

Supplementary Material for Financial Results for the 12 months ended March 31, 2016

1. Consolidated Financial Results

		FY15 ended March 31, 2015							FY16 ended March 31, 2016							FY17
		1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	Full year forecast
Net sales	Billion yen	521.1	524.9	1,046.0	537.2	583.4	1120.6	2,166.6	541.0	559.2	1,100.2	594.3	534.4	1128.7	2,228.9	2,200.0
Operating profit	(Profit ratio)	(4.9%)	(5.9%)	(5.4%)	(6.1%)	(4.8%)	(5.4%)	(5.4%)	(5.4%)	(6.7%)	(6.1%)	(5.5%)	(5.3%)	(5.4%)	(5.7%)	(5.5%)
	Billion yen	25.6	31.1	56.7	32.9	27.9	60.8	117.5	29.2	37.7	66.9	32.6	28.4	61	127.9	120.0
Ordinary profit	(Profit ratio)	(10.5%)	(6.2%)	(8.3%)	(10.6%)	(4.6%)	(7.5%)	(7.9%)	(11.8%)	(6.4%)	(9.1%)	(10.5%)	(4.3%)	(7.6%)	(8.3%)	(8.0%)
	Billion yen	54.5	32.5	87.0	57.1	26.7	83.8	170.8	63.8	35.8	99.6	62.6	23.1	85.7	185.3	177.0
Profit attributable to owners of the parent	(Profit ratio)	(7.7%)	(4.0%)	(5.8%)	(7.6%)	(2.3%)	(4.8%)	(5.3%)	(8.6%)	(3.8%)	(6.2%)	(17.6%)	(1.9%)	(10.2%)	(8.2%)	(5.5%)
	Billion yen	40.1	20.8	60.9	40.7	13.6	54.3	115.2	46.4	21.5	67.9	104.9	10.2	115.1	183.0	120.0
Earnings per share	Yen	128	66	194	130	43	173	367	148	68	216	334	33	367	583	382
Investments in tangible assets	Billion yen	23.6	31.9	55.5	31.6	39.2	70.8	126.3	20.1	18.5	38.6	16.9	19.9	36.8	75.4	100.0
Depreciation	Billion yen	15.7	16.6	32.3	17.9	20.5	38.4	70.7	18.3	19.5	37.8	19.9	19.6	39.5	77.3	79.0

Note: Toyota Industries posted an extraordinary profit of 89.8 billion yen arising from gain on sales of shares of subsidiaries during FY 2016.

[Exchange rate]

Yen / US\$	102	104	103	115	119	117	110	121	123	122	121	115	118	120	105
Yen / EURO	140	138	139	143	134	139	139	134	136	135	133	127	130	133	120

[Changes in ordinary profit]

Year-on-year Comparison

(FY15 full year and FY16 full year)

(Billion yen)

Cost reduction	14.5	Increase in labor cost	▲ 11.4
Increase in sales volume	12.6	Increase in depreciation	▲ 6.6
Positive impact of exchange rate fluctuations	6.3	Increase in expenses and others	▲ 5.0
Changes in the net amount of non-operating profit and non-operating expenses	4.1		
Increases total	37.5	Decreases total	▲ 23.0
Total Changes in Ordinary Profit		14.5	

Year-on-year Comparison

(FY16 full year and FY17 full year forecast)

(Billion yen)

Cost reduction	14.0	Negative impact of exchange rate fluctuations	▲ 14.6
Positive impact of changes in sales volume and others	12.0	Increase in labor cost	▲ 11.0
		Increase in depreciation	▲ 1.7
		Increase in expenses and others	▲ 6.6
		Changes in the net amount of non-operating profit and non-operating expenses	▲ 0.4
Increases total	26.0	Decreases total	▲ 34.3
Total Changes in Ordinary Profit		▲ 8.3	

2. Historical Financial Data

	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17 (forecast)
Net sales (Billion yen)	2,000.5	1,584.2	1,377.7	1,479.8	1,543.3	1,615.2	2,007.8	2,166.6	2,228.9	2,200.0
Operating profit (Billion yen)	96.8	▲ 6.6	22.0	68.7	70.0	77.0	107.6	117.5	127.9	120.0
Ordinary profit (Billion yen)	126.4	14.3	31.7	73.9	80.8	86.8	138.1	170.8	185.3	177.0
Profit attributable to owners of the parent (Billion yen)	80.4	▲ 32.7	▲ 26.2	47.2	58.5	53.1	91.7	115.2	183.0	120.0
Earnings per share (Yen)	258	▲ 105	▲ 84	152	188	170	293	367	583	382
Cash dividends per share (Yen)	60	40	30	50	50	55	85	110	120	120
(Interim dividend, yen)	(28)	(30)	(10)	(25)	(25)	(25)	(35)	(50)	(60)	(60)
Consolidated payout ratio	23.3%	-	-	33.0%	26.6%	32.3%	29.0%	30.0%	20.6%	31.4%
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	-
(Treasury stock, shares)	(14,251,070)	(14,263,027)	(14,269,943)	(14,275,721)	(14,153,619)	(13,632,854)	(12,109,864)	(11,684,749)	(11,613,812)	-
Yen / US\$	114	101	93	86	79	83	100	110	120	105
Yen / EURO	162	143	131	113	109	107	134	139	133	120

3. Business Segment Information

(Billion yen)

		FY15 ended March 31, 2015							FY16 ended March 31, 2016							FY17
		1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	Full year forecast
Automobile	Vehicle	120.8	117.9	238.7	103.7	116.6	220.3	459.0	109.3	110.4	219.7	132.8	127.5	260.3	480.0	535.0
	Engine	45.5	48.3	93.8	48.8	49.4	98.2	192.0	39.0	44.6	83.6	37.1	37.5	74.6	158.2	160.0
	Car air-conditioning Compressor	75.0	77.6	152.6	76.9	95.1	172.0	324.6	85.7	86.3	172.0	85.2	85.4	170.6	342.6	330.0
	Electronics parts, foundry and others	16.4	17.5	33.9	18.1	22.9	41.0	74.9	14.7	15.1	29.8	17.4	17.6	35.0	64.8	70.0
	Net sales	257.8	261.4	519.2	247.5	284.0	531.5	1,050.7	248.9	256.3	505.2	272.5	268.0	540.5	1,045.7	1,095.0
	(Profit ratio)	(3.4%)	(3.9%)	(3.6%)	(3.5%)	(3.0%)	(3.2%)	(3.4%)	(2.5%)	(3.6%)	(3.0%)	(2.8%)	(3.9%)	(3.3%)	(3.2%)	-
Operating profit	8.7	10.2	18.9	8.6	8.4	17.0	35.9	6.1	9.2	15.3	7.5	10.5	18.0	33.3	-	
Materials handling equipment	Net sales	215.8	217.9	433.7	244.7	246.5	491.2	924.9	245.7	254.7	500.4	270.8	232.9	503.7	1,004.1	990.0
	(Profit ratio)	(6.3%)	(8.4%)	(7.3%)	(8.5%)	(6.5%)	(7.5%)	(7.4%)	(8.2%)	(9.6%)	(8.9%)	(7.4%)	(6.5%)	(7.0%)	(7.9%)	-
	Operating profit	13.6	18.2	31.8	20.9	16.1	37.0	68.8	20.1	24.4	44.5	20.0	15.2	35.2	79.7	-
Logistics	Net sales	23.7	24.3	48.0	24.3	25.7	50.0	98.0	24.6	25.4	50.0	26.1	10.8	36.9	86.9	-
	(Profit ratio)	(5.7%)	(6.0%)	(5.8%)	(6.2%)	(7.5%)	(6.9%)	(6.4%)	(5.4%)	(6.5%)	(6.0%)	(6.9%)	(4.0%)	(6.1%)	(6.0%)	-
	Operating profit	1.3	1.4	2.7	1.6	1.9	3.5	6.2	1.3	1.6	2.9	1.8	0.5	2.3	5.2	-
Textile machinery	Net sales	17.4	15.2	32.6	14.7	20.8	35.5	68.1	14.7	16.4	31.1	18.6	15.9	34.5	65.6	56.0
	(Profit ratio)	(6.5%)	(4.4%)	(5.5%)	(4.0%)	(1.5%)	(2.5%)	(4.0%)	(1.9%)	(9.1%)	(5.7%)	(9.6%)	(3.4%)	(6.8%)	(6.3%)	-
	Operating profit	1.1	0.7	1.8	0.5	0.3	0.8	2.6	0.2	1.5	1.7	1.8	0.6	2.4	4.1	-
Others	Net sales	6.3	6.0	12.3	6.0	6.4	12.4	24.7	6.9	6.2	13.1	6.4	6.9	13.3	26.4	59.0
	(Profit ratio)	(10.5%)	(12.5%)	(11.5%)	(19.5%)	(18.5%)	(19.0%)	(15.3%)	(17.1%)	(16.7%)	(16.9%)	(17.3%)	(22.7%)	(20.1%)	(18.5%)	-
	Operating profit	0.6	0.8	1.4	1.1	1.2	2.3	3.7	1.1	1.1	2.2	1.1	1.5	2.6	4.8	-
Eliminations	Net sales	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Operating profit	0.0	▲ 0.0	0.0	0.0	▲ 0.0	0.0	0.0	0.1	0.0	0.1	0.3	0.2	0.5	0.6	-
Total	Net sales	521.1	524.9	1,046.0	537.2	583.4	1,120.6	2,166.6	541.0	559.2	1,100.2	594.3	534.4	1,128.7	2,228.9	2,200.0
	(Profit ratio)	(4.9%)	(5.9%)	(5.4%)	(6.1%)	(4.8%)	(5.4%)	(5.4%)	(5.4%)	(6.7%)	(6.1%)	(5.5%)	(5.3%)	(5.4%)	(5.7%)	(5.5%)
	Operating profit	25.6	31.1	56.7	32.9	27.9	60.8	117.5	29.2	37.7	66.9	32.6	28.4	61.0	127.9	120.0

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

Note: FY2017 forecast of Logistics segment is included in Materials handling equipment and Others segments due to decrease in importance with the sales of shares of subsidiaries.

4. Sales Units: Vehicle

(Thousand units)

		FY15 ended March 31, 2015							FY16 ended March 31, 2016							FY17	
		Destination	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	1Q	2Q	1st half	3Q	4Q	2nd half	Full year	Full year forecast
RAV4	Japan	1	0	1	0	1	1	2	0	1	1	0	0	0	1	0	
	Overseas	50	51	101	50	52	102	203	50	49	99	52	49	101	200	207	
	Subtotal	51	51	102	50	53	103	205	50	50	100	52	49	101	201	207	
Vitz/Yaris	Japan	28	23	51	14	20	34	85	18	20	38	19	18	37	75	82	
	Overseas	6	6	12	3	3	6	18	4	5	9	4	4	8	17	11	
	Subtotal	34	29	63	17	23	40	103	22	25	47	23	22	45	92	93	
Total		85	80	165	67	76	143	308	72	75	147	75	71	146	293	300	

5. Sales Units: Engine

(Thousand units)

		FY15 ended March 31, 2015							FY16 ended March 31, 2016							FY17
		1st half			2nd half			Full year	1st half			2nd half			Full year	Full year forecast
		1Q	2Q	3Q	4Q	1Q	2Q		3Q	4Q						
Diesel Engine	KD-type (2.5/3.0 Liters)	50	55	105	56	53	109	214	28	35	63	9	5	14	77	17
	GD-type (2.4/2.8 Liters)	-	-	-	-	-	-	-	6	17	23	24	25	49	72	177
	AD-type (2.2 Liters)	6	9	15	11	10	21	36	5	0	5	-	-	-	5	-
	VD-type (4.5 Liters)	11	11	22	10	14	24	46	8	10	18	11	11	22	40	43
	Others	14	14	28	16	15	31	59	16	12	28	11	9	20	48	46
Subtotal		81	89	170	93	92	185	355	63	74	137	55	50	105	242	283
Gasoline Engine	AR-type (2.5 Liters)	49	48	97	48	51	99	196	44	45	89	40	45	85	174	199
	Others	4	4	8	6	3	9	17	3	6	9	4	5	9	18	18
	Subtotal	53	52	105	54	54	108	213	47	51	98	44	50	94	192	217
Total		134	141	275	147	146	293	568	110	125	235	99	100	199	434	500
CKD Parts		37	43	80	33	35	68	148	38	29	67	18	18	36	103	70

6. Sales Units: Car Air-conditioning Compressor

(1) By Destination

(Thousand units)

		FY15 ended March 31, 2015							FY16 ended March 31, 2016							FY17
		1st half			2nd half			Full year	1st half			2nd half			Full year	Full year forecast
		1Q	2Q	3Q	4Q	1Q	2Q		3Q	4Q						
Japan		1,320	1,300	2,620	1,290	1,380	2,670	5,290	1,270	1,320	2,590	1,330	1,360	2,690	5,280	5,600
North America		2,480	2,390	4,870	2,310	2,340	4,650	9,520	2,430	2,470	4,900	2,440	2,500	4,940	9,840	10,690
Europe		2,070	2,210	4,280	2,050	2,330	4,380	8,660	2,180	2,160	4,340	2,140	2,430	4,570	8,910	8,880
Others		1,150	1,300	2,450	1,350	2,050	3,400	5,850	1,510	1,540	3,050	1,670	1,620	3,290	6,340	7,130
Total		7,020	7,200	14,220	7,000	8,100	15,100	29,320	7,390	7,490	14,880	7,580	7,910	15,490	30,370	32,300

(2) By Type

(Thousand units)

		FY15 ended March 31, 2015							FY16 ended March 31, 2016							FY17
		1st half			2nd half			Full year	1st half			2nd half			Full year	Full year forecast
		1Q	2Q	3Q	4Q	1Q	2Q		3Q	4Q						
Engine Driven type	Fixed displacement type	2,160	2,150	4,310	2,010	2,190	4,200	8,510	1,940	2,070	4,010	2,060	2,130	4,190	8,200	8,200
	Variable displacement type	4,510	4,690	9,200	4,630	5,550	10,180	19,380	5,120	5,080	10,200	5,160	5,340	10,500	20,700	22,200
Electric Driven type		350	360	710	360	360	720	1,430	330	340	670	360	440	800	1,470	1,900
Total		7,020	7,200	14,220	7,000	8,100	15,100	29,320	7,390	7,490	14,880	7,580	7,910	15,490	30,370	32,300

7. Sales Units: Materials Handling Equipment

(Thousand units)

		FY15 ended March 31, 2015							FY16 ended March 31, 2016							FY17
		1st half			2nd half			Full year	1st half			2nd half			Full year	Full year forecast
		1Q	2Q	3Q	4Q	1Q	2Q		3Q	4Q						
Japan		9	10	19	10	10	20	39	10	11	21	9	10	19	40	39
North America		18	18	36	19	18	37	73	21	21	42	21	23	44	86	89
Europe		16	13	29	20	19	39	68	21	15	36	19	20	39	75	78
Others		11	10	21	10	11	21	42	9	10	19	10	9	19	38	38
Total		54	51	105	59	58	117	222	61	57	118	59	62	121	239	244

(Excluding Tailift)

* 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.