

# FINANCIAL SUMMARY

FY2010 First Quarter

(April 1, 2009 through June 30, 2009)

**TOYOTA INDUSTRIES CORPORATION**

English translation from the original Japanese-language document

## **Cautionary Statement with Respect to Forward-Looking Statements**

*This report contains projections and other forward-looking statements that involve risks and uncertainties. Our use of the words "expect," "anticipate," "estimate," "forecast," "plan" and similar expressions is intended to identify such forward-looking statements. Projections and forward-looking statements are based on the current expectations and estimates of Toyota Industries Corporation and its Group companies regarding their plans, outlook, strategies and results for the future. All such projections and forward-looking statements are based on management's assumptions and beliefs derived from the information available to it at the time of producing this report and are not guarantees of future performance. Toyota Industries and its Group companies undertake no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. Therefore, it is advised that you should not rely solely upon these projections and forward-looking statements in making your investment decisions. You should also be aware that certain risks and uncertainties could cause the actual results of Toyota Industries Corporation and its Group companies to differ materially from any projections or forward-looking statements discussed in this report. These risks and uncertainties include, but are not limited to, the following: 1) reliance on a small number of customers, 2) product development capabilities, 3) intellectual property rights, 4) product defects, 5) price competition, 6) reliance on suppliers of raw materials and components, 7) environmental regulations, 8) success or failure of strategic alliances with other companies, 9) exchange rate fluctuations, 10) share price fluctuations, 11) effects of disasters, power blackouts and other incidents, 12) latent risks associated with international activities and 13) retirement benefit liabilities.*

## FY2010 First Quarter Consolidated Financial Results

(April 1, 2009 - June 30, 2009)

### TOYOTA INDUSTRIES CORPORATION

Stock exchange listings: Tokyo, Osaka and Nagoya (Code number: 6201) (URL: <http://www.toyota-industries.com/> )

Representative person: Tetsuro Toyoda, President

Contact person: Toshifumi Ogawa, Managing Officer, General Manager of Accounting Department (Tel. +81-(0)566-22-2511)

The expected date of submission of the quarterly report: August 10, 2009

(Amounts less than one million yen are omitted)

#### 1. Financial Highlights for FY2010 First Quarter (April 1, 2009 - June 30, 2009)

##### (1) Consolidated Financial Results

(% : change from the same period of previous year)

	Net sales		Operating income		Ordinary income		Net income	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
FY2010 First Quarter	<b>288,781</b>	(38.4)	<b>(9,587)</b>	-	<b>(2,118)</b>	-	<b>(114)</b>	-
FY2009 First Quarter	469,180	-	12,818	-	31,741	-	21,127	-

	Net income per share—basic	Net income per share—diluted
	Yen	Yen
FY2010 First Quarter	<b>(0.37)</b>	-
FY2009 First Quarter	67.81	67.80

##### (2) Consolidated Financial Position

	Total assets	Total net assets	Equity ratio	Net assets per share
	Million yen	Million yen	%	Yen
FY2010 First Quarter	<b>2,578,120</b>	<b>1,099,797</b>	<b>40.8</b>	<b>3,378.07</b>
FY2009	2,327,432	977,670	40.0	2,987.16

(Note) Equity capital: FY2010 First Quarter — 1,052,523 million yen, FY2009 — 930,730 million yen

#### 2. Cash Dividends

	Annual cash dividends per share				Yen
	First quarter	Second quarter	Third quarter	Year-end	
	Yen	Yen	Yen	Yen	Yen
FY2009	-	30.00	-	10.00	40.00
<b>FY2010</b>	-				
FY2010 (Forecast)		-	-	-	-

(Note) Changes in the forecasted cash dividends in this quarter : No  
Forecast of cash dividends per share for fiscal 2010 has not been decided yet.

#### 3. Forecasts of Consolidated Financial Results for FY2010 (April 1, 2009 - March 31, 2010)

(% : change from the same period of previous year)

	Net sales		Operating income		Ordinary income		Net income		Net income per share—basic
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
FY2010 Second Quarter (accm)	620,000	(33.2)	(15,000)	-	(12,500)	-	(9,500)	-	(30.49)
FY2010	1,300,000	(17.9)	(10,000)	-	(11,500)	-	(10,000)	-	(32.09)

(Note) Changes in the forecasts of consolidated financial results in this quarter : No

#### 4.Others

(1) Changes in major subsidiaries : No

(2) Application of simplified accounting methods and special accounting methods for the preparation of quarterly consolidated financial statements : Yes

(Note) Please see page 4 for details on changes in accounting policies in "[Qualitative Information and Financial Statements] 4.Others".

(3) Changes in accounting principles, procedures and method of presentation of quarterly consolidated financial statements (changes made in significant items that form the basis of preparation of quarterly consolidated financial statements)

① Changes arising from revision of accounting policies : Yes

② Changes other than ① : No

(Note) Please see page 4 for details on changes in accounting policies in "[Qualitative Information and Financial Statements] 4.Others".

(4) Issued and outstanding capital stock

① Number of shares outstanding at end of each period:

FY2010 First Quarter — 325,840,640 shares, FY2009 — 325,840,640 shares

② Number of treasury stock outstanding at end of each period:

FY2010 First Quarter — 14,265,716 shares, FY2009 — 14,263,027 shares

③ Average number of shares outstanding for each period:

FY2010 First Quarter — 311,575,869 shares, FY2009 First Quarter — 311,588,156 shares

#### \* Explanation regarding the proper use of performance forecasts and other special items

(Performance forecasts)

- All projections are based on the information available to management at the time of producing this report and are not guarantees of future performance. Certain risks and uncertainties could cause the actual results of Toyota Industries to differ materially from any projections discussed in this report.
- Toyota Industries abstains from making forecasts for dividends income at this point since the outlook for fiscal 2010 remains uncertain.

Our projections are based on assumed exchange rates of ¥95 = US\$1 and ¥125 = €1.

(Forecast of Cash dividends paying)

Toyota Industries' dividend policy is to meet the expectations of shareholders while giving full consideration to business performance and funding requirement, and focusing on dividend payout ratio on a consolidated basis and other factors. However, Toyota Industries abstains from making forecasts for dividends at this point since the outlook for the management environment remains uncertain. By giving due consideration to future business performance and other factors, Toyota Industries plans to announce its intentions by the end of the second quarter of fiscal 2010.

## **[Qualitative Information and Financial Statements]**

### **1. Qualitative Information Regarding Consolidated Business Results**

During the first quarter of fiscal 2010 (the three months from April 1 to June 30, 2009), the global economic recession deepened despite the effects of economic stimulus measures in certain regions. The Japanese economy remained in grave condition as corporate earnings and private-sector capital investment dramatically decreased and the employment situation deteriorated.

In this difficult operating environment, total consolidated net sales of Toyota Industries amounted to 288.7 billion yen, a decrease of 180.4 billion yen, or 38%, from the same period of the previous fiscal year. The following is a review of operations for the major business segments.

Net sales of the Automobile Segment totaled 146.9 billion yen, a decrease of 79.0 billion yen, or 35%, from the same period of the previous fiscal year. Within this segment, net sales of the Vehicle Business amounted to 74.1 billion yen, a decrease of 37.1 billion yen, or 33%, due mainly to a decrease in sales of the Vitz (Yaris overseas), RAV4 and Mark X ZiO. Net sales of the Engine Business totaled 29.1 billion yen, a decrease of 17.5 billion yen, or 37%, attributable primarily to a decrease in sales of KD diesel engines for Toyota Motor Corporation's Innovative International Multi-Purpose Vehicle (IMV) Series. Net sales of the Car Air-Conditioning Compressor Business totaled 36.7 billion yen, a decrease of 21.6 billion yen, or 37%, resulting from a decrease in production of automakers.

Net sales of the Materials Handling Equipment Segment totaled 103.5 billion yen, a decrease of 80.2 billion yen, or 44%. This decrease was the result of a significant decline in unit sales of lift trucks, a mainstay product of this segment, for both the TOYOTA and BT brands, triggered by the global market contraction.

Net sales of the Logistics Segment amounted to 26.7 billion yen, a decrease of 3.7 billion yen, or 12%, despite the strong performance by businesses engaged in collection and delivery of cash and management of sales proceeds services as well as secure storage, management, collection and delivery of corporate documents services. This was offset by a decline in sales of the cargo transport business of automotive-related parts.

Net sales of the Textile Machinery Segment totaled 2.3 billion yen, a decrease of 14.1 billion yen, or 86%, owing mainly to a significant decrease in sales of air-jet looms to China.

In terms of overall profit, a significant decrease in sales worldwide had a tremendous impact. As a result, Toyota Industries posted a consolidated operating loss of 9.5 billion yen compared with operating income of 12.8 billion yen in the first quarter of the previous fiscal year; ordinary loss of 2.1 billion yen compared with ordinary income of 31.7 billion yen; and net loss of 0.1 billion yen compared with net income of 21.1 billion yen.

### **2. Qualitative Information Regarding Consolidated Financial Condition**

Total assets increased 250.7 billion yen from the end of the previous fiscal year to 2,578.1 billion yen due mainly to an increase in market value of investment securities. Net assets amounted to 1,099.7 billion yen, an increase of 122.1 billion yen from the end of the previous fiscal year.

### **3. Qualitative Information Regarding Forecast for Fiscal 2010**

In fiscal 2010, ending March 31, 2010, the global economy is projected to remain sluggish and uncertainties persist with regards to fluctuations in exchange rates and stock markets. As a result, Toyota Industries anticipates the operating environment to become more severe.

Amid this challenging environment, the Toyota Industries Group will make a concerted effort to quickly and thoroughly promote reforms in our business and cost structures, as well as rebuild our management platform into a more muscular and stronger one. Toyota Industries will also implement a wide variety of measures to enhance sales, such as releasing new products and engaging in sales

expansion activities.

Toyota Industries forecasts consolidated net sales of 1,300.0 billion yen, an operating loss of 10.0 billion yen, ordinary loss of 11.5 billion yen and net loss of 10.0 billion yen. As a premise for these projections for consolidated results, Toyota Industries abstains from making forecasts for dividends income at this point since the outlook beyond the third quarter of fiscal 2010 remains uncertain. Our projections are based on assumed exchange rates of ¥95 = US\$1 and ¥125 = €1.

#### 4. Others

(1) Changes in major subsidiaries: No

(2) Application of simplified accounting methods and special accounting methods for the preparation of quarterly consolidated financial statements

① Inventory valuation

In calculating inventories as of the end of the first quarter of the fiscal year under review, actual calculation of inventories has been omitted, being replaced with a determination of inventory using a rational calculation method based on actual inventory at the end of the previous fiscal year.

Furthermore, reductions in the book value of inventories have only been made in cases where there have been clear reductions in potential earnings. In such cases, the book value has been written down on an estimated net basis.

② Calculation of fixed asset depreciation

Depreciation expenses for fixed assets depreciated by the declining-balance method have been calculated by allocating depreciation expenses related to the fiscal year under review by their remaining terms.

③ Calculation of income taxes, deferred tax assets and deferred tax liabilities

The inclusion of additions and subtractions and tax deduction items in the calculation of income tax payments has been limited to significant items.

When there has been no marked change in the business environment or temporary fluctuations since the end of the previous fiscal year, the potential recovery of deferred tax assets is determined based on the business performance forecasts of the previous fiscal year and tax planning methods.

(3) Changes in the accounting principles, procedures and method of presentation of quarterly consolidated financial statements

① Application of Accounting Standard for Construction Contracts

Effective from the fiscal year beginning April 1, 2009, Toyota Industries applied Financial Accounting Standard No. 15 "Accounting Standard for Construction Contracts" and its Implementation Guidance No. 18 "Guidance on Accounting Standard for Construction Contracts," both of which were issued on December 27, 2007 by the Accounting Standards Board of Japan.

## 5. Quarterly Consolidated Financial Statements

### (1) Quarterly Consolidated Balance Sheets

(Million yen)

	FY2010 First Quarter (As of June 30, 2009)	FY2009 (As of March 31, 2009)
<b>Assets</b>		
<b>Current assets</b>		
Cash and deposits	249,833	169,743
Trade notes and accounts receivable	158,172	158,798
Short-term investments	41,356	58,838
Merchandise and finished goods	42,989	44,237
Work in process	28,303	30,500
Raw materials and supplies	25,332	27,423
Deferred tax assets	18,865	16,600
Other current assets	65,024	64,632
Allowance for doubtful accounts	(2,976)	(2,806)
<b>Total current assets</b>	<b>626,901</b>	<b>567,967</b>
<b>Fixed assets</b>		
<b>Property, plant and equipment</b>		
Buildings and structures, net	180,975	182,214
Machinery, equipment and vehicles, net	249,353	252,402
Tools, furniture and fixtures, net	25,667	25,598
Land	109,931	110,078
Construction in progress	20,067	18,970
<b>Total property, plant and equipment</b>	<b>585,995</b>	<b>589,264</b>
<b>Intangible assets</b>		
Goodwill	107,351	107,072
Software	11,664	11,736
<b>Total intangible assets</b>	<b>119,016</b>	<b>118,809</b>
<b>Investments and other assets</b>		
Investment securities	1,100,466	907,524
Long-term loans receivable	5,809	5,954
Deferred tax assets	11,405	11,578
Other investments and other assets	128,740	126,534
Allowance for doubtful accounts	(214)	(199)
<b>Total investments and other assets</b>	<b>1,246,207</b>	<b>1,051,391</b>
<b>Total fixed assets</b>	<b>1,951,218</b>	<b>1,759,464</b>
<b>Total assets</b>	<b>2,578,120</b>	<b>2,327,432</b>

(Million yen)

	FY2010 First Quarter (As of June 30, 2009)	FY2009 (As of March 31, 2009)
<b>Liabilities</b>		
<b>Current liabilities</b>		
Trade notes and accounts payable	109,602	104,658
Short-term loans payable	65,483	63,187
Commercial papers	23,534	26,356
Current portion of bonds	20,794	32,072
Accounts payable-other	15,494	25,349
Income taxes payable	4,906	7,570
Deferred tax liabilities	161	249
Provision for directors' bonuses	82	214
Other current liabilities	164,967	154,720
<b>Total current liabilities</b>	<b>405,026</b>	<b>414,379</b>
<b>Long-term liabilities</b>		
Bonds payable	281,878	231,501
Long-term loans payable	293,076	285,340
Lease obligations	113,000	104,245
Deferred tax liabilities	329,263	252,209
Provision for retirement benefits	42,696	44,055
Other long-term liabilities	13,379	18,029
<b>Total long-term liabilities</b>	<b>1,073,295</b>	<b>935,382</b>
<b>Total liabilities</b>	<b>1,478,322</b>	<b>1,349,762</b>
<b>Net assets</b>		
<b>Shareholders' equity</b>		
Capital stock	80,462	80,462
Capital surplus	106,180	106,180
Retained earnings	409,061	412,294
Treasury stock	(50,678)	(50,672)
<b>Total shareholders' equity</b>	<b>545,025</b>	<b>548,264</b>
<b>Valuation and translation adjustments</b>		
Valuation difference on available-for-sale securities	508,508	392,489
Deferred gains or losses on hedges	(27)	24
Foreign currency translation adjustment	(983)	(10,048)
<b>Total valuation and translation adjustments</b>	<b>507,497</b>	<b>382,466</b>
Subscription rights to shares	1,362	1,224
Minority interests	45,912	45,715
<b>Total net assets</b>	<b>1,099,797</b>	<b>977,670</b>
<b>Total liabilities and net assets</b>	<b>2,578,120</b>	<b>2,327,432</b>



## (2) Quarterly Consolidated Statements of Income

(Million yen)

	FY2009 First Quarter (April 1, 2008 - June 30, 2008)	FY2010 First Quarter (April 1, 2009 - June 30, 2009)
<b>Net sales</b>	<b>469,180</b>	<b>288,781</b>
Cost of sales	398,957	258,798
<b>Gross profit</b>	<b>70,222</b>	<b>29,982</b>
Selling, general and administrative expenses	57,404	39,570
<b>Operating income (loss)</b>	<b>12,818</b>	<b>(9,587)</b>
<b>Non-operating income</b>		
Interest income	2,392	2,783
Dividends income	20,068	9,085
Other non-operating income	2,214	2,330
<b>Total non-operating income</b>	<b>24,675</b>	<b>14,199</b>
<b>Non-operating expenses</b>		
Interest expenses	3,331	4,653
Other non-operating expenses	2,421	2,077
<b>Total non-operating expenses</b>	<b>5,752</b>	<b>6,730</b>
<b>Ordinary income (loss)</b>	<b>31,741</b>	<b>(2,118)</b>
<b>Income (Loss) before income taxes and minority interests</b>	<b>31,741</b>	<b>(2,118)</b>
Income taxes-current	11,999	686
Income taxes-deferred	(2,108)	(2,593)
Total income taxes	9,890	(1,907)
Minority interests in income (loss)	723	(96)
<b>Net income (loss)</b>	<b>21,127</b>	<b>(114)</b>

(3) Note on premise of going concern : No

(4) Segment Information

① Busuiness segment information

FY2009 First Quarter (April 1, 2008 - June 30, 2008)

(Million yen)

	Automobile	Materials handling equipment	Logistics	Textile machinery	Others	Total	Eliminations	Consolidated
Net sales								
(1) Outside customer sales	225,908	183,757	30,455	16,439	12,619	469,180	-	469,180
(2) Inter-segment transactions	6,133	216	1,980	0	4,411	12,742	(12,742)	-
Total	232,042	183,974	32,435	16,440	17,030	481,923	(12,742)	469,180
Operating income (loss)	4,883	6,210	569	1,132	(23)	12,772	46	12,818

FY2010 First Quarter (April 1, 2009 - June 30, 2009)

(Million yen)

	Automobile	Materials handling equipment	Logistics	Textile machinery	Others	Total	Eliminations	Consolidated
Net sales								
(1) Outside customer sales	146,985	103,531	26,722	2,363	9,179	288,781	-	288,781
(2) Inter-segment transactions	2,175	198	1,188	17	2,918	6,498	(6,498)	-
Total	149,160	103,729	27,910	2,380	12,098	295,279	(6,498)	288,781
Operating income (loss)	(4,941)	(5,159)	684	(904)	575	(9,744)	157	(9,587)

(Notes) 1. Business segments are divided by the type and nature of the product.

2. Main products of each segment:

Automobile .....	Passenger vehicles, diesel and gasoline engines, car air-conditioning compressors, foundry parts, electronics components
Materials handling equipment ...	Counterbalanced lift trucks, warehouse trucks, automated storage and retrieval systems, truck mount aerial work platforms
Logistics .....	Transportation services, logistics planning, operation of distribution centers, collection and delivery of cash and management of sales proceeds,
Textile machinery .....	secure storage, management, collection and delivery of corporate documents
Others .....	Air-jet looms, water-jet looms, ring spinning frames Semiconductor package substrates

② Geographical segment information

FY2009 First Quarter (April 1, 2008 - June 30, 2008)

(Million yen)

	Japan	North America	Europe	Others	Total	Eliminations	Consolidated
Net sales							
(1) Outside customer sales	312,455	56,607	84,716	15,401	469,180	-	469,180
(2) Inter-segment transactions	28,965	458	1,940	1,843	33,207	(33,207)	-
Total	341,421	57,066	86,656	17,244	502,388	(33,207)	469,180
Operating income	9,297	150	1,812	1,141	12,402	416	12,818

FY2010 First Quarter (April 1, 2009 - June 30, 2009)

(Million yen)

	Japan	North America	Europe	Others	Total	Eliminations	Consolidated
Net sales							
(1) Outside customer sales	195,645	32,048	51,360	9,727	288,781	-	288,781
(2) Inter-segment transactions	14,774	337	851	904	16,867	(16,867)	-
Total	210,419	32,386	52,211	10,631	305,648	(16,867)	288,781
Operating income (loss)	(7,698)	(1,341)	(2,223)	587	(10,675)	1,088	(9,587)

③ Overseas sales

FY2009 First Quarter (April 1, 2008 - June 30, 2008)

(Million yen)

	North America	Europe	Others	Total
I Overseas sales	56,459	95,367	47,970	199,797
II Consolidated sales				469,180
III Ratio of overseas sales to consolidated sales	12.1%	20.3%	10.2%	42.6%

FY2010 First Quarter (April 1, 2009 - June 30, 2009)

(Million yen)

	North America	Europe	Others	Total
I Overseas sales	32,123	56,452	18,434	107,010
II Consolidated sales				288,781
III Ratio of overseas sales to consolidated sales	11.1%	19.6%	6.4%	37.1%

(5) Note on significant changes in the amount of shareholders' equity

During the first quarter of fiscal 2010 (the three months from April 1 to June 30, 2009), Toyota Industries Corporation paid dividends of 3,115 million yen from retained earnings.