

[IFRS] FINANCIAL SUMMARY for FY2018 Third Quarter (April 1, 2017 - December 31, 2017)

1. Consolidated financial results

	FY2017 3rd Quarter		FY2018 3rd Quarter		Change		Current forecast		Changes from the previous fiscal year %
	April 2016 - December 2016		April 2017 - December 2017		Amount	%	FY2018 (April 2017 - March 2018)		
Net sales	Profit ratio	1,229.6	Profit ratio	1,464.6	235.0	19.1	Profit ratio	1,950.0	16.4
Operating profit	7.9%	96.6	7.9%	115.0	18.4	19.0	7.4%	145.0	13.9
Profit before income taxes	12.5%	153.9	12.2%	178.5	24.6	15.9	10.5%	204.0	12.1
Profit attributable to owners of the parent	9.3%	113.9	10.0%	146.1	32.2	28.2	8.1%	157.0	19.5
Earnings per share		¥364.34		¥470.76	¥106.42			¥505.66	
Investments in tangible assets		48.5		74.8	26.3	54.2		120.0	55.1
Depreciation		55.0		56.1	1.1	2.1		76.0	3.7
Total assets	(As of March 31, 2017)	4,558.2	(As of December 31, 2017)	5,392.1	833.9	18.3			
Total equity		2,316.4		2,787.3	470.9	20.3			
Percentage of equity attributable to owners of the parent		49.1%		50.2%					
Consolidated subsidiaries		207 companies		256 companies	49				
Exchange rate	¥/US\$	107		112	5		(4th quarter)	111 (110)	
	¥/Euro	118		129	11			128 (125)	

(Note) Due to the US tax reform, Toyota Industries has revised up its forecasts of consolidated financial results for FY 2018, an increase in profit attributable to owners of the parent of 15.0 billion yen.

2. Segment information

	FY2017 3rd Quarter		FY2018 3rd Quarter		Change		Current forecast		Changes from the previous fiscal year %
	April 2016 - December 2016		April 2017 - December 2017		Amount	%	FY2018 (April 2017 - March 2018)		
Sales distribution ratio			Sales distribution ratio						
Vehicle	4.3%	52.6	3.7%	54.2	1.6	3.2	3.7%	72.0	(1.6)
Engine	5.4%	67.0	4.9%	71.8	4.8	7.2	5.1%	99.0	9.9
Car air-conditioning compressor	20.2%	248.1	17.7%	259.3	11.2	4.5	17.9%	349.0	4.3
Electronics parts, foundry and others	3.8%	46.6	3.6%	53.1	6.5	14.0	3.4%	67.0	3.5
Automobile total	33.7%	414.4	29.9%	438.6	24.2	5.8	30.1%	587.0	4.3
		[20.0]		[27.3]	[7.3]				
Materials handling equipment	58.7%	722.0	63.7%	932.5	210.5	29.2	63.9%	1,246.0	26.1
		[65.5]		[77.2]	[11.7]				
Textile machinery	4.0%	49.7	3.3%	48.7	(1.0)	(2.0)	3.0%	59.0	(11.0)
		[5.7]		[5.3]	[(0.4)]				
Others	3.6%	43.4	3.1%	44.7	1.3	3.0	3.0%	58.0	(0.1)
		[5.3]		[4.9]	[(0.4)]				
Total	100.0%	1,229.6	100.0%	1,464.6	235.0	19.1	100.0%	1,950.0	16.4
		[96.6]		[115.0]	[18.4]				

3. Unit sales

	(Thousand units)			Current plan FY2018 (April 2017 - March 2018)	Changes from the previous fiscal year
	FY2017 3rd Quarter (April 2016 - December 2016)	FY2018 3rd Quarter (April 2017 - December 2017)	Change		
RAV4	152	155	3	205	(1)
Vitz (Yaris)	62	69	7	95	(6)
Vehicle total	214	224	10	300	(7)
Diesel	219	242	23	324	30
Gasoline	147	177	30	246	39
Engine total	366	419	53	570	69
Car air-conditioning compressor *	2,429	2,473	44	3,350	95
Materials handling equipment	186	191	5	265	12
Air-jet loom	5.4	4.2	(1.2)	5.5	(1.4)

4. Changes in profit before income taxes

	(Billion yen)
Sales efforts	11.0
Positive impact of exchange rate fluctuations	9.6
Cost reduction	8.2
Changes in retirement benefit plan	14.3
Financial income and financial expenses	6.2
Increases total	49.3
Increase in raw material costs	(7.5)
Increase in labor costs	(6.2)
Increase in depreciation	(1.1)
Increase in expenses	(9.9)
Decreases total	(24.7)
Total changes in profit before income taxes	24.6

*(Note) The unit for unit sales of car air-conditioning compressor is ten thousand.
English translation from the original Japanese-language document