

Highlights of Consolidated Financial Results for FY2002 (April 2001 through March 2002)

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

(Billions of yen unless otherwise specified)

	FY2001 (Apr. 2000 through Mar. 2001)	FY2002 (Apr. 2001 through Mar. 2002)	% of change from FY2001	FY2003 Forecast (Apr. 2002 through Mar. 2003)
Vehicle sales (ten thousand units)	552	578	4.7%	598
Net sales	13,424.4	15,106.2	12.5%	
Operating income <Income ratio>	870.1 <6.5%>	1,123.4 <7.4%>	29.1%	
Ordinary income <Income ratio>	972.2 <7.2%>	1,113.5 <7.4%>	14.5%	
Income before income taxes and minority interest in consolidated subsidiaries <Income ratio>	864.1 <6.4%>	1,113.5 <7.4%>	28.9%	
Net income <Income ratio>	471.2 <3.5%>	615.8 <4.1%>	30.7%	
Factors contributing to increases and decreases in operating income		Operating income increased by 253.3 billion yen (Increase) Effects of exchange rate 410.0 changes 260.0 Cost reduction efforts (Decrease) Impact from sales - 90.0 Increases in R&D expenses, labor costs, and IT related expenses, etc. - 326.7		
Capital investment (excluding leased vehicles)	860.8	940.3		980.0
Depreciation expenses	672.5	699.2		710.0
R&D expenses	479.9	592.5		650.0
Performance evaluation		Increases in sales and ordinary income [Net sales, operating income, ordinary income, income before income taxes and minority interest in consolidated subsidiaries and net income all reached historic highs.]		
Number of employees	215,648	246,702		

Note: The FY2002 accounting period for TMC's consolidated subsidiaries in Europe and other regions, with certain exceptions, covers 15 months due to changes in their fiscal year-end dates. The 12-month figures for FY2002 obtained by multiplying the 15-month figures by 12/15 show that "Vehicle sales", "Capital investment" and "Depreciation expenses" are 554 ten thousand units, 908.8 billion yen and 680.7 billion yen, respectively.

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, particularly laws, regulations and policies relating to 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.