



FY2013 2nd Quarter Financial Results

November 1, 2012



TOYOTA INDUSTRIES CORPORATION

I . Financial Summary

Performance

FY2013 2Q

(Billion yen)

	FY2012 2Q (6 months)	FY2013 2Q (6 months)	Change		Previous plan
Net sales	722.6	762.9	40.3	5.6%	810.0
Operating income	29.2	37.2	8.0	27.4%	40.0
Ordinary income	36.7	42.4	5.7	15.4%	46.0
Net income	25.9	24.0	(1.9)	(7.2%)	26.0

Performance

FY2013 Forecast

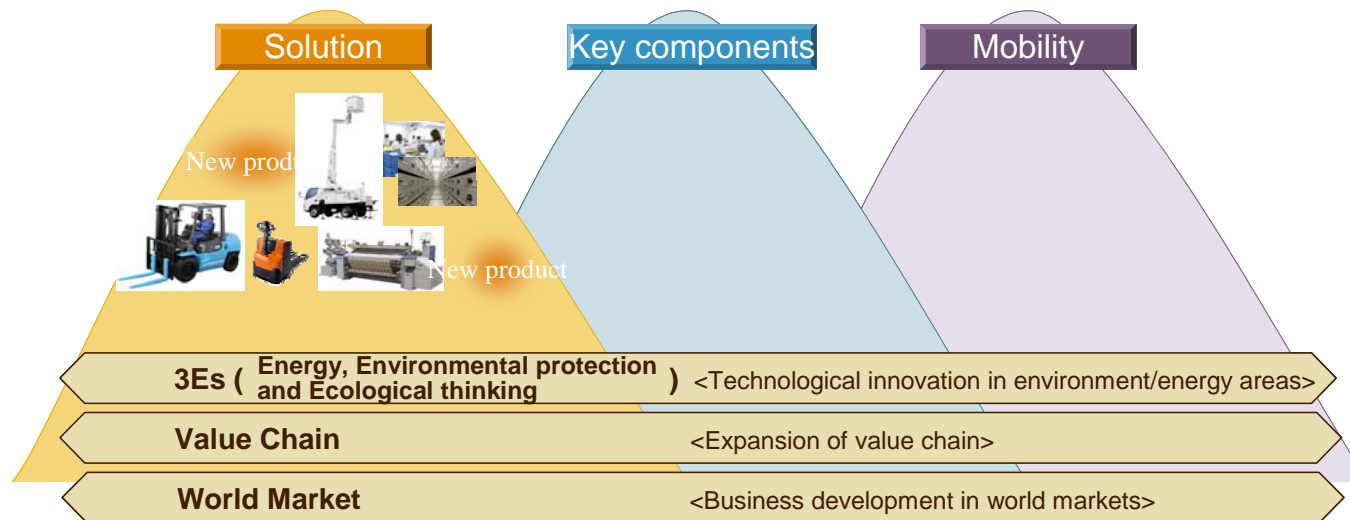
(Billion yen)

	FY2012	FY2013	Change		Previous plan
Net sales	1,543.3	1,600.0	56.7	3.7%	1,650.0
Operating income	70.0	80.0	10.0	14.1%	85.0
Ordinary income	80.8	88.0	7.2	8.8%	93.0
Net income	58.5	51.0	(7.5)	(13.0%)	55.0

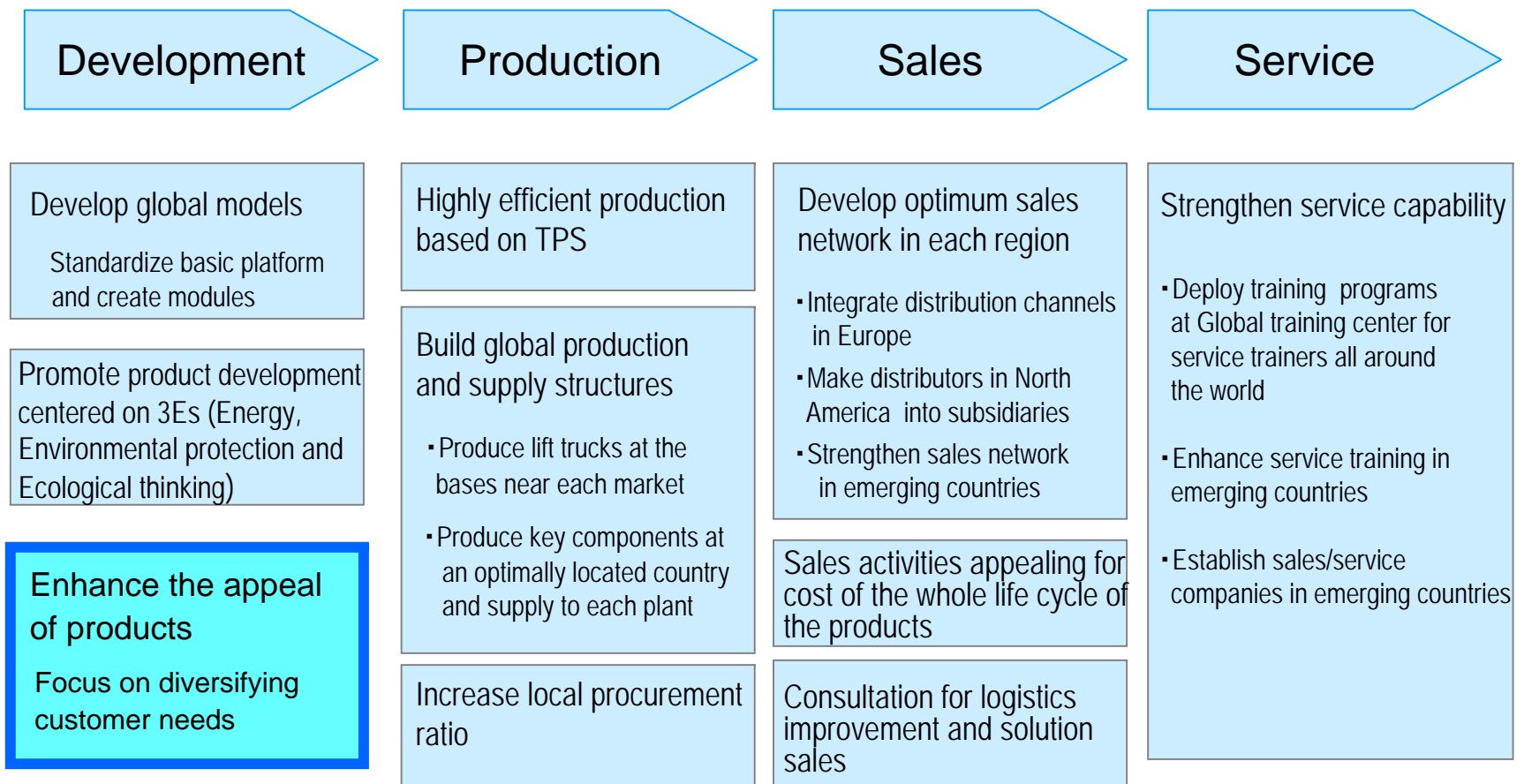
II . Our Business Initiatives toward the Realization of Vision 2020 and the Medium-term Management Plan

【 Solution / Materials Handling Equipment 】

Expand value chain by enhancing the appeal of products



Our initiatives toward the expansion of value chain



Solution / Materials Handling Equipment

Expand value chain <Enhance the appeal of products>

Decided to acquire the ownership of Cascade Corporation, the world's largest manufacturer of materials handling attachments for the lift truck (announced on Oct. 22, 2012)

Materials handling attachments : Materials handling load engagement devices attached in place of a fork of lift trucks in order to improve workability and logistics operation by holding directly or turning around a load

1) Corporate Profile

- Company name : Cascade Corporation
- Established : 1943
- Head office : Portland, Oregon, USA
- Business activities : **Manufacturer and distributor of materials handling attachments for the lift truck**
- Capital : **5.5M US\$** (as of Jan. 31, 2012)
- Net sales : **535.8M US\$** (fiscal year ended Jan. 2012)
- Operating Income : **87.4M US\$** (fiscal year ended Jan. 2012)
- The number of employees : 1,900 (as of Jan. 31, 2012)
- Operations : 15 plants 26 distributors

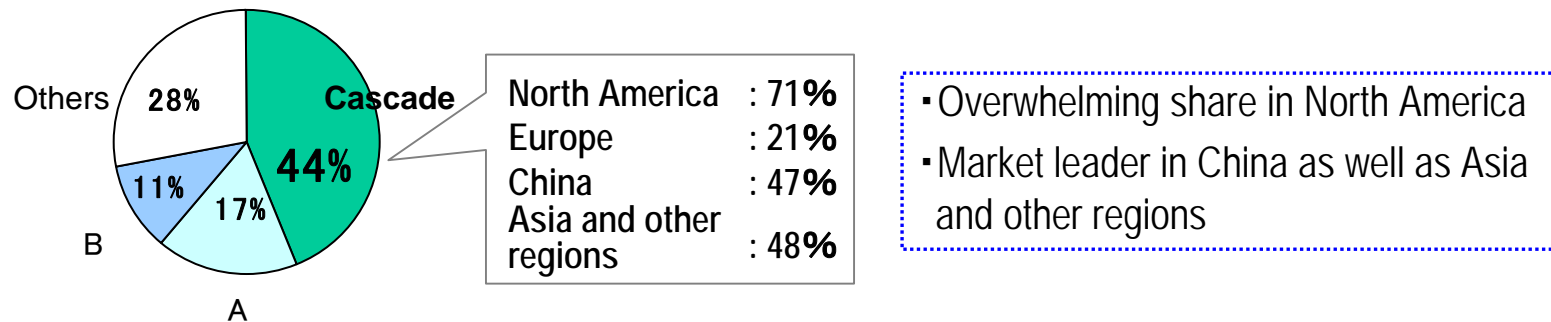
2) Purchase price : 65 US\$ / share

3) Transaction valued : 759M US\$



Advantage of Cascade

【World leader in materials handling attachments sales (survey by Cascade Corporation)】



【Capability for customization】

- Response to diversifying customer needs by the materials handling attachments (13,000 kinds of specifications)
- Outstanding capability for customization based on its global and efficient structures of both design and production

【High operating profit margin】

(US\$ million)

	Fiscal year ended January 31					
	2007	2008	2009	2010	2011	2012
Sales	479	558	534	314	410	536
Operating income	68.4	95.6	11.5	(31.5)	42.2	87.4
Operating profit margin	14%	17%	2%	(10%)	10%	16%

Solution / Materials Handling Equipment

Expand value chain <Enhance the appeal of products>

Help customers achieve greater working efficiency by providing optimized specifications



Solution / Materials Handling Equipment

Expand value chain <Enhance the appeal of products>

Advantage of Toyota Industries



- Extensive product lineup of materials handling equipment
- A wealth of know-how such as logistics improvement



Advantage of Cascade



- Response to diversifying customer needs by the materials handling attachments
- Outstanding capability for customization based on its global and efficient structures of both design and production



- Respond to the further broader customer needs by expanding our business
- Share each advantage of development, production, sales and services field

III. Financial Results

Performance

FY2013 2Q

(Billion yen)

	FY2012 2Q (6 months)	FY2013 2Q (6 months)	Change	
Net sales	722.6	762.9	40.3	5.6%
Operating income	29.2	37.2	8.0	27.4%
Ordinary income	36.7	42.4	5.7	15.4%
Net income	25.9	24.0	(1.9)	(7.2%)
Net income per share	¥83.21	¥77.24	(¥5.97)	-
Dividends per share	¥25	¥25	-	-
Investments in tangible assets	21.0	35.2	14.2	67.1%
Depreciation	28.6	27.0	(1.6)	(5.6%)

Exchange rate

¥/US\$	¥80	¥79	(¥1)	-
¥/Euro	¥114	¥101	(¥13)	-

Performance

FY2013 2Q

(Billion yen)

	As of March 31, 2012	FY2013 2Q	Change	
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)	-

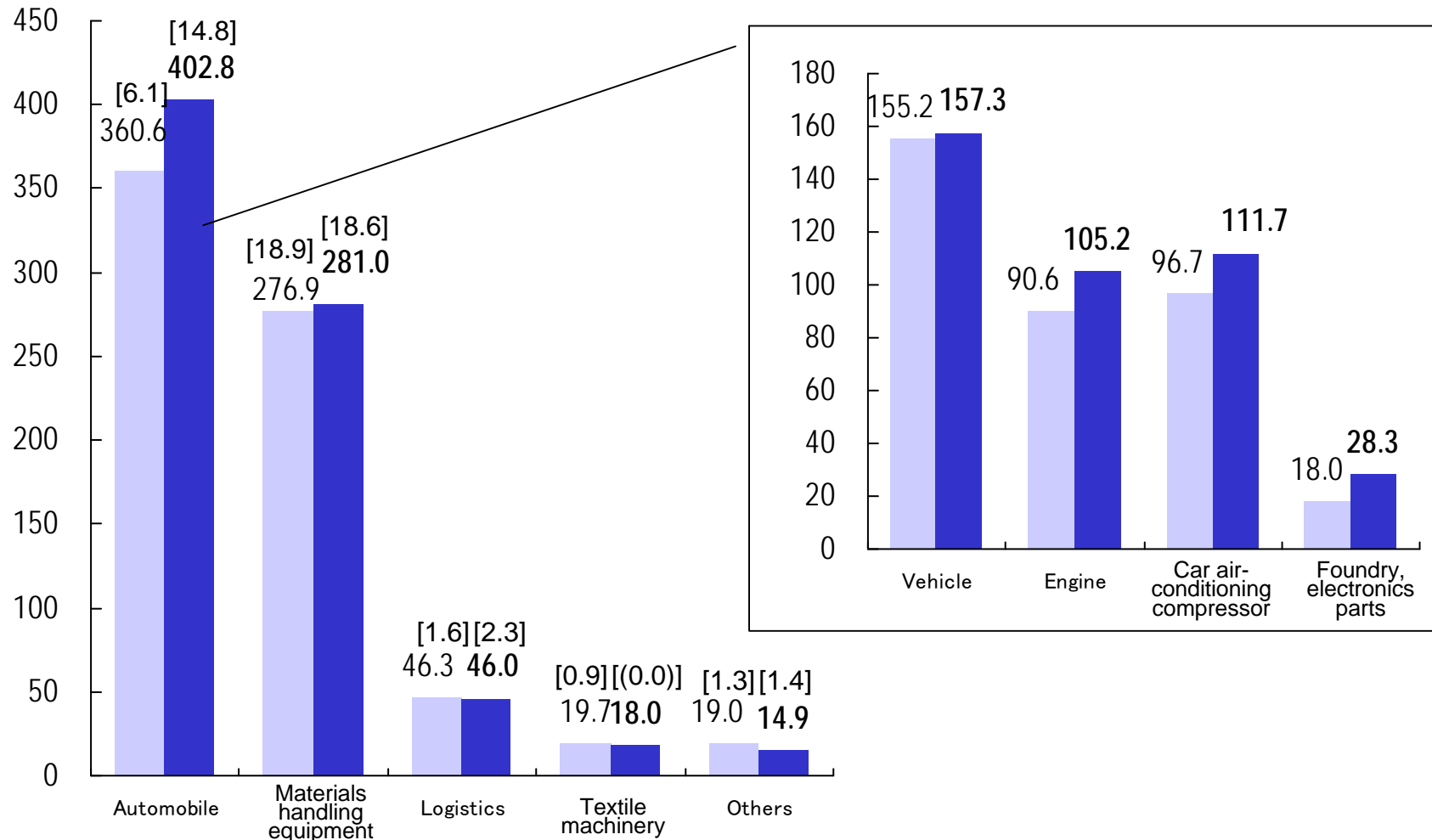
Segment Information

FY2013 2Q

◆ Net sales

(Billion yen [Operating Income])

FY2012 2Q (6 months)
 FY2013 2Q (6 months)



Unit sales

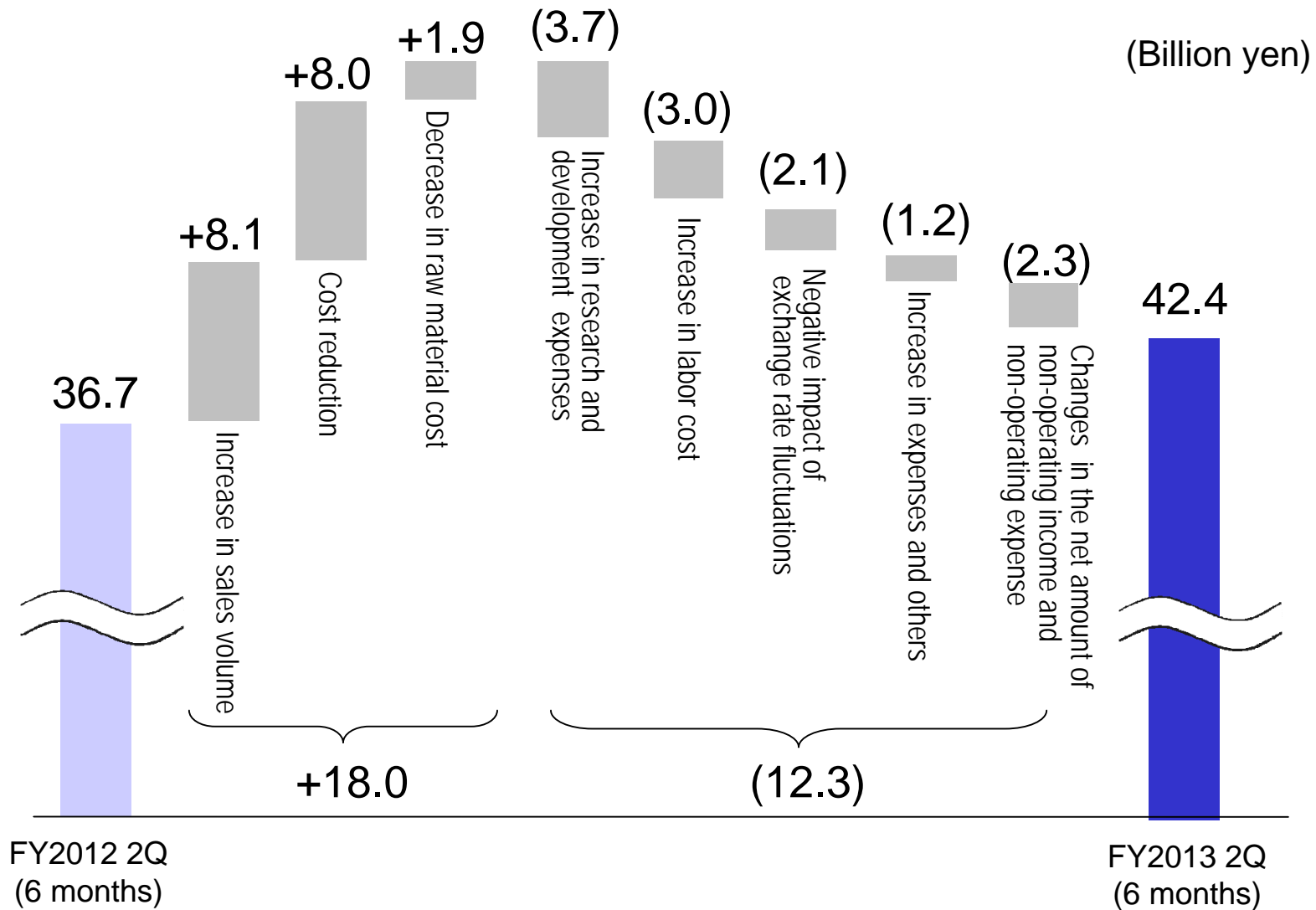
FY2013 2Q / FY2013 Forecast

(Thousand units)

	FY2012 2Q (6 months)	FY2013 2Q (6 months)	Change	FY2013 forecast		
				Current plan	Change	Previous plan
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	9,870	11,790	1,920	24,000	2,450	25,000
Materials handling equipment	86	88	2	190	6	195
Air-jet loom	2.4	1.8	(0.6)	4.2	(1.0)	4.5

Change in Ordinary Income

FY2013 2Q



Performance

FY2013 Forecast

(Billion yen)

	FY2012	FY2013	Change		Previous plan
Net sales	1,543.3	1,600.0	56.7	3.7%	1,650.0
Operating income	70.0	80.0	10.0	14.1%	85.0
Ordinary income	80.8	88.0	7.2	8.8%	93.0
Net income	58.5	51.0	(7.5)	(13.0%)	55.0
Net income per share	¥188.02	¥ 163.63	(¥24.39)	-	¥176.46
Dividends per share	¥50	¥55	¥5	-	¥55
Investments in tangible assets	58.4	100.0	41.6	71.2%	100.0
Depreciation	59.8	61.0	1.2	2.0%	62.0

Exchange rate

¥/US\$	¥79	¥79	¥0	-	¥80
¥/Euro	¥109	¥100	(¥9)	-	¥103

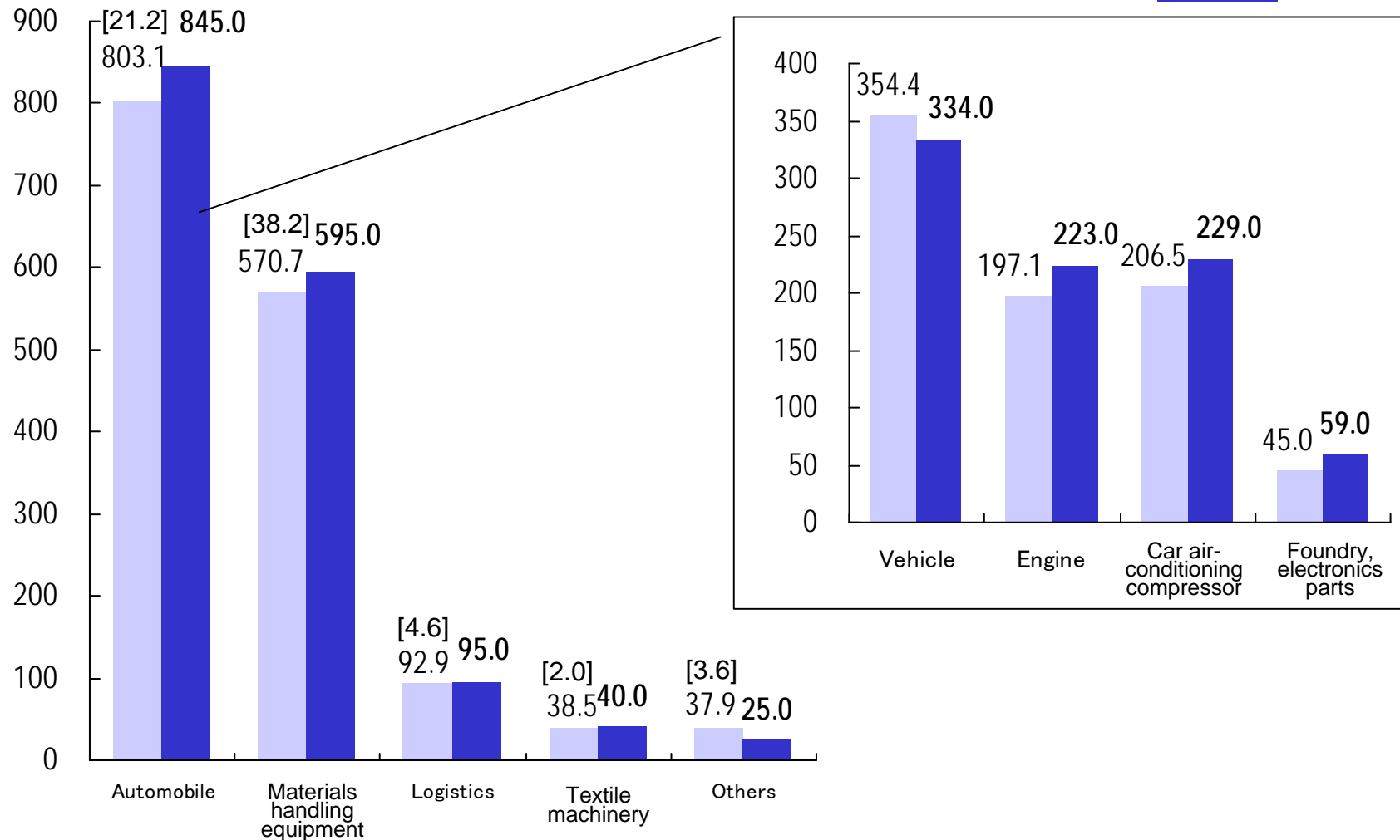
Performance

FY2013 Forecast

◆ Net sales

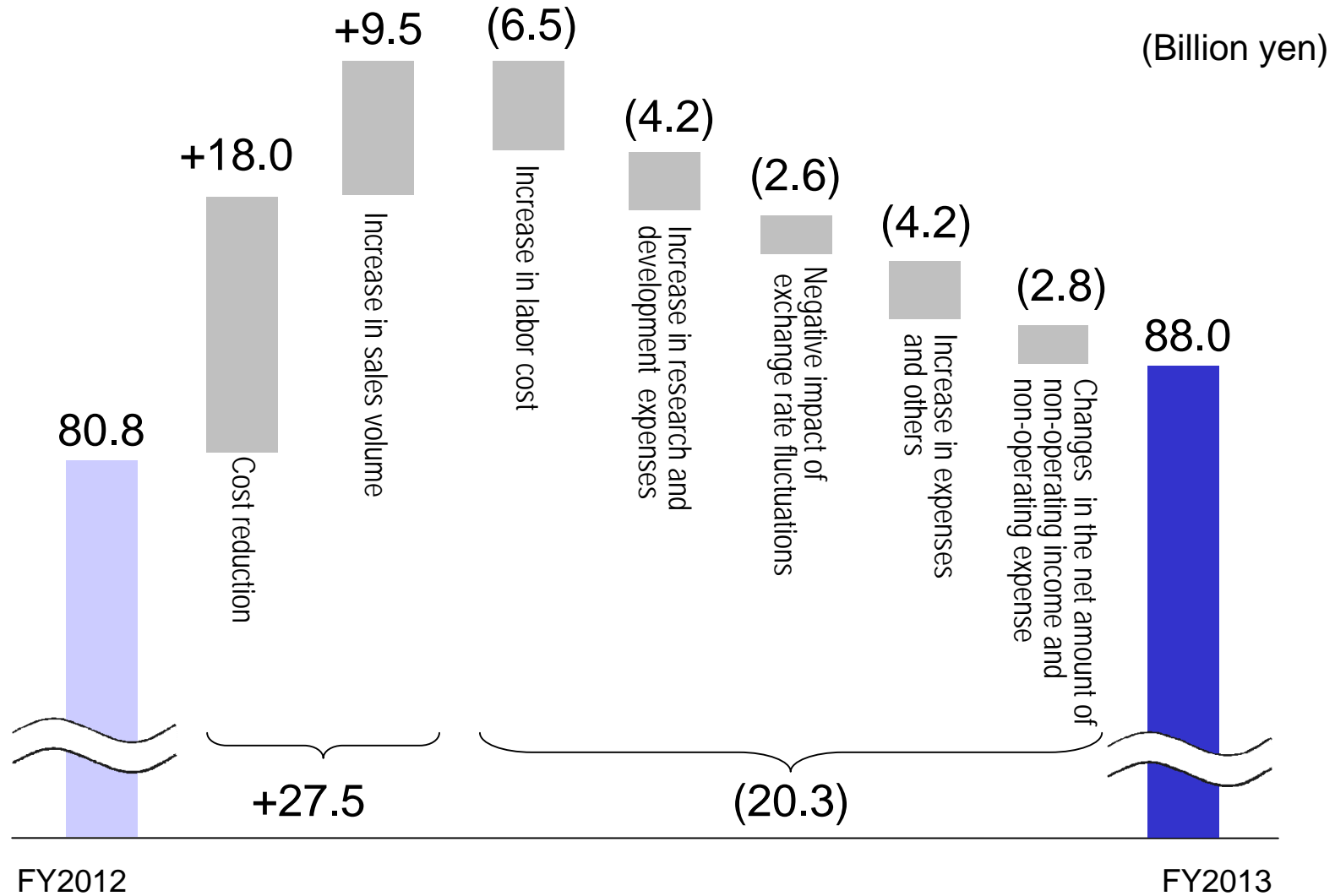
(Billion yen [Operating Income])

FY2012
FY2013



Change in Ordinary Income

FY2013 Forecast



Cautionary Statement with Respect to Forward-Looking Statements

This presentation contains projections of business results as well as statements regarding business plans, forecasts, strategies, and other forward-looking statements that are not to be taken as historical fact. Projections and forward-looking statements are based on the current expectations and estimates of Toyota Industries and its Group companies. All such projections and forward-looking statements are based on management's assumptions and beliefs derived from the information available to it at the time of producing this report and are not guarantees of future performance. You should also be aware that certain risks and uncertainties could cause the actual results of Toyota Industries and its Group companies to differ materially from any projections or forward-looking statements appearing in this report. These risks and uncertainties include, but are not limited to, the following: 1) economic trends, 2) various competitive pressures, 3) changes in relevant laws and regulations, and 4) fluctuations in exchange rates.