## Supplementary Material for Financial Results for the 6 months ended September 30， 2008

## 1．Consolidated Financial Results

|  |  | FY07 <br> Full year | FY08 ended March 31， 2008 |  |  |  |  |  |  | FY09 ending March 31， 2009 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  FY08 end  <br>    <br> 1 Q 2Q half  |  |  |  |  | 2nd half | Full <br> year | 1Q | 2Q | 1st half | 3 Q | 4Q | 2nd half | Full year |
|  |  | 3Q | 4Q |  |  |  |  |  |  |  |  |  |
| Net sales | Billion yen |  |  |  | 1，878．3 | 486.4 | 469.3 | 955.7 | 521.6 | 523.2 | 1，044．8 | 2，000．5 | 469.1 | 459.3 | 928.4 |  |  |  | 1，820．0 |
| Operating income | （Margin） <br> Billion yen | $\begin{array}{r} (4.8 \%) \\ 89.9 \end{array}$ | （5．5\％） 26.7 | （4．3\％） $20.2$ | $\begin{array}{r} (4.9 \%) \\ 46.9 \end{array}$ | $\begin{array}{r} (5.1 \%) \\ 26.4 \end{array}$ | （4．5\％） $23.5$ | $\begin{array}{r} (4.8 \%) \\ 49.9 \end{array}$ | $\begin{array}{r} (4.8 \%) \\ 96.8 \end{array}$ | ( 2.7\%) $12.8$ | （2．2\％） <br> 10.1 | $\begin{array}{r} (2.5 \%) \\ 22.9 \end{array}$ |  | － |  | ( 2.2\%) <br> 40.0 |
| Ordinary income | （Margin） <br> Billion yen | $\begin{array}{r} (5.8 \%) \\ 108.4 \end{array}$ | $\begin{array}{r} (9.0 \%) \\ 43.6 \end{array}$ | $\begin{array}{r} (4.2 \%) \\ 19.6 \end{array}$ | $\begin{array}{r} (6.6 \%) \\ 63.2 \end{array}$ | $\begin{array}{r} (8.5 \%) \\ 44.1 \end{array}$ | $\begin{array}{r} (3.7 \%) \\ 19.1 \end{array}$ | $\begin{array}{r} (6.0 \%) \\ 63.2 \end{array}$ | $\begin{gathered} (6.3 \%) \\ 126.4 \end{gathered}$ | （6．8\％） 31.7 | $\begin{array}{r} (1.9 \%) \\ 8.6 \end{array}$ | $\begin{array}{r} (4.3 \%) \\ 40.3 \end{array}$ |  |  |  | （3．8\％） 70.0 |
| Net income | （Margin） <br> Billion yen | $\begin{array}{r} (3.2 \%) \\ 59.4 \end{array}$ | $\begin{array}{r} (6.3 \%) \\ 30.5 \end{array}$ | $\begin{array}{r} (2.1 \%) \\ 9.8 \end{array}$ | $\begin{array}{r} (4.2 \%) \\ 40.3 \end{array}$ | $\begin{array}{r} (5.5 \%) \\ 28.7 \end{array}$ | $\begin{array}{r} (2.2 \%) \\ 11.4 \end{array}$ | $\begin{array}{r} (3.8 \%) \\ 40.1 \end{array}$ | $\begin{array}{r} (4.0 \%) \\ 80.4 \end{array}$ | $\begin{array}{r} (4.5 \%) \\ 21.1 \end{array}$ | $\begin{array}{r} (0.5 \%) \\ 2.4 \end{array}$ | $\begin{array}{r} (2.5 \%) \\ 23.5 \end{array}$ |  | － |  | （2．2\％） 40.0 |
| $\begin{gathered} \text { Net Income } \\ \text { per Share } \end{gathered}$ | Yen | 190 | 98 | 31 | 129 | 92 | 37 | 129 | 258 | 68 | 7 | 75 |  |  |  | 128 |
| Capital Expenditures | Billion yen | 129.0 | 25.4 | 25.2 | 50.6 | 24.3 | 29.3 | 53.6 | 104.2 | 23.9 | 32.7 | 56.6 |  |  |  | 100.0 |
| Depreciation | Billion yen | 74.4 | 18.6 | 20.1 | 38.7 | 22.0 | 23.0 | 45.0 | 83.7 | 21.0 | 22.5 | 43.5 |  |  |  | 91.0 |

Note：Toyota Industries Sweden（formerly BT Industries）Group，which constitutes our network of subsidiaries，changed its fiscal year－end from December to March．As a result， the figures of the Group in fiscal 2007 include the results from January 2006 to March 2007.

【Exchange rate】

| Yen／US\＄ | 117 | 121 | 118 | 119 | 113 | 105 | 109 | 114 | 105 | 108 | 106 | 100 | 100 | 100 | 103 |
| :--- | :--- | :--- | :--- | :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Yen／EURO | 150 | 163 | 162 | 162 | 164 | 158 | 161 | 162 | 163 | 162 | 163 | 135 | 135 | 135 | 149 |

## 2．Cash Dividends

|  | FY04 | FY05 | FY06 | FY07 | FY08 | FY09（Forecast） |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Cash dividends per share（Yen） | 24 | 32 | 38 | 50 | 60 | 60 |
| Interim dividend | 12 | 13 | 18 | 22 | 28 | 30 |
| Consolidated payout ratio | $22.2 \%$ | $23.7 \%$ | $26.0 \%$ | $26.3 \%$ | $23.3 \%$ | $46.7 \%$ |

【Number of shares】
（shares）

|  | FY04 | FY05 | FY06 | FY07 | FY08 | $08 / 9$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Shares outstanding | $317,665,682$ | $318,236,815$ | $319,320,446$ | $312,075,475$ | $311,589,570$ | $311,585,120$ |
| Treasury stock | $8,174,958$ | $7,603,825$ | $6,520,194$ | $13,765,165$ | $14,251,070$ | $14,255,520$ |
| Total share issued | $325,840,640$ | $325,840,640$ | $325,840,640$ | $325,840,640$ | $325,840,640$ | $325,840,640$ |


|  |  | $\begin{array}{\|c\|} \hline \text { FY07 } \\ \hline \text { Full } \\ \text { year } \end{array}$ | FY08 ended March 31, 2008 |  |  |  |  |  |  | FY09 ending March 31, 2009 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 1st half |  |  | 2nd half | Full year |  |  | 1st half |  |  |  |  |
|  |  | 1Q | 2Q |  | 3Q | 4Q |  |  | 1Q | 2Q |  | 3Q | 4Q | 2nd half | year |
|  | Vehicle |  | 470.2 | 117.4 | 110.8 | 228.2 | 137.4 | 134.5 | 271.9 | 500.1 | 111.2 | 110.2 | 221.4 | - |  |  | 425.0 |
|  | Engine |  | 167.4 | 44.0 | 41.0 | 85.0 | 46.3 | 47.4 | 93.7 | 178.7 | 46.6 | 44.2 | 90.8 | - |  |  | 185.0 |
|  | Car air-conditioning Compressor | 235.4 | 67.1 | 61.6 | 128.7 | 62.6 | 62.2 | 124.8 | 253.5 | 58.3 | 55.4 | 113.7 |  |  |  | 220.0 |
|  | Foundry, electronics parts and others | 31.7 | 8.1 | 8.8 | 16.9 | 9.6 | 10.3 | 19.9 | 36.8 | 9.6 | 9.6 | 19.2 |  |  |  | 40.0 |
|  | Net sales | 904.8 | 236.8 | 222.1 | 458.9 | 256.1 | 254.2 | 510.3 | 969.2 | 225.9 | 219.5 | 445.4 | - |  |  | 870.0 |
|  | Operating income | 33.5 | 11.6 | 7.2 | 18.8 | 11.5 | 11.2 | 22.7 | 41.5 | 4.8 | 2.5 | 7.3 |  |  |  |  |
|  | Net sales | 767.2 | 190.4 | 186.9 | 377.3 | 200.0 | 205.8 | 405.8 | 783.1 | 183.7 | 188.1 | 371.8 | - |  |  | 730.0 |
|  | Operating income | 47.2 | 12.4 | 9.5 | 21.9 | 9.6 | 8.3 | 17.9 | 39.8 | 6.2 | 5.9 | 12.1 |  |  |  |  |
| $\frac{n}{5}$ | Net sales | 89.4 | 29.3 | 28.6 | 57.9 | 29.9 | 29.7 | 59.6 | 117.5 | 30.4 | 29.0 | 59.4 | - |  |  | 125.0 |
|  | Operating income | 1.7 | 0.5 | 1.4 | 1.9 | 0.8 | 1.5 | 2.3 | 4.2 | 0.5 | 0.9 | 1.4 |  |  |  |  |
|  | Net sales | 58.4 | 14.2 | 16.5 | 30.7 | 18.0 | 17.5 | 35.5 | 66.2 | 16.4 | 8.0 | 24.4 | - |  |  | 40.0 |
|  | Operating income | 1.0 | 0.4 | 0.9 | 1.3 | 1.8 | 1.1 | 2.9 | 4.2 | 1.1 | ( 0.3 | 0.8 |  |  |  |  |
| $\begin{aligned} & \frac{\varrho}{0} \\ & \stackrel{y}{ \pm} \\ & \hline \end{aligned}$ | Net sales | 58.3 | 15.6 | 15.1 | 30.7 | 17.6 | 15.9 | 33.5 | 64.2 | 12.6 | 14.7 | 27.3 | - |  |  | 55.0 |
|  | Operating income | 6.3 | 1.4 | 1.2 | 2.6 | 2.6 | 1.5 | 4.1 | 6.7 | - 0.0 | 0.9 | 0.9 |  |  |  |  |
|  | Net sales |  | - |  |  | - | - | - |  | - |  |  |  |  |  |  |
|  | Operating income | -0.0 | 0.1 | 0.0 | 0.1 | 0.1 | 0.0 | 0.1 | 0.2 | 0.0 | 0.1 | 0.1 |  |  |  |  |
| $\begin{aligned} & \text { Гٓত } \\ & \stackrel{0}{\circ} \end{aligned}$ | Net sales | 1,878.3 | 486.4 | 469.3 | 955.7 | 521.6 | 523.2 | 1,044.8 | 2,000.5 | 469.1 | 459.3 | 928.4 | - |  |  | 1,820.0 |
|  | Operating income | 89.9 | 26.7 | 20.2 | 46.9 | 26.4 | 23.5 | 49.9 | 96.8 | 12.8 | 10.1 | 22.9 |  |  |  | 40.0 |

Note 1: As the Toyota Industries Sweden (formerly BT Industries) Group changed its fiscal year-end from December to March, the figures of the Group in fiscal 2007 in the Materials Handling Equipment Segment include the results from January 2006 to March 2007.
Note 2: Net sales figures indicate outside customer sales and do not include intersegment transactions.
4. Net Sales by Destination
(Billion yen)

|  |  | $\begin{gathered} \hline \text { FY07 } \\ \hline \text { Full } \\ \text { year } \end{gathered}$ | FY08 ended March 31, 2008 |  |  |  |  |  |  | FY09 ending March 31, 2009 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 1st half |  |  |  | Full year |  |  | 1st half |  |  |  |  |
|  |  | 1Q | 2Q |  | 3Q | 4Q | 2nd half |  | 1Q | 2Q |  | 3Q | 4Q | 2nd half | Full year |
| Japan |  |  | (58\%) | (57\%) | (59\%) | (58\%) | (59\%) | (59\%) | (59\%) | (59\%) | (57\%) | (60\%) | (59\%) |  |  |  |  |
|  |  | 1,086.4 | 277.8 | 274.9 | 552.7 | 307.3 | 310.7 | 618.0 | 1,170.7 | 269.4 | 277.1 | 546.5 |  |  |  |  |
|  |  |  | (15\%) | (15\%) | (14\%) | (15\%) | (12\%) | (12\%) | (12\%) | (13\%) | (12\%) | (12\%) | (12\%) |  |  |  |  |
|  |  | 287.9 | 75.0 | 64.9 | 139.9 | 64.4 | 61.6 | 126.0 | 265.9 | 56.4 | 54.9 | 111.3 |  |  |  |  |
|  |  | (19\%) | (19\%) | (17\%) | (18\%) | (19\%) | (19\%) | (19\%) | (19\%) | (21\%) | (19\%) | (20\%) |  |  |  |  |
|  |  | 347.6 | 92.4 | 81.7 | 174.1 | 99.4 | 99.8 | 199.2 | 373.3 | 95.3 | 87.5 | 182.8 |  |  |  |  |
|  |  | (8\%) | (9\%) | (10\%) | (9\%) | (10\%) | (10\%) | (10\%) | (9\%) | (10\%) | (9\%) | (9\%) |  |  |  |  |
|  |  | 156.3 | 41.1 | 47.8 | 88.9 | 50.5 | 51.1 | 101.6 | 190.5 | 47.9 | 39.8 | 87.7 |  |  |  |  |
|  |  | (42\%) | (43\%) | (41\%) | (42\%) | (41\%) | (410) | (41\%) | (41\%) | (43\%) | (40\%) | (41\%) |  |  |  |  |
|  |  | 791.9 | 208.6 | 194.4 | 403.0 | 214.3 | 212.5 | 426.8 | 829.8 | 199.7 | 182.2 | 381.9 |  |  |  |  |
| Total |  | (100\%) | (100\%) | (100\%) | (100\%) | (100\%) | (100\%) | (100\%) | (100\%) | (100\%) | (100\%) | (100\%) |  |  |  | (100\%) |
|  |  | 1,878.3 | 486.4 | 469.3 | 955.7 | 521.6 | 523.2 | 1,044.8 | 2,000.5 | 469.1 | 459.3 | 928.4 |  |  |  | 1,820.0 |

(Thousand units)


## Engine Sales

(Thousand units)

|  |  | $\begin{gathered} \hline \text { FY07 } \\ \hline \text { Full } \\ \text { year } \end{gathered}$ | FY08 ended March 31, 2008 |  |  |  |  |  |  | FY09 ending March 31, 2009 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1Q | 2Q | 1st half | 3Q | 4Q | 2nd half | Full year | 1Q |  |  |  |  |  |  |
|  |  | 3Q |  |  |  |  |  |  |  |  |  | 4Q | 2nd half | year |
|  | KD-type (2.53.0 Liters) |  | 129 | 38 | 42 | 80 | 51 | 50 | 101 | 181 | 51 | 52 | 103 |  |  |  | 189 |
|  | AD-type (2.2 Liters) | 107 | 28 | 21 | 49 | 17 | 19 | 36 | 85 | 15 | 10 | 25 |  |  |  | 44 |
| \|言 | VD-type (4.5 Liters) | 3 | 2 | 3 | 5 | 8 | 10 | 18 | 23 | 10 | 10 | 20 |  |  |  | 50 |
| $\stackrel{\Phi}{\otimes}$ | L-type (3.0 Liters) | 36 | 12 | 12 | 24 | 13 | 12 | 25 | 49 | 15 | 12 | 27 |  |  |  | 47 |
|  | Hz-type (4.2 Liters) and others | 74 | 14 | 9 | 23 | 10 | 8 | 18 | 41 | 11 | 12 | 23 |  |  |  | 49 |
|  | Subtotal | 349 | 94 | 87 | 181 | 99 | 99 | 198 | 379 | 102 | 96 | 198 |  |  |  | 379 |
|  | AZ-type (2.4 Liters) | 67 | 16 | 15 | 31 | 16 | 19 | 35 | 66 | 14 | 15 | 29 |  |  |  | 51 |
|  | FZ-type (4.5 Liters) | 43 | 11 | 8 | 19 | 5 | 5 | 10 | 29 | 4 | 6 | 10 |  |  |  | 24 |
|  | Y-type (2.012.2 Liters) | 30 | 8 | 7 | 15 | 7 | 7 | 14 | 29 | 8 | 6 | 14 |  |  |  | 19 |
|  | Others |  | 1 | 1 | 2 | 4 | 2 | 6 | 8 | 3 | 2 | 5 |  |  |  | 42 |
|  | Subtotal | 140 | 36 | 31 | 67 | 32 | 33 | 65 | 132 | 29 | 29 | 58 |  |  |  | 136 |
|  | Total | 489 | 130 | 118 | 248 | 131 | 132 | 263 | 511 | 131 | 125 | 256 |  |  |  | 515 |
| CKD Parts |  | 89 | 19 | 18 | 37 | 16 | 17 | 33 | 70 | 16 | 16 | 32 |  |  |  | 61 |

## - Car Air-conditioning Compressor Sales

(a) By Destination
(Thousand units)

|  | FY07 | FY08 ended March 31, 2008 |  |  |  |  |  |  | FY09 ending March 31, 2009 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Full } \\ & \text { year } \end{aligned}$ |  |  | 1st half |  |  |  | $\begin{aligned} & \text { Full } \\ & \text { year } \end{aligned}$ |  |  | 1st half | - Full |  |  |  |
|  |  | 1Q | 2Q |  | 3Q | 4Q | 2nd half |  | 1Q | 2Q |  | 3Q | 4Q | 2nd half | year |
| Japan | 5,320 | 1,320 | 1,270 | 2,590 | 1,330 | 1,360 | 2,690 | 5,280 | 1,290 | 1,260 | 2,550 |  |  |  | 5,080 |
| North America | 7,730 | 2,170 | 1,880 | 4,050 | 2,000 | 1,900 | 3,900 | 7,950 | 1,770 | 1,480 | 3,250 |  |  |  | 6,470 |
| Europe | 6,610 | 1,920 | 1,940 | 3,860 | 1,890 | 1,900 | 3,790 | 7,650 | 1,820 | 1,750 | 3,570 |  |  |  | 7,360 |
| Others | 800 | 230 | 230 | 460 | 270 | 250 | 520 | 980 | 250 | 240 | 490 |  |  |  | 1,090 |
| Total | 20,460 | 5,640 | 5,320 | 10,960 | 5,490 | 5,410 | 10,900 | 21,860 | 5,130 | 4,730 | 9,860 |  |  |  | 20,000 |

(b) By Type
(Thousand units)

|  | FY07 | FY08 ended March 31, 2008 |  |  |  |  |  |  | FY09 ending March 31, 2009 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Full } \\ & \text { year } \end{aligned}$ |  |  | 1st half |  |  |  | $\begin{aligned} & \text { Full } \\ & \text { year } \end{aligned}$ |  |  | 1st half | - |  |  |  |
|  |  | 1Q | 2Q |  | 3Q | 4Q | 2nd half |  | 1Q | 2Q |  | 3Q | 4Q | 2nd half | year |
| Fixed displacement type | 10,410 | 2,620 | 2,300 | 4,920 | 2,460 | 2,230 | 4,690 | 9,610 | 2,090 | 1,840 | 3,930 |  |  |  | 7,850 |
| Variable displacement type | 10,050 | 3,020 | 3,020 | 6,040 | 3,030 | 3,180 | 6,210 | 12,250 | 3,040 | 2,890 | 5,930 |  |  |  | 12,150 |
| Total | 20,460 | 5,640 | 5,320 | 10,960 | 5,490 | 5,410 | 10,900 | 21,860 | 5,130 | 4,730 | 9,860 |  |  |  | 20,000 |

Materials Handing Equipment (Toyota Material Handling Group-TMHG)
(Thousand units)

|  | $\begin{gathered} \hline \text { FY07 } \\ \hline \text { Full } \\ \text { year } \end{gathered}$ | FY08 ended March 31, 2008 |  |  |  |  |  |  | FY09 ending March 31, 2009 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1Q | 2Q | 1st half | 3Q | 4Q | 2nd half | Full <br> year |  |  |  |  |  | 2nd hat | Full |
|  |  |  |  |  |  |  |  |  | 1Q | 2Q | 1st haff | 3Q | 4Q | 2nd haff | year |
| Japan | 39 | 10 | 9 | 19 | 11 | 9 | 20 | 39 | 10 | 9 | 19 |  |  |  | 38 |
| North America | 72 | 16 | 13 | 29 | 15 | 13 | 28 | 57 | 13 | 13 | 26 |  |  |  | 52 |
| Europe | 75 | 18 | 13 | 31 | 20 | 21 | 41 | 72 | 20 | 14 | 34 |  |  |  | 69 |
| Others | 29 | 7 | 9 | 16 | 9 | 10 | 19 | 35 | 8 | 8 | 16 |  |  |  | 35 |
| Total | 215 | 51 | 44 | 95 | 55 | 53 | 108 | 203 | 51 | 44 | 95 |  |  |  | 194 |

Note 1: As a result of the establishment of TMHG, these figures include both Toyota- and BT-brand industrial vehicles.
Note 2: As the Toyota Industries Sweden (formerly BT Industries) Group changed its fiscal year-end from December to March, the figures of the Group in fiscal 2007 include the results from January 2006 to March 2007.
The number of industrial vehicles affected by the effects of the change in the fiscal year-end was 22,000 units. (North America: 9,000 units, Europe: 12,000 units, Others: 1,000 units)

1. Amounts for each quarter except $1 Q$ and $2 n d$ half are calculated using the following formula
(a) $2 Q=1$ st half $-1 Q$ (b) $3 Q=1 Q$ through $3 Q-1 s t$ half (c) $4 Q=$ Full year -1 st half $-3 Q$ (d) 2nd half $=$ Full year -1 st hal
2. All projections are based on the information available to management at the time of producing this report and are not guarantees of future performance. Certain risks such as economic conditions and exchange rate fluctuations, or other uncertainties could cause the actual results of Toyota Industries to differ materially from any projections discussed in this report.
