

# FINANCIAL SUMMARY for FY2014 Second Quarter (April 1, 2013 - September 30, 2013)

## 1. Consolidated financial results

(Billion yen)

	FY2013 2nd Quarter		FY2014 2nd Quarter		Change		FY2014 Forecast (April 2013-March 2014)			
	April 2012 - September 2012		April 2013 - September 2013		Amount	%	Current plan	Changes from previous year %	Previous plan (July 31, 2013)	
Net sales	Income ratio	762.9	Income ratio	981.4	218.5	28.6	Income ratio	2,000.0	23.8	1,900.0
Operating income	4.9%	37.2	5.3%	51.8	14.6	39.2	5.3%	105.0	36.2	95.0
Ordinary income	5.6%	42.4	6.6%	64.8	22.4	52.8	6.3%	125.0	43.9	114.0
Net income	3.2%	24.0	4.4%	43.5	19.5	80.8	3.9%	78.0	46.8	70.0
Net income per share		¥77.24		¥139.09	¥61.85			¥249.07		¥223.79
Dividends per share		¥25		¥35	¥10			¥70		¥60
Investments in tangible assets		35.2		47.5	12.3	34.9		100.0	11.8	100.0
Depreciation		27.0		29.6	2.6	9.6		64.0	10.4	66.0
	(As of March 31, 2013)		(As of September 30, 2013)							
Total assets		3,243.7		3,737.4	493.7	15.2				
Total net assets		1,524.9		1,820.2	295.3	19.4		-	-	-
Equity ratio		45.4%		47.3%						
Consolidated subsidiaries		217		214	(3)					
Exchange rate	¥/US\$	79		99	20			97		96
	¥/Euro	101		130	29			130		126

(Note) Toyota Industries posted an extraordinary loss of 6.6 billion yen arising from a loss on liquidation of TIBC Corporation during FY2013 First Quarter.

## 2. Segment information

Net sales / [Operating income]

(Billion yen)

	FY2013 2nd Quarter		FY2014 2nd Quarter		Change		FY2014 Forecast (April 2013-March 2014)			
	April 2012 - September 2012		April 2013 - September 2013		Amount	%	Current plan	Changes from previous year %	Previous plan (July 31, 2013)	
Vehicle	20.6%	157.3	24.3%	238.1	80.8	51.3	23.6%	472.0	32.3	420.0
Engine	13.8%	105.2	11.0%	107.6	2.4	2.2	10.6%	211.0	(2.6)	220.0
Car air-conditioning compressor	14.7%	111.7	13.5%	132.9	21.2	18.9	13.6%	271.0	18.8	265.0
Foundry, electronics parts and others	3.7%	28.3	2.9%	28.3	0.0	0.2	3.0%	61.0	6.9	60.0
Automobile total	52.8%	402.8	51.7%	507.1	104.3	25.9	50.8%	1,015.0	18.2	965.0
		[ 14.8]		[ 19.4]	[ 4.6]					
Materials handling equipment	36.8%	281.0	39.1%	383.8	102.8	36.6	39.5%	790.0	32.5	770.0
		[ 18.6]		[ 26.4]	[ 7.8]					
Logistics	6.0%	46.0	4.8%	47.4	1.4	3.0	5.0%	100.0	7.5	100.0
		[ 2.3]		[ 2.3]	[ 0.0]					
Textile machinery	2.4%	18.0	3.2%	31.5	13.5	74.6	3.7%	75.0	88.0	45.0
		[ (0.0)]		[ 1.8]	[ 1.8]					
Others	2.0%	14.9	1.2%	11.4	(3.5)	(23.7)	1.0%	20.0	(26.5)	20.0
		[ 1.4]		[ 1.5]	[ 0.1]					
Total	100.0%	762.9	100.0%	981.4	218.5	28.6	100.0%	2,000.0	23.8	1,900.0
		[ 37.2]		[ 51.8]	[ 14.6]					

## 3. Unit sales

(Thousand Units)

	FY2013 2nd Quarter	FY2014 2nd Quarter	Change	FY2014 Forecast (April 2013-March 2014)		
				Current plan	Changes from previous year	Previous plan (July 31, 2013)
Vitz (Yaris)	85	68	(17)	126	(29)	113
RAV4	41	97	56	198	86	176
MARK X ZiO	1	1	(0)	1	(1)	1
Vehicle	127	166	39	325	56	290
Diesel	216	202	(14)	397	(55)	433
Gasoline	108	137	29	253	39	272
Engine	324	339	15	650	(16)	705
Car air-conditioning compressor *	1,179	1,256	77	2,600	258	2,570
Materials handling equipment	88	95	7	203	18	197
Air-jet loom	1.8	3.8	2.0	10.0	5.4	6.5

\*(Note) The unit for unit sales of car air-conditioning compressor is ten thousand.

English translation from the original Japanese-language document

## 4. Changes in ordinary income

(Billion yen)

Increase in sales	10.1
Cost reduction	6.5
Positive impact of exchange rate fluctuations	12.6
non-operating income and non-operating expenses	7.8
<b>Increases total</b>	<b>37.0</b>
Increase in labor costs	(5.0)
Increase in research and development expenses	(3.7)
Increase in expenses	(5.9)
<b>Decreases total</b>	<b>(14.6)</b>
<b>Total Changes in Ordinary income</b>	<b>22.4</b>