

Supplementary Material for FY2023 Third Quarter

Consolidated Financial Results (April 1, 2022 - December 31, 2022)

1. Consolidated Financial Results (IFRS)

		FY21	FY22 ended March 31, 2022							FY23 ending March 31, 2023						
		Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year forecast
Net sales	Billion yen	2,118.3	616.9	643.9	1,260.8	707.1	737.2	1,444.3	2,705.1	759.6	842.8	1,602.4	865.1	-	-	3,100.0
Operating profit	Profit ratio	(5.6%)	9.3%	5.7%	7.5%	5.9%	3.1%	4.5%	5.9%	5.7%	5.7%	5.7%	5.4%	-	-	5.2%
	Billion yen	118.1	57.4	36.9	94.3	41.9	22.8	64.7	159.0	43.6	48.4	92.0	46.6	-	-	160.0
Profit before income taxes	Profit ratio	(8.7%)	16.4%	5.7%	10.9%	11.6%	3.6%	7.5%	9.1%	12.1%	6.3%	9.0%	9.8%	-	-	8.1%
	Billion yen	184.0	101.3	36.5	137.8	81.7	26.6	108.3	246.1	91.7	53.2	144.9	85.1	-	-	250.0
Profit attributable to owners of the parent	Profit ratio	(6.5%)	12.6%	4.0%	8.2%	8.4%	2.4%	5.3%	6.7%	9.4%	4.2%	6.7%	7.2%	-	-	6.0%
	Billion yen	136.7	77.5	25.8	103.3	59.4	17.6	77.0	180.3	71.6	35.2	106.8	62.4	-	-	185.0
Earnings per share	Yen	440	249	83	332	192	56	248	580	230	114	344	201	-	-	595
Investments in tangible assets	Billion yen	113.3	29.0	32.1	61.1	36.6	37.1	73.7	134.8	35.6	32.6	68.2	31.4	-	-	150.0
Depreciation	Billion yen	91.0	23.0	23.6	46.6	23.8	23.7	47.5	94.1	23.6	24.9	48.5	25.9	-	-	94.0

Note: Investments in tangible assets and depreciation apply to property, plant and equipment. They do not include materials handling equipment leased under operating leases.

【Exchange rate】

Yen / US\$	106	109	110	110	114	116	115	112	130	138	134	142	-	-	135
Yen / EURO	124	132	130	131	130	130	130	131	138	139	139	144	-	-	140

【Changes in operating profit】

Year-on-year Comparison

[FY22 3Q and FY23 3Q]

(Billion yen)			
Increase in sales	50.6	Increase in raw material costs	(42.3)
Impact of exchange rate fluctuations	36.1	Increase in labor costs	(14.5)
Cost reduction	8.4	Increase in depreciation	(4.0)
		Increase in expenses and others	(31.9)
Increases total	95.1	Decreases total	(92.7)
Total Changes in operating profit		2.4	

Year-on-year Comparison

[FY22 full year and FY23 full year forecast]

(Billion yen)			
Increase in sales	67.0	Increase in raw material costs	(60.0)
Impact of exchange rate fluctuations	37.0	Increase in labor costs	(18.0)
Cost reduction	14.0	Increase in expenses and others	(39.0)
Increases total	118.0	Decreases total	(117.0)
Total Changes in operating profit		1.0	

2. Historical Financial Data

Japanese GAAP ← → IFRS

		2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023 [forecast]
Net sales	Billion yen	1,615.2	2,007.8	2,166.6	2,243.2	1,675.1	2,003.9	2,214.9	2,171.3	2,118.3	2,705.1	3,100.0
Operating profit	Billion yen	77.0	107.6	117.5	134.7	127.3	147.4	134.6	128.2	118.1	159.0	160.0
Profit before income taxes ¹	Billion yen	86.8	138.1	170.8	185.3	181.9	209.8	202.2	196.2	184.0	246.1	250.0
Profit attributable to owners of the parent ²	Billion yen	53.1	91.7	115.2	183.0	131.3	168.1	152.7	145.8	136.7	180.3	185.0
Earnings per share	Yen	170	292	367	582	420	541	491	469	440	580	595
Cash dividends per share	Yen	55	85	110	120	125	150	155	160	150	170	180
[Interim dividends]	Yen	[25]	[35]	[50]	[60]	[60]	[70]	[75]	[80]	[70]	[80]	[90]
Consolidated payout ratio	Ratio	32.3%	29.0%	30.0%	20.6%	29.7%	27.7%	31.5%	34.1%	34.1%	29.3%	30.2%
Total share issued	Shares	325,840,640	325,840,640	325,840,640	325,840,640	325,840,640	325,840,640	325,840,640	325,840,640	325,840,640	325,840,640	-
[Treasury stock]	Shares	[13,632,854]	[12,109,864]	[11,684,749]	[11,613,812]	[15,351,442]	[15,353,378]	[15,355,468]	[15,357,028]	[15,358,862]	[15,360,786]	-
Yen / US\$		83	100	110	120	108	111	111	109	106	112	135
Yen / EURO		107	134	139	133	119	130	128	121	124	131	140

Years ended March 31

*1: The figures prior to fiscal 2017 are ordinary income under Japanese GAAP

*2: The figures prior to fiscal 2017 are net income under Japanese GAAP

3. Business Segment Information (IFRS)

(Billion yen)

		FY21	FY22 ended March 31, 2022							FY23 ending March 31, 2023						
			Full year	1st half			2nd half			Full year	1st half			2nd half		
		1Q		2Q	3Q	4Q	1Q	2Q	3Q		4Q	1Q	2Q	3Q	4Q	
Automobile	Vehicle	88.3	23.5	18.6	42.1	21.3	20.0	41.3	83.4	19.5	21.0	40.5	18.2	-	-	84.0
	Engine	139.9	45.4	67.0	112.4	75.6	79.6	155.2	267.6	75.3	83.1	158.4	79.4	-	-	296.0
	Car Air-Conditioning Compressor	301.6	85.6	80.9	166.5	91.3	98.3	189.6	356.1	94.8	112.4	207.2	108.3	-	-	428.0
	Electronics Parts and Others	61.6	18.4	20.8	39.2	22.6	23.7	46.3	85.5	21.1	27.3	48.4	34.0	-	-	127.0
	Net sales	591.6	173.1	187.2	360.3	210.8	221.7	432.5	792.8	210.9	243.7	454.6	240.0	-	-	935.0
	Profit ratio	0.8%	5.6%	2.7%	4.1%	4.6%	3.9%	4.2%	4.2%	2.6%	3.5%	3.1%	3.0%	-	-	-
	Operating profit	4.7	9.7	5.1	14.8	9.6	8.6	18.2	33.0	5.5	8.5	14.0	7.3	-	-	-
Materials Handling Equipment	Net sales	1,431.4	417.2	426.5	843.7	463.2	482.5	945.7	1,789.4	515.4	567.6	1,083.0	589.3	-	-	2,028.0
	Profit ratio	7.7%	10.8%	6.7%	8.7%	6.2%	2.4%	4.2%	6.3%	6.6%	6.5%	6.6%	6.1%	-	-	-
	Operating profit	109.9	44.9	28.6	73.5	28.7	11.4	40.1	113.6	33.9	37.0	70.9	36.1	-	-	-
Textile Machinery	Net sales	40.8	13.5	16.8	30.3	20.1	18.8	38.9	69.2	21.4	18.7	40.1	22.3	-	-	72.0
	Profit ratio	(2.8%)	7.7%	7.7%	7.7%	8.3%	8.1%	8.3%	8.0%	14.1%	7.7%	11.1%	8.5%	-	-	-
	Operating profit	(1.1)	1.0	1.3	2.3	1.7	1.5	3.2	5.5	3.0	1.4	4.4	1.9	-	-	-
Others	Net sales	54.3	13.0	13.4	26.4	12.9	14.4	27.3	53.7	11.8	12.8	24.6	13.4	-	-	65.0
	Profit ratio	8.3%	13.9%	14.1%	14.0%	15.4%	10.2%	12.7%	13.3%	9.1%	10.0%	9.6%	10.6%	-	-	-
	Operating profit	4.4	1.8	1.8	3.6	2.0	1.5	3.5	7.1	1.0	1.3	2.3	1.4	-	-	-
Total	Net sales	2,118.3	616.9	643.9	1,260.8	707.1	737.2	1,444.3	2,705.1	759.6	842.8	1,602.4	865.1	-	-	3,100.0
	Profit ratio	5.6%	9.3%	5.7%	7.5%	5.9%	3.1%	4.5%	5.9%	5.7%	5.7%	5.7%	5.4%	-	-	5.2%
	Operating profit	118.1	57.4	36.9	94.3	41.9	22.8	64.7	159.0	43.6	48.4	92.0	46.6	-	-	160.0

Note: Net sales figures indicate outside customer sales and do not include intersegment transactions.

4. Sales Units : Vehicle

(Thousand units)

		FY21	FY22 ended March 31, 2022							FY23 ending March 31, 2023						
		Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year forecast
RAV4	Destination															
	Japan	45	13	9	22	7	7	14	36	6	8	14	7	-	-	42
	Overseas	278	74	60	134	71	67	138	272	66	66	132	57	-	-	254
Total		323	87	69	156	78	74	152	308	72	74	146	64	-	-	296

5. Sales Units : Engine

(Thousand units)

		FY21	FY22 ended March 31, 2022							FY23 ending March 31, 2023						
		Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year forecast
Diesel Engine	GD-type [2.4/2.8 Liters]	248	67	78	145	90	87	177	322	81	84	165	58	-	-	289
	KD-type [2.5/3.0 Liters]	34	10	7	17	7	7	14	31	6	5	11	6	-	-	25
	F33A-type [3.3 Liters]	-	-	3	3	7	7	14	17	8	6	14	9	-	-	33
	VD-type [4.5 Liters]	49	7	5	12	5	6	11	23	5	6	11	6	-	-	23
	Others	31	8	11	19	9	9	18	37	11	12	23	13	-	-	49
	Subtotal	362	92	104	196	118	116	234	430	111	113	224	92	-	-	419
Gasoline Engine	A25A-type [2.5 Liters]	260	64	59	123	65	59	124	247	58	60	118	51	-	-	241
	M20A-type [2.0 Liters]	125	30	21	51	27	28	55	106	25	28	53	40	-	-	153
	Others	18	5	5	10	7	4	11	21	4	8	12	22	-	-	47
	Subtotal	403	99	85	184	99	91	190	374	87	96	183	113	-	-	441
Total		765	191	189	380	217	207	424	804	198	209	407	205	-	-	860
CKD Parts		60	20	22	42	22	21	43	85	25	25	50	28	-	-	102

6. Sales Units : Car Air-conditioning Compressor

• By Destination

(Thousand units)

		FY21	FY22 ended March 31, 2022							FY23 ending March 31, 2023						
		Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year forecast
Japan		5,580	1,350	1,270	2,620	1,590	1,440	3,030	5,650	1,300	1,410	2,710	1,480	-	-	5,710
North America		8,130	2,200	2,020	4,220	2,080	2,370	4,450	8,670	2,310	2,540	4,850	2,360	-	-	9,800
Europe		6,520	1,820	1,500	3,320	1,550	1,690	3,240	6,560	1,820	1,630	3,450	1,770	-	-	7,000
Others		7,280	1,900	1,780	3,680	2,130	2,060	4,190	7,870	1,810	2,380	4,190	2,120	-	-	8,240
Total		27,510	7,270	6,570	13,840	7,350	7,560	14,910	28,750	7,240	7,960	15,200	7,730	-	-	30,750

• By Type

(Thousand units)

		FY21	FY22 ended March 31, 2022							FY23 ending March 31, 2023						
		Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year forecast
Engine Driven Type	Fixed displacement type	5,720	1,560	1,480	3,040	1,570	1,720	3,290	6,330	1,440	1,630	3,070	1,590	-	-	6,070
	Variable displacement type	18,130	4,640	3,920	8,560	4,380	4,480	8,860	17,420	4,560	4,720	9,280	4,510	-	-	18,380
Electric Driven type		3,660	1,070	1,170	2,240	1,400	1,360	2,760	5,000	1,240	1,610	2,850	1,630	-	-	6,300
Total		27,510	7,270	6,570	13,840	7,350	7,560	14,910	28,750	7,240	7,960	15,200	7,730	-	-	30,750

7. Sales Units : Materials Handling Equipment

(Thousand units)

	FY21	FY22 ended March 31, 2022							FY23 ending March 31, 2023						
	Full year	1st half			2nd half			Full year	1st half			2nd half			Full year forecast
		1Q	2Q	3Q	4Q	1Q	2Q		3Q	4Q	1Q	2Q	3Q	4Q	
Japan	45	11	12	23	12	12	24	47	12	13	25	13	-	-	50
North America	80	18	19	37	20	19	39	76	22	23	45	25	-	-	98
Europe	77	24	18	42	24	26	50	92	19	23	42	26	-	-	100
Others	48	17	16	33	16	18	34	67	18	19	37	18	-	-	71
Total	250	70	65	135	72	75	147	282	71	78	149	82	-	-	319

8. Additional Information on Materials Handling Equipment

a) Sales break down

(Billion yen)

		FY21	FY22 ended March 31, 2022							FY23 ending March 31, 2023						
		Full year	1st half			2nd half			Full year	1st half			2nd half			Full year forecast
			1Q	2Q	3Q	4Q	1Q	2Q		3Q	4Q	1Q	2Q	3Q	4Q	
Forklift trucks	New truck	511.5	147.7	147.3	295.0	163.4	163.3	326.7	621.7	185.5	203.3	388.8	218.1	-	-	-
	Value chain	625.2	171.1	186.4	357.5	195.4	209.8	405.2	762.7	224.6	250.6	475.2	259.9	-	-	-
Logistics solutions		294.7	98.4	92.8	191.2	104.4	109.4	213.8	405.0	105.3	113.7	219.0	111.3	-	-	-
Total		1,431.4	417.2	426.5	843.7	463.2	482.5	945.7	1,789.4	515.4	567.6	1,083.0	589.3	-	-	2,028.0

b) Sales Finance Assets : Materials Handling Equipment

(Billion yen) (End of each quarter)

		FY21	FY22 ended March 31, 2022				FY23 ending March 31, 2023			
		Year-end	End of 1Q	End of 2Q	End of 3Q	End of 4Q	End of 1Q	End of 2Q	End of 3Q	Year-end forecast
North America		506.8	502.8	514.0	533.6	572.7	664.9	725.6	686.3	720.0
Europe		247.9	252.7	248.0	253.2	272.2	283.7	277.0	281.0	280.0
Others		44.0	45.5	44.6	47.6	51.2	53.1	54.3	52.3	50.0
Total		798.7	801.0	806.6	834.4	896.1	1,001.7	1,056.9	1,019.6	1,050.0

c) Order intake : Logistics Solutions

(Billion yen)

	FY21	FY22 ended March 31, 2022							FY23 ending March 31, 2023						
	Full year	1st half			2nd half			Full year	1st half			2nd half			Full year forecast
		1Q	2Q	3Q	4Q	1Q	2Q		3Q	4Q	1Q	2Q	3Q	4Q	
Order intake	414.6	137.9	142.3	280.2	87.0	99.7	186.7	466.9	73.5	121.1	194.6	131.8	-	-	-

* All projections are based on the information available to management at the time of producing this material and are not guarantees of future performance.

Uncertainties such as economic conditions and exchange rate fluctuations could cause the actual results of Toyota Industries to differ from any projections discussed in this material.