

# FINANCIAL SUMMARY

FY2008

(April 1, 2007 through March 31, 2008)

**TOYOTA INDUSTRIES CORPORATION**

English translation from the original Japanese-language document

## **Cautionary Statement with Respect to Forward-Looking Statements**

*This report contains projections and other forward-looking statements that involve risks and uncertainties. Our use of the words "expect," "anticipate," "estimate," "forecast," "plan" and similar expressions is intended to identify such forward-looking statements. Projections and forward-looking statements are based on the current expectations and estimates of Toyota Industries Corporation and its Group companies regarding their plans, outlook, strategies and results for the future. All such projections and forward-looking statements are based on management's assumptions and beliefs derived from the information available to it at the time of producing this report and are not guarantees of future performance. Toyota Industries and its Group companies undertake no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. Therefore, it is advised that you should not rely solely upon these projections and forward-looking statements in making your investment decisions. You should also be aware that certain risks and uncertainties could cause the actual results of Toyota Industries Corporation and its Group companies to differ materially from any projections or forward-looking statements discussed in this report. These risks and uncertainties include, but are not limited to, the following : 1) reliance on a small number of customers, 2) product development capabilities, 3) intellectual property rights, 4) product defects, 5) price competition, 6) reliance on suppliers of raw materials and components, 7) environmental regulations, 8) success or failure of strategic alliances with other companies, 9) exchange rate fluctuations, 10) share price fluctuations, 11) effects of disasters, power blackouts and other incidents, 12) latent risks associated with international activities and 13) retirement benefit liabilities.*

# FY2008 Consolidated Financial Results

## TOYOTA INDUSTRIES CORPORATION

Stock exchange listings: Tokyo, Osaka and Nagoya (Code number: 6201) (URL: <http://www.toyota-industries.com/>)

Head office: 2-1, Toyoda-cho, Kariya-shi, Aichi-ken, 448-8671, Japan

Representative person: Tetsuro Toyoda, President

Contact person: Toshifumi Ogawa, General Manager of Accounting Department (Tel. +81-(0)566-22-2511)

The expected date of the Ordinary General Meeting of Shareholders: June 20, 2008

The expected date of dividends payment: June 23, 2008

### 1. Financial Highlights for FY2008 (April 1, 2007 - March 31, 2008)

(Amounts less than one million yen are omitted)

#### (1) Consolidated financial results

(% : change from the same period of previous year)

	Net sales		Operating income		Ordinary income		Net income	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
FY2008	2,000,536	( 6.5 )	96,853	( 7.7 )	126,488	( 16.6 )	80,460	( 35.3 )
FY2007	1,878,398	( 24.7 )	89,954	( 40.5 )	108,484	( 34.5 )	59,468	( 26.3 )

	Net income per share basic		Net income per share diluted		Return on equity	Ordinary income on assets	Operating income on sales
	Yen	Yen	Yen	Yen	%	%	%
FY2008	257.50	257.43	5.1	3.9	4.8		
FY2007	189.88	189.66	3.5	3.2	4.8		

Notes: Equity in net income of affiliates: FY2008: 2,749 million yen, FY2007: 317 million yen

#### (2) Consolidated financial position

	Total assets		Total net assets		Equity ratio	Equity per share
	Million yen	Million yen	Million yen	Million yen	%	Yen
FY2008	2,965,585	1,453,996	47.1	4,483.32		
FY2007	3,585,857	1,810,483	48.8	5,612.11		

Notes: Equity capital: FY2008: 1,396,955 million yen, FY2007: 1,751,401 million yen

#### (3) Consolidated cash flows

	Cash flows from operating activities		Cash flows from investing activities		Cash flows from financing activities		Cash and cash equivalents at the end of year	
	Million yen	Million yen	Million yen	Million yen	Million yen	Million yen	Million yen	
FY2008	188,805	138,789	33,992	121,284				
FY2007	177,467	164,446	19,749	108,569				

### 2. Cash dividends

	Annual cash dividends per share			Total amount of annual cash dividends	Dividend payout ratio	Total amount of dividends on net assets
	Interim	Year-end				
FY2007	22	28	50	15,602	26.3	0.9
FY2008	28	32	60	18,721	23.3	1.2
FY2009 (Forecast)	30	30	60		31.7	

### 3. Forecasts of Consolidated Financial Results for FY2009 (April 1, 2008 - March 31, 2009)

(% : change from the same period of previous year)

	Net sales		Operating income		Ordinary income		Net income		Net income per share—basic
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
FY2009 Second Quarter(accm)	1,000,000	( 4.6 )	25,000	( 46.8 )	41,000	( 35.2 )	24,000	( 40.5 )	77.02
FY2009	2,050,000	( 2.5 )	77,000	( 20.5 )	107,000	( 15.4 )	59,000	( 26.7 )	189.35

#### 4.Others

(1)Changes in significant subsidiaries : None

(2) Changes in standards, procedures and presentations regarding presentation of consolidated financial statements

Changes arising from revision of accounting policies : None

Changes other than : Yes

Please see page 13 for details on changes in accounting policies in "Basis of Presenting Consolidated Financial Statements".

(3) Issued and outstanding capital stock

1. Number of shares outstanding at end of each year: FY2008 - 325,840,640 shares, FY2007 - 325,840,640 shares

2. Number of treasury stock outstanding at end of each year: FY2008 - 14,251,070 shares, FY2007 - 13,765,165 shares

3. Average number of shares outstanding for each period: FY2008 - 312,467,917 shares, FY2007 - 313,191,120 shares

#### (Reference) FY2008 Non-consolidated Financial Results

##### 1. Financial Highlights for FY2008 (April 1, 2007 - March 31, 2008)

###### (1) Non-consolidated financial results

(% : change from the same period of previous year)

	Net sales		Operating income		Ordinary income		Net income	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
FY2008	1,217,526	( 7.2 )	50,358	( 28.2 )	76,857	( 32.5 )	56,703	( 40.9 )
FY2007	1,135,668	( 19.5 )	39,294	( 19.6 )	58,013	( 34.8 )	40,242	( 32.3 )

	Net income per share—basic	Net income per share—diluted
	Yen	Yen
FY2008	181.47	181.42
FY2007	128.49	128.34

###### (2) Non-consolidated financial position

	Total assets	Total net assts	Equity ratio	Equity per share
	Million yen	Million yen	%	Yen
FY2008	2,403,584	1,269,962	52.8	4,073.52
FY2007	3,048,062	1,637,020	53.7	5,244.94

Notes: Equity capital: FY2008: 1,269,266 million yen, FY2007: 1,636,817 million yen

##### 2. Forecasts of non-consolidated Financial Results for FY2009 (April 1, 2008 - March 31, 2009)

(% : change from the same period of previous year)

	Net sales		Operating income		Ordinary income		Net income	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
FY2009 Second Quarter(accm)	580,000	( 0.9 )	10,000	( 59.4 )	26,000	( 36.5 )	20,000	( 37.5 )
FY2009	1,220,000	( 0.2 )	33,000	( 34.5 )	62,000	( 19.3 )	44,000	( 22.4 )

	Net income per share—basic
	Yen
FY2009 Second Quarter(accm)	64.19
FY2009	141.21

\* All projections are based on the information available to management at the time of producing this report and are not guarantees of future performance. Certain risks and uncertainties could cause the actual results of Toyota Industries to differ materially from any projections discussed in this report.

# Business Results and Financial Position

## 1. Business Results and Financial Position

In fiscal 2008 (ended March 31, 2008), the Japanese economy continued on a moderate recovery track as private-sector capital investment increased amid strong corporate earnings. Consumer spending picked up momentum as well on the back of improved employment conditions. In the second half of the fiscal year, however, the economy came to a standstill as a result of soaring crude oil and other raw material prices, apparent deceleration of the U.S. economy triggered by the subprime loan debacle as well as rapid depreciation of the U.S. dollar. Overseas, despite the impact of deceleration of the U.S. economy beginning to reverberate around the world, the European economy remained solidly on track and China and India maintained high economic growth.

In this operating environment, Toyota Industries undertook efforts to strengthen its management platform by ensuring customer trust through its dedication to quality, the development of appealing new products, aggressive sales promotions and the execution of a Group-wide program to reduce costs.

As a result, total consolidated net sales amounted to 2000.5 billion yen, an increase of 122.2 billion yen, or 7%, over fiscal 2007 (ended March 31, 2007). The following is a review of operations for the major business segments.

Sales increased in the automobile industry as a whole. Although sales in Japan were sluggish during fiscal 2008, higher sales overseas, primarily in emerging markets, gave rise to an overall increase in overseas sales.

Net sales of the Automobile Segment totaled 969.2 billion yen, an increase of 64.4 billion yen, or 7%, over fiscal 2007.

Within this segment, net sales of the Vehicle Business totaled 500.1 billion yen, an increase of 29.9 billion yen, or 6%, over fiscal 2007, due mainly to an increase in sales of the Vitz (Yaris in Europe) as well as the start of production of the new Mark X Zio in September 2007.

Net sales of the Engine Business totaled 178.7 billion yen, an increase of 11.3 billion yen, or 7%, over fiscal 2007. Overseas, although sales of AD diesel engines installed in the RAV4 for Europe decreased, sales increased for KD diesel engines for Toyota Motor Corporation's Innovative International Multi-Purpose Vehicle (IMV) Series as well as VD diesel engines installed in the Land Cruiser.

Net sales of the Car Air-Conditioning Compressor Business totaled 253.5 billion yen, an increase of 18.1 billion yen, or 8%, over fiscal 2007. While sales decreased in the Japanese market, sales increased overseas, primarily in Europe.

In the materials handling equipment industry as a whole, sales remained at the same level as fiscal 2007 in the Japanese market. Overseas markets continued to expand with increases in sales in Europe and developing countries.

Net sales of the Materials Handling Equipment Segment totaled 783.1 billion yen, an increase of 15.9 billion yen, or 2%, over fiscal 2007. Excluding the effects of changes in the fiscal year-end of certain overseas subsidiaries in fiscal 2007, net sales increased 80.6 billion yen, or 11%. With regards to lift trucks, Toyota Industries strove to enhance its sales network, resulting in increases in total unit sales for both the TOYOTA and BT brands backed by the robust European market. Sales of aerial work platforms were solid, bolstered by replacement demand from customers in the electricity and construction industries.

The overall operating environment remained severe in the logistics industry as the volume of cargo transport continued to decline in the Japanese market accompanied by an increase in costs resulting from higher crude oil prices.

Amid this environment, net sales of the Logistics Segment totaled 117.5 billion yen, an increase of 28.1 billion yen, or 31%, over fiscal 2007. This was due largely to the solid performance of transportation businesses accompanied by an increase in the transport volume of automotive parts in addition to making Wanbishi Archives Co., Ltd, which provides services of total information management, a wholly owned subsidiary in May 2007.

In the textile machinery industry as a whole, the mainstay Chinese market remained strong on the back of robust capital investment supported by rapid growth.

Net sales of the Textile Machinery Segment totaled 66.2 billion yen, an increase of 7.8 billion yen, or 13%, over fiscal 2007. In fiscal 2008, Toyota Industries sold more than 10,000 air-jet looms, primarily to China, for the second consecutive year. Cumulative production of 100,000 air-jet looms, which Toyota Industries began manufacturing in 1980, was also commemorated in February 2008. Strong sales of spinning machinery in Vietnam and Indonesia also contributed to the strong performance of the segment.

During fiscal 2008, ordinary income amounted to 126.4 billion yen, an increase of 18.0 billion yen, or 17%, over fiscal 2007. Despite the effects of higher depreciation expenses, sharp rises in raw materials

and parts cost as well as higher personnel expenses, this increase was achieved due largely to expanded sales, cost-reduction efforts throughout the Group and an increase in non-operating income. Net income amounted to 80.4 billion yen, an increase of 21.0 billion yen, or 35%, over fiscal 2007.

Cash flows from operating activities increased by 188.8 billion yen in fiscal 2008, due mainly to income before income taxes in the amount of 132.3 billion yen. Net cash provided by operating activities increased by 11.4 billion yen from 177.4 billion yen in fiscal 2007. Cash flows from investing activities resulted in a decrease in cash of 138.7 billion yen in fiscal 2008, attributable primarily to payments for purchases of property, plant and equipment amounting to 135.5 billion yen. Net cash used in investing activities decreased by 25.7 billion yen from 164.4 billion yen for fiscal 2007. Cash flows from financing activities resulted in a decrease in cash of 33.9 billion yen in fiscal 2008, due mainly to repayments of bonds in the amount of 60.0 billion yen. Net cash provided by financing activities decreased by 14.2 billion yen from 19.7 billion yen in fiscal 2007.

After translation adjustments, cash and cash equivalents as of March 31, 2008 stood at 121.2 billion yen, an increase of 12.7 billion yen, or 12%, over fiscal 2007

## **2. Distribution of Profits for FY2008**

Including the interim cash dividend of 28.0 yen per common share paid in November 2007, and a year-end cash dividend of 32.0 yen per common share, Toyota Industries declares that total cash dividends for fiscal 2008 will be 60.0 yen per common share, an increase of 10.0 yen per common share over fiscal 2007.

## **3. Forecast for the Fiscal Year Ending March 31, 2009**

In fiscal 2009, ending March 31, 2009, uncertainties persist as ongoing depreciation of the U.S. dollar, further rises in raw materials costs and a global stock market slump are anticipated. There are also concerns over the impact that a delay in the U.S. economic recovery might have on the global economy.

Amid this challenging operating environment, Toyota Industries forecasts consolidated net sales of 2050.0 billion yen, operating income of 77.0 billion yen, ordinary income of 107.0 billion yen and net income of 59.0 billion yen. By segment, we forecast net sales of 970.0 billion yen in the Automobile Segment and 840.0 billion yen in the Materials Handling Equipment Segment. We are determined to place utmost emphasis on product quality, the environment and safety, and promote the development of leading-edge technologies to provide high value-added products that anticipate customer needs. Toyota Industries will further make concerted efforts to engage in strengthening sales and service structures, enhancing the value chain and undertaking Group-wide cost reduction activities.

Our projections are based on an exchange rate of ¥100.0 = US\$1.

# Management Policy

## **1. Basic Management Policy**

The basic management policies of Toyota Industries Corporation and its Group companies (“Toyota Industries”) are upheld as its basic corporate philosophy. We believe putting the following stated beliefs into viable sincere actions by all employees will lead to greater corporate value.

- (1) Toyota Industries is determined to comply with the letter and the spirit of the law, in Japan and overseas, and to be fair and transparent in all its dealings.
- (2) Toyota Industries is respectful of the people, culture and traditions of each country and region in which it operates. It also works to promote economic growth and prosperity in those countries and regions.
- (3) Toyota Industries believes that economic growth and conservation of the natural environment are compatible. It strives to offer products and services that are clean, safe and of high quality.
- (4) Toyota Industries conducts intensive product research and forward-looking development activities to create new value for its customers.
- (5) Toyota Industries nurtures the inventiveness and other abilities of its employees. It seeks to create a climate of cooperation, so that both employees and the Company can realize their full potential.

## **2. Basic Policy on the Distribution of Profits**

Toyota Industries regards the benefits of shareholders as one of its most important management policies. Based on this stance, we will strive to strengthen Toyota Industries’ corporate constitution, promote proactive business development and raise its corporate value.

Toyota Industries’ dividend policy is to meet the expectations of shareholders while giving full consideration to business performance, capital demand, dividend payout ratio on a consolidated basis and other factors.

Toyota Industries will use retained earnings to improve the competitiveness of its products, augment production capacity in Japan and overseas, as well as expand into new fields of business and strengthen its corporate constitution in securing future profits for its shareholders. It will also use retained earnings to repurchase treasury stock.

Changes to the Articles of Incorporation and the quarterly distribution of dividends after the new corporate law is put into effect are currently under consideration.

### **3. Medium- to Long-Term Management Strategies**

Rooted in its basic philosophy, the Toyota Industries Group “strives to offer products and services that are clean, safe and of high quality.” We are fully committed to continuously enhancing corporate value.

Product quality continues to be a constant priority for the medium to long term. We also remain committed to giving considerations to the environment and safety as well as increasing our competitive strengths. Promoting technological advancements will enable us to develop and offer high value-added products that anticipate customer needs. We will further make concerted efforts to engage in strengthening sales and service structures, enhancing the value chain and undertaking Group-wide cost-reduction activities.

Along with augmenting global consolidated management and building a business structure that can take advantage of the collective strength of Toyota Industries, we will work to enhance team strength and spirit, and nurture personnel of international caliber who will carry the Toyota Industries Group into the future.

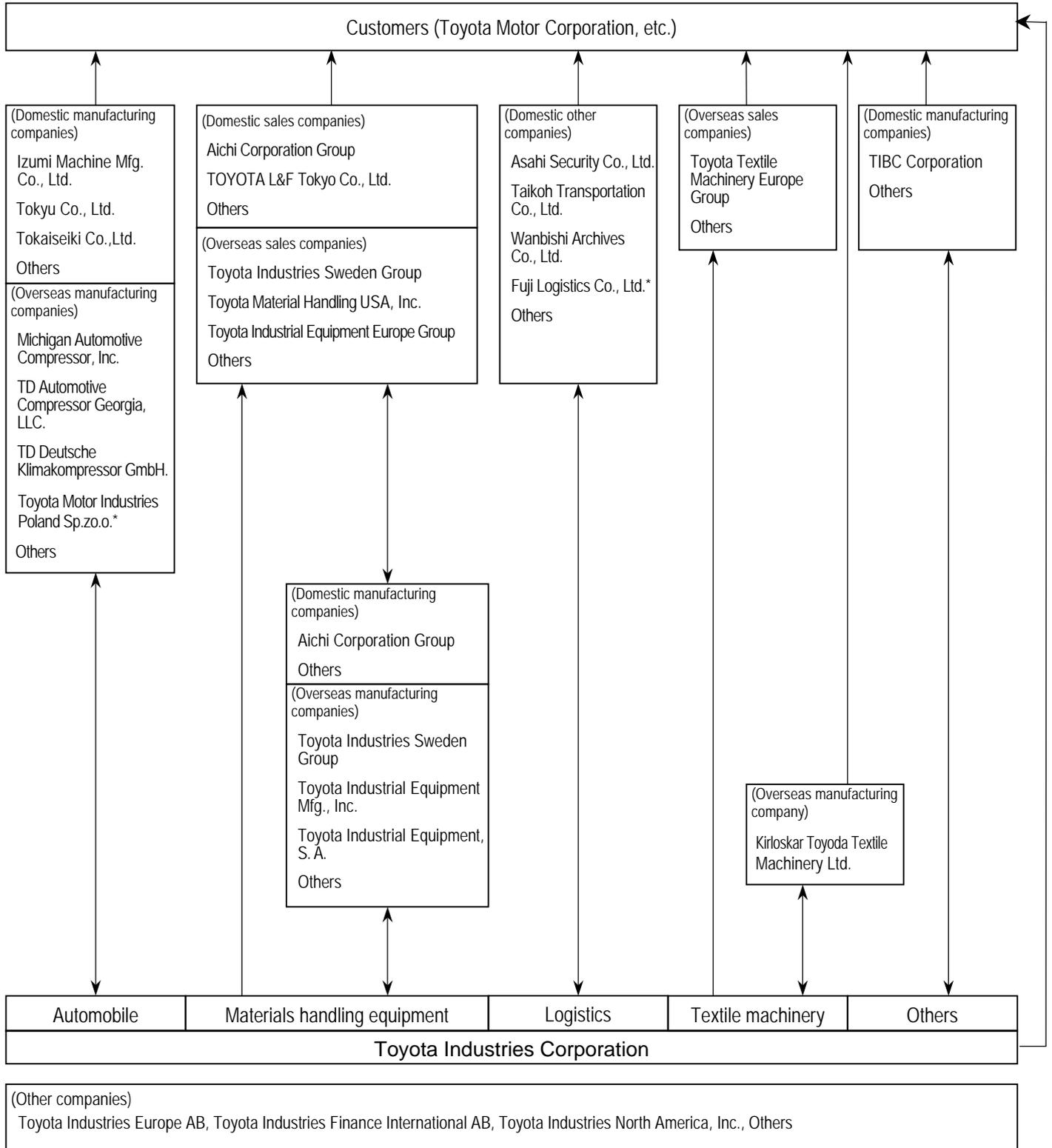
Specifically, the Vehicle and Engine businesses will expand their respective scopes of business by contributing to the global strategy of Toyota Motor Corporation (TMC). We will also work to expand the scope of business by strengthening the development capability of power electronics components to be fitted in TMC’s hybrid vehicles. The Materials Handling Equipment and Car Air-Conditioning Compressor businesses will strive to solidify the leading global position while aiming for higher market share and improved performance through global business expansion. The Logistics Business will concentrate on high value-added businesses and strengthen its business foundation. The Textile Machinery Business will aim for stable business management by maintaining the top share in the global air-jet loom market.

Through these initiatives, Toyota Industries aims to capture the undisputed No. 1 position and raise corporate value. Through sincere considerations for the environment and local communities, we also seek socially harmonious growth.

The new Medium-Term Management Vision, which started from fiscal 2007 (ended March 31, 2007), targets consolidated net sales of more than 2 trillion yen and ordinary income of 140.0 billion yen in fiscal 2011 (ending March 31, 2011).

# Overview of Associated Companies

Toyota Industries Corporation and its associated companies (Toyota Motor Corporation which has Toyota Industries Corporation as an affiliate, Toyota Industries Corporation's 163 subsidiaries and 29 affiliates) are engaged mainly in manufacture and sales of automobiles and related products, materials handling equipment, textile machinery and also in logistics solutions business. The associated companies' positions in the businesses and relation to the business segments are shown below.



\*Affiliates accounted for under the equity method

## Consolidated Balance Sheets

	FY2007 (As of March 31, 2007)	FY2008 (As of March 31, 2008)	Increase (Decrease)
<b><u>Assets</u></b>			
<b>Current assets</b>	<b>5 6 8 , 0 0 1</b>	<b>5 9 5 , 6 1 2</b>	<b>2 7 , 6 1 1</b>
Cash and deposits	1 1 0 , 5 1 6	1 1 5 , 5 5 7	5 , 0 4 1
Trade notes and accounts receivable	2 3 4 , 6 1 1	2 4 4 , 0 3 5	9 , 4 2 4
Marketable securities	3 0 , 0 6 5	4 0 , 6 2 1	1 0 , 5 5 6
Inventories	1 2 0 , 7 3 7	1 2 4 , 6 3 3	3 , 8 9 6
Deferred tax assets	1 7 , 9 2 4	1 8 , 8 6 0	9 3 6
Other current assets	5 6 , 9 3 0	5 4 , 3 9 1	( 2 , 5 3 9 )
Less - allowance for doubtful accounts	( 2 , 7 8 4 )	( 2 , 4 8 6 )	2 9 8
<b>Fixed assets</b>	<b>3 , 0 1 7 , 8 5 6</b>	<b>2 , 3 6 9 , 9 7 2</b>	<b>( 6 4 7 , 8 8 4 )</b>
<b>Property, plant and equipment</b>	<b>6 0 5 , 9 2 2</b>	<b>6 2 2 , 8 4 7</b>	<b>1 6 , 9 2 5</b>
Buildings and structures	1 7 1 , 8 9 7	1 8 8 , 7 7 6	1 6 , 8 7 9
Machinery, equipment and vehicles	2 6 9 , 7 6 9	2 6 6 , 3 4 7	( 3 , 4 2 2 )
Tools, furniture and fixtures	2 6 , 0 8 1	2 8 , 1 4 5	2 , 0 6 4
Land	9 9 , 1 1 7	1 0 7 , 7 2 7	8 , 6 1 0
Construction in progress	3 9 , 0 5 6	3 1 , 8 4 9	( 7 , 2 0 7 )
<b>Intangible assets</b>	<b>1 1 2 , 8 1 6</b>	<b>1 4 9 , 6 8 5</b>	<b>3 6 , 8 6 9</b>
Goodwill	1 0 1 , 1 0 2	1 3 7 , 1 6 3	3 6 , 0 6 1
Software	1 1 , 7 1 4	1 2 , 5 2 2	8 0 8
<b>Investments and other assets</b>	<b>2 , 2 9 9 , 1 1 7</b>	<b>1 , 5 9 7 , 4 3 9</b>	<b>( 7 0 1 , 6 7 8 )</b>
Investments in securities	2 , 2 2 6 , 5 7 5	1 , 5 1 3 , 7 7 9	( 7 1 2 , 7 9 6 )
Long-term loans	8 , 4 6 0	8 , 0 5 6	( 4 0 4 )
Long-term prepaid expenses	1 1 , 6 0 3	1 6 , 5 7 4	4 , 9 7 1
Deferred tax assets	7 , 4 3 5	8 , 5 7 8	1 , 1 4 3
Other investments and other assets	4 5 , 2 7 4	5 0 , 6 2 8	5 , 3 5 4
Less - allowance for doubtful accounts	( 2 3 2 )	( 1 7 7 )	5 5
<b>Total assets</b>	<b>3 , 5 8 5 , 8 5 7</b>	<b>2 , 9 6 5 , 5 8 5</b>	<b>( 6 2 0 , 2 7 2 )</b>

Notes: 1. Accumulated depreciation of property, plant and equipment	6 5 1 , 6 5 3	7 0 3 , 8 7 9	5 2 , 2 2 6
2. Liabilities for guarantees	5 , 1 2 8	7 2 6	( 4 , 4 0 2 )
3. Allowance for retirement and severance benefits for directors and corporate auditors (included in allowance for retirement benefits)	4 , 7 1 7	5 , 2 7 6	5 5 9

(Million yen)

	FY2007 (As of March 31, 2007)	FY2008 (As of March 31, 2008)	Increase (Decrease)
<b><u>Liabilities</u></b>			
<b>Current liabilities</b>	<b>5 5 8 , 4 0 5</b>	<b>5 3 8 , 0 4 1</b>	<b>( 2 0 , 3 6 4 )</b>
Trade notes and accounts payable	2 0 5 , 1 6 8	2 1 4 , 0 8 4	8 , 9 1 6
Short-term bank loans	3 7 , 1 0 3	5 2 , 3 2 6	1 5 , 2 2 3
Commercial paper	3 3 , 7 6 0	3 3 , 7 0 0	( 6 0 )
Current portion of bonds	6 0 , 0 0 0	2 0 , 0 0 0	( 4 0 , 0 0 0 )
Other payables	3 7 , 8 0 8	3 0 , 3 8 9	( 7 , 4 1 9 )
Accrued expenses	7 7 , 6 9 8	7 9 , 2 4 1	1 , 5 4 3
Accrued income taxes	2 5 , 8 5 4	2 7 , 1 3 7	1 , 2 8 3
Deposits received from employees	2 2 , 0 2 0	2 2 , 6 3 2	6 1 2
Deferred tax liabilities	3 , 1 6 2	1 , 8 8 1	( 1 , 2 8 1 )
Other current liabilities	5 5 , 8 2 9	5 6 , 6 4 7	8 1 8
<b>Long-term liabilities</b>	<b>1 , 2 1 6 , 9 6 9</b>	<b>9 7 3 , 5 4 7</b>	<b>( 2 4 3 , 4 2 2 )</b>
Bonds	2 5 0 , 7 6 1	2 3 0 , 7 6 6	( 1 9 , 9 9 5 )
Long-term debt	1 4 1 , 5 6 7	1 8 5 , 5 1 3	4 3 , 9 4 6
Deferred tax liabilities	7 5 1 , 7 6 4	4 8 2 , 7 8 7	( 2 6 8 , 9 7 7 )
Allowance for retirement benefits	4 5 , 4 8 2	4 7 , 1 0 2	1 , 6 2 0
Other long-term liabilities	2 7 , 3 9 3	2 7 , 3 7 6	( 1 7 )
<b>Total liabilities</b>	<b>1 , 7 7 5 , 3 7 4</b>	<b>1 , 5 1 1 , 5 8 8</b>	<b>( 2 6 3 , 7 8 6 )</b>
<b><u>Net assets</u></b>			
<b>Shareholders' equity</b>	<b>5 4 0 , 6 9 6</b>	<b>6 0 2 , 7 8 3</b>	<b>6 2 , 0 8 7</b>
Common stock	8 0 , 4 6 2	8 0 , 4 6 2	-
Capital surplus	1 0 5 , 0 5 5	1 0 6 , 1 8 4	1 , 1 2 9
Retained earnings	4 0 2 , 4 3 1	4 6 6 , 7 8 0	6 4 , 3 4 9
Treasury stock at cost	( 4 7 , 2 5 3 )	( 5 0 , 6 4 4 )	( 3 , 3 9 1 )
<b>Valuation and translation adjustments</b>	<b>1 , 2 1 0 , 7 0 4</b>	<b>7 9 4 , 1 7 1</b>	<b>( 4 1 6 , 5 3 3 )</b>
Net unrealized gains or losses on other securities	1 , 1 5 7 , 7 9 3	7 5 2 , 5 5 3	( 4 0 5 , 2 4 0 )
Deferred gains or losses on Hedges	( 0 )	1 4 0	1 4 0
Foreign currency translation adjustments	5 2 , 9 1 2	4 1 , 4 7 7	( 1 1 , 4 3 5 )
<b>Subscription rights to shares</b>	<b>2 0 2</b>	<b>6 9 5</b>	<b>4 9 3</b>
<b>Minority interest in consolidated subsidiaries</b>	<b>5 8 , 8 7 8</b>	<b>5 6 , 3 4 5</b>	<b>( 2 , 5 3 3 )</b>
<b>Total net assets</b>	<b>1 , 8 1 0 , 4 8 3</b>	<b>1 , 4 5 3 , 9 9 6</b>	<b>( 3 5 6 , 4 8 7 )</b>
<b>Total liabilities and net assets</b>	<b>3 , 5 8 5 , 8 5 7</b>	<b>2 , 9 6 5 , 5 8 5</b>	<b>( 6 2 0 , 2 7 2 )</b>

# Consolidated Statements of Income

(Million yen)

	FY2007 ( April 1, 2006 - March 31, 2007 )	FY2008 ( April 1, 2007 - March 31, 2008 )	Increase (Decrease)
<b>Net sales</b>	1,878,398	2,000,536	122,138
Cost of sales	1,586,781	1,678,493	91,712
<b>Gross profit</b>	291,616	322,043	30,427
Selling, general and administrative expenses	201,662	225,189	23,527
<b>Operating income</b>	89,954	96,853	6,899
<b>Non-operating income</b>	50,882	64,916	14,034
Interest income	13,760	14,737	977
Dividends income	27,547	34,850	7,303
Other non-operating income	9,575	15,328	5,753
<b>Non-operating expenses</b>	32,352	35,281	2,929
Interest expenses	17,855	19,453	1,598
Other non-operating expenses	14,497	15,828	1,331
<b>Ordinary income</b>	108,484	126,488	18,004
<b>Extraordinary gains</b>	4,305	5,866	1,561
Proceeds from sales of investment securities	4,305	5,866	1,561
<b>Extraordinary losses</b>	4,390	-	(4,390)
Losses of discontinuing production of designated electronics parts	4,390	-	(4,390)
<b>Income before income taxes</b>	108,399	132,355	23,956
Income taxes - current	43,750	47,057	3,307
Income taxes - deferred	(2,209)	(2,528)	(319)
Minority interest in consolidated subsidiaries	7,390	7,365	(25)
<b>Net income</b>	59,468	80,460	20,992

Note: R&D expenses( included in selling, general and administrative expenses and manufacturing cost)

34,548

36,750

2,202

## Consolidated Statement of Changes in Total net assets

FY2007 (April 1, 2006 - March 31, 2007)

(Million yen)

	Shareholders' equity					Valuation and translation adjustments				Subscription rights to shares	Minority interest in consolidated subsidiaries	Total net assets
	Common stock	Capital surplus	Retained earnings	Treasury stock at cost	Total shareholders' equity	Net unrealized gains or losses on other securities	Deferred gains or losses on Hedges	Foreign currency translation adjustments	Total valuation and translation adjustments			
Balance at March 31, 2006	80,462	105,665	358,385	(14,363)	530,150	1,047,190	-	33,886	1,081,077	-	49,270	1,660,498
Change during accounting period												
Surplus dividend			(13,250)		(13,250)							(13,250)
Bonuses to directors and corporate auditors			(427)		(427)							(427)
Decrease due to increase in affiliates accounted for under the equity method			(1,673)		(1,673)							(1,673)
Decrease due to decrease in consolidated subsidiaries			(71)		(71)							(71)
Net income for the period			59,468		59,468							59,468
Repurchase of treasury stock				(35,524)	(35,524)							(35,524)
Exercise of stock options		(610)		2,634	2,024							2,024
Change to items other than shareholders' equity during interim accounting period						110,602	(0)	19,026	129,627	202	9,607	139,438
Total change during accounting period	-	(610)	44,045	(32,889)	10,546	110,602	(0)	19,026	129,627	202	9,607	149,984
Balance at March 31, 2007	80,462	105,055	402,431	(47,253)	540,696	1,157,793	(0)	52,912	1,210,704	202	58,878	1,810,483

FY2008 (April 1, 2007 - March 31, 2008)

(Million yen)

	Shareholders' equity					Valuation and translation adjustments				Subscription rights to shares	Minority interest in consolidated subsidiaries	Total net assets
	Common stock	Capital surplus	Retained earnings	Treasury stock at cost	Total shareholders' equity	Net unrealized gains or losses on other securities	Deferred gains or losses on Hedges	Foreign currency translation adjustments	Total valuation and translation adjustments			
Balance at March 31, 2007	80,462	105,055	402,431	(47,253)	540,696	1,157,793	(0)	52,912	1,210,704	202	58,878	1,810,483
Change during accounting period												
Surplus dividend			(17,489)		(17,489)							(17,489)
Decrease due to increase in consolidated subsidiaries			(1,316)		(1,316)							(1,316)
Decrease due to decrease in consolidated subsidiaries			(77)		(77)							(77)
Increase due to decrease in affiliates accounted for under the equity method			2,771		2,771							2,771
Net income for the period			80,460		80,460							80,460
Repurchase of treasury stock				(8,728)	(8,728)							(8,728)
Exercise of stock options		1,128		5,337	6,466							6,466
Change to items other than shareholders' equity during interim accounting period						(405,239)	140	(11,434)	(416,533)	493	(2,532)	(418,573)
Total change during accounting period	-	1,128	64,349	(3,390)	62,087	(405,239)	140	(11,434)	(416,533)	493	(2,532)	(356,486)
Balance at March 31, 2008	80,462	106,184	466,780	(50,644)	602,783	752,553	140	41,477	794,171	695	56,345	1,453,996

# Consolidated Statements of Cash Flows

(Million yen)

	FY2007 ( April 1, 2006 - March 31, 2007 )	FY2008 ( April 1, 2007 - March 31, 2008 )	Increase (Decrease)
<b>Cash flows from operating activities</b>	1 7 7 , 4 6 7	1 8 8 , 8 0 5	1 1 , 3 3 8
Income before income taxes and minority interest in consolidated subsidiaries	1 0 8 , 3 9 9	1 3 2 , 3 5 5	2 3 , 9 5 6
Depreciation and amortization	1 0 6 , 0 6 0	1 1 9 , 9 0 5	1 3 , 8 4 5
Increase (decrease) in allowance for doubtful	( 2 5 0 )	( 3 6 5 )	( 1 1 5 )
Interest and dividends income	( 4 1 , 3 0 7 )	( 4 9 , 5 8 8 )	( 8 , 2 8 1 )
Interest expenses	1 7 , 8 5 5	1 9 , 4 5 3	1 , 5 9 8
Equity in net earnings of affiliates	( 3 1 7 )	( 2 , 7 4 9 )	( 2 , 4 3 2 )
(Increase) decrease in receivables	( 2 5 , 8 3 6 )	( 6 , 6 2 3 )	1 9 , 2 1 3
(Increase) decrease in inventories	( 9 , 2 2 1 )	( 7 , 4 9 0 )	1 , 7 3 1
Increase (decrease) in payables	1 5 , 0 2 2	7 , 5 6 8	( 7 , 4 5 4 )
Others, net	1 7 , 2 3 8	( 6 , 7 7 7 )	( 2 4 , 0 1 5 )
Subtotal	1 8 7 , 6 4 2	2 0 5 , 6 8 7	1 8 , 0 4 5
Interest and dividends received	4 1 , 2 9 4	4 9 , 5 0 6	8 , 2 1 2
Interest paid	( 1 7 , 7 7 7 )	( 1 9 , 3 1 8 )	( 1 , 5 4 1 )
Income taxes paid	( 3 3 , 6 9 2 )	( 4 7 , 0 6 9 )	( 1 3 , 3 7 7 )
<b>Cash flows from investing activities</b>	( 1 6 4 , 4 4 6 )	( 1 3 8 , 7 8 9 )	2 5 , 6 5 7
Payments for purchases of property, plant and equipment	( 1 5 5 , 5 5 0 )	( 1 3 5 , 5 6 1 )	1 9 , 9 8 9
Proceeds from sales of property, plant and equipment	7 , 6 2 4	1 5 , 5 4 6	7 , 8 3 2
Payments for purchases of investment securities	( 1 7 , 6 0 4 )	( 1 , 5 6 8 )	1 6 , 0 3 6
Proceeds from sales of investment securities	8 , 4 1 9	2 6 , 5 5 1	1 8 , 1 3 2
Payments for acquisition of subsidiaries' stock resulting in change in scope of consolidation	( 1 , 9 3 9 )	( 3 6 , 9 2 9 )	( 3 4 , 9 9 0 )
	-	4 2 4	4 2 4
Payments for loans made	( 3 , 1 7 2 )	( 2 , 3 2 0 )	8 5 2
Proceeds from collections of loans	4 , 4 9 0	3 , 0 5 9	( 1 , 4 3 1 )
Others, net	( 6 , 7 1 4 )	( 7 , 9 0 1 )	( 1 , 1 8 7 )
<b>Cash flows from financing activities</b>	( 1 9 , 7 4 9 )	( 3 3 , 9 9 2 )	( 1 4 , 2 4 3 )
Increase (decrease) in short-term loans	( 1 2 , 4 3 4 )	7 , 1 1 5	1 9 , 5 4 9
Proceeds from long-term loans	4 0 , 0 0 4	5 1 , 6 6 2	1 1 , 6 5 8
Repayments of long-term loans	( 1 4 , 0 2 0 )	( 1 0 , 2 1 0 )	3 , 8 1 0
Proceeds from issuance of bonds	2 5 , 1 0 7	-	( 2 5 , 1 0 7 )
Repayments of bonds	( 1 5 , 9 8 0 )	( 6 0 , 0 0 0 )	( 4 4 , 0 2 0 )
Payments for purchase of treasury stocks	( 3 5 , 5 2 4 )	( 8 , 7 2 8 )	2 6 , 7 9 6
Cash dividends paid	( 1 3 , 2 5 0 )	( 1 7 , 4 8 9 )	( 4 , 2 3 9 )
Cash dividends paid for minority shareholders	( 1 , 0 3 9 )	( 1 , 5 9 4 )	( 5 5 5 )
Others, net	7 , 3 8 8	5 , 2 5 2	( 2 , 1 3 6 )
<b>Translation adjustments of cash and cash equivalents</b>	2 , 7 0 0	( 3 , 3 0 9 )	( 6 , 0 0 9 )
<b>Net increase (decrease) in cash and cash equivalents</b>	( 4 , 0 2 7 )	1 2 , 7 1 4	1 6 , 7 4 1
<b>Cash and cash equivalents at beginning of period</b>	1 1 2 , 5 9 6	1 0 8 , 5 6 9	( 4 , 0 2 7 )
<b>Cash and cash equivalents at end of period</b>	1 0 8 , 5 6 9	1 2 1 , 2 8 4	1 2 , 7 1 5

Note: Breakdown of cash and cash equivalents by accounts on the consolidated balance sheets:

Cash and deposits	7 8 , 5 0 3	8 0 , 6 7 2	2 , 1 6 9
Marketable securities	3 0 , 0 6 5	4 0 , 6 1 1	1 0 , 5 4 6

# Basis of Presenting Consolidated Financial Statements

## 1. Fiscal years of consolidated subsidiaries

(1) Some consolidated subsidiaries have a closing date other than March 31. The details are given below.

December 31	Aichi Corporation Group (2 companies), Toyota Industry (Kunshan) Co., Ltd., Toyota Material Handling (Shanghai) Co., Ltd., Toyota Industry Automotive Parts (Kunshan) Co., Ltd., TD Automotive Compressor Kunshan, Co., Ltd., Toyota Industries Trading & Logistics (China) Co., Ltd.
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## 2. Changes in accounting policies

### (Changes in accounting methods)

Effective April 1, 2007, Toyota Industries changed the depreciation method for property, plant and equipment that were acquired on and after April 1, 2007 in accordance with the revised Corporate Tax Law of Japan.

### (Additional information)

In accordance with the revised Corporate Tax Law of Japan, depreciable property, plant and equipment purchased before April 1, 2007 will continue to be depreciated under pre-revised rules until the residual value of depreciable tangible assets reaches 5% of the acquisition cost. Thereafter, the difference between the amount equivalent to 5% of the acquisition cost and the memorandum value will be depreciated evenly over five years.

## 3. Changes in method of presentation

Domestic certificates of deposit, which had been included in "Cash and deposit" in the previous fiscal year, have been accounted for as a component of "Securities" starting from the fiscal year under review in accordance with amendments to the Practical Guidance of Accounting for Financial Instruments (Accounting Committee Report No.14 issued by The Japanese Institute of Certified Public Accountants, last amended on July 4, 2007), the Notes Regarding the Implementation of the Regulation for Terminology, Forms and Preparation of Consolidated Financial Statements (last amended on October 2, 2007) and Q&As Regarding Financial Instruments Accounting (issued by The Japanese Institute of Certified Public Accountants, last amended on November 6, 2007).

Items other than the above are omitted since there are no significant changes from the latest financial statements (submitted on June 21, 2007).

### (Omission of disclosures)

Information on lease transactions, derivative transactions and stock options is omitted since the need to disclose such information is not deemed significant.

# Segment Information

## 1. Business segment information

(1) FY2007 (April 1, 2006 - March 31, 2007)

(Million yen)

	Automobile	Materials handling equipment	Logistics	Textile machinery	Others	Total	Eliminations	Consolidated
<b>Net sales</b>								
(1) Outside customer sales	904,893	767,237	89,470	58,403	58,392	1,878,398	-	1,878,398
(2) Intersegment transactions	21,134	805	7,275	5	21,855	51,077	(51,077)	-
<b>Total</b>	<b>926,028</b>	<b>768,042</b>	<b>96,746</b>	<b>58,409</b>	<b>80,248</b>	<b>1,929,475</b>	<b>(51,077)</b>	<b>1,878,398</b>
<b>Operating expenses</b>	<b>892,435</b>	<b>720,840</b>	<b>94,965</b>	<b>57,327</b>	<b>73,920</b>	<b>1,839,490</b>	<b>(51,046)</b>	<b>1,788,443</b>
<b>Operating income</b>	<b>33,592</b>	<b>47,201</b>	<b>1,780</b>	<b>1,081</b>	<b>6,328</b>	<b>89,984</b>	<b>(30)</b>	<b>89,954</b>
<b>Assets</b>	<b>444,564</b>	<b>593,607</b>	<b>132,857</b>	<b>17,034</b>	<b>113,156</b>	<b>1,301,220</b>	<b>2,284,637</b>	<b>3,585,857</b>
Depreciation and amortization	53,557	41,947	4,178	1,087	5,288	106,060	-	106,060
<b>Capital expenditures</b>	<b>74,967</b>	<b>67,152</b>	<b>5,863</b>	<b>1,472</b>	<b>17,049</b>	<b>166,505</b>	<b>-</b>	<b>166,505</b>

(2) FY2008 (April 1, 2007 - March 31, 2008)

(Million yen)

	Automobile	Materials handling equipment	Logistics	Textile machinery	Others	Total	Eliminations	Consolidated
<b>Net sales</b>								
(1) Outside customer sales	969,226	783,173	117,591	66,264	64,280	2,000,536	-	2,000,536
(2) Intersegment transactions	26,026	3,415	7,942	7	21,386	58,777	(58,777)	-
<b>Total</b>	<b>995,252</b>	<b>786,589</b>	<b>125,533</b>	<b>66,271</b>	<b>85,666</b>	<b>2,059,313</b>	<b>(58,777)</b>	<b>2,000,536</b>
<b>Operating expenses</b>	<b>953,734</b>	<b>746,747</b>	<b>121,303</b>	<b>61,974</b>	<b>78,958</b>	<b>1,962,718</b>	<b>(59,035)</b>	<b>1,903,682</b>
<b>Operating income</b>	<b>41,518</b>	<b>39,841</b>	<b>4,230</b>	<b>4,297</b>	<b>6,708</b>	<b>96,595</b>	<b>258</b>	<b>96,853</b>
<b>Assets</b>	<b>434,952</b>	<b>601,299</b>	<b>187,064</b>	<b>17,811</b>	<b>81,342</b>	<b>1,322,470</b>	<b>1,643,115</b>	<b>2,965,585</b>
Depreciation and amortization	57,987	46,609	9,012	1,310	4,985	119,905	-	119,905
<b>Capital expenditures</b>	<b>50,145</b>	<b>68,945</b>	<b>15,067</b>	<b>1,869</b>	<b>6,130</b>	<b>142,158</b>	<b>-</b>	<b>142,158</b>

Notes 1. Business segments are divided by the type and nature of the product.

2. Main products of each segment:

Automobile ..... Passenger vehicles, diesel and gasoline engines, car air-conditioning compressors, electronics parts

Materials handling equipment ... Counterbalanced forklifts, warehouse equipment, automated storage and retrieval system, aerial work platforms

Logistics ..... Transportation services, collection and delivery of cash and management of sales proceeds

Textile machinery ..... Air jet looms, water jet looms, ring spinning frames

Others ..... Semiconductor package substrates

3. Assets included in the "Eliminations" are mainly cash and deposits, marketable securities and investments in securities of Toyota Industries Corporation.

## 2. Geographical segment information

(1) FY2007 (April 1, 2006 - March 31, 2007)

(Million yen)

	Japan	North America	Europe	Others	Total	Eliminations	Consolidated
<b>Net sales</b>							
(1) Outside customer sales	1,232,131	287,316	312,051	46,897	1,878,398	-	1,878,398
(2) Intersegment transactions	121,338	2,712	7,152	5,573	136,776	(136,776)	-
<b>Total</b>	<b>1,353,470</b>	<b>290,029</b>	<b>319,204</b>	<b>52,471</b>	<b>2,015,175</b>	<b>(136,776)</b>	<b>1,878,398</b>
<b>Operating expenses</b>	<b>1,284,500</b>	<b>284,095</b>	<b>307,912</b>	<b>49,364</b>	<b>1,925,872</b>	<b>(137,428)</b>	<b>1,788,443</b>
<b>Operating income</b>	<b>68,970</b>	<b>5,934</b>	<b>11,292</b>	<b>3,106</b>	<b>89,302</b>	<b>651</b>	<b>89,954</b>
<b>Assets</b>	<b>887,351</b>	<b>196,769</b>	<b>337,866</b>	<b>66,148</b>	<b>1,438,135</b>	<b>2,097,722</b>	<b>3,585,857</b>

(2) FY2008 (April 1, 2007 - March 31, 2008)

(Million yen)

	Japan	North America	Europe	Others	Total	Eliminations	Consolidated
<b>Net sales</b>							
(1) Outside customer sales	1,343,041	265,571	327,785	64,137	2,000,536	-	2,000,536
(2) Intersegment transactions	132,206	2,185	7,821	7,630	149,843	(149,843)	-
<b>Total</b>	<b>1,475,248</b>	<b>267,756</b>	<b>335,607</b>	<b>71,768</b>	<b>2,150,380</b>	<b>(149,843)</b>	<b>2,000,536</b>
<b>Operating expenses</b>	<b>1,393,225</b>	<b>264,232</b>	<b>327,674</b>	<b>66,633</b>	<b>2,051,766</b>	<b>(148,083)</b>	<b>1,903,682</b>
<b>Operating income</b>	<b>82,022</b>	<b>3,524</b>	<b>7,933</b>	<b>5,134</b>	<b>98,613</b>	<b>(1,760)</b>	<b>96,853</b>
<b>Assets</b>	<b>906,548</b>	<b>165,525</b>	<b>356,570</b>	<b>71,882</b>	<b>1,500,526</b>	<b>1,465,058</b>	<b>2,965,585</b>

## 3. Overseas sales

(1) FY2007 (April 1, 2006 - March 31, 2007)

(Million yen)

	North America	Europe	Others	Total
Overseas sales	287,957	347,617	156,338	791,913
Consolidated sales				1,878,398
Ratio of overseas sales to consolidated sales	15.3%	18.5%	8.4%	42.2%

(2) FY2008 (April 1, 2007 - March 31, 2008)

(Million yen)

	North America	Europe	Others	Total
Overseas sales	265,942	373,374	190,539	829,855
Consolidated sales				2,000,536
Ratio of overseas sales to consolidated sales	13.3%	18.7%	9.5%	41.5%

## Breakdown of Consolidated Net Sales

(Million yen)

	FY2007 ( April 1, 2006 - March 31, 2007 )		FY2008 ( April 1, 2007 - March 31, 2008 )		Increase (Decrease)	% Change
	Amount	Component ratio	Amount	Component ratio		
<b>Automobile</b>		%		%		%
Vehicle	470,286	25.0	500,141	25.0	29,855	6.3
Engine	167,407	8.9	178,705	8.9	11,298	6.7
Car air-conditioning compressor	235,478	12.6	253,507	12.7	18,029	7.7
Foundry, Electronics parts and others	31,722	1.7	36,872	1.9	5,150	16.2
<b>Subtotal</b>	<b>904,893</b>	<b>48.2</b>	<b>969,226</b>	<b>48.5</b>	<b>64,333</b>	<b>7.1</b>
<b>Materials handling equipment</b>	<b>767,237</b>	<b>40.8</b>	<b>783,173</b>	<b>39.1</b>	<b>15,936</b>	<b>2.1</b>
<b>Logistics</b>	<b>89,470</b>	<b>4.8</b>	<b>117,591</b>	<b>5.9</b>	<b>28,121</b>	<b>31.4</b>
<b>Textile machinery</b>	<b>58,403</b>	<b>3.1</b>	<b>66,264</b>	<b>3.3</b>	<b>7,861</b>	<b>13.5</b>
<b>Others</b>	<b>58,392</b>	<b>3.1</b>	<b>64,280</b>	<b>3.2</b>	<b>5,888</b>	<b>10.1</b>
<b>Total</b>	<b>1,878,398</b>	<b>100.0</b>	<b>2,000,536</b>	<b>100.0</b>	<b>122,138</b>	<b>6.5</b>

## Non-consolidated Balance Sheets

	FY2007 (As of March 31, 2007)	FY2008 (As of March 31, 2008)	Increase (Decrease)
<b><u>Assets</u></b>			
<b>Current assets</b>	<b>2 6 6 , 1 5 1</b>	<b>2 7 7 , 4 4 0</b>	<b>1 1 , 2 8 9</b>
Cash and deposits	4 3 , 7 9 3	4 2 , 9 0 0	( 8 9 3 )
Trade notes receivable	6 3 7	8 8	( 5 4 9 )
Trade accounts receivable	1 1 0 , 2 0 7	1 1 4 , 0 8 5	3 , 8 7 8
Marketable securities	3 0 , 0 6 5	4 0 , 6 1 1	1 0 , 5 4 6
Finished goods	2 , 6 6 7	4 , 7 3 4	2 , 0 6 7
Raw materials	3 7 4	3 7 0	( 4 )
Work in process	2 2 , 4 4 8	2 1 , 0 9 3	( 1 , 3 5 5 )
Supplies	6 , 1 5 5	6 , 4 2 5	2 7 0
Prepaid expenses	4 2 8	3 4 6	( 8 2 )
Deferred tax assets	1 1 , 0 5 9	1 0 , 0 9 8	( 9 6 1 )
Others	3 8 , 3 2 8	3 6 , 7 4 1	( 1 , 5 8 7 )
Less - allowance for doubtful accounts	( 1 4 )	( 5 7 )	( 4 3 )
<b>Fixed assets</b>	<b>2 , 7 8 1 , 9 1 0</b>	<b>2 , 1 2 6 , 1 4 4</b>	<b>( 6 5 5 , 7 6 6 )</b>
<b>Property, plant and equipment</b>	<b>3 3 0 , 9 2 4</b>	<b>3 2 1 , 1 9 3</b>	<b>( 9 , 7 3 1 )</b>
Buildings	8 4 , 0 6 0	9 0 , 7 8 2	6 , 7 2 2
Structures	1 1 , 3 0 4	1 1 , 0 8 5	( 2 1 9 )
Machinery and equipment	1 3 6 , 8 1 6	1 2 6 , 5 2 0	( 1 0 , 2 9 6 )
Vehicles and delivery equipment	1 , 4 5 9	1 , 5 1 7	5 8
Tools, furniture and fixtures	1 1 , 9 1 0	1 1 , 2 6 5	( 6 4 5 )
Land	6 2 , 7 4 8	6 5 , 3 0 6	2 , 5 5 8
Construction in progress	2 2 , 6 2 5	1 4 , 7 1 5	( 7 , 9 1 0 )
<b>Intangible assets</b>	<b>7 , 6 8 9</b>	<b>6 , 5 4 4</b>	<b>( 1 , 1 4 5 )</b>
Software	7 , 6 8 9	6 , 5 4 4	( 1 , 1 4 5 )
<b>Investments and other assets</b>	<b>2 , 4 4 3 , 2 9 6</b>	<b>1 , 7 9 8 , 4 0 6</b>	<b>( 6 4 4 , 8 9 0 )</b>
Investments in securities	6 5 5 , 1 7 7	5 0 8 , 0 4 9	( 1 4 7 , 1 2 8 )
Stocks of subsidiaries and affiliates	1 , 7 4 0 , 7 2 7	1 , 2 3 8 , 6 1 3	( 5 0 2 , 1 1 4 )
Investments in capital	2 , 1 3 6	2 , 1 2 9	( 7 )
Investments in capital of subsidiaries and affiliates	2 2 , 1 7 4	2 1 , 4 5 0	( 7 2 4 )
Long-term loans	1 3 , 8 7 1	1 9 , 4 4 5	5 , 5 7 4
Long-term prepaid expenses	7 , 3 6 4	6 , 9 6 0	( 4 0 4 )
Others	1 , 9 1 8	1 , 8 1 8	( 1 0 0 )
Less - allowance for doubtful accounts	( 7 3 )	( 6 0 )	1 3
<b>Total assets</b>	<b>3 , 0 4 8 , 0 6 2</b>	<b>2 , 4 0 3 , 5 8 4</b>	<b>( 6 4 4 , 4 7 8 )</b>

Notes: 1. Accumulated depreciation of property, plant and equipment	4 1 9 , 4 5 4	4 4 3 , 7 5 0	2 4 , 2 9 6
2. Liabilities for guarantees	6 9 , 0 9 3	6 7 , 1 7 7	( 1 , 9 1 6 )
3. Allowance for retirement and severance benefits for directors and corporate auditors (included in allowance for retirement benefits)	3 , 7 6 0	4 , 2 6 4	5 0 4

(Million yen)

	FY2007 (As of March 31, 2007)	FY2008 (As of March 31, 2008)	Increase (Decrease)
<b><u>Liabilities</u></b>			
<b>Current liabilities</b>	<b>2 9 8 , 4 0 9</b>	<b>2 7 3 , 2 7 6</b>	<b>( 2 5 , 1 3 3 )</b>
Trade notes payable	1 , 3 8 2	9 3 9	( 4 4 3 )
Trade accounts payable	1 3 6 , 4 2 7	1 3 9 , 1 6 7	2 , 7 4 0
Current portion of binds	6 0 , 0 0 0	2 0 , 0 0 0	( 4 0 , 0 0 0 )
Other payables	1 2 , 8 6 0	1 2 , 5 8 5	( 2 7 5 )
Accrued expenses	3 5 , 2 0 0	3 5 , 4 9 8	2 9 8
Accrued income taxes	1 0 , 7 3 2	1 4 , 8 5 7	4 , 1 2 5
Advance received	4 8 0	7 9 8	3 1 8
Deposits received	1 9 , 4 9 9	2 6 , 6 6 8	7 , 1 6 9
Deposits received from employees	2 1 , 7 3 6	2 2 , 3 5 9	6 2 3
Others	8 8	4 0 0	3 1 2
<b>Long-term liabilities</b>	<b>1 , 1 1 2 , 6 3 2</b>	<b>8 6 0 , 3 4 5</b>	<b>( 2 5 2 , 2 8 7 )</b>
Bonds	2 2 4 , 9 9 0	2 0 4 , 9 9 1	( 1 9 , 9 9 9 )
Long-term loans	1 1 5 , 0 0 0	1 5 0 , 0 0 0	3 5 , 0 0 0
Deferred tax liabilities	7 4 9 , 5 1 7	4 8 1 , 0 2 4	( 2 6 8 , 4 9 3 )
Allowance for retirement benefits	2 1 , 6 3 2	2 2 , 7 6 9	1 , 1 3 7
Others	1 , 4 9 1	1 , 5 6 0	6 9
<b>Total liabilities</b>	<b>1 , 4 1 1 , 0 4 1</b>	<b>1 , 1 3 3 , 6 2 2</b>	<b>( 2 7 7 , 4 1 9 )</b>
<b><u>Net assets</u></b>			
<b>Shareholders' equity</b>	<b>4 8 0 , 3 7 5</b>	<b>5 1 7 , 3 2 8</b>	<b>3 6 , 9 5 3</b>
Common stock	8 0 , 4 6 2	8 0 , 4 6 2	-
Capital surplus	1 0 5 , 0 3 3	1 0 6 , 1 6 2	1 , 1 2 9
Capital reserve	1 0 1 , 7 6 6	1 0 1 , 7 6 6	-
Other capital reserve	3 , 2 6 7	4 , 3 6 9	1 , 1 2 9
Retained earnings	3 4 2 , 1 3 2	3 8 1 , 3 4 7	3 9 , 2 1 5
Legal reserve	1 7 , 0 0 4	1 7 , 0 0 4	-
General reserve	3 2 5 , 1 2 8	3 6 4 , 3 4 2	3 9 , 2 1 4
Reserve for special depreciation	8 6 9	7 0 8	( 1 6 1 )
Reserve for reduction of acquisition cost of fixed assets	2 4 9	2 4 2	( 7 )
General reserves	2 2 0 , 0 0 0	2 5 0 , 0 0 0	3 0 , 0 0 0
Unappropriated retained earnings at end of year	1 0 4 , 0 0 9	1 1 3 , 3 9 1	9 . 3 8 2
Treasury stock at cost	( 4 7 , 2 5 3 )	( 5 0 , 6 4 4 )	( 3 , 3 9 1 )
<b>Valuation and translation adjustments</b>	<b>1 , 1 5 6 , 4 4 1</b>	<b>7 5 1 , 9 3 7</b>	<b>( 4 0 4 , 5 0 4 )</b>
Net unrealized gains or losses on other securities	1 , 1 5 6 , 4 4 5	7 5 1 , 7 9 8	( 4 0 4 , 6 4 7 )
Deferred gains or losses on Hedges	( 3 )	1 3 9	1 4 2
<b>Subscription rights to shares</b>	<b>2 0 2</b>	<b>6 9 5</b>	<b>4 9 3</b>
<b>Total net assets</b>	<b>1 , 6 3 7 , 0 2 0</b>	<b>1 , 2 6 9 , 9 6 2</b>	<b>( 3 6 7 , 0 5 8 )</b>
<b>Total liabilities and net assets</b>	<b>3 , 0 4 8 , 0 6 2</b>	<b>2 , 4 0 3 , 5 8 4</b>	<b>( 6 4 4 , 4 7 8 )</b>

# Non-consolidated Statements of Income

(Million yen)

	FY2007 April 1, 2006 - March 31, 2007 )	FY2008 April 1, 2007 - March 31, 2008 )	Increase (Decrease)
<b>Net sales</b>	1,135,668	1,217,526	81,858
Cost of sales	1,030,527	1,096,824	66,297
Selling, general and administrative expenses	65,846	70,343	4,497
<b>Operating income</b>	39,294	50,358	11,064
<b>Non-operating income</b>	33,747	42,689	8,942
Interest income and dividends income	29,397	37,743	8,346
Other non-operating income	4,349	4,946	597
<b>Non-operating expenses</b>	15,027	16,191	1,164
Interest expenses	5,819	6,581	762
Other non-operating expenses	9,208	9,609	401
<b>Ordinary income</b>	58,013	76,857	18,844
<b>Extraordinary gains</b>	4,305	5,863	1,558
Proceeds from sales of investment securities	4,305	5,863	1,558
<b>Extraordinary losses</b>	4,390	-	(4,390)
Losses of discontinuing production of designated electronics parts	4,390	-	(4,390)
<b>Income before income taxes</b>	57,928	82,720	24,792
Income taxes - current	18,605	25,004	6,399
Income taxes - deferred	(919)	1,012	1,931
<b>Net income</b>	40,242	56,703	16,461

## Non-consolidated Statement of Changes in Total net assets

FY2007 (April 1, 2006 - March 31, 2007)

(Million yen)

	Shareholders' equity											
	Common stock	Capital surplus			Retained earnings						Treasury stock at cost	Total shareholders' equity
		Capital reserve	Other capital reserve	Total capital surplus	Legal reserve	General reserves				Total retained earnings		
						Reserve for special depreciation	Reserve for reduction of acquisition cost of fixed assets	General reserves	Unappropriated retained earnings at end of period			
Balance at March 31,2006	80,462	101,766	3,877	105,643	17,004	679	263	200,000	97,494	315,442	(14,363)	<b>487,184</b>
Change during accounting period												
Provision for reserve						533		20,000	(20,533)			
Reversal of reserve						(344)	(14)		358			
Surplus dividend									(13,250)	(13,250)		<b>(13,250)</b>
Bonuses to directors and corporate auditors									(301)	(301)		<b>(301)</b>
Net income for the period									40,242	40,242		<b>40,242</b>
Repurchase of treasury stock											(35,524)	<b>(35,524)</b>
Exercise of stock options			(610)	(610)							2,634	<b>2,024</b>
Change to items other than shareholders' equity during accounting period												
Total change during accounting period	-	-	(610)	(610)	-	189	(14)	20,000	6,515	26,690	(32,889)	<b>(6,809)</b>
Balance at March 31,2007	80,462	101,766	3,267	105,033	17,004	869	249	220,000	104,009	342,132	(47,253)	<b>480,375</b>

	Valuation and translation adjustments			Subscription rights to shares	Total net assets
	Net unrealized gains or losses on other securities	Deferred gains or losses on Hedges	Total valuation and translation adjustments		
Balance at March 31,2006	1,045,586	-	<b>1,045,586</b>	-	<b>1,532,771</b>
Change during accounting period					
Provision for reserve					
Reversal of reserve					
Surplus dividend					<b>(13,250)</b>
Bonuses to directors and corporate auditors					<b>(301)</b>
Net income for the period					<b>40,242</b>
Repurchase of treasury stock					<b>(35,524)</b>
Exercise of stock options					<b>2,024</b>
Change to items other than shareholders' equity during accounting period	110,858	(3)	<b>110,855</b>	<b>202</b>	<b>111,057</b>
Total change during accounting period	110,858	(3)	<b>110,855</b>	<b>202</b>	<b>104,248</b>
Balance at March 31,2007	1,156,445	(3)	<b>1,156,441</b>	<b>202</b>	<b>1,637,020</b>

	Shareholders' equity											
	Common stock	Capital surplus			Retained earnings						Treasury stock at cost	Total shareholders' equity
		Capital reserve	Other capital reserve	Total capital surplus	Legal reserve	General reserves				Total retained earnings		
						Reserve for special depreciation	Reserve for reduction of acquisition cost of fixed assets	General reserves	Unappropriated retained earnings at end of period			
Balance at March 31,2007	80,462	101,766	3,267	105,033	17,004	869	249	220,000	104,009	342,132	(47,253)	<b>480,375</b>
Change during accounting period												
Provision for reserve						50		30,000	(30,050)			
Reversal of reserve						(210)	(6)		217			
Surplus dividend									(17,489)	(17,489)		<b>(17,489)</b>
Net income for the period									56,703	56,703		<b>56,703</b>
Repurchase of treasury stock											(8,728)	<b>(8,728)</b>
Exercise of stock options			1,128	1,128							5,337	<b>6,466</b>
Change to items other than shareholders' equity during accounting period												
Total change during accounting period	-	-	1,128	1,128	-	(160)	(6)	30,000	9,381	39,214	(3,390)	<b>36,592</b>
Balance at March 31,2008	80,462	101,766	4,396	106,162	17,004	708	242	250,000	113,391	381,347	(50,644)	<b>517,328</b>

	Valuation and translation adjustments			Subscription rights to shares	Total net assets
	Net unrealized gains or losses on other securities	Deferred gains or losses on Hedges	Total valuation and translation adjustments		
Balance at March 31,2007	1,156,445	(3)	<b>1,156,441</b>	<b>202</b>	<b>1,637,020</b>
Change during accounting period					
Provision for reserve					
Reversal of reserve					
Surplus dividend					<b>(17,489)</b>
Net income for the period					<b>56,703</b>
Repurchase of treasury stock					<b>(8,728)</b>
Exercise of stock options					<b>6,466</b>
Change to items other than shareholders' equity during accounting period	(404,646)	143	<b>(404,503)</b>	<b>493</b>	<b>(404,010)</b>
Total change during accounting period	(404,646)	143	<b>(404,503)</b>	<b>493</b>	<b>(367,057)</b>
Balance at March 31,2008	751,798	139	<b>751,937</b>	<b>695</b>	<b>1,269,962</b>

## FINANCIAL SUMMARY for FY2008 (April 1, 2007 - Mar. 31, 2008)

### 1. Consolidated financial results

(Billion yen, %)

	FY2007		FY2008		Change		FY2009 Forecast		Change %
	April 06 - March 07		April 07 - March 08		Amount	%	April 08 - March 09		
Net sales	100.0%	1,878.3	100.0%	2,000.5	122.2	6.5	100.0%	2,050.0	2.5
Operating income	4.8%	89.9	4.8%	96.8	6.9	7.7	3.8%	77.0	(20.5)
Ordinary income	5.8%	108.4	6.3%	126.4	18.0	16.6	5.2%	107.0	(15.4)
Net income	3.2%	59.4	4.0%	80.4	21.0	35.3	2.9%	59.0	(26.7)
Dividends per share		¥50		¥60	¥10			¥60	
Payout ratio <Consolidated>		26.3%		23.3%				31.7%	
<Non-consolidated>		38.9%		33.1%				42.5%	
Exchange rate ¥/US\$		117		114	(3)			100	
¥/Euro		150		162	12			155	
Investments in tangible assets		129.0		104.2	(24.8)	(19.2)		110.0	5.6
Investments in overseas		26.3		24.2	(2.1)	(7.7)		22.0	(9.4)
Depreciation		74.4		83.7	9.3	12.5		93.0	11.1
Total assets		3,585.8		2,965.5	(620.3)	(17.3)		-	
Total net assets		1,810.4		1,453.9	(356.5)	(19.7)		-	
Equity ratio		48.8%		47.1%				-	
Consolidated subsidiaries		162 Companies		163 Companies	1 Companies			-	
Affiliates applied the equity method		21 Companies		15 Companies	(6) Company			-	

Note: Starting from FY2006, Toyota Industries Sweden (formerly BT Industries) Group, which constitutes our network of subsidiaries, changed its fiscal year-end from December (Jan. - Dec.) to March (Jan. - next Mar.). As a result, the table above includes the results of the Toyota Industries Sweden Group from January to December 2006. Excluding the effects of changes in fiscal year-end (Jan. - Mar. 2006), net sales, operating income, ordinary income and net income increased 186.9 billion yen (10.3%), 8.8 billion yen (10.1%), 20.7 billion yen (19.7%) and 22.2 billion yen (38.2%), respectively.

### 2. Breakdown of consolidated net sales

(Billion yen, %)

	FY2007		FY2008		Change		FY2009 Forecast		%
Vehicle	24.7%	470.2	25.0%	500.1	29.9	6.3	23.9%	490.0	(2.0)
Engine	8.8%	167.4	8.9%	178.7	11.3	6.7	9.8%	200.0	11.9
Car air-conditioning compressor	12.6%	235.4	12.7%	253.5	18.1	7.7	11.7%	240.0	(5.3)
Foundry, electronics and other	1.7%	31.7	1.9%	36.8	5.1	16.2	2.0%	40.0	8.5
Automobile total	48.2%	904.8	48.5%	969.2	64.4	7.1	47.4%	970.0	0.1
Materials handling equipment	40.8%	767.2	39.1%	783.1	15.9	2.1	41.0%	840.0	7.3
Logistics	4.8%	89.4	5.9%	117.5	28.1	31.4	6.3%	130.0	10.6
Textile machinery	3.1%	58.4	3.3%	66.2	7.8	13.5	2.4%	50.0	(24.5)
Others	3.1%	58.3	3.2%	64.2	5.9	10.1	2.9%	60.0	(6.7)
Total	100.0%	1,878.3	100.0%	2,000.5	122.2	6.5	100.0%	2,050.0	2.5

Excluding the effects of changes in subsidiaries' fiscal year, net sales of the Materials Handling Equipment Segment increased 80.6 billion yen (11.5%)

### 3. Unit sales

(Thousand Units)

	FY2007	FY2008	Change	FY2009	Change
Vitz (Yaris)	182	186	4	181	(5)
RAV4	168	158	(10)	152	(6)
Mark X Zio	0	24	24	27	3
Vehicle	350	368	18	360	(8)
Engine	489	511	22	580	69
Car air-conditioning compressor	20,460	21,860	1,400	22,000	140
Materials handling equipment	215	203	(12)	213	10
Air-Jet looms	10.6	10.1	(0.5)	7.5	(2.6)

Figures in < > show unit sales except the effects of changes in subsidiaries' fiscal year

### 4. Changes in ordinary income

(Billion yen)

Cost improvement	20.0
Sales volume increase	18.5
Exchange gain	0.4
Non-operating income increase	11.9
<b>Increase total</b>	<b>50.8</b>
Depreciation	9.3
Raw material cost	6.8
Labor cost	6.4
Expenses and others	7.6
Impact of change in subsidiaries' fiscal year	2.7
<b>Decrease total</b>	<b>32.8</b>
<b>Total increase in ordinary income</b>	<b>18.0</b>

Note: Toyota Industries posted extraordinary income (proceeds from sales of investment securities) of 5.8 billion yen for fiscal 2008.

## Non-consolidated Financial Highlights

### 1. Non-consolidated financial results

(Billion yen, %)

	FY2007		FY2008		Change		FY2009 Forecast		Change
	April 06 - March 07		April 07 - March 08		Amount	%	April 08 - March 09		%
Net sales	100.0%	1,135.6	100.0%	1,217.5	81.9	7.2	100.0%	1,220.0	0.2
Operating income	3.5%	39.2	4.1%	50.3	11.1	28.2	2.7%	33.0	(34.5)
Ordinary income	5.1%	58.0	6.3%	76.8	18.8	32.5	5.1%	62.0	(19.3)
Net income	3.5%	40.2	4.7%	56.7	16.5	40.9	3.6%	44.0	(22.4)
Investments in tangible assets		70.3		42.8	(27.5)	(39.2)		55.0	28.5
Depreciation		45.4		49.1	3.7	8.0		52.0	5.9

### 2. Non-consolidated balance sheets

(Billion yen)

	Assets			Liabilities and Net assets			
	FY2007	FY2008	Change	FY2007	FY2008	Change	
	As of Mar. 31, 07	As of Mar. 31, 08		As of Mar. 31, 07	As of Mar. 31, 08		
Current assets	266.1	277.4	11.3	Current liabilities	298.4	273.2	(25.2)
Cash and deposits	43.7	42.9	(0.8)	Accounts payable	137.8	140.1	2.3
Accounts receivable	110.8	114.1	3.3	Others	160.5	133.1	(27.4)
Marketable securities	30.0	40.6	10.6	Long-term liabilities	1,112.6	860.3	(252.3)
Inventories	31.6	32.6	1.0	Bonds	224.9	204.9	(20.0)
Others	49.8	47.1	(2.7)	Deferred tax liabilities	887.6	655.3	(232.3)
Fixed assets	2,781.9	2,126.1	(655.8)	Total liabilities	1,411.0	1,133.6	(277.4)
Tangible assets	330.9	321.1	(9.8)	Shareholders' equity	480.3	517.3	37.0
Intangible assets	7.6	6.5	(1.1)	Common stock	80.4	80.4	-
Investments and others	2,443.2	1,798.4	(644.8)	Capital surplus	105.0	106.1	1.1
				Retained earnings	342.1	381.3	39.2
				Treasury stock at cost	(47.2)	(50.6)	(3.4)
				Valuation and translation adjustment	1,156.4	751.9	(404.5)
				Subscription rights to shares	0.2	0.6	0.4
				Total net assets	1,637.0	1,269.9	(367.1)
Total	3,048.0	2,403.5	(644.5)	Total	3,048.0	2,403.5	(644.5)

## Four-Year Summary and Forecast

### Annual

(Billion yen)

	FY2005	FY2006	FY2007	FY2008	FY2009
<Consolidated>					
Net sales	1,241.5	1,505.9	1,878.3	2,005.0	2,050.0
Operating income	53.1	64.0	89.9	96.8	77.0
Ordinary income	70.9	80.6	108.4	126.4	107.0
Net income	43.3	47.0	59.4	80.4	59.0
<Non-consolidated>					
Net sales	784.3	950.7	1,135.6	1,217.5	1,220.0
Operating income	30.0	32.8	39.2	50.3	33.0
Ordinary income	39.7	43.0	58.0	76.8	62.0
Net income	26.3	30.4	40.2	56.7	44.0
<Cash dividends>					
Dividends per share	¥ 32	¥ 38	¥ 50	¥ 60	¥ 60
Payout ratio					
Consolidated	23.7%	26.0%	26.3%	23.3%	31.7%
Non-consolidated	39.1%	40.3%	38.9%	33.1%	42.5%