

FY2014 Financial Results



Camry
(NY International Auto
Show 2014 exhibition car)

Toyota Motor Corporation

May 8, 2014

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) 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; (ii) 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 Russian ruble, the Canadian dollar and the British pound, and interest rates fluctuations; (iii) changes in funding environment in financial markets and increased competition in the financial services industry; (iv) Toyota's ability to market and distribute effectively; (v) Toyota's ability to realize production efficiencies and to implement capital expenditures at the levels and times planned by management; (vi) 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; (vii) political and economic instability in the markets in which Toyota operates; (viii) Toyota's ability to timely develop and achieve market acceptance of new products that meet customer demand; (ix) any damage to Toyota's brand image; (x) Toyota's reliance on various suppliers for the provision of supplies; (xi) increases in prices of raw materials; (xii) Toyota's reliance on various digital and information technologies; (xiii) 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; and (xiv) the impact of natural calamities including the negative effect on Toyota's vehicle production and sales.

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.

Caution concerning Insider Trading

Under Japanese securities laws and regulations (the "Regulations"), subject to certain exceptions, any person who receives certain material information relating to the business, etc. of Toyota which may be contained in this document is prohibited from trading in Toyota's shares or certain other transactions related to such shares (as set forth in the Regulations) until such material information is deemed to be made public. Under the Regulations, material information is deemed to be made public when (i) such material information is notified to a stock exchange and is disclosed by ways of electromagnetic means as prescribed by the ordinance of the Cabinet Office (posting on the TDnet (Timely Disclosure Network) information service) or (ii) twelve (12) hours have elapsed since a listed company, such as Toyota, disclosed such material information to at least two (2) media sources as prescribed by the Regulations.

FY2014 Financial Results

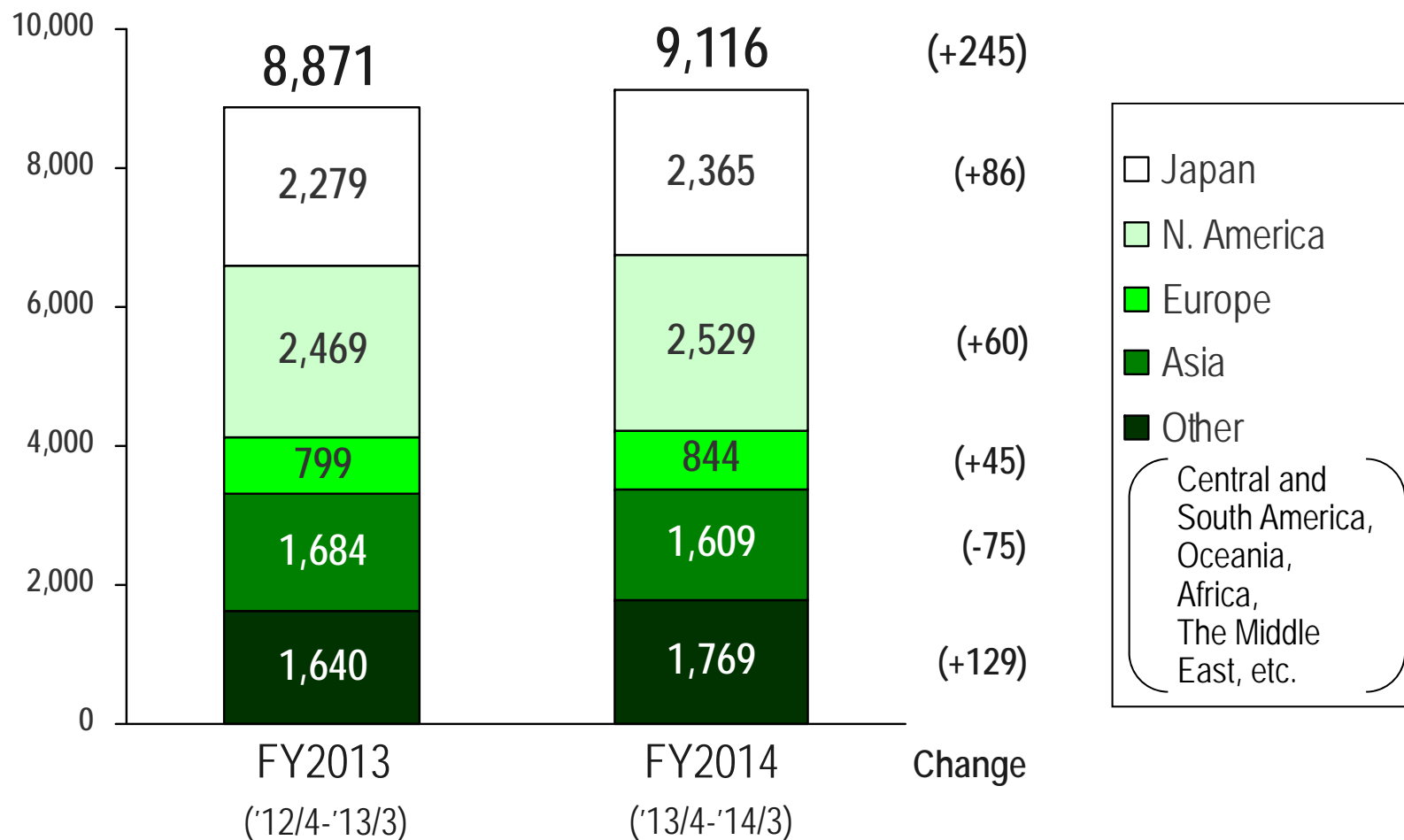


FY2014 Financial Performance

FY2015 Financial Forecasts

Consolidated Vehicle Sales

(thousands of vehicles)



Total retail vehicle sales in thousands	9,692	10,133	+441
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Consolidated Financial Summary

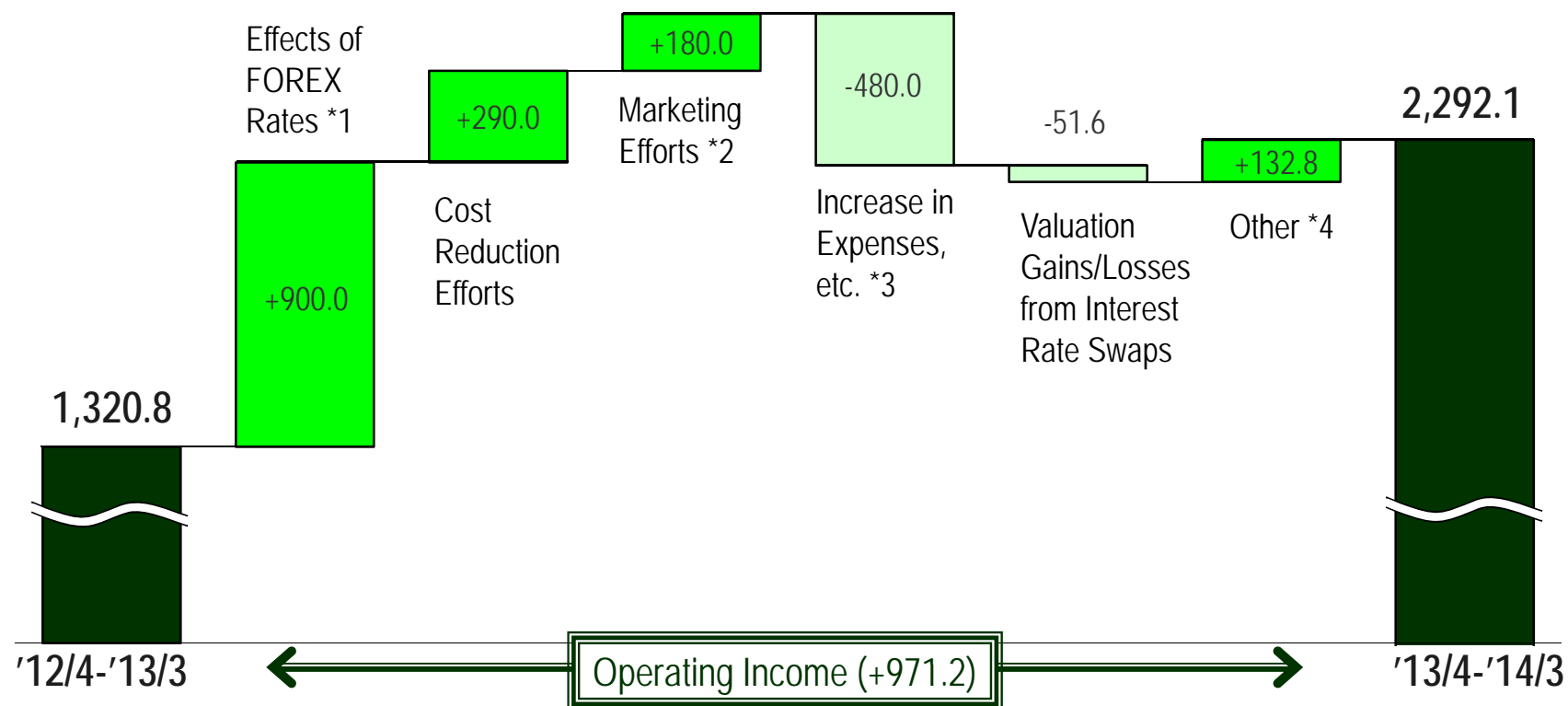
(billions of yen)

	FY2013 (¹² / ₄ - ¹³ / ₃)	FY2014 (¹³ / ₄ - ¹⁴ / ₃)	Change		
Net Revenues	22,064.1	25,691.9	+3,627.7	+16.4%	
Operating Income	1,320.8	2,292.1	+971.2	+73.5%	
Operating margin	6.0%	8.9%	-	-	
Income before income taxes and equity in earnings of affiliated companies	1,403.6	2,441.0	+1,037.4	+73.9%	
Net Income*	962.1	1,823.1	+860.9	+89.5%	
Net margin*	4.4%	7.1%	-	-	
Net income per share* (diluted)	303.78 yen	574.92 yen	+271.14 yen	-	
FOREX Rates	US\$	83 yen	100 yen	+17 yen	-
	€	107 yen	134 yen	+27 yen	-

* Net Income attributable to Toyota Motor Corporation

Analysis of Consolidated Operating Income

(billions of yen)



*1. Details by currency	
US\$	+710.0
€	+115.0
Other	+75.0

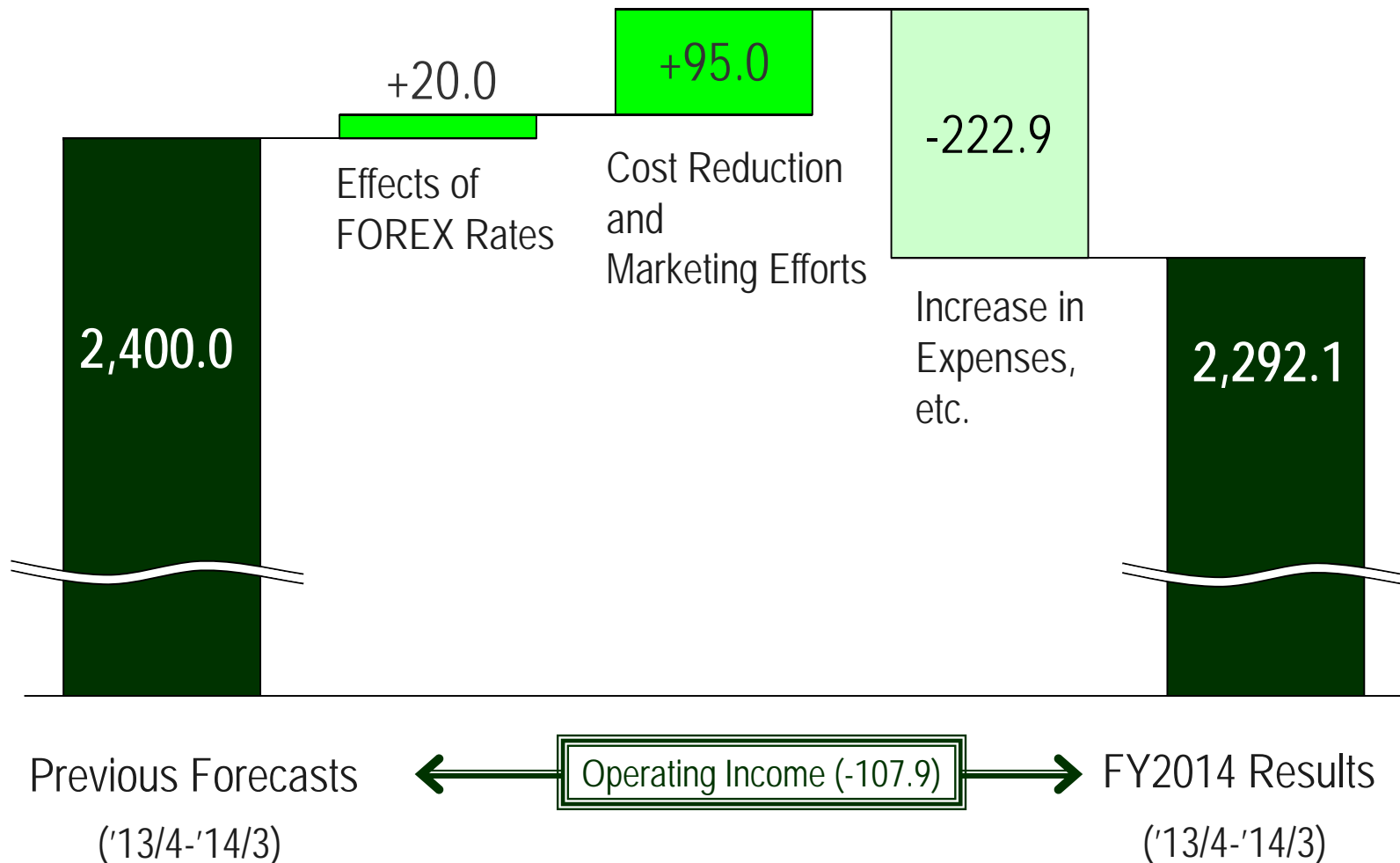
*2. Details	
Volume, Model Mix	+190.0
Financial Services	-10.0
Other	±0

*3. Details		
Labor Costs	-100.0	Depreciation and CAPEX-related Costs +10.0
R&D Expenses	-100.0	
		Other -290.0

*4. Details	
Translational FOREX Impact concerning overseas subsidiaries	+130.0
Other	+2.8

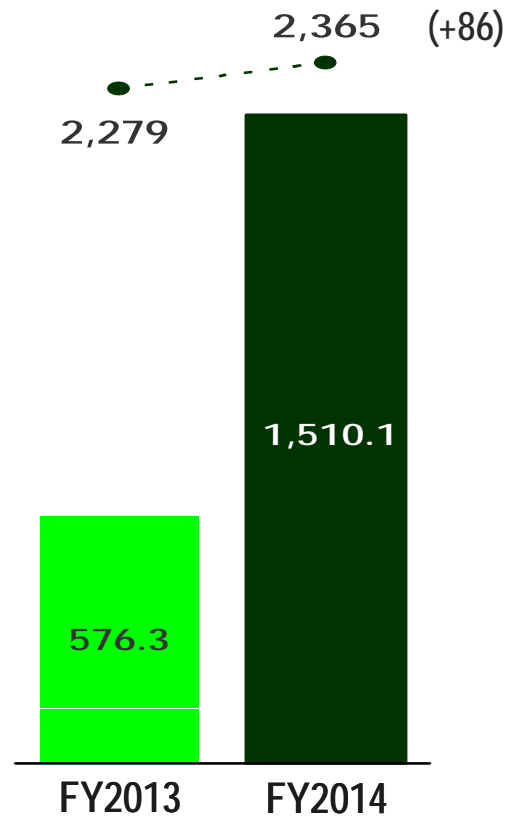
Analysis of Consolidated Operating Income (vs. Previous Forecasts)

(billions of yen)



Geographic Operating Income : Japan

- Operating Income (billions of yen)
- Consolidated Vehicle Sales (thousands of vehicles)



Operating Income Margin	FY2013	FY2014
	4.5%	10.6%

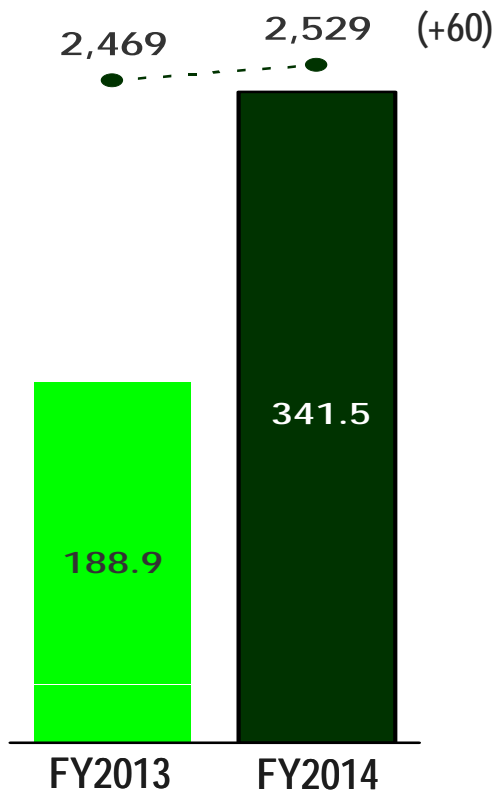
Operating Income
1,510.1 billion yen
 (+933.8 billion yen year on year)

Increased mainly due to favorable foreign exchange rates and cost reduction efforts



Geographic Operating Income : North America

- Operating Income (billions of yen)
 [Excluding Valuation Gains/Losses from Interest Rate Swaps]
- Consolidated Vehicle Sales (thousands of vehicles)



Operating Income
 <Excluding Valuation Gains/Losses from Interest Rate Swaps>
341.5 billion yen
 (+152.7 billion yen year on year)

Increased mainly due to cost reduction efforts and increased vehicle sales

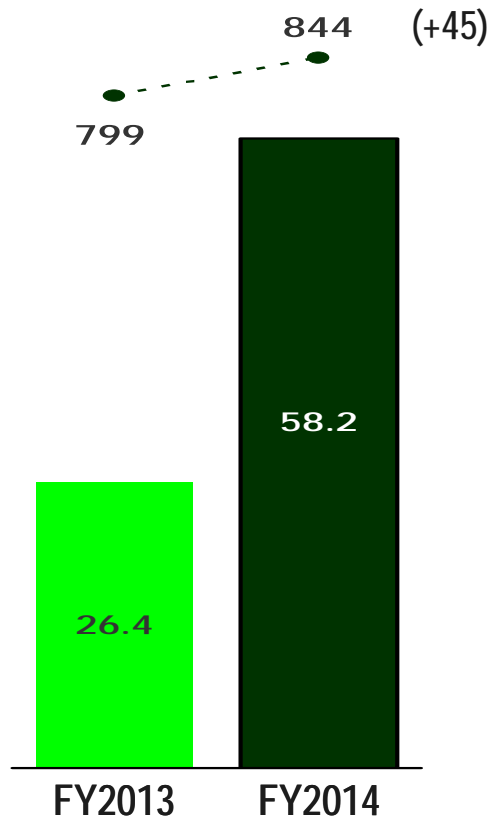
Operating Income Margin	3.0%	4.2%
Valuation Gains/Losses from Interest Rate Swaps	33.0 billion yen	-15.5 billion yen



Tundra

Geographic Operating Income : Europe

- Operating Income (billions of yen)
- Consolidated Vehicle Sales (thousands of vehicles)



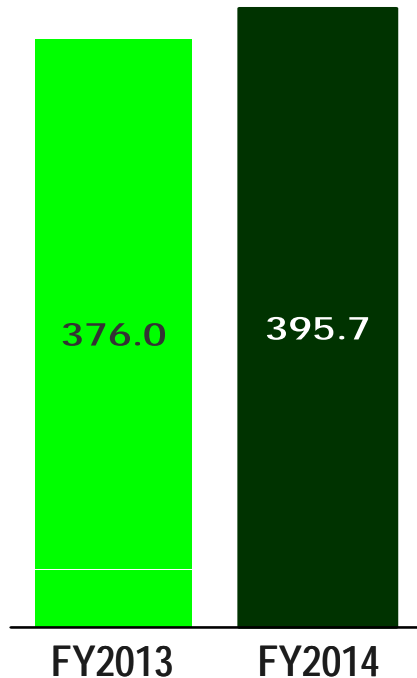
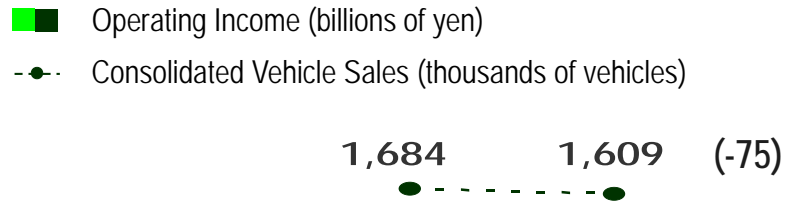
Operating Income
58.2 billion yen
 (+31.7 billion yen year on year)

Increased mainly due to increased vehicle sales and cost reduction efforts

Operating Income Margin	FY2013	FY2014
	1.3%	2.1%



Geographic Operating Income : Asia



	FY2013	FY2014
Operating Income Margin	8.6%	8.1%

Operating Income
395.7 billion yen
 (+19.6 billion yen year on year)

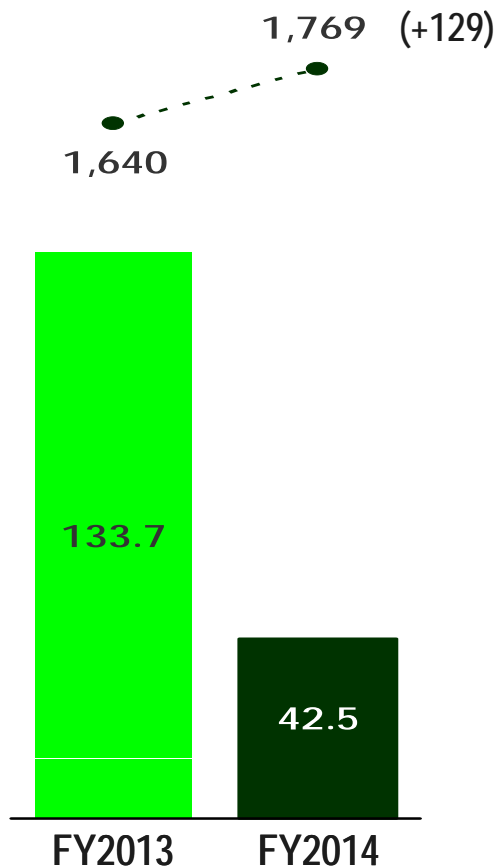
Increased mainly due to cost reduction efforts



Geographic Operating Income :

Central & South America,
Oceania, Africa and The Middle East

- Operating Income (billions of yen)
- - - Consolidated Vehicle Sales (thousands of vehicles)



Operating Income
 42.5 billion yen
 (-91.1 billion yen year on year)

Decreased due to increased expenses and the negative impact from foreign exchange rates

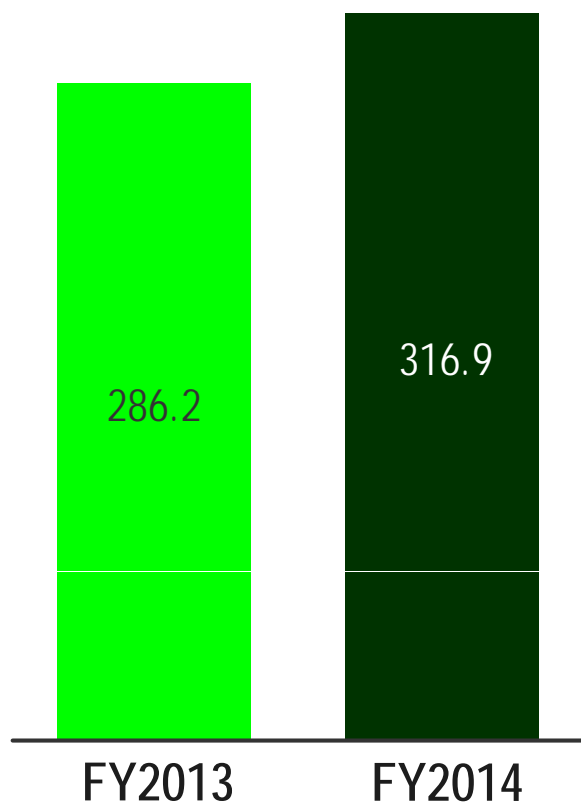
	FY2013	FY2014
Operating Income Margin	6.4%	1.8%



Corolla (Brazil)

Financial Services Operating Income

(billions of yen)



Operating Income

< Excluding Valuation Gains/Losses from Interest Rate Swaps >

316.9 billion yen

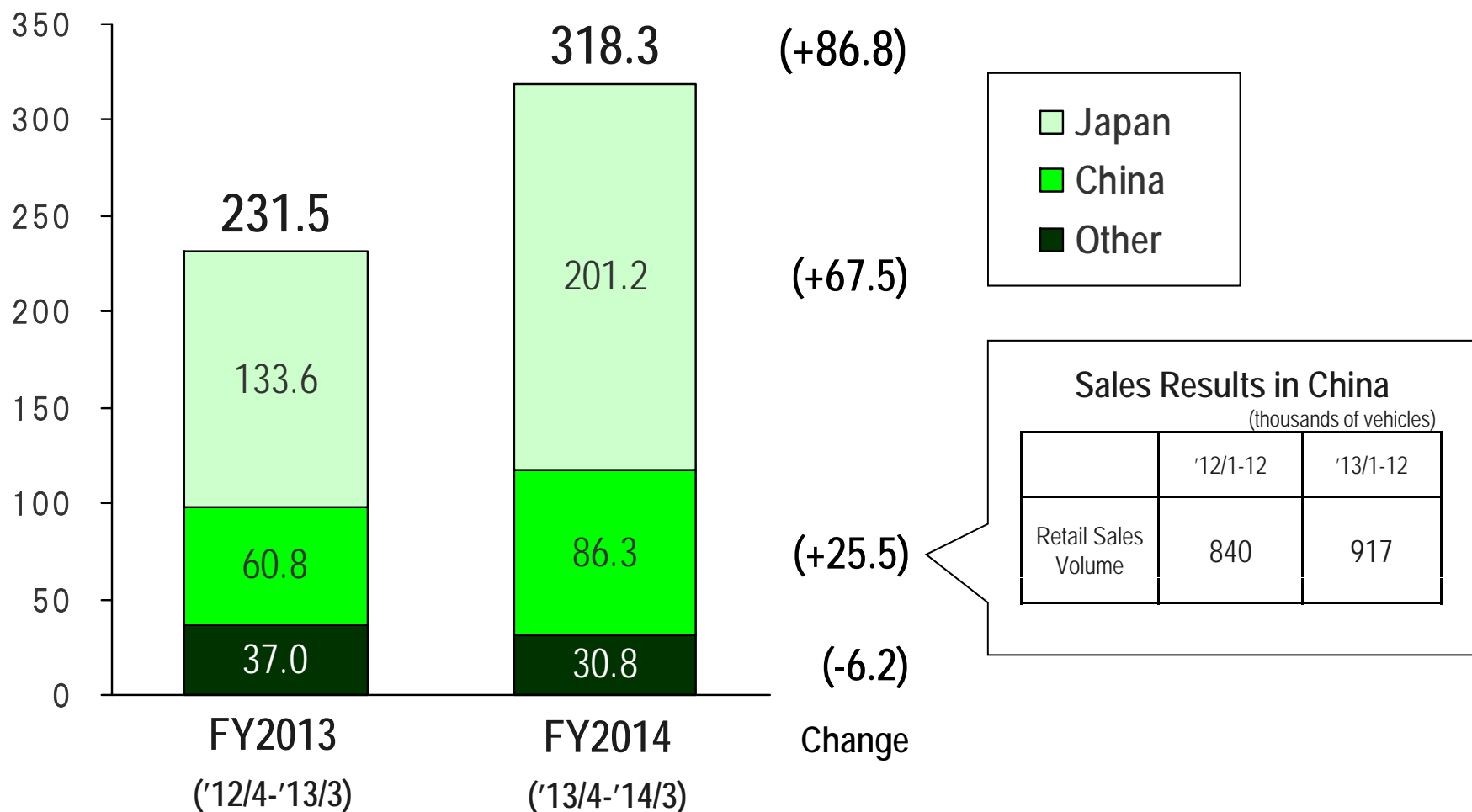
(+30.7 billion yen year on year)

Increased mainly due to increased lending balance and translational impact of the foreign currencies.

	FY2013	FY2014	Change
Operating Income	315.8	294.8	-20.9
Valuation Gains/Losses from Interest Rate Swaps	29.5	-22.0	-51.6
Operating Income Excluding Valuation Gains/Losses from Interest Rate Swaps	286.2	316.9	+30.7

Equity in Earnings of Affiliated Companies

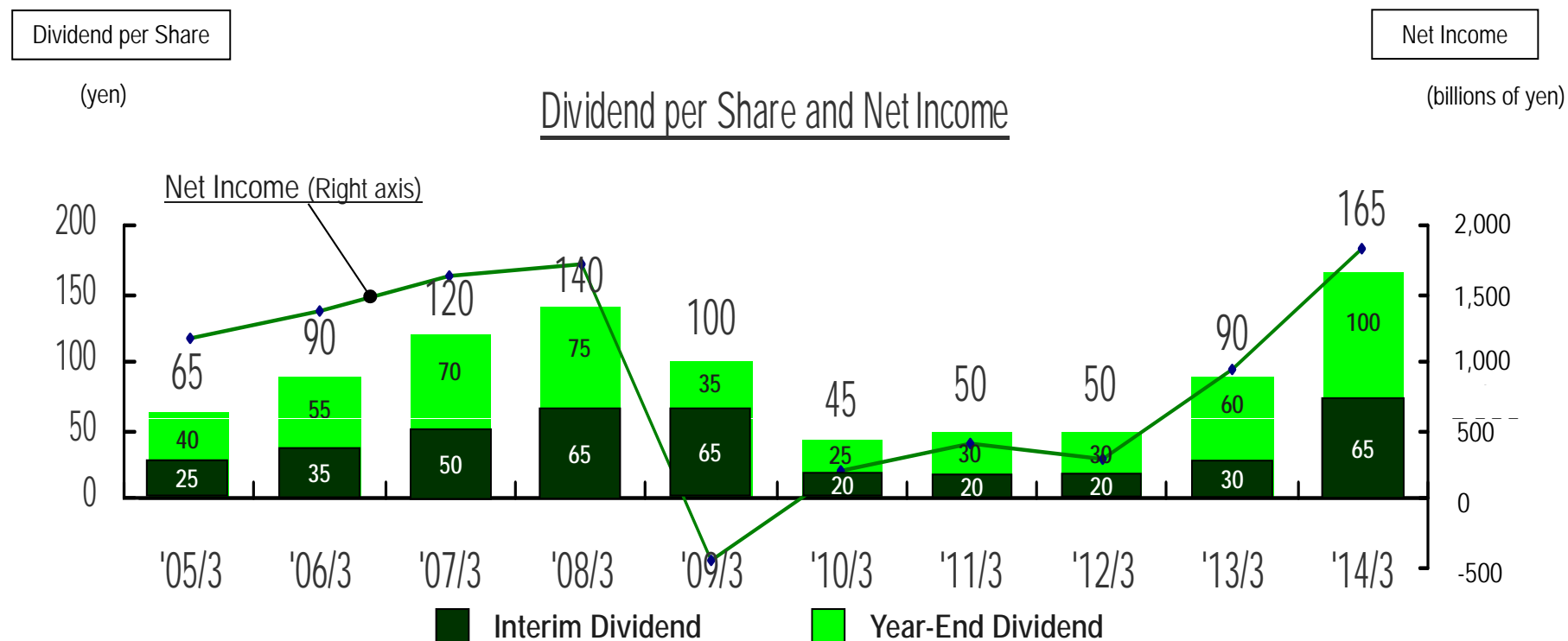
(billions of yen)



Shareholder Return

Full-Year Dividend : 165 yen per share

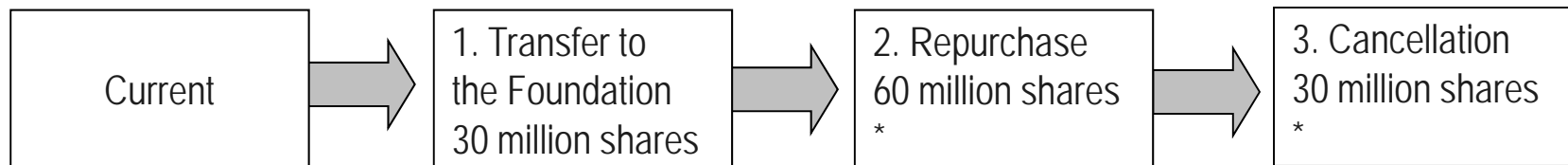
(Total Amount of Payment : 522.9 billion yen, Payout Ratio 28.7%)



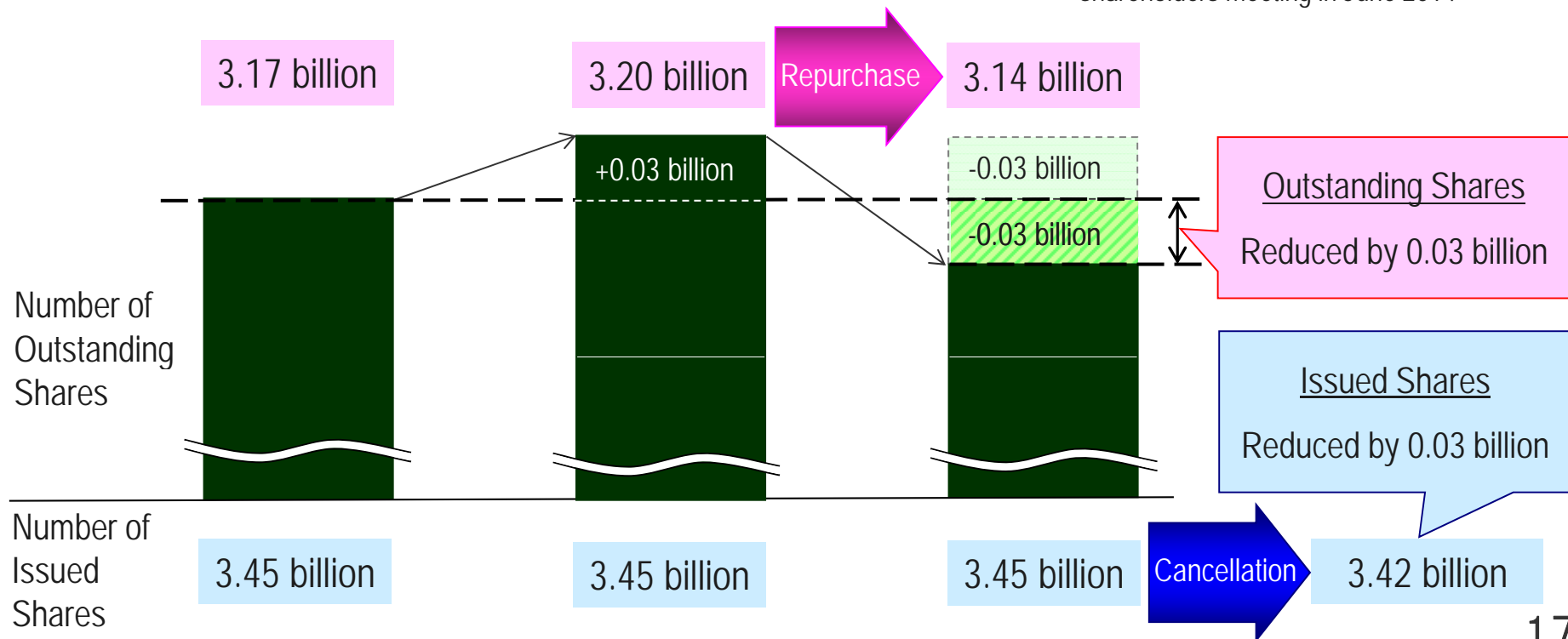
Establishment of Toyota Mobility Foundation and Share Repurchase (Shareholder Return)

<disclosed on March 26, 2014>

Reduction of 30 million (max) issued and outstanding shares



*Subject to the approval of "1" at the annual shareholders meeting in June 2014



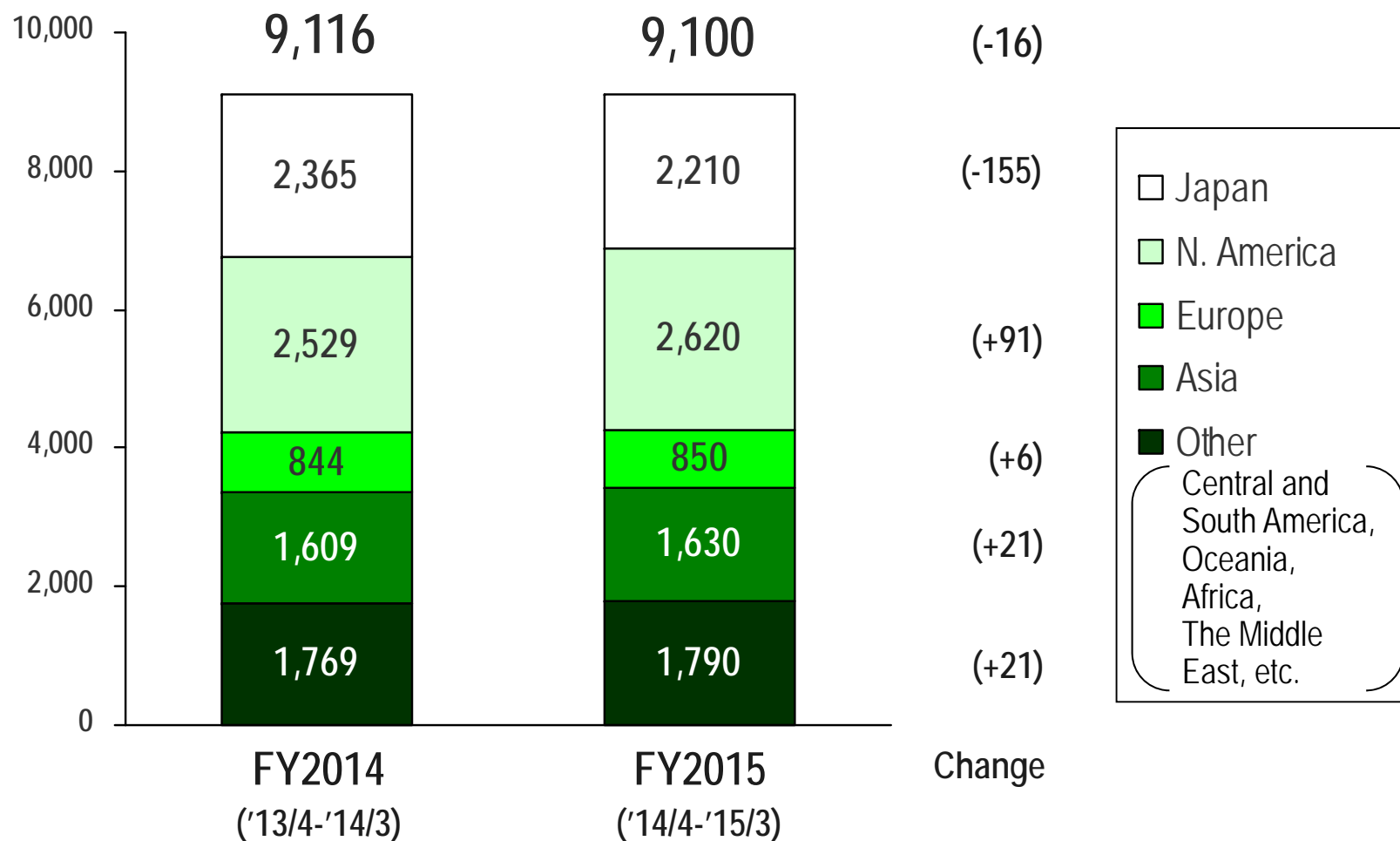
FY2014 Financial Results

FY2014 Financial Performance

FY2015 Financial Forecasts

FY2015 Forecasts: Consolidated Vehicle Sales

(thousands of vehicles)



FY2015 Forecasts: Consolidated Financial Summary

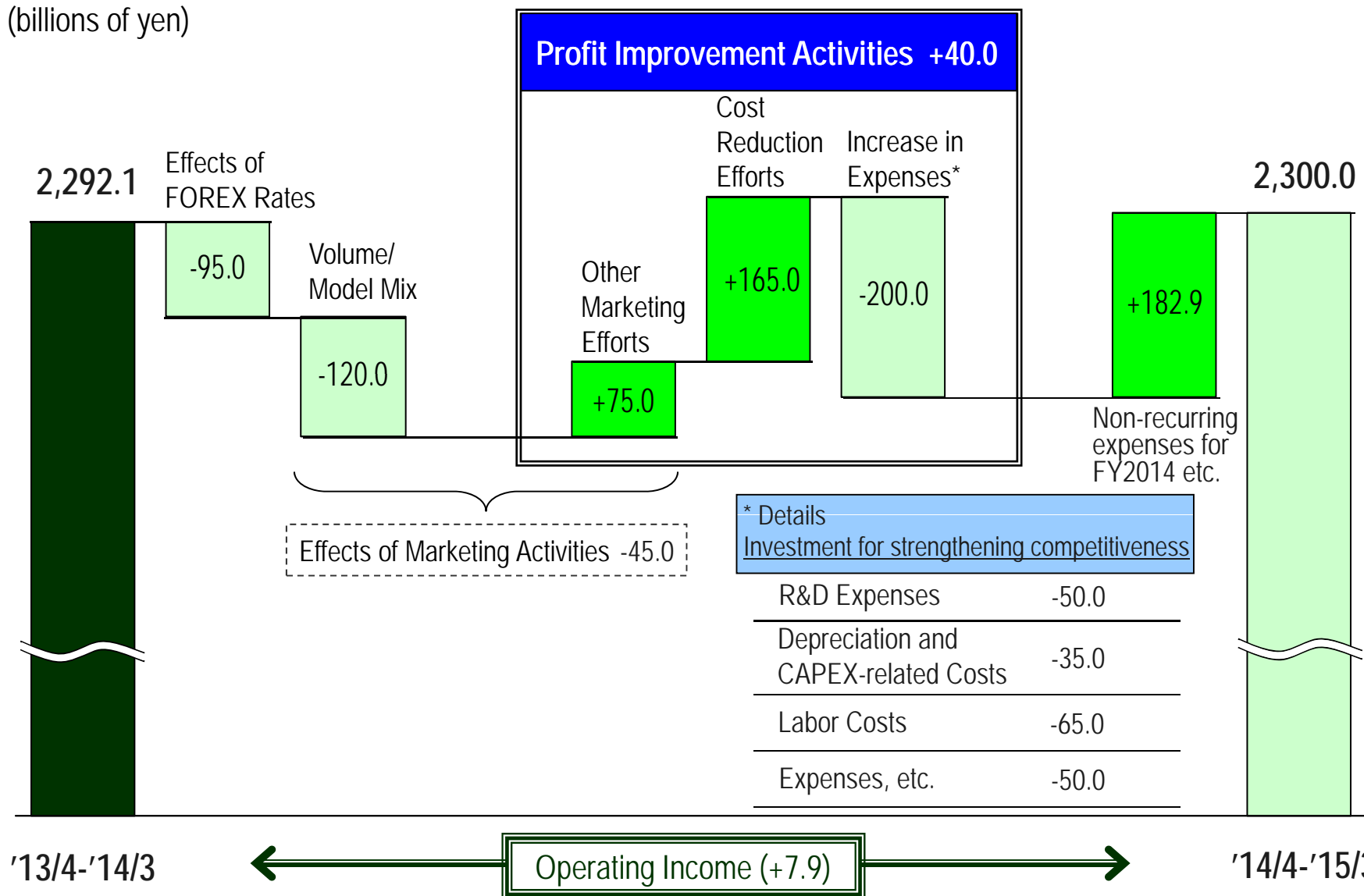
(billions of yen)

	FY2014 Results (‘13/4-‘14/3)	FY2015 Forecasts (‘14/4-‘15/3)	Change
Net Revenues	25,691.9	25,700.0	+8.1
Operating Income	2,292.1	2,300.0	+7.9
Operating margin	8.9%	8.9%	-
Income before income taxes and equity in earnings of affiliated companies	2,441.0	2,390.0	-51.0
Equity in earnings of affiliated companies	318.3	300.0	-18.3
Net Income*	1,823.1	1,780.0	-43.1
Net margin*	7.1%	6.9%	-
FOREX Rates	US\$ 100 yen	100 yen	±0 yen
	€ 134 yen	140 yen	+6 yen

* Net Income attributable to Toyota Motor Corporation

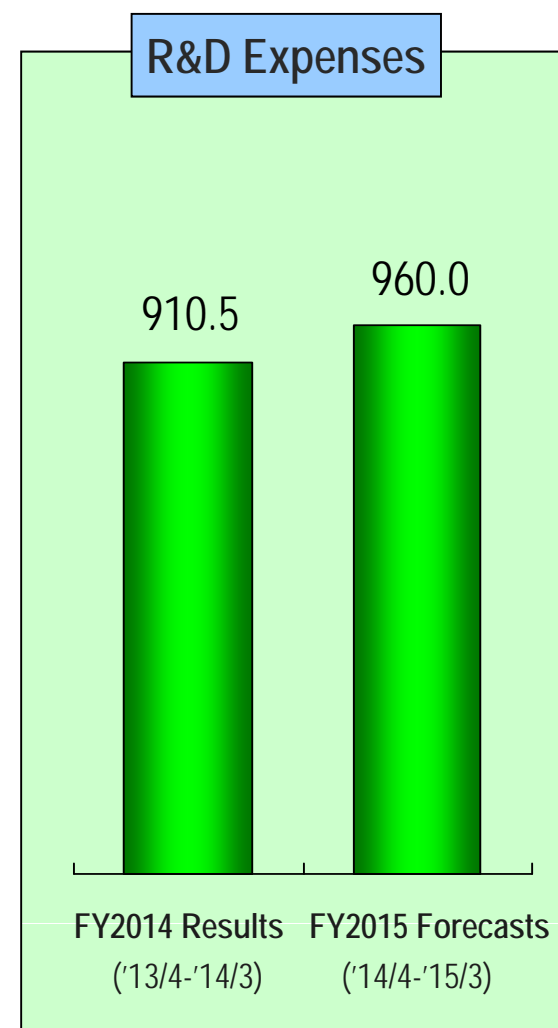
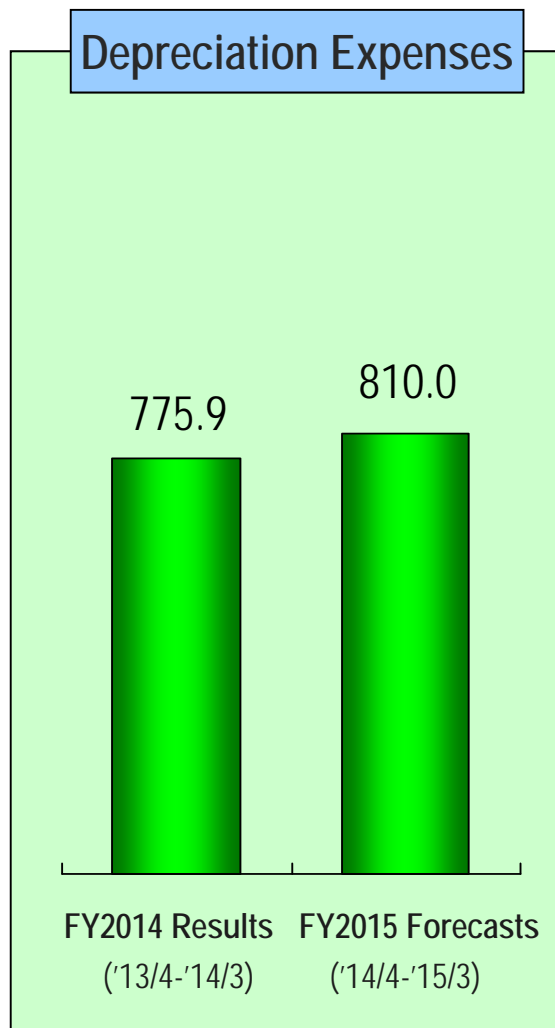
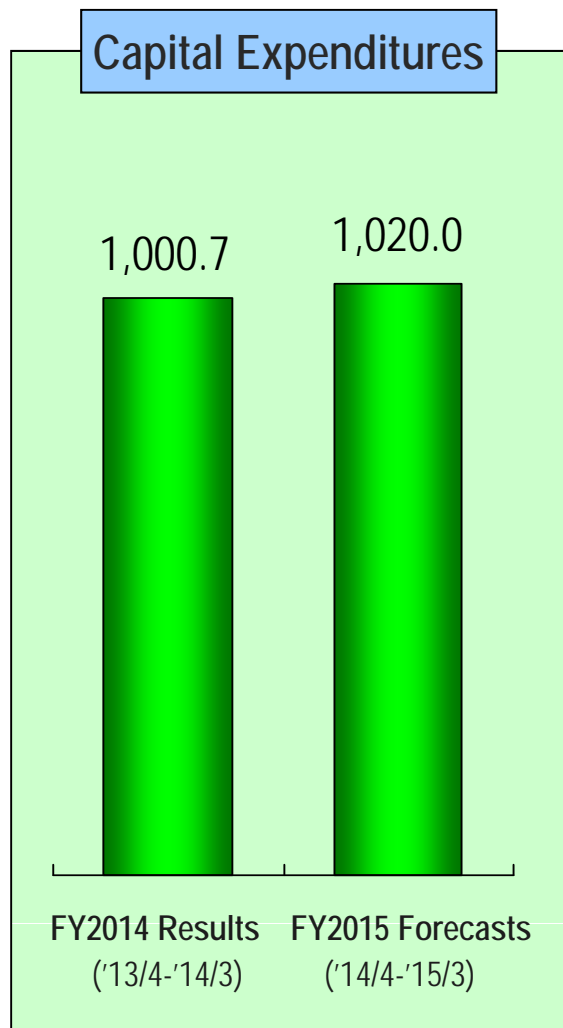
Analysis of FY2015 Forecasts: Consolidated Operating Income

(billions of yen)



FY2015 Consolidated Forecasts: CAPEX, Depreciation, R&D

(billions of yen)



FY2014 Financial Results



VOXY

Toyota Motor Corporation

May 8, 2014

(Reference)

TOYOTA

FY2015 Forecasts: Vehicle Production and Sales

(thousands of vehicles)

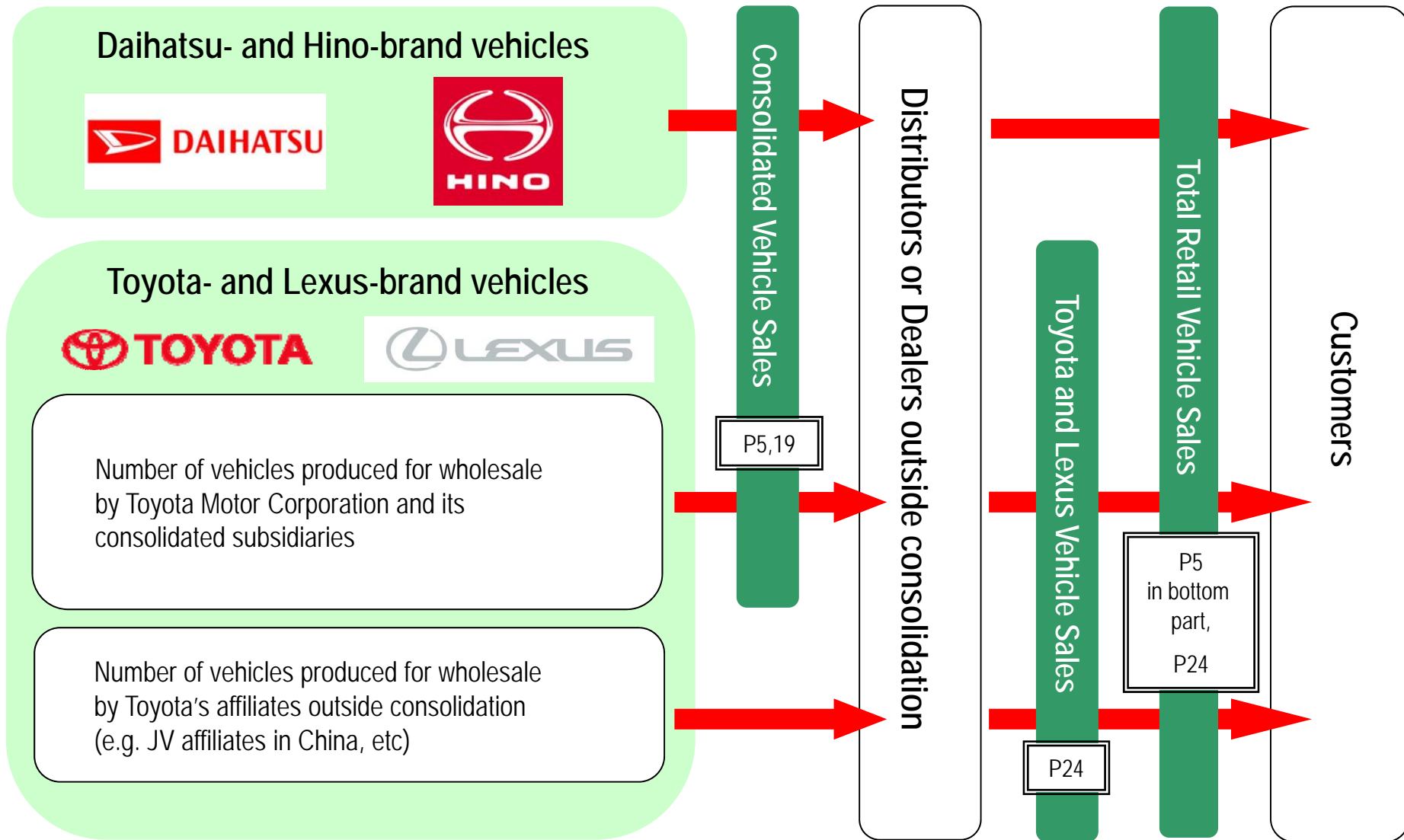
			FY2014 Results (^{'13/4-} '14/3)	FY2015 Forecasts (^{'14/4-} '15/3)
T O Y O t a & L e x u s	Vehicle Production	Japan	3,378	3,200
		Overseas	5,568	5,950
		Total	8,946	9,150
	Vehicle Sales	Japan ^{*1}	1,648	1,450
		Overseas	7,406	7,750
		Total	9,054	9,200
	Exports		1,854	1,750
Total Retail Sales ^{*2}			10,133	10,250

*1 Shows retail vehicle sales

*2 Including Daihatsu- and Hino-brand

(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.