

## FINANCIAL SUMMARY for FY2016 (April 1, 2015 - March 31, 2016)

### 1. Consolidated financial results

(Billion yen)

	FY2015		FY2016		Change		FY2017 forecast	Change	
	April 2014 - March 2015		April 2015 - March 2016		Amount	%			April 2016 - March 2017
Net sales	Profit ratio	2,166.6	Profit ratio	2,228.9	62.3	2.9	Profit ratio	2,200.0	(1.3)
Operating profit	5.4%	117.5	5.7%	127.9	10.4	8.8	5.5%	120.0	(6.2)
Ordinary profit	7.9%	170.8	8.3%	185.3	14.5	8.5	8.0%	177.0	(4.5)
Profit attributable to owners of the parent	5.3%	115.2	8.2%	183.0	67.8	58.8	5.5%	120.0	(34.4)
Earnings per share		¥367.06		¥582.58	¥215.52			¥381.89	
Cash Dividends per share [Year-end]		¥110		¥120	¥10 [¥-]			¥120	[¥60]
Payout ratio		30.0%		20.6%				31.4%	
Investments in tangible assets		126.3		75.4	(50.9)	(40.3)		100.0	32.6
Depreciation		70.7		77.3	6.6	9.3		79.0	2.1
	(As of March 31, 2015)		(As of March 31, 2016)						
Total assets		4,650.8		4,199.1	(451.7)	(9.7)			
Total net assets		2,425.9		2,113.9	(312.0)	(12.9)			
Total net assets per share		¥7,500.16		¥6,481.97	(¥1,018.19)				
Equity ratio		50.7%		48.5%					
Consolidated subsidiaries		214 companies		214 companies					
Exchange rate	¥/US\$	110		120	10			105	
	¥/Euro	139		133	(6)			120	

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

### 2. Segment information

Net sales / [Operating profit]

(Billion yen)

	FY2015		FY2016		Change		FY2017 forecast	Change	
	April 2014 - March 2015		April 2015 - March 2016		Amount	%			April 2016 - March 2017
	Sales distribution ratio		Sales distribution ratio				Sales distribution ratio		
Vehicle	21.2%	459.0	21.5%	480.0	21.0	4.6	24.3%	535.0	11.4
Engine	8.9%	192.0	7.1%	158.2	(33.8)	(17.6)	7.3%	160.0	1.1
Car air-conditioning compressor	15.0%	324.6	15.4%	342.6	18.0	5.6	15.0%	330.0	(3.7)
Electronics parts, foundry and others	3.4%	74.9	2.9%	64.8	(10.1)	(13.4)	3.2%	70.0	7.9
Automobile total	48.5%	1,050.7	46.9%	1,045.7	(5.0)	(0.5)	49.8%	1,095.0	4.7
		[ 35.9]		[ 33.3]	[ (2.6)]				
Materials handling equipment	42.7%	924.9	45.0%	1,004.1	79.2	8.6	45.0%	990.0	(1.4)
		[ 68.8]		[ 79.7]	[ 10.9]				
Logistics	4.5%	98.0	3.9%	86.9	(11.1)	(11.3)	(-%)	(-)	(-)
		[ 6.2]		[ 5.2]	[ (1.0)]				
Textile machinery	3.1%	68.1	2.9%	65.6	(2.5)	(3.7)	2.5%	56.0	(14.7)
		[ 2.6]		[ 4.1]	[ 1.5]				
Others	1.2%	24.7	1.3%	26.4	1.7	6.7	2.7%	59.0	123.3
		[ 3.7]		[ 4.8]	[ 1.1]				
Total	100.0%	2,166.6	100.0%	2,228.9	62.3	2.9	100.0%	2,200.0	(1.3)
		[ 117.5]		[ 127.9]	[ 10.4]				

(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.

### 3. Unit sales

(Thousand units)

	FY2015	FY2016	Change	FY2017	Change
	RAV4	205	201	(4)	207
Vitz (Yaris)	103	92	(11)	93	1
Vehicle total	308	293	(15)	300	7
Diesel	355	242	(113)	283	41
Gasoline	213	192	(21)	217	25
Engine total	568	434	(134)	500	66
Car air-conditioning compressor *	2,932	3,037	105	3,230	193
Materials handling equipment	222	239	17	244	5
Air-jet loom	5.8	6.2	0.4	5.0	(1.2)

### 4. Changes in ordinary profit

(Billion yen)

Cost reduction	14.5
Increase in sales	12.6
Positive impact of exchange rate fluctuations	6.3
Non-operating profit and non-operating expenses	4.1
<b>Increases total</b>	<b>37.5</b>
Increase in labor costs	(11.4)
Increase in depreciation	(6.6)
Increase in expenses	(5.0)
<b>Decreases total</b>	<b>(23.0)</b>
<b>Total changes in ordinary profit</b>	<b>14.5</b>

\*(Note) The unit for unit sales of car air-conditioning compressor is ten thousand.

English translation from the original Japanese-language document