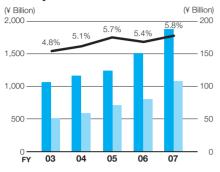
# Toyota Industries in Numbers (Years ended March 31)

#### Net Sales, Ordinary Income and

**Ordinary Income Ratio** 



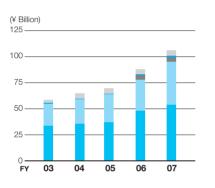
|                           |            | Millions of yen |            |            |            |  |  |
|---------------------------|------------|-----------------|------------|------------|------------|--|--|
|                           | 2003       | 2004            | 2005       | 2006       | 2007       |  |  |
| Net sales                 | ¥1,069,218 | ¥1,164,378      | ¥1,241,538 | ¥1,505,955 | ¥1,878,398 |  |  |
| Ordinary income           | 51,375     | 58,970          | 70,912     | 80,635     | 108,484    |  |  |
| Ordinary income ratio (%) | 4.8        | 5.1             | 5.7        | 5.4        | 5.8        |  |  |

Net sales (left)

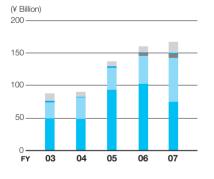
Ordinary income (right)

- Ordinary income ratio

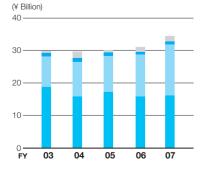
### **Depreciation and Amortization**



| Capital | Expenditures |
|---------|--------------|
|---------|--------------|



**R&D** Expenses



|  | Millions of yen |         |         |         |          |  |  |
|--|-----------------|---------|---------|---------|----------|--|--|
|  | 2003            | 2004    | 2005    | 2006    | 2007     |  |  |
| Depreciation and amortization:                         | ¥59,154         | ¥65,351 | ¥70,213 | ¥87,287 | ¥106,060 |  |  |
| Automobile Segment                                     | 34,156          | 35,793  | 37,075  | 48,370  | 53,557   |  |  |
| Materials Handling Equipment Segment                   | 20,800          | 23,537  | 27,015  | 30,044  | 41,947   |  |  |
| Logistics Segment                                      | -               | -       | -       | 3,309   | 4,178    |  |  |
| Textile Machinery Segment                              | 1,006           | 931     | 897     | 1,010   | 1,087    |  |  |
| Others Segment (including corporate<br>or elimination) | 3,192           | 5,090   | 5,226   | 4,554   | 5,288    |  |  |

Automobile

Materials Handling Equipment Logistics Textile Machinery

Others

|  | Millions of yen |         |          |          |          |  |  |
|--|-----------------|---------|----------|----------|----------|--|--|
|  | 2003            | 2004    | 2005     | 2006     | 2007     |  |  |
| Capital expenditures:                                  | ¥87,559         | ¥89,508 | ¥136,506 | ¥158,835 | ¥166,505 |  |  |
| Automobile Segment                                     | 49,379          | 48,793  | 92,692   | 101,897  | 74,967   |  |  |
| Materials Handling Equipment Segment                   | 24,350          | 32,204  | 33,972   | 43,520   | 67,152   |  |  |
| Logistics Segment                                      | -               | -       | -        | 4,046    | 5,863    |  |  |
| Textile Machinery Segment                              | 2,164           | 1,203   | 1,612    | 730      | 1,472    |  |  |
| Others Segment (including corporate<br>or elimination) | 11,666          | 7,308   | 8,230    | 8,642    | 17,049   |  |  |

Automobile

Materials Handling Equipment

Logistics

Textile Machinery Others

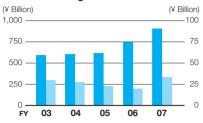
|  | Millions of yen |         |         |         |         |  |  |
|--|-----------------|---------|---------|---------|---------|--|--|
|  | 2003            | 2004    | 2005    | 2006    | 2007    |  |  |
| R&D expenses:  | ¥29,705         | ¥29,562 | ¥30,051 | ¥31,166 | ¥34,548 |  |  |
| Automobile Segment                                     | 18,747          | 15,755  | 17,214  | 15,959  | 16,275  |  |  |
| Materials Handling Equipment Segment                   | 9,297           | 10,650  | 10,976  | 12,854  | 15,752  |  |  |
| Logistics Segment                                      | -               | -       | -       | -       | -       |  |  |
| Textile Machinery Segment                              | 1,053           | 1,164   | 1,029   | 731     | 825     |  |  |
| Others Segment (including corporate<br>or elimination) | 608             | 1,993   | 832     | 1,622   | 1,696   |  |  |

Automobile

Materials Handling Equipment

Textile Machinery Others

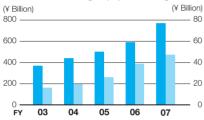
## Net Sales and Operating Income of Automobile Segment



|   | Millions of yen |          |          |          |          |  |  |
|---|-----------------|----------|----------|----------|----------|--|--|
|   | 2003            | 2004     | 2005     | 2006     | 2007     |  |  |
| Net sales of Automobile Segment           | ¥595,459        | ¥603,862 | ¥616,200 | ¥746,795 | ¥904,893 |  |  |
| Operating income of Automobile<br>Segment | 30,107          | 27,530   | 22,763   | 20,095   | 33,592   |  |  |

#### Net sales (left) Operating income (right)

#### Net Sales and Operating Income of Materials Handling Equipment Segment



|   |          | Millions of yen |          |          |          |  |  |  |
|---|----------|-----------------|----------|----------|----------|--|--|--|
|   | 2003     | 2004            | 2005     | 2006     | 2007     |  |  |  |
| Net sales of Materials Handling<br>Equipment Segment        | ¥373,007 | ¥443,443        | ¥503,989 | ¥595,236 | ¥767,237 |  |  |  |
| Operating income of Materials<br>Handling Equipment Segment | 16,174   | 19,348          | 26,084   | 38,768   | 47,201   |  |  |  |

Net sales (left) Operating income (right)

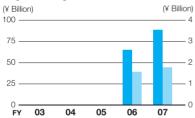
Net sales of Logistics Segment

Operating income of Logistics

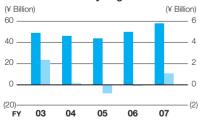
the Logistics Segment starting from fiscal 2006.

Segment

#### Net Sales and Operating Income of Logistics Segment



## Net Sales and Operating Income (Loss) of Textile Machinery Segment



# Millions of yen 2003 2004 2005 2006 V(0,740 V(45,000 V(40,000 V(40,000 V(40,000

2003

|  | 2003    | 2004    | 2005    | 2006    | 2007    |
|--|---------|---------|---------|---------|---------|
| Net sales of Textile Machinery Segment | ¥48,740 | ¥45,968 | ¥43,902 | ¥49,789 | ¥58,403 |
| Operating income (loss) of Textile     | 2,308   | 100     | (771)   | (70)    | 1,081   |
| Machinery Segment                      |         |         |         |         |         |

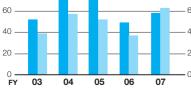
The logistics-related business, which was included in the Others Segment, had been separated and declared independently as

#### Net sales (left) Operating income (loss) (right)

|                                    | Millions of yen |         |         |         |         |  |  |
|------------------------------------|-----------------|---------|---------|---------|---------|--|--|
|                                    | 2003            | 2004    | 2005    | 2006    | 2007    |  |  |
| Net sales of Others Segment        | ¥52,010         | ¥71,103 | ¥77,446 | ¥48,988 | ¥58,392 |  |  |
| Operating income of Others Segment | 3,912           | 5,750   | 5,243   | 3,732   | 6,328   |  |  |

## -----8

(¥ Billion)



Net Sales and Operating Income of

**Others Segment** 

(¥ Billion)

80

#### Net sales (left) Operating income (right)

Note: Segment net sales figures do not include intersegment transactions. However, segment operating income figures do include operating income (loss) arising from intersegment transactions.

# Net sales (left) Operating income (right)

2004

Millions of yen

2005

2006

¥65.145

1,587

2007

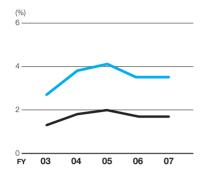
¥89.470

1,780

95

# Toyota Industries in Numbers (Years ended March 31)

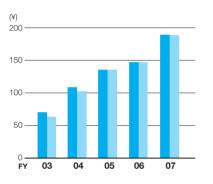
#### **ROE** and **ROA**



|                        |      | %    |      |      |      |  |  |
|------------------------|------|------|------|------|------|--|--|
|                        | 2003 | 2004 | 2005 | 2006 | 2007 |  |  |
| Return on equity (ROE) | 2.7  | 3.8  | 4.1  | 3.5  | 3.5  |  |  |
| Return on assets (ROA) | 1.3  | 1.8  | 2.0  | 1.7  | 1.7  |  |  |

#### - ROE - ROA

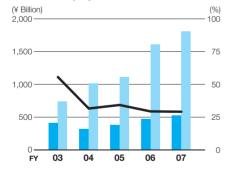
## Net Income per Share



|                                |        | Yen     |         |         |         |  |  |  |  |
|--------------------------------|--------|---------|---------|---------|---------|--|--|--|--|
|                                | 2003   | 2004    | 2005    | 2006    | 2007    |  |  |  |  |
| Net income per share — basic   | ¥70.19 | ¥108.04 | ¥135.09 | ¥146.16 | ¥189.88 |  |  |  |  |
| Net income per share - diluted | 62.90  | 101.97  | 135.03  | 146.02  | 189.66  |  |  |  |  |

#### Basic Diluted

#### Interest-Bearing Debt, Total Net Assets and Debt/Equity Ratio



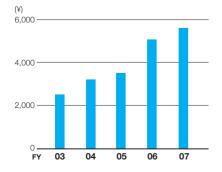
|                       |          | Millions of yen |           |           |           |  |  |
|-----------------------|----------|-----------------|-----------|-----------|-----------|--|--|
|                       | 2003     | 2004            | 2005      | 2006      | 2007      |  |  |
| Interest-bearing debt | ¥410,621 | ¥ 320,965       | ¥ 383,736 | ¥ 473,707 | ¥ 523,191 |  |  |
| Total net assets      | 738,867  | 1,016,763       | 1,115,747 | 1,611,227 | 1,810,483 |  |  |
| Debt/equity ratio (%) | 55.6     | 31.6            | 34.4      | 29.4      | 28.9      |  |  |

#### Interest-bearing debt (left) Total net assets

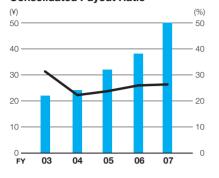
Debt/equity ratio (right)

#### Yen 2003 2004 2005 2006 2007 Total net assets per share ¥2,522.52 ¥3,199.69 ¥3,504.80 ¥5,044.45 ¥5,612.11

## **Total Net Assets per Share**



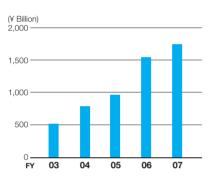
## Cash Dividends per Share and Consolidated Payout Ratio



|                          |        | Yen    |        |        |        |  |  |
|--------------------------|--------|--------|--------|--------|--------|--|--|
|                          | 2003   | 2004   | 2005   | 2006   | 2007   |  |  |
| Cash dividends per share | ¥22.00 | ¥24.00 | ¥32.00 | ¥38.00 | ¥50.00 |  |  |
| Payout ratio (%)         | 31.3   | 22.2   | 23.7   | 26.0   | 26.3   |  |  |

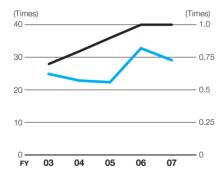
#### Cash dividends per share (left) - Payout ratio (right)

#### Market Capitalization



|                       |          | Millions of yen |          |            |            |  |  |
|-----------------------|----------|-----------------|----------|------------|------------|--|--|
|                       | 2003     | 2004            | 2005     | 2006       | 2007       |  |  |
| Market capitalization | ¥513,824 | ¥786,223        | ¥961,075 | ¥1,535,931 | ¥1,741,381 |  |  |

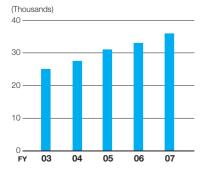
#### PER and PBR



|                              |      | Times |      |      |      |  |
|------------------------------|------|-------|------|------|------|--|
|                              | 2003 | 2004  | 2005 | 2006 | 2007 |  |
| Price/earnings ratio (PER)   | 25.0 | 22.9  | 22.4 | 32.9 | 29.4 |  |
| Price/book value ratio (PBR) | 0.7  | 0.8   | 0.9  | 1.0  | 1.0  |  |

- PER (left) - PBR (right)

#### Number of Employees



|                     |        | Persons |        |        |        |  |  |
|---------------------|--------|---------|--------|--------|--------|--|--|
|                     | 2003   | 2004    | 2005   | 2006   | 2007   |  |  |
| Number of employees | 25,030 | 27,431  | 30,990 | 32,977 | 36,096 |  |  |