

FINANCIAL SUMMARY for FY2013 Third Quarter (April 1, 2012 - December 31, 2012)

1. Consolidated financial results

(Billion yen)

	FY2012 3rd Quarter		FY2013 3rd Quarter		Change		Current plan		Changes from previous year %
	April 2011 - December 2011		April 2012 - December 2012		Amount	%	FY2013 (April 2012-March 2013)		
Net sales	Income ratio	1,127.1	Income ratio	1,140.5	13.4	1.2	Income ratio	1,600.0	3.7
Operating income	4.3%	48.6	4.5%	51.1	2.5	5.2	5.0%	80.0	14.1
Ordinary income	5.5%	62.1	5.8%	66.0	3.9	6.3	5.5%	88.0	8.8
Net income	3.5%	39.7	3.6%	40.6	0.9	2.1	3.2%	51.0	(13.0)
Net income per share		¥127.59		¥130.27	¥2.68			¥163.63	
Investments in tangible assets		34.8		56.2	21.4	61.3		100.0	71.2
Depreciation		43.7		41.5	(2.2)	(4.8)		61.0	2.0
	(As of March 31, 2012)		(As of December 31, 2012)						
Total assets		2,656.9		2,777.2	120.3	4.5			
Total net assets		1,197.8		1,296.8	99.0	8.3		-	-
Equity ratio		43.0%		44.9%					
Consolidated subsidiaries		176		183	7				
Exchange rate	¥/US\$	79		80	1		(4th quarter)	81 (85)	
	¥/Euro	111		102	(9)			105 (115)	

(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)

	FY2012 3rd Quarter		FY2013 3rd Quarter		Change		Current plan		Changes from previous year %
	April 2011 - December 2011		April 2012 - December 2012		Amount	%	FY2013 (April 2012-March 2013)		
Vehicle	23.0%	259.5	20.0%	227.8	(31.7)	(12.2)	20.9%	334.0	(5.8)
Engine	12.3%	139.0	13.6%	154.9	15.9	11.4	13.9%	223.0	13.1
Car air-conditioning compressor	13.2%	148.3	14.5%	165.5	17.2	11.6	14.3%	229.0	10.9
Foundry, electronics parts and others	2.7%	30.0	3.7%	42.4	12.4	41.0	3.7%	59.0	31.1
Automobile total	51.2%	577.0	51.8%	590.7	13.7	2.4	52.8%	845.0	5.2
		[12.3]		[16.8]	[4.5]				
Materials handling equipment	37.5%	422.9	37.8%	431.1	8.2	1.9	37.2%	595.0	4.3
		[28.9]		[28.6]	[(0.3)]				
Logistics	6.2%	69.3	6.1%	69.2	(0.1)	(0.1)	5.9%	95.0	2.2
		[2.9]		[3.3]	[0.4]				
Textile machinery	2.6%	29.2	2.5%	28.3	(0.9)	(3.0)	2.5%	40.0	3.8
		[1.4]		[0.0]	[(1.4)]				
Others	2.5%	28.5	1.8%	21.1	(7.4)	(26.2)	1.6%	25.0	(34.1)
		[2.5]		[2.1]	[(0.4)]				
Total	100.0%	1,127.1	100.0%	1,140.5	13.4	1.2	100.0%	1,600.0	3.7
		[48.6]		[51.1]	[2.5]				

3. Unit sales

(Thousand Units)

	FY2012 3rd Quarter	FY2013 3rd Quarter	Change	Current plan FY2013	Changes from previous year
	Vitz (Yaris)	129	116	(13)	152
RAV4	68	63	(5)	106	13
MARK X ZiO	4	1	(3)	2	(3)
Vehicle	201	180	(21)	260	(18)
Diesel	279	326	47	474	77
Gasoline	150	146	(4)	201	(12)
Engine	429	472	43	675	65
Car air-conditioning compressor *	1,537	1,734	197	2,400	245
Materials handling equipment	135	136	1	190	6
Air-jet loom	3.9	3.3	(0.6)	4.2	(1.0)

4. Changes in ordinary income

(Billion yen)

Cost reduction	11.5
Increase in sales	2.6
Decrease in raw material costs	2.3
Increase in the net amount of non-operating income and non-operating expenses	1.4
Increases total	17.8
Increase in research development expenses	(6.1)
Increase in labor costs	(4.5)
Negative impact of exchange rate fluctuations	(1.1)
Increase in expenses	(2.2)
Decreases total	(13.9)
Total Changes in Ordinary income	3.9

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

English translation from the original Japanese-language document