

# FINANCIAL SUMMARY

FY2009 First Quarter

(April 1, 2008 through June 30, 2008)

**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.*

## FY2009 First Quarter Consolidated Financial Results (April 1, 2008 - June 30, 2008)

### TOYOTA INDUSTRIES CORPORATION

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

Head office: 2-1, Toyoda-cho, Kariya-shi, Aichi-ken, 448-8671, Japan

Representative person: Tetsuro Toyoda, President

Contact person: Toshifumi Ogawa, General Manager of Accounting Department (Tel. +81-(0)566-22-2511)

#### 1. Financial Highlights for FY2009 First Quarter (April 1, 2008 - June 30, 2008)

(Amounts less than one million yen are omitted)

##### (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	%
FY2009 First Quarter	<b>469,180</b>	( - )	<b>12,818</b>	( - )	<b>31,741</b>	( - )	<b>21,127</b>	( - )
FY2008 First Quarter	486,477	( 3.1 )	26,781	( 18.1 )	43,696	( 17.5 )	30,596	( 37.3 )

	Net income per share—basic	Net income per share—diluted
	Yen	Yen
FY2009 First Quarter	<b>67.81</b>	<b>67.80</b>
FY2008 First Quarter	98.04	97.89

##### (2) Consolidated financial position

	Total assets	Total net assets	Equity ratio	Equity per share
	Million yen	Million yen	%	Yen
FY2009 First Quarter	<b>3,171,544</b>	<b>1,505,789</b>	<b>45.6</b>	<b>4,646.36</b>
FY2008	2,965,585	1,453,996	47.1	4,483.32

Notes: Equity capital: FY2009 First Quarter: 1,447,748 million yen, FY2008: 1,396,955 million yen

#### 2. Cash dividends

	Annual cash dividends per share				Yen
	First Quarter	Second Quarter	Third Quarter	Year-end	
	Yen	Yen	Yen	Yen	Yen
FY2008	-	28	-	32	60
<b>FY2009</b>	-	-	-	-	-
FY2009 (Forecast)	-	30	-	30	60

Notes: Changes in the projected cash dividends in this quarter : No

#### 3. Forecasts of Consolidated Financial Results for FY2009 (April 1, 2008 - March 31, 2009)

(% : 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
FY2009 Second Quarter(accm)	1,000,000	( - )	25,000	( - )	42,000	( - )	24,000	( - )	77.02
FY2009	2,000,000	( 0.0 )	65,000	( -32.9 )	97,000	( -23.3 )	53,000	( -34.1 )	170.10

Notes: Changes in the forecasts of consolidated Financial results in this quarter : Yes

#### 4.Others

- (1) Changes in major subsidiaries : None
- (2) Application of simplified accounting methods and special accounting methods for the preparation of quarterly consolidated financial statements : Yes

Please see page 5 for details on changes in accounting policies in "[Qualitative Information·Financial Statements] 4.Others".

- (3) Changes in accounting principles, procedures and method of presentation of quarterly consolidated financial statements(changes made in significant items that form the basis of preparation of quarterly consolidated financial statements)

Changes arising from revision of accounting policies : Yes  
Changes other than : None

Please see page 5 for details on changes in accounting policies in "[Qualitative Information·Financial Statements] 4.Others".

- (4) Issued and outstanding capital stock

1. Number of shares outstanding at end of each period:  
FY2009 First Quarter - 325,840,640 shares, FY2008 - 325,840,640 shares
2. Number of treasury stock outstanding at end of each period:  
FY2009 First Quarter - 14,253,307 shares, FY2008 - 14,251,070 shares
3. Average number of shares outstanding for each period:  
FY2009 First Quarter - 311,588,156 shares, FY2008 First Quarter - 312,076,117 shares

Explanation regarding the proper use of performance forecasts and other special items  
(Performance forecasts)

All projections are based on the information available to management at the time of producing this report and are not guarantees of future performance. Certain risks and uncertainties could cause the actual results of Toyota Industries to differ materially from any projections discussed in this report.

(Application of accounting standards for quarterly consolidated financial statements)

Effective from the fiscal year beginning April 1, 2008, Toyota Industries applied Financial Accounting Standard No. 12 "Accounting Standards for Quarterly Financial Reporting" issued by the Accounting Standards Board of Japan and its Implementation Guidance No. 14 "Guidance on Accounting Standards for Quarterly Financial Reporting" issued by the Accounting Standards Board of Japan. The quarterly consolidated financial statements have been prepared in accordance with the quarterly financial report system.

#### (Reference) Forecasts of non-consolidated Financial Results for FY2009(April 1, 2008 - March 31, 2009)

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

	Net sales		Operating income		Ordinary income		Net income	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
FY2009 Second Quarter(accm)	580,000	( - )	10,000	( - )	28,000	( - )	21,000	( - )
FY2009	1,170,000	( -3.9 )	22,000	( -56.3 )	53,000	( -31.0 )	40,000	( -29.5 )

	Net income per share—basic	
	Yen	
FY2009 Second Quarter(accm)	67.40	
FY2009	128.37	

## **【Qualitative Information • Financial Statements】**

### **1. Qualitative Information Regarding Consolidated Business Results**

During the first quarter of fiscal 2009 (the three months from April 1 to June 30, 2008), the Japanese economy began to slow down as corporate earnings worsened on the back of weak exports and private-sector capital investment as a result of soaring crude oil, steel and other raw material prices and stagnation of the U.S. economy. Stagnant consumer spending amid the deteriorating employment situation further aggravated harsh economic conditions. Overseas, economic deceleration became more widespread with disruption in financial markets stemming from the subprime loan debacle.

In this difficult operating environment, total consolidated net sales of Toyota Industries amounted to 469.1 billion yen, a decrease of 17.3 billion yen, or 4%, from the same period of the previous fiscal year.

The following is a review of operations for the major business segments.

Net sales of the Automobile Segment totaled 225.9 billion yen, a decrease of 10.9 billion yen, or 5%. Within this segment, net sales of the Vehicle Business amounted to 111.2 billion yen, a decrease of 6.2 billion yen, or 5%, due mainly to a decrease in sales of the RAV4 for the overseas markets, offsetting an increase in sales of the Vitz (Yaris overseas) in Japan. Net sales of the Engine Business totaled 46.6 billion yen, an increase of 2.6 billion yen, or 6%. Despite a decrease in sales of AD diesel engines fitted in the RAV4 for Europe, sales of KD diesel engines for Toyota Motor Corporation's Innovative International Multi-Purpose Vehicle (IMV) Series as well as VD diesel engines installed in the Land Cruiser increased. Net sales of the Car Air-Conditioning Compressor Business totaled 58.3 billion yen, a decrease of 8.8 billion yen, or 13%, as a result of a decrease in sales in North America.

Net sales of the Materials Handling Equipment Segment totaled 183.7 billion yen, a decrease of 6.7 billion yen, or 3%, as a result of exchange rate fluctuations. Total unit sales of lift trucks, a mainstay product of this segment, remained at the same level for both the TOYOTA and BT brands due to an increase in Europe and BRICs markets being offset by a decrease in North America.

Net sales of the Logistics Segment amounted to 30.4 billion yen, an increase of 1.1 billion yen, or 4%, as a result of solid sales by the automotive parts transportation business.

Net sales of the Textile Machinery Segment totaled 16.4 billion yen, an increase of 2.2 billion yen, or 15%, owing mainly to strong sales of air-jet looms primarily to China.

In terms of overall profit, consolidated ordinary income amounted to 31.7 billion yen, a decrease of 11.9 billion yen, or 27%. Despite the favorable effect of cost reduction efforts and an increase in dividends income, ordinary income fell as a result of a decrease in sales in Japan and overseas, rises in raw materials and parts cost, increases in depreciation expenses and labor cost as well as exchange rate fluctuations. Net income amounted to 21.1 billion yen, a decrease of 9.4 billion yen, or 31%.

### **2. Qualitative Information Regarding Consolidated Financial Condition**

Total assets increased 206.0 billion yen to 3,171.5 billion yen as a result of a revision in accounting policies and an increase in market value of investment securities. Net assets amounted to 1,505.7 billion yen, an increase of 51.8 billion yen.

### **3. Qualitative Information Regarding Forecast for the FY 2009**

In fiscal 2009, ending March 31, 2009, uncertainties persist in view of prolonged stagnation of the U.S. economy, further rises in raw materials costs and fluctuations in exchange rates and stock markets.

Amid this challenging operating environment, Toyota Industries recognizes that the times have changed, and accordingly, we will strive to actively improve the earnings structure in all phases from development to sales through outside-the-box thinking and to strengthen the management platform. In addition, we will put more efforts toward global sales promotion activities to compensate for the likely decrease in the North American market. In particular, the Materials Handling Equipment Segment will focus on strengthening the sales and service networks in fast-growing emerging markets and Europe.

Toyota Industries forecasts consolidated net sales of 2,000.0 billion yen as a result of decreases in unit sales by the Automobile and Textile Machinery segments, operating income of 65.0 billion yen, ordinary income of 97.0 billion yen and net income of 53.0 billion yen.

Our projections are based on exchange rates of ¥105.0 = US\$1 and ¥160.0 = €1.

Notes: Value and rate of changes comparing to FY2008 First Quarter are not reviewed by Auditor.

#### 4. Others

- (1) Changes in major subsidiaries : None
- (2) Application of simplified accounting methods and special accounting methods for the preparation of quarterly consolidated financial statements
  1. Inventory valuation

In calculating inventories as of the end of the first quarter of the fiscal year under review, actual calculation of inventories has been omitted, being replaced with a determination of inventory using a rational calculation method based on actual inventory at the end of the previous fiscal year.

Furthermore, reductions in the book value of inventories have only been made in cases where there have been clear reductions in potential earnings. In such cases, the book value has been written down on an estimated net basis.
  2. Calculation of fixed asset depreciation

Depreciation expenses for fixed assets depreciated by the declining-balance method have been calculated by allocating depreciation expenses related to the fiscal year under review by their remaining terms.
  3. Calculation of income taxes, deferred tax assets and deferred tax liabilities

The inclusion of additions and subtractions and tax deduction items in the calculation of income tax payments has been limited to significant items.

When there has been no marked change in the business environment or temporary fluctuations since the end of the previous fiscal year, the potential recovery of deferred tax assets is determined based on the business performance forecasts of the previous fiscal year and tax planning methods.
- (3) Changes in the accounting principles, procedures and method of presentation of quarterly consolidated financial statements
  1. Application of Accounting Standards for Quarterly Financial Reporting

Effective from the fiscal year beginning April 1, 2008, Toyota Industries applied Financial Accounting Standard No. 12 "Accounting Standards for Quarterly Financial Reporting" issued on March 14, 2007 by the Accounting Standards Board of Japan and its Implementation Guidance No. 14 "Guidance on Accounting Standards for Quarterly Financial Reporting" issued on March 14, 2007 by the Accounting Standards Board of Japan. The quarterly consolidated financial statements have been prepared in accordance with the quarterly financial report system.
  2. Application of Accounting Standards for Measurement of Inventories

Effective from the fiscal year beginning April 1, 2008, Toyota Industries applied Financial Accounting Standard No. 9 "Accounting Standards for Measurement of Inventories" issued on July 5, 2006 by the Accounting Standards Board of Japan. Based on these standards, Toyota Industries has changed its inventory valuation method from the cost method to the net selling value (writing down book value on loss of earning power) method.
  3. Application of Practical Solutions for Unification of Accounting Policies Applied to Foreign Subsidiaries for Consolidated Financial Statements

Effective from the fiscal year beginning April 1, 2008, Toyota Industries applied Practical Issues Task Force No. 18 "Practical Solutions for Unification of Accounting Policies Applied to Foreign Subsidiaries for Consolidated Financial Statements" issued on May 17, 2006 by the Accounting Standards Board of Japan.
  4. Application of Accounting Standards for Lease Transactions

Effective from the fiscal year beginning April 1, 2008, Toyota Industries made an early application of Financial Accounting Standard No. 13 "Accounting Standards for Lease Transactions" issued on June 17, 1993 (final revision on March 30, 2007) by the Accounting Standards Board of Japan and its Implementation Guidance No. 16 "Guidance on Accounting Standards for Lease Transactions" issued on January 18, 1994 (final revision on March 30, 2007) by the Accounting Standards Board of Japan.

## 5. Quarterly Consolidated Financial Statements

### (1) Quarterly Consolidated Balance Sheets

(Million yen)

	FY2009 First Quarter (As of June 30, 2008)	FY2008 (As of March 31, 2008)
<b>Assets</b>		
<b>Current assets</b>		
Cash and deposits	100,992	115,557
Trade Notes and accounts receivable	229,960	244,035
Short-term investments	69,746	40,621
Merchandise and finished goods	65,589	57,959
Work in process	37,808	35,873
Raw materials and supplies	32,551	30,799
Deferred tax assets	27,023	18,860
Other current assets	57,753	54,391
Allowance for doubtful accounts	(2,578)	(2,486)
<b>Total current assets</b>	<b>618,847</b>	<b>595,612</b>
<b>Fixed assets</b>		
<b>Property, plant and equipment</b>		
Buildings and structures	190,142	188,776
Machinery, equipment and vehicles	307,557	266,347
Tools, furniture and fixtures	29,689	28,145
Land	109,355	107,727
Construction in progress	37,093	31,849
<b>Total property, plant and equipment</b>	<b>673,838</b>	<b>622,847</b>
<b>Intangible assets</b>		
Goodwill	138,116	137,163
Software	12,707	12,522
<b>Total intangible assets</b>	<b>150,824</b>	<b>149,685</b>
<b>Investments and other assets</b>		
Investment securities	1,560,083	1,513,779
Long-term loans receivable	7,941	8,056
Deferred tax assets	9,410	8,578
Other investments and other assets	150,776	67,202
Allowance for doubtful accounts	(178)	(177)
<b>Total investments and other assets</b>	<b>1,728,033</b>	<b>1,597,439</b>
<b>Total fixed assets</b>	<b>2,552,696</b>	<b>2,369,972</b>
<b>Total assets</b>	<b>3,171,544</b>	<b>2,965,585</b>



(Million yen)

	FY2009 First Quarter (As of June 30, 2008)	FY2008 (As of March 31, 2008)
<b>Liabilities</b>		
<b>Current liabilities</b>		
Trade notes and accounts payable	201,002	214,084
Short-term loans payable	64,302	52,326
Commercial papers	35,680	33,700
Current portion of bonds	34,286	20,000
Accounts payable-other	27,961	30,389
Income taxes payable	15,834	27,137
Deferred tax liabilities	47	1,881
Provision for directors' bonuses	200	626
Other current liabilities	184,309	157,894
<b>Total current liabilities</b>	<b>563,624</b>	<b>538,041</b>
<b>Long-term liabilities</b>		
Bonds payable	217,198	230,766
Long-term loans payable	182,107	185,513
Deferred tax liabilities	508,642	482,787
Provision for retirement benefits	45,697	47,102
Other long-term liabilities	148,484	27,376
<b>Total long-term liabilities</b>	<b>1,102,130</b>	<b>973,547</b>
<b>Total liabilities</b>	<b>1,665,754</b>	<b>1,511,588</b>
<b>Net assets</b>		
<b>Shareholders' equity</b>		
Capital stock	80,462	80,462
Capital surplus	106,184	106,184
Retained earnings	475,248	466,780
Treasury stock	(50,652)	(50,644)
<b>Total shareholders' equity</b>	<b>611,243</b>	<b>602,783</b>
<b>Valuation and translation adjustments</b>		
Valuation difference on available-for-sale	780,280	752,553
Deferred gains or losses on hedges	(203)	140
Foreign currency translation adjustment	56,427	41,477
<b>Total valuation and translation</b>	<b>836,504</b>	<b>794,171</b>
Subscription rights to shares	841	695
Minority interests	57,199	56,345
<b>Total net assets</b>	<b>1,505,789</b>	<b>1,453,996</b>
<b>Total liabilities and net assets</b>	<b>3,171,544</b>	<b>2,965,585</b>

## (2) Quarterly Consolidated Statements of Income

(Million yen)

	FY2009 First Quarter (April 1, 2008 - June 30, 2008)
<b>Net sales</b>	<b>469,180</b>
Cost of sales	398,957
<b>Gross profit</b>	<b>70,222</b>
Selling, general and administrative expenses	57,404
<b>Operating income</b>	<b>12,818</b>
<b>Non-operating income</b>	
Interest income	2,392
Dividends income	20,068
Other non-operating income	2,214
<b>Total non-operating income</b>	<b>24,675</b>
<b>Non-operating expenses</b>	
Interest expenses	3,331
Other non-operating expenses	2,421
<b>Total non-operating expenses</b>	<b>5,752</b>
<b>Ordinary income</b>	<b>31,741</b>
<b>Income before income taxes and minority</b>	<b>31,741</b>
Income taxes-current	11,999
Income taxes-deferred	(2,108)
Total income taxes	9,890
Minority interests in income	723
<b>Net income</b>	<b>21,127</b>

(3) Note on premise of going concern : None

(4) Segment Information

1. Business segment information

FY2009 First Quarter (April 1, 2008 - June 30, 2008)

(Million yen)

	Automobile	Materials handling equipment	Logistics	Textile machinery	Others	Total	Eliminations	Consolidated
<b>Net sales</b>								
(1) Outside customer sales	225,908	183,757	30,455	16,439	12,619	469,180	-	469,180
(2) Intersegment transactions	6,133	216	1,980	0	4,411	12,742	(12,742)	-
<b>Total</b>	<b>232,042</b>	<b>183,974</b>	<b>32,435</b>	<b>16,440</b>	<b>17,030</b>	<b>481,923</b>	<b>(12,742)</b>	<b>469,180</b>
<b>Operating income</b>	<b>4,883</b>	<b>6,210</b>	<b>569</b>	<b>1,132</b>	<b>(23)</b>	<b>12,772</b>	<b>46</b>	<b>12,818</b>

Notes 1. Business segments are divided by the type and nature of the product.

2. Main products of each segment:

Automobile ..... Passenger vehicles, diesel and gasoline engines, car air-conditioning compressors, electronics parts  
 Materials handling equipment ... Counterbalanced forklifts, warehouse equipment, automated storage and retrieval system, aerial work platforms  
 Logistics ..... Transportation services, Collection and delivery of cash and management of sales proceeds services, Secure storage, management, collection and delivery of corporate documents services  
 Textile machinery ..... Air jet looms, water jet looms, ring spinning frames  
 Others ..... Semiconductor package substrates

2. Geographical segment information

FY2009 First Quarter (April 1, 2008 - June 30, 2008)

(Million yen)

	Japan	North America	Europe	Others	Total	Eliminations	Consolidated
<b>Net sales</b>							
(1) Outside customer sales	312,455	56,607	84,716	15,401	469,180	-	469,180
(2) Intersegment transactions	28,965	458	1,940	1,843	33,207	(33,207)	-
<b>Total</b>	<b>341,421</b>	<b>57,066</b>	<b>86,656</b>	<b>17,244</b>	<b>502,388</b>	<b>(33,207)</b>	<b>469,180</b>
<b>Operating income</b>	<b>9,297</b>	<b>150</b>	<b>1,812</b>	<b>1,141</b>	<b>12,402</b>	<b>416</b>	<b>12,818</b>

3. Overseas sales

FY2009 First Quarter (April 1, 2008 - June 30, 2008)

(Million yen)

	North America	Europe	Others	Total
Overseas sales	56,459	95,367	47,970	199,797
Consolidated sales				469,180
Ratio of overseas sales to consolidated sales	12.1%	20.3%	10.2%	42.6%

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

During the first quarter of fiscal 2009 (the three months from April 1 to June 30, 2008), the Company paid dividends in the amount of 9,970 million yen from retained earnings. In addition, effective the fiscal year beginning April 1, 2008, Toyota Industries applied Practical Issues Task Force No. 18 "Practical Solutions for Unification of Accounting Policies Applied to Foreign Subsidiaries for Consolidated Financial Statements" issued on May 17, 2006 by the Accounting Standards Board of Japan and made the necessary revisions to its consolidated accounting methods.

(1) Consolidated Statements of Income

(Million yen)

	FY2008 First Quarter (April 1, 2007 - June 30, 2007)
<b>Net sales</b>	<b>486,477</b>
Cost of sales	405,802
<b>Gross profit</b>	<b>80,675</b>
Selling, general and administrative expenses	53,893
<b>Operating income</b>	<b>26,781</b>
<b>Non-operating income</b>	
Interest income	3,472
Dividends income	17,865
Other non-operating income	2,741
<b>Total non-operating income</b>	<b>24,078</b>
<b>Non-operating expenses</b>	
Interest expenses	4,759
Other non-operating expenses	2,403
<b>Total non-operating expenses</b>	<b>7,163</b>
<b>Ordinary income</b>	<b>43,696</b>
<b>Extraordinary income</b>	
Gain on sales of investment securities	5,863
<b>Total extraordinary income</b>	<b>5,863</b>
<b>Income before income taxes and minority</b>	<b>49,560</b>
Income taxes-current	19,010
Income taxes-deferred	(2,253)
Total income taxes	16,756
Minority interests in income	2,207
<b>Net income</b>	<b>30,596</b>

## (2) Segment Information

### 1. Business segment information

FY2008 First Quarter (April 1, 2007 - June 30, 2007)

(Million yen)

	Automobile	Materials handling equipment	Logistics	Textile machinery	Others	Total	Eliminations	Consolidated
<b>Net sales</b>								
(1) Outside customer sales	236,813	190,417	29,316	14,265	15,664	486,477	-	486,477
(2) Intersegment transactions	5,524	269	1,982	0	5,200	12,976	(12,976)	-
<b>Total</b>	<b>242,338</b>	<b>190,686</b>	<b>31,299</b>	<b>14,265</b>	<b>20,865</b>	<b>499,454</b>	<b>(12,976)</b>	<b>486,477</b>
<b>Operating income</b>	<b>11,679</b>	<b>12,459</b>	<b>560</b>	<b>498</b>	<b>1,480</b>	<b>26,677</b>	<b>104</b>	<b>26,781</b>

Notes 1. Business segments are divided by the type and nature of the product.

2. Main products of each segment:

Automobile ..... Passenger vehicles, diesel and gasoline engines, car air-conditioning compressors, electronics parts  
 Materials handling equipment ... Counterbalanced forklifts, warehouse equipment, automated storage and retrieval system, aerial work platforms  
 Logistics ..... Transportation services, collection and delivery of cash and management of sales proceeds services, secure storage, management, collection and delivery of corporate documents services  
 Textile machinery ..... Air jet looms, water jet looms, ring spinning frames  
 Others ..... Semiconductor package substrates

### 2. Geographical segment information

FY2008 First Quarter (April 1, 2007 - June 30, 2007)

(Million yen)

	Japan	North America	Europe	Others	Total	Eliminations	Consolidated
<b>Net sales</b>							
(1) Outside customer sales	315,651	74,112	81,634	15,079	486,477	-	486,477
(2) Intersegment transactions	33,349	1,342	2,086	1,755	38,533	(38,533)	-
<b>Total</b>	<b>349,000</b>	<b>75,454</b>	<b>83,720</b>	<b>16,835</b>	<b>525,011</b>	<b>(38,533)</b>	<b>486,477</b>
<b>Operating income</b>	<b>20,444</b>	<b>3,055</b>	<b>2,187</b>	<b>1,219</b>	<b>26,907</b>	<b>(125)</b>	<b>26,781</b>

### 3. Overseas sales

FY2008 First Quarter (April 1, 2007 - June 30, 2007)

(Million yen)

	North America	Europe	Others	Total
Overseas sales	75,051	92,468	41,161	208,681
Consolidated sales				486,477
Ratio of overseas sales to consolidated sales	15.4%	19.0%	8.5%	42.9%