

## FINANCIAL SUMMARY for FY2008 Third Quarter (April 1, 2007 - December 31, 2007)

### 1. Consolidated financial results

(Billion yen, %)

	FY2007 3rd Quarter		FY2008 3rd Quarter		Change		FY2008 Forecast		Change
	April 06 - December 06		April 07 - December 07		Amount	%	April 07 - March 08		%
Net sales	100.0%	1,392.0	100.0%	1,477.3	85.3	6.1	100.0%	2,000.0	6.5
Operating income	4.7%	65.9	5.0%	73.3	7.4	11.2	4.8%	95.0	5.6
Ordinary income	6.4%	89.7	7.3%	107.3	17.6	19.6	6.0%	120.0	10.6
Net income	3.7%	51.5	4.7%	69.0	17.5	34.0	3.5%	70.0	17.7
Exchange rate	¥/US\$	116	117	1			115		
	¥/Euro	148	163	15			159		
Investments in tangible assets		89.5	74.9	(14.6)	(16.3)		120.0	(7.0)	
Investments in overseas		21.3	18.1	(3.2)	(14.7)		20.0	(24.0)	
Depreciation		54.4	60.7	6.3	11.6		90.0	20.9	
Total assets	(As of Mar.31,2007)	3,585.8	3,414.8	(171.0)	(4.8)		-		
Total net assets		1,810.4	1,710.2	(100.2)	(5.5)		-		
Equity ratio		48.8%	48.4%				-		
Consolidated subsidiaries		162 Companies	161 Companies	(1) company			-		
Affiliates applied the equity method		21 Companies	15 Companies	(6) companies			-		

Note: Starting from FY2006, Toyota Industries Sweden (formerly BT Industries) Group, which constitutes our network of subsidiaries, changed its fiscal year-end from December (Jan. - Dec.) to March (Jan. - next Mar.). As a result, the table above includes the results of the Toyota Industries Sweden Group from January to December 2006. Excluding the effects of changes in fiscal year-end (Jan. - Mar. 2006), net sales, operating income, ordinary income and net income increased 149.0 billion yen (11.2%), 9.3 billion yen (14.6%), 20.3 billion yen (23.4%) and 18.7 billion yen (37.3%), respectively.

### 2. Breakdown of consolidated net sales

(Billion yen, %)

	FY2007 3rd Quarter		FY2008 3rd Quarter		Change	%	FY2008 Forecast		%
Vehicle	24.9%	346.6	24.8%	365.6	19.0	5.5	24.7%	493.0	4.8
Engine	8.8%	122.9	8.9%	131.3	8.4	6.8	8.9%	178.0	6.3
Car air-conditioning compressor	12.2%	170.0	12.9%	191.3	21.3	12.5	12.8%	257.0	9.1
Foundry, electronics and other	1.7%	23.4	1.8%	26.5	3.1	13.4	1.7%	34.0	7.2
Automobile total	47.6%	663.0	48.4%	715.0	52.0	7.8	48.1%	962.0	6.3
Materials handling equipment	41.7%	580.7	39.1%	577.3	(3.4)	(0.6)	39.8%	795.0	3.6
Logistics	4.6%	63.8	5.9%	87.8	24.0	37.7	5.8%	116.0	29.7
Textile machinery	3.1%	42.5	3.3%	48.7	6.2	14.8	3.2%	65.0	11.3
Others	3.0%	41.8	3.3%	48.3	6.5	15.6	3.1%	62.0	6.2
Total	100.0%	1,392.0	100.0%	1,477.3	85.3	6.1	100.0%	2,000.0	6.5

Excluding the effects of changes in subsidiaries' fiscal year-end, net sales of the Materials Handling Equipment Segment increased 60.3 billion yen (11.7%).

### 3. Unit sales

(Thousand Units)

	FY2007 3rd Quarter	FY2008 3rd Quarter	Change	FY2008	Change
Vitz (Yaris)	138	134	(4)	186	4
RAV4	122	115	(7)	157	(11)
Mark X ZiO	-	19	19	25	25
Vehicle	260	268	8	368	18
Engine	359	379	20	512	23
Car air-conditioning compressor	14,880	16,450	1,570	22,040	1,580
Materials handling equipment	164	150	(14)	205	(10)
Air-jet looms	<142>	<8>	<8>	<12>	<12>
Air-jet looms	7.7	7.5	(0.2)	10.1	(0.5)

Figures in < > show unit sales excluding the effects of changes in subsidiaries' fiscal year-end  
English translation from the original Japanese-language document

### 4. Changes in ordinary income

(Billion yen)

Cost reduction	13.5
Sales volume increase	12.0
Exchange gain	2.5
Non-operating income increase	11.0
<b>Increase total</b>	<b>39.0</b>
Depreciation	6.3
Labor cost	4.5
Raw material cost	2.0
Expenses and others	5.9
Impact of change in subsidiaries' fiscal year	2.7
<b>Decrease total</b>	<b>21.4</b>
<b>Total increase in ordinary income</b>	<b>17.6</b>

Note: Toyota Industries posted extraordinary income (proceeds from sales of investment securities) of 5.8 billion yen during the third quarter of fiscal 2008.