

## FINANCIAL SUMMARY for FY2013 Second Quarter (April 1, 2012 - September 30, 2012)

## 1. Consolidated financial results

(Billion yen)

	FY2012 2nd Quarter		FY2013 2nd Quarter		Change		FY2013 Forecast (April 2012-March 2013)			
	April 2011 - September 2011		April 2012 - September 2012		Amount	%	Current plan	Changes from previous year %	Previous plan (July 31, 2012)	
Net sales	Income ratio	722.6	Income ratio	762.9	40.3	5.6	Income ratio	1,600.0	3.7	1,650.0
Operating income	4.0%	29.2	4.9%	37.2	8.0	27.4	5.0%	80.0	14.1	85.0
Ordinary income	5.1%	36.7	5.6%	42.4	5.7	15.4	5.5%	88.0	8.8	93.0
Net income	3.6%	25.9	3.2%	24.0	(1.9)	(7.2)	3.2%	51.0	(13.0)	55.0
Net income per share		¥83.21		¥77.24	(¥5.97)			¥163.63		¥176.46
Dividends per share		¥25		¥25	-			¥55		¥55
Investments in tangible assets		21.0		35.2	14.2	67.1		100.0	71.2	100.0
Depreciation		28.6		27.0	(1.6)	(5.6)		61.0	2.0	62.0
	(As of March 31, 2012)		(As of September 30, 2012)							
Total assets		2,656.9		2,407.3	(249.6)	(9.4)				
Total net assets		1,197.8		1,083.1	(114.7)	(9.6)		-	-	-
Equity ratio		43.0%		43.1%						
Consolidated subsidiaries		176		175	(1)					
Exchange rate	¥/US\$	80		79	(1)			79		80
	¥/Euro	114		101	(13)			100		103

(Note) 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. Segment information

Net sales / [Operating income]

(Billion yen)

	FY2012 2nd Quarter		FY2013 2nd Quarter		Change		FY2013 Forecast (April 2012-March 2013)			
	April 2011 - September 2011		April 2012 - September 2012		Amount	%	Current plan	Changes from previous year %	Previous plan (July 31, 2012)	
Vehicle	21.6%	155.2	20.6%	157.3	2.1	1.4	20.9%	334.0	(5.8)	360.0
Engine	12.5%	90.6	13.8%	105.2	14.6	16.1	13.9%	223.0	13.1	209.0
Car air-conditioning compressor	13.4%	96.7	14.7%	111.7	15.0	15.6	14.3%	229.0	10.9	240.0
Foundry, electronics parts and others	2.5%	18.0	3.7%	28.3	10.3	57.4	3.7%	59.0	31.1	61.0
Automobile total	50.0%	360.6	52.8%	402.8	42.2	11.7	52.8%	845.0	5.2	870.0
		[ 6.1]		[ 14.8]	[ 8.7]					
Materials handling equipment	38.3%	276.9	36.8%	281.0	4.1	1.5	37.2%	595.0	4.3	605.0
		[ 18.9]		[ 18.6]	[ (0.3)]					
Logistics	6.4%	46.3	6.0%	46.0	(0.3)	(0.6)	5.9%	95.0	2.2	95.0
		[ 1.6]		[ 2.3]	[ 0.7]					
Textile machinery	2.7%	19.7	2.4%	18.0	(1.7)	(8.3)	2.5%	40.0	3.8	45.0
		[ 0.9]		[ (0.0)]	[ (0.9)]					
Others	2.6%	19.0	2.0%	14.9	(4.1)	(21.3)	1.6%	25.0	(34.1)	35.0
		[ 1.3]		[ 1.4]	[ 0.1]					
Total	100.0%	722.6	100.0%	762.9	40.3	5.6	100.0%	1,600.0	3.7	1,650.0
		[ 29.2]		[ 37.2]	[ 8.0]					

## 3. Unit sales

(Thousand Units)

	FY2012 2nd Quarter	FY2013 2nd Quarter	Change	FY2013 Forecast (April 2012-March 2013)		
				Current plan	Changes from previous year	Previous plan (July 31, 2012)
Vitz (Yaris)	80	85	5	152	(28)	150
RAV4	38	41	3	106	13	121
MARK X ZiO	3	1	(2)	2	(3)	4
Vehicle	121	127	6	260	(18)	275
Diesel	188	216	28	474	77	425
Gasoline	86	108	22	201	(12)	225
Engine	274	324	50	675	65	650
Car air-conditioning compressor *	987	1,179	192	2,400	245	2,500
Materials handling equipment	86	88	2	190	6	195
Air-jet loom	2.4	1.8	(0.6)	4.2	(1.0)	4.5

\*(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)

Increase in sales	8.1
Cost reduction	8.0
Decrease in raw material costs	1.9
<b>Increases total</b>	<b>18.0</b>
Increase in research development expenses	(3.7)
Increase in labor costs	(3.0)
Negative impact of exchange rate fluctuations	(2.1)
Increase in expenses	(1.2)
Decrease in the net amount of non-operating income and non-operating expenses	(2.3)
<b>Decreases total</b>	<b>(12.3)</b>
<b>Total Changes in Ordinary income</b>	<b>5.7</b>