

# **Toyota Motor Corporation**

## **Earnings Release**

**April 2001 - March 2002**

*Figures calculated in accordance with Japan GAAP*

*Ryuji Araki*

*Executive Vice President*

*May 13, 2002*

## 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: (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.

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# ***I. Consolidated Financial Summary***

# Note: Accounting Procedures

## 1. Japan GAAP

- ◆ US GAAP figures will be released in late July

## 2. Scope of Consolidation and Application of Equity Method

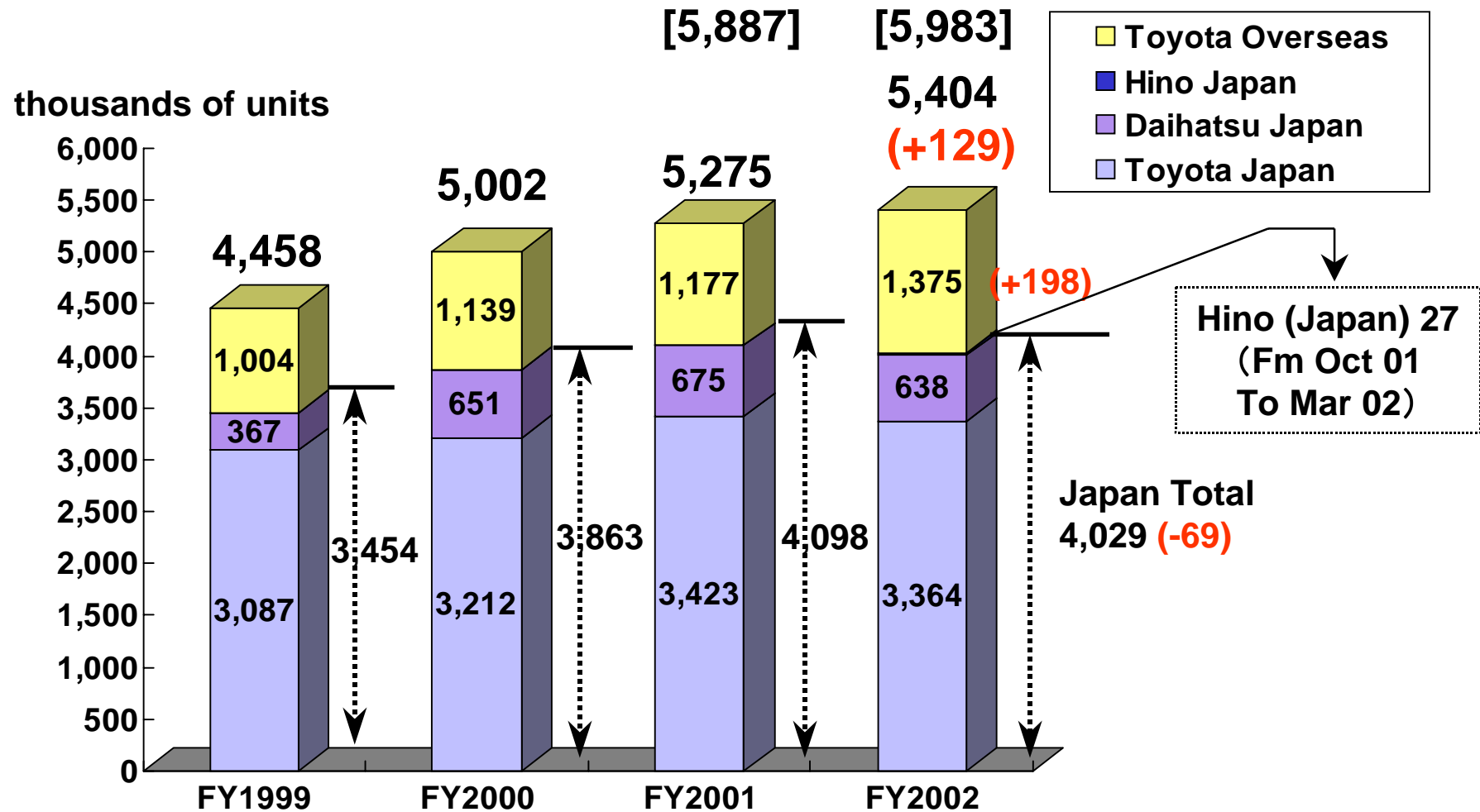
	00/3	01/3		02/3	
		changes		changes	
<b>Consolidated Subsidiaries</b>	<b>425</b>	<b>+20</b>	<b>445</b>	<b>+119</b>	<b>564</b>
<b>Equity Method</b>	<b>49</b>	<b>+2</b>	<b>51</b>	<b>-1</b>	<b>50</b>

# Consolidated Results Summary

		<b>FY 2002</b> (01/4-02/3)	<b>FY 2001</b> (00/4-01/3)	<b>Changes</b>
<b>Net Sales</b>	*	billions of yen <b>15,106.2</b>	billions of yen <b>13,424.4</b>	billions of yen <b>+1,681.8</b>
<b>Operating Income</b>	*	billions of yen <b>1,123.4</b>	billions of yen <b>870.1</b>	billions of yen <b>+253.3</b>
<b>Ordinary Income</b>	*	billions of yen <b>1,113.5</b>	billions of yen <b>972.2</b>	billions of yen <b>+141.3</b>
<b>Net Income before Tax</b>	*	billions of yen <b>1,113.5</b>	billions of yen <b>864.1</b>	billions of yen <b>+249.4</b>
<b>Net Income</b>	*	billions of yen <b>615.8</b>	billions of yen <b>471.2</b>	billions of yen <b>+144.6</b>

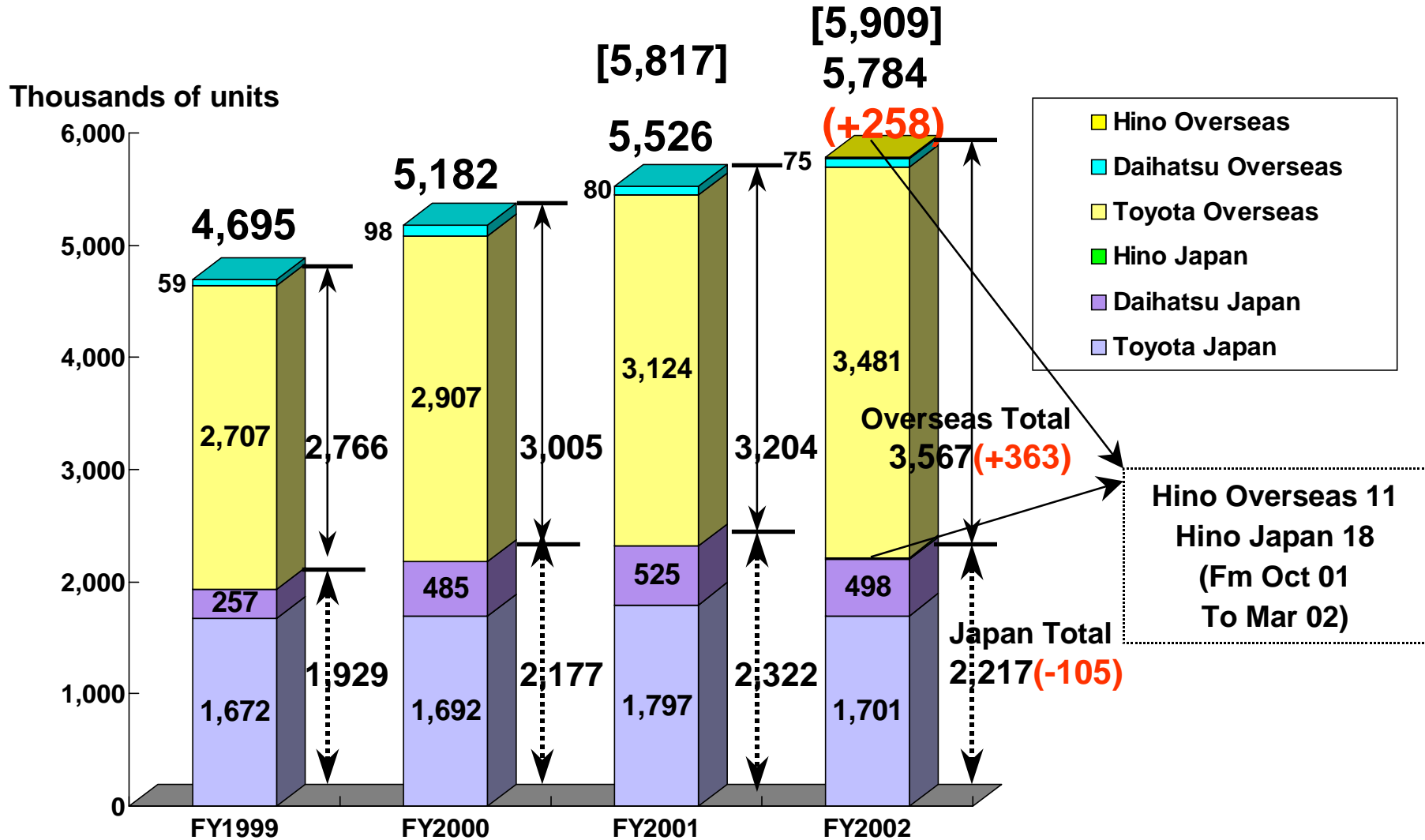
\* new records

# Vehicle Production



Note: Amounts in brackets at the top represent total Toyota Lexus, Daihatsu and Hino brand production

# Vehicle Sales



Note: Amounts in brackets at the top represent total Toyota, Lexus, Daihatsu and Hino brand sales



# Regional Production and Sales

	<b>Production</b> (thousand units)	<b>Changes</b> (thousand units)	<b>Sales</b> (thousand units)	<b>Changes</b> (thousand units)
<b>Japan</b>	<b>4,029</b>	<b>-69</b>	<b>2,217</b>	<b>-105</b>
<b>North America</b>	<b>793</b>	<b>-14</b>	<b>1,780</b>	<b>+46</b>
<b>Europe</b> *	<b>309</b>	<b>+133</b>	<b>866</b>	<b>+175</b>
<b>All Others</b> *	<b>273</b>	<b>+79</b>	<b>921</b>	<b>+142</b>

\* Adjusted to reflect 12-months period (thousands of units):  
 Production --- 258 (Europe), 225 (All Others)  
 Sales --- 727 (Europe), 818 (All Others)

# Contributions to Operating Income

**Increase of 253.3 billion yen**

## **Positive Factors 670.0 billion yen**

- Cost savings 260.0
- Favorable exchange rates 410.0

## **Negative Factors 416.7 billion yen**

- Sales-side loss -90.0
- Increased R&D costs, labor cost and IT, etc. -326.7

# Business Segment

	<b>Net Sales</b> (billions of yen)	<b>Operating Income</b> (billions of yen)
	(+1,969.9)	(+265.4)
<b>Automotive</b>	<b>13,909.9</b>	<b>1,078.0</b>
<b>Financial Services</b>	(+128.8)	(+37.5)
	<b>693.3</b>	<b>68.6</b>
	(-346.0)	(+1.1)
<b>All Other</b>	<b>819.4</b>	<b>0.9</b>

Note: Amounts in parentheses represent changes from previous fiscal year

# Geographical Segment

	Net Sales (billions of yen)	Operating Income (billions of yen)
	(+477.7)	(+200.0)
<b>Japan</b>	<b>10,533.7</b>	<b>870.3</b>
	(+867.5)	(+59.8)
<b>North America</b>	<b>5,832.3</b>	<b>265.6</b>
	(+547.4)	(+10.6)
Europe	1,594.4	-12.4
	(+457.7)	(+9.9)
All Other	1,400.4	19.7

Note: Amounts in parentheses represent changes from previous fiscal year

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# Capital Expenditure / Depreciation

	<b>Capital Expenditure</b> (billion yen)	<b>Depreciation</b> (billion yen)
<b>Parent</b>	257.9	254.7
<b>Domestic Subsidiaries</b>	273.4	196.0
<b>N. American Subsidiaries</b>	251.3	156.2
<b>European Subsidiaries</b>	88.4	57.2
<b>Other Regions</b>	69.3	35.1
<b>Total</b>	<b>940.3</b>	<b>699.2</b>

## ***II. Unconsolidated Financial Summary***

# Unconsolidated Results Summary

		<b>FY 2002</b> (01/4-02/3)	<b>FY 2001</b> (00/4-01/3)	<b>Changes</b>
		billions of yen	billions of yen	billions of yen
<b>Net Sales</b>	*	<b>8,284.9</b>	<b>7,903.5</b>	<b>+381.4</b>
		billions of yen	billions of yen	billions of yen
<b>Operating Income</b>	*	<b>748.9</b>	<b>506.8</b>	<b>+242.1</b>
		billions of yen	billions of yen	billions of yen
<b>Ordinary Income</b>		<b>768.9</b>	<b>621.7</b>	<b>+147.2</b>
		billions of yen	billions of yen	billions of yen
<b>Net Income</b>	*	<b>470.2</b>	<b>333.5</b>	<b>+136.7</b>

\* new records



# Shareholders' Return (1)

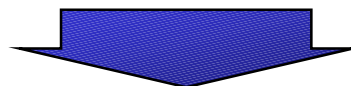
## Annual Dividend Payout

- 28 yen per share  
Total Dividend Payout = 101.5 billion yen
- Payout Ratio 21.6%  
Previous year= 27.8%

## Aggregate Value of Shares Canceled

- 129.2 billion yen

*Additional amount authorized for cancellation at BOD on May 13: 143.0 billion yen*

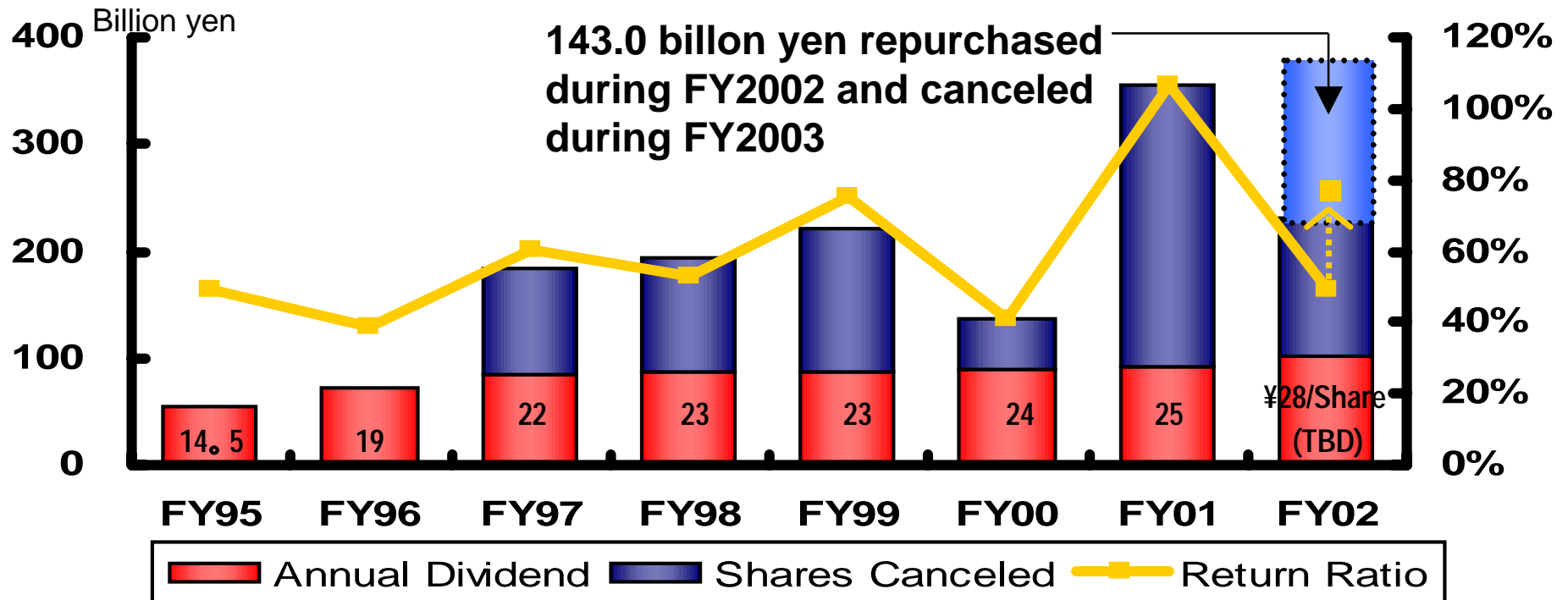


**Total Return: 230.7 billion yen**  
**Shareholders' Return Ratio: 49.1%** } *with 143.0 bil yen* ⇒ **373.7 bil yen**  
**79.5%**

$$\text{Shareholders' Return Ratio} = \frac{\text{Dividend Payout} + \text{Aggregate Value of Shares Canceled}}{\text{Unconsolidated Net Income}}$$

# Shareholders' Return (2)

- Dividend Payout : Increasing Steadily
- Accumulative Value of Shares Canceled :  
**921.9 billion yen** (Incl. the 143 bil yen scheduled during FY2003)



Note 1: Figures for FY95 only reflect 9-months result to reflect the change in fiscal year-end

Note 2: Amount of shares canceled decreased in FY00 due to various legal constraints relating to Toyota's listing on NYSE and LSE.

### ***III. Prospects for FY 2003***

# FY 2003 Consolidated Prospects

	<b>Vehicle Sales</b> (thousands of units)	<b>Capital Expenditures</b> (billions of yen)	<b>Depreciation Expenses</b> (billions of yen)	<b>R&amp;D Expenses</b> (billions of yen)
<b>Consolidated</b>	(+200) <b>5,980</b>	(+39.7) <b>980.0</b>	(+10.8) <b>710.0</b>	(+57.5) <b>650.0</b>
<b>(Japan)</b>	(+60) <b>2,280</b>	(+18.7) <b>550.0</b>	(-0.7) <b>450.0</b>	
<b>(North America)</b>	(+90) <b>1,870</b>	(+38.7) <b>290.0</b>	(+3.8) <b>160.0</b>	
<b>(Europe)</b>	* (-80) <b>780</b>	(+1.6) <b>90.0</b>	(+2.8) <b>60.0</b>	
<b>(All Other)</b>	* (+130) <b>1,050</b>	(-19.3) <b>50.0</b>	(+4.9) <b>40.0</b>	

Note: Amounts in parentheses represent changes from previous fiscal year

\* Adjusted figures to reflect 12-months results for Europe and All Other are +50 and +240 thousands of units, respectively

# Unconsolidated Automotive Operation Targets

		<b>FY 2003</b> (02/4-03/3)	<b>FY 2002</b> (01/4-02/3)
		thousands of units	thousands of units
<b>Automotive Production</b>	<b>Japan</b>	<b>3,260</b>	<b>3,364</b>
	<b>Overseas</b>	<b>2,150</b>	<b>1,833</b>
	<b>Sales (Japan)</b>	<b>1,750</b>	<b>1,720</b>
	<b>Exports</b>	<b>1,600</b>	<b>1,708</b>
	<b>Sales (Overseas)</b>	<b>3,700</b>	<b>3,609</b>
		units	units
<b>Housing Sales</b>		<b>3,400</b>	<b>3,095</b>

# FY 2003 Prospects (Unconsolidated)

	<b>FY 2003</b> (02/4-03/3)	<b>FY 2002</b> (01/4-02/3)	<b>Changes</b>
<b>Net Sales</b>	billions of yen <b>8,300.0</b>	billions of yen <b>8,284.9</b>	billions of yen <b>15.1</b>
<b>Operating Income</b>	billions of yen <b>750.0</b>	billions of yen <b>748.9</b>	billions of yen <b>1.1</b>
<b>Ordinary Income</b>	billions of yen <b>770.0</b>	billions of yen <b>768.9</b>	billions of yen <b>1.1</b>
<b>Net Income</b>	billions of yen <b>550.0</b>	billions of yen <b>470.2</b>	billions of yen <b>79.8</b>
<b>Exchange Rate</b>	assuming: 125 yen/ 1\$ 110 yen/ 1Euro	125 yen/ 1\$ 110 yen/ 1Euro	- -

# Share Repurchase

## Authorized Amount of Repurchase

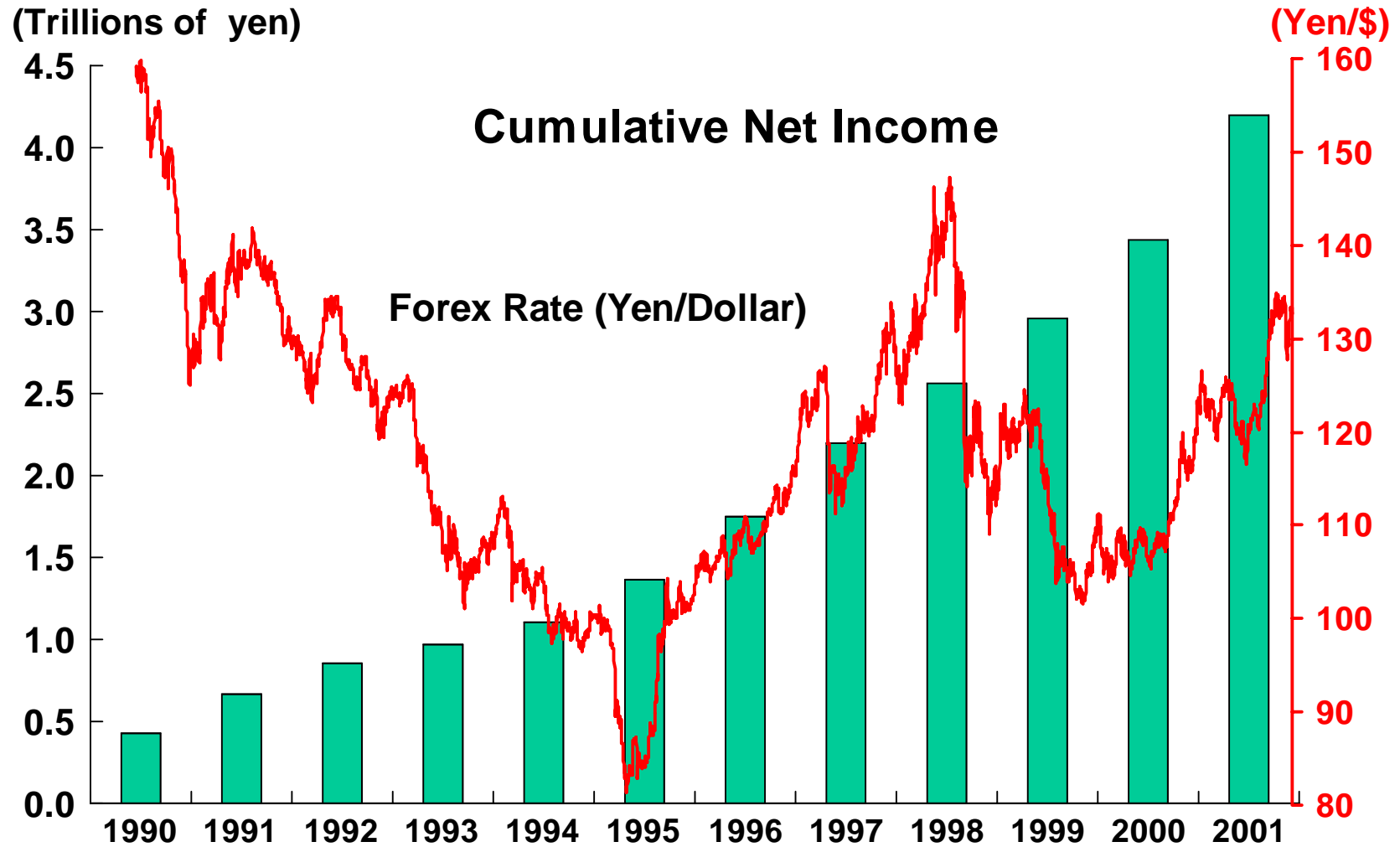
up to **600 Billion Yen** or  
up to **170 Million Shares**

( between Annual General  
Shareholders' Meetings  
2002 and 2003 )

## ***IV. Stable Growth***



# Long-term Stable Profits



\* Consolidated Toyota figures based on Japan G.A.A.P.

# Long-term Stable Growth of Market Value

