

FY2013 First Quarter Financial Results



Toyota Motor Corporation
August 3, 2012

LEXUS ES

Cautionary Statement with Respect to Forward-Looking Statements

2

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) the impact of natural calamities including the negative effect on Toyota's vehicle production and sales; (ii) changes in economic conditions and market demand affecting, and the competitive environment in, the automotive markets in Japan, North America, Europe, Asia and other markets in which Toyota operates; (iii) 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, and interest rates fluctuations; (iv) changes in funding environment in financial markets and increased competition in the financial services industry; (v) Toyota's ability to market and distribute effectively; (vi) Toyota's ability to realize production efficiencies and to implement capital expenditures at the levels and times planned by management; (vii) 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; (viii) political and economic instability in the markets in which Toyota operates; (ix) Toyota's ability to timely develop and achieve market acceptance of new products that meet customer demand; (x) any damage to Toyota's brand image; (xi) Toyota's reliance on various suppliers for the provisions of supplies; (xii) increases in prices of raw materials; (xiii) Toyota's reliance on various digital and information technologies; and (xiv) 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.

Caution concerning Insider Trading

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.

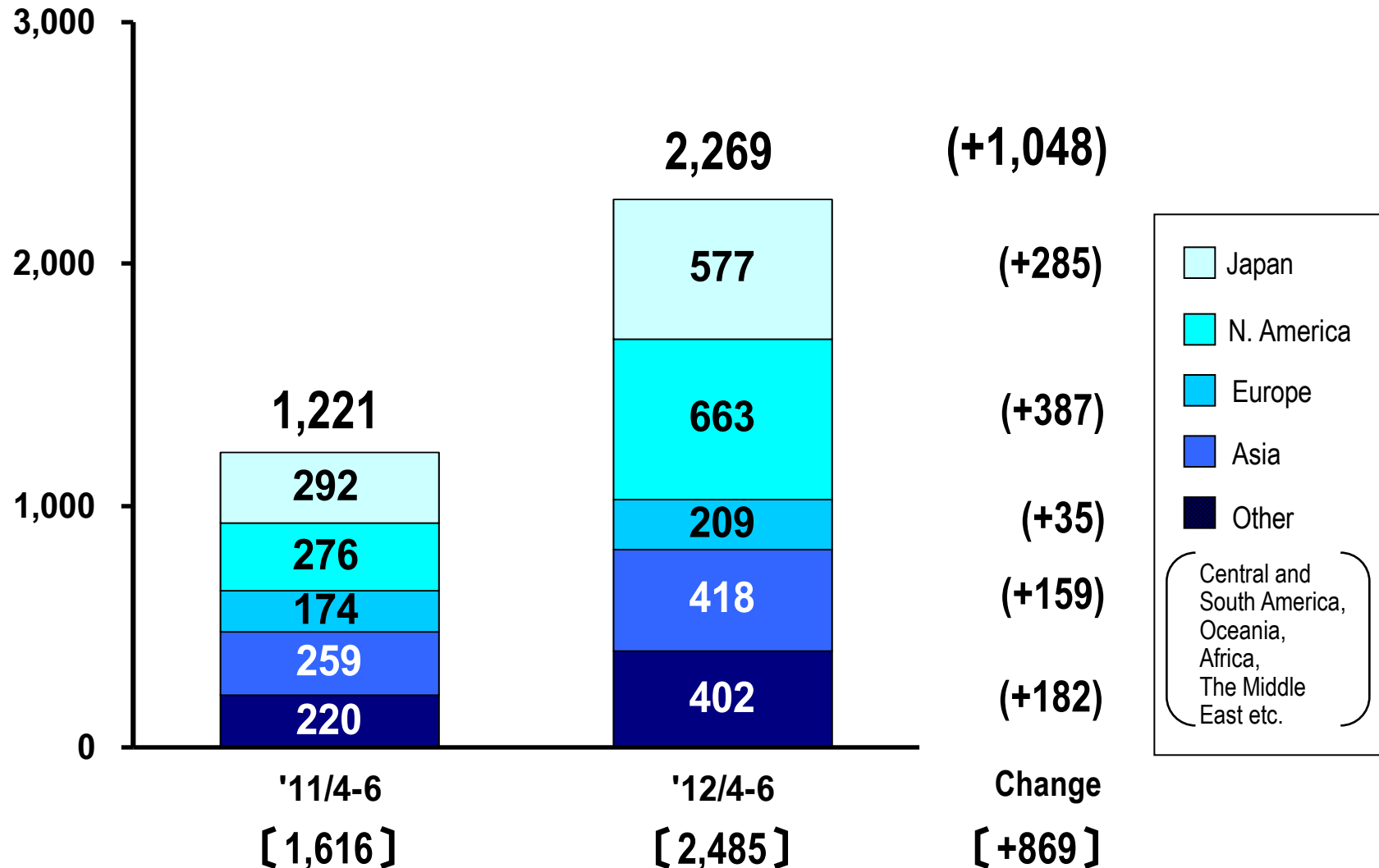
Under Japanese securities laws and regulations (the "Regulations"), subject to certain exceptions, any person who receives certain material information relating to the business, etc. of Toyota which may be contained in this document is prohibited from trading in Toyota's shares or certain other transactions 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) 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.

FY2013 First Quarter

Financial Results

Consolidated Vehicle Sales

(thousands of vehicles)



Figures in "[]" show total retail vehicle sales in thousands

Consolidated Financial Summary

6

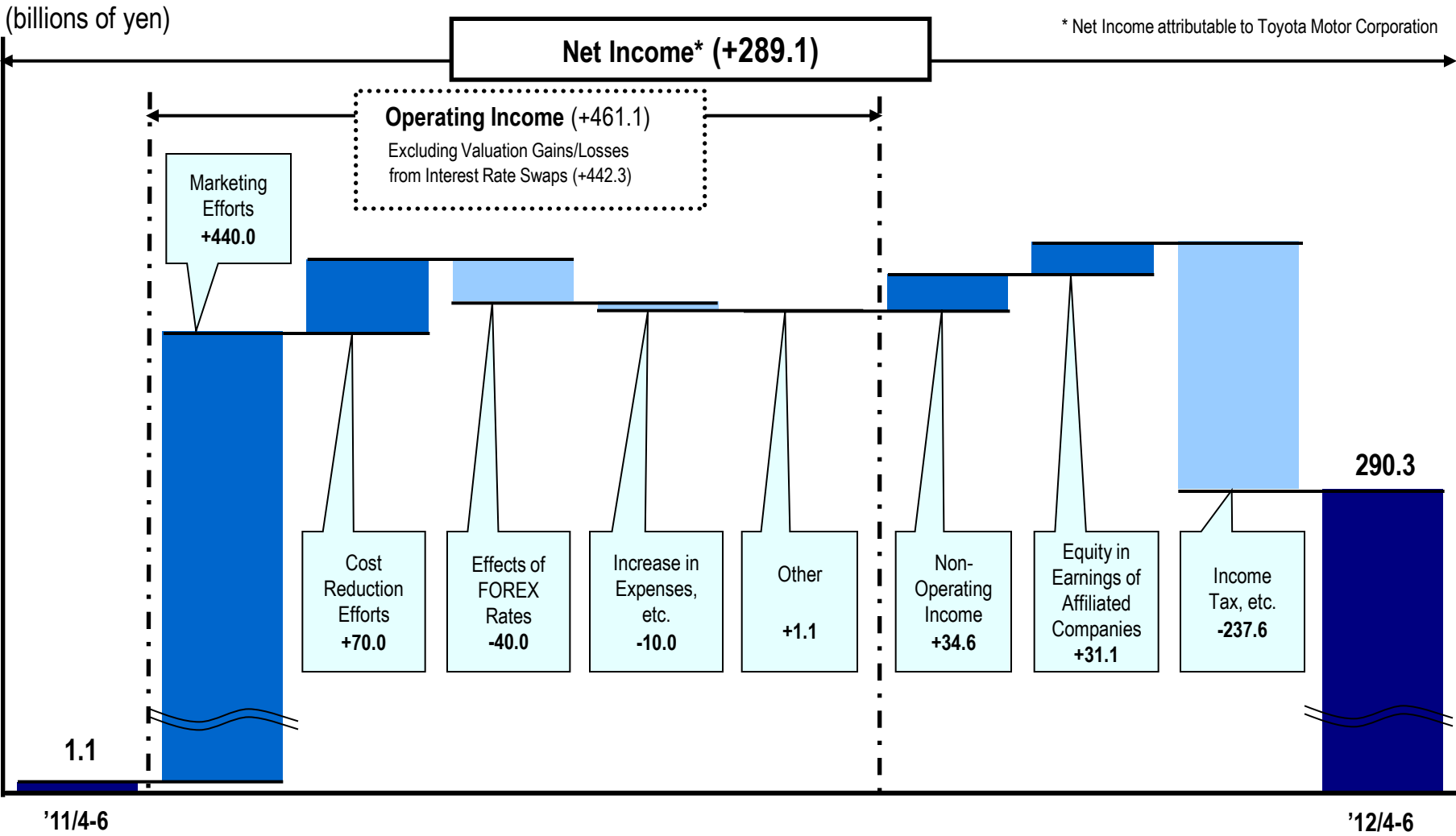
(billions of Yen)

		FY2013 ('12/4-6)	FY2012 ('11/4-6)	Change	
Net Revenues		5,501.5	3,441.0	2,060.5	59.9%
Operating Income		353.1	-108.0	461.1	-
Income before income taxes and equity in earnings of affiliated companies		415.2	-80.5	495.7	-
Net Income *		290.3	1.1	289.1	-
FOREX Rates	\$	80 yen	82 yen	-2 yen	
	€	103 yen	117 yen	-14 yen	

* Net Income attributable to Toyota Motor Corporation

TOYOTA

Analysis of Consolidated Net Income*



Details of Increase in Expenses, etc.		Details of Other	
R&D Expenses	-10.0	Labor Costs	+5.0
Depreciation and		Other	0
CAPEX-related Costs	-5.0	Valuation Gains/Losses from Interest Rate Swaps.....	+18.8
		Translational FOREX Impact concerning	
		overseas subsidiaries etc	-17.7



Geographic Operating Income

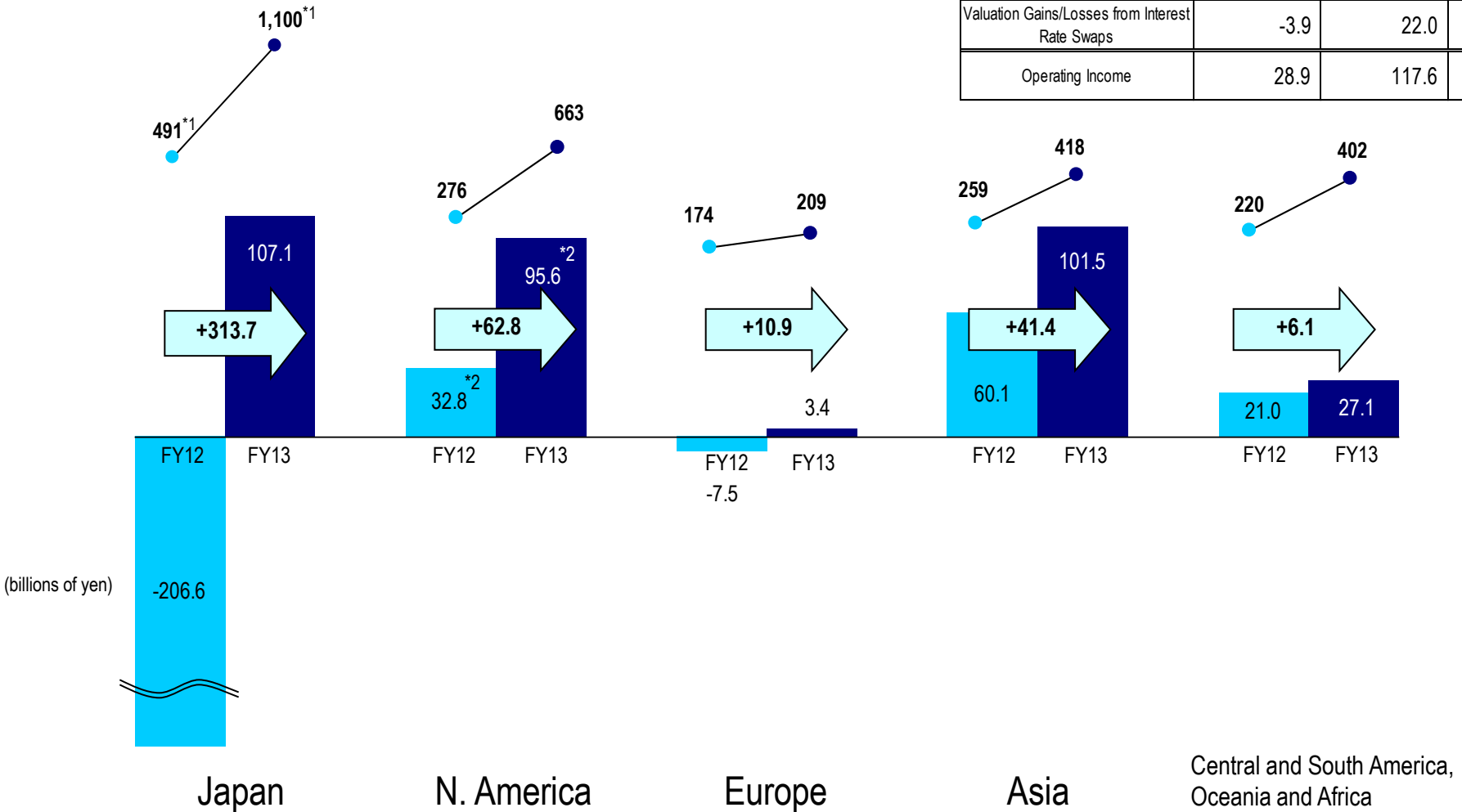
*1 Japan includes Exported Vehicles.

*2 N.America excludes Valuation Gains/Losses from Interest Rate Swaps

(billions of yen)

North America	'11/4-6	'12/4-6	Change
Operating Income Excluding Valuation Gains/Losses from Interest Rate Swaps	32.8	95.6	62.8
Valuation Gains/Losses from Interest Rate Swaps	-3.9	22.0	25.8
Operating Income	28.9	117.6	88.6

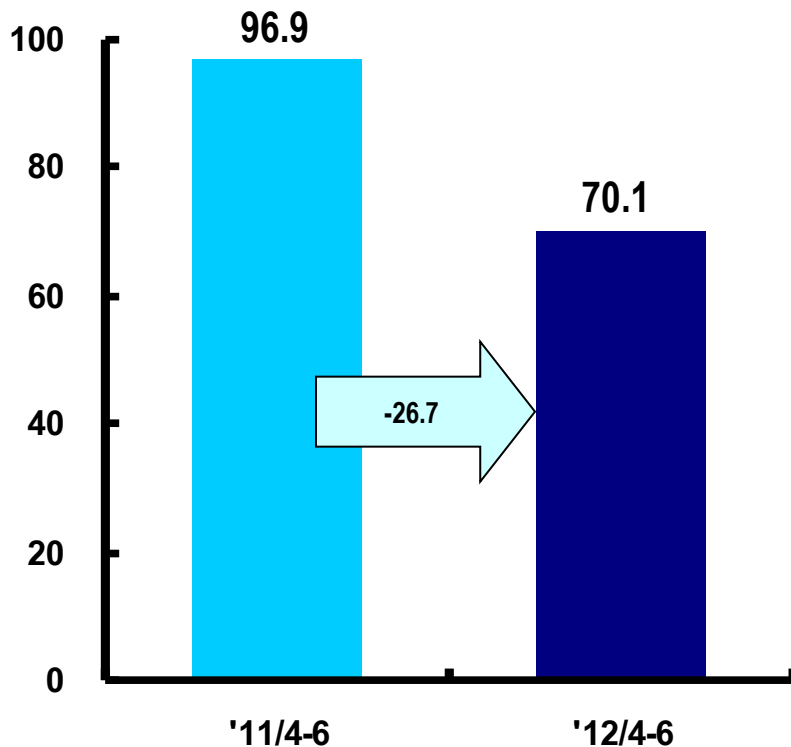
Consolidated Vehicle Sales (thousands of vehicles)



Financial Services Operating income

Excluding Valuation Gains/Losses
from Interest Rate Swaps

(billions of yen)

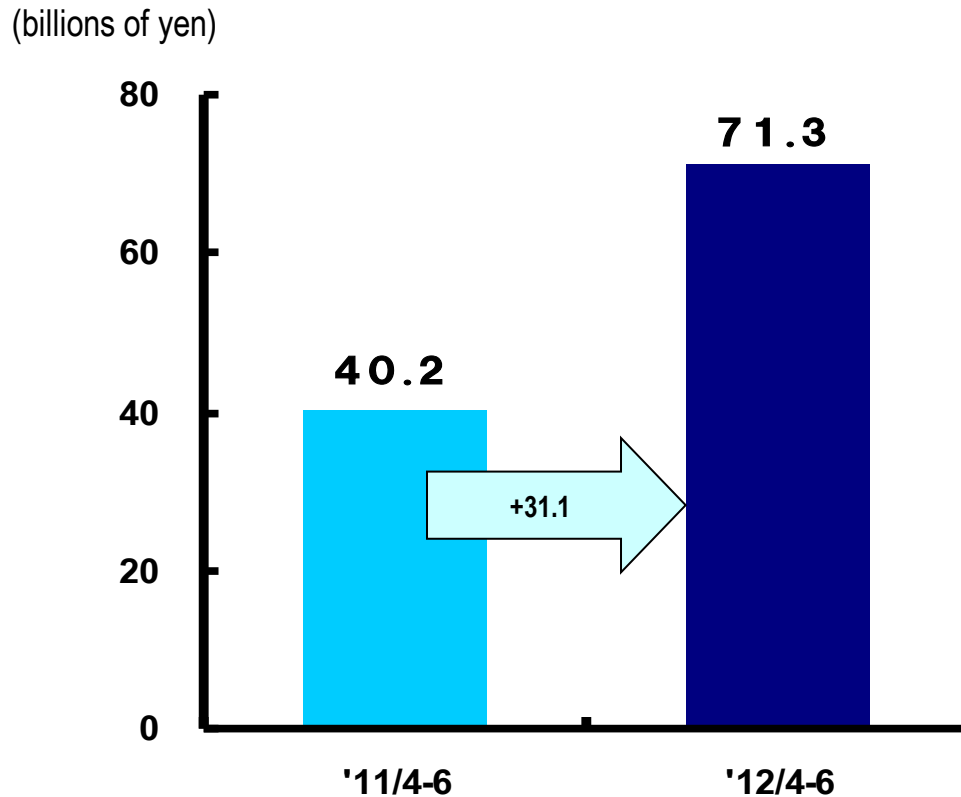


	'11/4-6	'12/4-6	Change
Operating Income Excluding Valuation Gains/Losses from Interest Rate Swaps	96.9	70.1	-26.7
Valuation Gains/Losses from Interest Rate Swaps	-2.3	16.5	18.8
Operating Income	94.6	86.7	-7.8

(billions of yen)

Decreased earnings as a result of decreased reversal of provisions, etc.

Equity in Earnings of Affiliated Companies



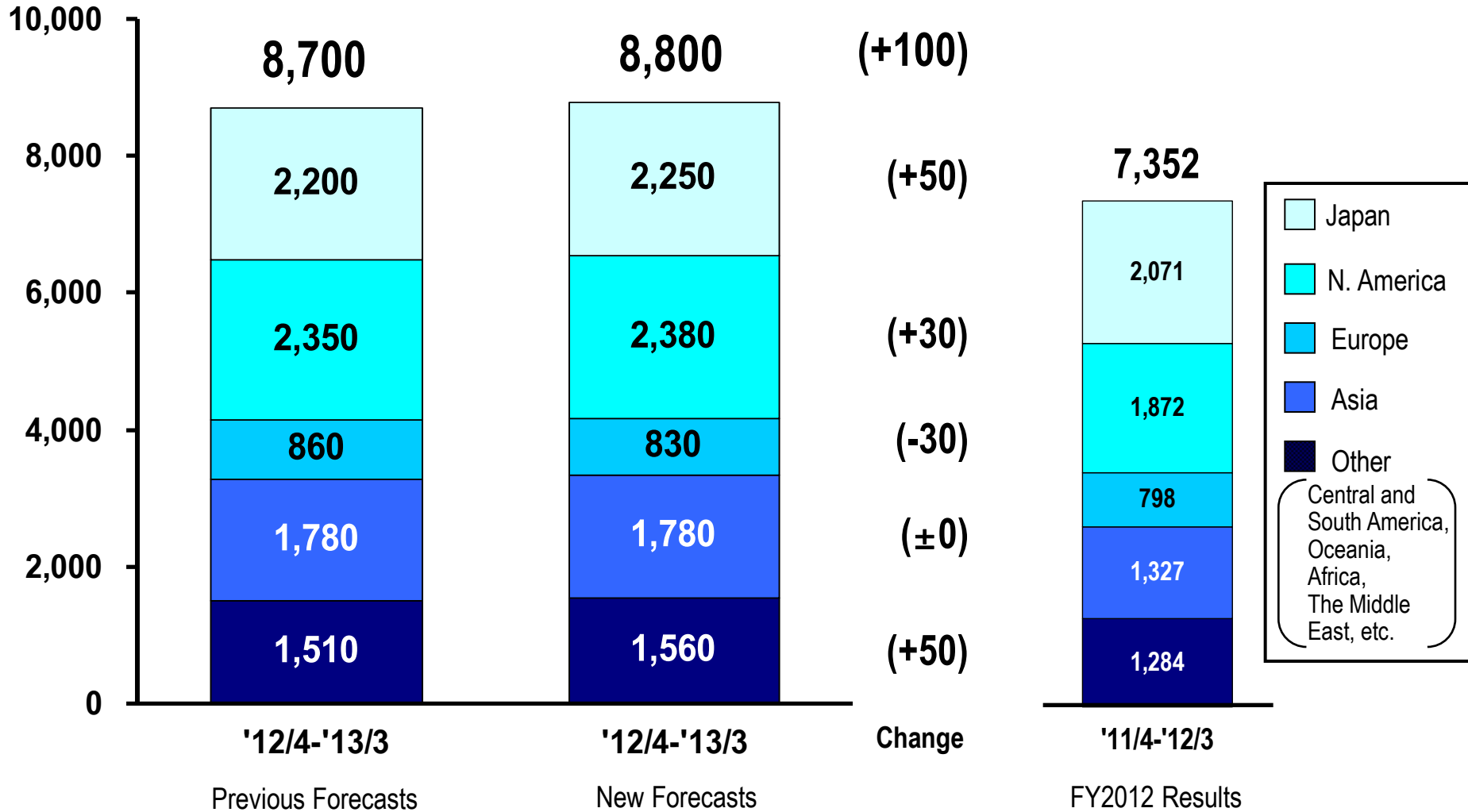
Earnings increased, due to increased earnings of affiliated companies in Japan and China.

FY2013

Financial Forecasts

FY2013 Forecasts: Consolidated Vehicle Sales

(thousands of vehicles)



FY2013 Forecasts: Consolidated Financial Summary

13

(billions of yen)

		New Forecasts ('12/4-'13/3)	Previous Forecasts ('12/4-'13/3)	Change	FY2012 Results ('11/4-'12/3)
Net Revenues		22,000.0	22,000.0	±0	18,583.6
Operating Income		1,000.0	1,000.0	±0	355.6
Income before income taxes and equity in earnings of affiliated companies		1,160.0	1,160.0	±0	432.8
Net Income *1		760.0	760.0	±0	283.5
FOREX Rates	\$	80 yen ^{*2}	80 yen	-	79 yen
	€	101 yen ^{*2}	105 yen	-4 yen	109 yen

*1 Net Income attributable to Toyota Motor Corporation

*2 FOREX Rate assumptions: 80 yen against the U.S. dollar and 100 yen against the Euro from July 2012 to March 2013

TOYOTA

Analysis of FY2013 Forecasts: Consolidated Operating Income (vs. Previous Forecasts)

14

(billions of yen)

Operating Income

FY2013 Previous Forecasts('12/4-'13/3)		1,000.0
Positive Factors	Marketing Efforts	+50.0
	Financial Services	±0
	Cost Reduction Efforts	+30.0
	Total	+80.0
Negative Factors	Effects of FOREX Rates	-70.0
	Increase in Expenses, etc.	-10.0
	Total	-80.0
Grand Total		±0
FY2013 New Forecasts('12/4-'13/3)		1,000.0

Forecast for Capital Expenditures : 820.0 billion yen (No change from previous forecast)
 Forecast for Depreciation Expenses : 730.0 billion yen (No change from previous forecast)
 Forecast for R&D Expenses : 810.0 billion yen (No change from previous forecast)

TOYOTA

FY2013 First Quarter Financial Results



COROLLA AXIO

Toyota Motor Corporation
August 3, 2012

(Reference)

Unconsolidated Financial Summary (Japan GAAP, FY2013 First Quarter)

16

	FY2013 (^{'12/4-6})	FY2012 (^{'11/4-6})	Change	
Net Revenues	2,480.8	1,207.3	1,273.4	105.5%
Operating Income	18.8	-194.6	213.5	-
Ordinary Income	241.5	-3.6	245.1	-
Net Income	188.8	50.6	138.1	272.6%

(Reference)

Unconsolidated Financial Summary (Japan GAAP, FY2013 Forecasts) 17

(billions of yen)

	New Forecasts (^{'12/4-}'13/3)	Previous Forecasts (^{'12/4-}'13/3)	Change
Net Revenues	9,500.0	9,500.0	±0
Operating Income	-70.0	-70.0	±0
Ordinary Income	500.0	440.0	60.0
Net Income	420.0	360.0	60.0

(Reference)

FY2013 Forecasts: Vehicle Production and Sales (Toyota and Lexus) 18

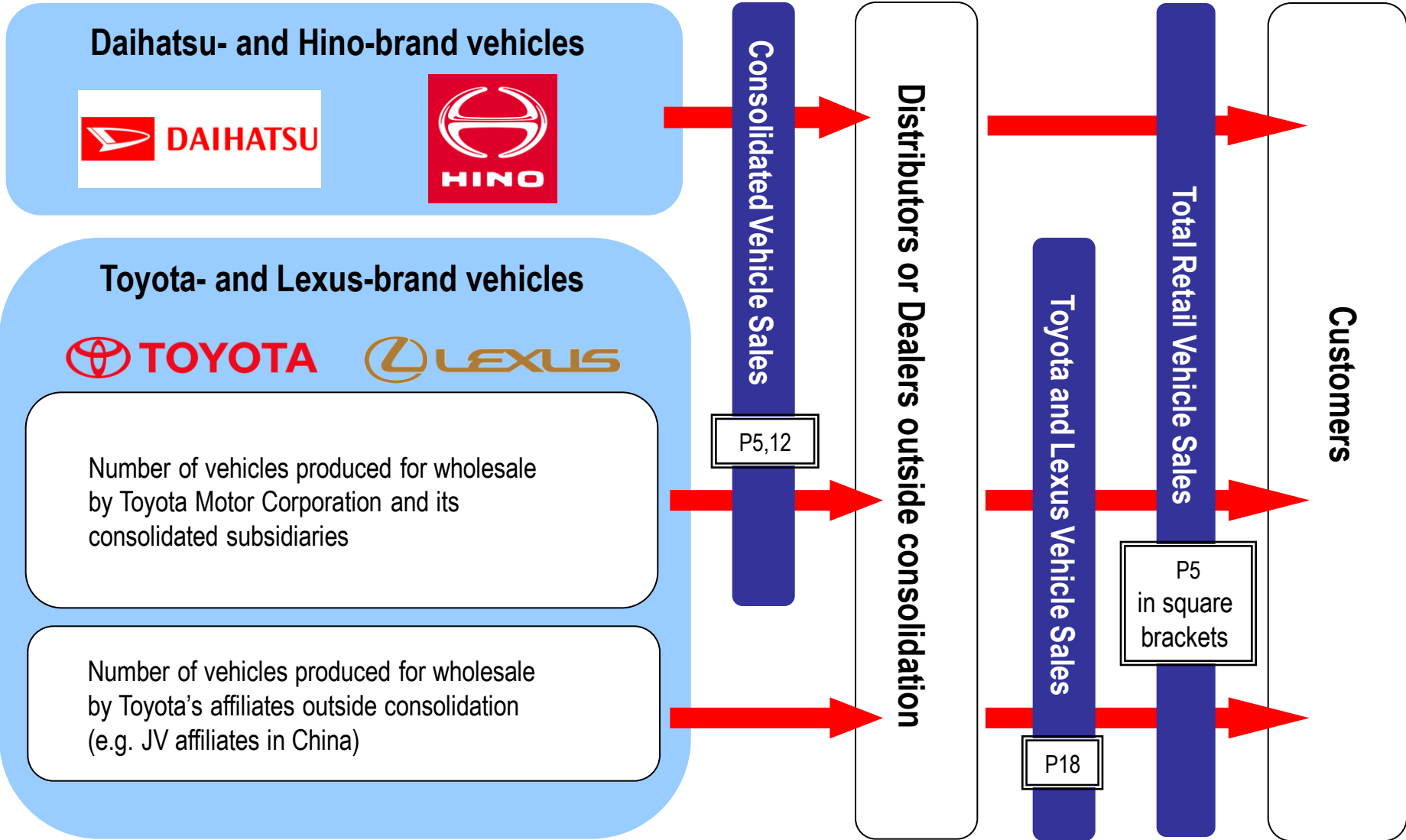
(thousands of vehicles)

		FY2013 Forecasts ('12/4-'13/3)	FY2012 Results ('11/4-'12/3)
Vehicle Production	Japan	3,400	3,119
	Overseas	5,300	4,410
	Total	8,700	7,529
Vehicle Sales	Japan*	1,600 *	1,413 *
	Overseas	7,200	5,999
	Total	8,800	7,412
Exports		1,950	1,670

*Shows retail vehicle sales

(Reference)

Definitions of consolidated and retail vehicle sales



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