

Highlights of Consolidated Financial Results for FY2003 (April 2002 through March 2003)

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

(Billions of yen unless otherwise specified)

	FY2002 (Apr. 2001 through Mar. 2002)	FY2003 (Apr. 2002 through Mar. 2003)		FY2004 Forecast (Apr. 2003 through Mar. 2004)	
	Japanese GAAP	Japanese GAAP	% of change from FY2002	U.S. GAAP	Japanese GAAP
Vehicle sales (Thousand units)	5,784	6,246	8.0%	6,260	6,400
Net sales	15,106.2	16,054.2	6.3%		
Operating income <Income ratio>	1,123.4 <7.4%>	1,363.6 <8.5%>	21.4%		
Ordinary income <Income ratio>	1,113.5 <7.4%>	1,414.0 <8.8%>	27.0%		
Income before income taxes and minority interest in consolidated subsidiaries <Income ratio>	1,113.5 <7.4%>	1,649.3 <10.3%>	48.1%		
Net income <Income ratio>	615.8 <4.1%>	944.6 <5.9%>	53.4%		
Factors contributing to increases and decreases in operating income		Operating income increased by 240.2 billion yen (Increase) Cost reduction efforts 300.0 Marketing efforts 90.0 Effects of changes in exchange rates 60.0 (Decrease) Increases in R&D expenses and labor costs, etc. -209.8			
Capital investment (excluding leased vehicles)	940.3	993.5		870.0	910.0
Depreciation expenses	699.2	738.1		730.0	770.0
R&D expenses	592.5	671.6		690.0	690.0
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	246,702	264,096			

Note 1: Effective FY2004, Toyota has decided to only prepare consolidated financial statements in accordance with accounting principles generally accepted in the United States.

- 2: The FY2002 accounting period for TMC's consolidated subsidiaries in Europe and other regions, with certain exceptions, covered 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 5,542 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.