

FY2013 Third Quarter Financial Results



LEXUS LS600h

Toyota Motor Corporation
February 5, 2013

Cautionary Statement with Respect to Forward-Looking Statements

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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) 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.

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FY2013 Third Quarter Financial Results

Consolidated Financial Summary (FY2013 Third Quarter) 6

(billions of yen)

		FY2013 3Q (*12/10-12)	FY2012 3Q (*11/10-12)	Change	
Net Revenues		5,318.7	4,865.2	453.5	9.3%
Operating Income		124.7	149.6	-24.9	-16.7%
Income before income taxes and equity in earnings of affiliated companies		131.2	198.6	-67.3	-33.9%
Net Income *		99.9	80.9	18.9	23.4%
FOREX Rates	\$	81 yen	77 yen	+4 yen	
	€	105 yen	104 yen	+1 yen	

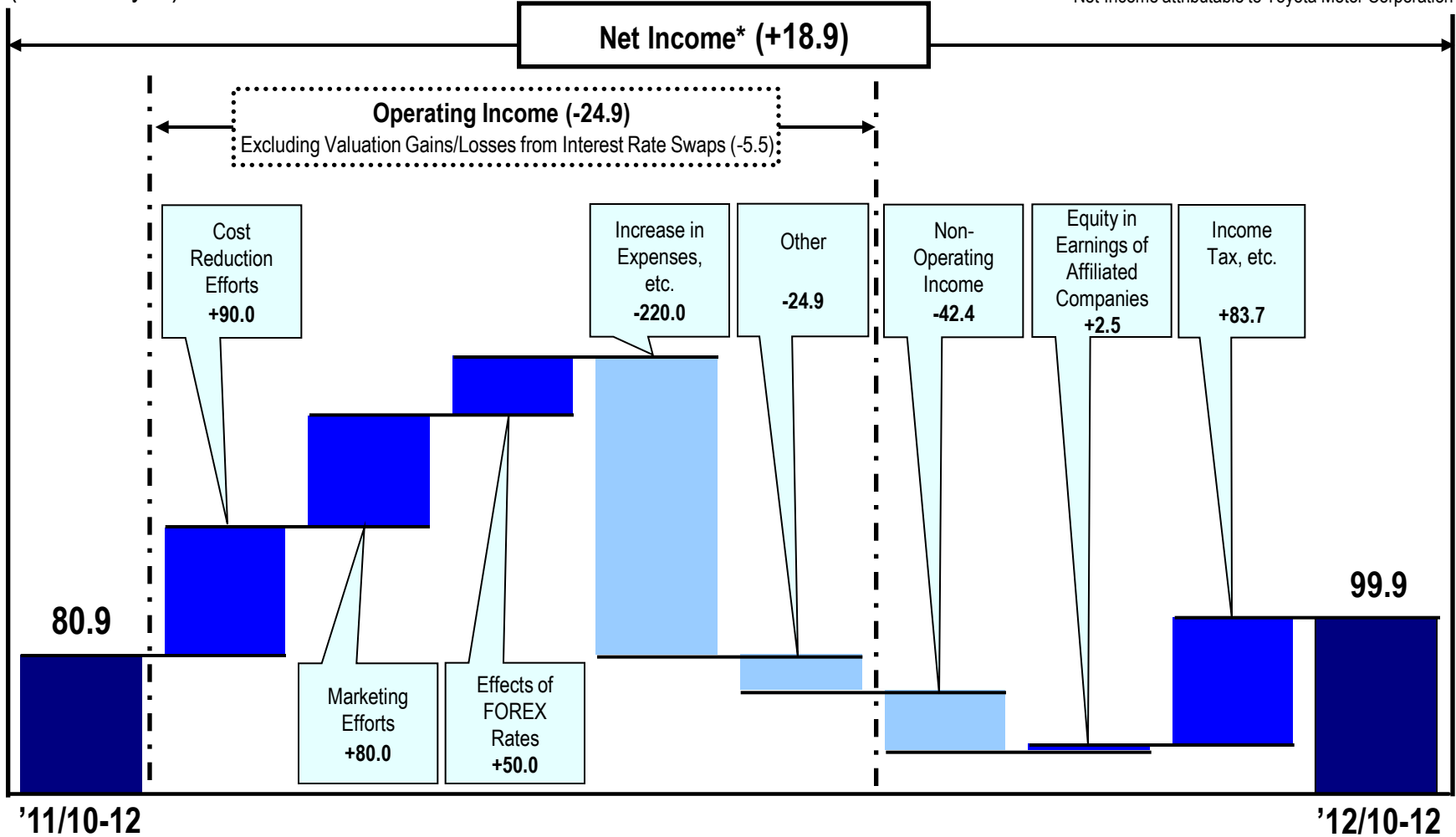
* Net Income attributable to Toyota Motor Corporation

TOYOTA

Analysis of Consolidated Net Income* (FY2013 Third Quarter)

(billions of yen)

* Net Income attributable to Toyota Motor Corporation



Details of Increase in Expenses, etc.

Labor Costs.....	-25.0
R&D Expenses.....	-10.0

Depreciation and CAPEX-related Costs	+5.0
Other.....	-190.0

Details of Other

Valuation Gains/Losses from Interest Rate Swaps....	-19.4
Translational FOREX Impact concerning overseas subsidiaries etc.	-5.5

Consolidated Financial Summary (FY2013 9 months)

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(billions of yen)

		FY2013 9 months (*12/4-12)	FY2012 9 months (*11/4-12)	Change	
Net Revenues		16,227.1	12,881.1	3,345.9	26.0%
Operating Income		818.5	117.1	701.3	598.9%
Income before income taxes and equity in earnings of affiliated companies		925.7	197.2	728.5	369.5%
Net Income *		648.1	162.5	485.6	298.8%
FOREX Rates	\$	80 yen	79 yen	+1 yen	
	€	102 yen	111 yen	-9 yen	

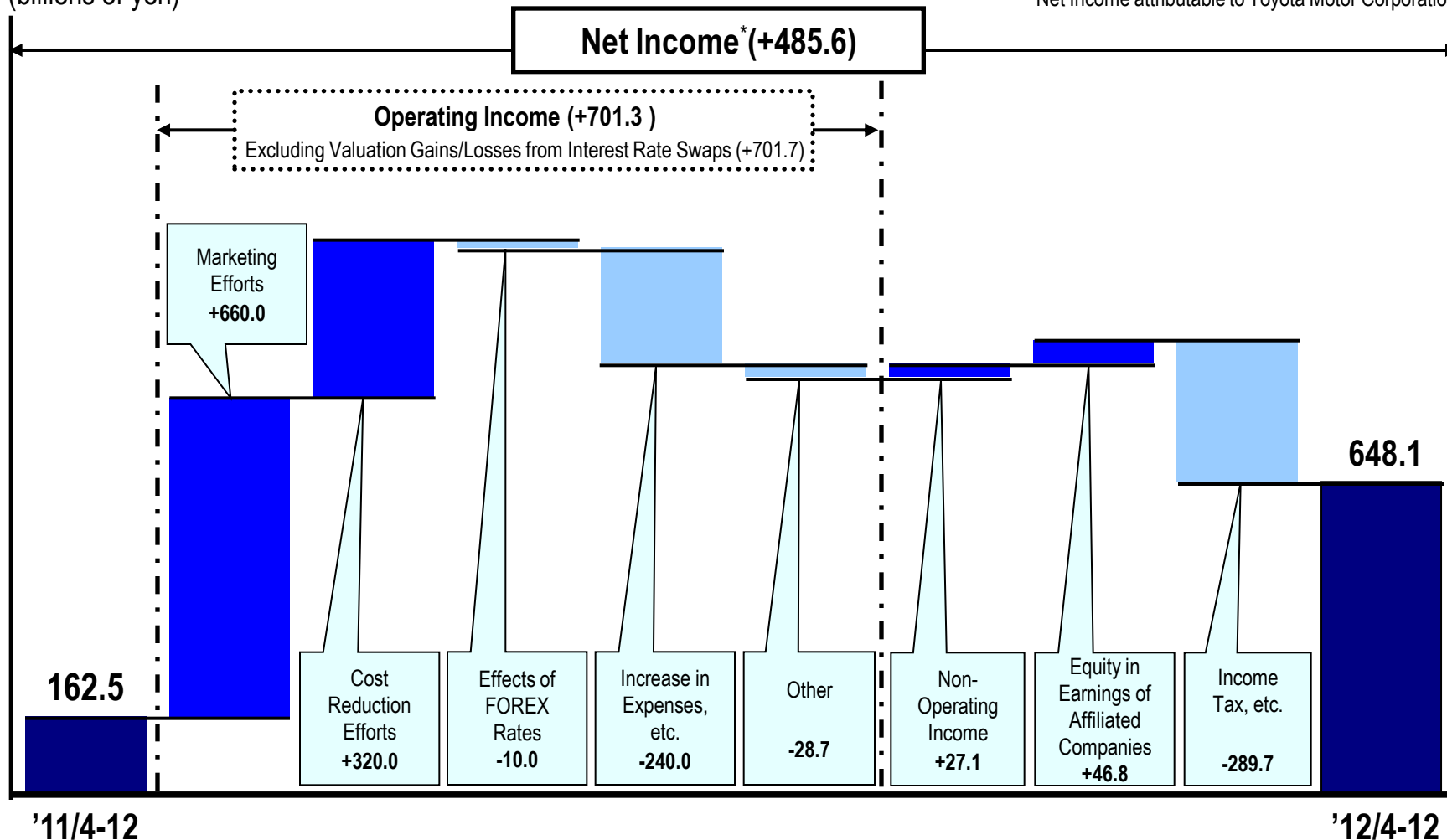
* Net Income attributable to Toyota Motor Corporation

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Analysis of Consolidated Net Income* (FY2013 9 months) 9

(billions of yen)

* Net Income attributable to Toyota Motor Corporation



Details of Increase in Expenses, etc.

Labor Costs.....	-40.0
R&D Expenses.....	-40.0

Depreciation and CAPEX-related Costs	+5.0
Other.....	-165.0

Details of Other

Valuation Gains/Losses from Interest Rate Swaps ...	-0.4
Translational FOREX Impact concerning overseas subsidiaries etc.....	-28.3

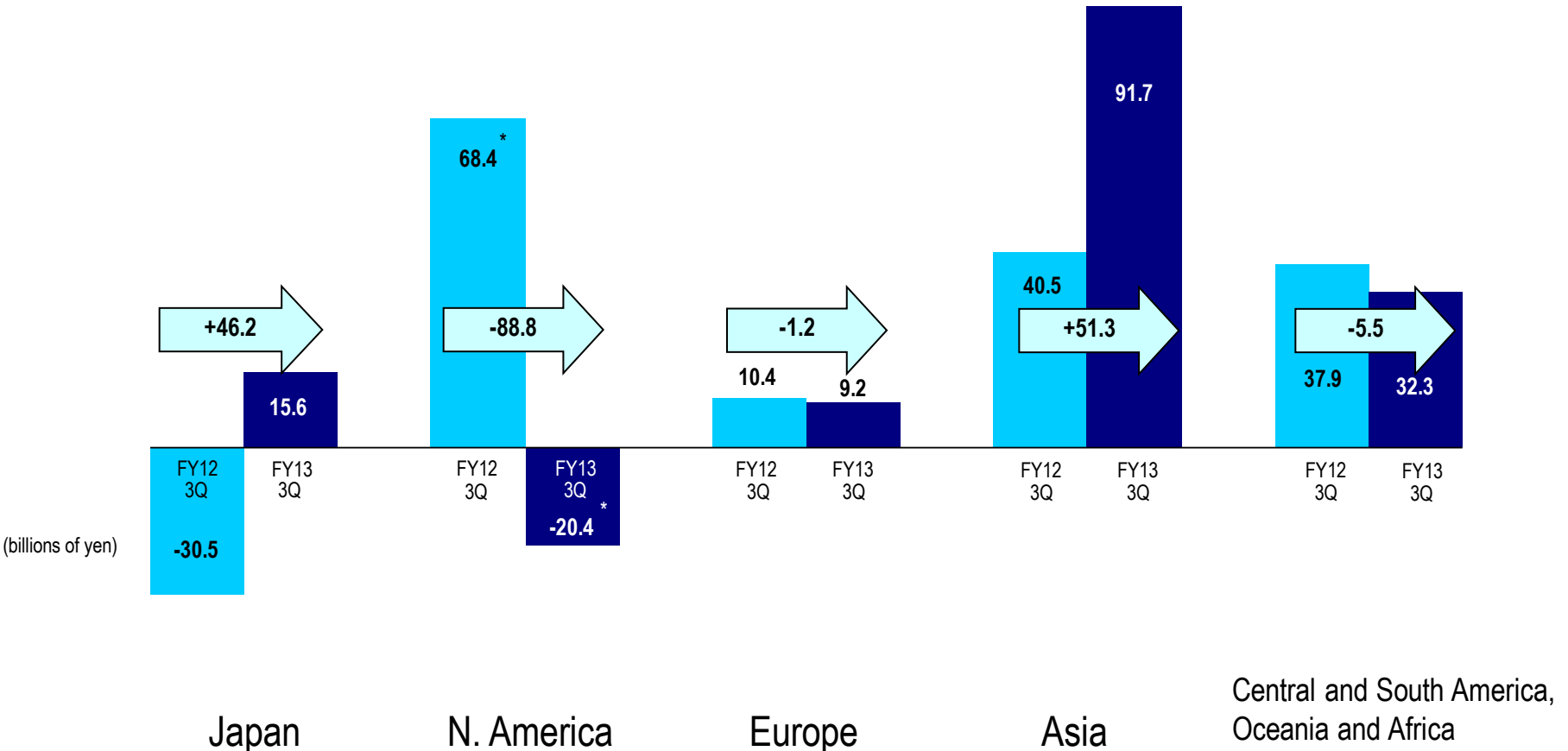
TOYOTA

Geographic Operating Income (FY2013 Third Quarter)

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

(billions of yen)

North America	'11/10-12	'12/10-12	Change
Operating Income Excluding Valuation Gains/Losses from Interest Rate Swaps	68.4	-20.4	-88.8
Valuation Gains/Losses from Interest Rate Swaps	21.9	3.2	-18.6
Operating Income	90.3	-17.2	-107.4

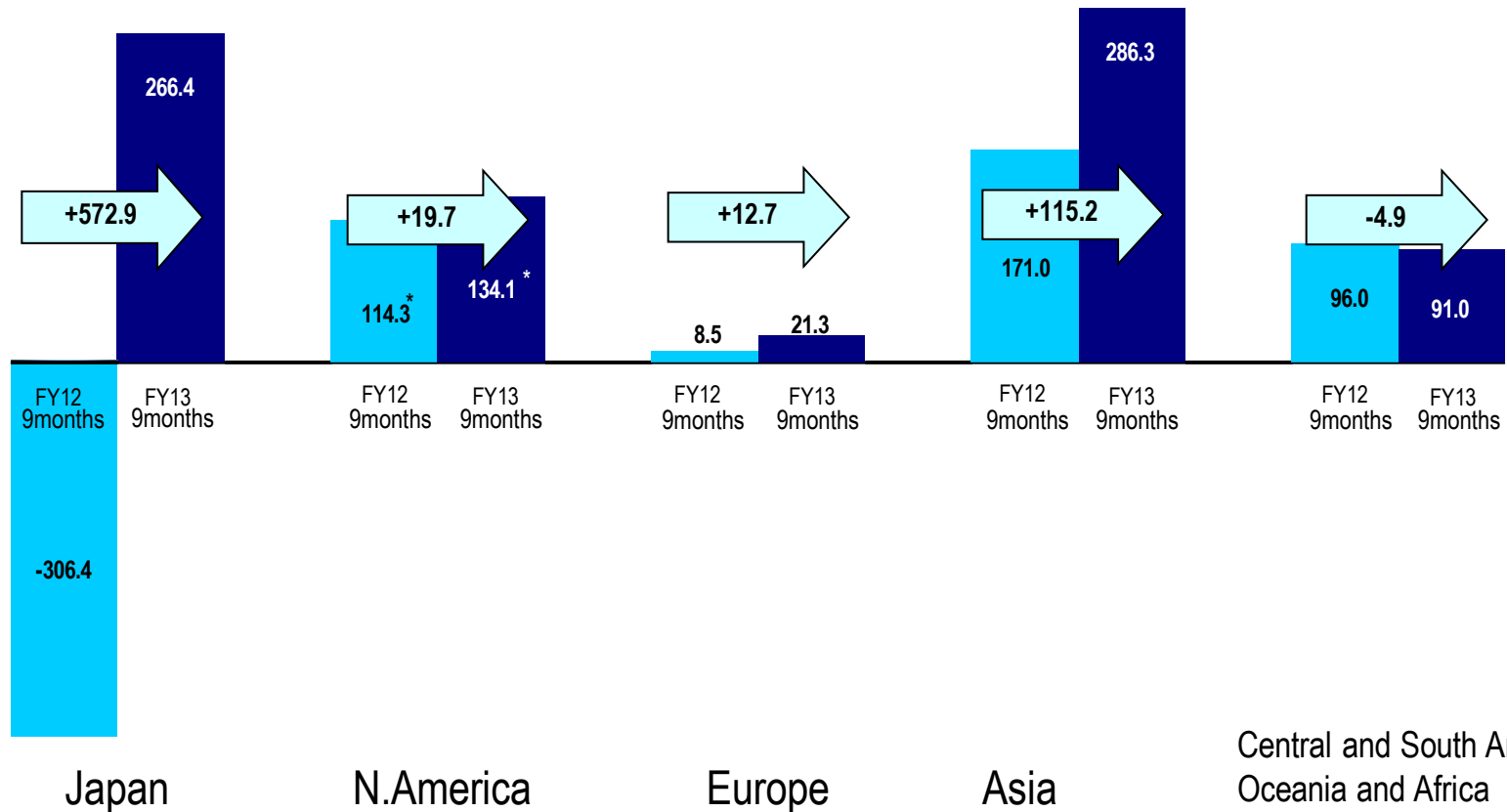


Geographic Operating Income (FY2013 9 months)

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

(billions of yen)

North America	'11/4-12	'12/4-12	Change
Operating Income Excluding Valuation Gains/Losses from Interest Rate Swaps	114.3	134.1	19.7
Valuation Gains/Losses from Interest Rate Swaps	37.5	31.3	-6.1
Operating Income	151.8	165.4	13.6

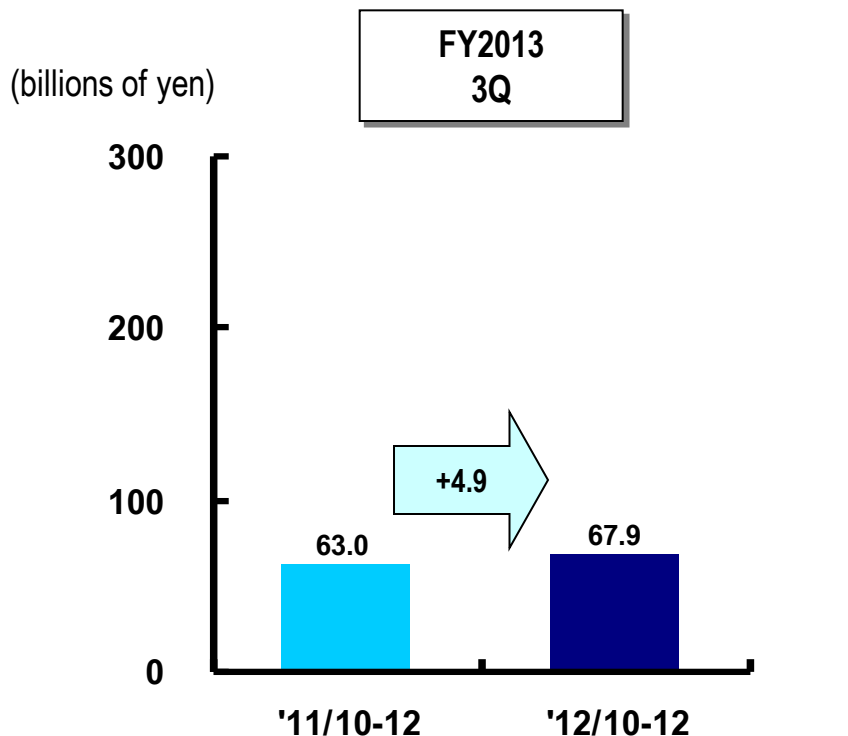


(billions of yen)

Financial Services Operating Income

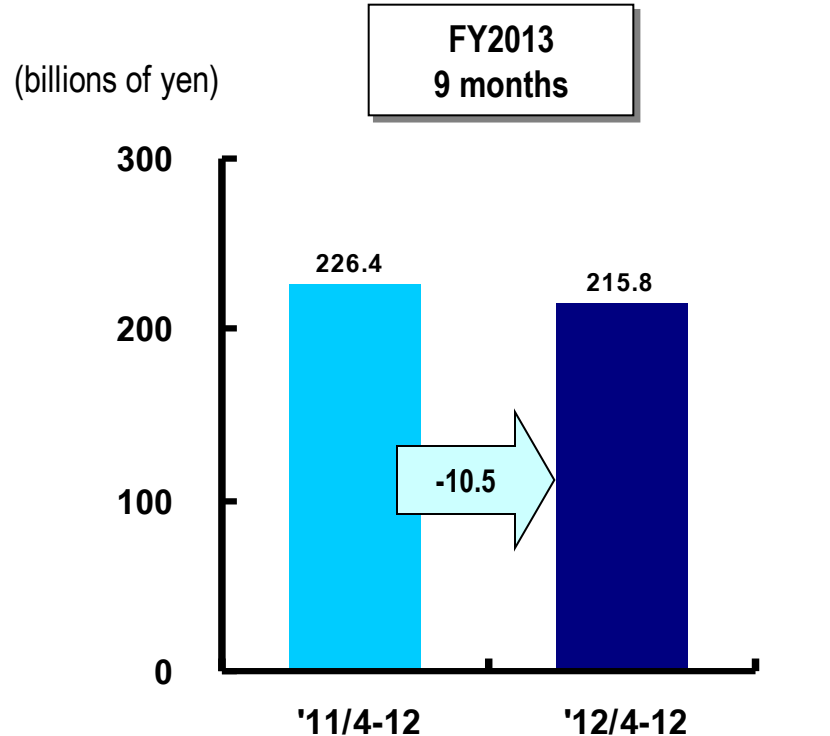
Excluding Valuation Gains/Losses from Interest Rate Swaps

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(billions of yen)

	'11/10-12	'12/10-12	Change
Operating Income Excluding Valuation Gains/Losses from Interest Rate Swaps	63.0	67.9	4.9
Valuation Gains/Losses from Interest Rate Swaps	20.5	1.0	-19.4
Operating Income	83.5	69.0	-14.4



(billions of yen)

	'11/4-12	'12/4-12	Change
Operating Income Excluding Valuation Gains/Losses from Interest Rate Swaps	226.4	215.8	-10.5
Valuation Gains/Losses from Interest Rate Swaps	28.1	27.7	-0.4
Operating Income	254.5	243.5	-10.9

Earnings increased as a result of increased lending balance for the 3 months period.
Earnings decreased as a result of decreased reversal of provisions for the 9 months period.

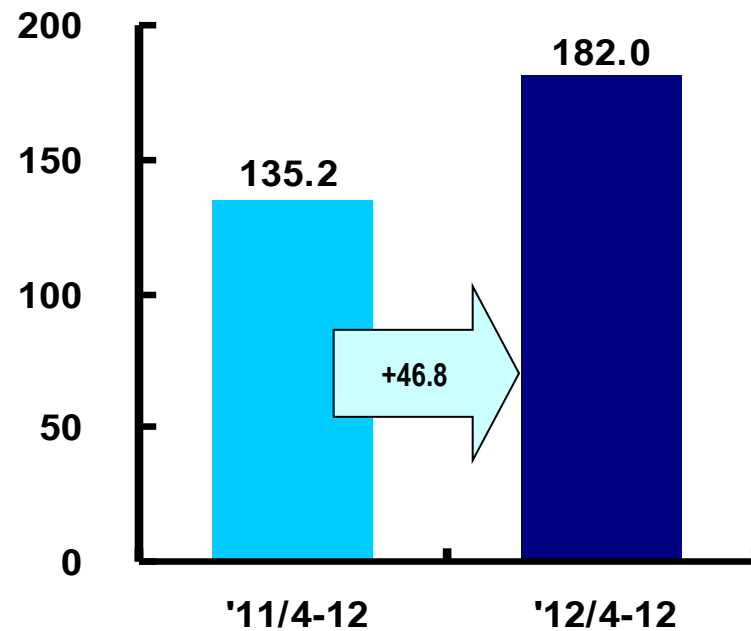
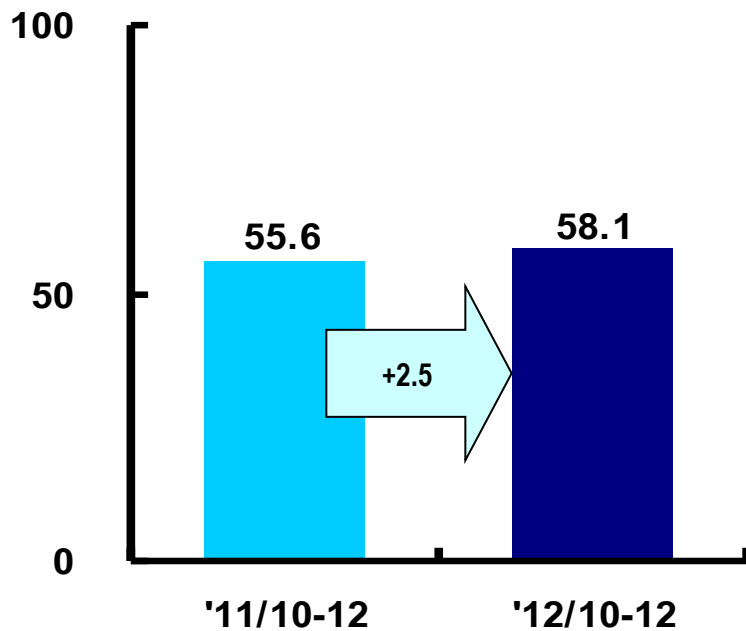
Equity in Earnings of Affiliated Companies

FY2013
3Q

FY2013
9 months

(billions of yen)

(billions of yen)



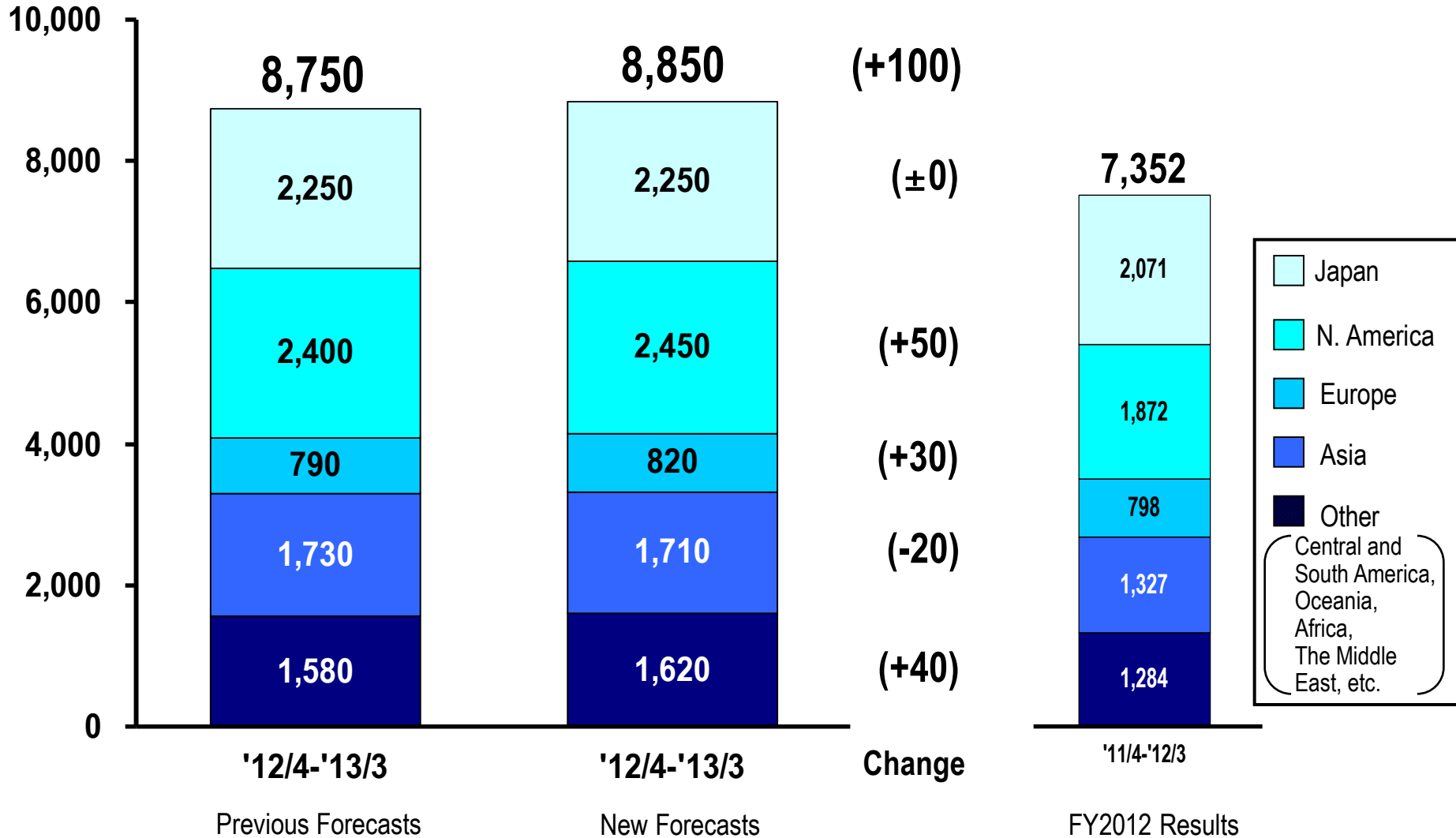
Equity in earnings increased due to increased earnings of affiliated companies in Japan for both the 3 months period and the 9 months period.

FY2013

Financial Forecasts

FY2013 Forecasts: Consolidated Vehicle Sales

(thousands of vehicles)



FY2013 Forecasts: Consolidated Financial Summary

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(billions of yen)

		New Forecasts ('12/4-'13/3)	Previous Forecasts ('12/4-'13/3)	Change	FY2012 Results ('11/4-'12/3)
Net Revenues		21,800.0	21,300.0	500.0	18,583.6
Operating Income		1,150.0	1,050.0	100.0	355.6
Income before income taxes and equity in earnings of affiliated companies		1,290.0	1,180.0	110.0	432.8
Net Income*¹		860.0	780.0	80.0	283.5
FOREX Rates	\$	81 yen ^{*2}	79 yen	+2 yen	79 yen
	€	104 yen ^{*2}	100 yen	+4 yen	109 yen

*1 Net Income attributable to Toyota Motor Corporation

*2 FOREX Rate assumptions: 84 yen against the U.S. dollar and 110 yen against the Euro from January 2013 to March 2013

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

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(billions of yen)

Operating Income

FY2013 Previous Forecasts('12/4-'13/3)		1,050.0
Positive Factors	Effects of FOREX Rates	+140.0
	Marketing Efforts	+80.0
	Financial Services	+10.0
	Cost Reduction Efforts	+60.0
	Total	+280.0
Negative Factors	Increase in Expenses, etc.	-180.0
	Total	-180.0
Grand Total		+100.0
FY2013 New Forecasts('12/4-'13/3)		1,150.0

FY2013 Consolidated Forecasts: CAPEX, Depreciation, R&D

18

(billions of yen)

	New Forecasts ('12/4-'13/3)	Previous Forecasts ('12/4-'13/3)	Change	FY2012 Results ('11/4-'12/3)
Capital Expenditures	850.0	820.0	30.0	706.7
Depreciation Expenses	740.0	730.0	10.0	732.9
R&D Expenses	810.0	810.0	±0	779.8

FY2013 Third Quarter Financial Results



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Toyota Motor Corporation
February 5, 2013

(Reference)

Unconsolidated Financial Summary (Japan GAAP, FY2013 Third Quarter)

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(billions of yen)

	FY2013 3Q (^{'12/10-12})	FY2012 3Q (^{'11/10-12})	Change	
Net Revenues	2,242.8	2,288.0	-45.1	-2.0%
Operating Income	-46.2	-98.1	51.7	-
Ordinary Income	212.6	15.8	196.8	-
Net Income	200.8	-80.1	281.0	-

(Reference)

Unconsolidated Financial Summary (Japan GAAP, FY2013 9 months)

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(billions of yen)

	FY2013 9 months (^{'12}/4-12)	FY2012 9 months (^{'11}/4-12)	Change	
Net Revenues	7,122.0	5,634.6	1,487.3	26.4%
Operating Income	21.5	-420.4	441.9	-
Ordinary Income	618.2	-59.8	678.0	-
Net Income	517.6	-30.4	548.1	-

(Reference)

Unconsolidated Financial Summary (Japan GAAP, FY2013 Forecasts)

22

(billions of yen)

	New Forecasts ('12/4-'13/3)	Previous Forecasts ('12/4-'13/3)	Change
Net Revenues	9,600.0	9,200.0	400.0
Operating Income	150.0	-20.0	170.0
Ordinary Income	780.0	570.0	210.0
Net Income	630.0	470.0	160.0

(Reference)

Analysis of FY2013 Forecasts: Consolidated Operating Income (vs. FY2012 Results)

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(billions of yen)

Operating Income

FY2012 Results ('11/4-'12/3)		355.6
Positive Factors	Marketing Efforts	+640.0
	Financial Services	-15.0
	Cost Reduction Efforts	+430.0
	Effects of FOREX Rates	+30.0
	Total	+1,100.0
Negative Factors	Increase in Expenses, etc.	-305.6
	Total	-305.6
Grand Total		+794.4
FY2013 Forecast ('12/4-'13/3)		1,150.0

(Reference)

FY2013 Forecasts: Vehicle Production and Sales (Toyota and Lexus) 24

(thousands of vehicles)

		FY2013 Forecasts ('12/4-'13/3)	FY2012 Results ('11/4-'12/3)
Vehicle Production	Japan	3,350	3,119
	Overseas	5,150	4,410
	Total	8,500	7,529
Vehicle Sales	Japan*	1,600 *	1,413 *
	Overseas	7,100	5,999
	Total	8,700	7,412
Exports		1,900	1,670

*Shows retail vehicle sales