

## FINANCIAL SUMMARY for FY2017 First Quarter (April 1, 2016 - June 30, 2016)

### 1. Consolidated financial results

(Billion yen)

	FY2016 1st Quarter		FY2017 1st Quarter		Change		Current forecast		
	April 2015 - June 2015		April 2016 - June 2016		Amount	%	FY2017 (April 2016 - March 2017)		
Net sales	Profit ratio	543.8	Profit ratio	529.7	(14.1)	(2.6)	Profit ratio	2,200.0	(1.9)
Operating profit	5.6%	30.7	5.3%	28.1	(2.6)	(8.4)	5.5%	120.0	(10.9)
Ordinary profit	11.7%	63.8	10.4%	55.3	(8.5)	(13.4)	8.0%	177.0	(4.5)
Profit attributable to owners of the parent	8.5%	46.4	7.8%	41.2	(5.2)	(11.1)	5.5%	120.0	(34.4)
Earnings per share		¥147.71		¥131.33	(¥16.38)			¥381.89	
Investments in tangible assets		20.1		14.9	(5.2)	(25.5)		100.0	32.6
Depreciation		18.3		17.1	(1.2)	(6.4)		79.0	2.1
	(As of March 31, 2016)		(As of June 30, 2016)						
Total assets		4,199.1		3,772.3	(426.8)	(10.2)			
Total net assets		2,113.9		1,882.1	(231.8)	(11.0)			
Equity ratio		48.5%		47.9%					
Consolidated subsidiaries		214 companies		207 companies	(7) companies				
Exchange rate	¥/US\$	121		108	(13)			105	
	¥/Euro	134		122	(12)			120	

(Note) Non-operating finance income and expenses of sales finance business in Materials handling equipment segment is transferred into operating profit from FY2017. (Net sales: +4.0 billion, Operating profit: +2.1 billion)

FY2016 results is also made similar transfer. (Net sales: +2.8 billion, Operating profit +1.5 billion)

### 2. Segment information

Net sales / [Operating profit]

(Billion yen)

	FY2016 1st Quarter		FY2017 1st Quarter		Change		Current forecast		
	April 2015 - June 2015		April 2016 - June 2016		Amount	%	FY2017 (April 2016 - March 2017)		
	Sales distribution ratio		Sales distribution ratio				Sales distribution ratio		
Vehicle	20.1%	109.3	23.3%	123.3	14.0	12.8	24.3%	535.0	11.4
Engine	7.2%	39.0	7.6%	40.0	1.0	2.6	7.3%	160.0	1.1
Car air-conditioning compressor	15.8%	85.7	15.9%	84.3	(1.4)	(1.6)	15.0%	330.0	(3.7)
Electronics parts, foundry and others	2.7%	14.7	2.7%	14.3	(0.4)	(2.9)	3.2%	70.0	7.9
Automobile total	45.8%	248.9	49.5%	262.1	13.2	5.3	49.8%	1,095.0	4.7
		[ 6.1]		[ 6.4]	[ 0.3]				
Materials handling equipment	46.3%	251.6	45.2%	239.6	(12.0)	(4.8)	45.0%	990.0	(4.0)
		[ 21.7]		[ 18.9]	[ (2.8)]				
Textile machinery	2.7%	14.7	2.6%	13.9	(0.8)	(5.7)	2.5%	56.0	(14.7)
		[ 0.2]		[ 0.9]	[ 0.7]				
Others	5.2%	28.4	2.7%	14.0	(14.4)	(50.7)	2.7%	59.0	(41.2)
		[ 2.4]		[ 1.6]	[ (0.8)]				
Total	100.0%	543.8	100.0%	529.7	(14.1)	(2.6)	100.0%	2,200.0	(1.9)
		[ 30.7]		[ 28.1]	[ (2.6)]				

(Note) Toyota Industries has reclassified the reporting segment previously presented as the Logistics Segment because of its immateriality and included its results in either the Materials Handling Equipment Segment or the Others Segment.

### 3. Unit sales

(Thousand units)

	FY2016	FY2017	Change	Current plan	Changes
	1st Quarter	1st Quarter			
	(April 2015 - June 2015)	(April 2016 - June 2016)		(April 2016 - March 2017)	previous fiscal year
RAV4	50	47	(3)	207	6
Vitz (Yaris)	22	21	(1)	93	1
Vehicle total	72	68	(4)	300	7
Diesel	63	71	8	283	41
Gasoline	47	44	(3)	217	25
Engine total	110	115	5	500	66
Car air-conditioning compressor *	739	821	82	3,230	193
Materials handling equipment	61	62	1	244	5
Air-jet loom	1.1	1.2	0.1	5.0	(1.2)

### 4. Changes in ordinary profit

(Billion yen)

Cost reduction	3.8
Decrease in depreciation	1.2
<b>Increases total</b>	<b>5.0</b>
Negative impact of exchange rate fluctuations	(3.9)
Increase in expenses	(3.7)
Non-operating profit and non-operating expenses	(5.9)
<b>Decreases total</b>	<b>(13.5)</b>
<b>Total changes in ordinary profit</b>	<b>(8.5)</b>

\*(Note) The unit for unit sales of car air-conditioning compressor is ten thousand.

English translation from the original Japanese-language document