

## Supplementary Material for FY2019 Third Quarter

### Consolidated Financial Results (April 1, 2018 - December 31, 2018)

#### 1. Consolidated Financial Results

		IFRS														
		FY17	FY18 ended March 31, 2018							FY19 ending March 31, 2019						
			Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half
Net sales	Billion yen	1,675.1	445.3	492.6	937.9	526.7	539.3	1,066.0	2,003.9	522.1	534.9	1,057.0	572.8	-	-	2,200.0
Operating profit	Profit ratio	7.6%	9.9%	6.7%	8.2%	7.2%	6.0%	6.6%	7.4%	6.5%	5.1%	5.8%	6.4%	-	-	6.1%
	Billion yen	127.3	44.2	32.8	77.0	38.0	32.4	70.4	147.4	33.9	27.4	61.3	36.6	-	-	135.0
Profit before income taxes	Profit ratio	10.9%	17.4%	6.7%	11.8%	12.9%	5.8%	9.3%	10.5%	13.6%	5.1%	9.3%	11.8%	-	-	9.0%
	Billion yen	181.9	77.4	32.9	110.3	68.2	31.3	99.5	209.8	71.1	27.2	98.3	67.7	-	-	198.0
Profit attributable to owners of the parent	Profit ratio	7.8%	13.5%	4.2%	8.6%	12.4%	4.1%	8.2%	8.4%	10.2%	3.9%	7.0%	9.1%	-	-	6.8%
	Billion yen	131.3	59.9	20.9	80.8	65.3	22.0	87.3	168.1	53.4	21.0	74.4	51.9	-	-	150.0
Earnings per share	Yen	421	193	67	260	211	71	282	542	172	68	240	167	-	-	483
Investments in tangible assets	Billion yen	77.3	17.4	29.5	46.9	27.9	40.6	68.5	115.4	26.3	32.0	58.3	28.6	-	-	110.0
Depreciation	Billion yen	73.2	18.3	19.2	37.5	18.6	21.6	40.2	77.7	20.1	20.8	40.9	21.8	-	-	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	111	111	111	113	109	111	111	109	111	110	113	-	-	110
Yen / EURO	119	122	130	126	133	135	134	130	130	130	130	129	-	-	130

#### [Changes in operating profit]

##### Year-on-year Comparison

[FY18 3Q IFRS and FY19 3Q IFRS]

[Billion yen]

Sales efforts	22.5	Increase in raw material costs	(10.0)
Cost reduction	8.5	Increase in depreciation	(6.6)
		Increase in labor costs	(5.8)
		Negative impact of exchange rate fluctuations	(1.2)
		One-time effect of changes in retirement benefit plan	(14.3)
		Increase in expenses and others	(10.2)
<b>Increases total</b>	<b>31.0</b>	<b>Decreases total</b>	<b>(48.1)</b>
<b>Total Changes in operating profit (17.1)</b>			

##### Year-on-year Comparison

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

[Billion yen]

Sales efforts	26.0	Increase in raw material costs	(14.0)
Cost reduction	14.0	Increase in labor costs	(8.0)
		Increase in depreciation	(5.3)
		One-time effect of changes in retirement benefit plan	(14.3)
		Increase in expenses and others	(10.8)
<b>Increases total</b>	<b>40.0</b>	<b>Decreases total</b>	<b>(52.4)</b>
<b>Total Changes in operating profit (12.4)</b>			

#### 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	2,200.0
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 <sup>1</sup> [Billion yen]	126.4	14.3	31.7	73.9	80.8	86.8	138.1	170.8	191.3	181.9	209.8	198.0
Profit attributable to owners of the parent <sup>2</sup> [Billion yen]	80.4	(32.7)	(26.2)	47.2	58.5	53.1	91.7	115.2	194.2	131.3	168.1	150.0
Earnings per share [Yen]	258	(105)	(84)	152	188	170	293	367	618	421	542	483
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%	31.0%
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	110
Yen / EURO	162	143	131	113	109	107	134	139	133	119	130	130

\*1: The figures prior to fiscal 2016 are ordinary income under Japanese GAAP

\*2: The figures prior to fiscal 2016 are net income under Japanese GAAP

### 3. Business Segment Information

(Billion yen)

		IFRS														
		FY17	FY18 ended March 31, 2018							Full year	FY19 ending March 31, 2019					
			Full year	1st half		2nd half			1Q		2Q	1st half	2nd half		Full year forecast	
				1Q	2Q	3Q	4Q	3Q					4Q			
Automobile	Vehicle	73.1	17.6	17.7	35.3	18.9	17.9	36.8	72.1	17.7	17.3	35.0	24.5	-	-	77.0
	Engine	90.0	22.9	23.9	46.8	25.0	26.9	51.9	98.7	26.1	23.2	49.3	26.9	-	-	106.0
	Car Air-Conditioning Compressor	334.7	85.4	85.0	170.4	88.9	92.1	181.0	351.4	88.9	84.8	173.7	85.1	-	-	347.0
	Electronics parts, Foundry and others	64.7	16.6	17.7	34.3	18.8	19.6	38.4	72.7	17.2	18.2	35.4	18.3	-	-	73.0
	Net sales	562.6	142.7	144.3	287.0	151.6	156.4	308.0	595.0	150.0	143.5	293.5	154.9	-	-	603.0
	Profit ratio	4.4%	10.9%	2.7%	6.8%	5.2%	1.4%	3.3%	5.0%	3.7%	-1.3%	1.3%	-1.0%	-	-	-
	Operating profit	24.9	15.6	3.8	19.4	7.9	2.3	10.2	29.6	5.5	(1.8)	3.7	(1.6)	-	-	-
Materials Handling Equipment	Net sales	988.1	274.5	317.2	591.7	340.8	350.5	691.3	1,283.0	341.7	356.0	697.7	380.4	-	-	1,460.0
	Profit ratio	9.1%	9.2%	8.2%	8.7%	7.6%	7.9%	7.8%	8.2%	7.6%	7.3%	7.5%	8.7%	-	-	-
	Operating profit	89.4	25.1	26.1	51.2	26.0	27.7	53.7	104.9	26.0	26.0	52.0	33.2	-	-	-
Textile Machinery	Net sales	66.2	14.5	15.5	30.0	18.7	16.8	35.5	65.5	15.4	20.6	36.0	21.6	-	-	77.0
	Profit ratio	10.4%	15.5%	7.2%	11.2%	10.7%	4.8%	7.9%	9.4%	5.9%	7.2%	8.4%	14.5%	-	-	-
	Operating profit	6.8	2.2	1.1	3.3	2.0	0.8	2.8	6.1	0.9	2.1	3.0	3.1	-	-	-
Others	Net sales	58.0	13.5	15.5	29.0	15.7	15.6	31.3	60.3	14.8	14.8	29.6	16.0	-	-	60.0
	Profit ratio	10.4%	8.4%	11.2%	9.9%	13.5%	10.7%	12.1%	11.0%	9.9%	11.2%	8.8%	10.7%	-	-	-
	Operating profit	6.0	1.1	1.7	2.8	2.1	1.7	3.8	6.6	1.4	1.2	2.6	1.7	-	-	-
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)	-	-	-
Total	Net sales	1,675.1	445.3	492.6	937.9	526.7	539.3	1,066.0	2,003.9	522.1	534.9	1,057.0	572.8	-	-	2,200.0
	Profit ratio	7.6%	9.9%	6.7%	8.2%	7.2%	6.0%	6.6%	7.4%	6.5%	5.1%	5.8%	6.4%	-	-	6.1%
	Operating profit	127.3	44.2	32.8	77.0	38.0	32.4	70.4	147.4	33.9	27.4	61.3	36.6	-	-	135.0

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

### 4. Sales Units: Vehicle

(Thousand units)

		FY17	FY18 ended March 31, 2018							Full year	FY19 ending March 31, 2019					
			Full year	1st half		2nd half			1Q		2Q	1st half	2nd half		Full year forecast	
				1Q	2Q	3Q	4Q	3Q					4Q			
		Destination	1Q	2Q	1st half	3Q	4Q	2nd half	1Q	2Q	1st half	3Q	4Q	2nd half		
RAV4	Japan	1	-	-	-	-	-	-	-	-	-	-	-	-	-	
	Overseas	205	50	51	101	54	50	104	205	51	46	97	56	-	-	235
	Subtotal	206	50	51	101	54	50	104	205	51	46	97	56	-	-	235
Vitz/Yaris	Japan	87	23	18	41	19	21	40	81	22	22	44	0	-	-	44
	Overseas	14	3	3	6	3	3	6	12	3	3	6	0	-	-	6
	Subtotal	101	26	21	47	22	24	46	93	25	25	50	0	-	-	50
Total		307	76	72	148	76	74	150	298	76	71	147	56	-	-	285

## 5. Sales Units: Engine

(Thousand units)

		FY17	FY18 ended March 31, 2018							FY19 ending March 31, 2019												
			Full	1Q		2Q	1st half		3Q	4Q	2nd half		Full year	1Q		2Q	1st half		3Q	4Q	2nd half	
		1Q		2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q		3Q	4Q	1Q	2Q	3Q	4Q			
Diesel Engine	GD-type [2.4/2.8 Liters]	181	46	51	97	57	57	114	211	56	60	116	67	-	-	-	-	-	-	-	-	255
	KD-type [2.5/3.0 Liters]	24	6	6	12	7	6	13	25	7	8	15	6	-	-	-	-	-	-	-	-	27
	VD-type [4.5 Liters]	47	14	14	28	13	14	27	55	14	12	26	12	-	-	-	-	-	-	-	-	53
	Others	42	9	11	20	8	11	19	39	9	9	18	12	-	-	-	-	-	-	-	-	38
	Subtotal	294	75	82	157	85	88	173	330	86	89	175	97	-	-	-	-	-	-	-	-	373
Gasoline Engine	TNGA-G2.5 [2.5 Liters]	-	-	-	-	-	-	-	-	-	0	0	45	-	-	-	-	-	-	-	-	118
	AR-type [2.5 Liters]	188	51	52	103	60	63	123	226	52	1	53	-	-	-	-	-	-	-	-	-	53
	Others	19	5	4	9	5	4	9	18	5	4	9	6	-	-	-	-	-	-	-	-	56
	Subtotal	207	56	56	112	65	67	132	244	57	5	62	51	-	-	-	-	-	-	-	-	227
Total		501	131	138	269	150	155	305	574	143	94	237	148	-	-	-	-	-	-	-	-	600
CKD Parts		74	7	9	16	7	8	15	31	8	20	28	16	-	-	-	-	-	-	-	-	65

## 6. Sales Units: Car Air-conditioning Compressor

(1) By Destination

(Thousand units)

Destination		FY17	FY18 ended March 31, 2018							FY19 ending March 31, 2019												
			Full	1Q		2Q	1st half		3Q	4Q	2nd half		Full year	1Q		2Q	1st half		3Q	4Q	2nd half	
		1Q		2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q		3Q	4Q	1Q	2Q	3Q	4Q			
Japan		5,560	1,450	1,480	2,930	1,500	1,510	3,010	5,940	1,460	1,490	2,950	1,570	-	-	-	-	-	-	-	-	6,040
North America		10,290	2,650	2,530	5,180	2,560	2,850	5,410	10,590	2,800	2,610	5,410	2,510	-	-	-	-	-	-	-	-	10,680
Europe		9,560	2,320	2,330	4,650	2,340	2,520	4,860	9,510	2,420	2,050	4,470	2,070	-	-	-	-	-	-	-	-	8,920
Others		7,140	1,770	1,820	3,590	1,980	1,810	3,790	7,380	1,920	1,920	3,840	1,930	-	-	-	-	-	-	-	-	7,860
Total		32,550	8,190	8,160	16,350	8,380	8,690	17,070	33,420	8,600	8,070	16,670	8,080	-	-	-	-	-	-	-	-	33,500

(2) By Type

(Thousand units)

Engine Driven Type		FY17	FY18 ended March 31, 2018							FY19 ending March 31, 2019												
			Full year	1Q		2Q	1st half		3Q	4Q	2nd half		Full year	1Q		2Q	1st half		3Q	4Q	2nd half	
		1Q		2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q		3Q	4Q	1Q	2Q	3Q	4Q			
Fixed displacement type		8,380	2,170	2,140	4,310	2,120	2,170	4,290	8,600	2,100	2,130	4,230	2,130	-	-	-	-	-	-	-	-	8,440
Variable displacement type		22,420	5,570	5,560	11,130	5,760	5,990	11,750	22,880	6,010	5,420	11,430	5,400	-	-	-	-	-	-	-	-	22,840
Electric Driven type		1,750	450	460	910	500	530	1,030	1,940	490	520	1,010	550	-	-	-	-	-	-	-	-	2,220
Total		32,550	8,190	8,160	16,350	8,380	8,690	17,070	33,420	8,600	8,070	16,670	8,080	-	-	-	-	-	-	-	-	33,500

## 7. Sales Units: Materials Handling Equipment

(Thousand units)

Destination		FY17	FY18 ended March 31, 2018							FY19 ending March 31, 2019												
			Full	1Q		2Q	1st half		3Q	4Q	2nd half		Full year	1Q		2Q	1st half		3Q	4Q	2nd half	
		1Q		2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q		3Q	4Q	1Q	2Q	3Q	4Q			
Japan		42	11	10	21	12	10	22	43	11	12	23	13	-	-	-	-	-	-	-	-	49
North America		83	21	21	42	21	25	46	88	25	23	48	24	-	-	-	-	-	-	-	-	100
Europe		91	23	18	41	25	26	51	92	24	19	43	25	-	-	-	-	-	-	-	-	98
Others		37	9	10	19	10	11	21	40	11	11	22	11	-	-	-	-	-	-	-	-	47
Total		253	64	59	123	68	72	140	263	71	65	136	73	-	-	-	-	-	-	-	-	294

## 8. Sales Finance Assets: Materials Handling Equipment

(Billion yen)

(Excluding Tailift)

	FY17	FY18 ended March 31, 2018				FY19 ending March 31, 2019			
		Year-end	End of 1Q	End of 2Q	End of 3Q	End of 4Q	End of 1Q	End of 2Q	End of 3Q
North America	383.9	390.5	400.7	412.9	398.5	424.5	448.4	449.4	455.0
Europe	176.2	189.4	202.2	207.2	206.7	207.4	215.4	213.0	230.0
Others	24.6	30.4	32.2	32.5	30.7	29.9	32.4	33.3	40.0
Total	584.7	610.3	635.1	652.6	635.9	661.8	696.2	695.7	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.