# FY2006 Q1 Financial Results 

Three months ended June 30, 2005

- prepared in accordance with U.S. GAAP -



## Cautionary Statement with Respect to Forward-Looking Statements

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. These factors include: (i) changes in economic conditions and market demand affecting, and the competitive environment in, the automotive markets in Japan, North America, Europe 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 and the British pound; (iii) Toyota's ability to realize production efficiencies and to implement capital expenditures at the levels and times planned by management; (iv) 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 policies relating to trade, environmental protection, vehicle emissions, vehicle fuel economy and vehicle safety, as well as changes in laws, regulations and government policies that affect Toyota's other operations, including the outcome of future litigation and other legal proceedings; (v) political instability in the markets in which Toyota operates; (vi) Toyota's ability to timely develop and achieve market acceptance of new products; and (vii) fuel shortages or interruptions in 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.
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.

## TOYOTA

## 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 disclosed by ways of electromagnetic means as prescribed by the ordinance of the Cabinet Office (posting on the TDnet (Timely Disclosure Network) information service and ED-NET (Electronic 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.

## Takashi Hata

## Managing Officer

## Consolidated Financial Summary

|  | $\begin{aligned} & \text { FY(2006 Q1 } \\ & (05 / 4-6) \end{aligned}$ | $\begin{aligned} & \text { FY2005 Q1 } \\ & (104 / 4,6) \end{aligned}$ | Changes |  |
| :---: | :---: | :---: | :---: | :---: |
|  | (billions of yen) | (billions of yen) | (billions of yen) | \% (*) |
| Net revenues | 4,981.7 | 4,510.3 | 471.4 | 10.5 |
| Operating income | 405.1 | 448.6 | -43.5 | -9.7 |
| Income before taxes, minority interest and equity in earnings of affiliated companies | 421.8 | 470.4 | -48.6 | -10.3 |
| Net income | 266.8 | 286.6 | -19.8 | -6.9 |

Forex rate

| 108 yen/1\$ | 110 yen/1\$ | -2 yen/1\$ |
| :---: | ---: | :---: |
| 135 yen/1Euro | 132 yen/1Euro | +3 yen/1Euro |

Consolidated Vehicle Sales:
(thousands of units)


## Contributing Factors to Operating Income



Geographic Operating Income: Japan
Shifting model mix to compact vehicles
(billions of yen)


## Geographic Operating Income: North America

 Good balance in sales(billions of yen)


## Geographic Operating Income: Europe

 Investment for establishment of brand (billions of yen)

## Geographic Operating Income: Asia

Big increase in profit due to IMV
(billions of yen)


## Geographic Operating Income:

## Other (Africa, South and Central America, etc.)



Business Segments: Financial Services
Without swap evaluation loss,
substantially maintaining its growth of profit
(billions of yen)


- Evaluation gain/loss from interest swap agreements of US finance subsidiary, etc. ('05/6 -1.9 billion yen <= '04/6 8.2 billion yen)
-10.1 billion yen
- Increase in balance of captive finance, etc.
+3.6 billion yen

Quarterly Changes of Operating Income and Model Cycle to Introduce New Product


## Increasing Global Production Capacity

Active Investment Plan

|  | '04 | '05 | '06 | '07 | '08 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Japan |  |  |  |  | - |
| North America |  |  |  |  | Canada $100 \mathrm{~K}$ |
| Europe | Turkey IFrance (increase in capacity) $+80 \mathrm{~K}$ |  | - |  |  |
| China |  | Tianjin No. 2 100K |  |  |  |
| Asia and Other |  |  | Thailand <br> (increase in capacity) +90K |  |  |
| OYO |  |  |  |  | $15$ |

## Asia; The Growing Market

Investment steadily contributes to profit (thousands of units) 1,000

## FY2006 Consolidated Prospects: Vehicle Unit Sales



## Toyota's Operations Prospects (Toyota and Lexus)

| Automotive | Japan | 3,840 | 3,749 |
| :--- | ---: | ---: | ---: |
| Production | Overseas | 3,770 | 3,127 |
| Sales (Japan) |  | 1,830 | 1,804 |
| Exports |  | 2,050 | 1,982 |
| Sales (Overseas) |  | 5,660 | 5,044 |
|  | Units | Units |  |
| Housing Sales |  | 4,500 | 4,392 |

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FY2006 Prospects ( \(05 / 4 \cdot 106 / 3\) )
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FY 2005
$(04 / 4 / 4 \cdot 5 / 3)$
thousands of units

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## Toyota Motor Corporation August 3, 2005

