

FY2008 3Q Financial Results

Three months ended December 31, 2007

- prepared in accordance with U.S. GAAP -



Toyota Motor Corporation
February 5, 2008

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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: (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.

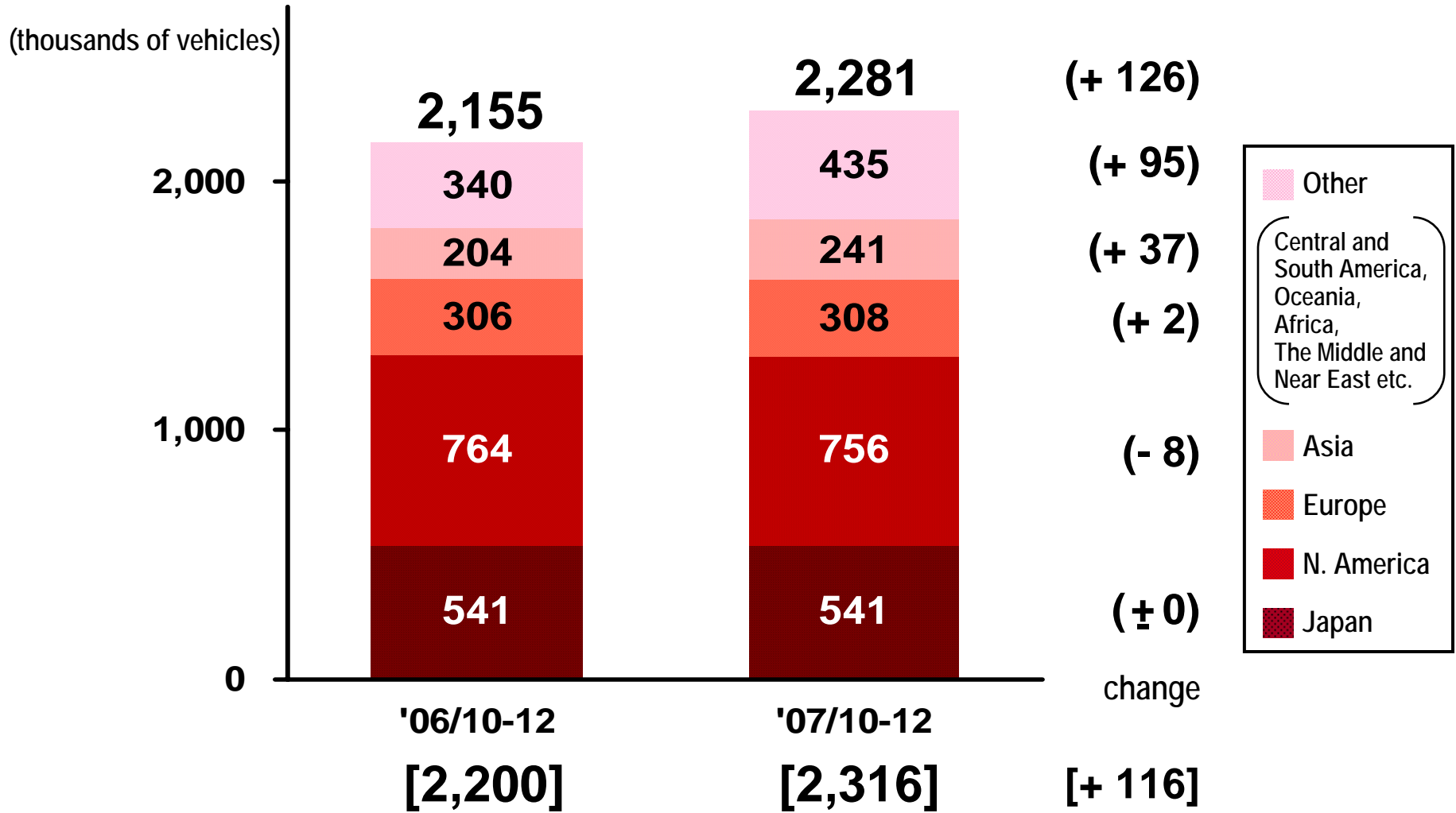
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Takahiko Ijichi

Managing Officer

Consolidated Vehicle Sales



Figures in square brackets show total retail vehicle sales in thousands

Consolidated Financial Summary (3Q)

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(billions of yen)

		FY2008 3Q ('07/10-12)	FY2007 3Q ('06/10-12)	Change	
Net Revenues		6,709.9	6,146.5	563.4	9.2%
Operating Income		601.5	574.7	26.8	4.7%
Income before income taxes, minority interest and equity earnings of affiliated companies		652.7	615.9	36.8	6.0%
Equity in Earnings of Affiliated Companies		79.1	66.1	13.0	19.7%
Net Income		458.6	426.7	31.9	7.5%
FOREX	\$	113 yen	118 yen	- 5 yen	
Rates	€	164 yen	152 yen	+ 12 yen	

TOYOTA

Consolidated Financial Summary (9 months) 7

(billions of yen)

		FY2008 ('07/4-12)	FY2007 ('06/4-12)	Change	
Net Revenues		19,722.1	17,618.4	2,103.7	11.9%
Operating Income		1,873.7	1,668.2	205.5	12.3%
Income before income taxes, minority interest and equity earnings of affiliated companies		2,014.9	1,782.0	232.9	13.1%
	Equity in Earnings of Affiliated Companies	224.3	155.6	68.7	44.2%
Net Income		1,401.0	1,203.9	197.1	16.4%
FOREX	\$	117 yen	116 yen	+ 1 yen	
Rates	€	163 yen	148 yen	+ 15 yen	

Consolidated Financial Summary (3Q)

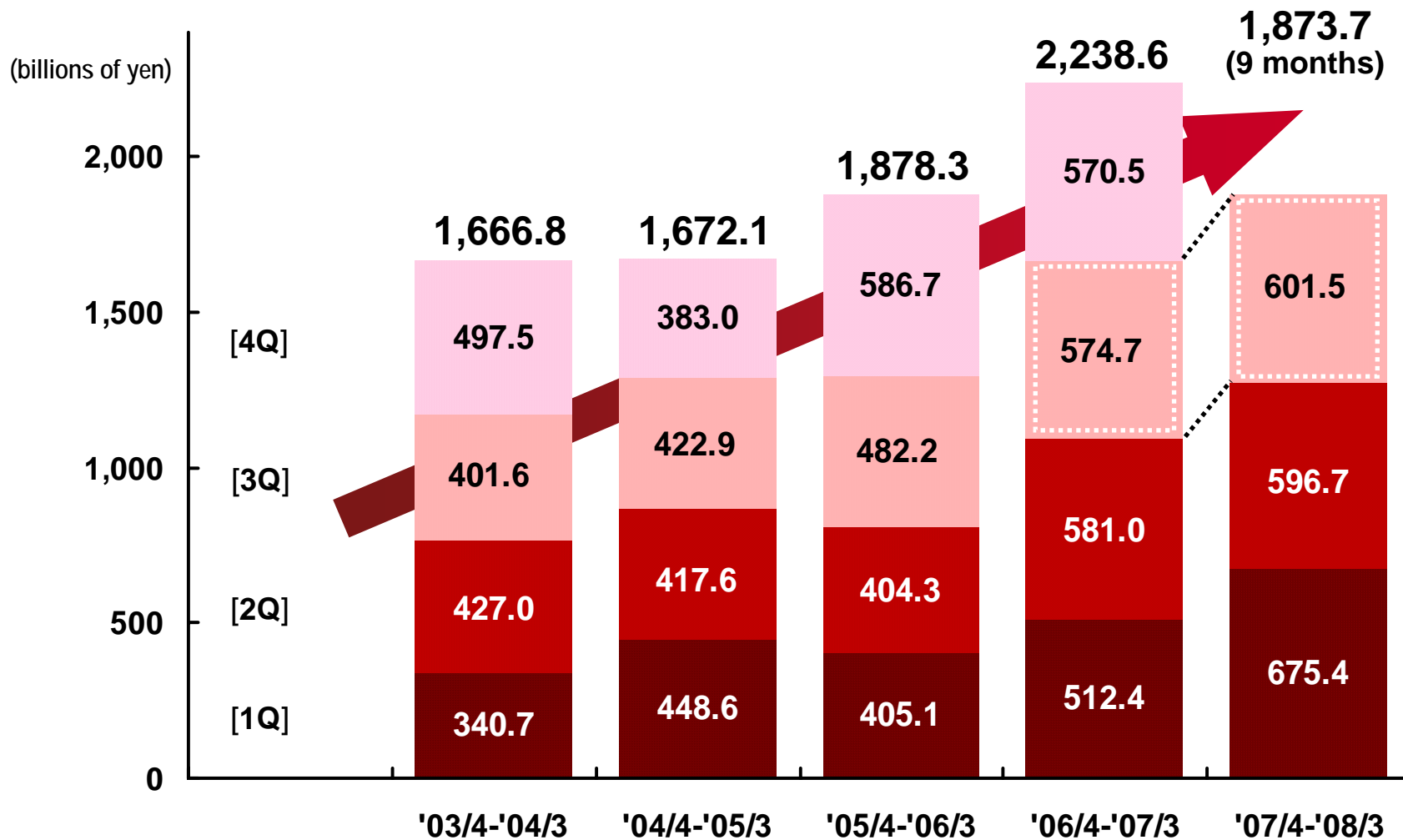
8

(billions of yen)

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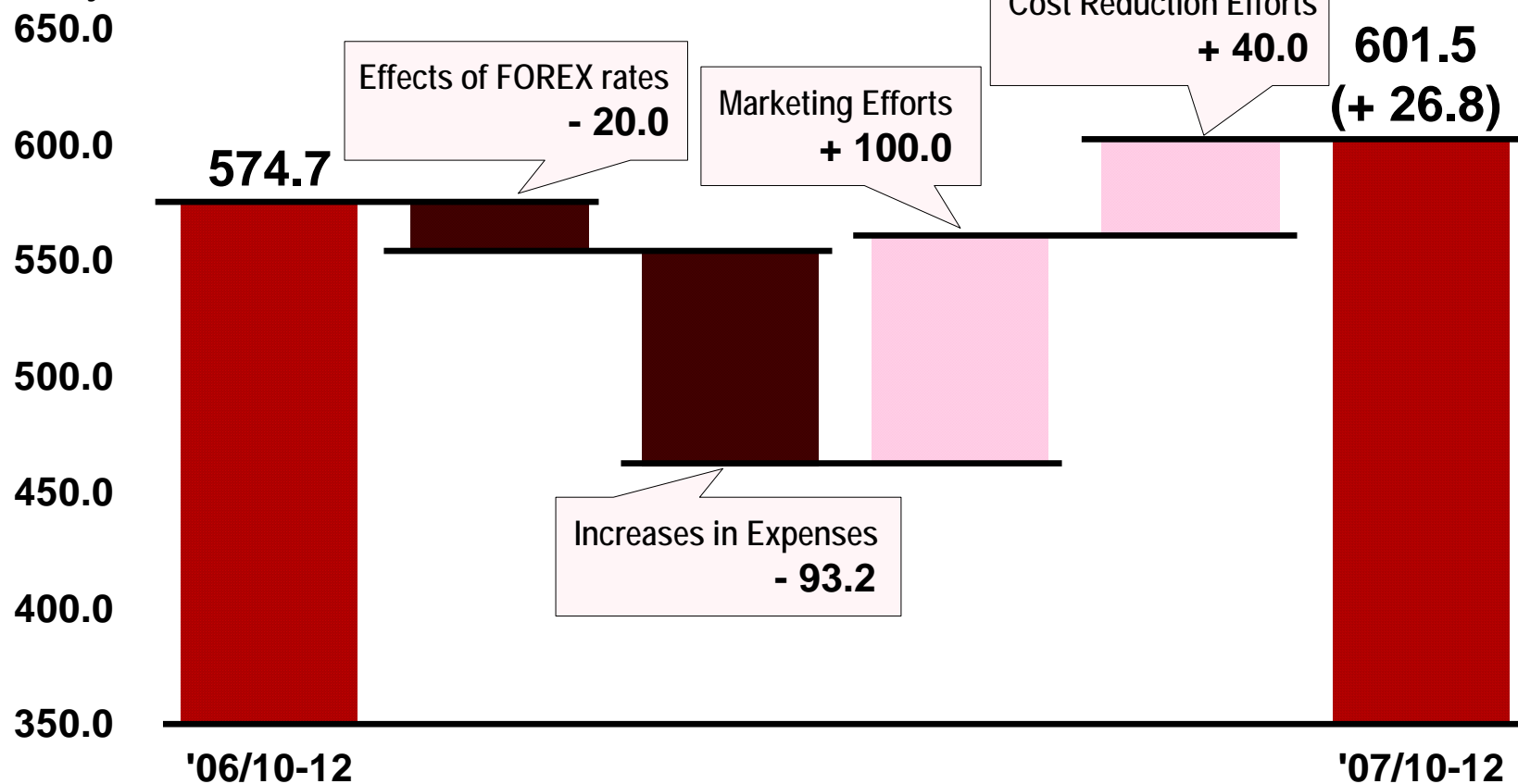
TOYOTA

Consistent Growth of Operating Income



Contributing Factors to Consolidated Operating Income

(billions of yen)



< Details of Increases in Expenses >

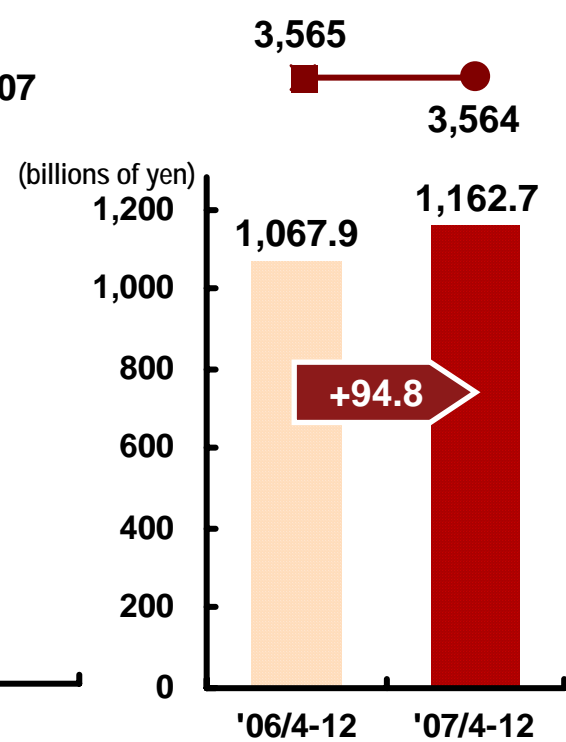
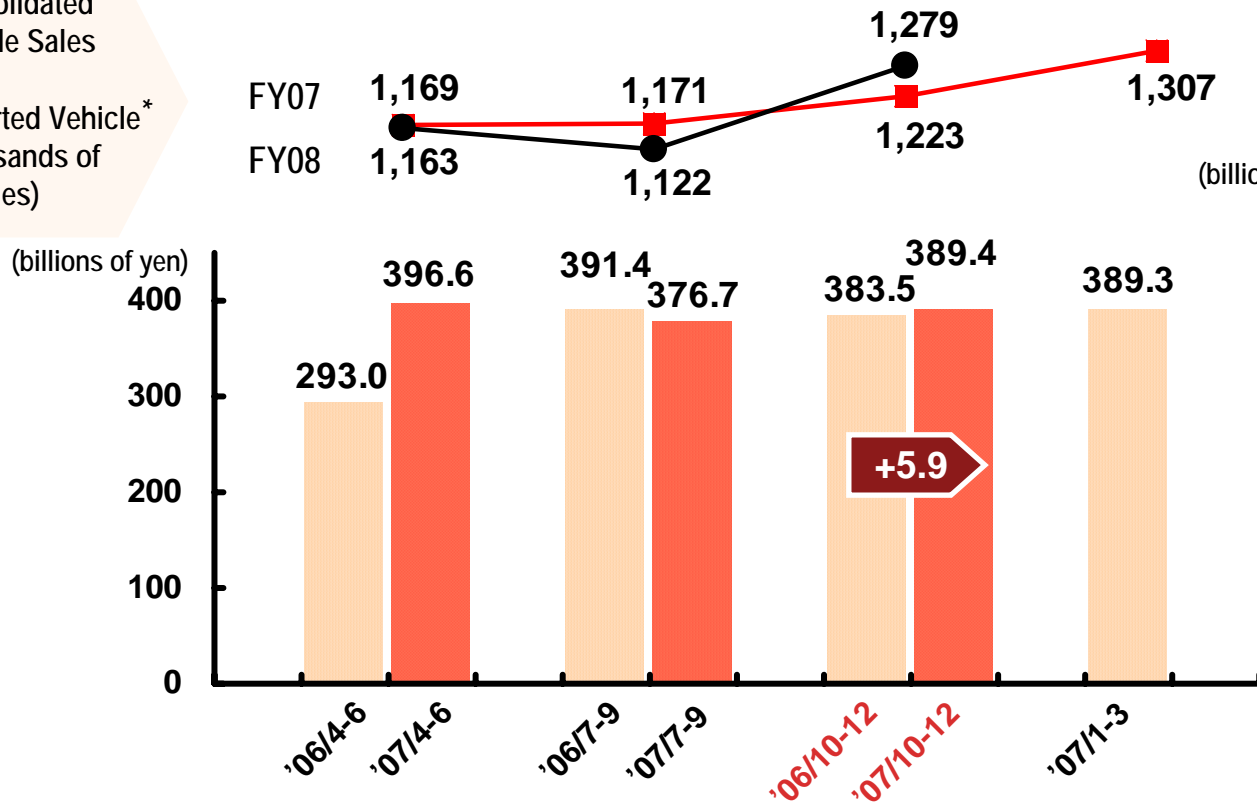
R&D expenses.....	-17.8	Impact from the valuation losses on interest rates swaps.....	-12.6
Depreciation and CAPEX related costs.....	-10.6	Others	-35.2
Labor costs.....	-17.0		

Geographic Operating Income: Japan

Quarterly

9 months total

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

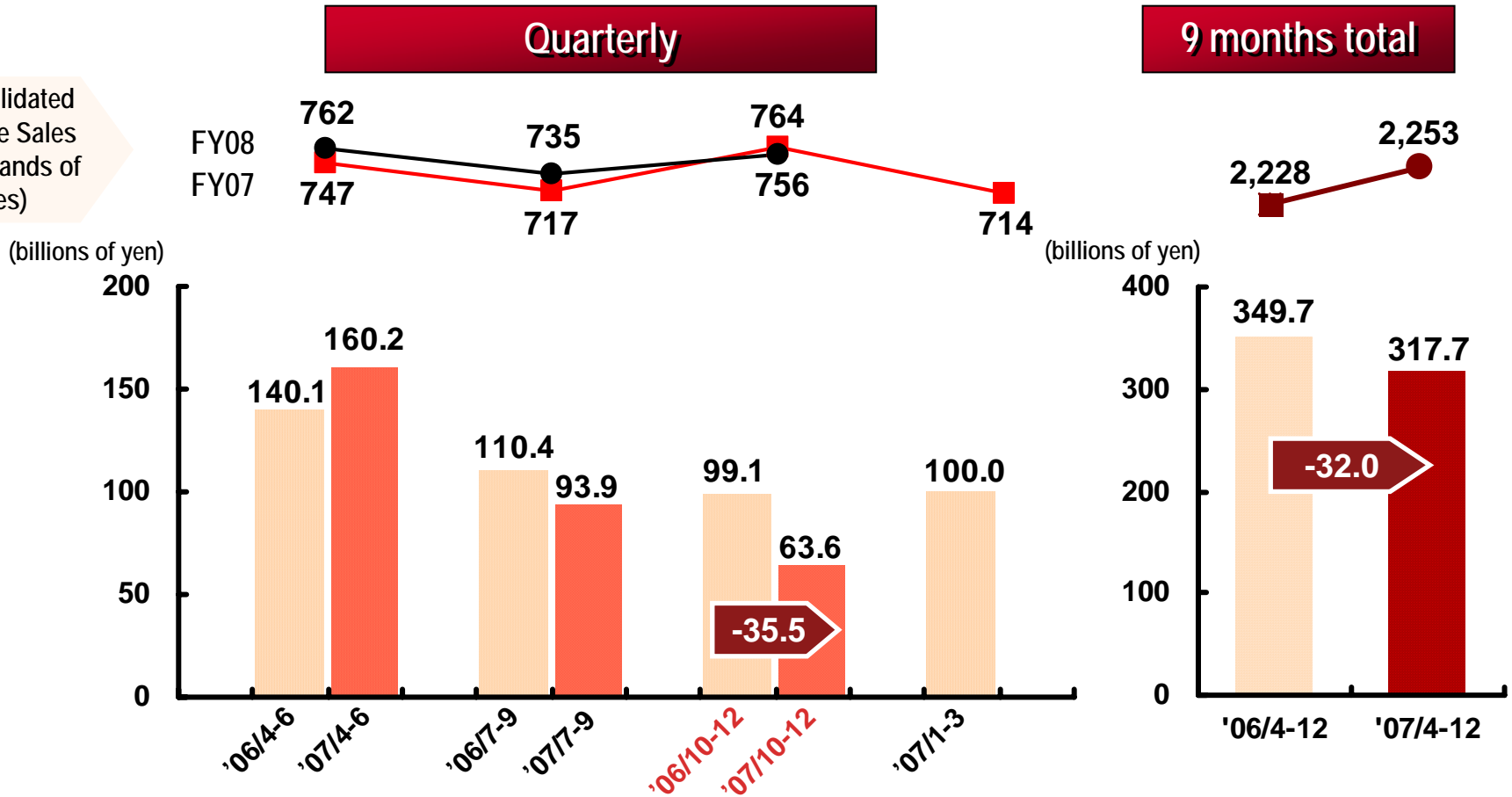


- Toyota & Lexus brands' market share reached a record high 47.7% (excluding mini-vehicles)
- Increased operating income due to strong demand for exports

* Number of vehicle exported oversea(Unconsolidated)

Geographic Operating Income: North America 12

Consolidated Vehicle Sales (thousands of vehicles)



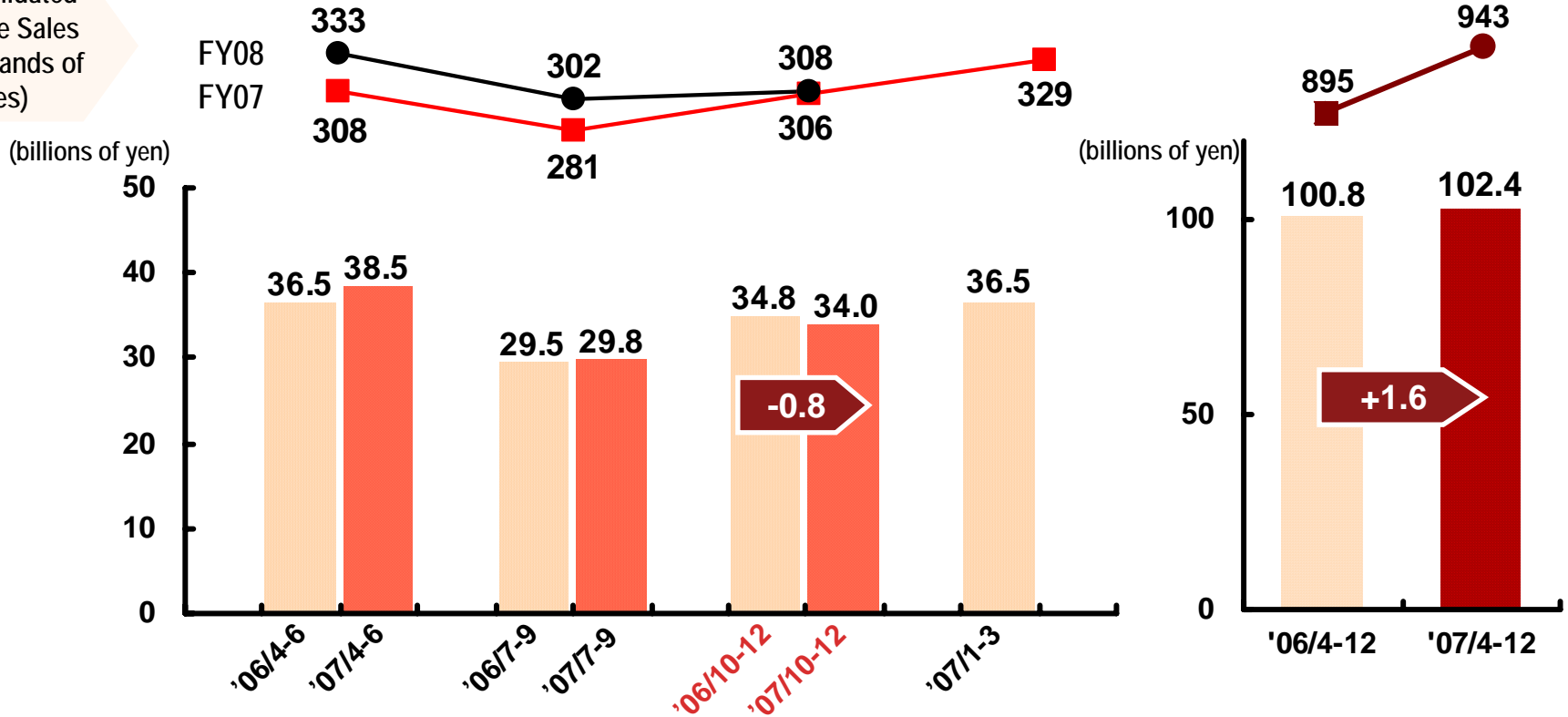
- Achieved 12th consecutive year of record sales in the US in CY 2007, thanks to brisk demand of new models such as Tundra
- 23.8 billion yen valuation loss on interest rate swaps

Geographic Operating Income: Europe

Quarterly

9 months total

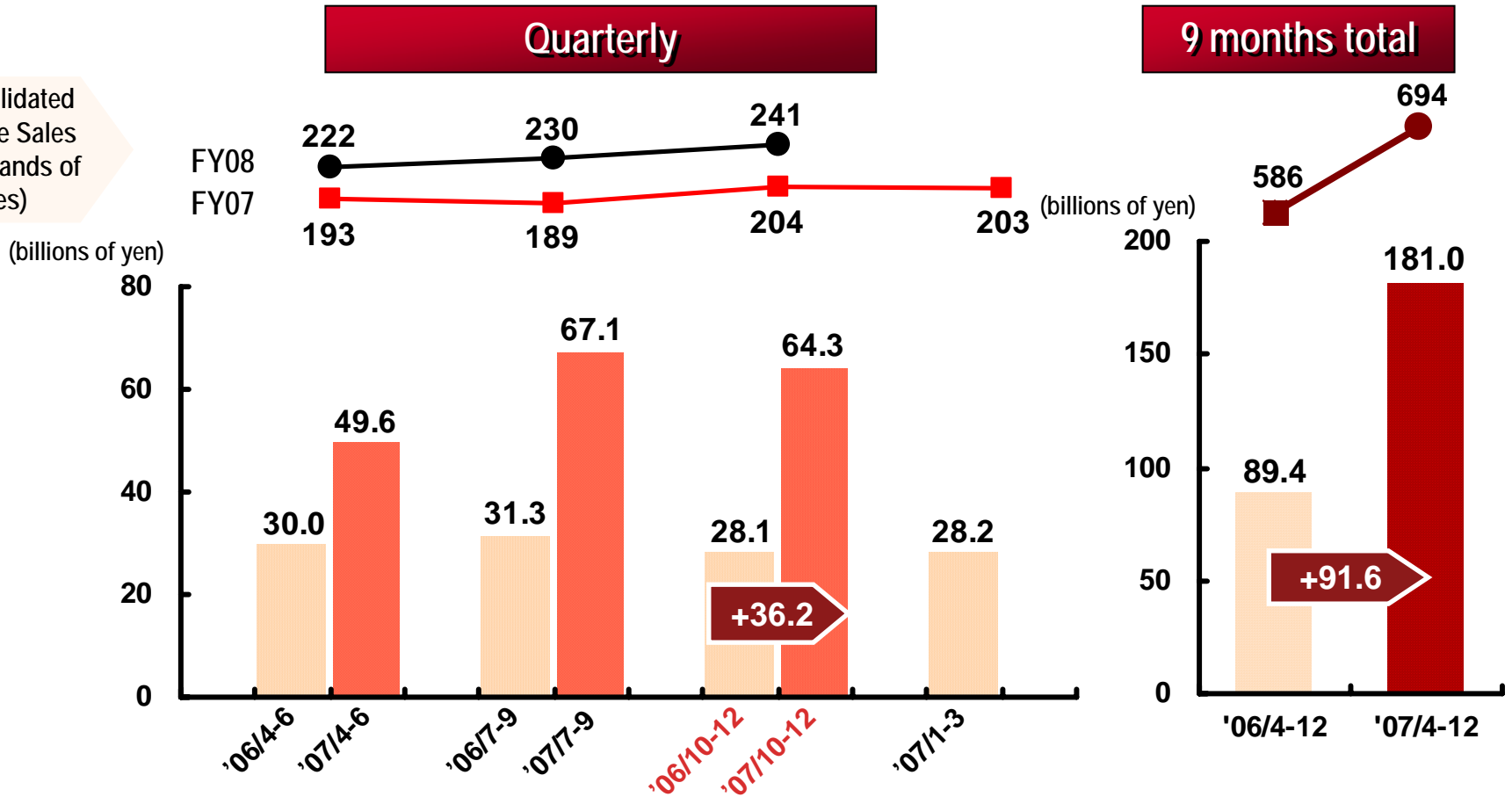
Consolidated Vehicle Sales (thousands of vehicles)



- Significant increase of vehicle sales in Russia & Eastern European countries contributed to earnings

Geographic Operating Income: Asia

Consolidated Vehicle Sales (thousands of vehicles)



- Profit increase due to brisk sales in Indonesia and Thailand and production capacity expansion to accommodate strong demand of IMV
- Substantial increase in Chinese subsidiaries' earnings

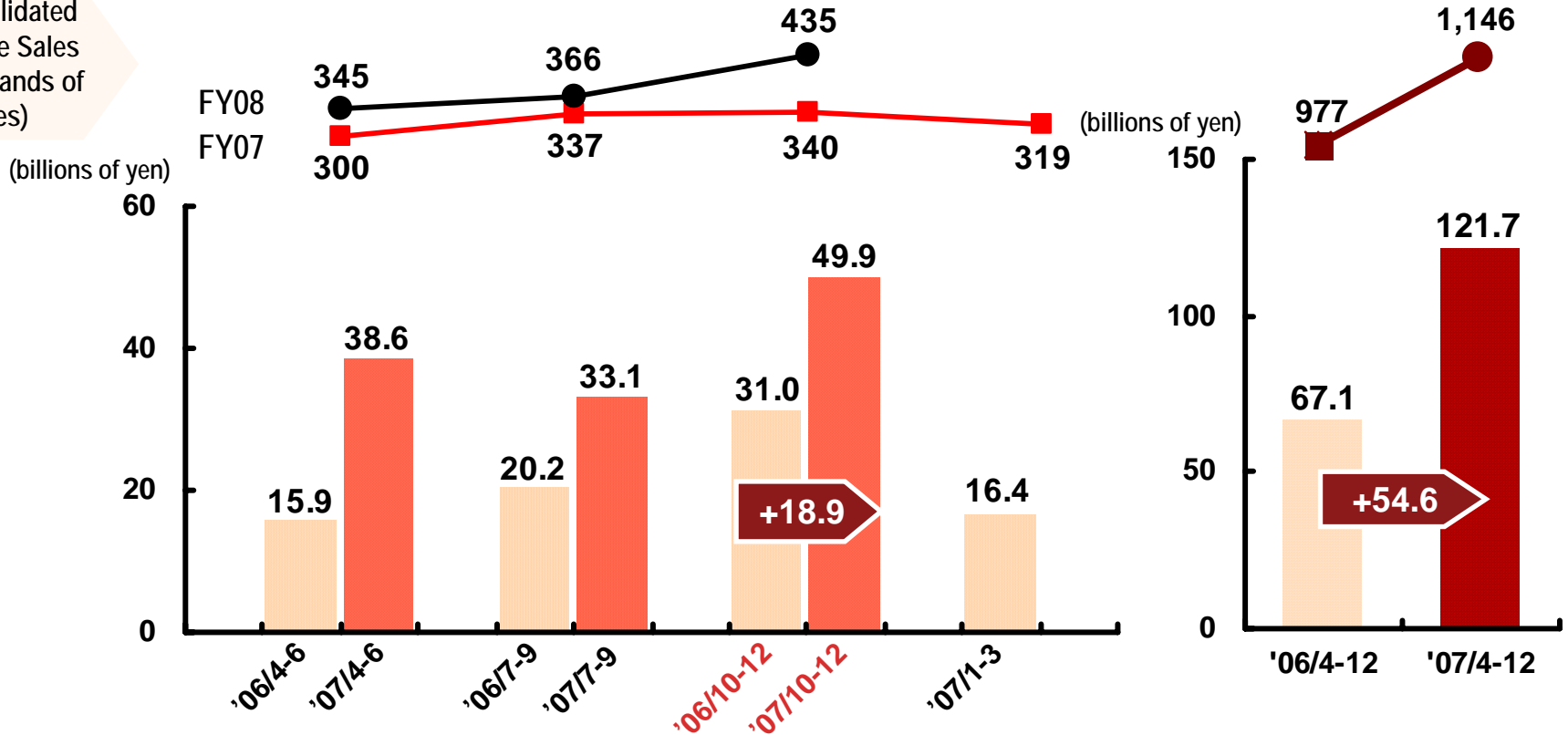
Geographic Operating Income: Other

Central and South America, Oceania, Africa etc. 15

Quarterly

9 months total

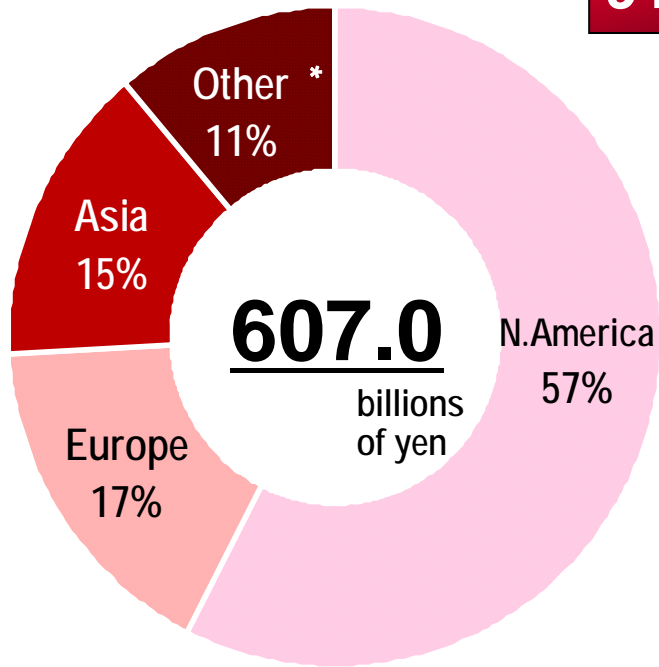
Consolidated Vehicle Sales (thousands of vehicles)



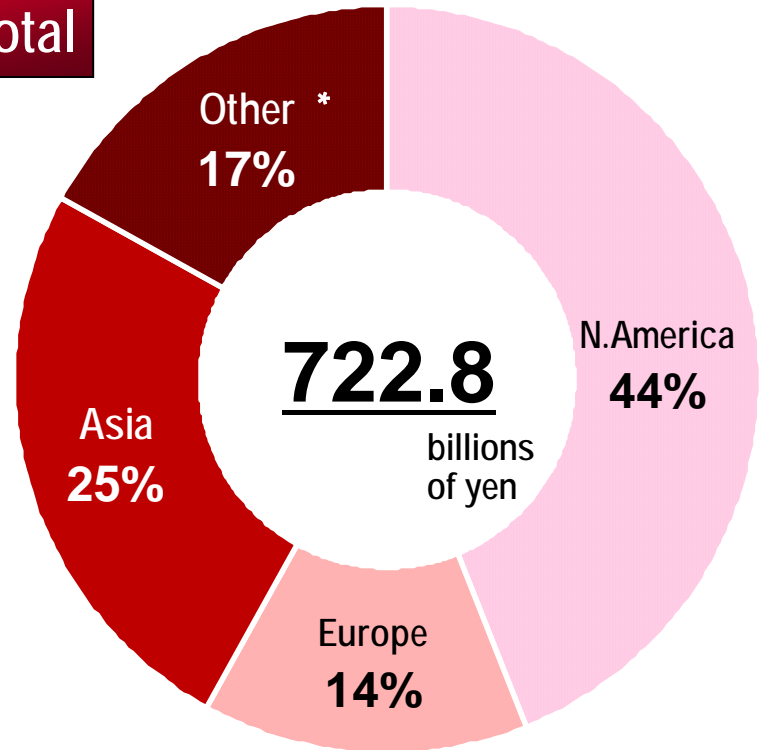
- Vehicle sales increased throughout the region
- Strong sales of Camry in Australia and IMV series in Central and South America

Overseas Operating Income by Region

9 Months Total



'06/4-12



'07/4-12

*Other: Central and South America, Oceania, Africa etc.

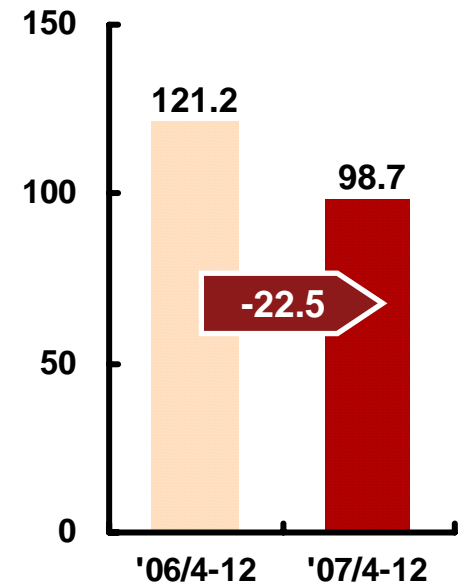
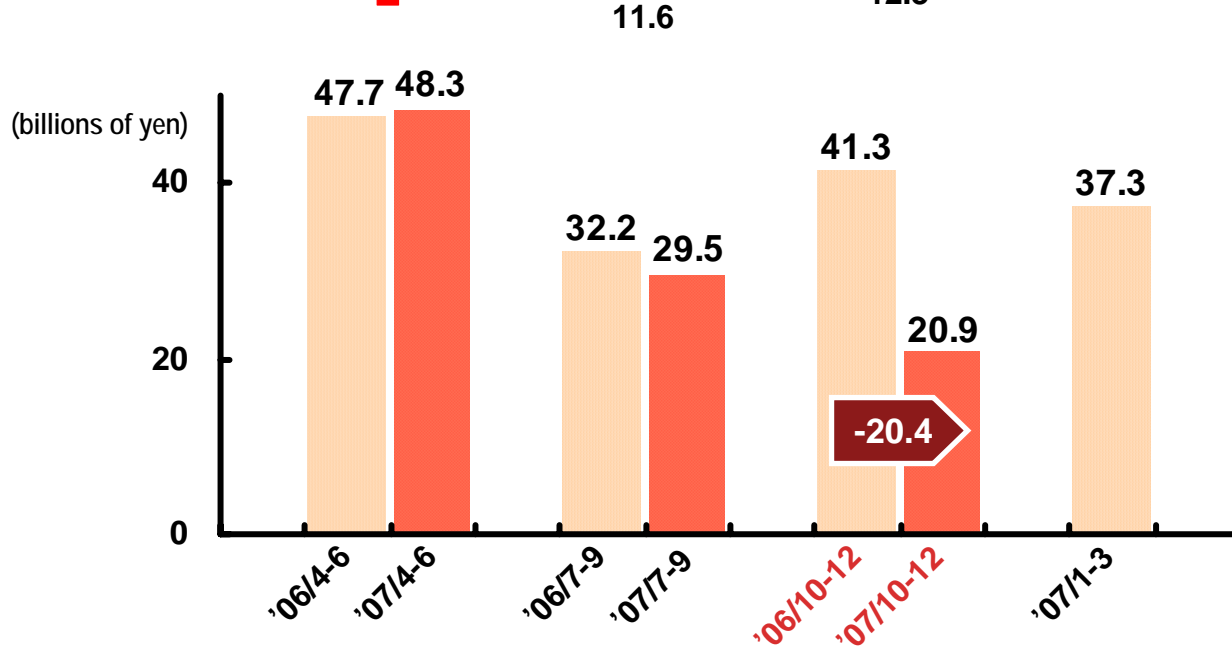
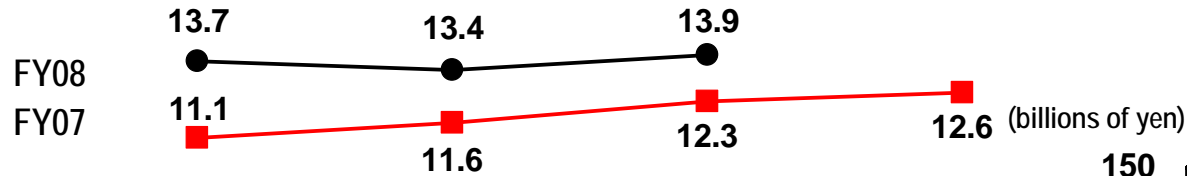
- Profit increase in growing markets contributed to establishing a equally balanced profit structure

Business Segment: Financial Services

Quarterly

9 months total

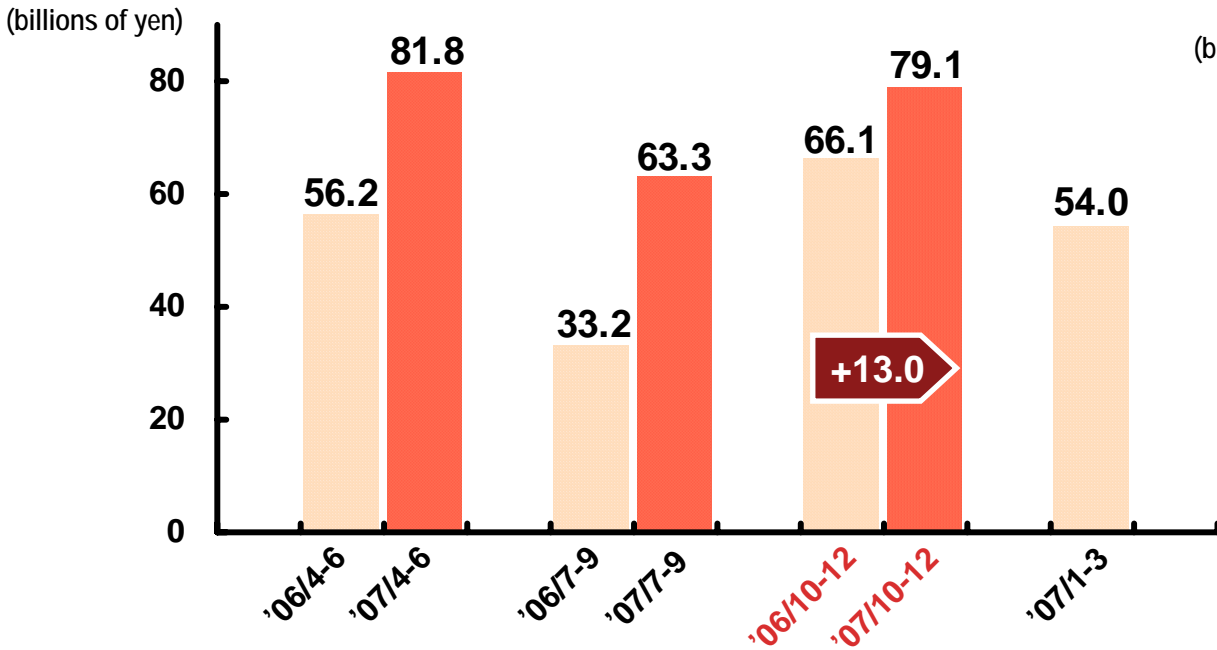
Loan Balance
(trillions of yen)



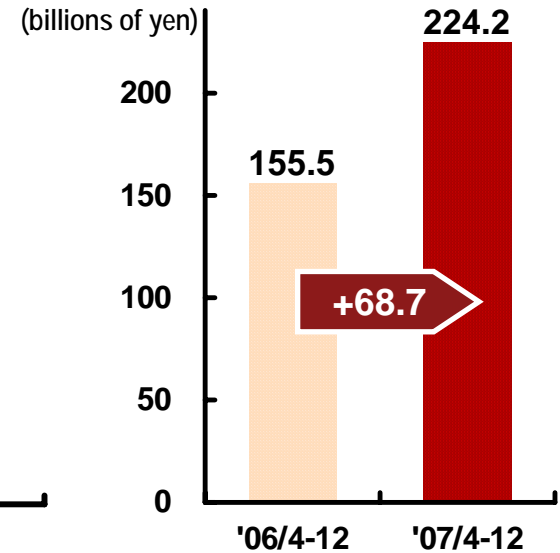
- 12.6 billion yen valuation loss in accounting on interest rate swaps
- Further strengthening of credit control and debt collection practices

Equity in Earnings of Affiliated Companies

Quarterly



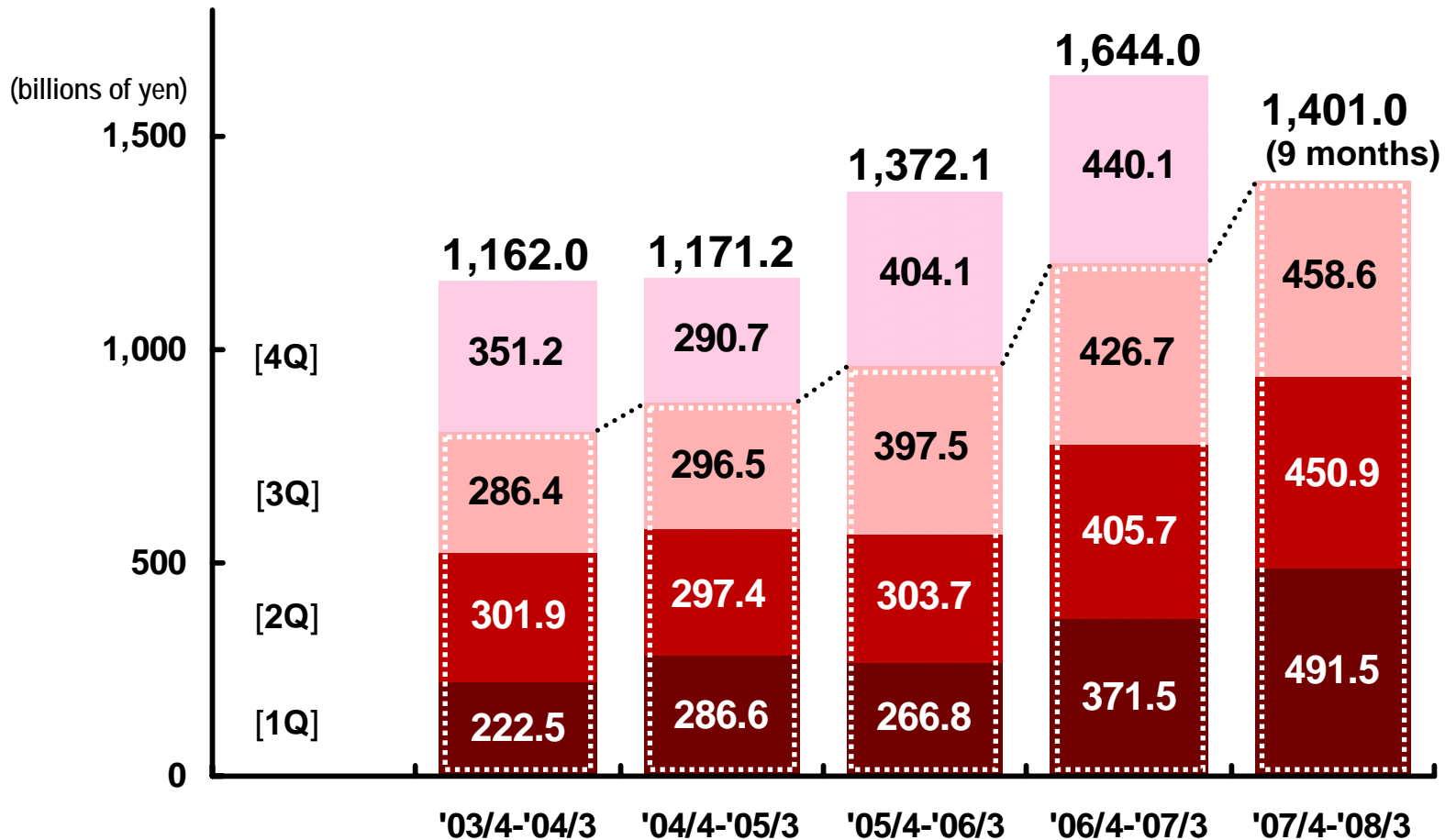
9 months total



China (billions of yen)	'07/10-12:	14.7	15.7	16.6	-	47.0
	'06/10-12:	4.5	- 1.1	6.5	14.2	9.9

- Strong earnings contribution maintained by joint venture companies in China and Toyota group companies in Japan

Consistent Growth of Net Income



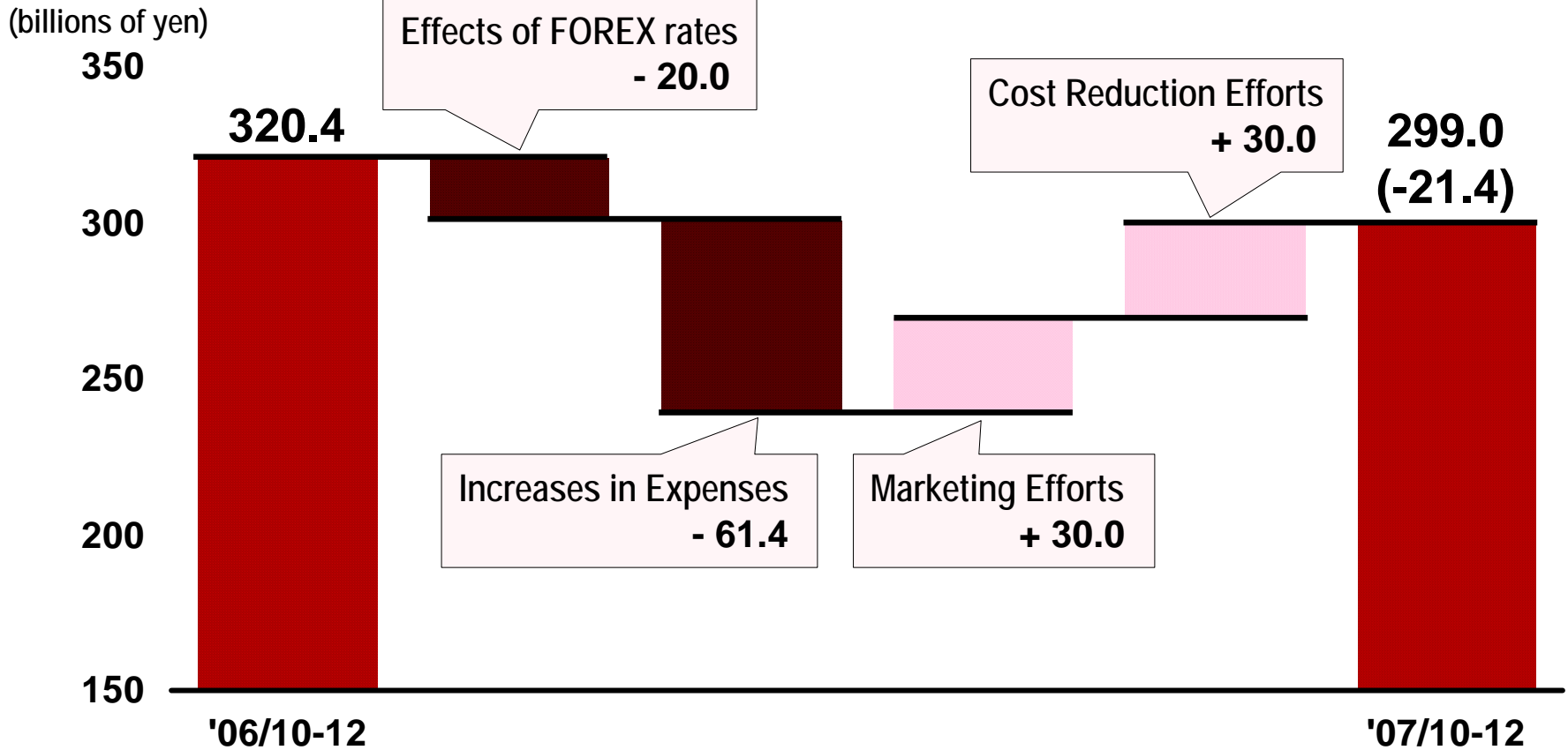
- Net income grew significantly, enhanced by increase in equity in earnings of affiliated companies

Unconsolidated Financial Summary (Japan GAAP) 20

(billions of yen)

	FY2008 3Q ('07/10-12)	FY2007 3Q ('06/10-12)	Change	
Net Revenues	3,238.4	3,036.1	202.3	6.7%
Operating Income	299.0	320.4	-21.4	-6.7%
Ordinary Income	498.7	483.0	15.7	3.3%
Net Income	375.1	333.8	41.3	12.4%

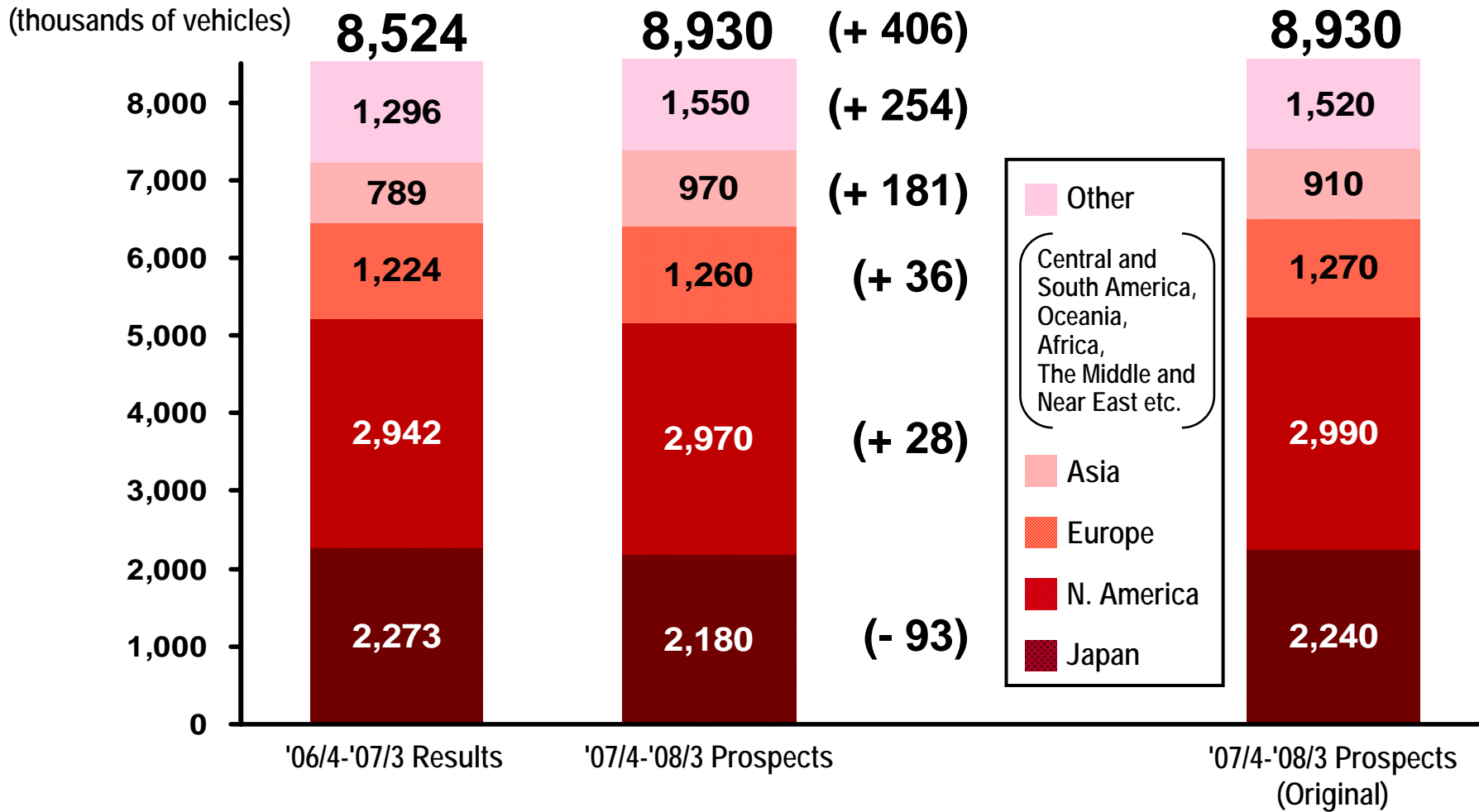
Contributing Factors to Unconsolidated Operating Income



<Details of Increases in Expenses>

R&D Expenses	- 11.1	Expenses related to	
Depreciation and		business expansion	- 47.6
CAPEX related costs	+3.9		
Labor costs	- 6.6		

Consolidated Prospects: Vehicle Sales



Figures in parenthesis represent year-on-year change

FY2008 Consolidated Prospects

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(billions of yen)

		FY2008 ('07/4-'08/3)	FY2007 ('06/4-'07/3)	Change	
Net Revenues		25,500.0	23,948.0	1,552.0	6.5%
Operating Income		2,300.0	2,238.6	61.4	2.7%
Income before income taxes, minority interest and equity earnings of affiliated companies		2,450.0	2,382.5	67.5	2.8%
Net Income		1,700.0	1,644.0	56.0	3.4%
FOREX	\$	114 yen	117 yen	- 3 yen	
Rates	€	161 yen	150 yen	+ 11 yen	

FY2008 Unconsolidated Prospects (Japan GAAP) 24

(billions of yen)

	FY2008 ('07/4-'08/3)	FY2007 ('06/4-'07/3)	Change	
Net Revenues	12,000.0	11,571.8	428.2	3.7%
Operating Income	1,100.0	1,150.9	-50.9	-4.4%
Ordinary Income	1,590.0	1,555.1	34.9	2.2%
Net Income	1,130.0	1,060.1	69.9	6.6%

FY2008 Consolidated Prospects: CAPEX, Depreciation, R&D 25

(billions of yen)

	Capital Expenditure	Depreciation Expenses	R&D Expenses
Consolidated	1,500.0 (+ 17.4)	1,020.0 (+ 73.0)	940.0 (+ 49.3)
Japan	800.0 (- 15.3)	630.0 (+ 37.5)	
N. America	400.0 (+ 80.7)	190.0 (+ 24.7)	
Europe	110.0 (- 9.7)	90.0 (+ 0.5)	
Asia	110.0 (- 31.6)	65.0 (+ 3.1)	
Others	80.0 (- 6.7)	45.0 (+ 7.2)	

Figures in parenthesis represent year-on-year change

FY2008 Operations Prospects <Toyota / Lexus>

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		FY2008 ('07/4-'08/3)	FY2007 ('06/4-'07/3)
		(thousands of vehicles)	(thousands of vehicles)
Automotive Production	Japan	4,270	4,185
	Overseas	4,440	3,939
	Total	8,710	8,124
Sales (Japan)		1,610	1,659
Exports		2,710	2,597
Sales (Overseas)		6,960	6,443
Housing Sales		4,700 Units	5,001 Units

Shareholder Return

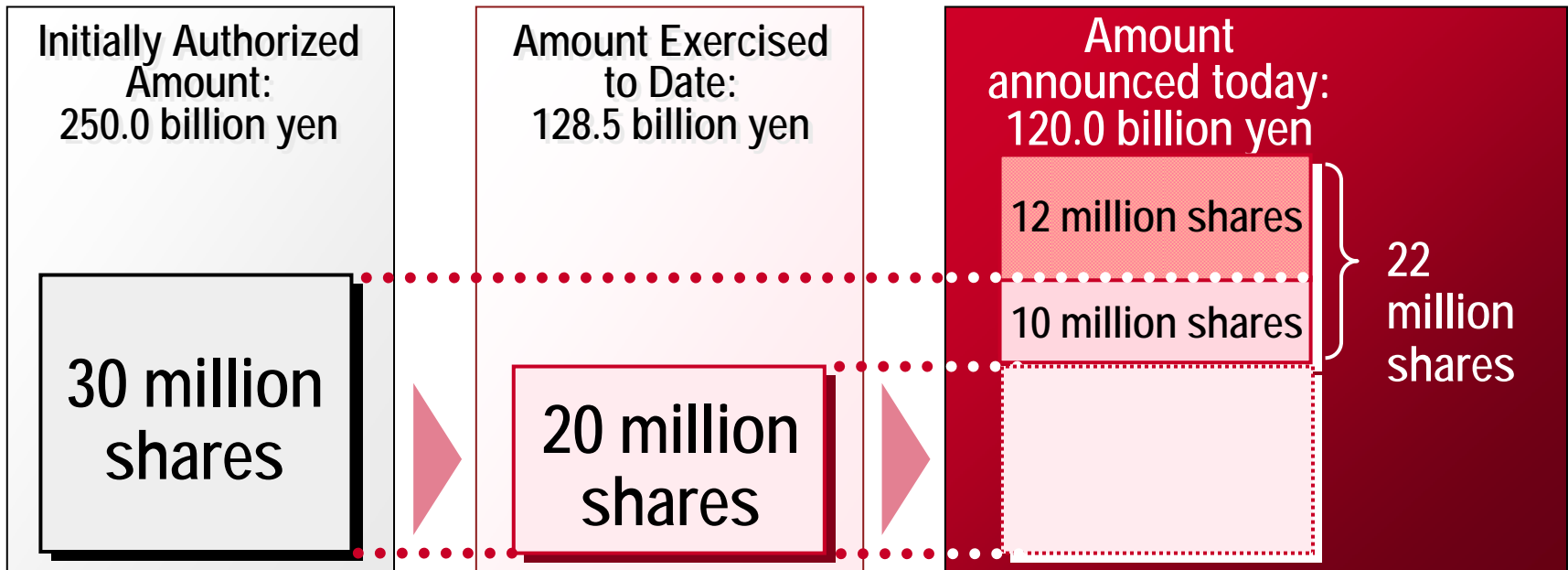
- Share Buyback

Purchase of own shares exceeding the initially authorized number of shares

Remaining authorized number of shares:
10 million shares
Additional shares to be purchased:
12 million shares



Up to 22 million shares
(Up to 120.0 billion yen)



- Cancellation of Treasury Stocks

Define improvement of capital efficiency

- ▶ Aggregate number of shares to be cancelled: 162 million shares



FY2008 3Q Financial Results

Three months ended December 31, 2007

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