

# FY2013 Financial Results



CROWN ATHLETE

**Toyota Motor Corporation**  
**May 8, 2013**

# Cautionary Statement with Respect to Forward-Looking Statements

This presentation contains forward-looking statements that reflect Toyota's plans and expectations. These forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors that may cause Toyota's actual results, performance, achievements or financial position to be materially different from any future results, performance, achievements or financial position expressed or implied by these forward-looking statements. These factors include, but are not limited to: (i) the impact of natural calamities including the negative effect on Toyota's vehicle production and sales; (ii) changes in economic conditions and market demand affecting, and the competitive environment in, the automotive markets in Japan, North America, Europe, Asia and other markets in which Toyota operates; (iii) fluctuations in currency exchange rates, particularly with respect to the value of the Japanese yen, the U.S. dollar, the euro, the Australian dollar, the Canadian dollar and the British pound, and interest rates fluctuations; (iv) changes in funding environment in financial markets and increased competition in the financial services industry; (v) Toyota's ability to market and distribute effectively; (vi) Toyota's ability to realize production efficiencies and to implement capital expenditures at the levels and times planned by management; (vii) changes in the laws, regulations and government policies in the markets in which Toyota operates that affect Toyota's automotive operations, particularly laws, regulations and government policies relating to vehicle safety including remedial measures such as recalls, trade, environmental protection, vehicle emissions and vehicle fuel economy, as well as changes in laws, regulations and government policies that affect Toyota's other operations, including the outcome of current and future litigation and other legal proceedings, government proceedings and investigations; (viii) political and economic instability in the markets in which Toyota operates; (ix) Toyota's ability to timely develop and achieve market acceptance of new products that meet customer demand; (x) any damage to Toyota's brand image; (xi) Toyota's reliance on various suppliers for the provisions of supplies; (xii) increases in prices of raw materials; (xiii) Toyota's reliance on various digital and information technologies; and (xiv) fuel shortages or interruptions in electricity, transportation systems, labor strikes, work stoppages or other interruptions to, or difficulties in, the employment of labor in the major markets where Toyota purchases materials, components and supplies for the production of its products or where its products are produced, distributed or sold.

# Caution concerning Insider Trading

A discussion of these and other factors which may affect Toyota's actual results, performance, achievements or financial position is contained in Toyota's annual report on Form 20-F, which is on file with the United States Securities and Exchange Commission.

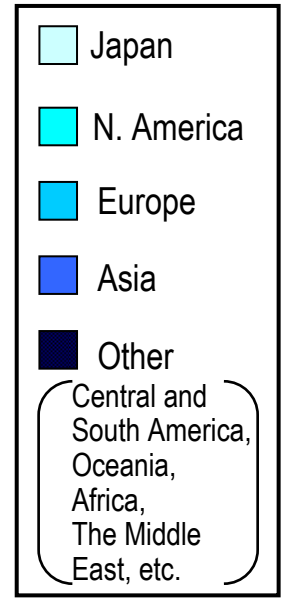
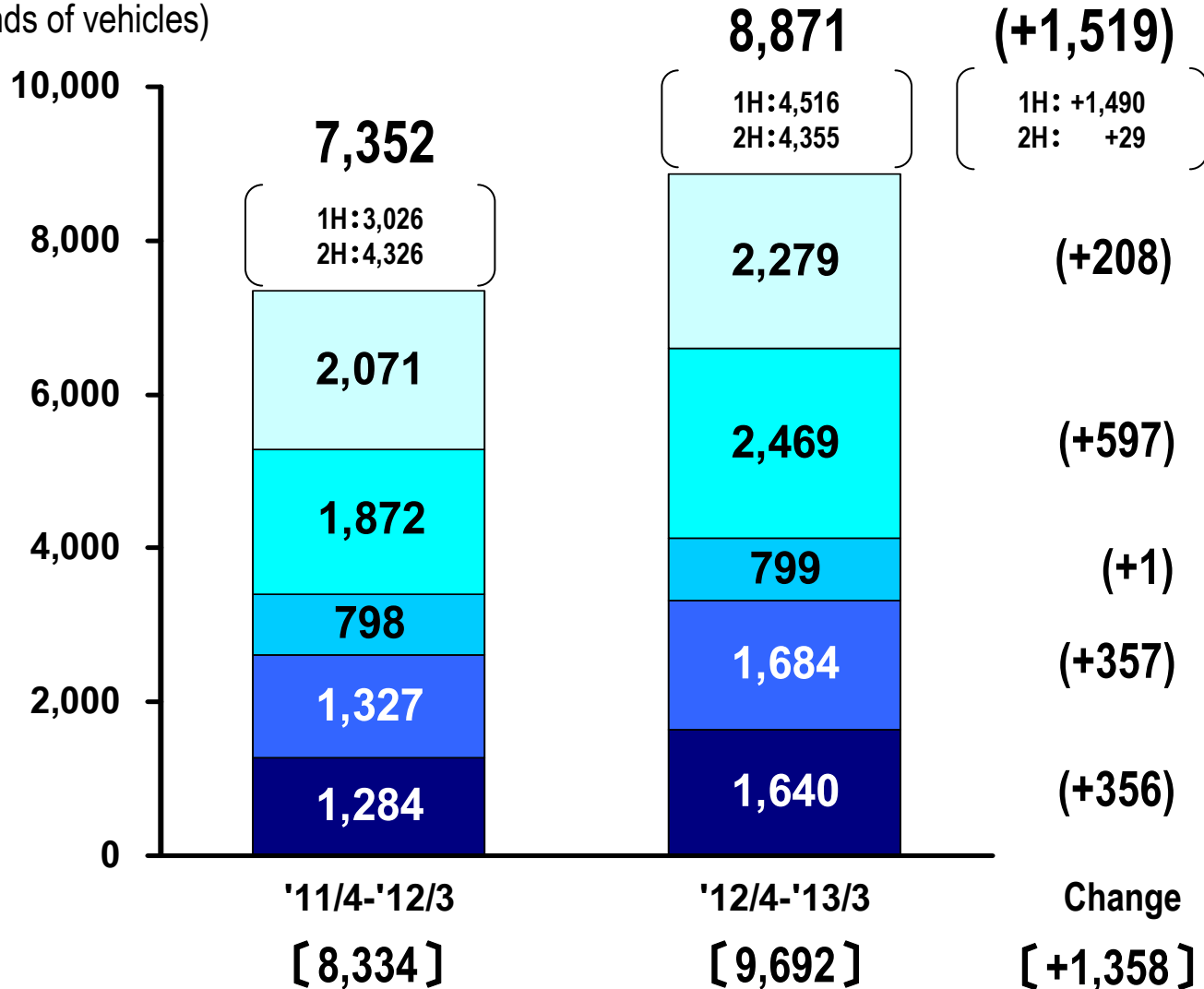
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**FY2013**

**Financial Results**

# Consolidated Vehicle Sales

(thousands of vehicles)



Figures in "[ ]" show total retail vehicle sales in thousands

# Consolidated Financial Summary

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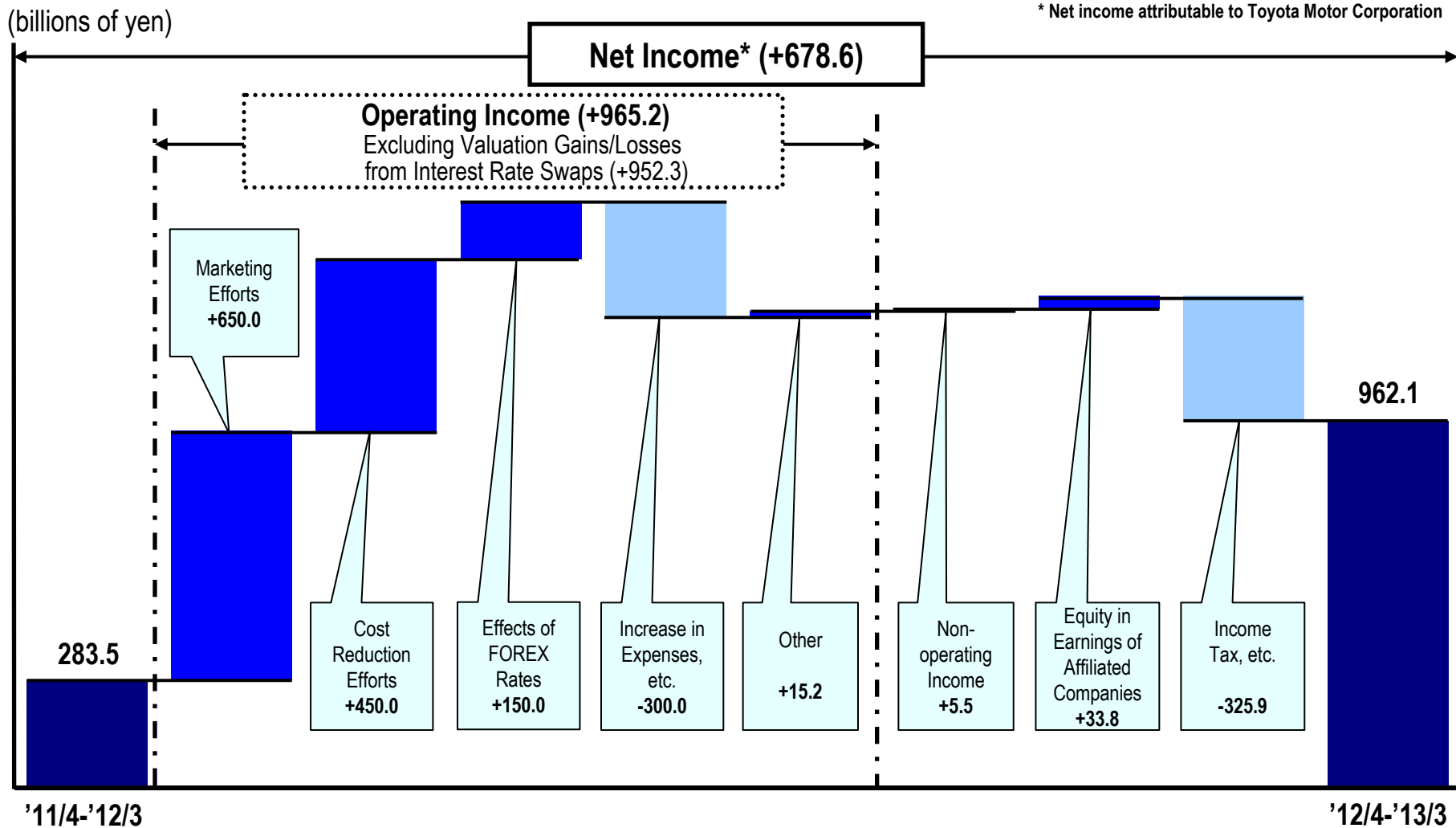
(billions of yen)

		<b>FY2013</b> (*12/4-'13/3)	<b>FY2012</b> (*11/4-'12/3)	<b>Change</b>	
<b>Net Revenues</b>		<b>22,064.1</b>	<b>18,583.6</b>	<b>3,480.5</b>	<b>18.7%</b>
<b>Operating Income</b>		<b>1,320.8</b>	<b>355.6</b>	<b>965.2</b>	<b>271.4%</b>
Income before income taxes and equity in earnings of affiliated companies		<b>1,403.6</b>	<b>432.8</b>	<b>970.7</b>	<b>224.3%</b>
<b>Net Income</b> *		<b>962.1</b>	<b>283.5</b>	<b>678.6</b>	<b>239.3%</b>
<b>FOREX Rates</b>	<b>\$</b>	<b>83 yen</b>	<b>79 yen</b>	<b>+4 yen</b>	
	<b>€</b>	<b>107 yen</b>	<b>109 yen</b>	<b>-2 yen</b>	

\* Net income attributable to Toyota Motor Corporation

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# Analysis of Consolidated Net Income\*



Details of Increase in Expenses, etc.

Labor Costs	-70.0
R&D Expenses	-20.0

Depreciation and CAPEX-related Costs	+20.0
Other	-230.0

Details of Other

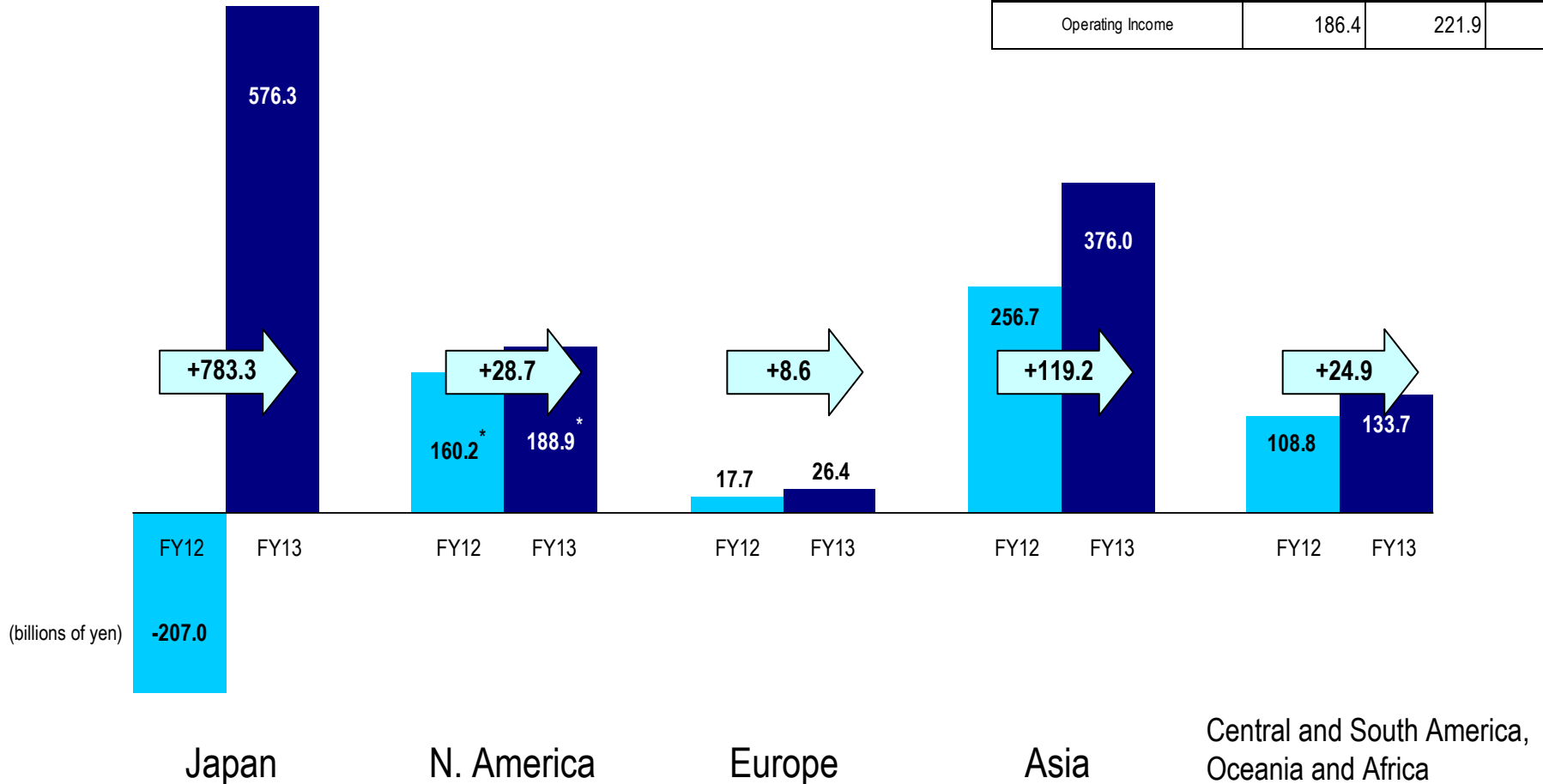
Valuation Gains/Losses from Interest Rate Swaps	+12.9
Translational FOREX Impact concerning overseas subsidiaries etc.	+2.3

# Geographic Operating Income

\* N. America excludes Valuation Gains/Losses from Interest Rate Swaps

(billions of yen)

North America	FY12	FY13	Change
Operating Income Excluding Valuation Gains/Losses from Interest Rate Swaps	160.2	188.9	28.7
Valuation Gains/Losses from Interest Rate Swaps	26.2	33.0	6.8
Operating Income	186.4	221.9	35.5



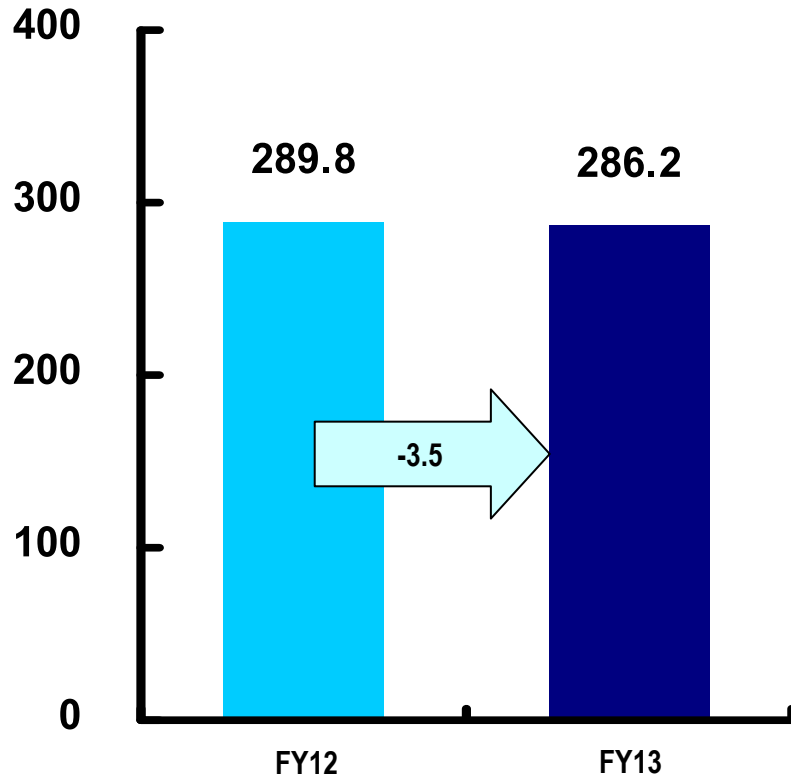


# Financial Services Operating income

Excluding Valuation Gains/Losses  
from Interest Rate Swaps

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(billions of yen)

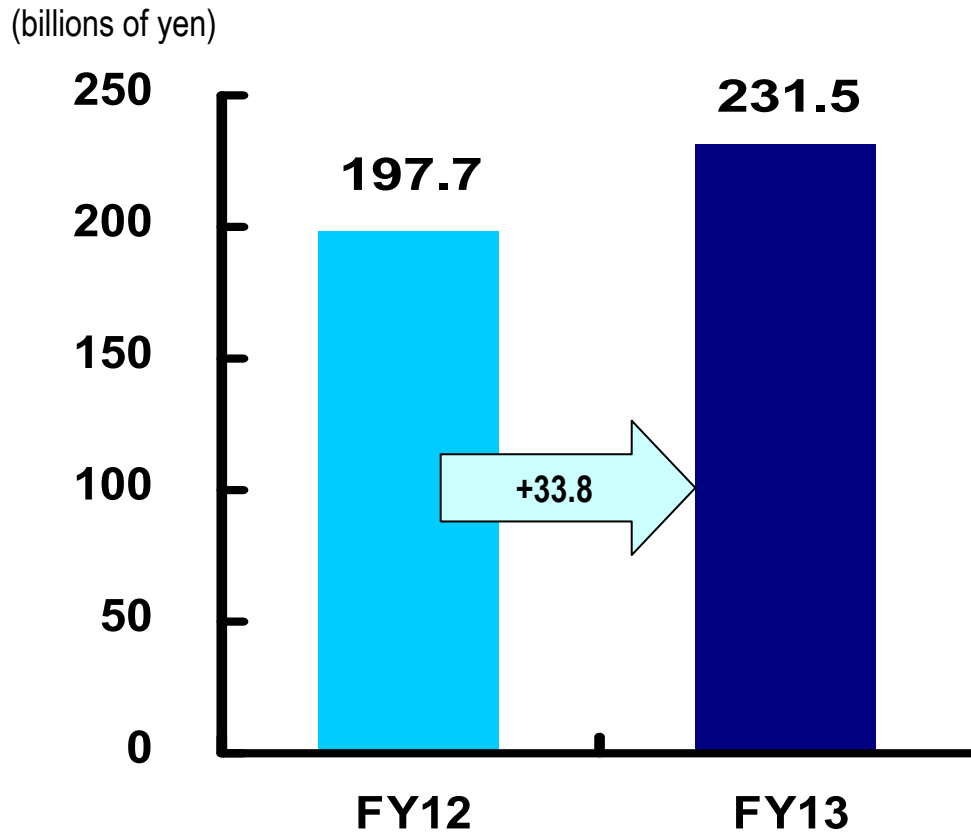


(billions of yen)

	FY12	FY13	Change
Operating Income Excluding Valuation Gains/Losses from Interest Rate Swaps	289.8	286.2	-3.5
Valuation Gains/Losses from Interest Rate Swaps	16.5	29.5	12.9
Operating Income	306.4	315.8	9.3

Earnings level maintained as increased lending balance offset decreased reversal of provision.

# Equity in Earnings of Affiliated Companies



Equity in earnings increased due to increased earnings of affiliated companies in Japan.

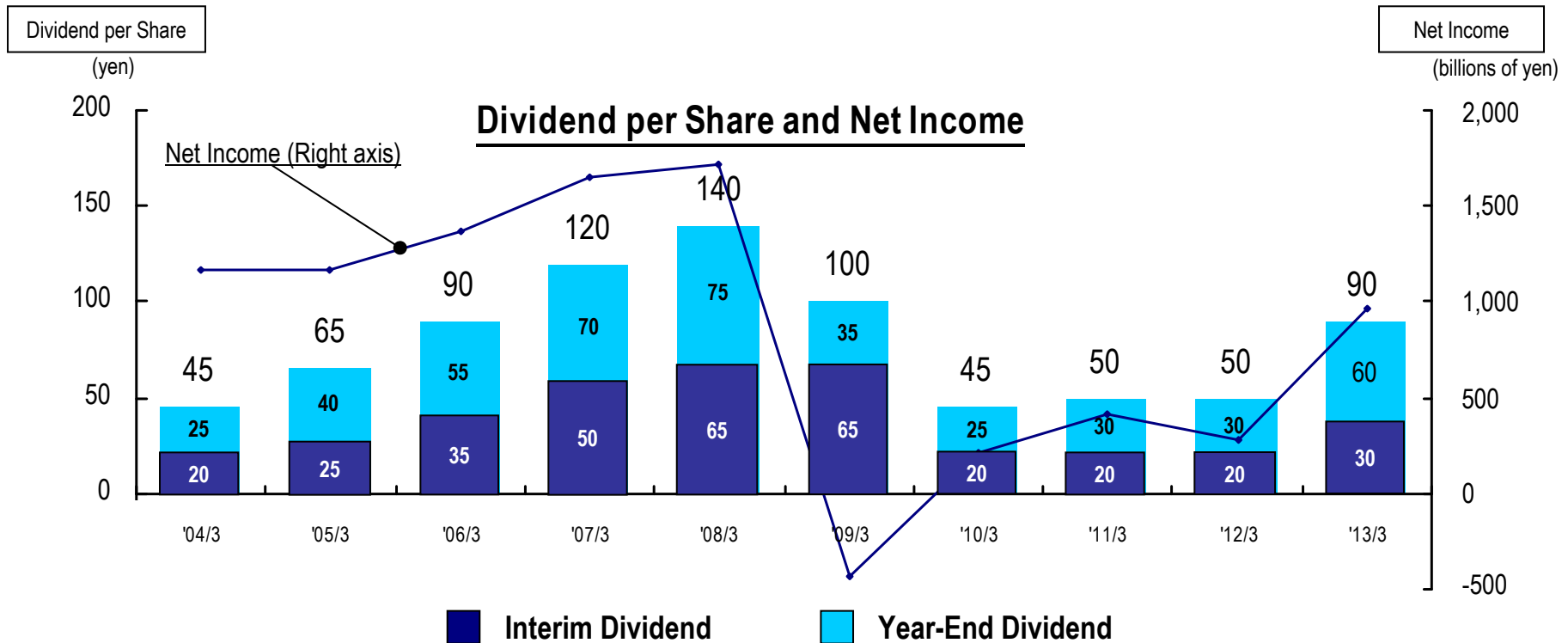
# Unconsolidated Financial Summary (Japan GAAP) 11

(billions of yen)

	<b>FY2013</b> ( <i>'12/4-'13/3</i> )	<b>FY2012</b> ( <i>'11/4-'12/3</i> )	<b>Change</b>	
<b>Net Revenues</b>	<b>9,755.9</b>	<b>8,241.1</b>	<b>1,514.7</b>	<b>18.4%</b>
<b>Operating Income</b>	<b>242.1</b>	<b>-439.8</b>	<b>681.9</b>	<b>-</b>
<b>Ordinary Income</b>	<b>856.1</b>	<b>23.0</b>	<b>833.0</b>	<b>-</b>
<b>Net Income</b>	<b>697.7</b>	<b>35.8</b>	<b>661.9</b>	<b>-</b>

# Shareholder Return

**Full-Year Dividend : 90 yen per Share**  
**(Total Amount of Payout : 285.0 billion yen)**

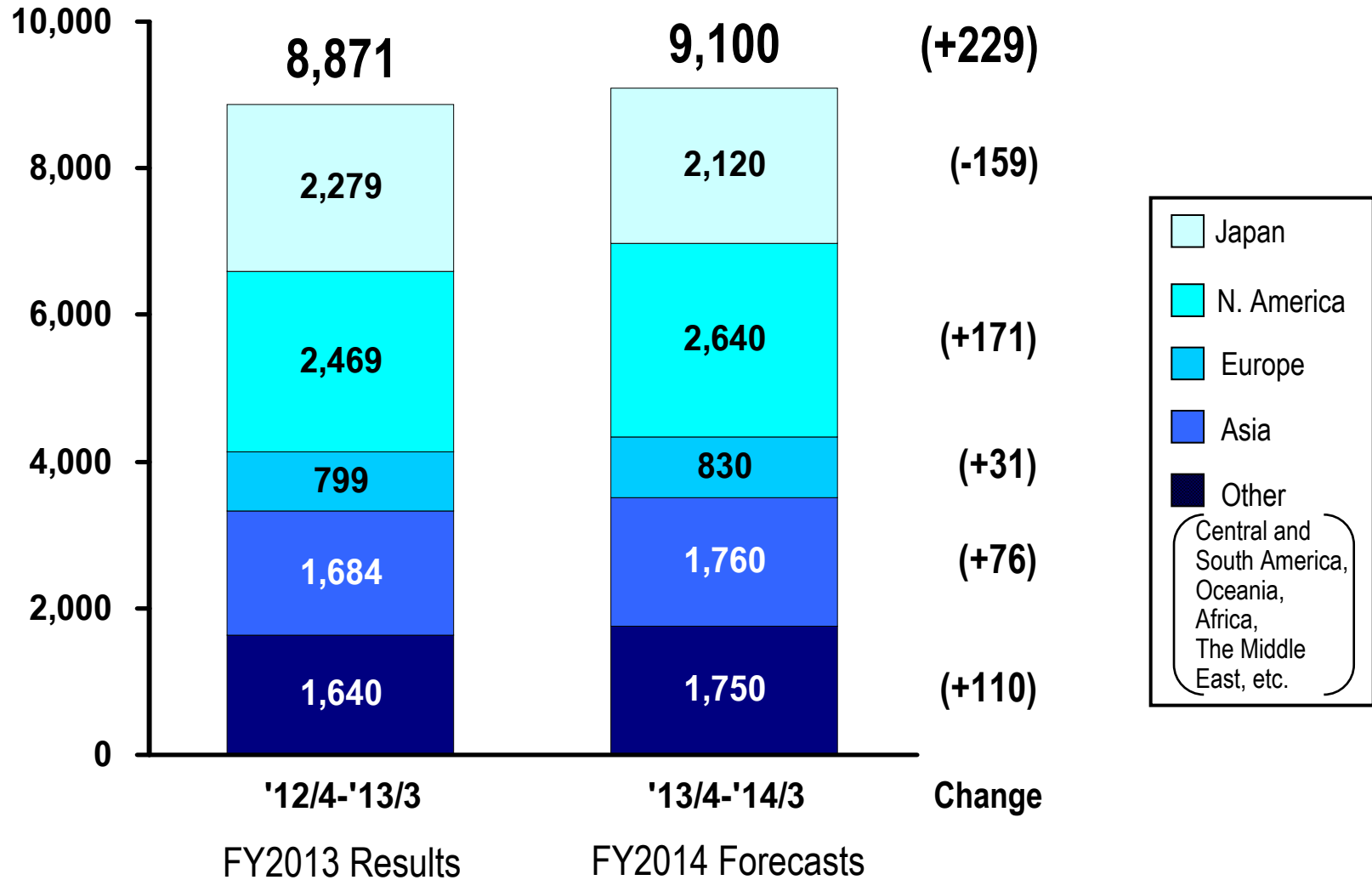


**FY2014**

**Financial Forecasts**

# FY2014 Forecasts: Consolidated Vehicle Sales

(thousands of vehicles)



# FY2014 Forecasts: Consolidated Financial Summary

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(billions of yen)

		<b>FY2014 Forecasts</b> (*13/4-'14/3)	<b>FY2013 Results</b> (*12/4-'13/3)	<b>Change</b>
<b>Net Revenues</b>		<b>23,500.0</b>	<b>22,064.1</b>	<b>1,435.9</b>
<b>Operating Income</b>		<b>1,800.0</b>	<b>1,320.8</b>	<b>479.2</b>
Income before income taxes and equity in earnings of affiliated companies		<b>1,890.0</b>	<b>1,403.6</b>	<b>486.4</b>
<b>Net Income *</b>		<b>1,370.0</b>	<b>962.1</b>	<b>407.9</b>
<b>FOREX Rates</b>	<b>\$</b>	<b>90 yen</b>	<b>83 yen</b>	<b>+7 yen</b>
	<b>€</b>	<b>120 yen</b>	<b>107 yen</b>	<b>+13 yen</b>

\* Net income attributable to Toyota Motor Corporation

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# Analysis of FY2014 Forecasts: Consolidated Operating Income (vs. FY2013 Results)

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(billions of yen)

## Operating Income

FY2013 Results('12/4-'13/3)		1,320.8
Positive Factors	Effects of FOREX Rates	+400.0
	Cost Reduction Efforts	+160.0
	Marketing Efforts	+80.0
	Financial Services	-30.0
	Total	+640.0
Negative Factors	Increase in Expenses, etc.	-160.8
	FX Effects at Overseas Subsidiaries (translational)	+60.0
	Total	-160.8
Grand Total		+479.2
FY2014 Forecasts('13/4-'14/3)		1,800.0



# FY2014 Consolidated Forecasts: CAPEX, Depreciation, R&D

17

(billions of yen)

	<b>FY2014 Forecasts</b> ( <sup>'13/4</sup> - <sup>'14/3</sup> )	<b>FY2013 Results</b> ( <sup>'12/4</sup> - <sup>'13/3</sup> )	<b>Change</b>
<b>Capital Expenditures</b>	<b>910.0</b>	<b>852.7</b>	<b>57.3</b>
<b>Depreciation Expenses</b>	<b>750.0</b>	<b>727.3</b>	<b>22.7</b>
<b>R&amp;D Expenses</b>	<b>890.0</b>	<b>807.4</b>	<b>82.6</b>

# FY2013 Financial Results



**LEXUS IS350**  
( North American International Auto  
Show 2013 exhibition car )

**Toyota Motor Corporation**  
**May 8, 2013**

(Reference)

# FY2014 Unconsolidated Forecasts (Japan GAAP)

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(billions of yen)

	<b>FY2014 Forecasts</b> ('13/4-'14/3)	<b>FY2013 Results</b> ('12/4-'13/3)	<b>Change</b>
<b>Net Revenues</b>	<b>9,800.0</b>	<b>9,755.9</b>	<b>44.1</b>
<b>Operating Income</b>	<b>600.0</b>	<b>242.1</b>	<b>357.9</b>
<b>Ordinary Income</b>	<b>1,210.0</b>	<b>856.1</b>	<b>353.9</b>
<b>Net Income</b>	<b>990.0</b>	<b>697.7</b>	<b>292.3</b>

(Reference)

## FY2014 Forecasts: Vehicle Production and Sales

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(thousands of vehicles)

			FY2014 Forecasts ( <sup>'13/4</sup> - <sup>'14/3</sup> )	FY2013 Results ( <sup>'12/4</sup> - <sup>'13/3</sup> )
T o y o t a  &  L e x u s	Vehicle Production	Japan	3,250	3,369
		Overseas	5,800	5,195
		Total	9,050	8,564
	Vehicle Sales	Japan* <sup>1</sup>	1,450 * <sup>1</sup>	1,612 * <sup>1</sup>
		Overseas	7,650	7,073
		Total	9,100	8,685
	Exports		1,850	1,923
<b>Total Retail Sales*<sup>2</sup></b>			<b>10,100 *<sup>2</sup></b>	<b>9,692 *<sup>2</sup></b>

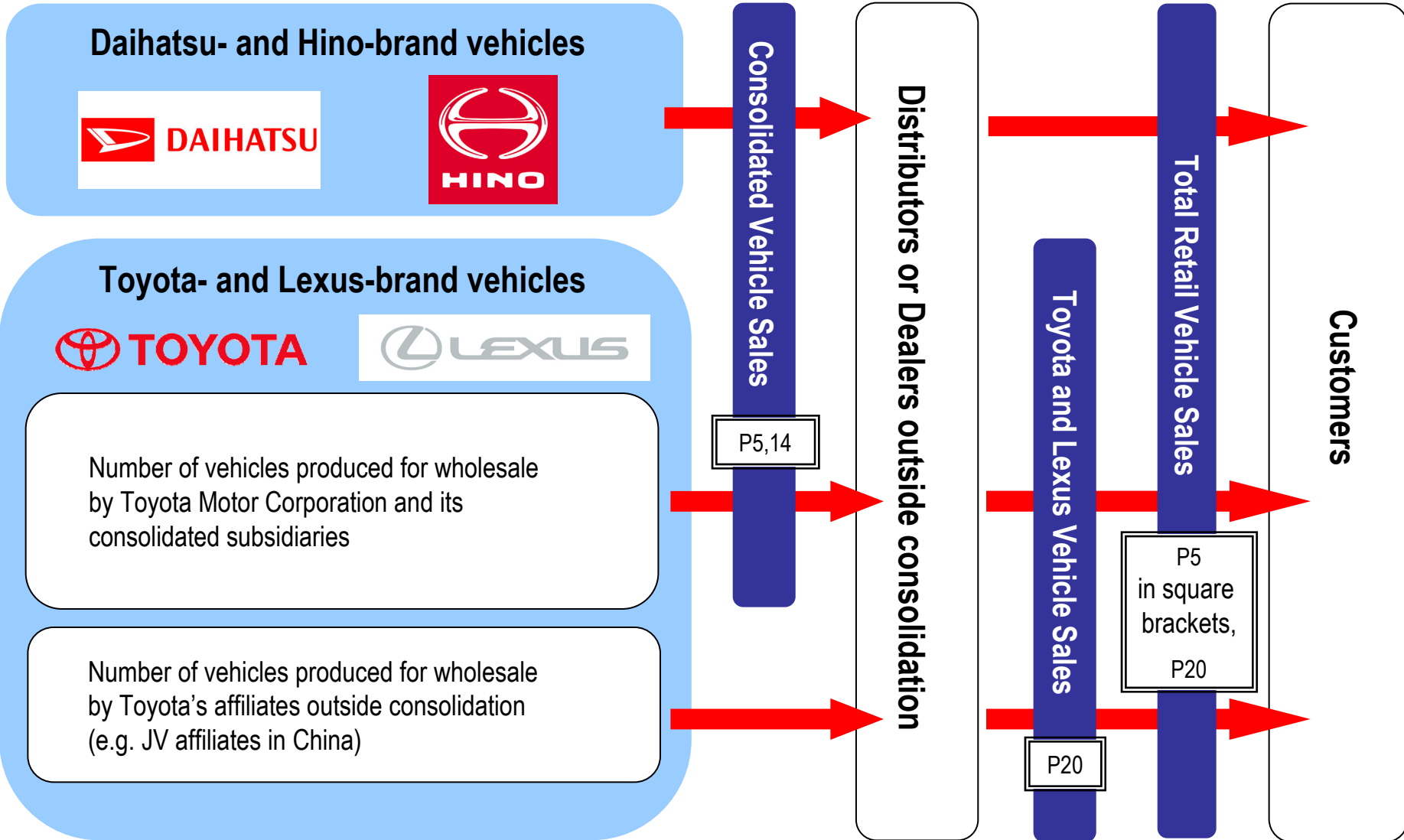
\*1 Shows retail vehicle sales

\*2 Including Daihatsu- and Hino-brand

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# (Reference)

## Definitions of Consolidated and Retail Vehicle Sales



\*There are a limited number of exceptional cases where sales are made other than in accordance with the flowchart above.