

## FINANCIAL SUMMARY for FY2013 First Quarter (April 1, 2012 - June 30, 2012)

## 1. Consolidated financial results

(Billion yen)

	FY2012 1st Quarter		FY2013 1st Quarter		Change		Current plan		Changes from previous year %
	April 2011 - June 2011		April 2012 - June 2012		Amount	%	FY2013 April 2012 - March 2013		
Net sales	Income ratio	322.2	Income ratio	386.5	64.3	19.9	1,650.0		6.9
Operating income	2.0%	6.5	4.7%	18.3	11.8	179.5	5.2%	85.0	21.3
Ordinary income	5.3%	16.9	6.7%	25.9	9.0	52.9	5.6%	93.0	15.0
Net income	4.3%	13.8	3.8%	14.5	0.7	4.8	3.3%	55.0	(6.1)
Net income per share		¥44.53		¥46.64	¥2.11			¥176.46	
Investments in tangible assets		9.1		14.5	5.4	59.6		100.0	71.2
Depreciation		13.9		13.2	(0.7)	(4.3)		62.0	3.6
	(As of March 31, 2012)								
Total assets		2,656.9		2,506.2	(150.7)	(5.7)			
Total net assets		1,197.8		1,112.0	(85.8)	(7.2)		-	-
Equity ratio		43.0%		42.5%					
Consolidated subsidiaries		176		178	2				
Exchange rate	¥/US\$	82		80	(2)			80	
	¥/Euro	117		103	(14)			103	

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

## 2. Segment information

Net sales / [Operating income]

(Billion yen)

	FY2012 1st Quarter		FY2013 1st Quarter		Change		Current plan		Changes from previous year %
	April 2011 - June 2011		April 2012 - June 2012		Amount	%	FY2013 April 2012 - March 2013		
Vehicle	17.3%	55.6	21.3%	82.3	26.7	48.0	21.8%	360.0	1.6
Engine	11.0%	35.5	14.0%	54.0	18.5	52.2	12.7%	209.0	6.0
Car air-conditioning compressor	13.8%	44.3	14.5%	56.0	11.7	26.2	14.5%	240.0	16.2
Foundry, electronics parts and others	2.4%	7.8	3.7%	14.3	6.5	82.7	3.7%	61.0	35.5
Automobile total	44.5%	143.3	53.5%	206.7	63.4	44.2	52.7%	870.0	8.3
		[ (2.4)]		[ 7.9]	[ 10.3]				
Materials handling equipment	42.2%	136.1	36.0%	139.0	2.9	2.1	36.7%	605.0	6.0
		[ 7.5]		[ 8.4]	[ 0.9]				
Logistics	7.4%	23.8	5.9%	23.0	(0.8)	(3.4)	5.8%	95.0	2.2
		[ 0.4]		[ 1.1]	[ 0.7]				
Textile machinery	3.0%	9.4	2.4%	9.1	(0.3)	(3.0)	2.7%	45.0	16.8
		[ 0.3]		[ 0.2]	[ (0.1)]				
Others	2.9%	9.4	2.2%	8.5	(0.9)	(9.4)	2.1%	35.0	(7.7)
		[ 0.5]		[ 0.6]	[ 0.1]				
Total	100.0%	322.2	100.0%	386.5	64.3	19.9	100.0%	1,650.0	6.9
		[ 6.5]		[ 18.3]	[ 11.8]				

## 3. Unit sales

(Thousand Units)

	FY2012	FY2013	Change	Current plan	Changes from
	1st Quarter	1st Quarter		FY2013	previous year
Vitz (Yaris)	31	43	12	150	(30)
RAV4	11	22	11	121	28
MARK X ZIO	2	1	(1)	4	(1)
Vehicle	44	66	22	275	(3)
Diesel	76	109	33	425	28
Gasoline	28	60	32	225	12
Engine	104	169	65	650	40
Car air-conditioning compressor *	446	602	156	2,500	345
Materials handling equipment	43	47	4	195	11
Air-jet loom	1.1	0.8	(0.3)	4.5	(0.7)

\*(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	11.4
Cost reduction	4.3
Increases total	15.7
Increase in labor costs	(1.6)
Negative impact of exchange rate fluctuations	(1.5)
Increase in expenses	(0.8)
Decrease in the net amount of non-operating income and non-operating expenses	(2.8)
Decreases total	(6.7)
Total Changes in Ordinary income	9.0