

# Highlights of Consolidated Financial Results for FY2004 (April 1, 2003 through March 31, 2004)

(All financial information has been prepared in accordance with accounting principles generally accepted in the United States of America)

(Billions of yen unless otherwise specified)

	FY2003 (Apr. 2002 through Mar. 2003)	FY2004 (Apr. 2003 through Mar. 2004)	% of change from FY2003	FY2005 Forecast (Apr. 2004 through Mar. 2005)
Vehicle sales (Thousand units)	6,113	6,719	9.9%	7,020
Net revenues	15,501.5	17,294.7	11.6%	
Operating income <Income ratio>	1,271.6 <8.2%>	1,666.8 <9.6%>	31.1%	
Income before income taxes, minority interest and equity in earnings of affiliated companies <Income ratio>	1,226.6 <7.9%>	1,765.7 <10.2%>	44.0%	
Net income <Income ratio>	750.9 <4.8%>	1,162.0 <6.7%>	54.8%	
Factors contributing to increases and decreases in operating income		<p>Operating income increased by 395.2 billion yen</p> <p>(Increase)</p> <p>Marketing efforts 320.0</p> <p>Cost reduction efforts 230.0</p> <p>Transfer of the substitutional portion of the employee pension fund to the Government 107.0</p> <p>(Decrease)</p> <p>Effects of changes in exchange rates -140.0</p> <p>Increases in labor costs and other expenses, etc. - 121.8</p>		
Capital investment (excluding leased vehicles)	999.0	957.7		990.0
Depreciation expenses	684.1	788.1		800.0
R&D expenses	668.4	682.2		680.0
Performance evaluation		<p>Increases in revenues and operating income</p> <p>Increases in revenues, operating income, income before income taxes, minority interest and equity in earnings of affiliated companies and net income all reached historic highs.</p>		
Number of employees	232,928	264,410		

Note: Effective from FY2004, Toyota prepares its consolidated financial statements in accordance with accounting principles generally accepted in the United States of America. The consolidated financial statements for FY2003 results have also been prepared in accordance with accounting principles generally accepted in the United States of America.

## Cautionary Statement with Respect to Forward-Looking Statements

This report 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 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 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 affecting Toyota's automotive operations in the markets in which Toyota operates, particularly laws, regulations and policies relating to trade restrictions, environmental protection, vehicle emissions, vehicle fuel economy and vehicle safety, as well as changes in laws, regulations and government policies affecting 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 the "Operating and Financial Review and Prospects" and "Information on the Company" sections and elsewhere in Toyota's annual report on Form 20-F, which is on file with the United States Securities and Exchange Commission.

# Highlights of Unconsolidated Financial Results for FY2004 (April 1, 2003 through March 31, 2004)

(All financial information has been prepared in accordance with accounting principles generally accepted in Japan)

(Billions of yen unless otherwise specified)

	FY2003 (Apr. 2002 through Mar. 2003)	FY2004 (Apr. 2003 through Mar. 2004)			FY2005 Forecast (Apr. 2004 through Mar. 2005)		
		FY2004 semi-annual (Apr. 2003 through Sep. 2003)		% of change from FY2003	FY2005 semi-annual (Apr. 2004 through Sep. 2004)		% of change from FY2004
Domestic vehicle production (Thousand units)	3,513	1,682	3,558	1.3%	1,760	3,610	1.5%
Overseas vehicle production (Thousand units)	2,216	1,302	2,739	23.6%	1,520	3,050	11.4%
Domestic vehicle sales (Thousand units)	1,724	830	1,765	2.4%	840	1,790	1.4%
Exports (Thousand units)	1,835	890	1,860	1.3%	950	1,880	1.1%
Houses (Units)	3,577	1,951	4,038	12.9%	2,000	4,100	1.5%
Net sales	8,739.3	4,302.1	8,963.7	2.6%	4,400.0	9,000.0	0.4%
<i>Domestic</i>	3,438.4	1,667.5	3,593.1	4.5%			
<i>Export</i>	5,300.8	2,634.5	5,370.5	1.3%			
Operating income <Income ratio>	861.3 <9.9%>	459.1 <10.7%>	833.7 <9.3%>	- 3.2%	360.0 <8.2%>	700.0 <7.8%>	- 16.0%
Ordinary income <Income ratio>	892.6 <10.2%>	510.5 <11.9%>	915.7 <10.2%>	2.6%	370.0 <8.4%>	830.0 <9.2%>	- 9.4%
Income before income taxes <Income ratio>	1,055.1 <12.1%>	510.5 <11.9%>	892.4 <10.0%>	- 15.4%	340.0 <7.7%>	800.0 <8.9%>	- 10.4%
Net income <Income ratio>	634.0 <7.3%>	338.0 <7.9%>	581.4 <6.5%>	- 8.3%	220.0 <5.0%>	520.0 <5.8%>	- 10.6%
Factors contributing to increases and decreases in operating income		Operating income decreased by 27.6 billion yen.  (Decrease) Effects of changes in exchange rates - 150.0 Increases in sundry expenses, etc. - 37.6  (Increase) Cost reduction efforts 160.0			Operating income is expected to decrease by 133.7 billion yen.  (Decrease) Effects of changes in exchange rates - 240.0 Marketing activities - 10.0 Increases in depreciation expenses, etc. - 3.7  (Increase) Cost reduction efforts 120.0		
Exchange rates	¥122/US\$ ¥121/Euro	¥118/US\$ ¥134/Euro	¥113/US\$ ¥133/Euro		¥105/US\$ ¥125/Euro	¥105/US\$ ¥125/Euro	
Capital investment	269.3	120.3	266.4		140.0	300.0	
Depreciation expenses	257.1	123.5	244.3		130.0	250.0	
R&D expenses	581.2	259.0	591.2		280.0	590.0	
Interest-bearing debt	568.6	533.6	500.6				
Performance evaluation			Increases in sales and decreases in operating income (Increases in sales and ordinary income reached historic highs.)				
Number of employees	65,551	66,099	65,346				

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

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