

## FINANCIAL SUMMARY for FY2012 (April 1, 2011 - March 31, 2012)

### 1. Consolidated financial results

(Billion yen)

	FY2011		FY2012		Change		FY2013 Forecast	Change	
	April 2010 - March 2011		April 2011 - March 2012		Amount	%			April 2012 - March 2013
Net sales	Income ratio	1,479.8	Income ratio	1,543.3	63.5	4.3	1,650.0	6.9	
Operating income	4.6%	68.7	4.5%	70.0	1.3	1.9	5.2%	85.0	21.3
Ordinary income	5.0%	73.9	5.2%	80.8	6.9	9.4	5.6%	93.0	15.0
Net income	3.2%	47.2	3.8%	58.5	11.3	24.1	3.6%	59.0	0.7
Net income per share		¥151.51		¥188.02	¥36.51			¥189.29	
Cash dividends per share [Year-end]		¥50 [¥25]		¥50 [¥25]	-	-		¥55 [¥30]	
Payout ratio		33.0%		26.6%				29.1%	
Investments in tangible assets		38.2		58.4	20.2	52.7	-	100.0	71.2
Depreciation		62.3		59.8	(2.5)	(4.1)		62.0	3.6
Total assets		2,481.4		2,656.9	175.5	7.1			
Total net assets		1,075.9		1,197.8	121.9	11.3			
Total net assets per share		¥3,300.17		¥3,662.26	¥362.09				
Equity ratio		41.4%		43.0%					
Consolidated subsidiaries		162		176	14				
Exchange rate	¥/US\$	86		79	(7)			80	
	¥/Euro	113		109	(4)			105	

(Notes) 1. Toyota Industries posted extraordinary income of 4.5 billion yen arising from a gain on step acquisitions of Uster Technologies AG during FY2012.

2. Toyota Industries posted extraordinary loss of 4.6 billion yen arising from the Great East Japan Earthquake during FY2011.

### 2. Segment information

Net sales / [Operating income]

(Billion yen)

	FY2011		FY2012		Change		FY2013 Forecast	Change	
	April 2010 - March 2011		April 2011 - March 2012		Amount	%			April 2012 - March 2013
Vehicle	25.4%	375.5	23.0%	354.4	(21.1)	(5.6)	21.8%	360.0	1.6
Engine	13.3%	197.3	12.8%	197.1	(0.2)	(0.1)	12.7%	209.0	6.0
Car air-conditioning compressor	13.0%	191.8	13.4%	206.5	14.7	7.6	14.5%	240.0	16.2
Foundry, electronics parts and others	2.6%	39.3	2.8%	45.0	5.7	14.3	3.7%	61.0	35.5
Automobile total	54.3%	804.1	52.0%	803.1	(1.0)	(0.1)	52.7%	870.0	8.3
		[ 32.8]		[ 21.2]	[ (11.6)]				
Materials handling equipment	33.2%	490.6	37.0%	570.7	80.1	16.3	36.7%	605.0	6.0
		[ 23.9]		[ 38.2]	[ 14.3]				
Logistics	7.3%	107.7	6.0%	92.9	(14.8)	(13.7)	5.8%	95.0	2.2
		[ 5.3]		[ 4.6]	[ (0.7)]				
Textile machinery	2.9%	42.7	2.5%	38.5	(4.2)	(9.9)	2.7%	45.0	16.8
		[ 2.5]		[ 2.0]	[ (0.5)]				
Others	2.3%	34.4	2.5%	37.9	3.5	10.1	2.1%	35.0	(7.7)
		[ 3.4]		[ 3.6]	[ 0.2]				
Total	100.0%	1,479.8	100.0%	1,543.3	63.5	4.3	100.0%	1,650.0	6.9
		[ 68.7]		[ 70.0]	[ 1.3]				

### 3. Unit sales

(Thousand Units)

	FY2011	FY2012	Change	FY2013	Change
	Vitz (Yaris)	181	180	(1)	150
RAV4	109	93	(16)	121	28
MARK X ZiO	5	5	0	4	(1)
Vehicle	295	278	(17)	275	(3)
Diesel	382	397	15	425	28
Gasoline	232	213	(19)	225	12
Engine	614	610	(4)	650	40
Car air-conditioning compressor *	1,883	2,155	272	2,500	345
Materials handling equipment	153	184	31	195	11
Air-jet loom	7.2	5.2	(2.0)	4.5	(0.7)

### 4. Changes in ordinary income

(Billion yen)

Cost reduction	18.0
Increase in sales	3.6
Increase in the net amount of non-operating income and non-operating expenses	5.6
<b>Increases total</b>	<b>27.2</b>
Increase in labor costs	(7.0)
Negative impact of exchange rate fluctuations	(5.8)
Increase in raw material costs	(4.0)
Increase in expenses and others	(3.5)
<b>Decreases total</b>	<b>(20.3)</b>
<b>Total Changes in Ordinary income</b>	<b>6.9</b>

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

English translation from the original Japanese-language document