depreciation	▲ 0.7
Impact on application of IFRS*	3.0	Increase in expenses and others	▲ 7.3
		Negative impact of financial earnings and expenses	▲ 1.2
Increases total	33.0	Decreases total	▲ 22.1
Total Changes in Ordinary Profit (profit before income taxes)		10.9	

* Discontinuance of depreciation of goodwill 7.0
 Method change in depreciation ▲ 3.0
 Others ▲ 1.0

2. Historical Financial Data

	Japanese GAAP											IFR
	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18 (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	2,250.4	1,850.0	
Operating profit (Billion yen)	96.8	▲ 6.6	22.0	68.7	70.0	77.0	107.6	117.5	134.7	122.9	135.0	
Ordinary profit (Billion yen)	126.4	14.3	31.7	73.9	80.8	86.8	138.1	170.8	185.3	177.1	188.0	
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	125.5	130.0	
Earnings per share (Yen)	258	▲ 105	▲ 84	152	188	170	293	367	583	402	419	
Cash dividends per share (Yen)	60	40	30	50	50	55	85	110	120	125	130	
(Interim dividend, yen)	(28)	(30)	(10)	(25)	(25)	(25)	(35)	(50)	(60)	(60)	(65)	
Consolidated payout ratio	23.3%	-	-	33.0%	26.6%	32.3%	29.0%	30.0%	20.6%	31.1%	31.0%	
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	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)	(15,351,442)	-	
Yen / US\$	114	101	93	86	79	83	100	110	120	108	105	
Yen / EURO	162	143	131	113	109	107	134	139	133	119	115	

Note: Toyota Industries has made the forecast for FY2018 based on IFRS and has not made forecast based on Japanese GAAP.

3. Business Segment Information

(Billion yen)

		Japanese GAAP														IFRS
		FY16 ended March 31, 2016							FY17 ended March 31, 2017							FY18
		1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	Full year forecast
Automobile	Vehicle	109.3	110.4	219.7	132.8	127.5	260.3	480.0	123.3	141.8	265.1	131.6	160.9	292.5	557.6	72.0
	Engine	39.0	44.6	83.6	37.1	37.5	74.6	158.2	40.0	43.8	83.8	40.0	43.5	83.5	167.3	94.0
	Car air-conditioning Compressor	85.7	86.3	172.0	85.2	85.4	170.6	342.6	84.3	79.5	163.8	84.3	86.6	170.9	334.7	347.0
	Electronics parts, foundry and others	14.7	15.1	29.8	17.4	17.6	35.0	64.8	14.3	15.3	29.6	17.0	18.1	35.1	64.7	67.0
	Net sales	248.9	256.3	505.2	272.5	268.0	540.5	1,045.7	262.1	280.4	542.5	272.8	309.2	582.0	1,124.5	580.0
	(Profit ratio)	(2.5%)	(3.6%)	(3.0%)	(2.8%)	(3.9%)	(3.3%)	(3.2%)	(2.5%)	(2.5%)	(2.5%)	(1.9%)	(2.7%)	(2.3%)	(2.4%)	-
Operating profit	6.1	9.2	15.3	7.5	10.5	18.0	33.3	6.4	7.1	13.5	5.2	8.2	13.4	26.9	-	
Materials handling equipment	Net sales	251.6	260.9	512.5	278.4	240.5	518.9	1,031.4	239.6	238.4	478.0	254.1	269.4	523.5	1,001.5	1,156.0
	(Profit ratio)	(8.7%)	(10.0%)	(9.3%)	(8.0%)	(7.0%)	(7.6%)	(8.4%)	(7.9%)	(8.5%)	(8.2%)	(8.5%)	(8.7%)	(8.6%)	(8.4%)	-
	Operating profit	21.7	26.2	47.9	22.4	16.8	39.2	87.1	18.9	20.4	39.3	21.6	23.4	45.0	84.3	-
Textile machinery	Net sales	14.7	16.4	31.1	18.6	15.9	34.5	65.6	13.9	14.6	28.5	21.2	16.5	37.7	66.2	56.0
	(Profit ratio)	(1.9%)	(9.1%)	(5.7%)	(9.6%)	(3.4%)	(6.8%)	(6.3%)	(7.0%)	(5.5%)	(6.2%)	(11.9%)	(4.6%)	(8.7%)	(7.6%)	-
	Operating profit	0.2	1.5	1.7	1.8	0.6	2.4	4.1	0.9	0.8	1.7	2.6	0.7	3.3	5.0	-
Others	Net sales	28.4	28.5	56.9	29.1	14.2	43.3	100.2	14.0	15.2	29.2	14.2	14.6	28.8	58.0	58.0
	(Profit ratio)	(8.5%)	(8.9%)	(8.7%)	(8.9%)	(12.9%)	(10.2%)	(9.4%)	(11.6%)	(12.1%)	(11.8%)	(12.8%)	(8.4%)	(10.6%)	(11.2%)	-
	Operating profit	2.4	2.5	4.9	2.6	1.8	4.4	9.3	1.6	1.8	3.4	1.8	1.3	3.1	6.5	-
Eliminations	Net sales	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Operating profit	0.0	▲ 0.0	0.0	0.5	0.2	0.7	0.7	0.0	0.0	0.0	0.0	0.0	0.0	0.1	-
Total	Net sales	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	609.9	1,172.0	2,250.4	1,850.0
	(Profit ratio)	(5.6%)	(7.0%)	(6.3%)	(5.8%)	(5.5%)	(5.7%)	(6.0%)	(5.3%)	(5.5%)	(5.4%)	(5.5%)	(5.5%)	(5.5%)	(5.5%)	(7.3%)
	Operating profit	30.7	39.3	70.0	34.8	29.9	64.7	134.7	28.1	30.1	58.2	31.2	33.5	64.7	122.9	135.0

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: Toyota Industries reclassified the reporting segment previously presented as the Logistics segment because of its immateriality and included in either Materials handling equipment segment or the Others segment.

4. Sales Units: Vehicle

(Thousand units)

		FY16 ended March 31, 2016							FY17 ended March 31, 2017							FY18	
		Destination	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	Full year forecast
RAV4	Japan	0	1	1	0	0	0	1	1	-	1	-	-	-	1	-	
	Overseas	50	49	99	52	49	101	200	46	53	99	52	54	106	205	205	
	Subtotal	50	50	100	52	49	101	201	47	53	100	52	54	106	206	205	
Vitz/Yaris	Japan	18	20	38	19	18	37	75	18	19	37	14	36	50	87	82	
	Overseas	4	5	9	4	4	8	17	3	4	7	4	3	7	14	13	
	Subtotal	22	25	47	23	22	45	92	21	23	44	18	39	57	101	95	
Total		72	75	147	75	71	146	293	68	76	144	70	93	163	307	300	

5. Sales Units: Engine

(Thousand units)

		FY16 ended March 31, 2016							FY17 ended March 31, 2017							FY18	
		1st half			2nd half				Full year	1st half			2nd half			Full year	Full year forecast
		1Q	2Q	3Q	4Q	1Q	2Q	3Q		4Q	1Q	2Q	3Q	4Q			
Diesel Engine	KD-type (2.5/3.0 Liters)	28	35	63	9	5	14	77	6	7	13	5	6	11	24	21	
	GD-type (2.4/2.8 Liters)	6	17	23	24	25	49	72	44	44	88	44	49	93	181	190	
	AD-type (2.2 Liters)	5	0	5	-	-	-	5	-	-	-	-	-	-	-	-	
	VD-type (4.5 Liters)	8	10	18	11	11	22	40	11	14	25	9	13	22	47	40	
	Others	16	12	28	11	9	20	48	10	13	23	12	7	19	42	30	
Subtotal		63	74	137	55	50	105	242	71	78	149	70	75	145	294	281	
Gasoline Engine	AR-type (2.5 Liters)	44	45	89	40	45	85	174	40	44	84	48	56	104	188	230	
	Others	3	6	9	4	5	9	18	4	5	9	6	4	10	19	19	
	Subtotal	47	51	98	44	50	94	192	44	49	93	54	60	114	207	249	
Total		110	125	235	99	100	199	434	115	127	242	124	135	259	501	530	
CKD Parts		38	29	67	18	18	36	103	23	25	48	18	8	26	74	30	

6. Sales Units: Car Air-conditioning Compressor

(1) By Destination

(Thousand units)

Destination		FY16 ended March 31, 2016							FY17 ended March 31, 2017							FY18	
		1st half			2nd half				Full year	1st half			2nd half			Full year	Full year forecast
		1Q	2Q	3Q	4Q	1Q	2Q	3Q		4Q	1Q	2Q	3Q	4Q			
Japan		1,270	1,320	2,590	1,330	1,360	2,690	5,280	1,330	1,470	2,800	1,480	1,590	3,070	5,870	6,300	
North America		2,430	2,470	4,900	2,440	2,500	4,940	9,840	2,610	2,520	5,130	2,450	2,570	5,020	10,150	10,600	
Europe		2,180	2,160	4,340	2,140	2,430	4,570	8,910	2,510	2,400	4,910	2,180	2,340	4,520	9,430	9,100	
Others		1,510	1,540	3,050	1,670	1,620	3,290	6,340	1,760	1,670	3,430	1,910	1,760	3,670	7,100	7,500	
Total		7,390	7,490	14,880	7,580	7,910	15,490	30,370	8,210	8,060	16,270	8,020	8,260	16,280	32,550	33,500	

(2) By Type

(Thousand units)

Engine Driven type		FY16 ended March 31, 2016							FY17 ended March 31, 2017							FY18	
		1st half			2nd half				Full year	1st half			2nd half			Full year	Full year forecast
		1Q	2Q	3Q	4Q	1Q	2Q	3Q		4Q	1Q	2Q	3Q	4Q			
Fixed displacement type		1,940	2,070	4,010	2,060	2,130	4,190	8,200	2,130	2,000	4,130	2,080	2,170	4,250	8,380	8,100	
Variable displacement type		5,120	5,080	10,200	5,160	5,340	10,500	20,700	5,660	5,610	11,270	5,510	5,640	11,150	22,420	23,500	
Electric Driven type		330	340	670	360	440	800	1,470	420	450	870	430	450	880	1,750	1,900	
Total		7,390	7,490	14,880	7,580	7,910	15,490	30,370	8,210	8,060	16,270	8,020	8,260	16,280	32,550	33,500	

7. Sales Units: Materials Handling Equipment

(Thousand units)

Destination		FY16 ended March 31, 2016							FY17 ended March 31, 2017							FY18	
		1st half			2nd half				Full year	1st half			2nd half			Full year	Full year forecast
		1Q	2Q	3Q	4Q	1Q	2Q	3Q		4Q	1Q	2Q	3Q	4Q			
Japan		10	11	21	9	10	19	40	9	12	21	11	10	21	42	40	
North America		21	21	42	21	23	44	86	23	20	43	19	21	40	83	87	
Europe		21	15	36	19	20	39	75	22	18	40	25	26	51	91	92	
Others		9	10	19	10	9	19	38	8	8	16	11	10	21	37	36	
Total		61	57	118	59	62	121	239	62	58	120	66	67	133	253	255	

(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.