

FINANCIAL SUMMARY for FY2013 (April 1, 2012 - March 31, 2013)

1. Consolidated financial results

(Billion yen)

| | FY2012 | | FY2013 | | Change | | FY2014 Forecast | | Change |
|-------------------------------------|-------------------------|-----------|-------------------------|-----------|-----------|-------|-------------------------|---------|--------|
| | April 2011 - March 2012 | | April 2012 - March 2013 | | Amount | % | April 2013 - March 2014 | | |
| Net sales | Income ratio | 1,543.3 | Income ratio | 1,615.2 | 71.9 | 4.7 | Income ratio | 1,900.0 | 17.6 |
| Operating income | 4.5% | 70.0 | 4.8% | 77.0 | 7.0 | 10.0 | 5.0% | 95.0 | 23.2 |
| Ordinary income | 5.2% | 80.8 | 5.4% | 86.8 | 6.0 | 7.4 | 5.6% | 107.0 | 23.2 |
| Net income | 3.8% | 58.5 | 3.3% | 53.1 | (5.4) | (9.3) | 3.4% | 65.0 | 22.4 |
| Net income per share | | ¥188.02 | | ¥170.36 | (¥17.66) | | | ¥208.19 | |
| Cash dividends per share [Year-end] | | ¥50 | | ¥55 | ¥5 | - | | ¥60 | [¥30] |
| Payout ratio | | 26.6% | | 32.3% | | | | 28.8% | |
| Investments in tangible assets | | 58.4 | | 89.4 | 31.0 | 53.2 | | 100.0 | 11.8 |
| Depreciation | | 59.8 | | 57.9 | (1.9) | (3.1) | | 66.0 | 13.9 |
| | (As of March 31, 2012) | | (As of March 31, 2013) | | | | | | |
| Total assets | | 2,656.9 | | 3,243.7 | 586.8 | 22.1 | | | |
| Total net assets | | 1,197.8 | | 1,524.9 | 327.1 | 27.3 | | | |
| Total net assets per share | | ¥3,662.26 | | ¥4,719.66 | ¥1,057.40 | | | | |
| Equity ratio | | 43.0% | | 45.4% | | | | | |
| Consolidated subsidiaries | | 176 | | 217 | 41 | | | | |
| Exchange rate ¥/US\$ | | 79 | | 83 | 4 | | | 95 | |
| Exchange rate ¥/Euro | | 109 | | 107 | (2) | | | 125 | |

(Notes) 1. Toyota Industries posted an extraordinary loss of 6.7 billion yen arising from a loss on liquidation of TIBC Corporation during FY2013.

2. Toyota Industries posted extraordinary income of 4.5 billion yen arising from a gain on step acquisitions of Uster Technologies AG during FY2012.

2. Segment information

Net sales / [Operating income]

(Billion yen)

| | FY2012 | | FY2013 | | Change | | FY2014 Forecast | | Change |
|---------------------------------------|-------------------------|---------|-------------------------|---------|----------|--------|-------------------------|---------|--------|
| | April 2011 - March 2012 | | April 2012 - March 2013 | | Amount | % | April 2013 - March 2014 | | |
| Vehicle | 23.0% | 354.4 | 22.1% | 356.7 | 2.3 | 0.6 | 22.1% | 420.0 | 17.7 |
| Engine | 12.8% | 197.1 | 13.4% | 216.7 | 19.6 | 9.9 | 11.6% | 220.0 | 1.5 |
| Car air-conditioning compressor | 13.4% | 206.5 | 14.1% | 228.1 | 21.6 | 10.5 | 14.0% | 265.0 | 16.2 |
| Electronics parts, foundry and others | 2.8% | 45.0 | 3.6% | 57.0 | 12.0 | 26.9 | 3.1% | 60.0 | 5.1 |
| Automobile total | 52.0% | 803.1 | 53.2% | 858.6 | 55.5 | 6.9 | 50.8% | 965.0 | 12.4 |
| | | [21.2] | | [29.4] | [8.2] | | | | |
| Materials handling equipment | 37.0% | 570.7 | 36.9% | 596.4 | 25.7 | 4.5 | 40.5% | 770.0 | 29.1 |
| | | [38.2] | | [38.7] | [0.5] | | | | |
| Logistics | 6.0% | 92.9 | 5.8% | 93.0 | 0.1 | 0.0 | 5.3% | 100.0 | 7.5 |
| | | [4.6] | | [4.8] | [0.2] | | | | |
| Textile machinery | 2.5% | 38.5 | 2.5% | 39.9 | 1.4 | 3.5 | 2.4% | 45.0 | 12.8 |
| | | [2.0] | | [0.5] | [(1.5)] | | | | |
| Others | 2.5% | 37.9 | 1.6% | 27.2 | (10.7) | (28.3) | 1.0% | 20.0 | (26.5) |
| | | [3.6] | | [3.3] | [(0.3)] | | | | |
| Total | 100.0% | 1,543.3 | 100.0% | 1,615.2 | 71.9 | 4.7 | 100.0% | 1,900.0 | 17.6 |
| | | [70.0] | | [77.0] | [7.0] | | | | |

3. Unit sales

(Thousand Units)

| | FY2012 | | FY2013 | | Change | | FY2014 | | Change | |
|-----------------------------------|--------|-------|--------|-------|--------|--|--------|--|--------|--|
| | | | | | | | | | | |
| Vitz (Yaris) | 180 | 155 | (25) | 113 | (42) | | | | | |
| RAV4 | 93 | 112 | 19 | 176 | 64 | | | | | |
| MARK X ZiO | 5 | 2 | (3) | 1 | (1) | | | | | |
| Vehicle | 278 | 269 | (9) | 290 | 21 | | | | | |
| Diesel | 397 | 452 | 55 | 433 | (19) | | | | | |
| Gasoline | 213 | 214 | 1 | 272 | 58 | | | | | |
| Engine | 610 | 666 | 56 | 705 | 39 | | | | | |
| Car air-conditioning compressor * | 2,155 | 2,342 | 187 | 2,570 | 228 | | | | | |
| Materials handling equipment | 184 | 185 | 1 | 197 | 12 | | | | | |
| Air-jet loom | 5.2 | 4.6 | (0.6) | 6.5 | 1.9 | | | | | |

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

English translation from the original Japanese-language document

4. Changes in ordinary income

(Billion yen)

| | |
|---|---------------|
| Cost reduction | 18.0 |
| Increase in sales | 6.0 |
| Positive impact of exchange rate fluctuations | 3.1 |
| Increases total | 27.1 |
| Increase in Research and Development costs | (7.0) |
| Increase in labor costs | (7.0) |
| Increase in expenses and others | (6.1) |
| Increase in the net amount of non-operating income and non-operating expenses | (1.0) |
| Decreases total | (21.1) |
| Total Changes in Ordinary income | 6.0 |