

## FINANCIAL SUMMARY for FY2014 (April 1, 2013 - March 31, 2014)

### 1. Consolidated financial results

(Billion yen)

	FY2013		FY2014		Change		FY2015 Forecast		Change	
	April 2012 - March 2013		April 2013 - March 2014		Amount	%	April 2014 - March 2015		%	
Net sales	Income ratio	1,615.2	Income ratio	2,007.8	392.6	24.3	Income ratio	2,100.0	4.6	
Operating income	4.8%	77.0	5.4%	107.6	30.6	39.7	5.5%	115.0	6.8	
Ordinary income	5.4%	86.8	6.9%	138.1	51.3	59.1	7.0%	148.0	7.1	
Net income	3.3%	53.1	4.6%	91.7	38.6	72.6	4.8%	100.0	9.0	
Net income per share		¥170.36		¥292.76	¥122.40			¥318.74		
Cash dividends per share [Year-end]		¥55 [¥30]		¥85 [¥50]	¥30 [¥20]	-		¥90 [¥45]		
Payout ratio		32.3%		29.0%				28.2%		
Investments in tangible assets		89.4		109.4	20.0	22.4		115.0	5.0	
Depreciation		57.9		64.1	6.2	10.7		69.0	7.6	
Total assets	(As of March 31, 2013)	3,243.7	(As of March 31, 2014)	3,799.0	555.3	17.1				
Total net assets		1,524.9		1,829.3	304.4	20.0				
Total net assets per share		¥4,719.66		¥5,640.08	¥920.42					
Equity ratio		45.4%		46.6%						
Consolidated subsidiaries		217		215	(2)					
Exchange rate	¥/US\$	83		100	17			100		
	¥/Euro	107		134	27			135		

(Note) Toyota Industries posted an extraordinary loss of 6.7 billion yen arising from a loss on liquidation of TIBC Corporation during FY2013.

### 2. Segment information

Net sales / [Operating income]

(Billion yen)

	FY2013		FY2014		Change		FY2015 Forecast		Change	
	April 2012 - March 2013		April 2013 - March 2014		Amount	%	April 2014 - March 2015		%	
Vehicle	22.1%	356.7	23.3%	467.0	110.3	30.9	22.5%	472.0	1.1	
Engine	13.4%	216.7	10.1%	202.5	(14.2)	(6.5)	8.7%	184.0	(9.2)	
Car air-conditioning compressor	14.1%	228.1	13.7%	275.7	47.6	20.9	14.8%	310.0	12.4	
Electronics parts, foundry and others	3.6%	57.0	3.0%	61.2	4.2	7.3	3.3%	69.0	12.6	
Automobile total	53.2%	858.6	50.1%	1,006.6	148.0	17.2	49.3%	1,035.0	2.8	
		[ 29.4]		[ 35.1]	[ 5.7]					
Materials handling equipment	36.9%	596.4	40.3%	809.2	212.8	35.7	41.9%	880.0	8.7	
		[ 38.7]		[ 58.0]	[ 19.3]					
Logistics	5.8%	93.0	4.7%	95.3	2.3	2.5	4.8%	100.0	4.9	
		[ 4.8]		[ 5.1]	[ 0.3]					
Textile machinery	2.5%	39.9	3.6%	73.1	33.2	83.2	2.9%	60.0	(17.9)	
		[ 0.5]		[ 5.5]	[ 5.0]					
Others	1.6%	27.2	1.3%	23.4	(3.8)	(13.6)	1.1%	25.0	6.4	
		[ 3.3]		[ 3.4]	[ 0.1]					
Total	100.0%	1,615.2	100.0%	2,007.8	392.6	24.3	100.0%	2,100.0	4.6	
		[ 77.0]		[ 107.6]	[ 30.6]					

### 3. Unit sales

(Thousand Units)

	FY2013	FY2014	Change	FY2015	Change
	Vitz (Yaris)	155	129	(26)	117
RAV4	112	198	86	208	10
MARK X ZIO	2	1	(1)	-	(1)
Vehicle	269	328	59	325	(3)
Diesel	452	383	(69)	348	(35)
Gasoline	214	243	29	212	(31)
Engine	666	626	(40)	560	(66)
Car air-conditioning compressor *	2,342	2,548	206	3,000	452
Materials handling equipment	185	199	14	215	16
Air-jet loom	4.6	9.3	4.7	5.5	(3.8)

### 4. Changes in ordinary income

(Billion yen)

Increase in sales	21.2
Cost reduction	16.1
Positive impact of exchange rate fluctuations	21.7
Non-operating income and non-operating expenses	20.7
<b>Increases total</b>	<b>79.7</b>
Increase in labor costs	(9.9)
Increase in research and development expenses	(7.3)
Increase in depreciation	(6.2)
Increase in expenses	(5.0)
<b>Decreases total</b>	<b>(28.4)</b>
<b>Total changes in ordinary income</b>	<b>51.3</b>

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

English translation from the original Japanese-language document