# FINANCIAL SUMMARY 

## FY2007 First Quarter

(April 1, 2006 through June 30, 2006)

## 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 appearing in this report. These risks and uncertainties include, but are not limited to, the following : 1) economic trends, 2) principal customers, 3) product development capabilities, 4) new businesses, 5) product defects, 6) price competition 7) reliance on suppliers of raw materials and components, 8) alliances with other companies, 9) exchange rate fluctuations, 10) effects of disasters, power blackouts and other incidents, 11) latent risks associated with international activities, 12) official restriction, 13) share price fluctuations and 14) retirement benefit liabilities.

## Consolidated Financial Results for FY2007 First Quarter (April 1, 2006- June 30, 2006) 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 FY2007 First Quarter (April 1, 2006 - June 30, 2006)
(1) Consolidated financial results

|  | Net sales | $\left.\begin{array}{c}\text { \% change from } \\ \text { previous year }\end{array}\right)$ | Operating income | $\left.\begin{array}{c}\text { \% change from } \\ \text { previous year }\end{array}\right)$ | Ordinary income | $\left(\begin{array}{c}\% \text { change from } \\ \text { previous year }\end{array}\right.$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Million yen | \% | Million yen | \% | Million yen |  |  | \% |
| FY2007 <br> First Quarter | 471,679 | 38.6 ) | 22,668 | 36.9 ) | 37,182 | ( | 41.2 | ) |
| FY2006 <br> First Quarter | 340,283 | 14.1 ) | 16,559 | 4.3 ) | 26,340 |  | 8.9 | ) |
| FY2006 | 1,505,955 |  | 64,040 |  | 80,635 |  |  |  |


|  | Net income | $\left.\begin{array}{c}\% \text { change from } \\ \text { previous year }\end{array}\right)$ | Net income per share-basic | Net income per share-diluted |
| :---: | :---: | :---: | :---: | :---: |
|  | Million yen | \% | Yen | Yen |
| FY2007 <br> First Quarter | $22,289$ | 34.5 ) | 70.38 | 70.25 |
| FY2006 First Quarter | 16,566 ( | 7.4 ) | 52.00 | 51.95 |
| FY2006 | 47,077 |  | 146.16 | 146.02 |

(2) Consolidated financial position

|  | Total assets | Total net assets | Equity ratio | Equity per share |
| :--- | :---: | :---: | :---: | :---: |
| FY2007 First Quarter | $\mathbf{3 , 0 8 9 , 5 8 7}$ | Million yen | $\mathbf{1 , 5 2 3 , 5 9 5}$ | 4.6 |
| FY2006 First Quarter | $2,322,096$ | $1,116,602$ | 48.6 | $\mathbf{4 , 7 2 8 . 5 6}$ |
| FY2006 | $3,245,341$ | $1,611,227$ | 49.6 | $3,504.60$ |

(3) Scope of consolidation and equity method

Consolidated subsidiaries: 156 companies
Unconsolidated subsidiaries accounted for under the equity method: 0 company
Affiliates accounted for under the equity method: 23 companies
(4) Changes in scope of consolidation and equity method

Consolidated subsidiaries: (increase) 4 companies, (decrease) 1 company
Equity method: (increase) 1 company, (decrease) 0 company
2. Forecasts of Consolidated Financial Results for FY2007 (April 1, 2006 - March 31, 2007)

|  | Net sales | Operating income | Ordinary income | Net income |
| :--- | :---: | :---: | :---: | :---: |
| FY2007 Semi-annual | 840,000 | Million yen | 33,000 | Million yen |
| FY2007 | $1,670,000$ | 68,000 | 42,000 | 25,000 |

Reference: (Forecast) Net income per share - basic (annual): 157.39 yen

* Figures for fiscal 2007 have not been revised from those previously announced on April 27, 2006.
* 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.


## Business Results

During the first quarter of fiscal 2007 (the three months from April 1 to June 30, 2006), total consolidated net sales of Toyota Industries amounted to 471.6 billion yen, an increase of 131.4 billion yen, or $39 \%$, over 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 206.4 billion yen, an increase of 39.4 billion yen, or $24 \%$, over the same period. Within this segment, net sales of the Vehicle Business amounted to 109.5 billion yen, an increase of 32.4 billion yen, or $42 \%$. This increase was due mainly to strong sales of the RAV4, which was reintroduced into the market in November 2005 after a full model change. Net sales of the Engine Business totaled 36.8 billion yen, an increase of 6.3 billion yen, or $21 \%$, attributable largely to an increase in sales of AD and KD diesel engines. Net sales of the Car Air-Conditioning Compressor Business totaled 52.6 billion yen, an increase of 0.4 billion yen, or $1 \%$, as a result of solid sales in North America and Europe.

Net sales of the Materials Handling Equipment Segment totaled 221.5 billion yen, an increase of 86.2 billion yen, or $64 \%$. Vigorous sales activities resulted in strong sales of TOYOTA- and BT-brand products. A change in the fiscal year of subsidiaries also contributed to the increase.

Net sales of the Logistics Segment amounted to 18.0 billion yen, an increase of 3.3 billion yen, or $22 \%$, as a result of steady development in the Transportation and Logistics Solutions businesses.

Net sales of the Textile Machinery Segment totaled 13.2 billion yen, an increase of 1.7 billion yen, or $14 \%$, owing mainly to an increase in sales of air-jet looms primarily to China and solid sales of spinning machinery.

In terms of profit, Toyota Industries' ordinary income amounted to 37.1 billion yen, an increase of 10.8 billion yen, or $41 \%$. Although the price of raw materials and the expenses for personnel, depreciation and others increased, ordinary income rose as a result of an increase in sales in Japan and overseas, enhanced Group-wide cost-reduction efforts and an increase in dividends income. Net income amounted to 22.2 billion yen, an increase of 5.7 billion yen, or $35 \%$.

For fiscal 2007, ending March 31, 2007, Toyota Industries forecasts consolidated net sales of 1,670.0 billion yen, operating income of 68.0 billion yen, ordinary income of 85.0 billion yen and net income of 49.0 billion yen.

## Breakdown of Consolidated Net Sales

|  | FY2007 First Quarter |  | FY2006 First Quarter |  | Increase (Decrease) | \% change | FY2006 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Component ratio | Amount | Component ratio |  |  | Amount | Component ratio |
| Automobile |  | \% |  | \% |  | \% |  | \% |
| Vehicle | 109,565 | 23.2 | 77,111 | 22.6 | 32,454 | 42.1 | 372,092 | 24.7 |
| Engine | 36,857 | 7.8 | 30,515 | 9.0 | 6,342 | 20.8 | 132,382 | 8.8 |
| Car air-conditioning compressor | 52,611 | 11.2 | 52,272 | 15.4 | 339 | 0.6 | 215,983 | 14.3 |
| Foundry, Electronics parts and others | 7,390 | 1.6 | 7,109 | 2.1 | 281 | 4.0 | 26,337 | 1.8 |
| Subtotal | 206,424 | 43.8 | 167,008 | 49.1 | 39,416 | 23.6 | 746,795 | 49.6 |
| Materials handling equipment | 221,593 | 47.0 | 135,385 | 39.8 | 86,208 | 63.7 | 595,236 | 39.5 |
| Logistics | 18,011 | 3.8 | 14,782 | 4.3 | 3,229 | 21.8 | 65,145 | 4.3 |
| Textile machinery | 13,216 | 2.8 | 11,594 | 3.4 | 1,622 | 14.0 | 49,789 | 3.3 |
| Others | 12,433 | 2.6 | 11,513 | 3.4 | 920 | 8.0 | 48,988 | 3.3 |
| Total | 471,679 | 100.0 | 340,283 | 100.0 | 131,396 | 38.6 | 1,505,955 | 100.0 |

## Consolidated Balance Sheets

|  | FY2007 First Quarter (As of June 30, 2006) | FY2006 <br> (As of March 31, 2006) | Increase (Decrease) | FY2006 First Quarter (As of June 30, 2005) |
| :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |
| Current assets | 513,895 | 509,266 | 4,629 | 455,002 |
| Cash and deposits | 99,740 | 94,474 | 5,266 | 87,409 |
| Trade notes and accounts receivable | 193,610 | 200,690 | (7,080) | 166,809 |
| Marketable securities | 35,008 | 45,002 | $(9,994)$ | 30,058 |
| Inventories | 111,938 | 104,534 | 7,404 | 100,989 |
| Deferred tax assets | 20,617 | 18,096 | 2,521 | 18,786 |
| Other current assets | 55,667 | 49,133 | 6,534 | 53,267 |
| Less - allowance for doubtful accounts | (2,689) | $(2,665)$ | ( 24 ) | ( 2,320 ) |
| Fixed assets | 2,575,692 | 2,736,074 | (160,382) | 1,867,094 |
| Property, plant and equipment | 563,225 | 526,154 | 37,071 | 473,590 |
| Buildings and structures | 169,334 | 155,168 | 14,166 | 138,050 |
| Machinery, equipment and vehicles | 248,597 | 240,467 | 8,130 | 189,128 |
| Tools, furniture and fixtures | 22,337 | 22,310 | 27 | 19,563 |
| Land | 90,532 | 87,213 | 3,319 | 78,728 |
| Construction in progress | 32,423 | 20,994 | 11,429 | 48,119 |
| Intangible assets | 112,391 | 109,968 | 2,423 | 113,842 |
| Software | 12,045 | 12,483 | (438) | 13,004 |
| Goodwill | 100,345 | 97,485 | 2,860 | 100,837 |
| Investments and other assets | 1,900,074 | 2,099,951 | (199,877) | 1,279,661 |
| Investments in securities | 1,830,359 | 2,031,863 | (201,504) | 1,213,773 |
| Long-term loans | 8,436 | 8,591 | (155) | 9,368 |
| Long-term prepaid expenses | 11,270 | 11,358 | ( 88 ) | 12,288 |
| Deferred tax assets | 8,668 | 6,842 | 1,826 | 6,597 |
| Other investments and other assets | 41,565 | 41,532 | 33 | 37,921 |
| Less - allowance for doubtful accounts | ( 226 ) | ( 237 ) | 11 | ( 288 ) |
| Total assets | 3,089,587 | 3,245,341 | (155,754) | 2,322,096 |


|  | FY2007 First Quarter (As of June 30, 2006) | FY2006 <br> (As of March 31, 2006) | Increase (Decrease) | FY2006 First Quarter (As of June 30, 2005) |
| :---: | :---: | :---: | :---: | :---: |
| Liabilities |  |  |  |  |
| Current liabilities | 479,036 | 446,118 | 32,918 | 423,816 |
| Trade notes and accounts payable | 186,502 | 182,595 | 3,907 | 157,008 |
| Short-term bank loans | 46,835 | 38,928 | 7,907 | 32,704 |
| Commercial paper | 31,620 | 29,680 | 1,940 | 25,400 |
| Current portion of bonds | 15,000 | 15,000 | - | 20,300 |
| Other payables | 35,498 | 30,620 | 4,878 | 44,610 |
| Accrued expenses | 77,247 | 67,674 | 9,573 | 68,857 |
| Accrued income taxes | 14,243 | 13,625 | 618 | 9,644 |
| Deposits received from employees | 19,120 | 20,914 | (1,794) | 18,345 |
| Deferred tax liabilities | 3,474 | 3,857 | (383) | 3,833 |
| Other current liabilities | 49,492 | 43,221 | 6,271 | 43,111 |
| Long-term liabilities | 1,086,955 | 1,138,724 | (51,769) | 740,537 |
| Bonds | 284,303 | 283,831 | 472 | 230,000 |
| Long-term debt | 135,295 | 106,267 | 29,028 | 71,033 |
| Deferred tax liabilities | 601,005 | 681,503 | (80,498) | 377,342 |
| Allowance for retirement benefits | 43,816 | 46,535 | ( 2,719 ) | 44,200 |
| Other long-term liabilities | 22,535 | 20,585 | 1,950 | 17,960 |
| Total liabilities | 1,565,992 | 1,584,842 | (18,850) | 1,164,353 |
| Minority interest in consolidated subsidiaries |  | 49,270 | (49,270) | 41,140 |
| Net assets |  |  |  |  |
| Shareholders' equity | 508,711 | 530,150 | (21,439) | 505,767 |
| Common stock | 80,462 | 80,462 | - | 80,462 |
| Capital surplus | 105,664 | 105,665 | (1) | 105,757 |
| Retained earnings | 372,379 | 358, 385 | 13,994 | 335,454 |
| Treasury stock at cost | (49,794) | (14,363) | (35,431) | (15,906) |
| Valuation and translation adjustments | 963,419 | 1,081,077 | (117,658) | 610,834 |
| Net unrealized gains or losses on other securities | 923,532 | 1,047,190 | (123,658) | 583,279 |
| Deferred gains or losses on Hedges | (115) |  | (115) |  |
| Foreign currency translation adjustments | 40,003 | 33,886 | 6,117 | 27,555 |
| Minority interest in consolidated subsidiaries | 51,463 |  | 51,463 |  |
| Total net assets | 1,523,595 | 1,611,227 | (87,632) | 1,116,602 |
| Total liabilities and net assets | 3,089,587 | 3,245,341 | (155,754) | 2,322,096 |

## Consolidated Statements of Income

|  | FY2007 First Quarter (As of June 30, 2006) | FY2006 First Quarter (As of June 30, 2005) | Increase <br> (Decrease) | FY2006 <br> (As of March 31, 2006) |
| :---: | :---: | :---: | :---: | :---: |
| Net sales | 471,679 | 340,283 | 131,396 | 1,505,955 |
| Cost of sales | 391,646 | 284,293 | 107,353 | 1,276,499 |
| Gross profit | 80,032 | 55,990 | 24,042 | 229,456 |
| Selling, general and administrative expenses | 57,364 | 39,430 | 17,934 | 165,416 |
| Operating income | 22,668 | 16,559 | 6,109 | 64,040 |
| Non-operating income | 22,319 | 15,094 | 7,225 | 43,854 |
| Interest income | 5,320 | 2,133 | 3,187 | 9,113 |
| Dividends income | 14,091 | 10,475 | 3,616 | 20,090 |
| Other non-operating income | 2,907 | 2,485 | 422 | 14,649 |
| Non-operating expenses | 7,806 | 5,313 | 2,493 | 27,259 |
| Interest expenses | 5,613 | 2,646 | 2,967 | 11,955 |
| Other non-operating expenses | 2,192 | 2,666 | ( 474 ) | 15,303 |
| Ordinary income | 37,182 | 26,340 | 10,842 | 80,635 |
| Income before income taxes | 37,182 | 26,340 | 10,842 | 80,635 |
| Income taxes | 13,544 | 9, 001 | 4,543 | 28,308 |
| Minority interest in consolidated subsidiaries | 1,348 | 773 | 575 | 5,249 |
| Net income | 22,289 | 16,566 | 5,723 | 47,077 |

## Segment Information

## 1.Business segment information

(1)FY2007 First Quarter (April 1, 2006 - June 30, 2006)

| )FY2007 First Quarter (April 1, 2006 - June 30, 2006) |  |  |  |  |  |  |  | (Million yen) <br> Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Automobile | Materials handling equipment | Logistics | Textile machinery | Others | Total | Eliminations |  |
| Net sales |  |  |  |  |  |  |  |  |
| (1) Outside customer sales | 206,424 | 221,593 | 18,011 | 13,216 | 12,433 | 471,679 | - | 471,679 |
| (2) Intersegment transactions | 5,164 | 217 | 1,694 | 0 | 5,604 | 12,682 | $(12,682)$ |  |
| Total | 211,588 | 221,811 | 19,705 | 13,217 | 18,038 | 484,361 | $(12,682)$ | 471,679 |
| Operating expenses | 204,014 | 208,223 | 19,490 | 13,187 | 16,853 | 461,770 | $(12,759)$ | 449,010 |
| Operating income | 7,574 | 13,587 | 215 | 30 | 1,184 | 22,591 | 77 | 22,668 |

Notes 1. Business segments are divided by the type and nature of the product.
2. Main products of each segment:

(2)FY2006 First Quarter (April 1, 2005 - June 30, 2005)

| (Million yen) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Automobile | Materials handling equipment | Logistics | Textile machinery | Others | Total | Eliminations | Consolidated |
| Net sales |  |  |  |  |  |  |  |  |
| (1) Outside customer sales | 167,008 | 135,385 | 14,782 | 11,594 | 11,513 | 340,283 | - | 340,283 |
| (2) Intersegment transactions | 5,152 | 52 | 1,380 | 5 | 5,292 | 11,884 | $(11,884)$ |  |
| Total | 172,160 | 135,437 | 16,163 | 11,599 | 16,806 | 352,167 | $(11,884)$ | 340,283 |
| Operating expenses | 164,820 | 127,339 | 16,015 | 11,454 | 15,955 | 335,584 | $(11,860)$ | 323,723 |
| Operating income | 7,340 | 8,098 | 148 | 144 | 850 | 16,582 | (23) | 16,559 |

(3)FY2006 (April 1, 2005 - March 31, 2006)

|  | Automobile | Materials <br> handling <br> equipment | Logistics | Textile <br> machinery | Others | Total | Eliminations | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Net sales |  |  |  |  |  |  |  |  |
| (1) Outside customer sales | 746,795 | 595,236 | 65,145 | 49,789 | 48,988 | $1,505,955$ | - | $1,505,955$ |
| (2) Intersegment transactions | 20,768 | 482 | 6,355 | 22 | 20,851 | 48,480 | $(48,480)$ | - |
| Total | 767,564 | 595,718 | 71,500 | 49,811 | 69,839 | $1,554,436$ | $(48,480)$ | $1,505,955$ |
| Operating expenses | 747,468 | 556,950 | 69,913 | 49,882 | 66,107 | $1,490,322$ | $(48,407)$ | $1,441,915$ |
| Operating income | 20,095 | 38,768 | 1,587 | $(70)$ | 3,732 | 64,113 | $(73)$ | 64,040 |

## 2.Geographical segment information

(1)FY2007 First Quarter (April 1, 2006 - June 30, 2006)

|  | Japan | North <br> America | Europe | Others | Total | Eliminations | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Net sales |  |  |  |  |  |  |  |
| (1) Outside customer sales | 273,061 | 88,992 | 99,652 | 9,973 | 471,679 | - | 471,679 |
| (2) Intersegment transactions | 36,039 | 459 | 2,299 | 1,156 | 39,954 | $(39,954)$ | - |
| Total | 309,100 | 89,451 | 101,952 | 11,129 | 511,634 | $(39,954)$ | 471,679 |
| Operating expenses | 292,808 | 86,629 | 99,108 | 10,447 | 488,993 | $(39,982)$ | 449,010 |
| Operating income | 16,291 | 2,822 | 2,844 | 682 | 22,640 | 28 | 22,668 |

(2) FY2006 First Quarter (April 1, 2005 - June 30, 2005)

| (2) FY2006 First Quarter (April 1, 2005 - June 30, 2005) |
| :--- |

(3) FY2006 (April 1, 2005 - March 31, 2006)

|  | Japan | North <br> America | Europe | Others | Total | Eliminations | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Net sales |  |  |  |  |  |  |  |
| (1) Outside customer sales | $1,009,368$ | 246,129 | 216,230 | 34,227 | $1,505,955$ | - | $1,505,955$ |
| (2) Intersegment transactions | 112,543 | 2,056 | 5,689 | 3,998 | 124,288 | $(124,288)$ | - |
| Total | $1,121,912$ | 248,186 | 221,919 | 38,226 | $1,630,243$ | $(124,288)$ | $1,505,955$ |
| Operating expenses | $1,069,137$ | 241,467 | 217,370 | 36,743 | $1,564,719$ | $(122,804)$ | $1,441,915$ |
| Operating income | 52,775 | 6,718 | 4,548 | 1,482 | 65,524 | $(1,484)$ | 64,040 |

## 3.Overseas sales

(1)FY2007 First Quarter (April 1, 2006 - June 30, 2006)

|  | North America | Europe | Others | Total |
| :--- | :---: | :---: | :---: | :---: |
| Overseas sales | 85,228 | 106,215 | 34,855 | 226,299 |
| Consolidated sales |  |  |  |  |
| Ratio of overseas sales to consolidated sales | $18.1 \%$ | $22.5 \%$ | $7.4 \%$ | $48.0 \%$ |

(2) FY2006 First Quarter (April 1, 2005 - June 30, 2005)
(Million yen)

|  | North America | Europe | Others | Total |
| :--- | :---: | :---: | :---: | :---: |
| Overseas sales | 58,955 | 59,086 | 27,998 | 146,039 |
| Consolidated sales |  |  |  |  |
| Ratio of overseas sales to consolidated sales | $17.3 \%$ | $17.4 \%$ | $8.2 \%$ | $42.9 \%$ |

(3) FY2006 (April 1, 2005 - March 31, 2006)
(Million yen)

|  | North America | Europe | Others | Total |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Overseas sales | 247,957 | 249,237 | 123,751 | 620,946 |  |
| Consolidated sales |  |  |  |  |  |
| Ratio of overseas sales to consolidated sales | $16.5 \%$ | $16.5 \%$ | $8.2 \%$ | $41.2 \%$ |  |

FINANCIAL SUMMARY for FY2007 First Quarter (April 1, 2006 - June 30, 2006)

1. Consolidated financial results

|  | FY2007 1st QuarterApril 06 - June 06 | FY2006 1st Quarter April 05 - June 05 | Change |  | FY2007 Forecast April 06 - March 07 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount | \% |  |
| Net sales | 100.0\% 471.6 | 100.0\% 340.2 | 131.4 | 38.6 | 100.0\% 1,670.0 |
| Operating income | 4.8\% 22.6 | 4.9\% $\quad 16.5$ | 6.1 | 36.9 | $4.1 \% \quad 68.0$ |
| Ordinary income | 7.9\% $\quad 37.1$ | 7.7\% 26.3 | 10.8 | 41.2 | 5.1\% 85.0 |
| Net income | 4.7\% 22.2 | 4.9\% 16.5 | 5.7 | 34.5 | 2.9\% 49.0 |
| ¥/US\$ | 115 | 108 | 7 |  | 115 |
| Exchange rate $\quad$ \#/Euro | 144 | 136 | 8 |  | 140 |
| Total assets | 3,089.5 | 2,322.0 | 767.5 | 33.1 | - |
| Total net assets | 1,523.5 | 1,116.6 | 406.9 | 36.4 | - |
| Equity ratio | 47.6\% | 48.1\% |  |  | - |
| Investments in tangible assets | 32.2 | 29.4 | 2.8 | 9.4 | 120.0 |
| Investments in overseas | 7.2 | 2.7 | 4.5 | 162.8 | 26.0 |
| Depreciation | 17.5 | 13.1 | 4.4 | 33.3 | 74.0 |
| Consolidated subsidiaries | 156 companies | 148 companies | 8 Companies |  | - |
| Affiliates applied the equity method | 23 Companies | 21 Companies | 2 companies |  | - |

Note: Starting from FY2006, the BT Industries Group, which constitutes our network of subsidiaries, changed its fiscal year-end from December (Jan. - Dec.) to March (Jan. - next Mar.). As a result, the table above includes the BT Industries Group's results from January to June 2006. Excluding the effects of changes in fiscal year (Jan. - Mar.), net sales amounted to 410.1 billion yen (up 69.9 billion yen, or $20.5 \%$ ), operating income totaled 20.8 billion yen (up 4.3 billion yen, or $25.6 \%$ ), ordinary income was 34.5 billion yen (up 8.2 billion yen, or $31.1 \%$ ) and net income totaled 21.0 billion yen (up 4.5 billion yen, or $27.3 \%$ ).

## 2. Breakdown of consolidated net sales

|  | FY2007 1st Quarter | FY2006 1st Quarter |  | Change | \% | FY2007 Forecast |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Vehicle | 23.2\% $\quad 109.5$ | 22.6\% | 77.1 | 32.4 | 42.1 | 23.9\% | 400.0 |
| Engine | 7.8\% 36.8 | 9.0\% | 30.5 | 6.3 | 20.8 | 8.8\% | 147.0 |
| Car air-conditioning compressor | 11.2\% 52.6 | 15.4\% | 52.2 | 0.4 | 0.6 | 13.5\% | 225.0 |
| Foundry, electronics and other | 1.6\% $\quad 7.3$ | 2.1\% | 7.1 | 0.2 | 4.0 | 2.0\% | 33.0 |
| Automobile total | 43.8\% 206.4 | 49.1\% | 167.0 | 39.4 | 23.6 | 48.2\% | 805.0 |
| Materials handling equipment $\ldots$ | 47.0\% 221.5 | 39.8\% | 135.3 | 86.2 | 63.7 | 41.0\% | 685.0 |
| Logistics | 3.8\% 18.0 | 4.3\% | 14.7 | 3.3 | 21.8 | 4.8\% | 80.0 |
| Textile machinery | 2.8\% 13.2 | 3.4\% | 11.5 | 1.7 | 14.0 | 3.0\% | 50.0 |
| Others | 2.6\% 12.4 | 3.4\% | 11.5 | 0.9 | 8.0 | 3.0\% | 50.0 |
| Total | 100.0\% 471.6 | 100.0\% | 340.2 | 131.4 | 38.6 | 100.0\% | 1,670.0 |

※ Excluding the effects of changes in subsidiaries' fiscal year, net sales of the Materials Handling Equipment Segment was 160 billion yen (up 24.7 billion yen, or $18.2 \%$ )

## 3. Unit sales

|  | $\begin{array}{\|c\|} \hline \text { FY2007 } \\ \text { 1st Quarter } \end{array}$ | $\begin{array}{\|c\|} \hline \text { FY2006 } \\ \text { 1st Quarter } \\ \hline \end{array}$ | Change |
| :---: | :---: | :---: | :---: |
| Vitz (Yaris) | 46 | 45 | 1 |
| RAV4 | 37 | 19 | 18 |
| Vehicle | 83 | 64 | 19 |
| Engine | 106 | 82 | 24 |
|  | 28 | 36 | (8) |
| Car air-conditioning compressor | 5,060 | 4,730 | 330 |
| Materials handling equipment ※ | 70 | 46 | 24 |

(Thousand Units)

| FY2007 |
| ---: |
| 171 |
| 139 |
| 310 |
| 473 |
| 101 |
| 20,000 |
| 215 |

4. Changes in ordinary income

| Sales volume increase | 7.5 |
| :---: | :---: |
| Cost reduction | 5.2 |
| Impact of change in subsidiaries' fiscal year | 1.8 |
| Exchange gain | 1.4 |
| Non-operating income increase | 4.7 |
| Increase total | 20.6 |
| Depreciation | 4.4 |
| Raw material cost | 2.7 |
| Labor cost | 1.5 |
| Expenses and others | 1.2 |
| Decrease total | 9.8 |
| Total increase in ordinary income | 10.8 |

※ Excluding the effects of changes in subsidiaries' fiscal year, units sales amounted to 48 thousand units. (up 2 thousand units)
English translation from the original Japanese-language document

