

## FINANCIAL SUMMARY for FY2014 Third Quarter (April 1, 2013 - December 31, 2013)

### 1. Consolidated financial results

(Billion yen)

	FY2013 3rd Quarter		FY2014 3rd Quarter		Change		Current plan		Change from the previous year %
	April 2012 - December 2012		April 2013 - December 2013		Amount	%	FY2014 (April 2013 - March 2014)		
Net sales	Income ratio	1,140.5	Income ratio	1,480.6	340.1	29.8	Income ratio	2,000.0	23.8
Operating income	4.5%	51.1	5.3%	78.0	26.9	52.5	5.3%	105.0	36.2
Ordinary income	5.8%	66.0	7.6%	112.7	46.7	70.7	6.7%	134.0	54.3
Net income	3.6%	40.6	5.2%	76.4	35.8	88.3	4.3%	85.0	60.0
Net income per share		¥130.27		¥244.18	¥113.91			¥271.25	
Investments in tangible assets		56.2		72.3	16.1	28.6		100.0	11.8
Depreciation		41.5		45.9	4.4	10.4		64.0	10.4
	(As of March 31, 2013)		(As of December 31, 2013)						
Total assets		3,243.7		3,999.8	756.1	23.3			
Total net assets		1,524.9		1,937.5	412.6	27.1		-	-
Equity ratio		45.4%		47.0%					
Consolidated subsidiaries		217		215	(2)				
Exchange rate	¥/US\$	80		99	19		(4th quarter)	98 (95)	
	¥/Euro	102		132	30			131 (130)	

(Note) 1. Toyota Industries posted an extraordinary loss of 6.6 billion yen arising from a loss on liquidation of TIBC Corporation during FY2013 First Quarter.

2. Due to an increase in dividends income, Toyota Industries has revised up its forecasts of consolidated financial results for FY 2014, an increase in ordinary income of 9.0 billion yen and an increase in net income of 7.0 billion yen.

### 2. Segment information

Net sales / [Operating income]

(Billion yen)

	FY2013 3rd Quarter		FY2014 3rd Quarter		Change		Current plan		Change from the previous year %
	April 2012 - December 2012		April 2013 - December 2013		Amount	%	FY2014 (April 2013 - March 2014)		
Vehicle	20.0%	227.8	23.4%	347.0	119.2	52.3	23.6%	472.0	32.3
Engine	13.6%	154.9	10.5%	154.7	(0.2)	(0.1)	10.6%	211.0	(2.6)
Car air-conditioning compressor	14.5%	165.5	13.6%	200.7	35.2	21.3	13.6%	271.0	18.8
Foundry, electronics parts and others	3.7%	42.4	2.9%	44.0	1.6	3.9	3.0%	61.0	6.9
Automobile total	51.8%	590.7	50.4%	746.5	155.8	26.4	50.8%	1,015.0	18.2
		[ 16.8]		[ 26.1]	[ 9.3]				
Materials handling equipment	37.8%	431.1	40.1%	593.0	161.9	37.6	39.5%	790.0	32.5
		[ 28.6]		[ 41.5]	[ 12.9]				
Logistics	6.1%	69.2	4.8%	70.7	1.5	2.2	5.0%	100.0	7.5
		[ 3.3]		[ 3.4]	[ 0.1]				
Textile machinery	2.5%	28.3	3.5%	52.0	23.7	83.7	3.7%	75.0	88.0
		[ 0.0]		[ 4.1]	[ 4.1]				
Others	1.8%	21.1	1.2%	18.1	(3.0)	(14.1)	1.0%	20.0	(26.5)
		[ 2.1]		[ 2.5]	[ 0.4]				
Total	100.0%	1,140.5	100.0%	1,480.6	340.1	29.8	100.0%	2,000.0	23.8
		[ 51.1]		[ 78.0]	[ 26.9]				

### 3. Unit sales

(Thousand Units)

	FY2013 3rd Quarter	FY2014 3rd Quarter	Change	Current plan FY2014 (April 2013 - March 2014)	Changes from the previous fiscal year
	Vitz (Yaris)	116	94	(22)	126
RAV4	63	147	84	198	86
MARK X ZiO	1	1	0	1	(1)
Vehicle	180	242	62	325	56
Diesel	326	294	(32)	397	(55)
Gasoline	146	191	45	253	39
Engine	472	485	13	650	(16)
Car air-conditioning compressor *	1,734	1,880	146	2,600	258
Materials handling equipment	136	146	10	203	18
Air-jet loom	3.3	6.5	3.2	10.0	5.4

### 4. Changes in ordinary income

(Billion yen)

Increase in sales	16.4
Cost reduction	12.0
Positive impact of exchange rate fluctuations	19.2
Non-operating income and non-operating expenses	19.8
<b>Increases total</b>	<b>67.4</b>
Increase in labor costs	(6.9)
Increase in research and development expenses	(5.1)
Increase in depreciation	(4.4)
Increase in expenses	(4.3)
<b>Decreases total</b>	<b>(20.7)</b>
<b>Total changes in ordinary income</b>	<b>46.7</b>

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