

Supplementary Material for FY2022

Consolidated Financial Results (April 1, 2021 - March 31, 2022)

1. Consolidated Financial Results (IFRS)

		FY21 ended March 31, 2021							FY22 ended March 31, 2022							FY23
		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	430.8	526.2	957.0	566.6	594.7	1,161.3	2,118.3	616.9	643.9	1,260.8	707.1	737.2	1,444.3	2,705.1	3,100.0
Operating profit	Profit ratio	(1.5%)	7.0%	3.2%	8.6%	6.6%	7.6%	5.6%	9.3%	5.7%	7.5%	5.9%	3.1%	4.5%	5.9%	5.5%
	Billion yen	(6.4)	36.6	30.2	48.9	39.0	87.9	118.1	57.4	36.9	94.3	41.9	22.8	64.7	159.0	170.0
Profit before income taxes	Profit ratio	6.9%	6.7%	6.8%	14.0%	6.6%	10.2%	8.7%	16.4%	5.7%	10.9%	11.6%	3.6%	7.5%	9.1%	8.1%
	Billion yen	29.8	35.4	65.2	79.6	39.2	118.8	184.0	101.3	36.5	137.8	81.7	26.6	108.3	246.1	250.0
Profit attributable to owners of the parent	Profit ratio	5.6%	4.6%	5.0%	10.9%	4.5%	7.6%	6.5%	12.6%	4.0%	8.2%	8.4%	2.4%	5.3%	6.7%	6.0%
	Billion yen	24.0	24.1	48.1	61.7	26.9	88.6	136.7	77.5	25.8	103.3	59.4	17.6	77.0	180.3	185.0
Earnings per share	Yen	77	77	154	199	87	286	440	249	83	332	192	56	248	580	595
Investments in tangible assets	Billion yen	25.7	33.3	59.0	27.5	26.8	54.3	113.3	29.0	32.1	61.1	36.6	37.1	73.7	134.8	150.0
Depreciation	Billion yen	22.6	23.1	45.7	22.8	22.5	45.3	91.0	23.0	23.6	46.6	23.8	23.7	47.5	94.1	94.0

Note: Investments in tangible assets and depreciation apply to property, plant and equipment. They do not include materials handling equipment leased under operating leases.

【Exchange rate】

Yen / US\$	108	106	107	104	106	105	106	109	110	110	114	116	115	112	120
Yen / EURO	118	124	121	125	128	127	124	132	130	131	130	130	130	131	130

【Changes in operating profit】

Year-on-year Comparison

[FY21 full year and FY22 full year]

(Billion yen)

Increase in sales	92.1	Increase in raw material costs	(50.2)
Impact of exchange rate fluctuations	15.0	Increase in labor costs	(10.1)
Cost reduction	14.0	Increase in depreciation	(3.1)
		Increase in expenses and others	(16.8)
Increases total	121.1	Decreases total	(80.2)
Total Changes in operating profit 40.9			

Year-on-year Comparison

[FY22 full year and FY23 full year forecast]

(Billion yen)

Increase in sales	89.0	Increase in raw material costs	(74.0)
Cost reduction	14.0	Increase in labor costs	(8.0)
Impact of exchange rate fluctuations	10.0	Increase in expenses and others	(20.0)
Increases total	113.0	Decreases total	(102.0)
Total Changes in operating profit 11.0			

2. Historical Financial Data

Japanese GAAP ← → IFRS

		2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023 [forecast]
Net sales	Billion yen	1,615.2	2,007.8	2,166.6	2,243.2	1,675.1	2,003.9	2,214.9	2,171.3	2,118.3	2,705.1	3,100.0
Operating profit	Billion yen	77.0	107.6	117.5	134.7	127.3	147.4	134.6	128.2	118.1	159.0	170.0
Profit before income taxes ^{*1}	Billion yen	86.8	138.1	170.8	185.3	181.9	209.8	202.2	196.2	184.0	246.1	250.0
Profit attributable to owners of the parent ^{*2}	Billion yen	53.1	91.7	115.2	183.0	131.3	168.1	152.7	145.8	136.7	180.3	185.0
Earnings per share	Yen	170	292	367	582	420	541	491	469	440	580	595
Cash dividends per share	Yen	55	85	110	120	125	150	155	160	150	170	180
	[Interim dividends]	Yen	[25]	[35]	[50]	[60]	[60]	[70]	[75]	[80]	[70]	[80]
Consolidated payout ratio	Ratio	32.3%	29.0%	30.0%	20.6%	29.7%	27.7%	31.5%	34.1%	34.1%	29.3%	30.2%
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	-
	[Treasury stock]	Shares	[13,632,854]	[12,109,864]	[11,684,749]	[11,613,812]	[15,351,442]	[15,353,378]	[15,355,468]	[15,357,028]	[15,358,862]	[15,360,786]
Yen / US\$		83	100	110	120	108	111	111	109	106	112	120
Yen / EURO		107	134	139	133	119	130	128	121	124	131	130

Years ended March 31

*1: The figures prior to fiscal 2017 are ordinary income under Japanese GAAP

*2: The figures prior to fiscal 2017 are net income under Japanese GAAP

3. Business Segment Information (IFRS)

(Billion yen)

		FY21 ended March 31, 2021							FY22 ended March 31, 2022							FY23
		1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	Full year forecast
Automobile	Vehicle	16.3	24.9	41.2	24.5	22.6	47.1	88.3	23.5	18.6	42.1	21.3	20.0	41.3	83.4	90.0
	Engine	22.3	35.5	57.8	40.0	42.1	82.1	139.9	45.4	67.0	112.4	75.6	79.6	155.2	267.6	315.0
	Car Air-Conditioning Compressor	45.7	79.7	125.4	86.8	89.4	176.2	301.6	85.6	80.9	166.5	91.3	98.3	189.6	356.1	423.0
	Electronics Parts and Others	10.2	15.0	25.2	18.4	18.0	36.4	61.6	18.4	20.8	39.2	22.6	23.7	46.3	85.5	127.0
	Net sales	94.7	155.1	249.8	169.5	172.3	341.8	591.6	173.1	187.2	360.3	210.8	221.7	432.5	792.8	955.0
	Profit ratio	(24.2%)	3.5%	(7.0%)	8.3%	4.7%	6.5%	0.8%	5.6%	2.7%	4.1%	4.6%	3.9%	4.2%	4.2%	-
	Operating profit	(22.9)	5.4	(17.5)	14.1	8.1	22.2	4.7	9.7	5.1	14.8	9.6	8.6	18.2	33.0	-
Materials Handling Equipment	Net sales	315.7	347.2	662.9	371.9	396.6	768.5	1,431.4	417.2	426.5	843.7	463.2	482.5	945.7	1,789.4	2,012.0
	Profit ratio	5.4%	8.6%	7.1%	8.8%	7.6%	8.2%	7.7%	10.8%	6.7%	8.7%	6.2%	2.4%	4.2%	6.3%	-
	Operating profit	17.1	29.9	47.0	32.9	30.0	62.9	109.9	44.9	28.6	73.5	28.7	11.4	40.1	113.6	-
Textile Machinery	Net sales	8.0	9.8	17.8	11.1	11.9	23.0	40.8	13.5	16.8	30.3	20.1	18.8	38.9	69.2	68.0
	Profit ratio	(12.6%)	(1.3%)	(6.4%)	2.3%	(2.0%)	0.1%	(2.8%)	7.7%	7.7%	7.7%	8.3%	8.1%	8.3%	8.0%	-
	Operating profit	(1.0)	(0.1)	(1.1)	0.3	(0.3)	0.0	(1.1)	1.0	1.3	2.3	1.7	1.5	3.2	5.5	-
Others	Net sales	12.2	14.1	26.3	14.1	13.9	28.0	54.3	13.0	13.4	26.4	12.9	14.4	27.3	53.7	65.0
	Profit ratio	1.7%	10.9%	6.6%	12.3%	7.2%	9.8%	8.3%	13.9%	14.1%	14.0%	15.4%	10.2%	12.7%	13.3%	-
	Operating profit	0.2	1.5	1.7	1.7	1.0	2.7	4.4	1.8	1.8	3.6	2.0	1.5	3.5	7.1	-
Total	Net sales	430.8	526.2	957.0	566.6	594.7	1,161.3	2,118.3	616.9	643.9	1,260.8	707.1	737.2	1,444.3	2,705.1	3,100.0
	Profit ratio	(1.5%)	7.0%	3.2%	8.6%	6.6%	7.6%	5.6%	9.3%	5.7%	7.5%	5.9%	3.1%	4.5%	5.9%	5.5%
	Operating profit	(6.4)	36.6	30.2	48.9	39.0	87.9	118.1	57.4	36.9	94.3	41.9	22.8	64.7	159.0	170.0

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

4. Sales Units: Vehicle

(Thousand units)

		FY21 ended March 31, 2021							FY22 ended March 31, 2022							FY23			
		1Q		2Q	1st half	3Q		4Q	2nd half	1Q		2Q	1st half	3Q		4Q	2nd half	Full year	Full year forecast
		1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	Full year forecast			
RAV4	Japan	7	12	19	14	12	26	45	13	9	22	7	7	14	36	30			
	Overseas	52	76	128	78	72	150	278	74	60	134	71	67	138	272	290			
Total		59	88	147	92	84	176	323	87	69	156	78	74	152	308	320			

5. Sales Units: Engine

(Thousand units)

		FY21 ended March 31, 2021							FY22 ended March 31, 2022							FY23			
		1Q		2Q	1st half	3Q		4Q	2nd half	1Q		2Q	1st half	3Q		4Q	2nd half	Full year	Full year forecast
		1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	Full year forecast			
Diesel Engine	GD-type [2.4/2.8 Liters]	29	61	90	75	83	158	248	67	78	145	90	87	177	322	310			
	KD-type [2.5/3.0 Liters]	8	6	14	9	11	20	34	10	7	17	7	7	14	31	28			
	F33A-type [3.3 Liters]	-	-	-	-	-	-	-	-	3	3	7	7	14	17	45			
	VD-type [4.5 Liters]	7	12	19	16	14	30	49	7	5	12	5	6	11	23	22			
	Others	10	8	18	7	6	13	31	8	11	19	9	9	18	37	47			
Subtotal		54	87	141	107	114	221	362	92	104	196	118	116	234	430	452			
Gasoline Engine	A25A-type [2.5 Liters]	51	73	124	73	63	136	260	64	59	123	65	59	124	247	269			
	M20A-type [2.0 Liters]	21	37	58	37	30	67	125	30	21	51	27	28	55	106	165			
	Others	5	4	9	6	3	9	18	5	5	10	7	4	11	21	50			
Subtotal		77	114	191	116	96	212	403	99	85	184	99	91	190	374	484			
Total		131	201	332	223	210	433	765	191	189	380	217	207	424	804	936			
CKD Parts		0	19	19	19	22	41	60	20	22	42	22	21	43	85	86			

6. Sales Units: Car Air-conditioning Compressor

• By Destination

(Thousand units)

		FY21 ended March 31, 2021							FY22 ended March 31, 2022							FY23			
		1Q		2Q	1st half	3Q		4Q	2nd half	1Q		2Q	1st half	3Q		4Q	2nd half	Full year	Full year forecast
		1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	Full year forecast			
Japan		1,020	1,470	2,490	1,570	1,520	3,090	5,580	1,350	1,270	2,620	1,590	1,440	3,030	5,650	5,700			
North America		900	2,490	3,390	2,400	2,340	4,740	8,130	2,200	2,020	4,220	2,080	2,370	4,450	8,670	10,000			
Europe		790	1,670	2,460	1,930	2,130	4,060	6,520	1,820	1,500	3,320	1,550	1,690	3,240	6,560	6,700			
Others		1,420	1,830	3,250	2,120	1,910	4,030	7,280	1,900	1,780	3,680	2,130	2,060	4,190	7,870	8,600			
Total		4,130	7,460	11,590	8,020	7,900	15,920	27,510	7,270	6,570	13,840	7,350	7,560	14,910	28,750	31,000			

• By Type

(Thousand units)

		FY21 ended March 31, 2021							FY22 ended March 31, 2022							FY23			
		1Q		2Q	1st half	3Q		4Q	2nd half	1Q		2Q	1st half	3Q		4Q	2nd half	Full year	Full year forecast
		1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	Full year forecast			
Engine Driven type	Fixed displacement type	880	1,490	2,370	1,660	1,690	3,350	5,720	1,560	1,480	3,040	1,570	1,720	3,290	6,330	5,450			
	Variable displacement type	2,690	5,020	7,710	5,290	5,130	10,420	18,130	4,640	3,920	8,560	4,380	4,480	8,860	17,420	17,850			
Electric Driven type		560	950	1,510	1,070	1,080	2,150	3,660	1,070	1,170	2,240	1,400	1,360	2,760	5,000	7,700			
Total		4,130	7,460	11,590	8,020	7,900	15,920	27,510	7,270	6,570	13,840	7,350	7,560	14,910	28,750	31,000			

7. Sales Units: Materials Handling Equipment

(Thousand units)

	FY21 ended March 31, 2021							FY22 ended March 31, 2022							FY23
	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	Full year forecast
Japan	12	11	23	11	11	22	45	11	12	23	12	12	24	47	49
North America	18	22	40	22	18	40	80	18	19	37	20	19	39	76	115
Europe	18	14	32	21	24	45	77	24	18	42	24	26	50	92	108
Others	13	10	23	12	13	25	48	17	16	33	16	18	34	67	77
Total	61	57	118	66	66	132	250	70	65	135	72	75	147	282	349

8. Additional Information on Materials Handling Equipment

a) Sales break down

(Billion yen)

	FY21 ended March 31, 2021							FY22 ended March 31, 2022							FY23	
	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	Full year forecast	
Forklift trucks	New truck	116.5	124.1	240.6	137.8	133.1	270.9	511.5	147.7	147.3	295.0	163.4	163.3	326.7	621.7	-
	Value chain	139.0	155.9	294.9	159.9	170.4	330.3	625.2	171.1	186.4	357.5	195.4	209.8	405.2	762.7	-
Logistics solutions	60.2	67.2	127.4	74.2	93.1	167.3	294.7	98.4	92.8	191.2	104.4	109.4	213.8	405.0	-	
Total	315.7	347.2	662.9	371.9	396.6	768.5	1,431.4	417.2	426.5	843.7	463.2	482.5	945.7	1,789.4	2,012.0	

b) Sales Finance Assets: Materials Handling Equipment

(Billion yen) (End of each quarter)

	FY21 ended March 31, 2021				FY22 ended March 31, 2022				FY23
	End of 1Q	End of 2Q	End of 3Q	End of 4Q	End of 1Q	End of 2Q	End of 3Q	End of 4Q	Year-end forecast
North America	484.6	477.8	472.7	506.8	502.8	514.0	533.6	572.7	640.0
Europe	225.7	230.5	237.7	247.9	252.7	248.0	253.2	272.2	280.0
Others	38.9	39.1	41.3	44.0	45.5	44.6	47.6	51.2	60.0
Total	749.2	747.4	751.7	798.7	801.0	806.6	834.4	896.1	980.0

c) Order intake: Logistics Solutions

(Billion yen)

	FY21 ended March 31, 2021							FY22 ended March 31, 2022							FY23
	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	Full year forecast
Order intake	86.5	168.2	254.7	73.2	86.7	159.9	414.6	137.9	142.3	280.2	87.0	99.7	186.7	466.9	-

* 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.