

# FINANCIAL SUMMARY

FY2012 First Quarter

(April 1, 2011 through June 30, 2011)

**TOYOTA INDUSTRIES CORPORATION**

English translation from the original Japanese-language document

### **Cautionary Statement with Respect to Forward-Looking Statements**

*This report contains projections and other forward-looking statements that involve risks and uncertainties. Our use of the words "expect," "anticipate," "estimate," "forecast," "plan" and similar expressions is intended to identify such forward-looking statements. Projections and forward-looking statements are based on the current expectations and estimates of Toyota Industries Corporation and its Group companies regarding their plans, outlook, strategies and results for the future. 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. Toyota Industries and its Group companies undertake no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. Therefore, it is advised that you should not rely solely upon these projections and forward-looking statements in making your investment decisions. You should also be aware that certain risks and uncertainties could cause the actual results of Toyota Industries Corporation and its Group companies to differ materially from any projections or forward-looking statements discussed in this report. These risks and uncertainties include, but are not limited to, the following: 1) reliance on a small number of customers, 2) product development capabilities, 3) intellectual property rights, 4) product defects, 5) price competition, 6) reliance on suppliers of raw materials and components, 7) environmental regulations, 8) success or failure of strategic alliances with other companies, 9) exchange rate fluctuations, 10) share price fluctuations, 11) effects of disasters, power blackouts and other incidents, 12) latent risks associated with international activities and 13) retirement benefit liabilities.*

# FY2012 First Quarter Consolidated Financial Results <under Japanese GAAP> (April 1, 2011 - June 30, 2011)

## TOYOTA INDUSTRIES CORPORATION

Stock exchange listings: Tokyo, Osaka and Nagoya (Code number: 6201) (URL: <http://www.toyota-industries.com/> )

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The expected date of submission of the quarterly report: August 10, 2011

(Amounts less than one million yen are omitted)

### 1. Financial Highlights for FY2012 First Quarter (April 1, 2011 - June 30, 2011)

#### (1) Consolidated Financial Results

(% : change from the same period of previous year)

	Net sales		Operating income		Ordinary income		Net income	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
FY2012 First Quarter	<b>322,291</b>	(10.3)	<b>6,554</b>	(59.1)	<b>16,965</b>	(12.0)	<b>13,873</b>	7.0
FY2011 First Quarter	359,194	24.4	16,012	-	19,270	-	12,964	-

(Note) Comprehensive income(loss): FY2012 First Quarter — 17,384 million yen, FY2011 First Quarter — (113,744) million yen

	Net income per share—basic	Net income per share—diluted
	Yen	Yen
FY2012 First Quarter	<b>44.53</b>	-
FY2011 First Quarter	41.61	-

#### (2) Consolidated Financial Position

	Total assets	Total net assets	Equity ratio
	Million yen	Million yen	%
FY2012 First Quarter	<b>2,521,778</b>	<b>1,083,998</b>	<b>41.2</b>
FY2011	2,481,452	1,075,939	41.4

(Note) Shareholders' equity: FY2012 First Quarter — 1,037,879 million yen, FY2011 — 1,028,217 million yen

### 2. Cash Dividends

	Annual cash dividends per share				
	First quarter	Second quarter	Third quarter	Fiscal year-end	
	Yen	Yen	Yen	Yen	Yen
FY2011	-	25.00	-	25.00	50.00
<b>FY2012</b>	-				
FY2012 (Forecast)		25.00	-	25.00	50.00

(Note) Changes in the forecasted cash dividends in this quarter : No

### 3. Forecasts of Consolidated Financial Results for FY2012 (April 1, 2011 - March 31, 2012)

(% : change from the same period of previous year)

	Net sales		Operating income		Ordinary income		Net income		Net income per share—basic
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
FY2012 Second Quarter (accm)	710,000	(2.7)	20,000	(44.8)	26,000	(32.3)	15,000	(36.7)	48.14
FY2012	1,570,000	6.1	70,000	1.7	80,000	8.2	46,000	(2.6)	147.64

(Note) Changes in the forecasts of consolidated financial results in this quarter : No

#### 4. Others

- (1) Changes in major subsidiaries (specified subsidiaries that changed company's consolidation in this quarter) : No
- (2) Application of special accounting methods for the preparation of quarterly consolidated financial statements : No
- (3) Changes in accounting policies, accounting estimates and restatement
  - ① Changes in accounting policies with revision of accounting standards : No
  - ② Changes other than ① : No
  - ③ Changes in accounting estimates : No
  - ④ Restatement : No
- (4) Issued and outstanding capital stock
  - ① Number of shares outstanding at end of each period (including treasury stock):  
FY2012 First Quarter — 325,840,640 shares, FY2011 — 325,840,640 shares
  - ② Number of treasury stock outstanding at end of each period:  
FY2012 First Quarter — 14,276,228 shares, FY2011 — 14,275,721 shares
  - ③ Average number of shares outstanding for each period:  
FY2012 First Quarter — 311,564,621 shares, FY2011 First Quarter — 311,570,179 shares

#### \* Progress of procedures for financial review of quarterly financial results

- The quarterly financial statements are under procedures of financial review, at the time of disclosure of this report.

#### \* Explanation regarding the proper use of performance forecasts and other special items

- All projections are based on the information available to management at the time of making this report and are not guarantees of future performance. Uncertainties could cause the actual results of Toyota Industries to differ materially from any projections discussed in this report.
- Our projections are based on assumed exchange rates of ¥80 = US\$1 and ¥112 = €1
- Please see page 3 on attached documents for details on performance forecasts in "Qualitative information regarding forecast for FY2012".

(Attached Documents)

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## **1. Qualitative Information and Financial Statements**

### **(1) Qualitative information regarding consolidated business results**

During the first quarter of FY2012 (the three months from April 1 to June 30, 2011), total consolidated net sales of Toyota Industries amounted to 322.2 billion yen, a decrease of 36.9 billion yen, or 10%, from the same period of the previous fiscal year. The following is a review of operations for the major business segments.

Owing to the aftermath effects of the Great East Japan Earthquake, Toyota Industries was forced to suspend production partially, due to disruptions in parts supply. As a result, net sales of the Automobile Segment totaled 143.3 billion yen, a decrease of 58.4 billion yen, or 29%, from the same period of the previous fiscal year. Within this segment, net sales of the Vehicle Business amounted to 55.6 billion yen, a decrease of 39.0 billion yen, or 41%, due mainly to a decrease in sales of the Vitz (Yaris overseas) and RAV4.

Net sales of the Engine Business totaled 35.5 billion yen, a decrease of 12.3 billion yen, or 26%, attributable primarily to a decrease in sales of AD diesel engines and AR gasoline engines.

Net sales of the Car Air-Conditioning Compressor Business totaled 44.3 billion yen, a decrease of 4.7 billion yen, or 10%, resulting from declining sales in Japan, as opposed to solid sales in overseas.

Net sales of the Materials Handling Equipment Segment totaled 136.1 billion yen, an increase of 22.4 billion yen, or 20%. This is mainly owing to an upturn in sales of lift trucks, a mainstay product of this segment, in domestic and overseas markets, although the earthquake had an impact on domestic production.

Net sales of the Logistics Segment amounted to 23.8 billion yen, a decrease of 3.4 billion yen, or 12%. This is attributable to a decrease in sales of the cargo transport business of automotive related parts and an exclusion from consolidation owing to the sale of a subsidiary's shares (Mail & e Business Logistics Service Co., Ltd.).

Net sales of the Textile Machinery Segment totaled 9.4 billion yen, an increase of 1.9 billion yen, or 26%, owing mainly to solid sales in emerging countries.

In terms of overall profit, Toyota Industries posted consolidated operating income of 6.5 billion yen, a decrease of 9.5 billion yen, or 59%, from the same period of the previous fiscal year; ordinary income of 16.9 billion, a year-on-year decrease of 2.3 billion yen, or 12%; and net income of 13.8 billion yen, an increase of 0.9 billion yen, or 7% from a year ago. These results were due mainly to a decrease in sales under the influence of the earthquake, an increase in labor costs and rises in raw material costs.

### **(2) Qualitative information regarding consolidated financial condition**

Total assets increased 40.3 billion yen from the end of the previous fiscal year to 2,521.7 billion yen due mainly to an increase in accounts receivable and market value of investments in securities. Liabilities amounted to 1,437.7 billion yen, an increase of 32.2 billion yen from the end of the previous fiscal year due mainly to an increase in long-term loans payable. Net assets amounted to 1,083.9 billion yen, an increase of 8.0 billion yen from the end of the previous fiscal year.

### **(3) Qualitative information regarding forecast for FY2012**

Toyota Industries forecasts consolidated net sales of 1,570.0 billion yen, operating income of 70.0 billion yen, ordinary income of 80.0 billion yen and net income of 46.0 billion yen. Our projections are based on assumed exchange rates of ¥80 = US\$1 and ¥112 = €1.

## 2. Quarterly Consolidated Financial Statements

### (1) Quarterly Consolidated Balance Sheets

(Million yen)

	FY2011 (As of March 31, 2011)	FY2012 First Quarter (As of June 30, 2011)
<b>Assets</b>		
<b>Current assets:</b>		
Cash and deposits	198,654	276,200
Trade notes and accounts receivable	152,121	184,694
Lease investment assets	35,146	34,185
Short-term investments	132,430	63,880
Merchandise and finished goods	42,940	46,636
Work in process	31,256	33,602
Raw materials and supplies	30,065	31,584
Deferred tax assets	18,493	21,142
Other current assets	32,646	29,502
Allowance for doubtful accounts	(2,863)	(2,819)
<b>Total current assets</b>	<b>670,893</b>	<b>718,610</b>
<b>Fixed assets:</b>		
<b>Property, plant and equipment</b>		
Buildings and structures, net	159,606	146,786
Machinery, equipment and vehicles, net	185,988	180,812
Tools, furniture and fixtures, net	23,634	23,433
Land	119,697	116,815
Construction in progress	8,350	9,770
<b>Total property, plant and equipment</b>	<b>497,278</b>	<b>477,617</b>
<b>Intangible assets:</b>		
Goodwill	68,573	65,848
Software	10,767	11,922
<b>Total intangible assets</b>	<b>79,340</b>	<b>77,771</b>
<b>Investments and other assets:</b>		
Investments in securities	1,123,306	1,134,089
Deferred tax assets	9,786	10,582
Lease investment assets	71,480	72,450
Other investments and other assets	29,539	30,841
Allowance for doubtful accounts	(173)	(185)
<b>Total investments and other assets</b>	<b>1,233,940</b>	<b>1,247,779</b>
<b>Total fixed assets</b>	<b>1,810,559</b>	<b>1,803,168</b>
<b>Total assets</b>	<b>2,481,452</b>	<b>2,521,778</b>

(Million yen)

	FY2011 (As of March 31, 2011)	FY2012 First Quarter (As of June 30, 2011)
<b>Liabilities</b>		
<b>Current liabilities:</b>		
Trade notes and accounts payable	144,956	143,703
Short-term loans payable	99,946	108,624
Commercial papers	11,133	12,661
Current portion of bonds	30,829	30,805
Lease obligations	37,873	38,187
Accounts payable-other	14,349	11,237
Accrued income taxes	18,320	8,457
Deferred tax liabilities	737	659
Allowance for bonuses to directors and corporate auditors	521	154
Other current obligations	153,275	163,713
<b>Total current liabilities</b>	<b>511,944</b>	<b>518,204</b>
<b>Long-term liabilities:</b>		
Bonds payable	205,649	205,526
Long-term loans payable	236,602	259,225
Lease obligations	82,813	82,719
Deferred tax liabilities	309,256	313,299
Allowance for retirement benefits	46,924	46,483
Other long-term liabilities	12,321	12,321
<b>Total long-term liabilities</b>	<b>893,568</b>	<b>919,575</b>
<b>Total liabilities</b>	<b>1,405,512</b>	<b>1,437,779</b>
<b>Net assets</b>		
<b>Shareholders' equity:</b>		
Capital stock	80,462	80,462
Capital surplus	106,179	106,179
Retained earnings	412,029	418,114
Treasury stock	(50,703)	(50,704)
<b>Total shareholders' equity</b>	<b>547,968</b>	<b>554,051</b>
<b>Accumulated other comprehensive income</b>		
Valuation difference on available-for-sale securities	488,277	494,460
Deferred gains or losses on hedges	46	(3)
Foreign currency translation adjustment	(8,075)	(10,629)
<b>Total accumulated other comprehensive income</b>	<b>480,248</b>	<b>483,827</b>
Subscription rights to shares	2,132	2,309
Minority interests	45,589	43,810
<b>Total net assets</b>	<b>1,075,939</b>	<b>1,083,998</b>
<b>Total liabilities and net assets</b>	<b>2,481,452</b>	<b>2,521,778</b>

**(2) Quarterly Consolidated Statements of Income and  
Quarterly Consolidated Statements of Comprehensive Income**

Quarterly Consolidated Statements of Income

(Million yen)

	FY2011 First Quarter (April 1, 2010 - June 30, 2010)	FY2012 First Quarter (April 1, 2011 - June 30, 2011)
<b>Net sales</b>	<b>359,194</b>	<b>322,291</b>
Cost of sales	303,956	272,828
<b>Gross profit</b>	<b>55,237</b>	<b>49,463</b>
Selling, general and administrative expenses	39,225	42,909
<b>Operating income</b>	<b>16,012</b>	<b>6,554</b>
<b>Non-operating income</b>		
Interest income	2,399	2,375
Dividends income	7,479	10,283
Other non-operating income	1,198	3,333
<b>Total non-operating income</b>	<b>11,076</b>	<b>15,992</b>
<b>Non-operating expenses</b>		
Interest expenses	4,217	3,947
Other non-operating expenses	3,601	1,634
<b>Total non-operating expenses</b>	<b>7,819</b>	<b>5,581</b>
<b>Ordinary income</b>	<b>19,270</b>	<b>16,965</b>
<b>Income before income taxes and minority interests</b>	<b>19,270</b>	<b>16,965</b>
Income taxes-current	9,631	6,718
Income taxes-deferred	(3,212)	(3,631)
Total income taxes	6,418	3,087
<b>Income before minority interests</b>	<b>12,851</b>	<b>13,877</b>
Minority interests in income (loss)	(112)	4
<b>Net income</b>	<b>12,964</b>	<b>13,873</b>

Quarterly Consolidated Statements of Comprehensive Income

(Million yen)

	FY2011 First Quarter (April 1, 2010 - June 30, 2010)	FY2012 First Quarter (April 1, 2011 - June 30, 2011)
<b>Income before minority interests</b>	<b>12,851</b>	<b>13,877</b>
<b>Other comprehensive income:</b>		
Valuation difference on available-for-sale securities	(112,886)	6,109
Deferred gains or losses on hedges	30	(49)
Foreign currency translation adjustment	(13,292)	(2,521)
Share of other comprehensive income of associates accounted for using equity method	(448)	(30)
<b>Total other comprehensive income</b>	<b>(126,596)</b>	<b>3,507</b>
<b>Comprehensive Income:</b>	<b>(113,744)</b>	<b>17,384</b>
Comprehensive income attributable to owners of the parent	(112,631)	17,452
Comprehensive income attributable to minority interests	(1,113)	(67)

**(3) Note on premise of going concern : No**

**(4) Segment Information**

FY2011 First Quarter (April 1, 2010 - June 30, 2010)

(Million yen)

	Automobile	Materials handling equipment	Logistics	Textile machinery	Others	Total	Eliminations	Consolidated
Net sales								
(1) Outside customer sales	201,719	113,795	27,211	7,543	8,924	359,194	-	359,194
(2) Inter-segment transactions	4,753	216	1,399	0	1,976	8,346	(8,346)	-
Total	206,472	114,011	28,611	7,543	10,901	367,540	(8,346)	359,194
Segment income	9,227	4,349	1,224	220	858	15,880	131	16,012

(Notes) 1. "Others" is business segment not included in reportable segments and contains semiconductor package substrates as a mainstay product.

2. Segment income of 131 million yen is inter-segment eliminations.

3. Segment income is adjusted to operating income of Quaterly Consolidated Statements of Income.

FY2012 First Quarter (April 1, 2011 - June 30, 2011)

(Million yen)

	Automobile	Materials handling equipment	Logistics	Textile machinery	Others	Total	Eliminations	Consolidated
Net sales								
(1) Outside customer sales	143,392	136,135	23,845	9,471	9,447	322,291	-	322,291
(2) Inter-segment transactions	5,608	140	1,992	18	2,344	10,104	(10,104)	-
Total	149,001	136,275	25,838	9,490	11,791	332,396	(10,104)	322,291
Segment income (loss)	(2,447)	7,552	456	399	519	6,479	75	6,554

(Notes) 1. "Others" is business segment not included in reportable segments and contains semiconductor package substrates as a mainstay product.

2. Segment income of 75 million yen is inter-segment eliminations.

3. Segment income is adjusted to operating income of Quaterly Consolidated Statements of Income.

**(5) Note on significant changes in the amount of shareholders' equity**

During the first quarter of FY2012 (the three months from April 1 to June 30, 2011), Toyota Industries paid dividends of 7,789 million yen from retained earnings.

**(6) Additional Information**

(Accounting Standard for Accounting Changes and Error Corrections)

Toyota Industries applies Financial Accounting Standard No.24 "Accounting Standard for Accounting Changes and Error Corrections" and its Implementation Guidance No.24 "Guidance on Accounting Standard for Accounting Changes and Error Corrections," both of which were issued on December 4, 2009 by the Accounting Standards Board of Japan, to accounting changes and corrections of prior period errors which are made after the beginning of FY2012.