



Vellfire

FY2024 First Quarter Financial Results

Toyota Motor Corporation
August 1, 2023

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; (xv) the impact of climate change and the transition towards a low-carbon economy; and (xvi) the ability of Toyota to hire or retain sufficient human resources.

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.

FY2024 First Quarter Results : Operating income 1 trillion 120.9 billion yen

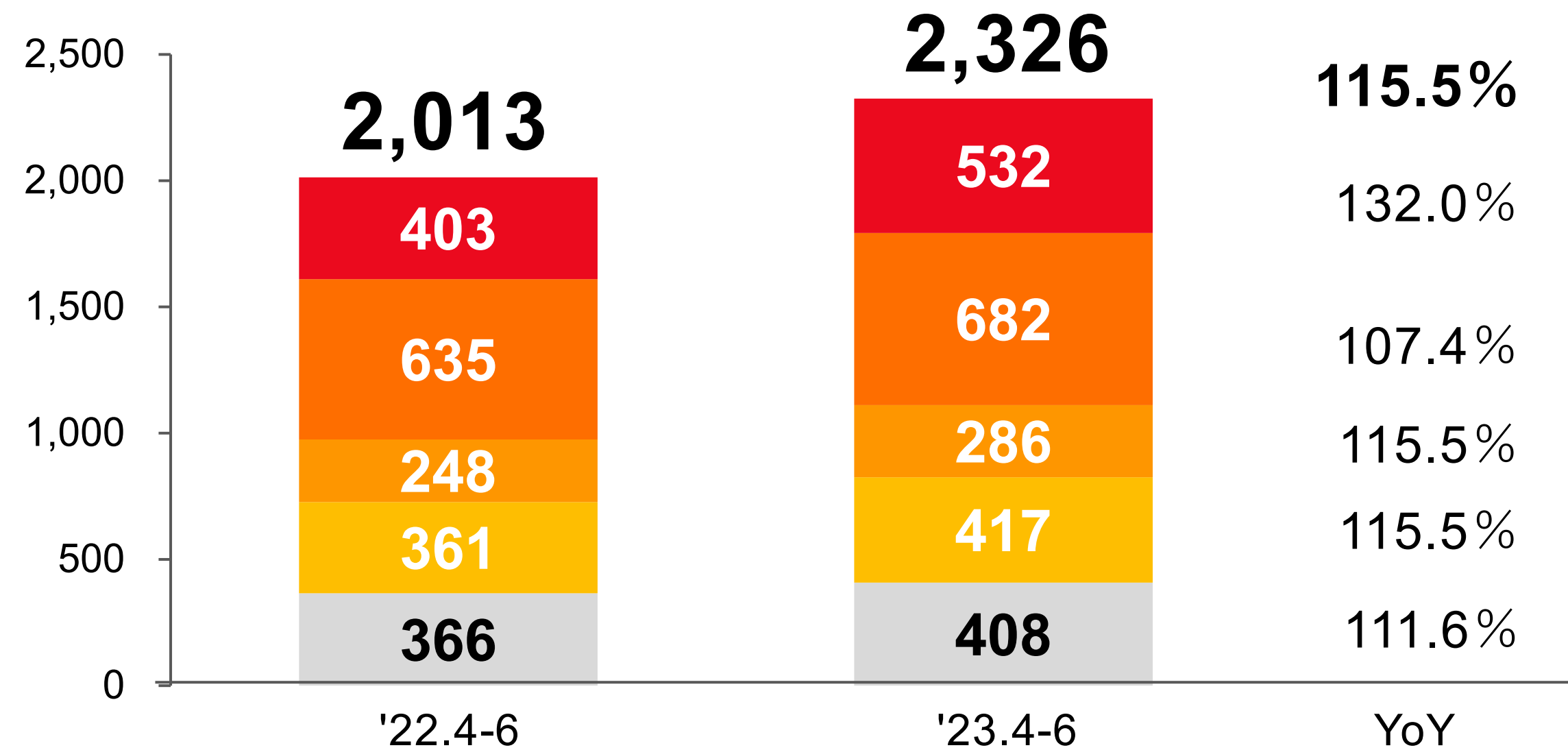
- **The sales volume increased in all regions due to productivity improvement efforts promoted with suppliers, in addition to an improvement in the supply and demand situation for semiconductors, which continued for a while.**
On the other hand, many customers are still waiting for delivery of their cars, especially new models, for a long time, so we are working to deliver them as soon as possible.
- **As a result of selling each car meticulously at prices that match the product appeal refined through Toyota's long-standing "making ever-better cars" initiative, operating income increased which helped reduce the impact of the sharp rise in materials prices.**
- We faced many challenges, including those posed by COVID-19 and production restrictions due to tight semiconductor supplies, **but the results showed the efforts of each frontline employee, including those of our suppliers and dealers, each recognized what they needed to do and acted accordingly, and a management structure and profit structure that was built to be resilient to crises.**
- **We will continue to promote various activities to "change the future of cars"** by promoting both carbon neutral initiatives and improvement of our profit structure.

FY2024 First Quarter Financial Performance

Consolidated Vehicle Sales

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(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	2,342	2,538	108.4%
Electrified Vehicle [%]	668 [28.5%]	868 [34.2%]	129.9%
HEV	640	807	126.1%
PHEV	23	31	136.6%
BEV	4	29	622.5%
FCEV	1	1	152.9%
Total Retail Vehicle Sales	2,544	2,751	108.1%

Consolidated Financial Summary

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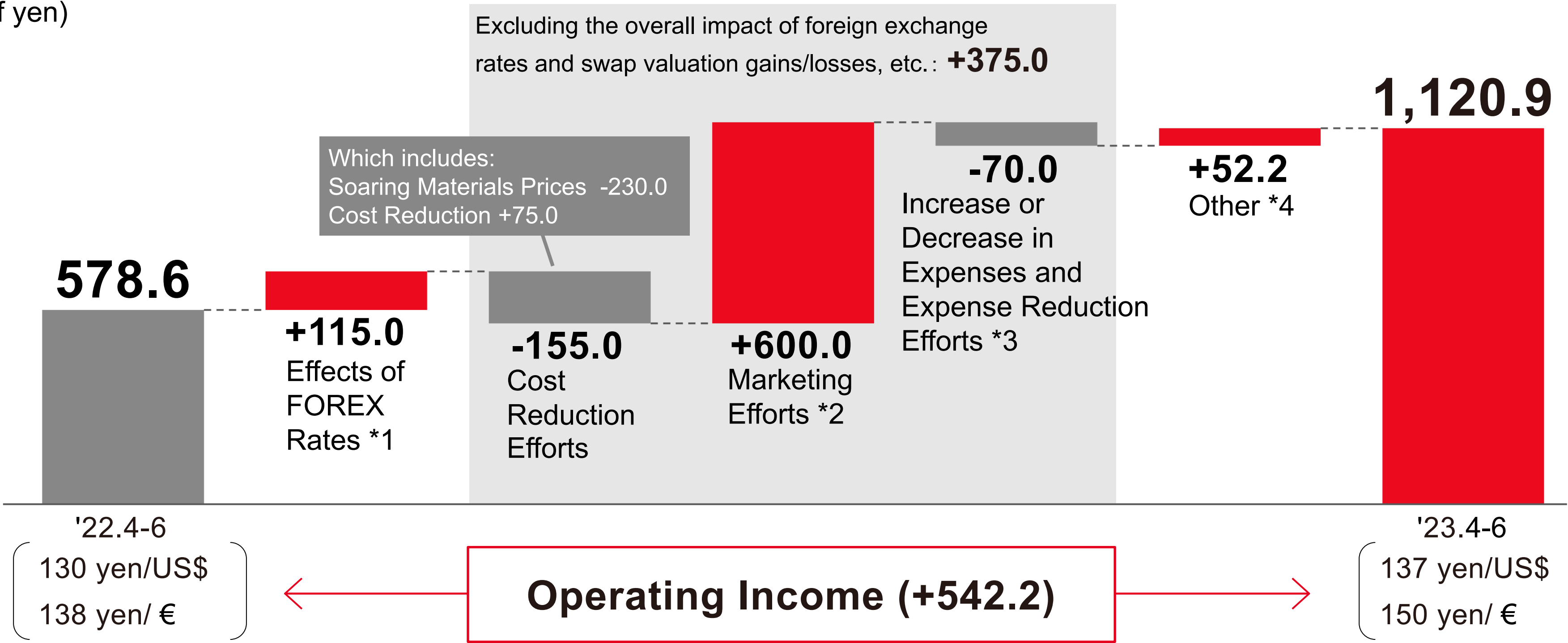
(billions of yen)		'22.4-6	'23.4-6	Change
Sales Revenues		8,491.1	10,546.8	+2,055.7
Operating Income		578.6	1,120.9	+542.2
Margin		6.8%	10.6%	
Other Income		443.0	599.6	+156.5
Share of Profit (Loss) of Investments Accounted for Using the Equity Method		171.0	193.3 *	+22.2
Income before Income Taxes		1,021.7	1,720.5	+698.8
Net Income Attributable to Toyota Motor Corporation		736.8	1,311.3	+574.5
Margin		8.7%	12.4%	
FOREX Rates	US\$	130 yen	137 yen	+7 yen
	€	138 yen	150 yen	+12 yen

* Regarding Japan: 122.4 (+40.9 year on year), China: 54.3 (-25.4 year on year), Other: 16.6 (+6.7 year on year)

Analysis of Consolidated Operating Income

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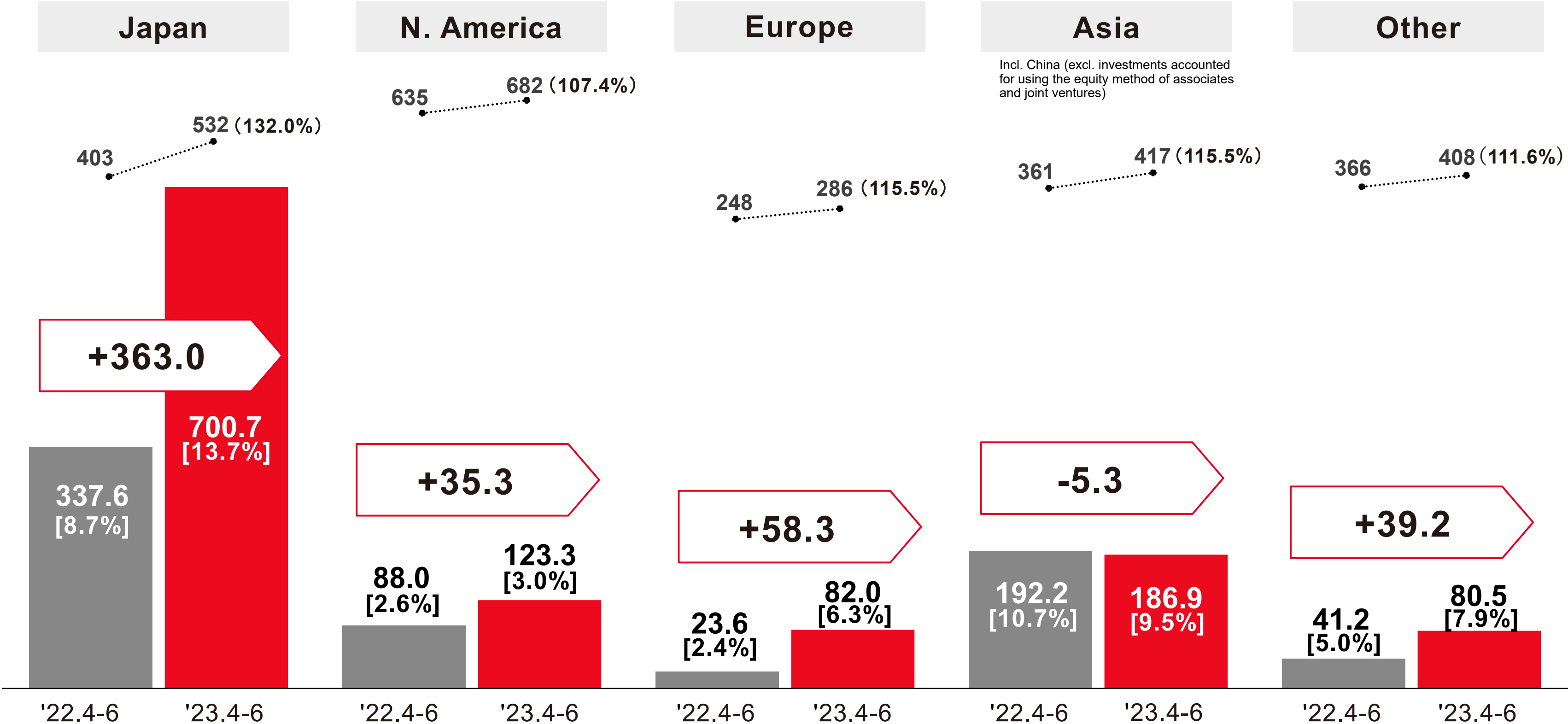
(billions of yen)



*1 Details				*2 Details		*3 Details		*4 Details	
Transactional (Imports/Exports)	+90.0	Translational FOREX Impact Concerning Overseas Subsidiaries	+15.0	Volume, Model Mix	+305.0	Labor Cost	-30.0	Valuation Gains / Losses from Swaps, etc.	+56.1
- US \$	+95.0	Other	+10.0	Financial Services	-30.0	Depreciation Expenses	+15.0	Other	-3.9
- €	+25.0	(Translational FOREX Impact of Fiscal Year-end Balance of Provisions in Foreign Currencies, etc.)		Other	+325.0	R&D Expenses	+10.0		
- Other	-30.0					Expenses, etc.	-65.0		

Geographic Operating Income

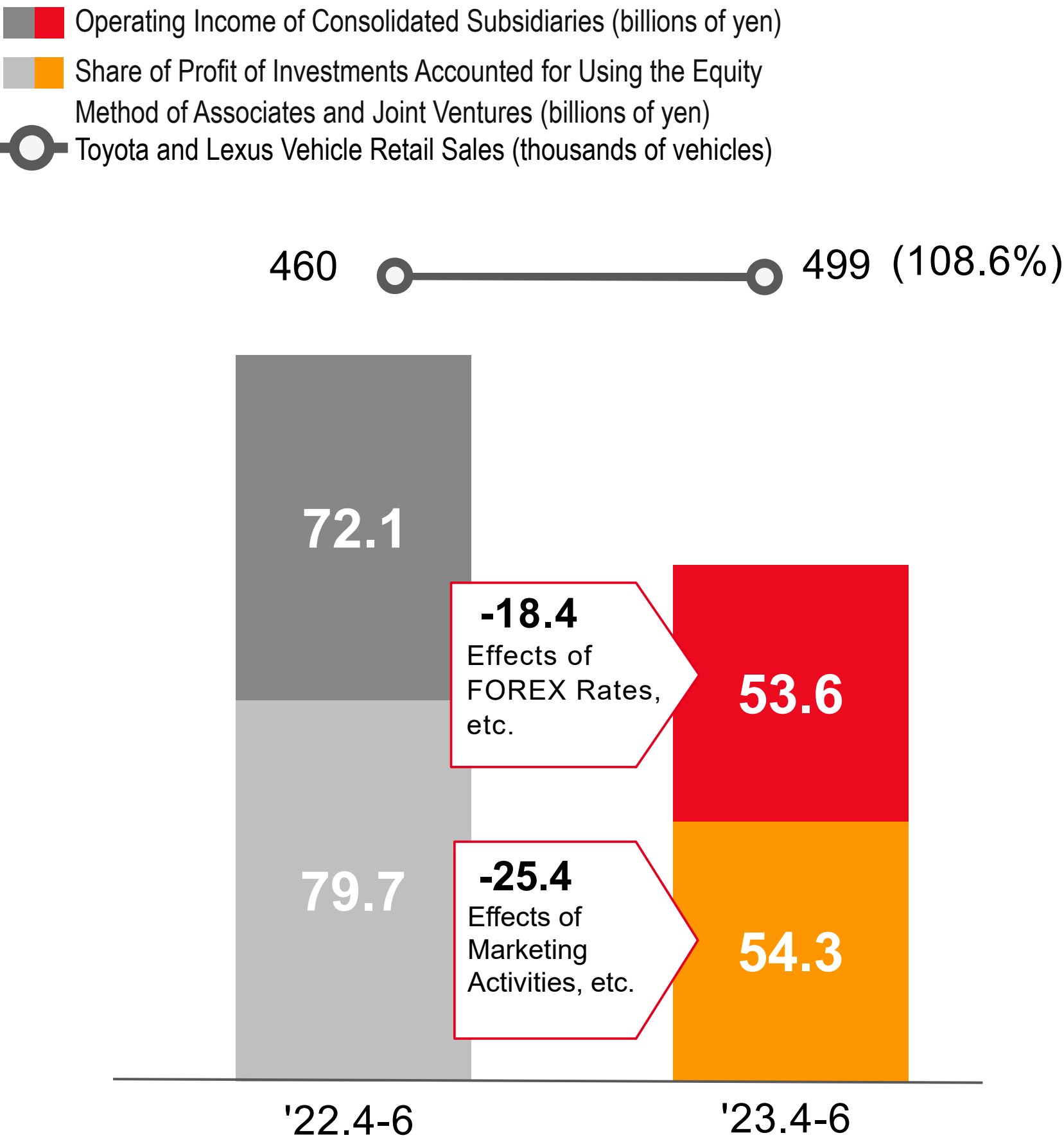
Operating Income (billions of yen) (excluding Valuation Gains/Losses relating to Swaps, etc.) [] Margin Consolidated Vehicle Sales (thousands of vehicles)



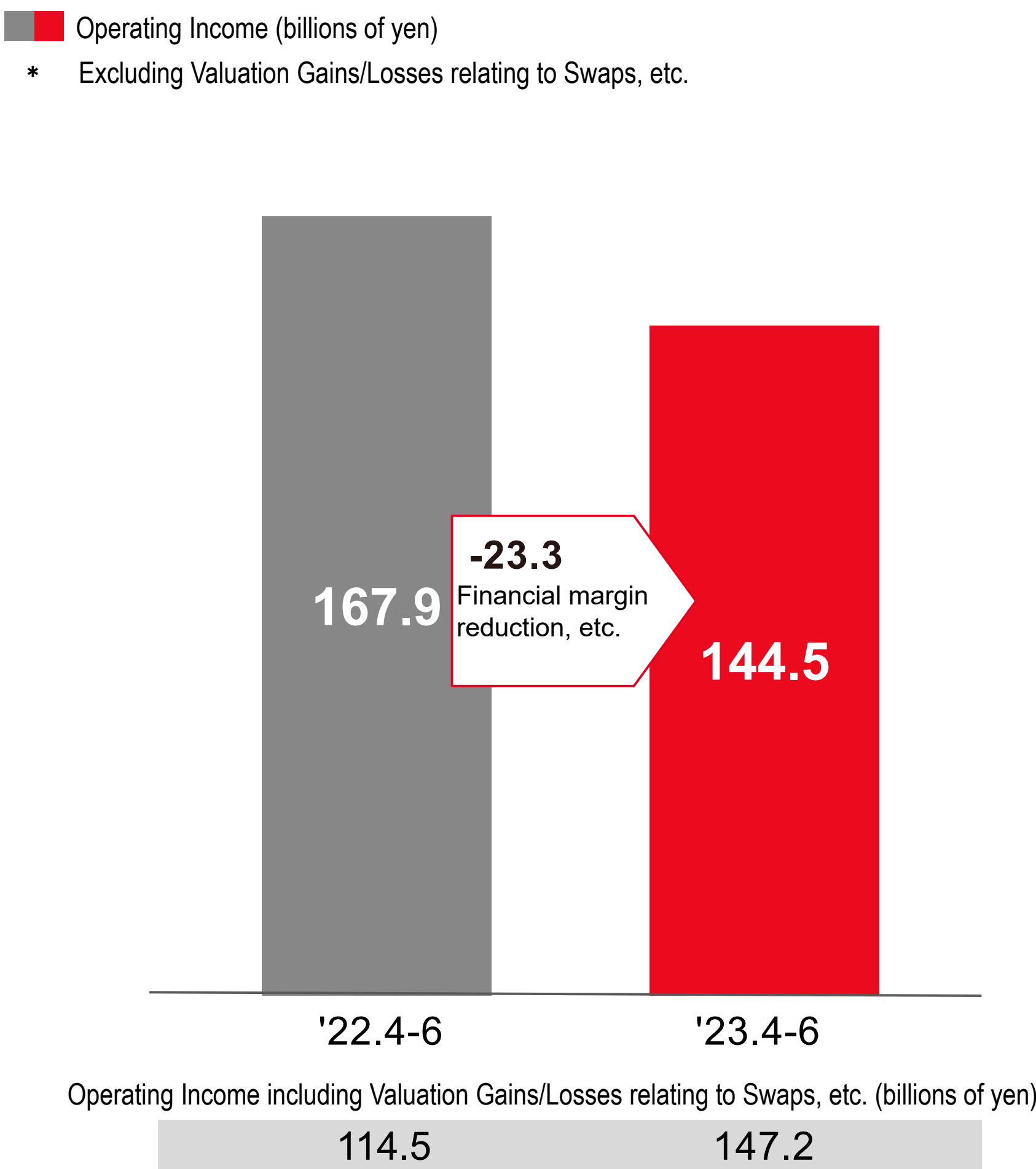
Operating Income including Valuation Gains/Losses relating to Swaps, etc. (billions of yen)

336.7	701.9	14.5	119.6	19.6	83.0	212.7	186.2	45.8	85.4
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(Ref.) China Business

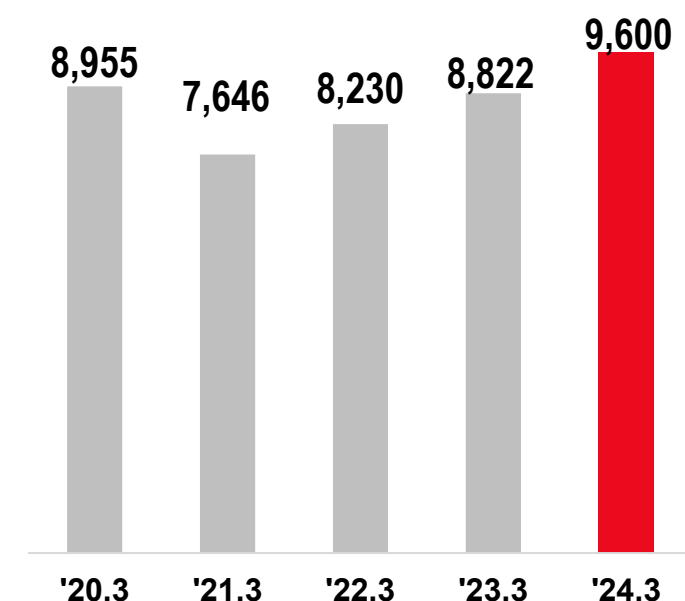


Financial Services

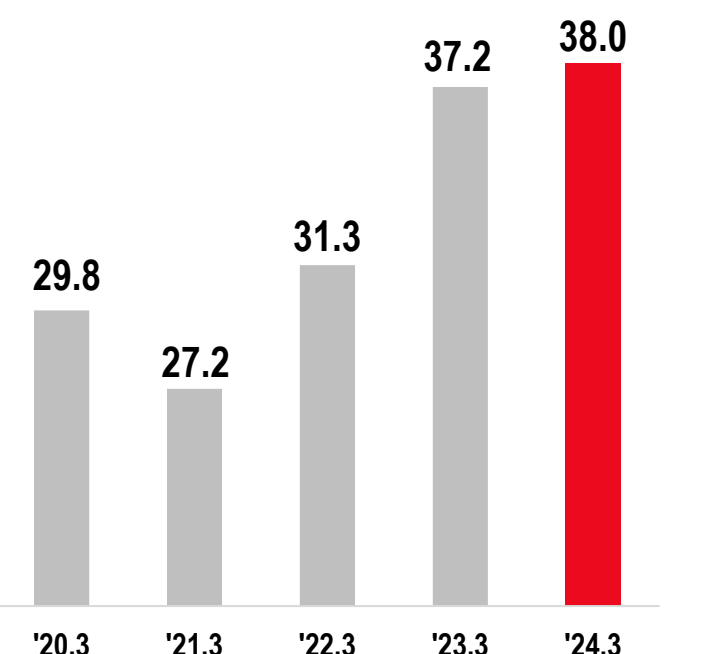


(Ref.) Transition of Financial Performance

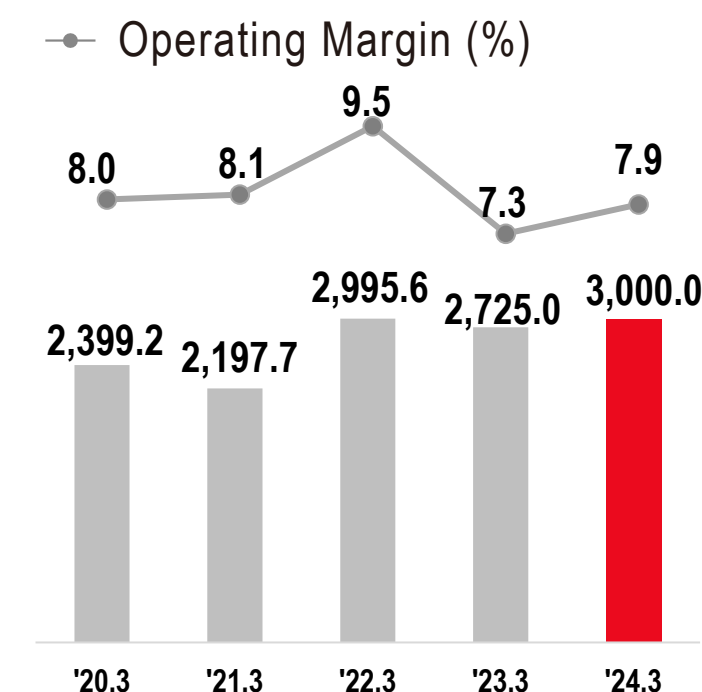
Consolidated Vehicle Sales
(thousands of vehicles)



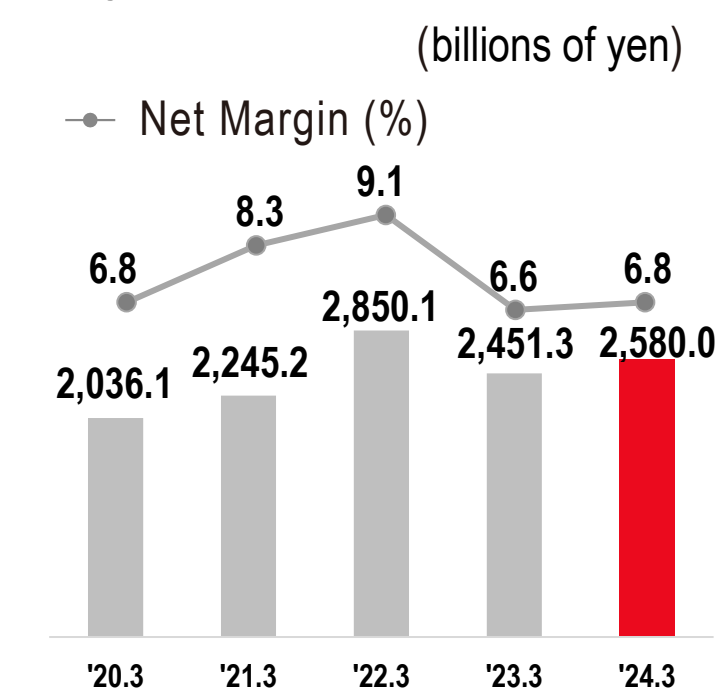
Sales Revenues (trillions of yen)



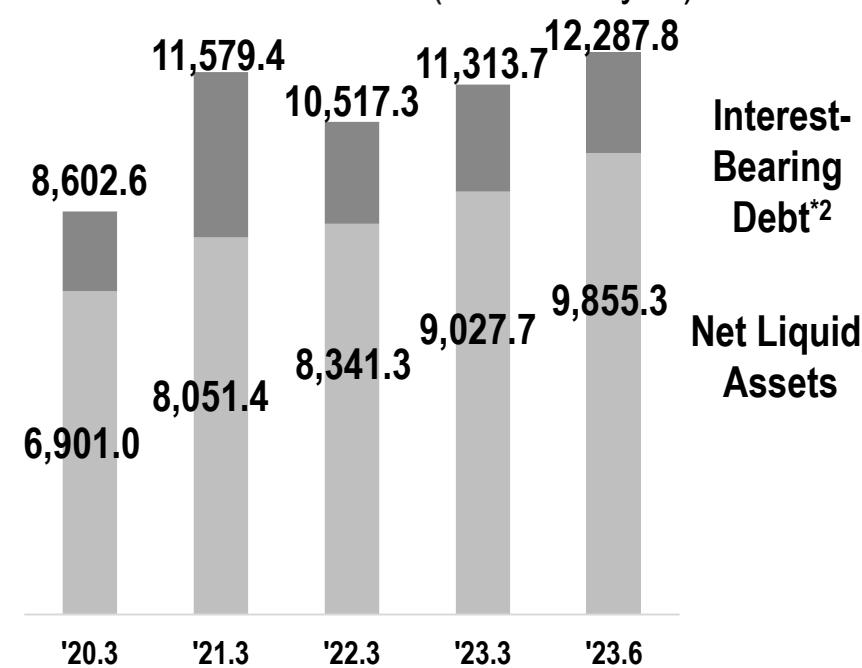
Operating Income (billions of yen)



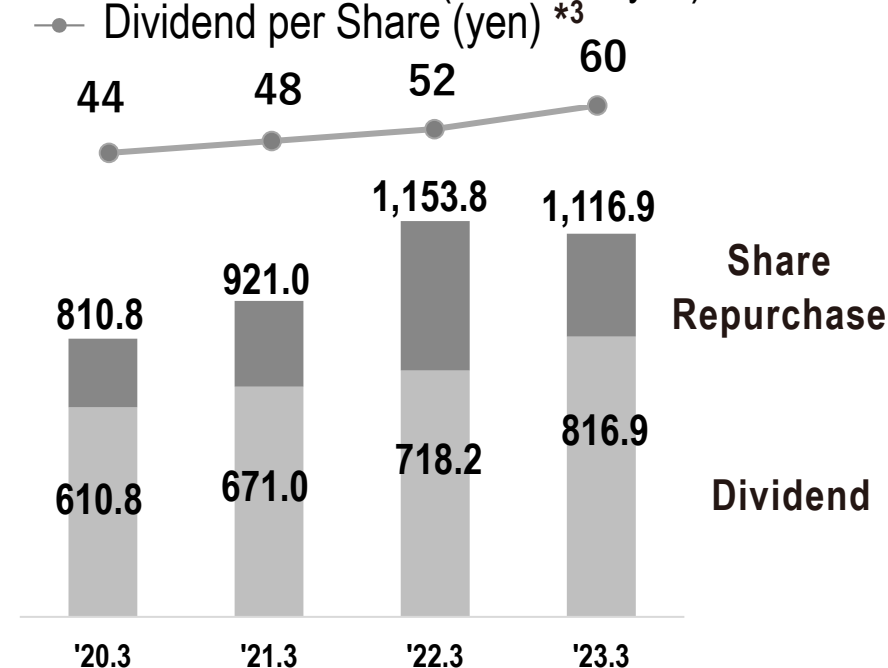
Net Income Attributable to Toyota Motor Corporation
(billions of yen)



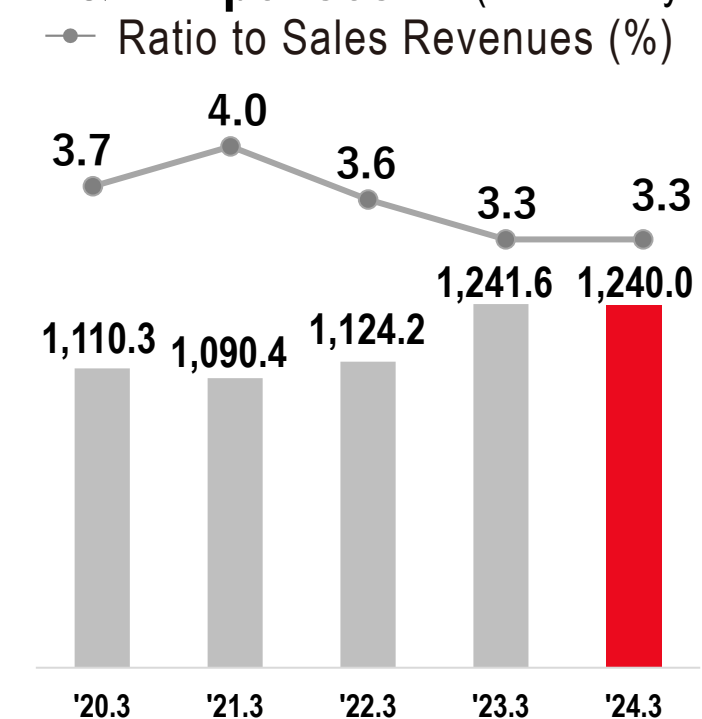
Total Liquid Assets*¹
(billions of yen)



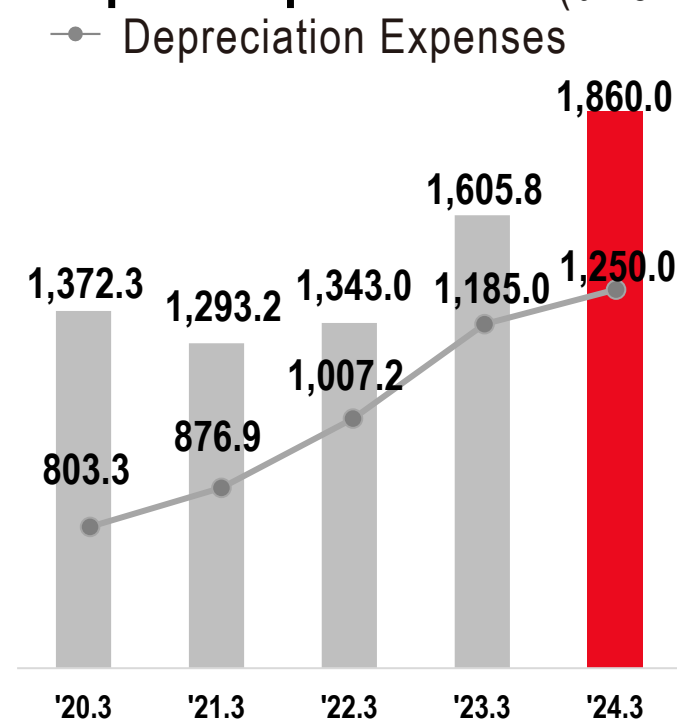
Total Shareholder Return
(billions of yen)



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.

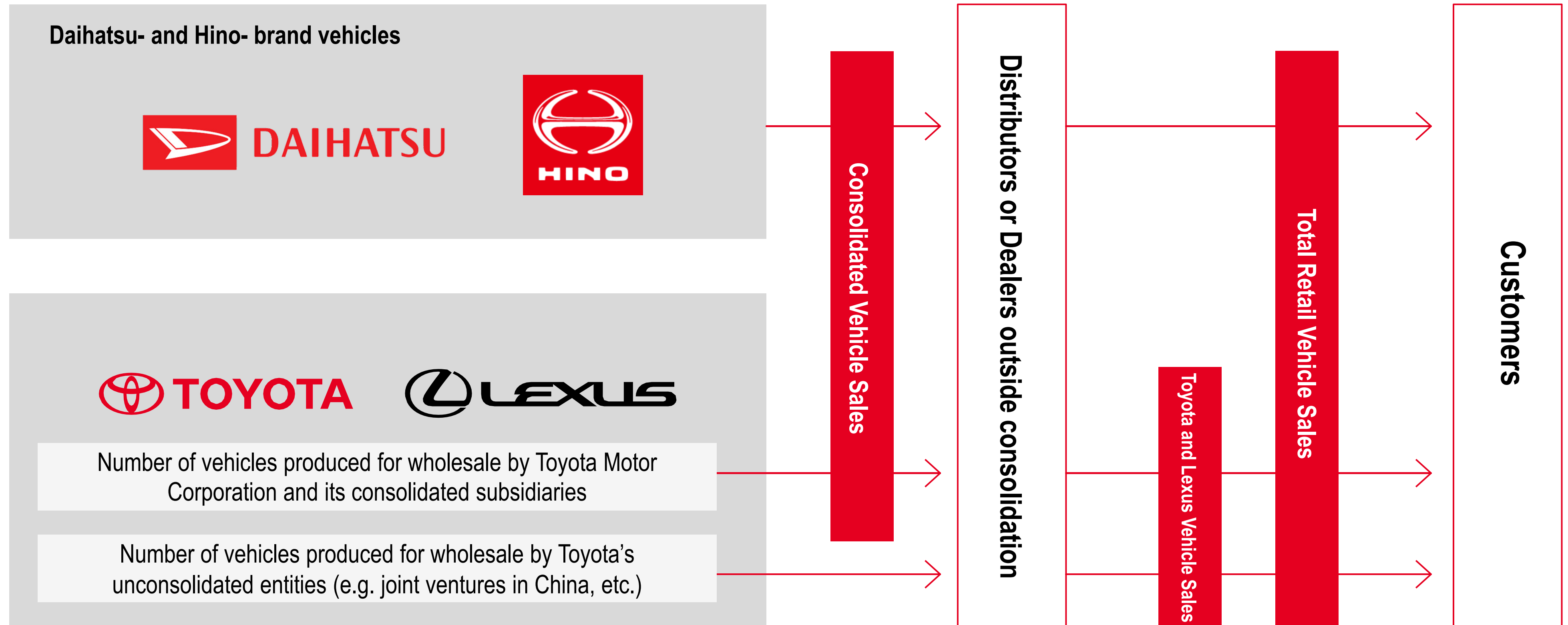
*3 Dividends per common share on a post-stock split (a five-for-one stock split of shares of our common stock that was conducted on October 1, 2021) basis

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

*2 Not including lease liabilities

(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.