

TMC Announces April-September 2019 Financial Results

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

Toyota City, Japan, November 7, 2019—Toyota Motor Corporation (TMC) today announces its financial results for the six-month period ended September 30, 2019.

Consolidated vehicle sales for the six-month period ended September 30 totaled 4,638,565 units, an increase of 219,637 units compared to the same period last fiscal year. On a consolidated basis, net revenues for the period totaled 15.2855 trillion yen, an increase of 4.2 percent. Operating income increased from 1.2618 trillion yen to 1.4043 trillion yen, while income before income taxes¹ was 1.5834 trillion yen. Net income² increased from 1.2423 trillion yen to 1.2749 trillion yen.

Operating income increased by 142.4 billion yen. Major factors contributing to the increase included an increase of 185.0 billion yen in marketing efforts, partially offset by an increase in expenses of 120.0 billion yen.

In Japan, vehicle sales totaled 1,139,947 units, an increase of 109,009 units. Operating income, excluding the impact of valuation gains/losses from interest rate swaps, increased by 76.1 billion yen to 827.8 billion yen.

In North America, vehicle sales totaled 1,445,662 units, an increase of 34,416 units. Operating income, excluding the impact of valuation gains/losses from interest rate swaps, increased by 85.3 billion yen to 222.6 billion yen.

In Europe, vehicle sales totaled 523,550 units, an increase of 30,956 units. Operating income, excluding the impact of valuation gains/losses from interest rate swaps, increased by 8.7 billion yen to 70.6 billion yen.

In Asia, vehicle sales totaled 829,219 units, an increase of 18,096 units. Operating income, excluding the impact of valuation gains/losses from interest rate swaps, decreased by 45.5 billion yen to 230.7 billion yen.

In other regions (including Central and South America, Oceania, Africa, and the Middle East), vehicle sales totaled 700,187 units, an increase of 27,160 units. Operating income, excluding the impact of valuation gains/losses from interest rate swaps, decreased by 16.5 billion yen to 47.3 billion yen.

Financial services operating income increased by 72.8 billion yen to 227.8 billion yen, including a gain of 12.2 billion yen in valuation gains/losses from interest rate swaps. Excluding valuation gains/losses, operating income increased by 41.5 billion yen to 215.6 billion yen.

For the fiscal year ending March 31, 2020, TMC has revised its consolidated vehicle sales forecast from 9.00 million units to 8.95 million units, in consideration of the latest sales trends worldwide.

TMC revised the consolidated financial forecasts for the fiscal year ending March 31, 2020. Based on an exchange rate assumption of 107 yen to the U.S. dollar and 118 yen to the euro, TMC now forecasts consolidated net revenue of 29.5 trillion yen, operating income of 2.4 trillion yen, income before income taxes of 2.63 trillion yen, and net income of 2.15 trillion yen.

Commenting on the forecast, TMC Operating Officer [Kenta Kon](#) said: “Currently, we are in a phase of transforming ourselves to a mobility company and proactively undertaking investments for the future and creating friends . Furthermore, in order to have a corporate structure that can promote such transformation, we are striving to pursue TPS and refining costs at all levels, with all members of Toyota united.”

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 200 billion yen, or 34 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 global.toyota/en/)

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, 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.