

# FY2023 Financial Results



LEXUS RZ450e

**Toyota Motor Corporation**  
**May 10, 2023**



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

TOYOTA

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 Results : Operating income 2 trillion 725 billion yen

- **While production plans fluctuated greatly** due to the effects of tight semiconductor supplies, natural disasters, and COVID-19, etc., **dealers, suppliers and production sites have worked hard**, leading to an **increase of sales volume in all regions year on year**.
- **Although operating income decreased compared to the previous fiscal year** due to the impact of such things as soaring material prices, **the actual results exceeded the previous forecast due to our continuous efforts to improve our profit structure**.

## FY2024 Forecast : Operating income 3 trillion yen (increase in revenue and profit)

- **We expect an increase in sales volume in all regions and production volume of 10.1 million**, due to such factors as the effects of improvement in semiconductor supply and efforts of production sites.
- Continue to both advance our activities towards carbon neutrality and improve our profit structure.
- We will continue to invest in growth and **promote activities to “Change the future of cars”**.

## Return to Shareholders

### Dividends : **“Increase dividends stably and continuously”**

- In order to reward our long-term shareholders, we will **focus more on dividends**. Year-end dividend will be **35 yen per share (+7 yen)** and **total annual dividends will be 60 yen (+8 yen)**.

### Share repurchases : **“Conduct flexibly taking into account our share price levels etc.”**

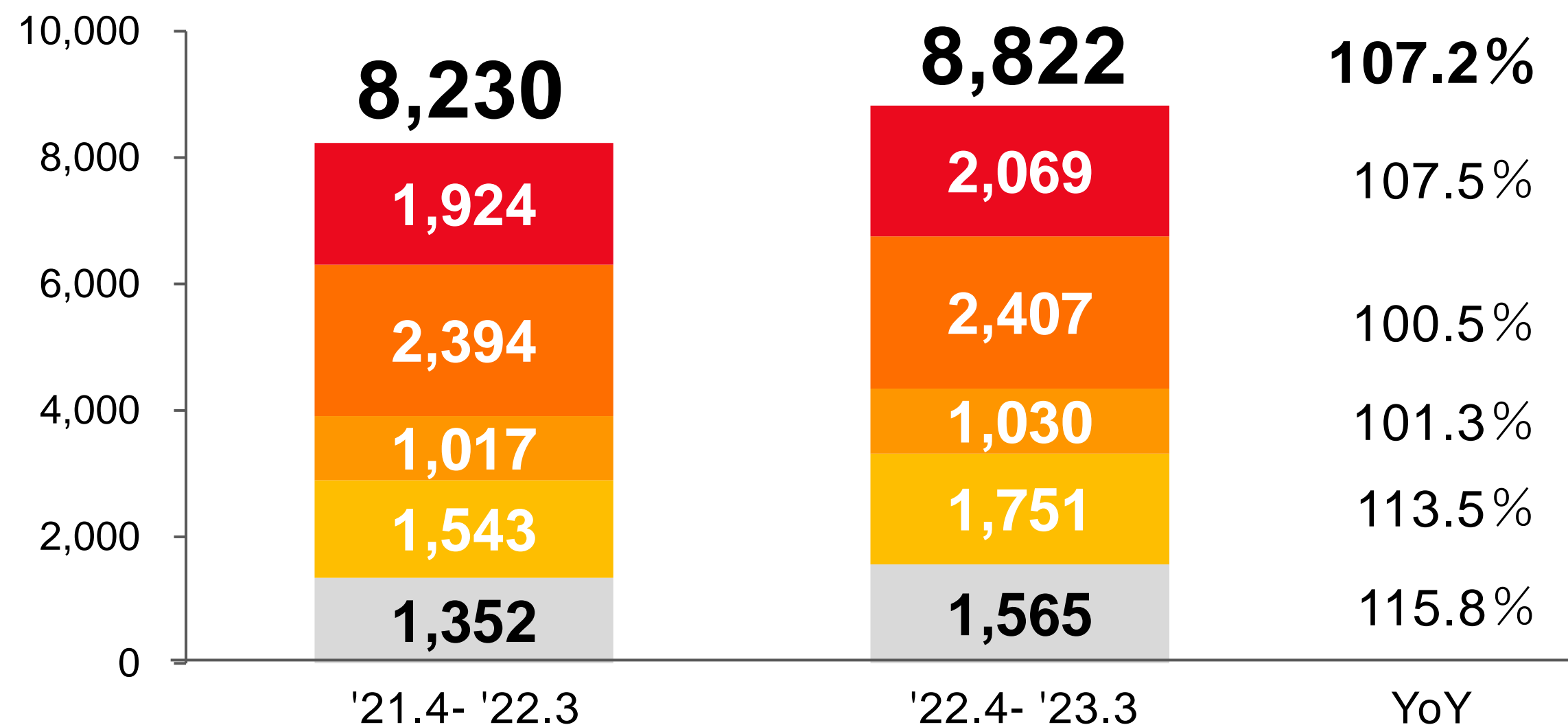
- Maximum of 150 billion yen (equivalent to interim repurchases)

# FY2023 Financial Performance

# Consolidated Vehicle Sales

**TOYOTA**

(thousands of vehicles)



- Japan
- N. America
- Europe
- Asia
- Other  
Central and South America, Oceania, Africa, The Middle East, etc.

## Reference (retail)

Toyota and Lexus Vehicle Sales	<b>9,512</b>	<b>9,610</b>	<b>101.0%</b>
Electrified Vehicle [%]	<b>2,703 [28.4%]</b>	<b>2,849 [29.6%]</b>	<b>105.4%</b>
HEV	2,565	2,720	106.0%
PHEV	116	88	75.6%
BEV	16	38	230.2%
FCEV	5	3	64.1%
<b>Total Retail Vehicle Sales</b>	<b>10,381</b>	<b>10,558</b>	<b>101.7%</b>

# Consolidated Financial Summary

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(billions of yen)		'21.4-'22.3	'22.4-'23.3	Change
<b>Sales Revenues</b>		<b>31,379.5</b>	<b>37,154.2</b>	<b>+5,774.7</b>
<b>Operating Income</b>		<b>2,995.6</b>	<b>2,725.0</b>	<b>-270.6</b>
Margin		9.5%	7.3%	
<b>Other Income</b>		<b>994.8</b>	<b>943.7</b>	<b>-51.1</b>
Share of Profit (Loss) of Investments Accounted for Using the Equity Method		560.3	643.0 *	+82.7
<b>Income before Income Taxes</b>		<b>3,990.5</b>	<b>3,668.7</b>	<b>-321.7</b>
<b>Net Income Attributable to Toyota Motor Corporation</b>		<b>2,850.1</b>	<b>2,451.3</b>	<b>-398.7</b>
Margin		9.1%	6.6%	
FOREX Rates	US\$	112 yen	135 yen	+23 yen
	€	131 yen	141 yen	+10 yen

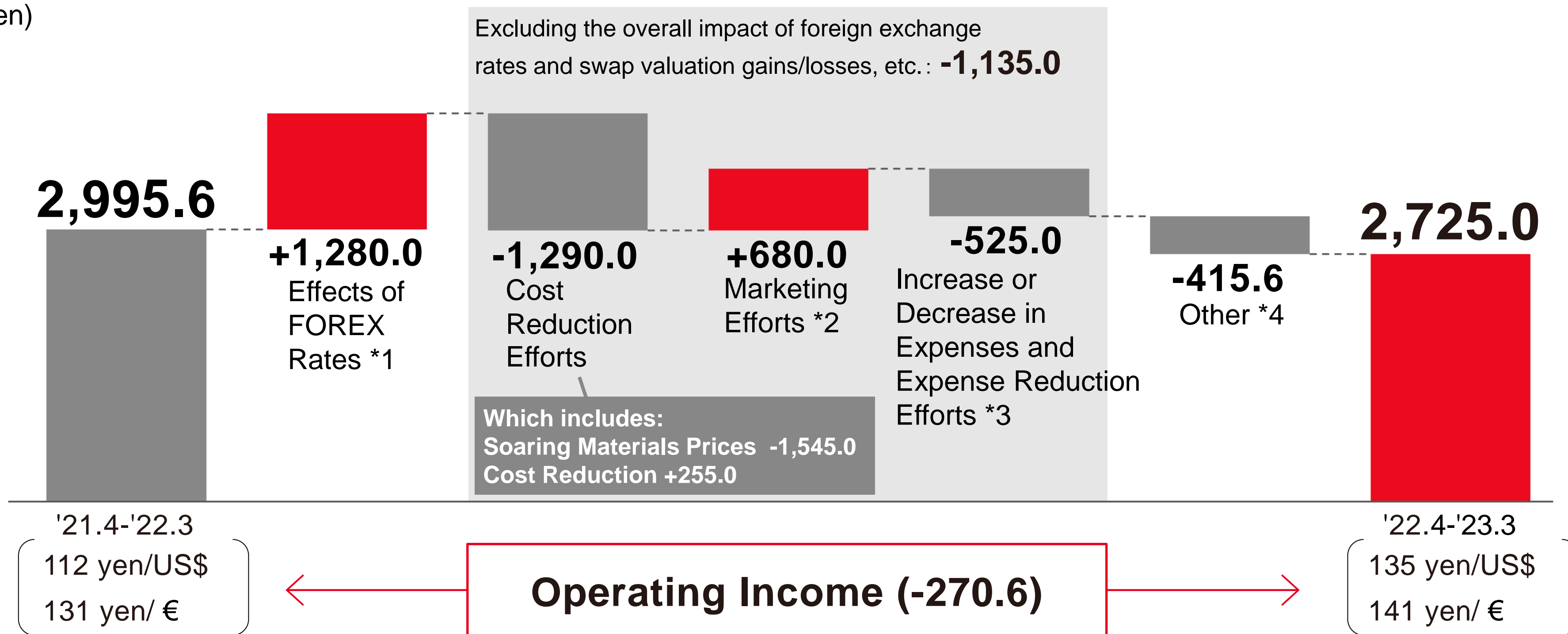
\* Regarding Japan: 278.6 (-26.7 year on year), China: 305.0 (+70.6 year on year), Other: 59.3 (+38.7 year on year)



# Analysis of Consolidated Operating Income

TOYOTA

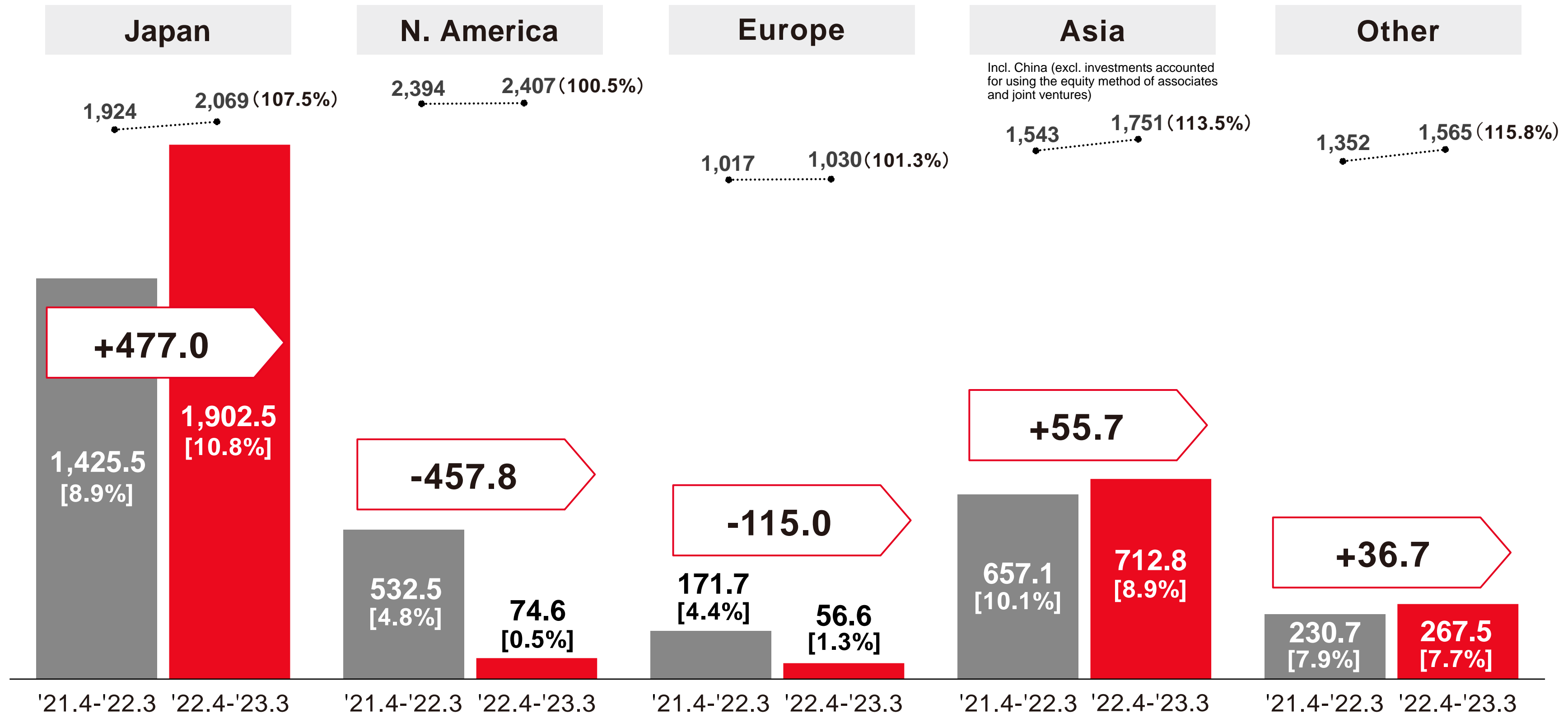
(billions of yen)



*1 Details				*2 Details		*3 Details		*4 Details	
Transactional (Imports/Exports)	+1,200.0	Translational FOREX Impact Concerning Overseas Subsidiaries	+90.0	Volume, Model Mix	+40.0	Labor Cost	-135.0	Valuation Gains / Losses from Swaps, etc.	-229.2
- US \$	+1,000.0	Other	-10.0	Financial Services	-75.0	Depreciation Expenses	-30.0	End of Vehicle Production in Russia	-99.5
- €	+75.0	(Translational FOREX Impact of Fiscal Year-end Balance of Provisions in Foreign Currencies, etc.)		Other	+715.0	R&D Expenses	-120.0	Other	-86.9
- Other	+125.0					Expenses, etc.	-240.0		

# Geographic Operating Income

Operating Income (billions of yen) (excluding Valuation Gains/Losses relating to Swaps, etc.) [ ] Margin ● - - - ● Consolidated Vehicle Sales (thousands of vehicles)



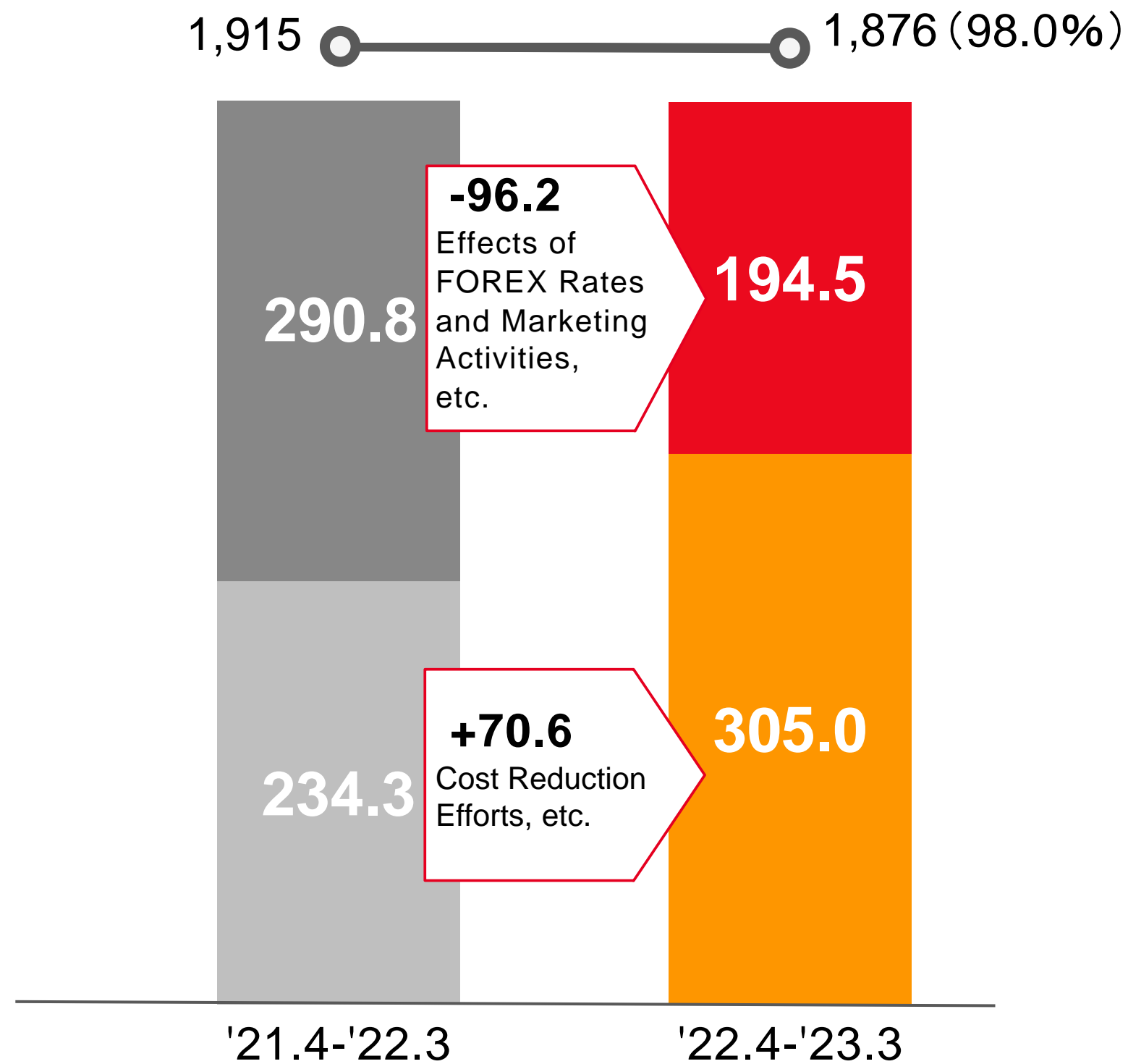
Operating Income including Valuation Gains/Losses relating to Swaps, etc. (billions of yen)

1,423.4	1,901.4	565.7	-74.7	162.9	57.4	672.3	714.4	238.1	231.3
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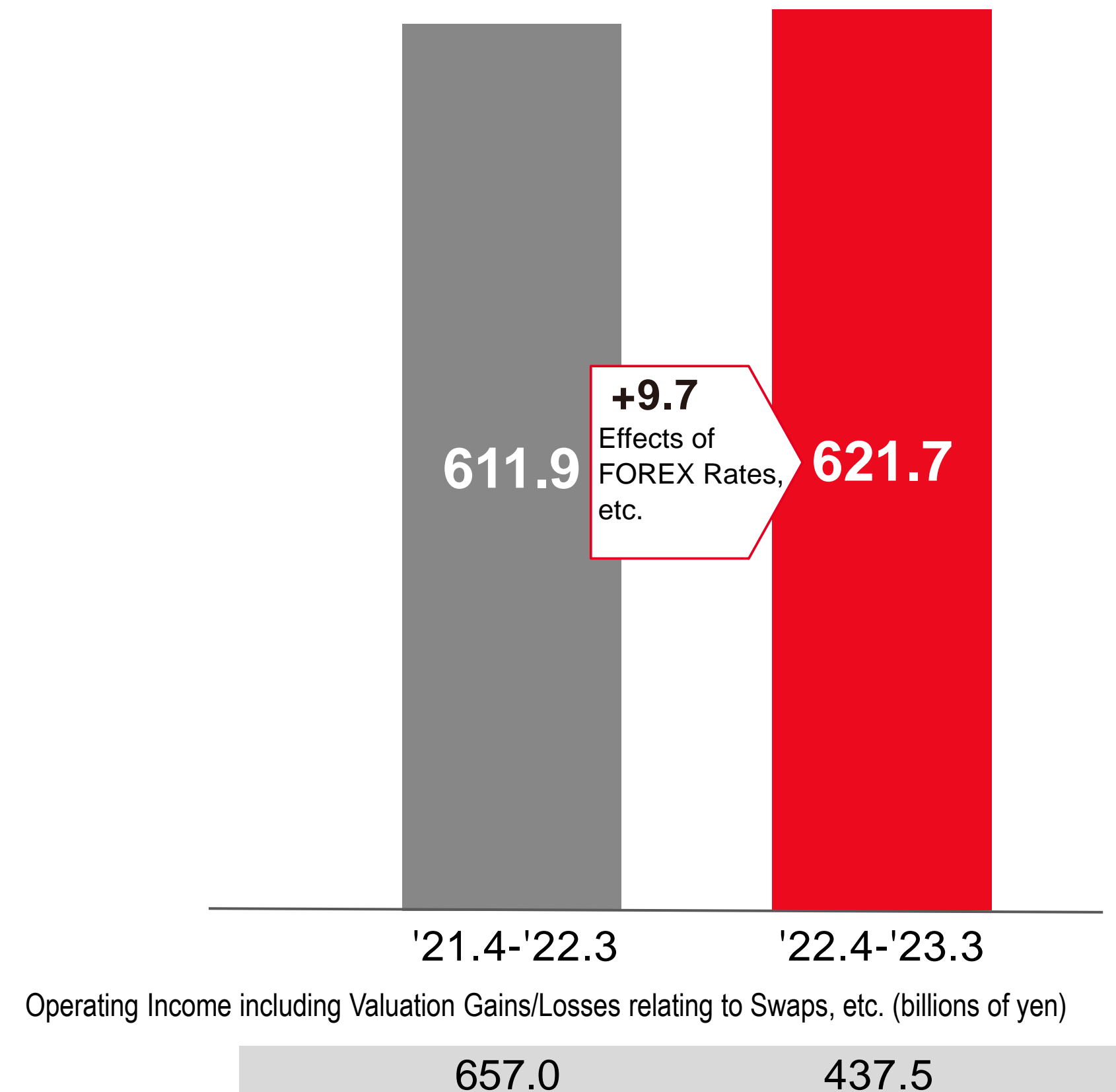
## (Ref.) China Business

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



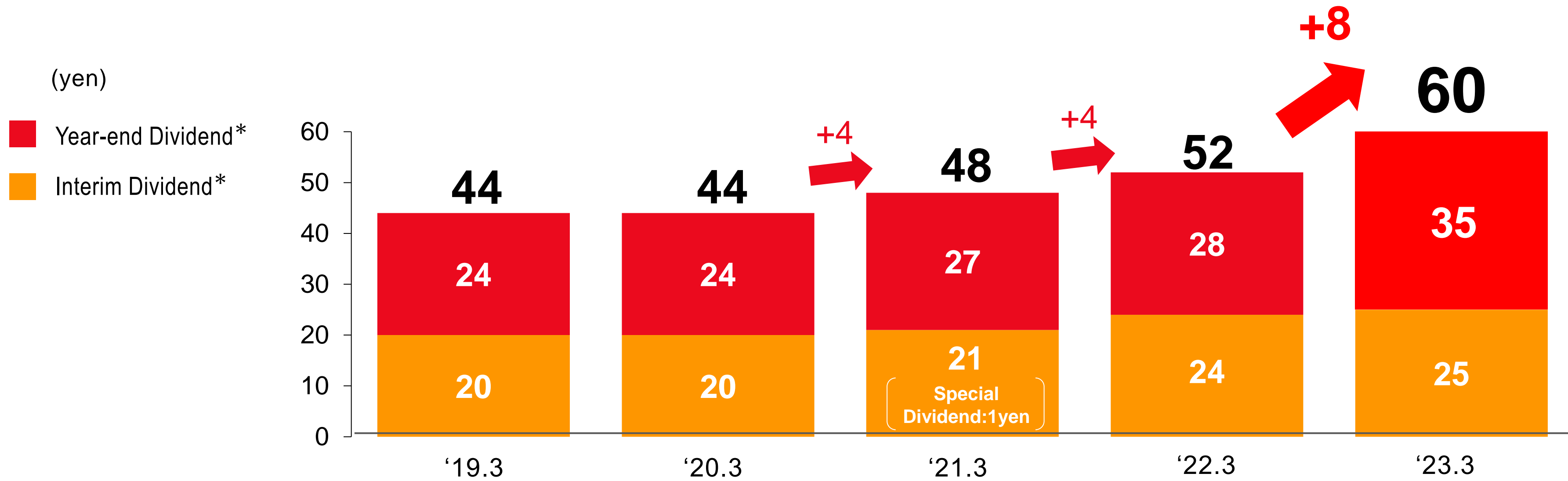
## Financial Services

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



# Shareholder Return

- Revised the policy to **“increase dividends stably and continuously”** in order to reward long-term shareholders.
- Year-end dividend is 35 yen per share. Total full-year dividends are 60 yen per share (+8 yen YoY) .



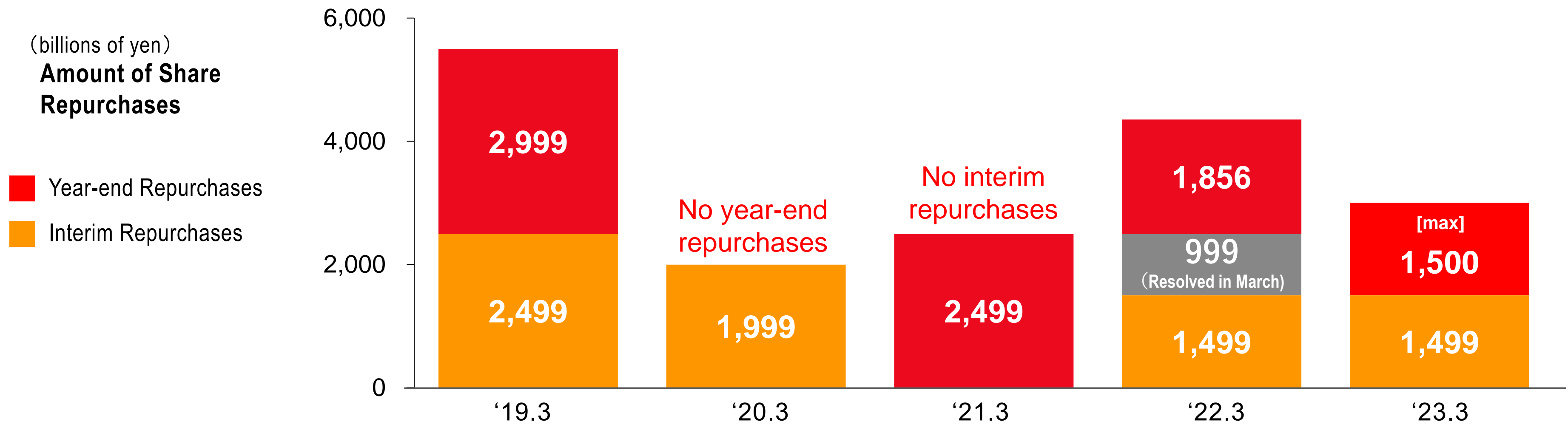
	Total Amount of Dividends (billions of yen)	'19.3	'20.3	'21.3	'22.3	'23.3
<b>Interim</b>	Total Amount of Dividends (billions of yen)	286.9	278.9	293.5	332.4	342.1
<b>Full Year</b>	Total Amount of Dividends (billions of yen)	626.8	610.8	671.0	718.2	816.9

• A five-for-one stock split of shares of our common stock was conducted on October 1, 2021. Calculated on the assumption that the split was made at the beginning of the fiscal year ended March 2019.



# Share Repurchases

- Revised the policy to **"Conduct flexibly taking into account our share price levels etc"**.
- Set aside 150 billion yen as the maximum limit of year-end repurchase  
(Considering the current share price level, set aside equal to the interim.)



Share Repurchases	<b>549.9</b>	<b>199.9</b>	<b>249.9</b>	<b>435.6</b>	<b>299.9 [max]</b>
Total Amount of Dividends*	636.7	610.8	671.0	718.2	816.9
Total Shareholder Return*	1,186.7	810.8	921.0	1,153.8	1,116.9 [max]

\* 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)

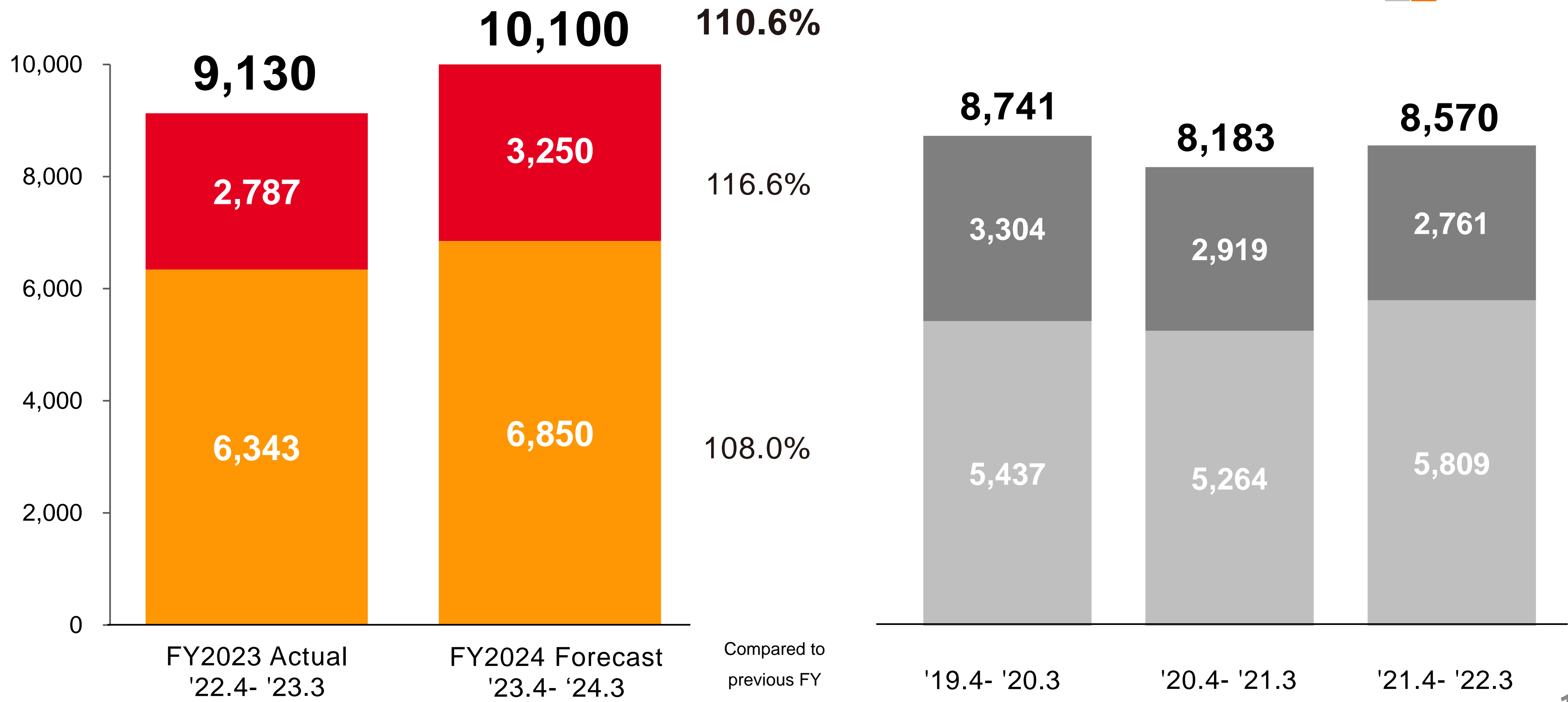
# **FY2024 Financial Forecasts**

# Production Volume Forecast (Toyota & Lexus)

**TOYOTA**

Japan  
Overseas

(thousands of vehicles)



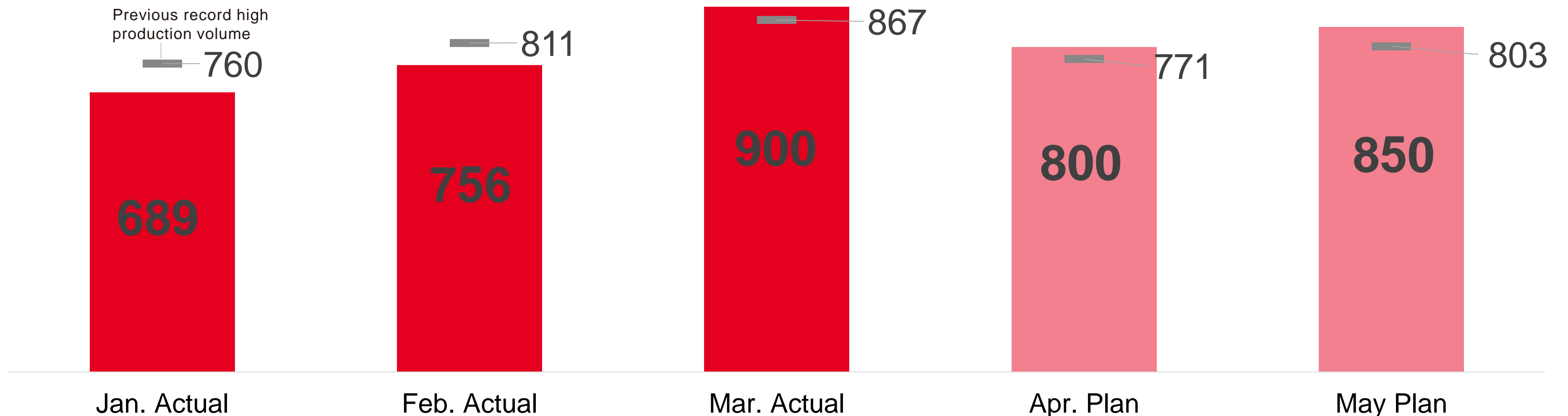


# FY2024 Production Forecast (10.1 million units)

- Together with our suppliers, we have been working on, with respects to semiconductors, negotiations and examination of alternatives in light of supply risks in the future, as well as on promoting improvements aimed at improving operating rates at factories.  
→ Since March, we have been able to continue high-level production while prioritizing safety and quality.
- Promote improvements together with suppliers in order to further increase production volume.

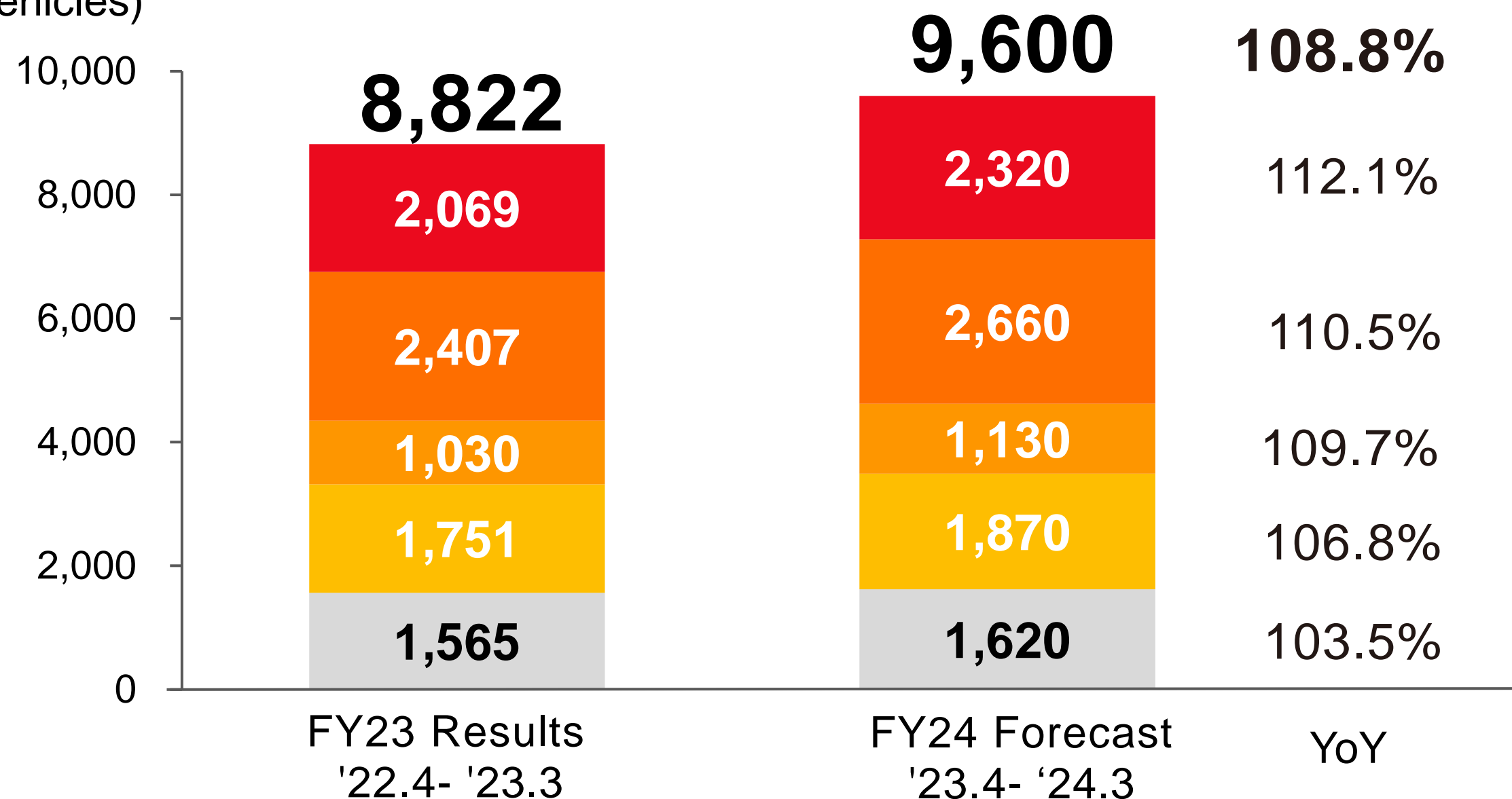
## 【CY2023 Monthly Production Volume】

(thousands of vehicles)



# FY2024 Forecast: Consolidated Vehicle Sales

(thousands of vehicles)



- Japan
  - N. America
  - Europe
  - Asia
  - Other
- Central and South America, Oceania, Africa, The Middle East, etc.

## Reference (retail)

Toyota and Lexus Vehicle Sales	<b>9,610</b>	<b>10,400</b>	<b>108.2%</b>
Electrified Vehicles [%]	2,849 [29.6%]	3,843 [37.0%]	134.9%
HEV	2,720	3,497	128.6%
PHEV	88	137	155.6%
BEV	38	202	535.6%
FCEV	3	8	223.0%
<b>Total Retail Vehicle Sales</b>	<b>10,558</b>	<b>11,380</b>	<b>107.8%</b>

# FY2024 Forecast: Consolidated Financial Summary

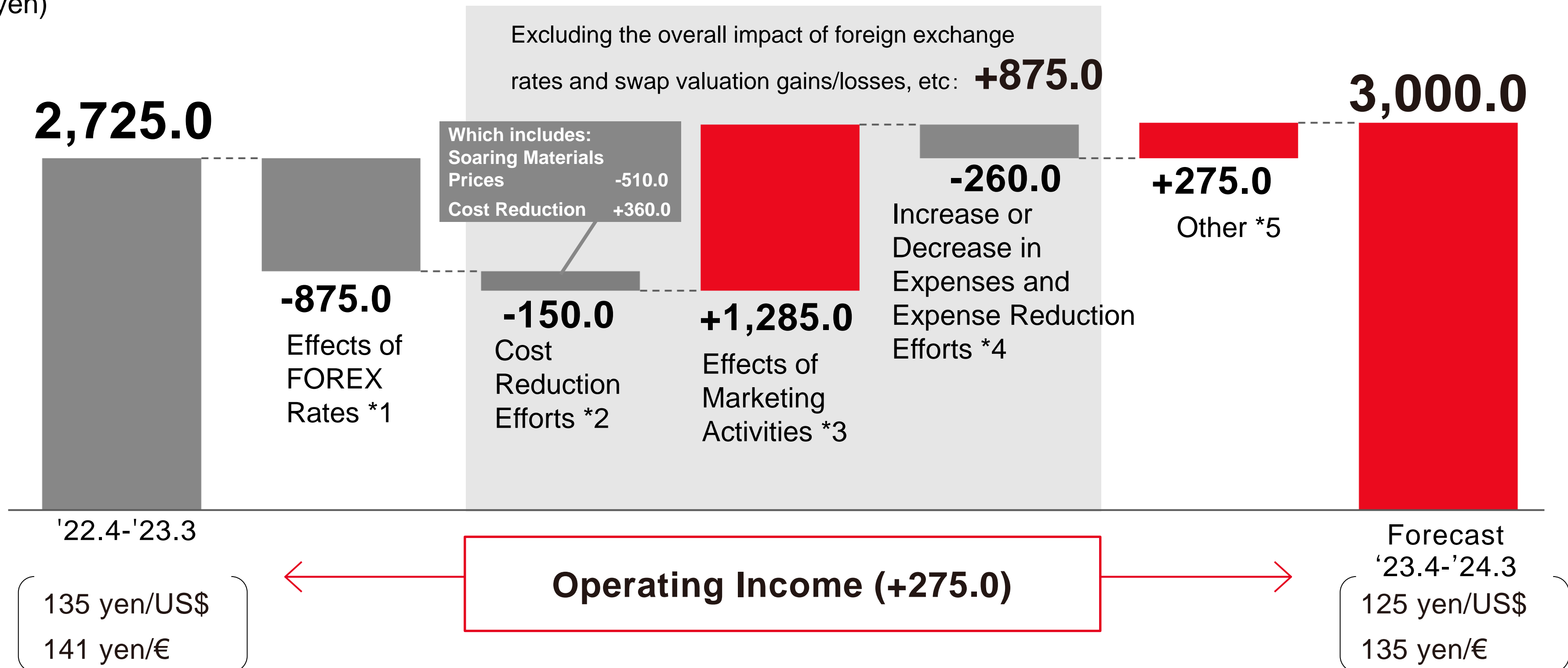
(billions of yen)

		FY2023 Results '22.4-'23.3	FY2024 Forecast '23.4-'24.3	Change
<b>Sales Revenues</b>		<b>37,154.2</b>	<b>38,000.0</b>	<b>+845.8</b>
<b>Operating Income</b>		<b>2,725.0</b>	<b>3,000.0</b>	<b>+275.0</b>
Margin		7.3%	7.9%	
<b>Other Income</b>		<b>943.7</b>	<b>690.0</b>	<b>-253.7</b>
Share of Profit (Loss) of Investments Accounted for Using the Equity Method		643.0	690.0	+47.0
<b>Income before Income Taxes</b>		<b>3,668.7</b>	<b>3,690.0</b>	<b>+21.3</b>
<b>Net Income Attributable to Toyota Motor Corporation</b>		<b>2,451.3</b>	<b>2,580.0</b>	<b>+128.7</b>
Margin		6.6%	6.8%	
FOREX Rates	US\$	135 yen	125 yen	-10 yen
	€	141 yen	135 yen	-6 yen



# Analysis of FY2024 Forecast: Consolidated Operating Income

(billions of yen)

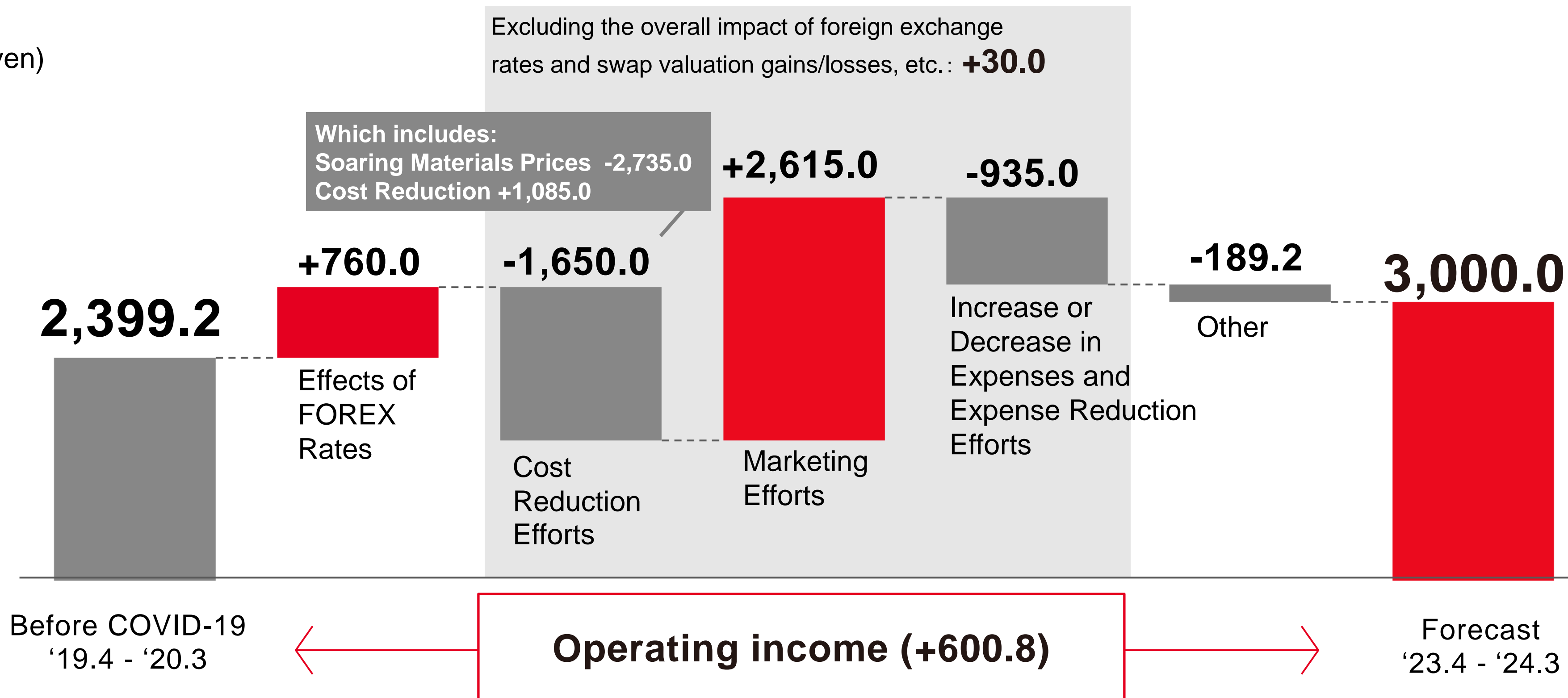


*1 Details		*2 Details		*3 Details		*4 Details			
Transactional (Imports/Exports)	-930.0	Translational FOREX Impact Concerning Overseas Subsidiaries	-100.0	Volume, Model Mix	+865.0	Labor Cost	-110.0	Valuation Gains / Losses from Swaps, etc.	+110.0
- US \$	-520.0	Other	+155.0	Financial Services	-105.0	Depreciation Expenses	-90.0	End of Vehicle Production in Russia	+99.5
- €	-55.0	(Translational FOREX Impact of Fiscal Year-end Balance of Provisions in Foreign Currencies, etc.)		Other	+525.0	R&D Expenses	-20.0	Other	+65.5
- Other	-355.0					Expenses, etc.	-40.0		

# Profit Structure

- As an effect of our long-standing product-centered and region-centered approach, we became able to offset the impact of soaring materials costs through TPS/cost reductions and marketing efforts, as well as to create a foundation that will allow us to steadily increase investment in growth.
- Be prepared for changes in the business environment by keeping our antennas high and carefully managing risks

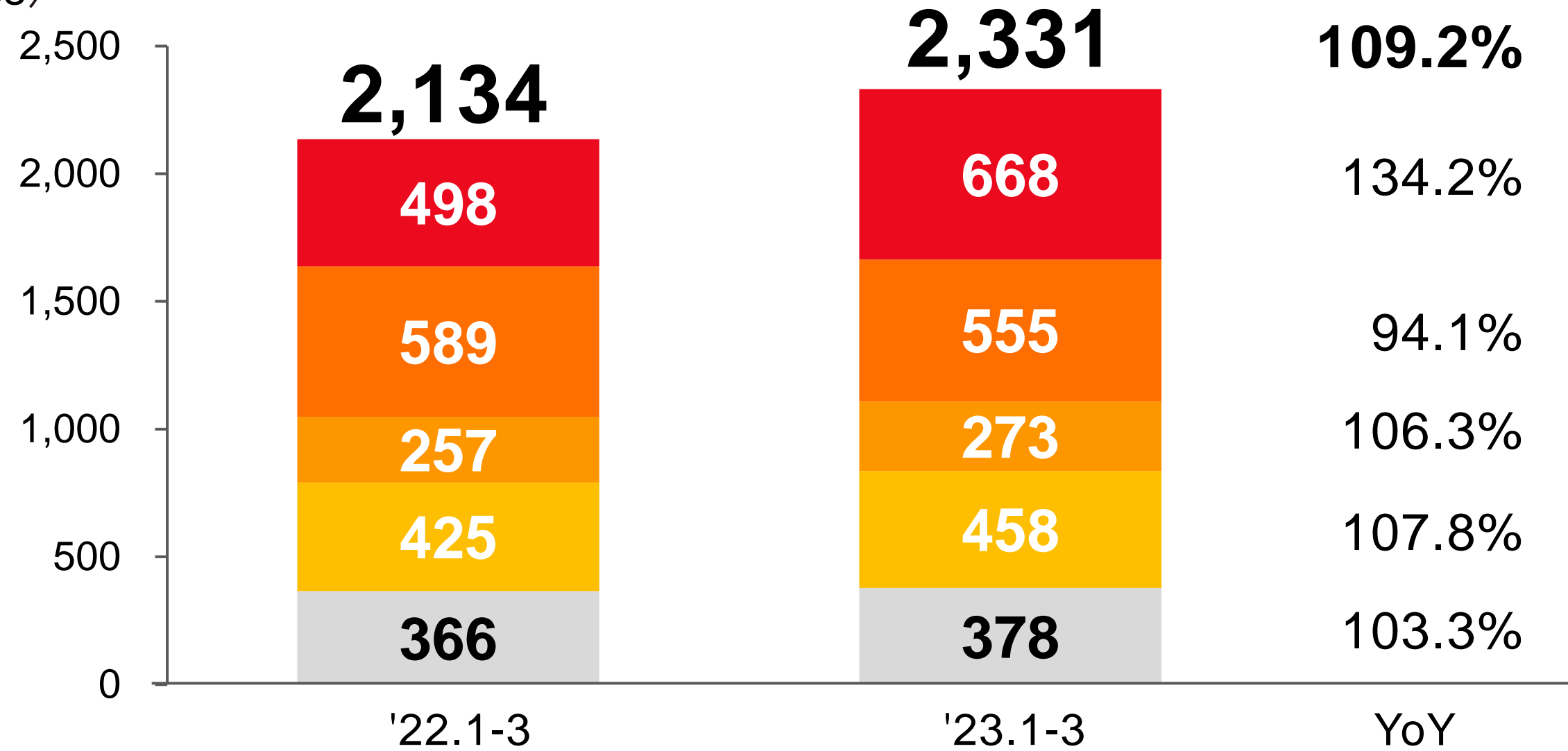
(billions of yen)



# (Ref.) Consolidated Vehicle Sales (3 months)

**TOYOTA**

(thousands of vehicles)



- Japan
  - N.America
  - Europe
  - Asia
  - Other
- Central and South America, Oceania, Africa, The Middle East, etc.

## Reference (retail)

Toyota and Lexus Vehicle Sales	<b>2,357</b>	<b>2,399</b>	<b>101.8%</b>
Electrified Vehicles [%]	720 [30.5%]	842 [35.1%]	117.0%
HEV	689	801	116.3%
PHEV	25	23	90.3%
BEV	4	17	404.9%
FCEV	1	1	65.4%
<b>Total Retail Vehicle Sales</b>	<b>2,594</b>	<b>2,669</b>	<b>102.9%</b>



# (Ref.) Consolidated Financial Summary (3 months)

**TOYOTA**

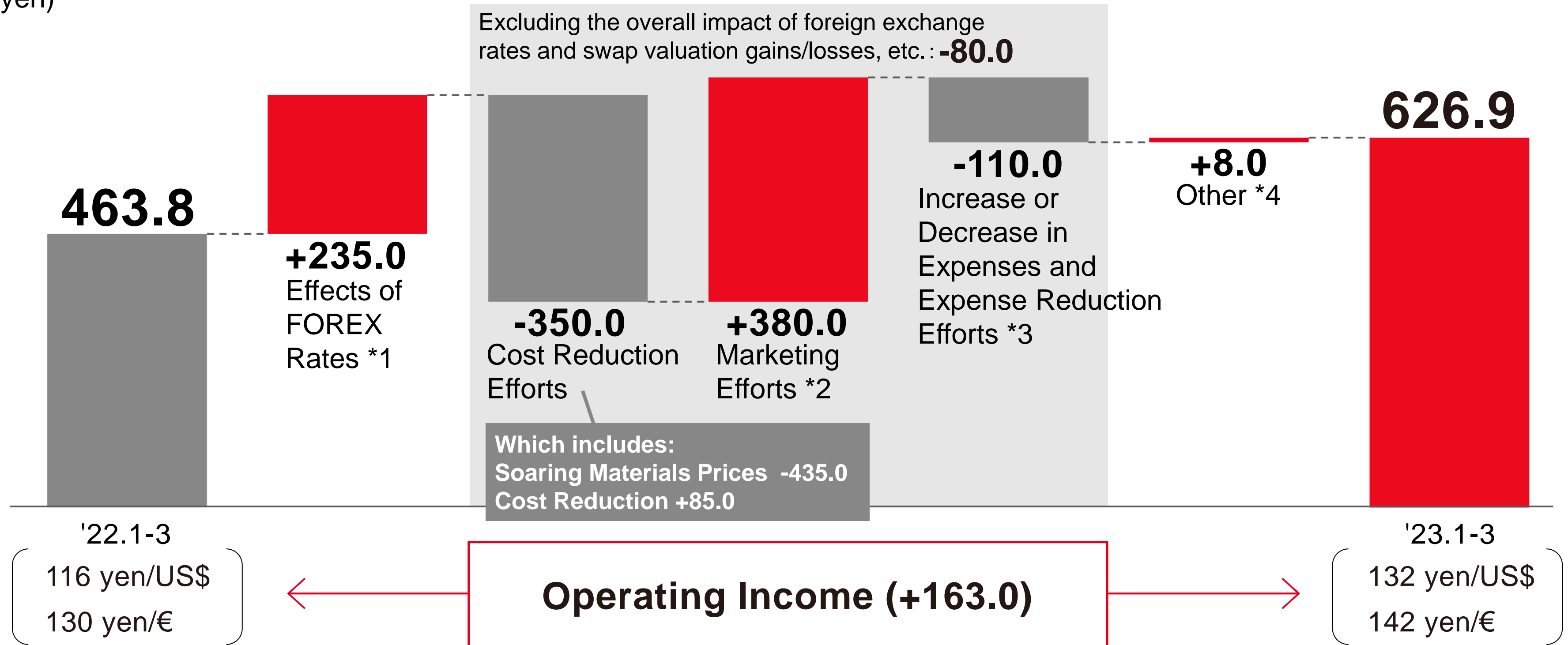
(billions of yen)		'22.1-3	'23.1-3	Change
<b>Sales Revenues</b>		<b>8,112.4</b>	<b>9,690.2</b>	<b>+1,577.7</b>
<b>Operating Income</b>		<b>463.8</b>	<b>626.9</b>	<b>+163.0</b>
Margin		5.7%	6.5%	
<b>Other Income</b>		<b>289.1</b>	<b>172.5</b>	<b>-116.5</b>
Share of Profit (Loss) of Investments Accounted for Using the Equity Method		144.8	168.3*	+23.5
<b>Income before Income Taxes</b>		<b>752.9</b>	<b>799.4</b>	<b>+46.4</b>
<b>Net Income Attributable to Toyota Motor Corporation</b>		<b>533.8</b>	<b>552.2</b>	<b>+18.4</b>
Margin		6.6%	5.7%	
FOREX Rates	US\$	116 yen	132 yen	+16 yen
	€	130 yen	142 yen	+12 yen

\* Regarding Japan: 67.4 (+16.2 year on year), China: 82.0 ( $\pm 0$  year on year), Other: 18.8 (+7.3 year on year)

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

TOYOTA

(billions of yen)



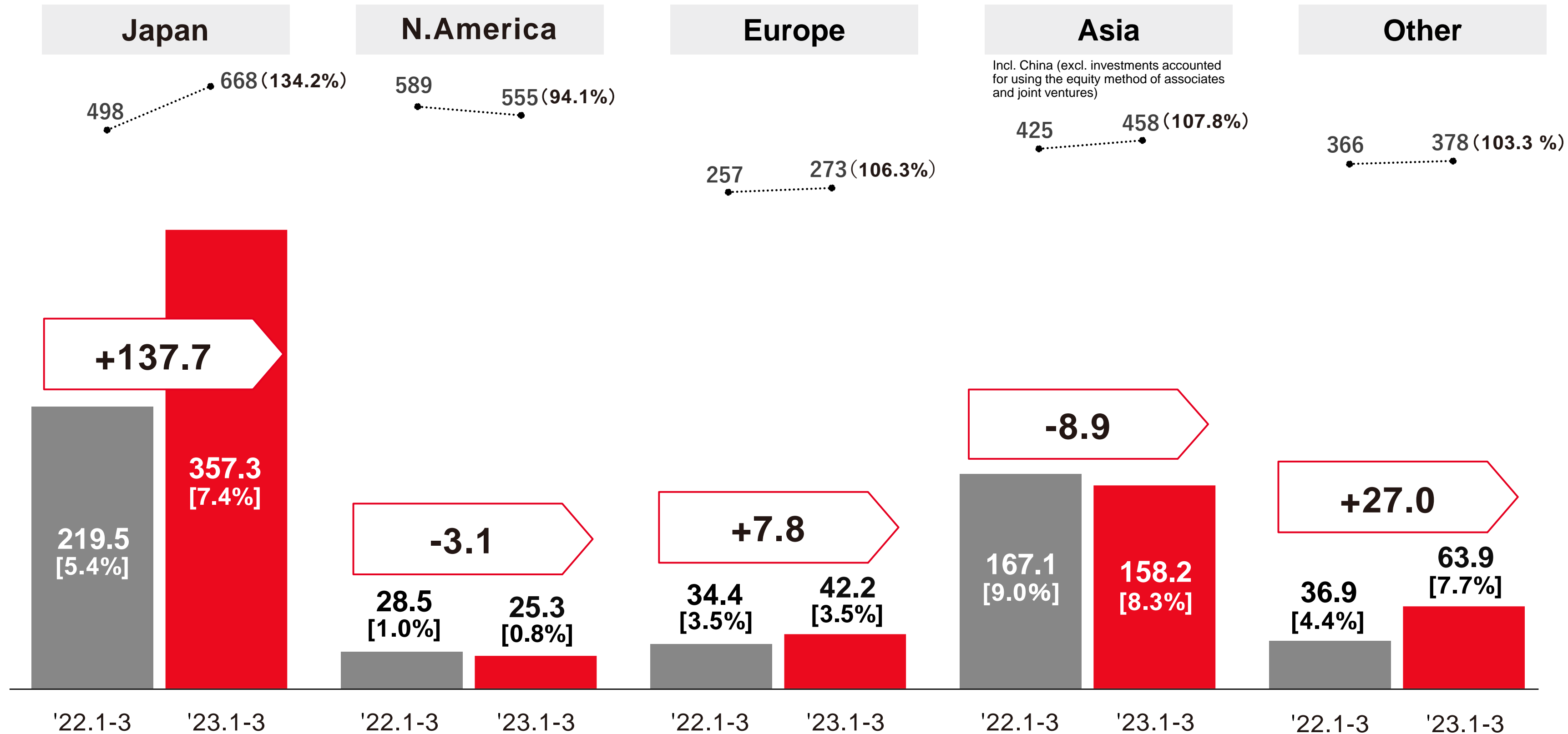
*1 Details				*2 Details		*3 Details		*4 Details	
Transactional (Imports/Exports)	+185.0	Translational FOREX Impact Concerning Overseas Subsidiaries	± 0.0	Volume, Model Mix	+100.0	Labor Cost	-15.0	Valuation Gains / Losses from Swaps, etc.	-4.6
<ul style="list-style-type: none"> <li>- US \$</li> <li>- €</li> <li>- Other</li> </ul>	+160.0	Other	+50.0	Financial Services	-5.0	Depreciation Expenses	+10.0	End of Vehicle Production in Russia	+4.4
	+20.0	(Translational FOREX Impact of Fiscal Year-end Balance of Provisions in Foreign Currencies, etc.)		Other	+285.0	R&D Expenses	-55.0	Other	+8.2
	+5.0					Expenses, etc.	-50.0		

# (Ref.) Geographic Operating Income (3 months)

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

[ ] margin

● - - - ● Consolidated Vehicle Sales (thousands of vehicles)



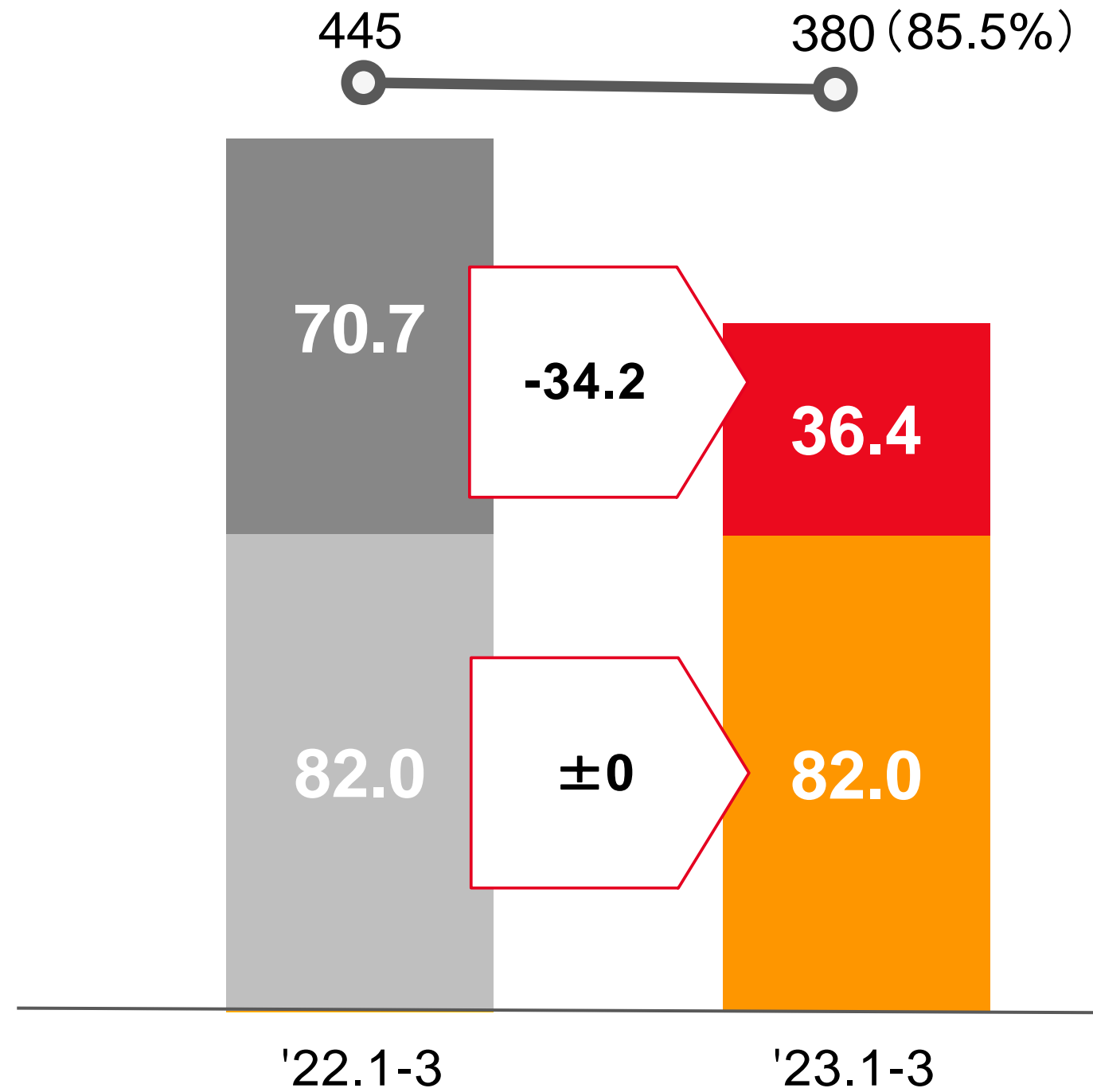
Operating Income including Valuation Gains/Losses relating to Swaps, etc. (billions of yen)

217.8	360.1	13.1	14.2	26.5	40.7	172.7	154.0	38.2	55.3
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# (Ref.) China Business / Financial Services (3 months)

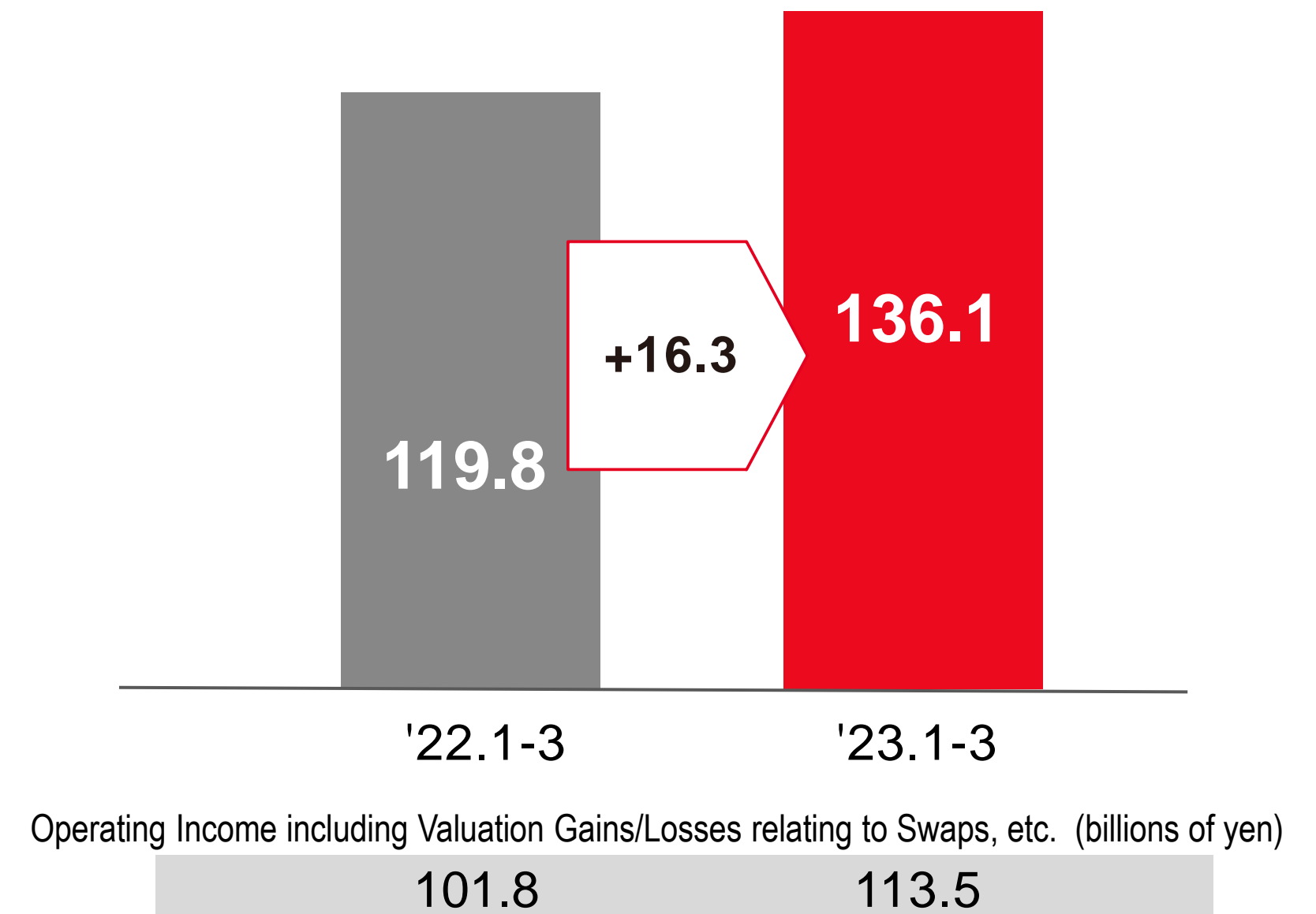
## (Ref.) China Business

- 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

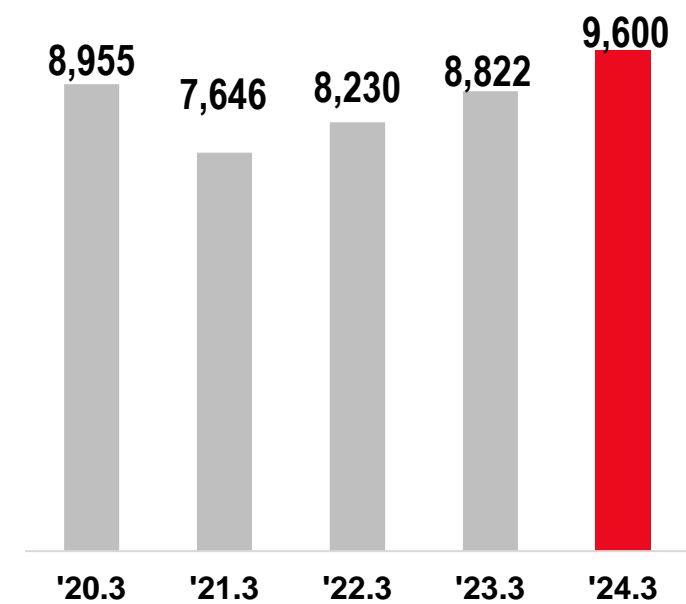
- Operating Income (billions of yen)
- \* Excluding Valuation Gains/Losses relating to Swaps, etc.



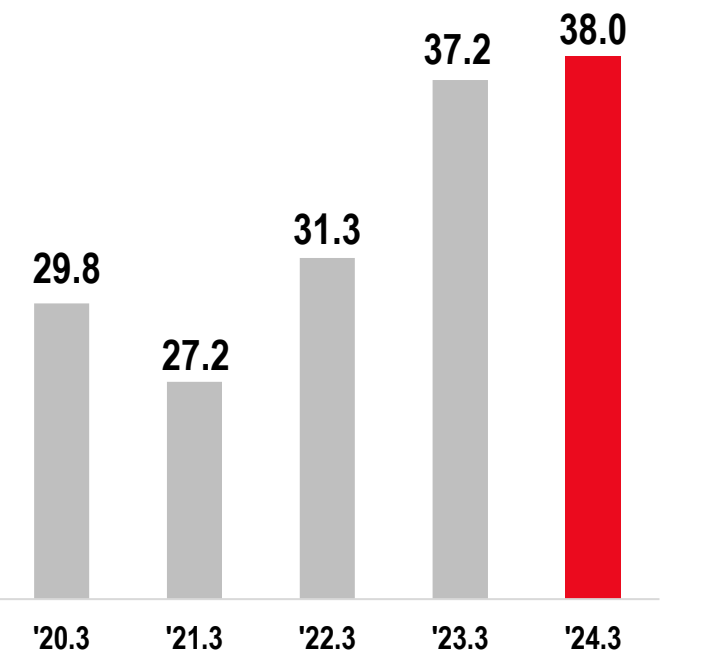


# (Ref.) Transition of Financial Performance

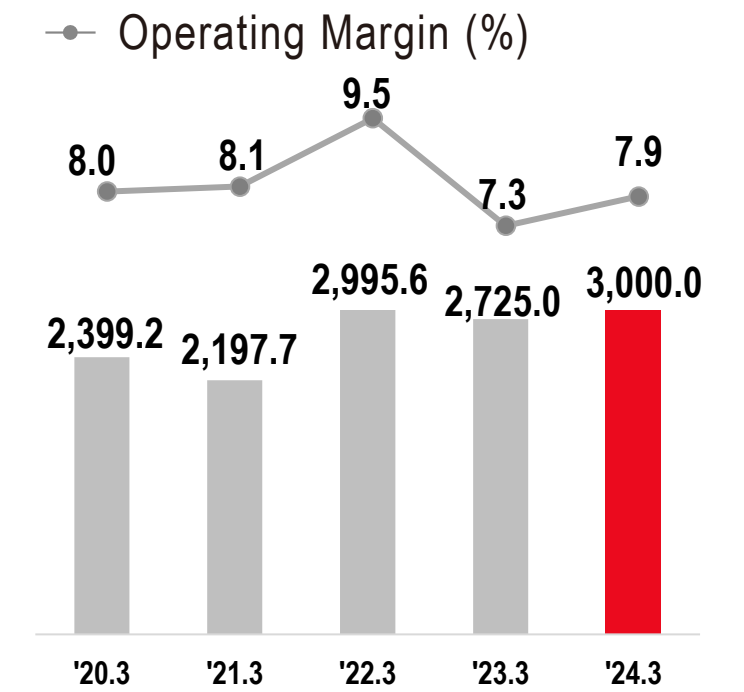
**Consolidated Vehicle Sales**  
(thousands of vehicles)



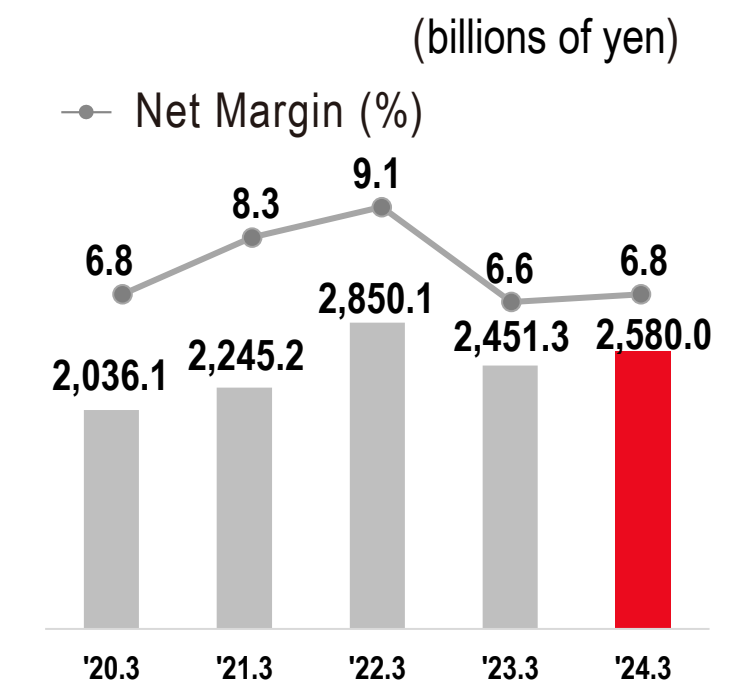
**Sales Revenues** (trillions of yen)



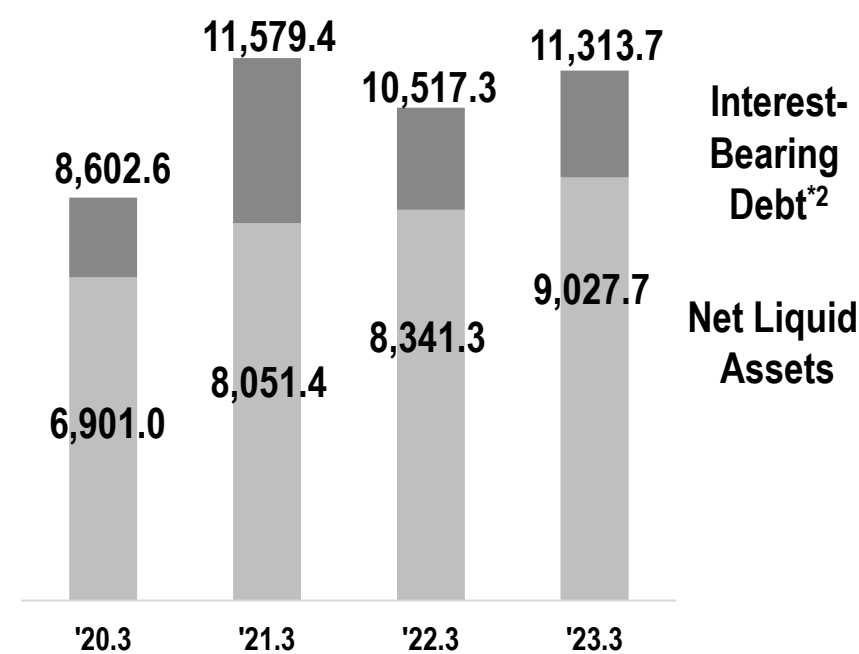
**Operating Income** (billions of yen)



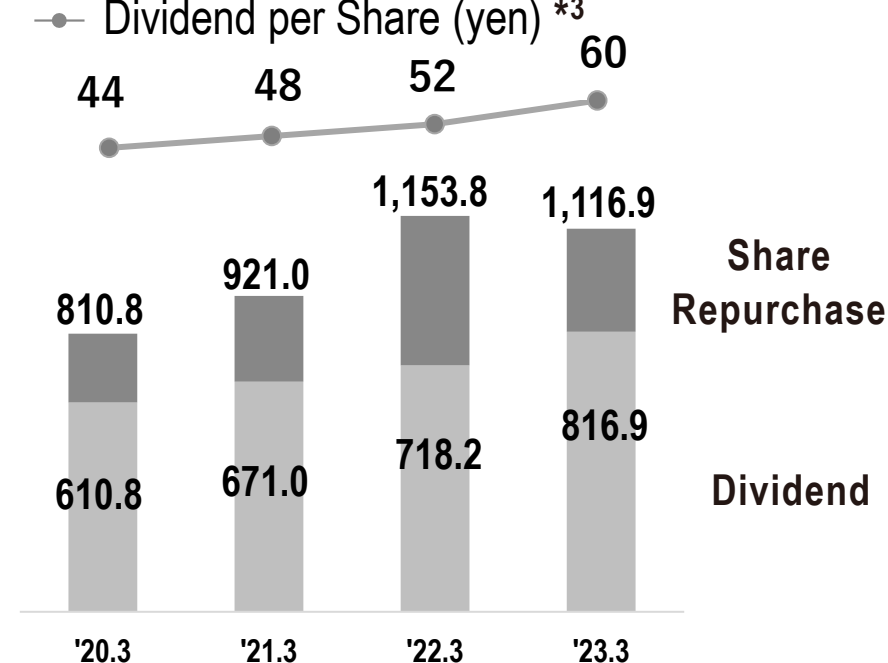
**Net Income Attributable to Toyota Motor Corporation**  
(billions of yen)



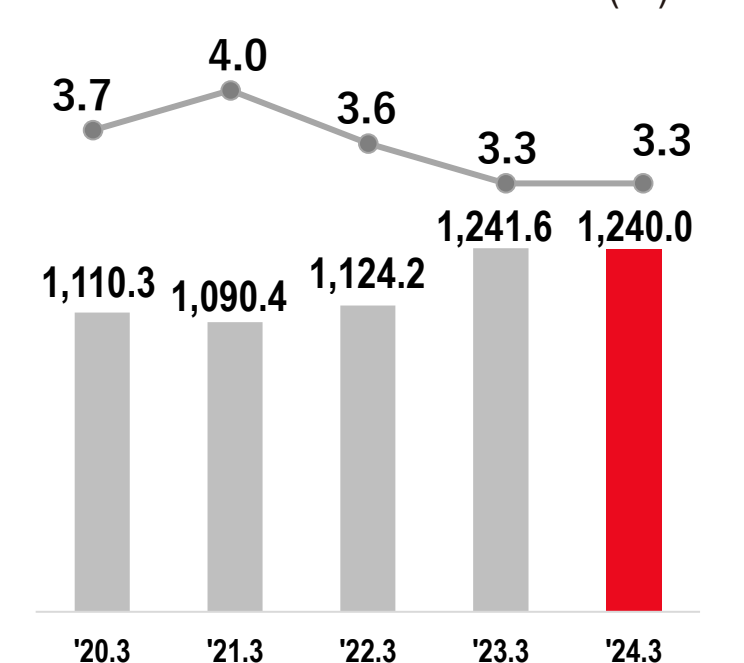
**Total Liquid Assets\*1**  
(billions of yen)



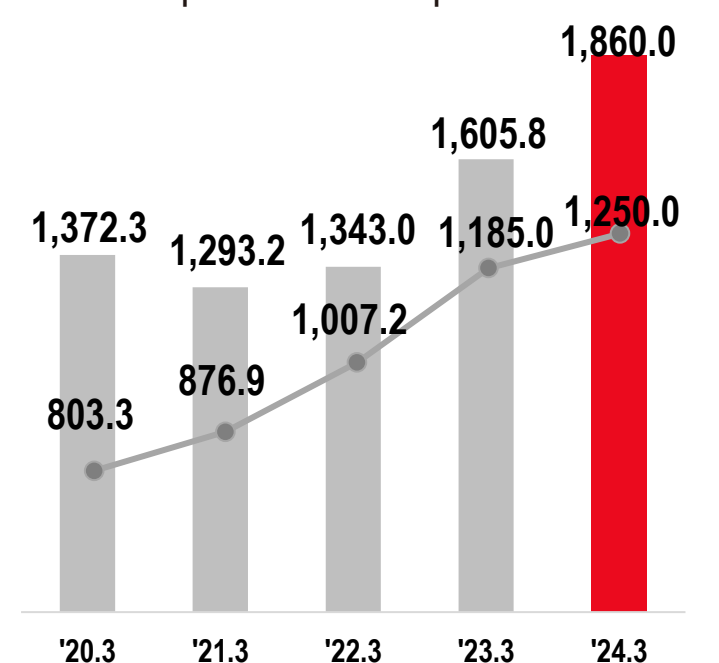
**Total Shareholder Return**  
(billions of yen)



**R&D Expenses\*4** (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.

\*3 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

\*4 R&D activity related expenditures incurred during the reporting period

\*2 Not including lease liabilities

Forecast

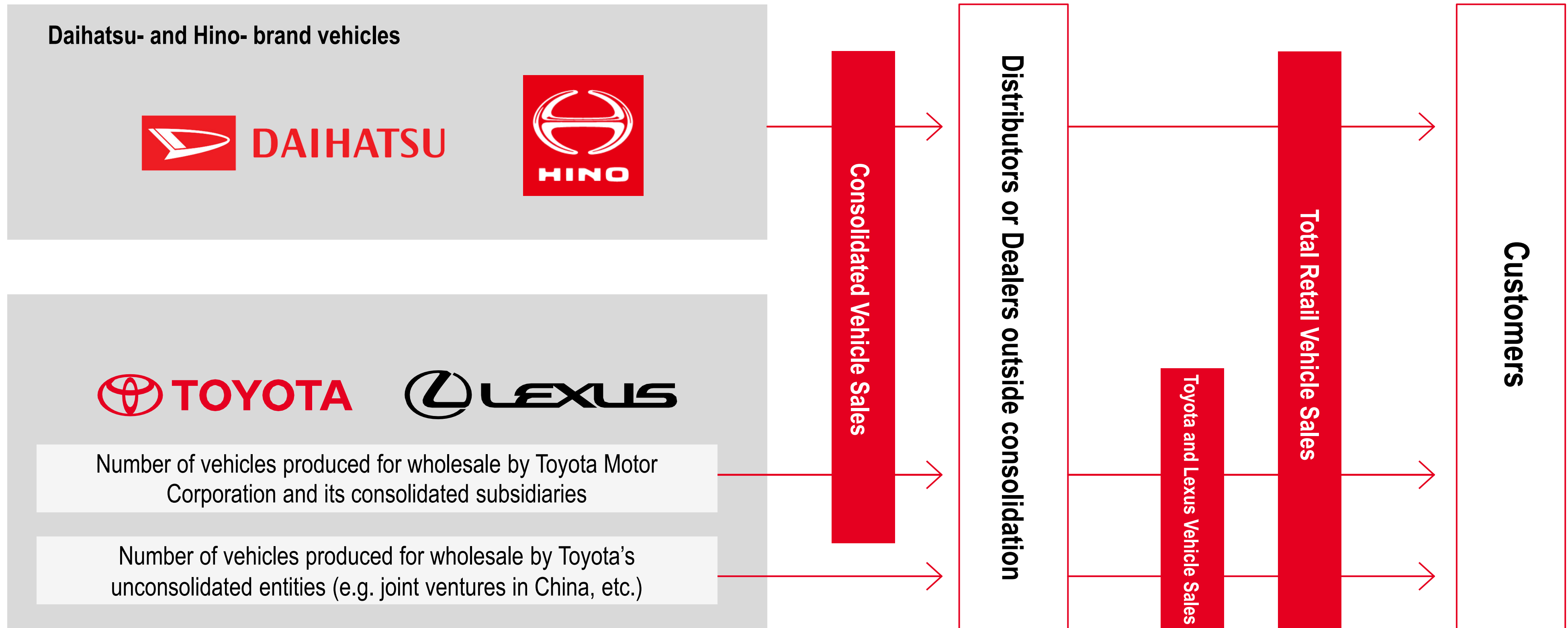
# (Ref.) FY2024 Forecast: Vehicle Production and Retail Sales

(thousands of vehicles)		FY23 Results '22.4-'23.3	FY24 Forecast '23.4-'24.3	Change
Toyota & Lexus	Vehicle Production *	Japan	2,787	+463
		Overseas	6,343	+507
		Total	9,130	+970
	Retail Vehicle Sales *	Japan	1,407	+243
		Overseas	8,203	+547
		Total	9,610	+790
Total Retail Vehicle Sales *		10,558	11,380	+822

\* Including vehicles by Toyota's unconsolidated entities

# (Ref.) Definitions of Consolidated and Retail Vehicle Sales

TOYOTA



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