

Supplementary Material for Financial Results for the 12 months ended March 31, 2018

1. Consolidated Financial Results

		IFRS														
		FY17 ended March 31, 2017							FY18 ended March 31, 2018							FY19
		1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	Full year forecast
Net sales	Billion yen	401.5	402.9	804.4	425.2	445.5	870.7	1,675.1	445.3	492.6	937.9	526.7	539.3	1,066.0	2,003.9	2,150.0
Operating profit	Profit ratio	7.2%	7.9%	7.6%	8.4%	6.9%	7.6%	7.6%	9.9%	6.7%	8.2%	7.2%	6.0%	6.6%	7.4%	6.3%
	Billion yen	28.9	32.0	60.9	35.7	30.7	66.4	127.3	44.2	32.8	77.0	38.0	32.4	70.4	147.4	135.0
Profit before income taxes	Profit ratio	14.4%	7.4%	10.9%	15.6%	6.3%	10.8%	10.9%	17.4%	6.7%	11.8%	12.9%	5.8%	9.3%	10.5%	8.8%
	Billion yen	57.7	29.9	87.6	66.3	28.0	94.3	181.9	77.4	32.9	110.3	68.2	31.3	99.5	209.8	189.0
Profit attributable to owners of the parent	Profit ratio	10.7%	5.4%	8.0%	11.6%	3.9%	7.7%	7.8%	13.5%	4.2%	8.6%	12.4%	4.1%	8.2%	8.4%	6.8%
	Billion yen	42.9	21.7	64.6	49.3	17.4	66.7	131.3	59.9	20.9	80.8	65.3	22.0	87.3	168.1	146.0
Earnings per share	Yen	137	69	206	158	57	215	421	193	67	260	211	71	282	542	470
Investments in tangible assets	Billion yen	14.9	16.4	31.3	17.2	28.8	46.0	77.3	17.4	29.5	46.9	27.9	40.6	68.5	115.4	110.0
Depreciation	Billion yen	18.2	18.3	36.5	18.5	18.2	36.7	73.2	18.3	19.2	37.5	18.6	21.6	40.2	77.7	83.0

Note 1: Toyota Industries has applied IFRS from FY2017.

Note 2: One-time effect of change in retirement benefit plan amounting 14.3 billion yen is included in the result of the first quarter of FY2018.

[Exchange rate]

Yen / US\$	108	102	105	109	114	111	108	111	111	111	113	109	111	111	105
Yen / EURO	122	114	118	118	121	119	119	122	130	126	133	135	134	130	130

[Changes in operating profit]

Year-on-year Comparison

[FY17 full year IFRS and FY18 full year IFRS]

[Billion yen]

Sales efforts	15.9	Increase in raw material costs	(9.8)
Cost reduction	13.7	Increase in labor costs	(8.0)
Positive impact of exchange rate fluctuations	9.4	Increase in depreciation	(4.5)
One-time effect of changes in retirement benefit plan	14.3	Increase in expenses and others	(10.9)
Increases total	53.3	Decreases total	(33.2)
Total Changes in operating profit		20.1	

Year-on-year Comparison

[FY18 full year IFRS and FY19 full year IFRS forecast]

[Billion yen]

Sales efforts	26.0	Increase in labor costs	(8.0)
Cost reduction	14.0	Negative impact of exchange rate fluctuations	(7.8)
		Increase in raw material costs	(7.0)
		Increase in depreciation	(5.3)
		One-time effect of changes in retirement benefit plan	(14.3)
		Increase in expenses and others	(10.0)
Increases total	40.0	Decreases total	(52.4)
Total Changes in operating profit		(12.4)	

2. Historical Financial Data

	Japanese GAAP						IFRS					
	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19 [forecast]
Net sales [Billion yen]	2,000.5	1,584.2	1,377.7	1,479.8	1,543.3	1,615.2	2,007.8	2,166.6	1,696.8	1,675.1	2,003.9	2,150.0
Operating profit [Billion yen]	96.8	(6.6)	22.0	68.7	70.0	77.0	107.6	117.5	137.0	127.3	147.4	135.0
Profit before income taxes [Billion yen]	126.4	14.3	31.7	73.9	80.8	86.8	138.1	170.8	191.3	181.9	209.8	189.0
Profit attributable to owners of the parent [Billion yen]	80.4	(32.7)	(26.2)	47.2	58.5	53.1	91.7	115.2	194.2	131.3	168.1	146.0
Earnings per share [Yen]	258	(105)	(84)	152	188	170	293	367	618	421	542	470
Cash dividends per share [Yen]	60	40	30	50	50	55	85	110	120	125	150	150
[Year-end dividends, yen]	[32]	[10]	[20]	[25]	[25]	[30]	[50]	[60]	[60]	[65]	[80]	[75]
Consolidated payout ratio	23.3%	-	-	33.0%	26.6%	32.3%	29.0%	30.0%	19.4%	29.7%	27.7%	31.9%
Total share issued [Shares]	325,840,640	325,840,640	325,840,640	325,840,640	325,840,640	325,840,640	325,840,640	325,840,640	325,840,640	325,840,640	325,840,640	-
[Treasury stock, shares]	[14,251,070]	[14,263,027]	[14,269,943]	[14,275,721]	[14,153,619]	[13,632,854]	[12,109,864]	[11,684,749]	[11,613,812]	[15,351,442]	[15,353,378]	-
Yen / US\$	114	101	93	86	79	83	100	110	120	108	111	105
Yen / EURO	162	143	131	113	109	107	134	139	133	119	130	130

3. Business Segment Information

(Billion yen)

		IFRS														FY19 Full year forecast		
		FY17 ended March 31, 2017							FY18 ended March 31, 2018									
		1st half			2nd half				Full year	1st half			2nd half				Full year	
		1Q	2Q	3Q	4Q	1Q	2Q	3Q		4Q								
Automobile	Vehicle	16.4	18.3	34.7	17.9	20.5	38.4	73.1	17.6	17.7	35.3	18.9	17.9	36.8	72.1	69.0		
	Engine	21.3	23.9	45.2	21.8	23.0	44.8	90.0	22.9	23.9	46.8	25.0	26.9	51.9	98.7	110.0		
	Car air-conditioning Compressor	84.6	80.3	164.9	83.2	86.6	169.8	334.7	85.4	85.0	170.4	88.9	92.1	181.0	351.4	361.0		
	Electronics parts, foundry and others	14.5	15.3	29.8	16.8	18.1	34.9	64.7	16.6	17.7	34.3	18.8	19.6	38.4	72.7	75.0		
	Net sales	136.9	137.8	274.7	139.7	148.2	287.9	562.6	142.7	144.3	287.0	151.6	156.4	308.0	595.0	615.0		
	Profit ratio	3.7%	5.3%	4.5%	5.5%	3.3%	4.4%	4.4%	10.9%	2.7%	6.8%	5.2%	1.4%	3.3%	5.0%	-		
Operating profit	5.0	7.3	12.3	7.7	4.9	12.6	24.9	15.6	3.8	19.4	7.9	2.3	10.2	29.6	-			
Materials handling equipment	Net sales	236.6	235.6	472.2	249.8	266.1	515.9	988.1	274.5	317.2	591.7	340.8	350.5	691.3	1,283.0	1,410.0		
	Profit ratio	8.8%	9.2%	9.0%	9.2%	9.0%	9.1%	9.1%	9.2%	8.2%	8.7%	7.6%	7.9%	7.8%	8.2%	-		
	Operating profit	20.7	21.7	42.4	23.1	23.9	47.0	89.4	25.1	26.1	51.2	26.0	27.7	53.7	104.9	-		
Textile machinery	Net sales	13.9	14.6	28.5	21.2	16.5	37.7	66.2	14.5	15.5	30.0	18.7	16.8	35.5	65.5	65.0		
	Profit ratio	10.7%	8.2%	9.4%	14.3%	3.4%	6.8%	10.4%	15.5%	7.2%	11.2%	10.7%	4.8%	7.9%	9.4%	-		
	Operating profit	1.4	1.2	2.6	3.1	1.1	4.2	6.8	2.2	1.1	3.3	2.0	0.8	2.8	6.1	-		
Others	Net sales	14.0	14.8	28.8	14.6	14.6	29.2	58.0	13.5	15.5	29.0	15.7	15.6	31.3	60.3	60.0		
	Profit ratio	11.9%	12.5%	12.2%	12.8%	12.9%	10.2%	10.4%	8.4%	11.2%	9.9%	13.5%	10.7%	12.1%	11.0%	-		
	Operating profit	1.6	1.9	3.5	1.8	0.7	2.5	6.0	1.1	1.7	2.8	2.1	1.7	3.8	6.6	-		
Eliminations	Net sales	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
	Operating profit	0.0	(0.0)	0.0	(0.0)	0.0	(0.0)	(0.0)	0.0	(0.0)	0.0	(0.0)	(0.0)	(0.0)	(0.0)	-		
Total	Net sales	401.5	402.9	804.4	425.2	445.5	870.7	1,675.1	445.3	492.6	937.9	526.7	539.3	1,066.0	2,003.9	2,150.0		
	Profit ratio	7.2%	7.9%	7.6%	8.4%	6.9%	7.6%	7.6%	9.9%	6.7%	8.2%	7.2%	6.0%	6.6%	7.4%	6.3%		
	Operating profit	28.9	32.0	60.9	35.7	30.7	66.4	127.3	44.2	32.8	77.0	38.0	32.4	70.4	147.4	135.0		

Note: Net sales figures indicate outside customer sales and do not include intersegment transactions.

4. Sales Units: Vehicle

(Thousand units)

		FY17 ended March 31, 2017							FY18 ended March 31, 2018							FY19 Full year forecast		
		1st half			2nd half				Full year	1st half			2nd half				Full year	
		1Q	2Q	3Q	4Q	1Q	2Q	3Q		4Q								
		Destination	1Q	2Q	3Q	4Q	1st half	2nd half	Full year	1Q	2Q	3Q	4Q	1st half	2nd half		Full year	
RAV4	Japan	1	-	1	-	-	-	1	-	-	-	-	-	-	-	-		
	Overseas	46	53	99	52	54	106	205	50	51	101	54	50	104	205	237		
	Subtotal	47	53	100	52	54	106	206	50	51	101	54	50	104	205	237		
Vitz/Yaris	Japan	18	19	37	14	36	50	87	23	18	41	19	21	40	81	42		
	Overseas	3	4	7	4	3	7	14	3	3	6	3	3	6	12	6		
	Subtotal	21	23	44	18	39	57	101	26	21	47	22	24	46	93	48		
Total		68	76	144	70	93	163	307	76	72	148	76	74	150	298	285		

5. Sales Units: Engine

(Thousand units)

		FY17 ended March 31, 2017							FY18 ended March 31, 2018							FY19
		1Q		2Q		1st half		Full year	1Q		2Q		1st half		Full year	Full year forecast
		1Q	2Q	3Q	4Q	2nd half	1Q		2Q	3Q	4Q	2nd half				
Diesel Engine	GD-type [2.4/2.8 Liters]	44	44	88	44	49	93	181	46	51	97	57	57	114	211	274
	KD-type [2.5/3.0 Liters]	6	7	13	5	6	11	24	6	6	12	7	6	13	25	29
	VD-type [4.5 Liters]	11	14	25	9	13	22	47	14	14	28	13	14	27	55	64
	Others	10	13	23	12	7	19	42	9	11	20	8	11	19	39	36
Subtotal		71	78	149	70	75	145	294	75	82	157	85	88	173	330	403
Gasoline Engine	AR-type [2.5 Liters]	40	44	84	48	56	104	188	51	52	103	60	63	123	226	52
	Others	4	5	9	6	4	10	19	5	4	9	5	4	9	18	170
	Subtotal	44	49	93	54	60	114	207	56	56	112	65	67	132	244	222
Total		115	127	242	124	135	259	501	131	138	269	150	155	305	574	625
CKD Parts		23	25	48	18	8	26	74	7	9	16	7	8	15	31	71

6. Sales Units: Car Air-conditioning Compressor

(1) By Destination

(Thousand units)

Destination		FY17 ended March 31, 2017							FY18 ended March 31, 2018							FY19
		1Q		2Q		1st half		Full year	1Q		2Q		1st half		Full year	Full year forecast
		1Q	2Q	3Q	4Q	2nd half	1Q		2Q	3Q	4Q	2nd half				
Japan		1,330	1,470	2,800	1,300	1,460	2,760	5,560	1,450	1,480	2,930	1,500	1,510	3,010	5,940	6,030
North America		2,610	2,520	5,130	2,540	2,620	5,160	10,290	2,650	2,530	5,180	2,560	2,850	5,410	10,590	11,810
Europe		2,510	2,400	4,910	2,240	2,410	4,650	9,560	2,320	2,330	4,650	2,340	2,520	4,860	9,510	9,670
Others		1,760	1,670	3,430	1,940	1,770	3,710	7,140	1,770	1,820	3,590	1,980	1,810	3,790	7,380	7,890
Total		8,210	8,060	16,270	8,020	8,260	16,280	32,550	8,190	8,160	16,350	8,380	8,690	17,070	33,420	35,400

(2) By Type

(Thousand units)

Engine Driven Type		FY17 ended March 31, 2017							FY18 ended March 31, 2018							FY19
		1Q		2Q		1st half		Full year	1Q		2Q		1st half		Full year	Full year forecast
		1Q	2Q	3Q	4Q	2nd half	1Q		2Q	3Q	4Q	2nd half				
Fixed displacement type		2,130	2,000	4,130	2,080	2,170	4,250	8,380	2,170	2,140	4,310	2,120	2,170	4,290	8,600	9,000
Variable displacement type		5,660	5,610	11,270	5,510	5,640	11,150	22,420	5,570	5,560	11,130	5,760	5,990	11,750	22,880	24,190
Electric Driven type		420	450	870	430	450	880	1,750	450	460	910	500	530	1,030	1,940	2,210
Total		8,210	8,060	16,270	8,020	8,260	16,280	32,550	8,190	8,160	16,350	8,380	8,690	17,070	33,420	35,400

7. Sales Units: Materials Handling Equipment

(Thousand units)

Destination		FY17 ended March 31, 2017							FY18 ended March 31, 2018							FY19
		1Q		2Q		1st half		Full year	1Q		2Q		1st half		Full year	Full year forecast
		1Q	2Q	3Q	4Q	2nd half	1Q		2Q	3Q	4Q	2nd half				
Japan		9	12	21	11	10	21	42	11	10	21	12	10	22	43	44
North America		23	20	43	19	21	40	83	21	21	42	21	25	46	88	106
Europe		22	18	40	25	26	51	91	23	18	41	25	26	51	92	100
Others		8	8	16	11	10	21	37	9	10	19	10	11	21	40	44
Total		62	58	120	66	67	133	253	64	59	123	68	72	140	263	294

8. Sales Finance Assets: Materials Handling Equipment

(Excluding Tailift)

(Billion yen) (End of each quarter)

	FY17 ended March 31, 2017				FY18 ended March 31, 2018				FY19
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	Yewr-end forecast
North America	331.7	331.0	386.7	383.9	390.5	400.7	412.9	398.5	455.0
Europe	161.1	159.4	172.1	176.2	189.4	202.2	207.2	206.7	230.0
Others	23.1	23.2	25.7	24.6	30.4	32.2	32.5	30.7	40.0
Total	515.9	513.6	584.5	584.7	610.3	635.1	652.6	635.9	725.0

- * All projections are based on the information available to management at the time of producing this material and are not guarantees of future performance. Uncertainties such as economic conditions and exchange rate fluctuations could cause the actual results of Toyota Industries to differ from any projections discussed in this material.