

FY2023 Second Quarter Financial Results



We would like to express our heartfelt appreciation to our customers around the world who chose us as well as our shareholders, dealers and suppliers who support us.

At the same time, we sincerely apologize for the inconvenience caused to our customers who are waiting for their vehicles. We are working to deliver them as soon as possible.

Cautionary Statement with Respect to Forward-Looking Statements and Caution concerning Insider Trading

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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, 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 Canadian dollar and the British pound), stock prices and interest rates; (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, as well as information security; (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; (xiv) the impact of natural calamities, epidemics, political and economic instability, fuel shortages or interruptions in social infrastructure, wars, terrorism and labor strikes, including their negative effect on Toyota's vehicle production and sales; and (xv) the impact of climate change and the transition towards a low-carbon economy.

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.

FY2023 Second Quarter Financial Results Summary

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Performance : Operating Income 1 trillion 141.4 billion yen

- **The business environment is changing dramatically** such as the rapid changes of foreign exchange rates, raising interest rates, soaring materials prices, and more.
- While production constraints continue due to low supply of semiconductors, a lockdown in Shanghai, the flood in South Africa, etc., **we worked hard with our dealers, suppliers, and production sites in order to deliver as many cars as possible to our customers.**
- **Operating Income decreased due to soaring materials prices and one-time costs** despite the positive effect from the depreciation of the yen.

Full-year Forecast : Operating Income 2 trillion 400 billion yen

(unchanged from the previous forecast)

- **Vehicle production forecast is revised to 9 million 200 thousand units (downward by 500 thousand units)**, taking into consideration risks such as procurement of semiconductors.
- **Continue with our activities to strengthen our profit structure throughout the supply chain, even though we are in a situation in which it is difficult to predict the future** due to rapid changes in the business environment.

Shareholder Return

- Interim dividend is **25 yen per share, an increase of 1 yen** compared to the previous fiscal year.
- Set aside **the full amount of 150 billion yen to make share repurchases in a flexible manner.**

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First, let me provide a summary of the second quarter of the fiscal year ending March 2023.

The result for the first half was operating income of 1 trillion 141.4 billion yen. The business environment is changing dramatically such as the rapid changes of foreign exchange rates, raising interest rates, soaring materials prices, and more.

While production constraints continue due to low supply of semiconductors, a lockdown in Shanghai, the flood in South Africa, etc., we worked hard with our dealers, suppliers, and production sites in order to deliver as many cars as possible to our customers.

Operating income decreased due to soaring materials prices and one-time costs despite the positive effect from the depreciation of the yen.

As for the full-year forecast, it remained unchanged from the previous forecast, so we anticipate operating income of 2 trillion 400 billion yen.

We have revised our vehicle production forecast downward by 500 thousand units to 9 million 200 thousand units, taking into consideration risks such as the procurement of semiconductors.

We will continue with our activities to strengthen our profit structure throughout the supply chain, even though we are in a situation in which it is difficult to predict the future due to rapid changes in the business environment.

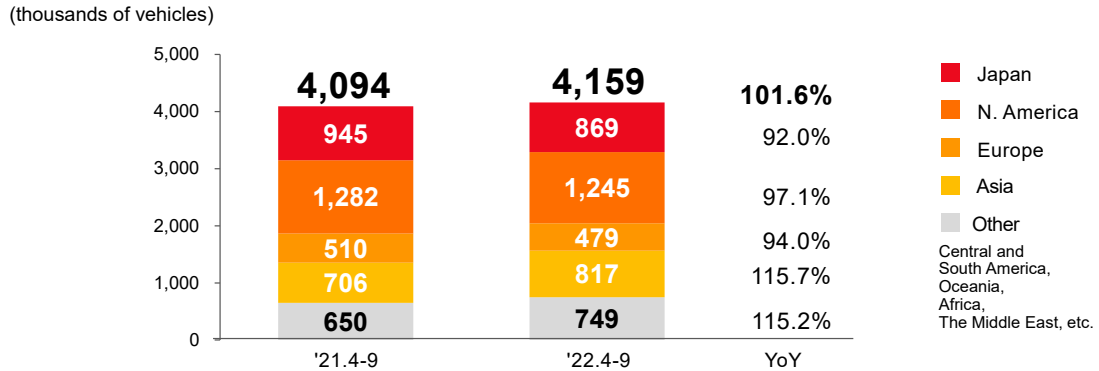
In terms of our return to shareholders, the interim dividend is 25 yen per share, an increase of 1 yen compared to the previous fiscal year. We have set aside the full amount of 150 billion yen to make share repurchases in a flexible manner.

**FY2023 Second Quarter Financial Performance
(FY2023 First Half)**

Let me explain our financial results for the first half ended September 2022, covering the 6 months from April to September.

Consolidated Vehicle Sales (FY2023 First Half)

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Reference (retail)			
Toyota and Lexus Vehicle Sales	4,852	4,742	97.7%
Electrified Vehicle [%]	1,343 [27.7%]	1,323 [27.9%]	98.5%
HEV	1,267	1,270	100.2%
PHEV	66	43	65.8%
BEV	7	8	121.9%
FCEV	3	1	46.7%
Total Retail Vehicle Sales	5,265	5,168	98.2%

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Consolidated vehicle sales for the period was at 4 million 159 thousand units, which was 101.6% of consolidated vehicle sales for the same period of the previous fiscal year.

Toyota and Lexus vehicle sales was at 4 million 742 thousand units, which was 97.7% of such sales for the same period of the previous fiscal year.

As for the regional sales breakdown, the sales volume decreased in developed countries due to production constraints, but the sales volume increased in regions such as Asia and others due to recovery from the impact of Covid-19.

Consolidated Financial Summary (FY2023 First Half)

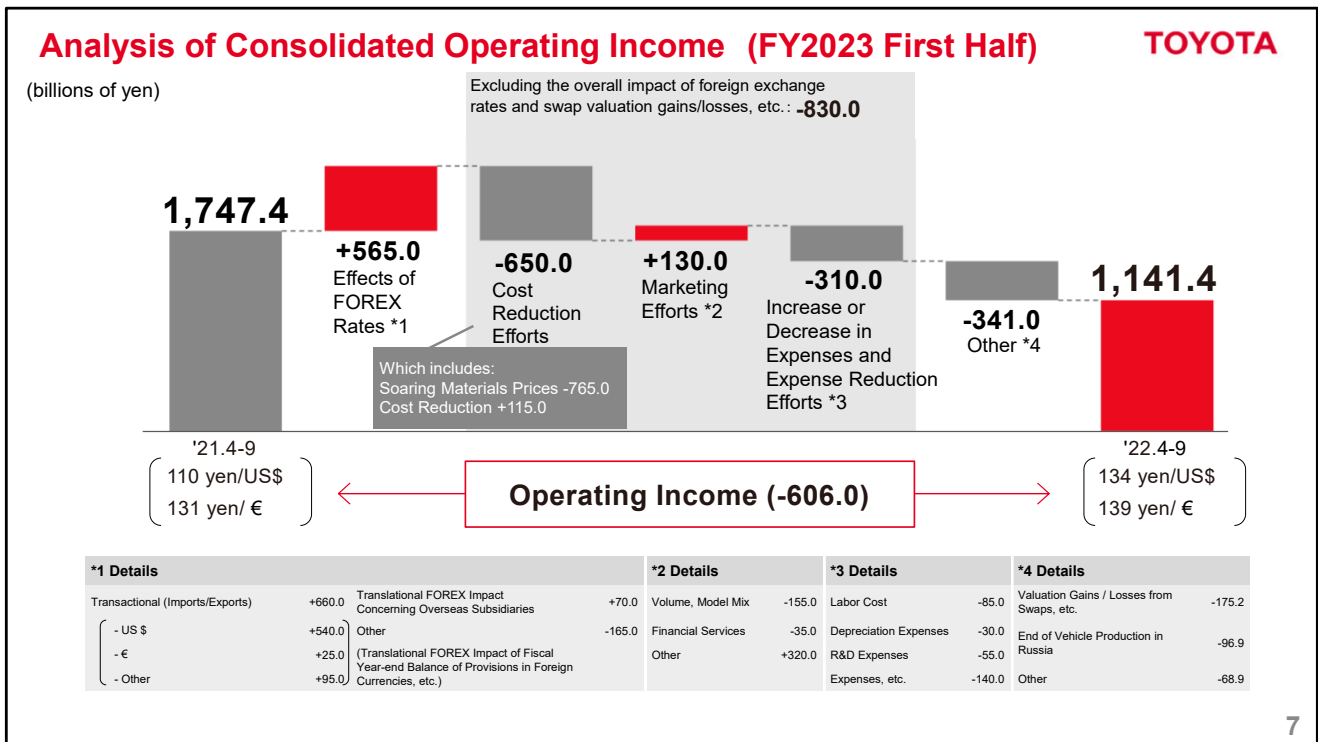
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(billions of yen)	'21.4-9	'22.4-9	Change
Sales Revenues	15,481.2	17,709.3	+2,228.0
Operating Income	1,747.4	1,141.4	-606.0
Margin	11.3%	6.4%	
Other Income	396.5	692.8	+296.2
Share of Profit (Loss) of Investments Accounted for Using the Equity Method	261.0	304.6 *	+43.5
Income before Income Taxes	2,144.0	1,834.2	-309.7
Net Income Attributable to Toyota Motor Corporation	1,524.4	1,171.0	-353.4
Margin	9.8%	6.6%	
FOREX Rates			
US \$	110 yen	134 yen	+24 yen
€	131 yen	139 yen	+8 yen

* Regarding Japan: 127.0 (-44.1 year on year), China: 156.5 (+71.2 year on year), Other: 20.9 (+16.4 year on year)

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Consolidated financial results were
 Sales revenue of 17 trillion 709.3 billion yen,
 Operating income of 1 trillion 141.4 billion yen,
 Income before income taxes of 1 trillion 834.2 billion yen and
 Quarterly net income of 1 trillion 171.0 billion yen.



I would like to explain the factors which impacted operating income year on year.

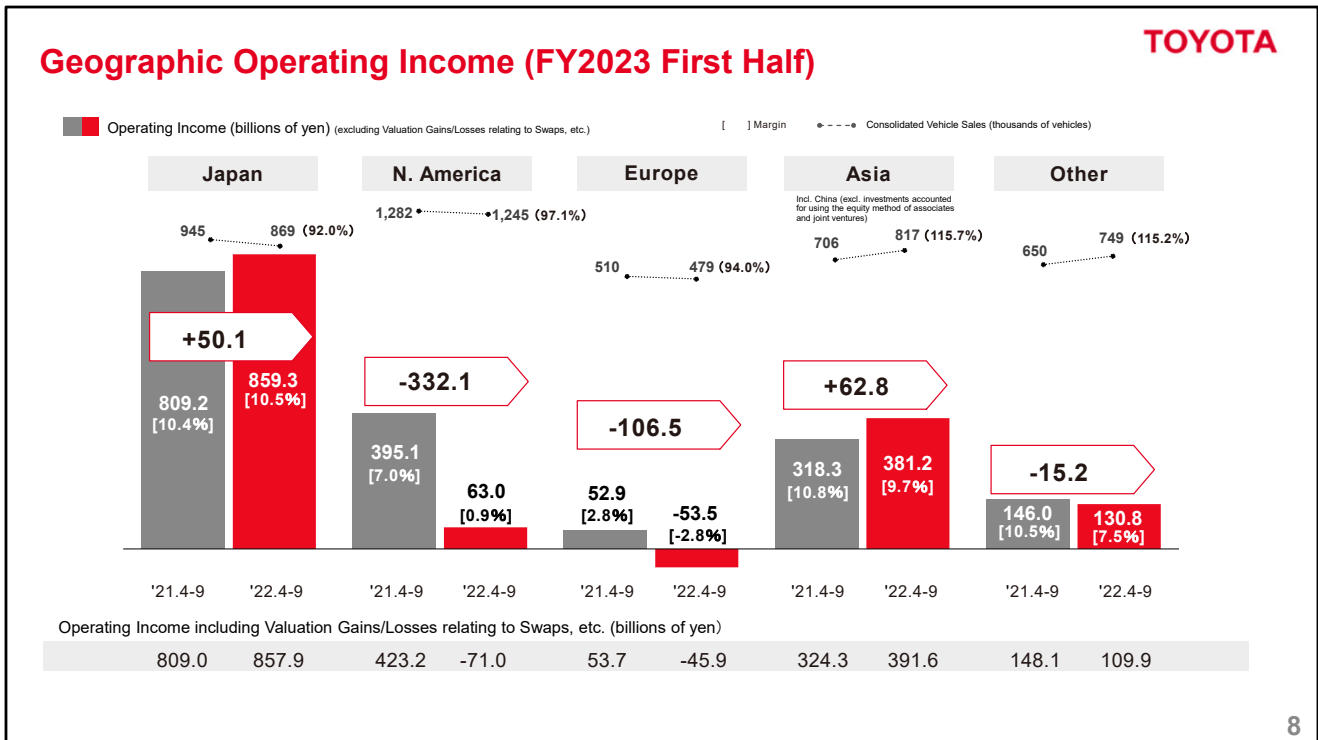
First, the effects of foreign exchange rates increased operating income by 565 billion yen.

Second, cost reduction efforts decreased operating income by 650 billion yen largely due to the impact of soaring materials prices which accounts for 765 billion yen.

Third, marketing efforts increased operating income by 130 billion yen. Fourth, an increase in expenses decreased operating income by 310 billion yen.

Lastly, we also incurred have a negative impact of 341 billion yen largely due to swap valuation losses and the cost to terminate our production in Russia.

As a result, excluding the overall impact of foreign exchange rates, swap valuation gains and losses and other factors, operating income decreased by 830 billion yen year on year.



Let me explain the operating income for each region.

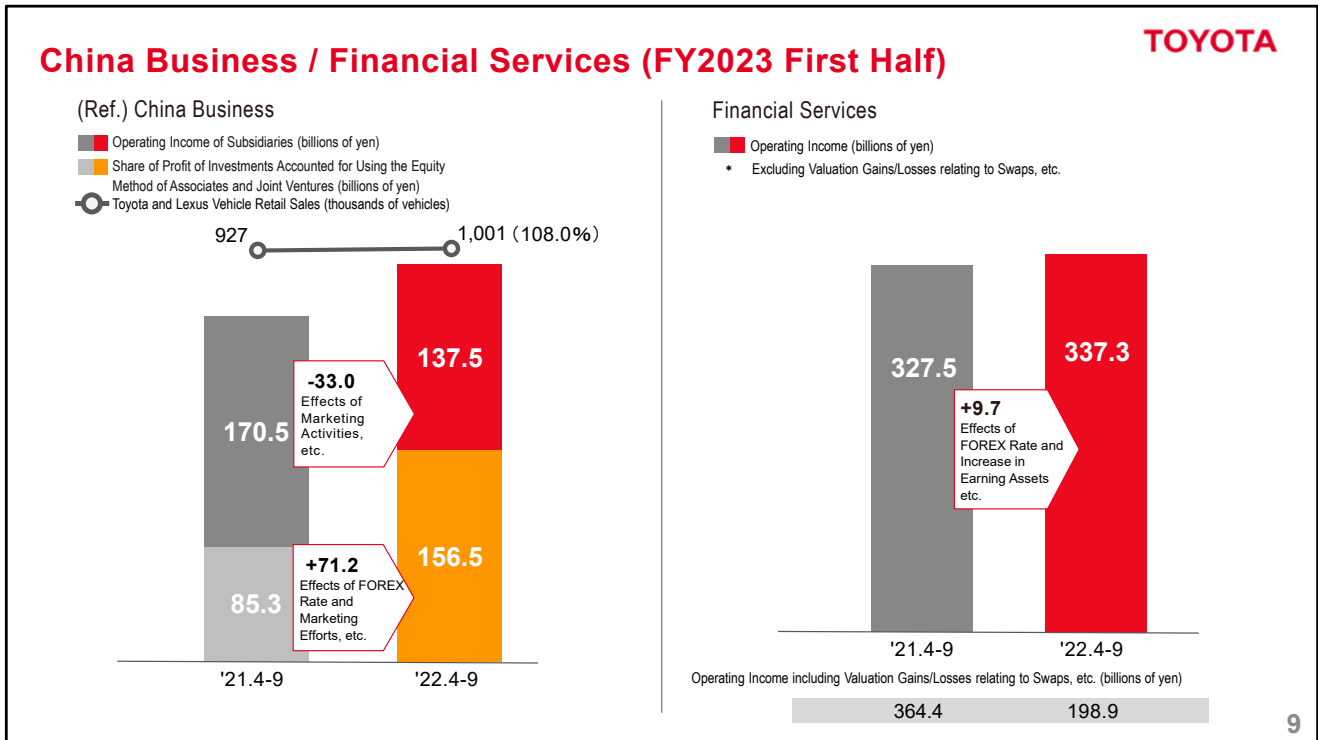
Japan increased by 50.1 billion yen year on year due to the effects of foreign exchange rates, despite the negative effect from soaring materials prices.

North America decreased by 332.1 billion yen year on year due to soaring materials prices and an increase in expenses.

Europe also decreased by 106.5 billion yen year on year due to soaring materials prices and the cost to terminate our production in Russia, despite the positive effect from our marketing efforts.

Asia increased by 62.8 billion yen year on year due to the effects of foreign exchange rates and an increase in sales volume.

Other regions decreased by 15.2 billion yen year on year.



In the next slide, let me explain about our business in China as well as our Financial Service business.

As for our business in China, while the operating income of consolidated subsidiaries decreased year on year because of the decrease in sales volume, our share of profit of investments accounted for using the equity method an increased year on year, mainly due to an increase in sales volume and effects of foreign exchange rates.

Regarding the Financial Service business, operating income excluding swap valuation gains and losses for the fiscal year increased year on year, largely due to the impact of foreign exchange rates, an increase in the earning assets, and others.

Shareholder Return

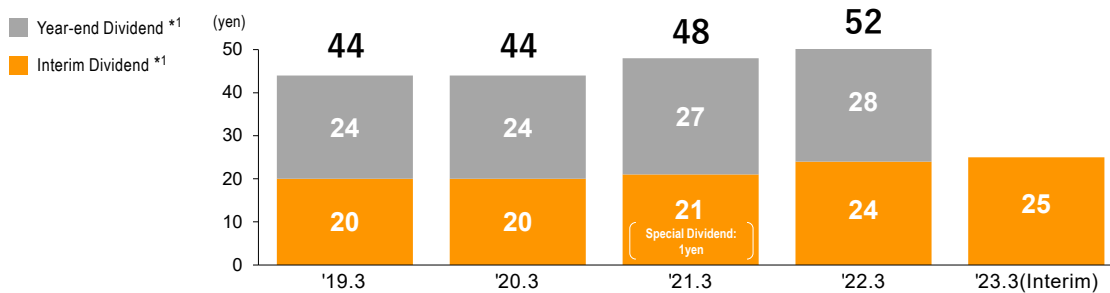
Next, I would like to explain our return to shareholders.

Shareholder Return : Dividends

'19.3 : US GAAP
'20.3-'23.3: IFRS

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- Interim dividend is 25 yen per share (+1 yen YoY)
- We will continue to aim to pay stable and sustainable dividends while maintaining and improving upon our consolidated dividend pay-out ratio benchmark of 30%.



		'19.3	'20.3	'21.3	'22.3	'23.3(Interim)
Interim	Total Amount of Dividends (billions of yen)	286.9	278.9	293.5	332.4	342.1
	Payout Ratio*2	23.4%	24.5%	46.6%	21.9%	29.2%
Full Year	Total Amount of Dividends (billions of yen)	626.8	610.8	671.0	718.2	—
	Payout Ratio*3	33.8%	30.2%	29.8%	25.3%	—

*1 Dividends per common share on a post-stock split (a five-for-one stock split of shares of our common stock that was conducted on October 1, 2021) basis
 *2 Interim Payout Ratio = (Interim dividend per common share) ÷ (Interim net income attributable to Toyota Motor Corporation per common share)
 *3 Full Year Payout Ratio = (Full year dividend per common share) ÷ (Full year net income attributable to Toyota Motor Corporation per common share)

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We decided to pay an interim dividend of 25 yen per share, an increase of 1 yen compared to the previous fiscal year.

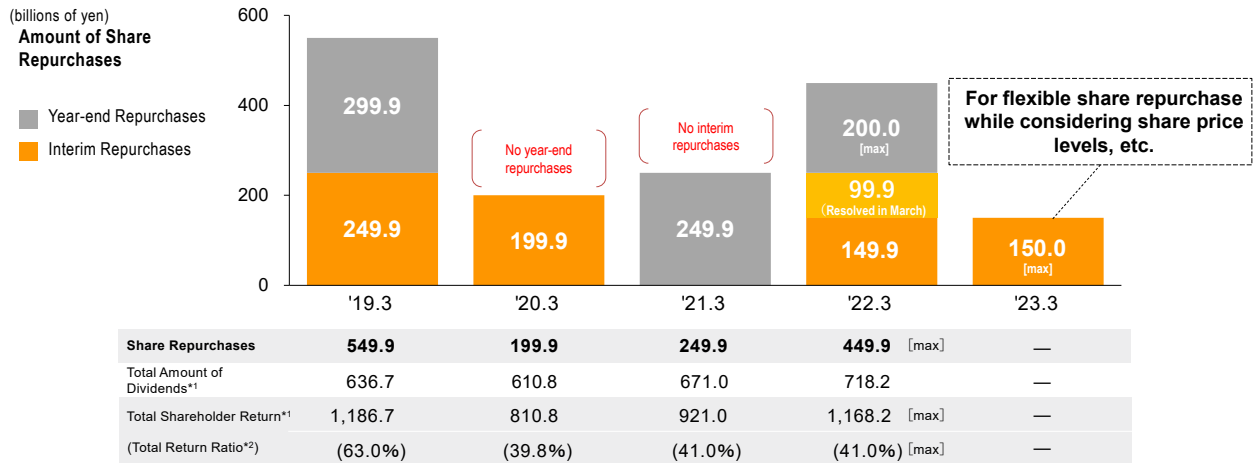
We intend to continue to maintain and improve the consolidated dividend pay-out ratio, as well as to pay dividends stably and sustainably to reward our shareholders who hold our shares over the medium to long term.

Shareholder Return : Share Repurchases

'19.3 : US GAAP
'20.3-'23.3: IFRS

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- We will continue to implement share repurchases in a flexible manner, taking into account various factors including investment in growth, dividend levels, liquidity, share price levels, and other factors.



*1 Including dividends on first series Model AA class shares (Excluding dividends on first series Model AA class shares from fiscal year ended March 2020 as a result of applying IFRS)
*2 Total Return Ratio=(Total Shareholder Return)÷(Full year net income attributable to Toyota Motor Corporation)

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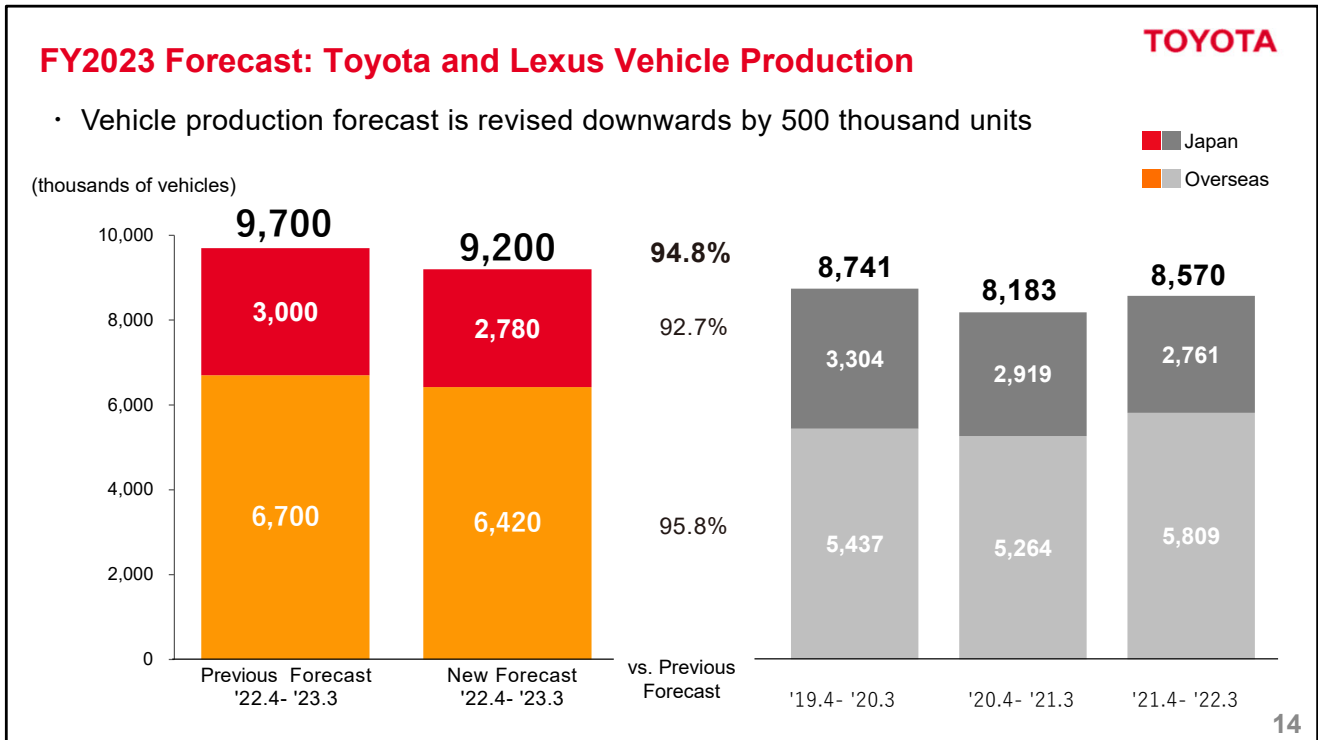
As for share repurchases, we have set aside the full amount of 150 billion yen to make share repurchase in flexible manner, while considering share price levels, etc.

With the aim to enhance capital efficiency, we plan to implement share repurchases in a flexible manner, considering various factors including investment in growth, dividend levels, liquidity, and share price levels.

FY2023 Financial Forecasts

Next, I will explain the forecasts for the fiscal year ending March 2023.

Please note that the volume, sales revenue, and operating income of Hino Motors are included in the discussion below from this time.

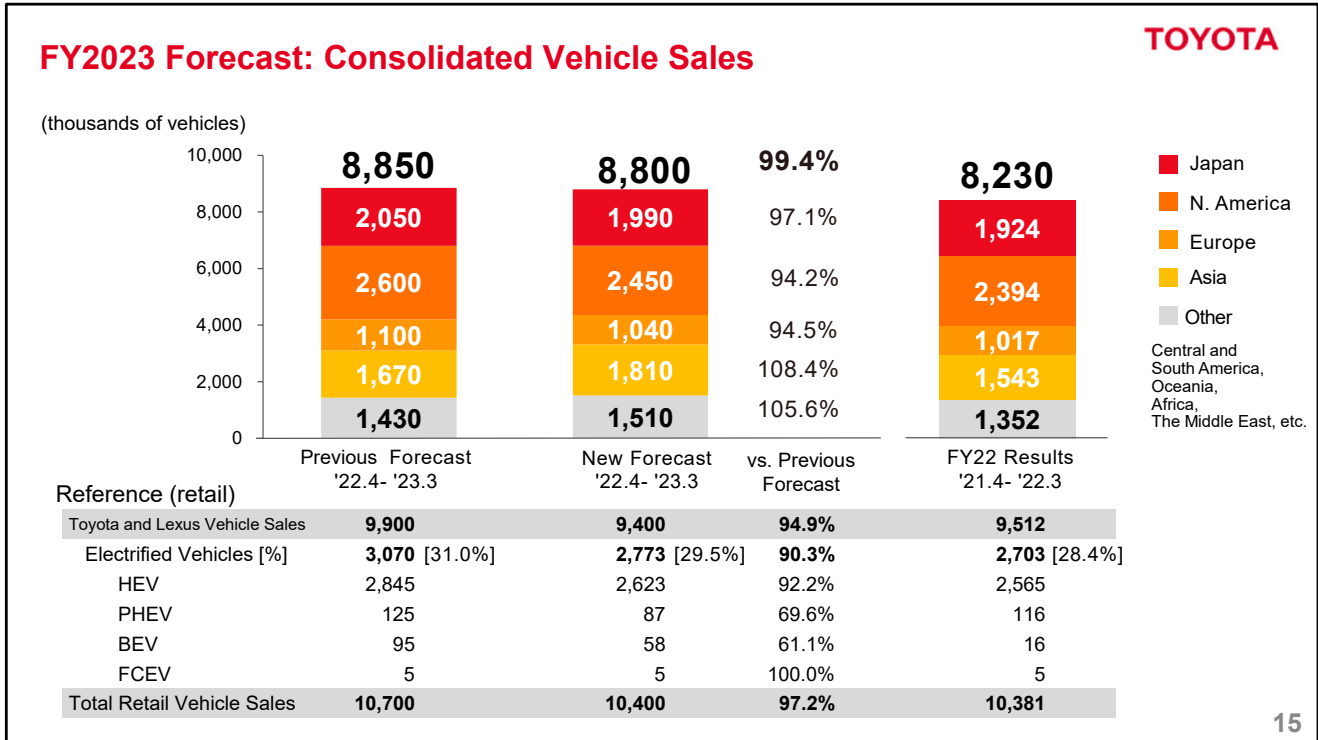


First, let me explain the vehicle production forecast for Toyota and Lexus.

We have set a high production plan of 9.7 million units and worked hard with our suppliers and production sites in order to deliver as many cars as possible, as soon as possible, to our customers who have been waiting for a long time for their cars to be delivered.

However, it is still difficult to predict the future due to risks such as procurement of semiconductors. Therefore, we decided to revise our plan to 9.2 million units which is down by 500 thousand units from the previous forecast.

We intend to continue to consider all possible countermeasures and make every effort together with our suppliers and production sites.



For consolidated vehicle sales volume, we have revised our forecast downward by 50 thousand units from the previous forecast, and we now anticipate 8.8 million units.

Regional sales breakdown is as stated in the presentation.

As for the sales volume for Toyota and Lexus vehicles, we have revised our forecast downward by 500 thousand units from the previous forecast, and the new forecast is 9.4 million units.

FY2023 Forecast: Consolidated Financial Summary

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(billions of yen)	Previous Forecast '22.4-'23.3	New Forecast '22.4-'23.3	Change	FY22 Results '21.4-'22.3
Sales Revenues	34,500.0	36,000.0	+1,500.0	31,379.5
Operating Income	2,400.0	2,400.0	±0	2,995.6
Margin	7.0%	6.7%		9.5%
Other Income	870.0	940.0	+70.0	994.8
Share of Profit (Loss) of Investments Accounted for Using the Equity Method	620.0	620.0	±0	560.3
Income before Income Taxes	3,270.0	3,340.0	+70.0	3,990.5
Net Income Attributable to Toyota Motor Corporation	2,360.0	2,360.0	±0	2,850.1
Margin	6.8%	6.6%		9.1%
FOREX Rates				
US\$*	130 yen	135 yen	+5 yen	112 yen
€*	140 yen	137 yen	-3 yen	131 yen

* FOREX Rate performance: 134 yen against the U.S. dollar and 139 yen against the Euro from April 2022 to September 2022
FOREX Rate assumptions: 135 yen against the U.S. dollar and 135 yen against the Euro from October 2022 to March 2023

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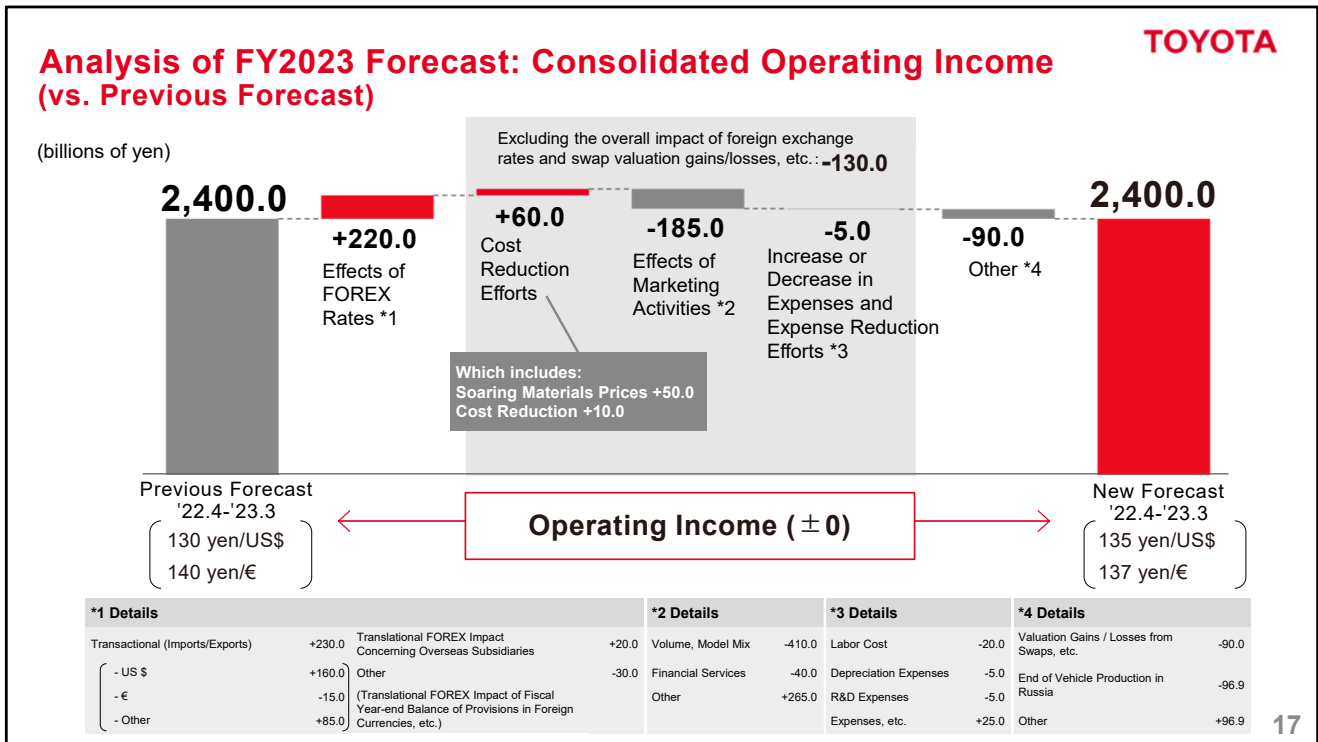
Next, let me explain the full-year consolidated financial forecast

We have adopted the full-year foreign exchange rate assumption of 135 yen per U.S. dollar and 137 yen per euro.

The foreign exchange rate for October onwards is based on 3-month average rate of the second quarter, which makes the foreign exchange rate assumption at 135 yen for both per U.S. dollar and per euro.

Based on this, our forecasts for the full-year consolidated financial performance are

Sales revenue of 36 trillion yen,
Operating income of 2 trillion 400 billion yen,
Income before income taxes of 3 trillion 340 billion yen
and
Net income of 2 trillion 360 billion yen.



I would like to explain the factors that may impact operating income as compared to the previous forecast.

First, the effects of foreign exchange rates will increase the operating income by 220 billion yen.

Second, cost reduction efforts will increase the operating income by 60 billion yen.

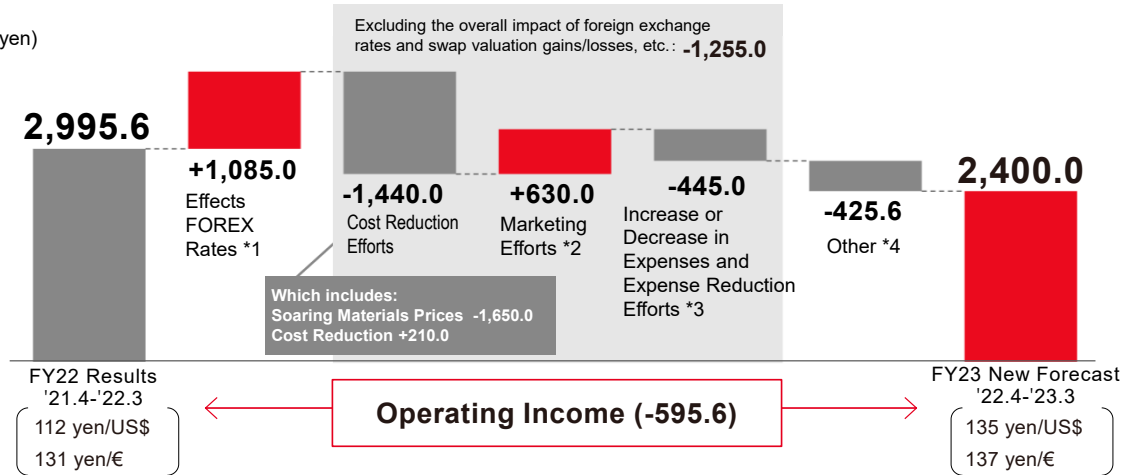
Third, effects of marketing activities will decrease the operating income by 185 billion yen due to the decrease in sales volume from supply constraints and worsening of sales mix.

Lastly, we also believe that we will incur a negative impact of 90 billion yen on operating income due to swap valuation losses and the cost to terminate our production in Russia.

As a result, we have kept the operating income forecast unchanged from the previous forecast.

Analysis of FY2023 Forecast: Consolidated Operating Income (vs. FY2022 Results)

(billions of yen)



*1 Details		*2 Details		*3 Details		*4 Details			
Transactional (Imports/Exports)	+1,000.0	Translational FOREX Impact Concerning Overseas Subsidiaries	+105.0	Volume, Model Mix	+175.0	Labor Cost	-140.0	Valuation Gains / Losses from Swaps, etc.	-220.0
- US \$	+930.0	Other	-20.0	Financial Services	-85.0	Depreciation Expenses	-70.0	End of Vehicle Production in Russia	-96.9
- €	+40.0	(Translational FOREX Impact of Fiscal Year-end Balance of Provisions in Foreign Currencies, etc.)		Other	+540.0	R&D Expenses	-65.0	Other	-108.7
- Other	+30.0					Expenses, etc.	-170.0		

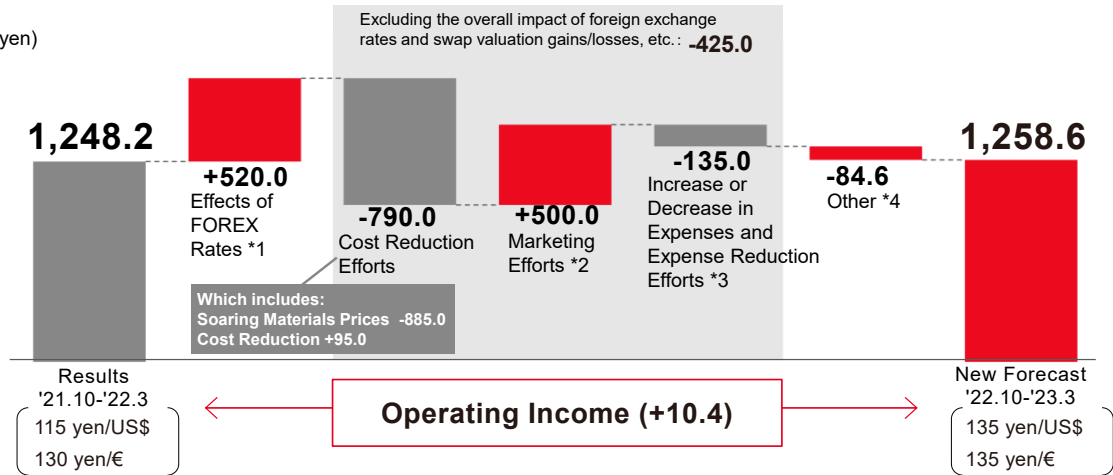
The factors that we expect will impact operating income compared to the same period of the previous fiscal year are as shown in the presentation.

Although we are in a situation that makes it difficult to predict the future due to rapid changes in the business environment, we will continue our activities to strengthen our profit structure.

This brings us to the end of our presentation.

**(Ref.) Analysis of Consolidated Operating Income
(FY2023 2H Forecast vs. FY2022 2H Results)**

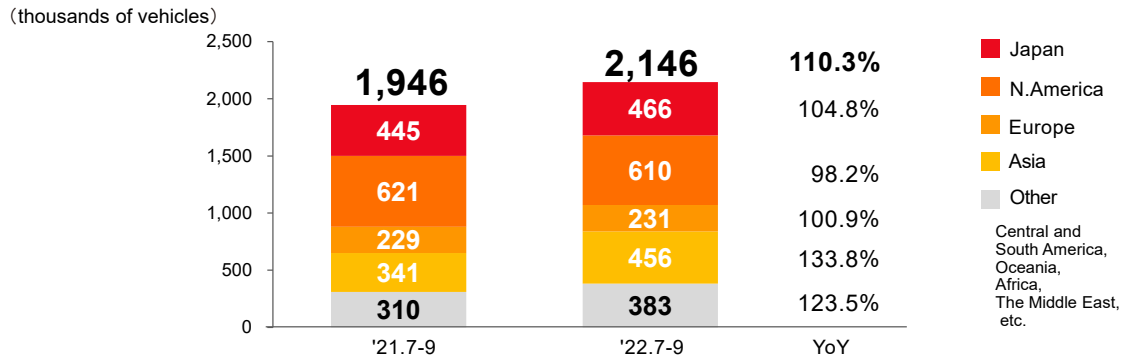
(billions of yen)



*1 Details		*2 Details		*3 Details		*4 Details			
Transactional (Imports/Exports)	+340.0	Translational FOREX Impact Concerning Overseas Subsidiaries	+35.0	Volume, Model Mix	+330.0	Labor Cost	-55.0	Valuation Gains / Losses from Swaps, etc.	-44.8
- US \$	+390.0	Other	+145.0	Financial Services	-50.0	Depreciation Expenses	-40.0	Other	-39.8
- €	+15.0	(Translational FOREX Impact of Fiscal Year-end Balance of Provisions in Foreign Currencies, etc.)		Other	+220.0	R&D Expenses	-10.0		
- Other	-65.0					Expenses, etc.	-30.0		

(Ref.) Consolidated Vehicle Sales (3 months)

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Reference (retail)

Toyota and Lexus Vehicle Sales	2,308	2,400	104.0%
Electrified Vehicles [%]	666 [28.8%]	654 [27.3%]	98.3%
HEV	631	630	99.8%
PHEV	30	20	68.7%
BEV	3	4	110.4%
FCEV	1	0	37.6%
Total Retail Vehicle Sales	2,506	2,625	104.7%

(Ref.) Consolidated Financial Summary (3 months)**TOYOTA**

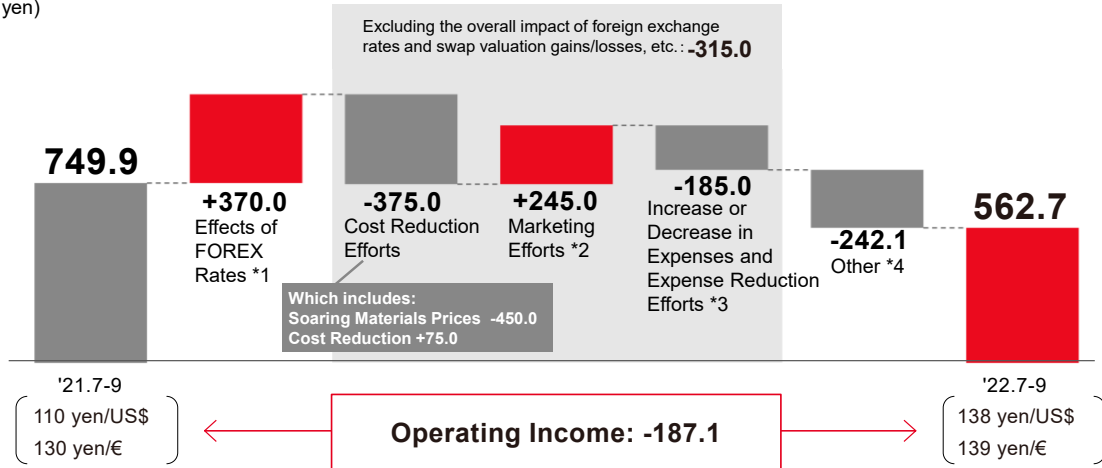
(billions of yen)	'21.7-9	'22.7-9	Change
Sales Revenues	7,545.7	9,218.2	+1,672.4
Operating Income	749.9	562.7	-187.1
Margin	9.9%	6.1%	
Other Income	136.8	249.7	+112.8
Share of Profit (Loss) of Investments Accounted for Using the Equity Method	99.5	133.5 *	+33.9
Income before Income Taxes	886.8	812.5	-74.2
Net Income Attributable to Toyota Motor Corporation	626.6	434.2	-192.3
Margin	8.3%	4.7%	
FOREX Rates			
US\$	110 yen	138 yen	+28 yen
€	130 yen	139 yen	+9 yen

* Regarding Japan: 45.6 (- 5.2 year on year), China: 76.7 (+35.3 year on year), Other: +11.1 (+3.8 year on year)

(Ref.) Analysis of Consolidated Operating Income (3 months)

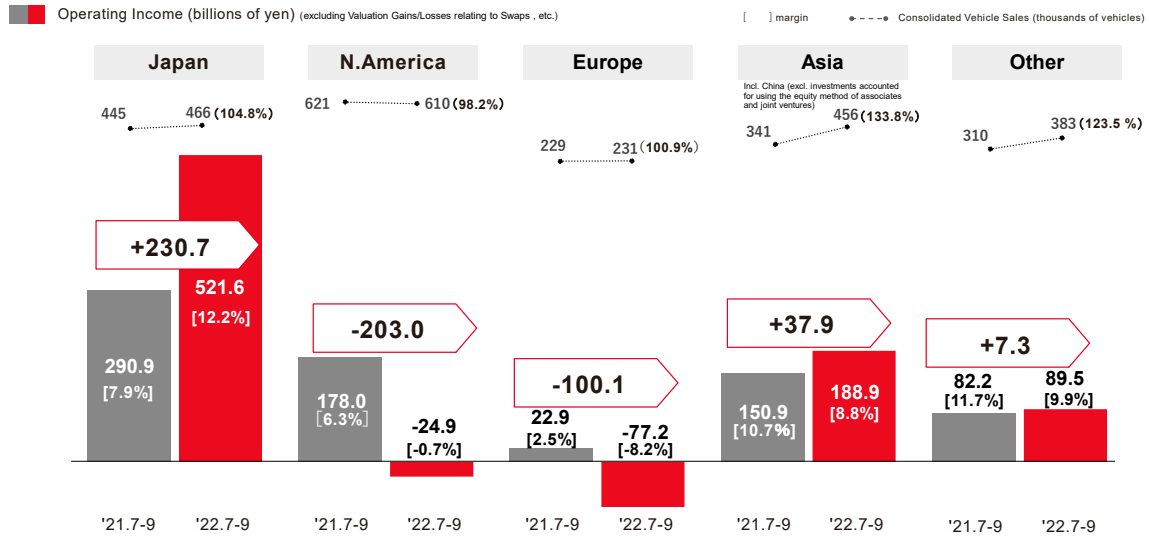
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(billions of yen)



*1 Details			*2 Details			*3 Details			*4 Details		
Transactional (Imports/Exports)	+395.0	Translational FOREX Impact Concerning Overseas Subsidiaries	+35.0	Volume, Model Mix	+90.0	Labor Cost	-55.0	Valuation Gains / Losses from Swaps, etc.	-89.0		
- US \$	+325.0	Other	-60.0	Financial Services	-15.0	Depreciation Expenses	-20.0	End of Vehicle Production in Russia	-96.9		
- €	+15.0	(Translational FOREX Impact of Fiscal Year-end Balance of Provisions in Foreign Currencies, etc.)		Other	+170.0	R&D Expenses	-65.0	Other	-56.2		
- Other	+55.0					Expenses, etc.	-45.0				

(Ref.) Geographic Operating Income (3 months)



Operating Income including Valuation Gains/Losses relating to Swaps, etc. (billions of yen)

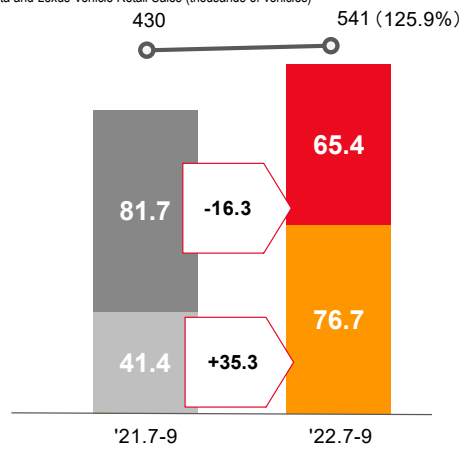
290.5	521.1	174.4	-85.6	23.6	-65.5	157.7	178.9	82.7	64.0
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(Ref.) China Business / Financial Services (3 months)

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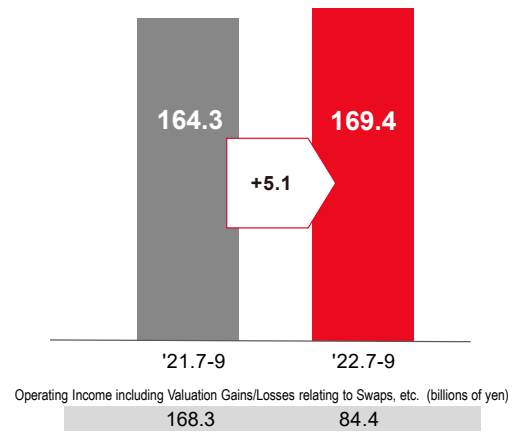
(Ref.) China Business

- Operating Income of Chinese Subsidiaries (billions of yen)
- Share of Profit of Investments Accounted for Using the Equity Method of Chinese Associates and Joint Ventures (billions of yen)
- Toyota and Lexus Vehicle Retail Sales (thousands of vehicles)



Financial Services

- Operating Income (billions of yen)
- * Excluding Valuation Gains/Losses relating to Swaps, etc.

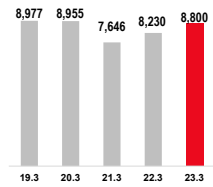


(Ref.) Transition of Financial Performance

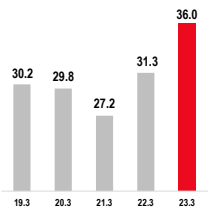
*19/3 : US GAAP
*20/3 - *23/3 : IFRS

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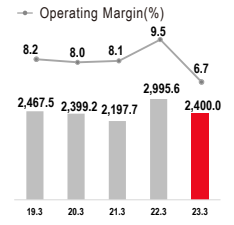
Consolidated Vehicle Sales
(thousands of vehicles)



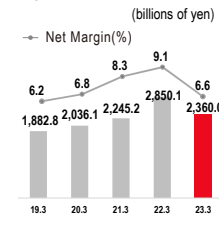
Sales Revenues (trillions of yen)



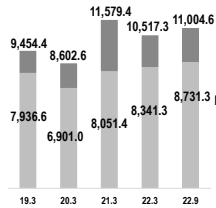
Operating Income (billions of yen)



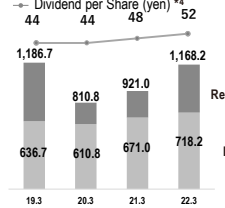
Net Income Attributable to Toyota Motor Corporation
(billions of yen)



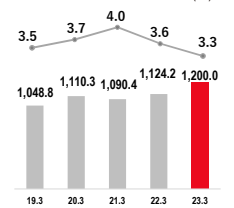
Total Liquid Assets*¹
(billions of yen)



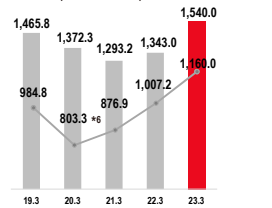
Total Shareholder Return*³
(billions of yen)



R&D Expenses*⁵ (billions of yen)



Capital Expenditures (billions of yen)



*1 Cash and cash equivalents, time deposits, public and corporate bonds and its investment in monetary trust funds, excluding in each case those relating to financial services. *2 Not including lease liabilities
*3 Including dividends on first series Model AA class shares (Excluding dividends on first series Model AA class shares from fiscal year ended March 2020 as a result of applying IFRS)
*4 Dividends per common share on a post-stock split (a five-for-one stock split of shares of our common stock that was conducted on October 1, 2021) basis
*5 R&D activity related expenditures incurred during the reporting period *6 Change in depreciation method from '20.3

■ Forecast

(Ref.) FY2023 Forecast: Vehicle Production and Retail Sales

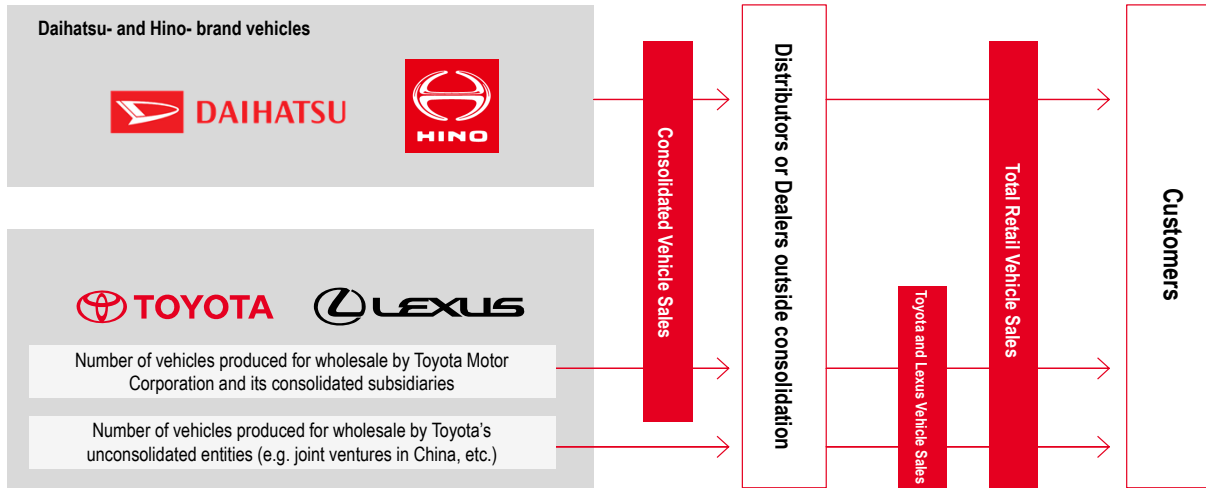
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(thousands of vehicles)		Previous Forecast '22.4-'23.3	New Forecast '22.4-'23.3	Change	FY22 Results '21.4-'22.3	
Toyota & Lexus	Vehicle Production *	Japan	3,000	2,780	-220	2,761
		Overseas	6,700	6,420	-280	5,809
		Total	9,700	9,200	-500	8,570
	Retail Vehicle Sales *	Japan	1,400	1,300	-100	1,396
		Overseas	8,500	8,100	-400	8,116
		Total	9,900	9,400	-500	9,512
Total Retail Vehicle Sales *		10,700	10,400	-300	10,381	

* Including vehicles by Toyota's unconsolidated entities

(Ref.) Definitions of Consolidated and Retail Vehicle Sales

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