

# Consolidated Statements of Income

Toyota Industries Corporation

For the years ended March 31, 2004, 2003 and 2002

	Millions of yen			Thousands of U.S. dollars (Note 1)
	2004	2003	2002	2004
<b>Net sales</b>	<b>¥ 1,164,379</b>	¥1,069,219	¥980,163	<b>\$11,016,927</b>
<b>Cost of sales</b> (Note 11)	<b>978,459</b>	899,702	828,626	<b>9,257,820</b>
<b>Gross profit</b>	<b>185,920</b>	169,517	151,537	<b>1,759,107</b>
<b>Selling, general and administrative expenses</b> (Note 11)	<b>133,289</b>	117,039	105,207	<b>1,261,132</b>
<b>Operating income</b>	<b>52,631</b>	52,478	46,330	<b>497,975</b>
<b>Non-operating income:</b>				
Interest income	<b>8,175</b>	8,985	8,618	<b>77,349</b>
Dividends income	<b>10,998</b>	8,888	7,726	<b>104,059</b>
Equity in net earnings of unconsolidated subsidiaries and affiliated companies	<b>1,842</b>	—	—	<b>17,428</b>
Other non-operating income (Note 12)	<b>9,169</b>	8,461	6,779	<b>86,754</b>
<b>Non-operating expenses:</b>				
Interest expenses	<b>9,756</b>	10,522	10,844	<b>92,308</b>
Equity in net loss of unconsolidated subsidiaries and affiliated companies	<b>—</b>	4,634	928	<b>—</b>
Other non-operating expenses (Note 12)	<b>14,088</b>	12,281	9,815	<b>133,295</b>
<b>Ordinary income</b>	<b>58,971</b>	51,375	47,866	<b>557,962</b>
<b>Extraordinary gains:</b>				
Gain on transfer to a defined contribution pension plan	<b>621</b>	—	—	<b>5,876</b>
<b>Extraordinary losses:</b>				
Provision for retirement and severance benefits for directors and corporate auditors	<b>1,851</b>	—	—	<b>17,513</b>
Revalued loss of investment securities	<b>—</b>	4,298	—	<b>—</b>
Loss on disposal of property, plant and equipment	<b>—</b>	3,407	—	<b>—</b>
<b>Income before income taxes</b>	<b>57,741</b>	43,670	47,866	<b>546,325</b>
Income taxes — current (Note 15)	<b>23,967</b>	28,121	20,843	<b>226,767</b>
Income taxes — deferred (Note 15)	<b>(3,220)</b>	(7,304)	(1,136)	<b>(30,465)</b>
Minority interest in consolidated subsidiaries	<b>3,371</b>	919	848	<b>31,895</b>
<b>Net income</b>	<b>¥ 33,623</b>	¥ 21,934	¥ 27,311	<b>\$ 318,128</b>
		Yen		U.S. dollars
Net income per share — basic (Note 20)	<b>¥ 108.04</b>	¥70.19	¥87.28	<b>\$1.02</b>
Net income per share — diluted (Note 20)	<b>101.97</b>	62.90	78.26	<b>0.96</b>
Cash dividends per share	<b>24.00</b>	22.00	19.00	<b>0.23</b>

The accompanying notes are an integral part of these financial statements.