

FINANCIAL SUMMARY for FY2017 (April 1, 2016 - March 31, 2017)

1. Consolidated financial results

(Billion yen)

	Japanese GAAP					IFRS		
	FY2016		FY2017		Change		FY2018 forecast	
	April 2015 - March 2016		April 2016 - March 2017		Amount	%	April 2017 - March 2018	
Net sales	Profit ratio	2,243.2	Profit ratio	2,250.4	7.2	0.3	Profit ratio	1,850.0
Operating profit	6.0%	134.7	5.5%	122.9	(11.8)	(8.7)	7.3%	135.0
Ordinary profit	8.3%	185.3	7.9%	177.1	(8.2)	(4.5)	10.2%	188.0
Profit attributable to owners of the parent	8.2%	183.0	5.6%	125.5	(57.5)	(31.4)	7.0%	130.0
Earnings per share		¥582.58		¥402.00	(¥180.58)			¥418.69
Cash Dividends per share [Year-end]		¥120		¥125	¥5	[¥5]		¥130
Payout ratio		20.6%		31.1%				31.0%
Investments in tangible assets		75.4		77.7	2.3	3.1		120.0
Depreciation		77.3		72.3	(5.0)	(6.5)		76.0
Total assets	(As of March 31, 2016)	4,199.1	(As of March 31, 2017)	4,428.6	229.5	5.5		
Total net assets		2,113.9		2,256.2	142.3	6.7		
Total net assets per share		¥6,481.97		¥6,995.47	¥513.50			-
Equity ratio		48.5%		49.0%				
Consolidated subsidiaries		214 companies		207 companies	(7)			
Exchange rate	¥/US\$	120		108	(12)			105
	¥/Euro	133		119	(14)			115

(Note) 1. Non-operating finance profit and expenses of sales finance business in Materials handling equipment segment is transferred into operating profit from FY2017. [Net sales: +16.2 billion, Operating profit: +7.9 billion]

FY2016 results is also made similar transfer. [Net sales: +14.2 billion, Operating profit +6.7 billion]

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

3. Toyota Industries has made the forecasts for the year ending March 31, 2018 based on IFRS and has not made forecasts based on Japanese GAAP.

2. Segment information

Net sales / [Operating profit]

(Billion yen)

	Japanese GAAP					IFRS		
	FY2016		FY2017		Change		FY2018 forecast	
	April 2015 - March 2016		April 2016 - March 2017		Amount	%	April 2017 - March 2018	
	Sales distribution ratio		Sales distribution ratio				Sales distribution ratio	
Vehicle	21.4%	480.0	24.8%	557.6	77.6	16.2	3.9%	72.0
Engine	7.1%	158.2	7.4%	167.3	9.1	5.8	5.1%	94.0
Car air-conditioning compressor	15.3%	342.6	14.9%	334.7	(7.9)	(2.3)	18.8%	347.0
Electronics parts, foundry and others	2.8%	64.8	2.9%	64.7	(0.1)	(0.1)	3.6%	67.0
Automobile total	46.6%	1,045.7	50.0%	1,124.5	78.8	7.5	31.4%	580.0
		[33.3]		[26.9]	[(6.4)]			
Materials handling equipment	46.0%	1,031.4	44.5%	1,001.5	(29.9)	(2.9)	62.5%	1,156.0
		[87.1]		[84.3]	[(2.8)]			
Textile machinery	2.9%	65.6	2.9%	66.2	0.6	0.9	3.0%	56.0
		[4.1]		[5.0]	[0.9]			
Others	4.5%	100.2	2.6%	58.0	(42.2)	(42.1)	3.1%	58.0
		[9.3]		[6.5]	[(2.8)]			
Total	100.0%	2,243.2	100.0%	2,250.4	7.2	0.3	100.0%	1,850.0
		[134.7]		[122.9]	[(11.8)]			

(Note) Toyota Industries has reclassified the reporting segment previously presented as the Logistics Segment because of its immateriality and included its results in either the Materials Handling Equipment Segment or the Others Segment.

3. Unit sales

(Thousand units)

	FY2016			FY2017			FY2018		
			Change			Change			Change
RAV4	201	206	5	205	(1)		205	(1)	
Vitz (Yaris)	92	101	9	95	(6)		95	(6)	
Vehicle total	293	307	14	300	(7)		300	(7)	
Diesel	242	294	52	281	(13)		281	(13)	
Gasoline	192	207	15	249	42		249	42	
Engine total	434	501	67	530	29		530	29	
Car air-conditioning compressor *	3,037	3,255	218	3,350	95		3,350	95	
Materials handling equipment	239	253	14	255	2		255	2	
Air-jet loom	6.2	6.9	0.7	5.0	(1.9)		5.0	(1.9)	

*(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 profit

(Billion yen)

Cost reduction	16.5
Sales efforts	10.0
Decrease in depreciation	5.0
Non-operating profit and non-operating expenses	3.6
Increases total	35.1
Negative impact of exchange rate fluctuations *	(21.5)
Increase in labor costs	(6.9)
Increase in expenses	(14.9)
Decreases total	(43.3)
Total changes in ordinary profit	(8.2)

*(Note) Include translational FX impact concerning overseas subsidiaries[(5.9)]