

TMC Announces April-September 2018 Financial Results

(All consolidated financial information has been prepared in accordance with
U.S. generally accepted accounting principles)

Toyota City, Japan, November 6, 2018—Toyota Motor Corporation (TMC) today announces its financial results for the six-month period ended September 30, 2018.

Consolidated vehicle sales for the six-month period ended September 30 totaled 4,418,928 units, an increase of 29,493 units compared to the same period last fiscal year. On a consolidated basis, net revenues for the period totaled 14.674 trillion yen, an increase of 3.4 percent. Operating income increased from 1.0965 trillion yen to 1.2618 trillion yen, while income before income taxes¹ was 1.5488 trillion yen. Net income² increased from 1.0713 trillion yen to 1.2423 trillion yen.

Operating income increased by 165.3 billion yen. Major factors contributing to the increase included an increase of 150.0 billion yen in marketing activities and a decrease in expenses of 40.0 billion yen.

Commenting on the results, TMC Senior Managing Officer Masayoshi Shirayanagi said: “As for the cost reduction and fixed cost reduction activities, we are steadily making progress towards achieving our challenge-level target. In order to achieve this at the end of this financial year and continue strengthening our earning power, we will accelerate our activities throughout the second half of this financial year across the regions.”

In Japan, vehicle sales totaled 1,030,938 units, a decrease of 56,416 units. Operating income, excluding the impact of valuation gains/losses from interest rate swaps, increased by 109.9 billion yen to 751.6 billion yen.

In North America, vehicle sales totaled 1,411,246 units, an increase of 15,088 units. Operating income, excluding the impact of valuation gains/losses from interest rate swaps, decreased by 3.9 billion yen to 137.2 billion yen.

In Europe, vehicle sales totaled 492,594 units, an increase of 23,091 units, while operating income, excluding the impact of valuation gains/losses from interest rate swaps, increased by 22.8 billion yen to 61.8 billion yen.

In Asia, vehicle sales totaled 811,123 units, an increase of 67,184 units, while operating income, excluding the impact of valuation gains/losses from interest rate swaps, increased by 63.2 billion yen to 276.2 billion yen.

In other regions (including Central and South America, Oceania, Africa, and the Middle East), vehicle sales totaled 673,027 units, a decrease of 19,454 units, while operating income, excluding the impact of valuation gains/losses from interest rate swaps, decreased by 7.9 billion yen to 63.8 billion yen.

Financial services operating income increased by 10.2 billion yen to 154.9 billion yen, including a loss of 19.1 billion yen in valuation gains/losses from interest rate swaps. Excluding valuation gains/losses, operating income increased by 30.0 billion yen to 174.1 billion yen.

For the fiscal year ending March 31, 2019, TMC has not revised its consolidated vehicle sales forecast from 8.90 million units, in consideration of the latest sales trends worldwide.

TMC updated its consolidated financial forecasts for the fiscal year. Based on an exchange rate assumption of 110 yen to the U.S. dollar and 130 yen to the euro, TMC now forecasts consolidated net revenue of 29.5 trillion yen, operating income of 2.40 trillion yen, income before income taxes of 2.72 trillion yen, and net income of 2.30 trillion yen.

Today, TMC's Board of Directors resolved to pay 100 yen per share as the interim dividend on common shares, and have also resolved to buy back up to 250 billion yen, or 42 million shares, of the company's common stock.

¹Income before income taxes and equity in earnings of affiliated companies

²Net income attributable to Toyota Motor Corporation

(Please see the attached information for details on financial results. Further information is also available at www.toyota-global.com)

Cautionary Statement with Respect to Forward-Looking Statements

This release 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, market demand, and the competitive environment affecting 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, fluctuations in stock prices, 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 that 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.