

FINANCIAL SUMMARY for FY2011 (April 1, 2010 - March 31, 2011)

1. Consolidated financial results

(Billion yen)

	FY2010		FY2011		Change	
	April 09 - March 10		April 10 - March 11		Amount	%
Net sales	100.0%	1,377.7	100.0%	1,479.8	102.1	7.4
Operating income	1.6%	22.0	4.6%	68.7	46.7	212.7
Ordinary income	2.3%	31.7	5.0%	73.9	42.2	132.7
Net income	(1.9%)	(26.2)	3.2%	47.2	73.4	—
Net income per share		(¥84.33)		¥151.51	¥235.84	
Cash dividends per share [Year-end]	¥30	[¥20]	¥50	[¥25]	¥20	[¥5]
Investments in tangible assets		26.9		38.2	11.3	41.9
Depreciation		73.2		62.3	(10.9)	(14.8)
Total assets		2,589.2		2,481.4	(107.8)	(4.2)
Total net assets		1,104.9		1,075.9	(29.0)	(2.6)
Total net assets per share		¥3,390.02		¥3,300.17	(¥89.85)	
Equity ratio		40.8%		41.4%		
Consolidated subsidiaries(No. of companies)		159		162	3	
Exchange rate ¥/US\$		93		86	(7)	
Exchange rate ¥/EUR		131		113	(18)	

(Note) Toyota Industries posted extraordinary loss of 4.6 billion yen arising from the Great East Japan Earthquake.

(Toyota Industries posted extraordinary loss of 43.0 billion yen arising from business restructuring of the Materials Handling Equipment during FY2010.)

2. Business segment information

Net sales / [Operating income]

(Billion yen)

	FY2010		FY2011		Change	
						%
Vehicle	28.9%	398.7	25.4%	375.5	(23.2)	(5.8)
Engine	12.0%	165.0	13.3%	197.3	32.3	19.6
Car air-conditioning compressor	12.9%	177.0	13.0%	191.8	14.8	8.4
Foundry, electronics parts and others	2.7%	37.4	2.6%	39.3	1.9	5.1
Automobile total	56.5%	778.3	54.3%	804.1	25.8	3.3
		[23.6]		[32.8]	[9.2]	
Materials handling equipment	31.3%	431.6	33.2%	490.6	59.0	13.7
		[(9.5)]		[23.9]	[33.4]	
Logistics	7.9%	108.5	7.3%	107.7	(0.8)	(0.8)
		[5.2]		[5.3]	[0.1]	
Textile machinery	1.5%	20.8	2.9%	42.7	21.9	105.0
		[(1.8)]		[2.5]	[4.3]	
Others	2.8%	38.3	2.3%	34.4	(3.9)	(10.2)
		[3.9]		[3.4]	[(0.5)]	
Total	100.0%	1,377.7	100.0%	1,479.8	102.1	7.4
		[22.0]		[68.7]	[46.7]	

3. Unit sales

(Thousand units)

	FY2010	FY2011	Change
Vitz (Yaris)	149	181	32
RAV4	134	109	(25)
Mark X Zio	8	5	(3)
Vehicle	291	295	4
Diesel	286	382	96
Gasoline	216	232	16
Engine	502	614	112
Car air-conditioning compressor *	1,671	1,883	212
Materials handling equipment	111	153	42
Air-jet loom	3.3	7.2	3.9

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

4. Changes in ordinary income

(Billion yen)

Increase in sales volume	32.8
Cost reduction	22.1
Decrease in depreciation	10.9
Positive impact total	65.8
Increase in prices of raw material and parts cost	(6.4)
Negative impact of exchange rate fluctuations	(5.8)
Increase in labor cost	(5.5)
Increase in expenses and others	(1.4)
Decrease in the net amount of non-operating income and non-operating expenses	(4.5)
Negative impact total	(23.6)
Total impact in ordinary income	42.2

5. Forecast for FY2012

Forecast for FY2012 is yet to be disclosed, as it is difficult to predict due to the effect of the Great East Japan Earthquake.