

# TMC Announces Financial Results for Fiscal Year Ended March 31, 2017

(All consolidated financial information has been prepared in accordance with U.S. generally accepted accounting principles)

Toyota City, Japan, May 10, 2017—Toyota Motor Corporation (TMC) today announced its financial results for the fiscal year ended March 31, 2017.

Consolidated vehicle sales totaled 8,970,860 units, an increase of 289,532 units compared to the previous fiscal year. On a consolidated basis, net revenues for the period totaled 27.5971 trillion yen, a decrease of 2.8 percent. Operating income decreased from 2.8539 trillion yen to 1.9943 trillion yen, while income before income taxes<sup>1</sup> was 2.1938 trillion yen. Net income<sup>2</sup> decreased from 2.3126 trillion yen to 1.8311 trillion yen.

Operating income decreased by 859.5 billion yen. Major factors affecting to the decrease included currency fluctuations of 940 billion yen and an increase in expenses of 530 billion yen.

Commenting on the operating income, TMC executive vice president [Osamu Nagata](#) said: “Excluding the overall impact of foreign exchange rates and swap valuation gains and losses, operating income improved by 120 billion yen year on year, as a result of profit improvement activities throughout the year.”

In Japan, vehicle sales totaled 2,273,962 units, an increase of 214,869 units. Operating income, excluding the impact of valuation gains/losses from interest rate swaps, decreased by 470.7 billion yen to 1.206 trillion yen.

In North America, vehicle sales totaled 2,837,334 units, a decrease of 1,895 units. Operating income, excluding the impact of valuation gains/losses from interest rate swaps, decreased by 174.7 billion yen to 330.9 billion yen.

In Europe, vehicle sales totaled 924,560 units, an increase of 80,148 units. Operating income, excluding the impact of valuation gains/losses from interest rate swaps, decreased by 87.6 billion yen to a loss of 11.8 billion yen.

In Asia, vehicle sales totaled 1,587,822 units, an increase of 242,986 units. Operating income, excluding the impact of valuation gains/losses from interest rate swaps, decreased by 30.5 billion yen to 424.4 billion yen.

In other regions (including Central and South America, Oceania, Africa and the Middle East), vehicle sales totaled 1,347,182 units, a decrease of 246,576 units. Operating income, excluding the impact of valuation gains/losses from interest rate swaps, decreased by 39.9 billion yen to 63.4 billion yen.

Financial services operating income decreased by 116.7 billion yen to 222.4 billion yen, including a loss of 18 billion yen in valuation gains/losses from interest rate swaps. Excluding valuation gains/losses, operating income decreased by 78.6 billion yen to 240.4 billion yen.

For the fiscal year ending March 31, 2018, TMC estimates that consolidated vehicles sales will be 8.9 million units.

In addition, TMC forecasts consolidated net revenue of 27.5 trillion yen, operating income of 1.6 trillion yen and net income of 1.5 trillion yen for the fiscal year ending March 31, 2018, based on an exchange rate of 105 yen to the U.S. dollar and 115 yen to the euro.

Today, TMC's board of directors resolved to pay 110 yen per share as the year-end dividend on common shares. The annual dividend on common shares for the fiscal year will be 210 yen per share including the interim dividend of 100 yen per share. Also today, TMC's board of directors resolved to buy back up to 250 billion yen or 50 million shares of the company's common stock.

<sup>1</sup>Income before income taxes and equity in earnings of affiliated companies

<sup>2</sup>Net income attributable to Toyota Motor Corporation

*(Please see attached information for details on financial results. Further information is also available at [www.toyota-global.com](http://www.toyota-global.com))*

#### **Cautionary Statement with Respect to Forward-Looking Statements**

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

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.