

# TMC Announces Financial Results for Fiscal Year Ended March 31, 2020

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

Toyota City, Japan, May 12, 2020—Toyota Motor Corporation (TMC) today announced its financial results for the fiscal year ended March 31, 2020.

Consolidated vehicle sales totaled 8,958,423 units, a decrease of 18,372 units compared to the previous fiscal year. On a consolidated basis, net revenues for the period totaled 29.9299 trillion yen, a decrease of 1.0 percent. Operating income decreased from 2.4675 trillion yen to 2.4428 trillion yen, while income before income taxes<sup>1</sup> was 2.5546 trillion yen. Net income<sup>2</sup> increased from 1.8828 trillion yen to 2.0761 trillion yen.

Operating income decreased by 24.6 billion yen. Major factors affecting to the decrease included currency fluctuations of 305.0 billion yen.

Commenting on the result, TMC Operating Officer Kenta Kon said : “Due to the spread of COVID-19, net revenues were decreased by 380 billion yen and operating income were decreased by 160 billion yen.”

In Japan, vehicle sales totaled 2,239,549 units, an increase of 13,372 units. Operating income, excluding the impact of valuation gains/losses from interest rate swaps, decreased by 121.8 billion yen to 1.5685 trillion yen.

In North America, vehicle sales totaled 2,713,165 units, a decrease of 31,882 units. Operating income, excluding the impact of valuation gains/losses from interest rate swaps, increased by 145.4 billion yen to 289.5 billion yen.

In Europe, vehicle sales totaled 1,028,537 units, an increase of 34,477 units. Operating income, excluding the impact of valuation gains/losses from interest rate swaps, increased by 19.6 billion yen to 140.7 billion yen.

In Asia, vehicle sales totaled 1,604,870 units, a decrease of 79,624 units. Operating income, excluding the impact of valuation gains/losses from interest rate swaps, decreased by 66.9 billion yen to 386.8 billion yen.

In other regions (including Central and South America, Oceania, Africa, and the Middle East), vehicle sales totaled 1,372,302 units, an increase of 45,285 units. Operating income, excluding the impact of valuation gains/losses from interest rate swaps, decreased by 6.9 billion yen to 82.6 billion yen.

Financial services operating income decreased by 30.6 billion yen to 292.1 billion yen, including a loss of 17.5 billion yen in valuation gains/losses from interest rate swaps. Excluding valuation gains/losses, operating income decreased by 32.6 billion yen to 309.7 billion yen.

Consolidated vehicle sales for the fiscal year ending March 31, 2021 are expected to be 7.0 million units.

Based on this assumption, TMC forecasts consolidated sales revenues of 24 trillion yen, operating income of 0.5 trillion yen for the fiscal year ending March 31, 2021, based on an exchange rate of 105 yen to the U.S. dollar and 115 yen to the euro.

Today, TMC's board of directors resolved to pay 120 yen per share as the year-end dividend on common shares. The annual dividend on common shares for the fiscal year will be 220 yen per share including the interim dividend of 100 yen per share.

<sup>1</sup>Income before income taxes and equity in earnings of affiliated companies

<sup>2</sup>Net 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/](http://global.toyota/en/))*

#### **Cautionary Statement with Respect to Forward-Looking Statements, and Other Information**

This report 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. With regard to Toyota's decisions and assumptions for the forecast, please refer to "1. Financial Results and Position (3) Forecast of Consolidated Financial Results for FY2021" of Financial Summary. 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 as well as the outbreak and spread of epidemics, 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.

The global spread of COVID-19 and the responses to it by governments and other stakeholders have adversely affected Toyota in a number of ways. For reasons such as government directives as well as anticipated reduced demand for its vehicles, Toyota has temporarily suspended, or intends to temporarily suspend, production of automobiles and components at selected plants in Japan and overseas. COVID-19 has also affected, and is expected to continue to affect, the businesses of Toyota dealers and distributors, as well as certain of Toyota's third-party suppliers and business partners.

The duration of the global spread of COVID-19 is uncertain, and the foregoing impacts and other effects not referenced above, as well as the ultimate impact of COVID-19, are difficult to predict and could have an adverse effect on Toyota's financial condition and results of operations.