

FY2012 Financial Forecasts

Toyota Motor Corporation
June 10, 2011

Cautionary Statement with Respect to Forward-Looking Statements

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, 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; (iii) changes in funding environment in financial markets; (iv) Toyota's ability to realize production efficiencies and to implement capital expenditures at the levels and times planned by management; (v) 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; (vi) political instability in the markets in which Toyota operates; (vii) Toyota's ability to timely develop and achieve market acceptance of new products that meet customer demand; (viii) any damage to Toyota's brand image; (ix) 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; and (x) the impact of the March 11, 2011 Great East Japan Earthquake and ensuing events, including the negative effect on Toyota's vehicle production and sales.

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.

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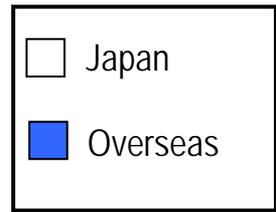
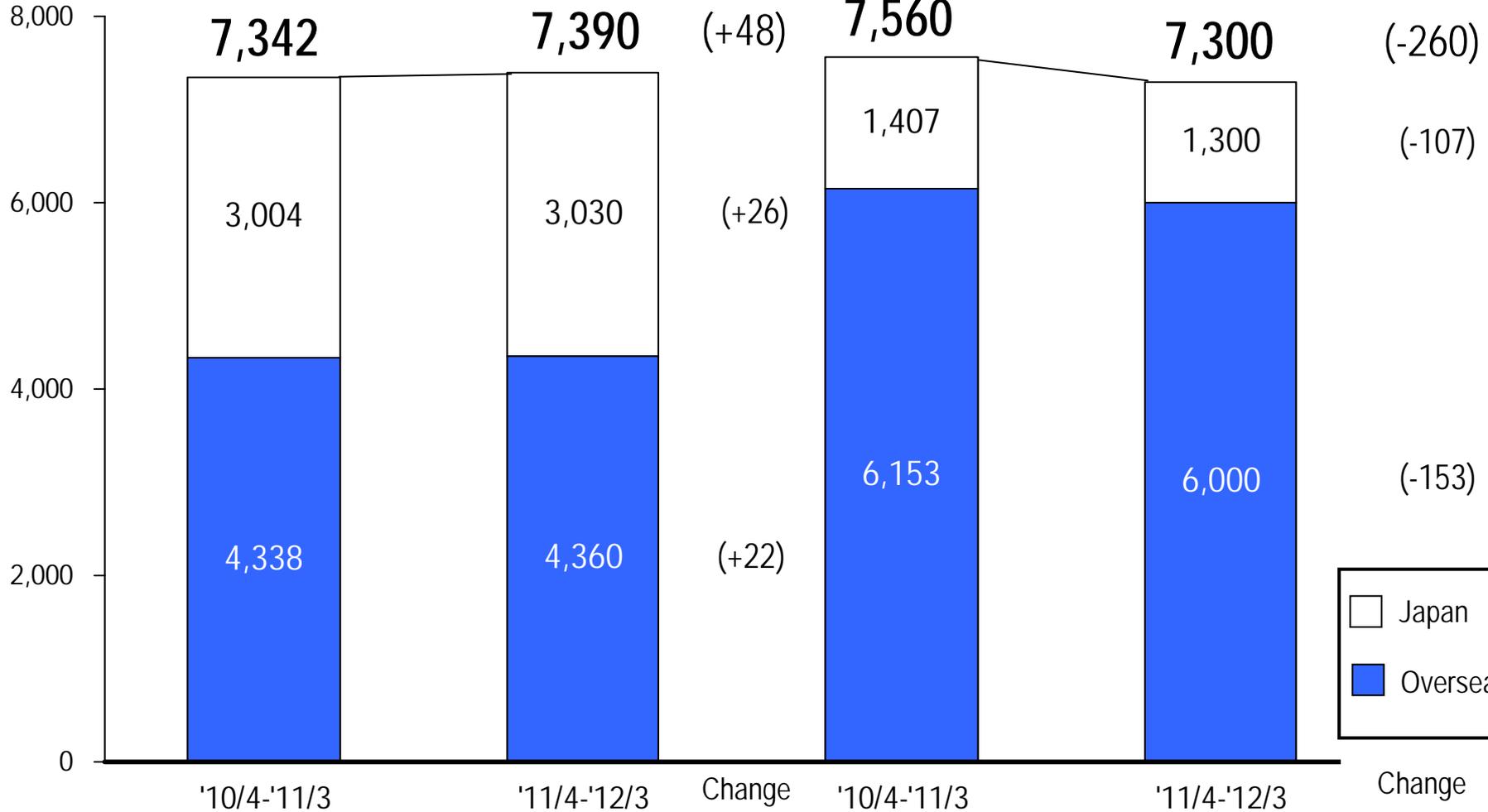
FY2012 Financial Forecasts

FY2012 Forecasts: Vehicle Production and Sales (Toyota and Lexus)

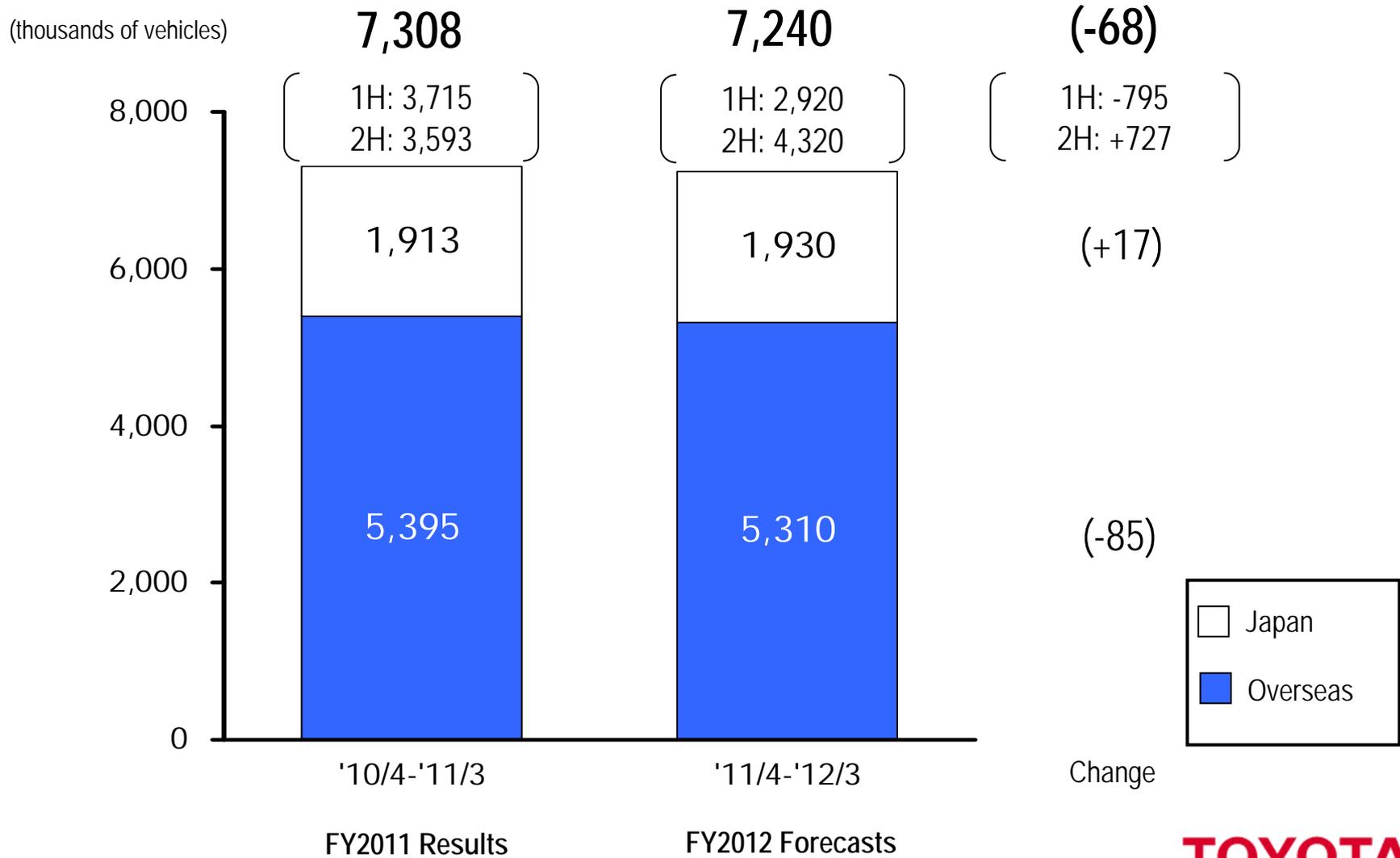
Vehicle Production

Vehicle Sales

(thousands of vehicles)



FY2012 Forecasts : Consolidated Vehicle Sales



FY2012 Forecasts: Consolidated Financial Summary

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(billions of yen)

		FY2012 Forecasts ('11/4-'12/3)	FY2011 Results ('10/4-'11/3)	Change
Net Revenues		18,600.0	18,993.6	-393.6
Operating Income		300.0	468.2	-168.2
Income before income taxes and equity in earnings of affiliated companies		320.0	563.2	-243.2
Net Income *		280.0	408.1	-128.1
FOREX Rates	\$	82 yen	86 yen	-4 yen
	€	115 yen	113 yen	+2 yen

* Net income attributable to Toyota Motor Corporation

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Analysis of FY2012 Forecasts: Consolidated Operating Income (vs. FY2011 Results)

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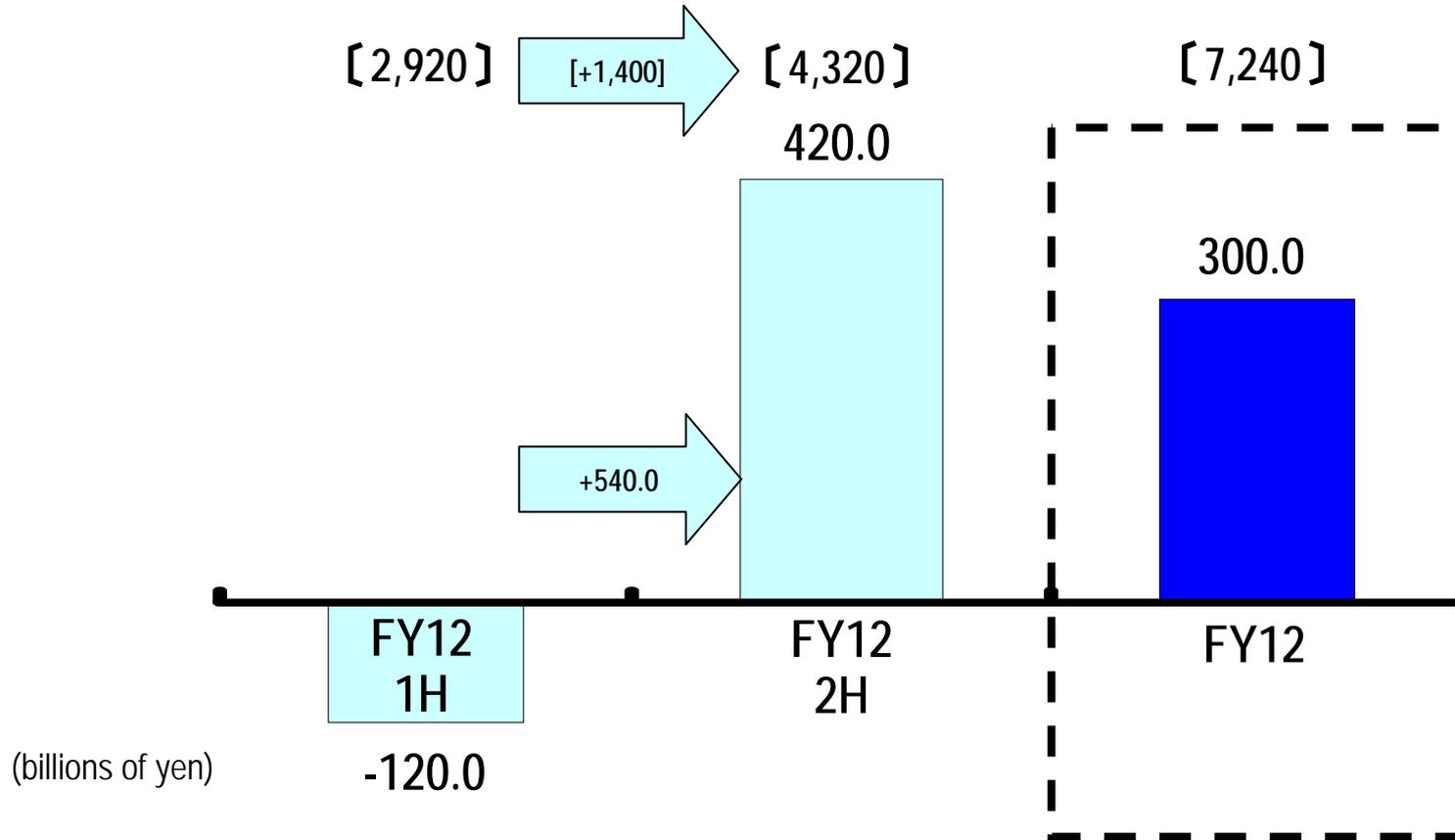
(billions of yen)

Operating Income

FY2011 Results ('10/4-'11/3)		468.2
Positive Factors	Cost Reduction Efforts	+100.0
	Total	+100.0
Negative Factors	Effects of FOREX Rates	-100.0
	Effects of Marketing Activities	-120.0
	Financial Services	-70.0
	Increase in Expenses, etc.	-48.2
	Total	-268.2
Grand Total		-168.2
FY2012 Forecasts ('11/4-'12/3)		300.0

FY2012 Forecasts : 1H vs. 2H (Consolidated Operating Income)

Figures in "[]" show consolidated vehicle sales in thousands



- High level of operating income of 420 billion yen expected in 2H due to production recovery, among others.

FY2012 Forecasts: CAPEX, Depreciation, R&D

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(billions of yen)

	FY2012 Forecasts (^{'11/4} - ^{'12/3})	FY2011 Results (^{'10/4} - ^{'11/3})	Change
Capital Expenditures	720.0	642.3	77.7
Depreciation Expenses	760.0	812.3	-52.3
R&D Expenses	760.0	730.3	29.7

(Reference)

FY2012 Forecasts: Unconsolidated Financial Summary (Japan GAAP) 11

(billions of yen)

	FY2012 Forecasts (¹¹ / ₄ - ¹² / ₃)	FY2011 Results (¹⁰ / ₄ - ¹¹ / ₃)	Change
Net Revenues	8,200.0	8,242.8	-42.8
Operating Income	-400.0	-480.9	80.9
Ordinary Income	-10.0	-47.0	37.0
Net Income	90.0	52.7	37.3

(Reference)

FY2012 Forecasts: Vehicle Production and Sales (Toyota and Lexus) 12

(thousands of vehicles)

		FY2012 Forecasts (^{'11/4} - ^{'12/3})	FY2011 Results (^{'10/4} - ^{'11/3})
Vehicle Production	Japan	3,030	3,004
	Overseas	4,360	4,338
	Total	7,390	7,342
Vehicle Sales	Japan*	1,300 *	1,407 *
	Overseas	6,000	6,153
	Total	7,300	7,560
Exports		1,700	1,698

*Shows vehicle retail sales

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