

FY2012 Financial Results



Toyota Motor Corporation
May 9, 2012

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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.

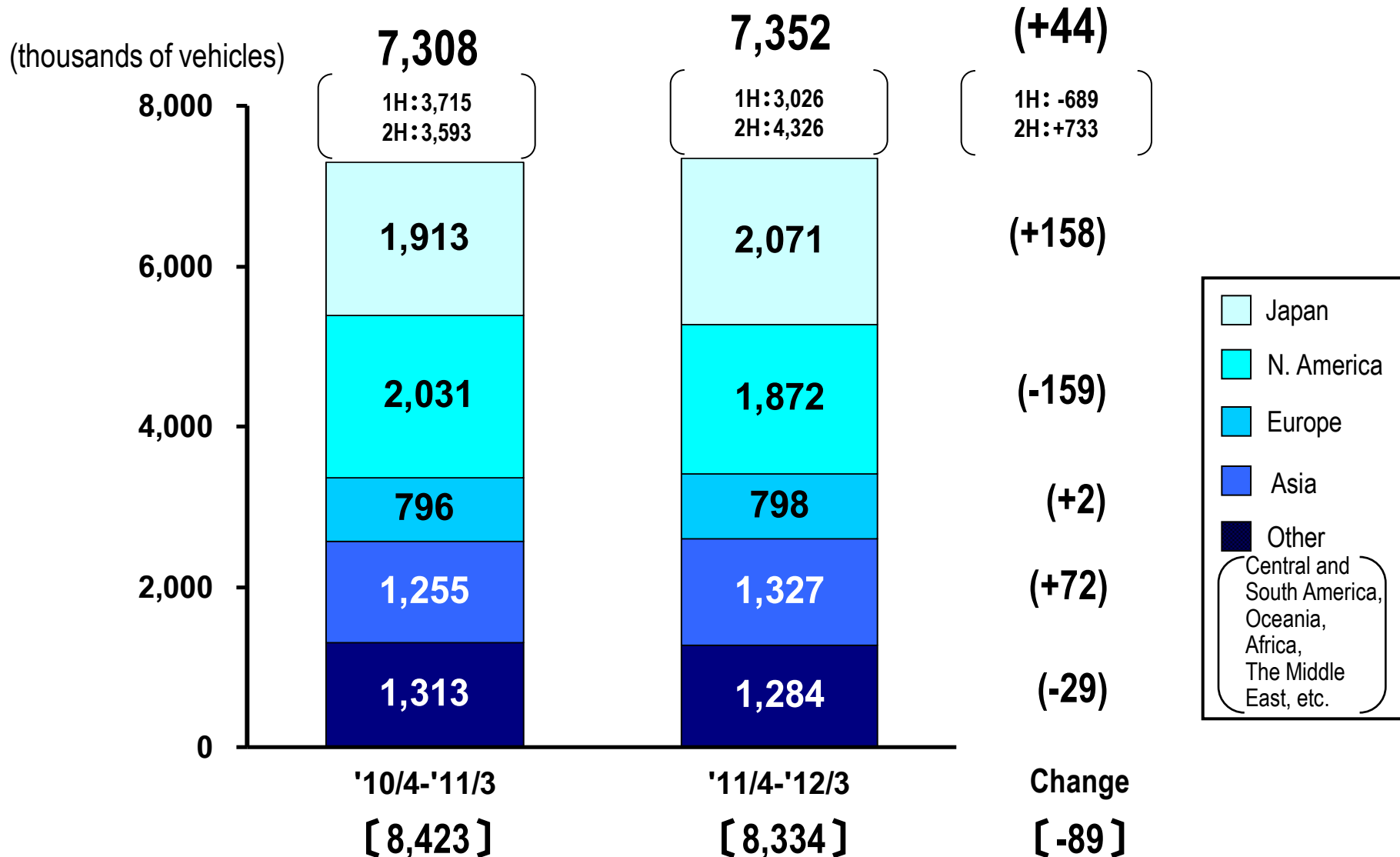
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FY2012

Financial Results

Consolidated Vehicle Sales



Figures in “[]” show total retail vehicle sales in thousands

Consolidated Financial Summary

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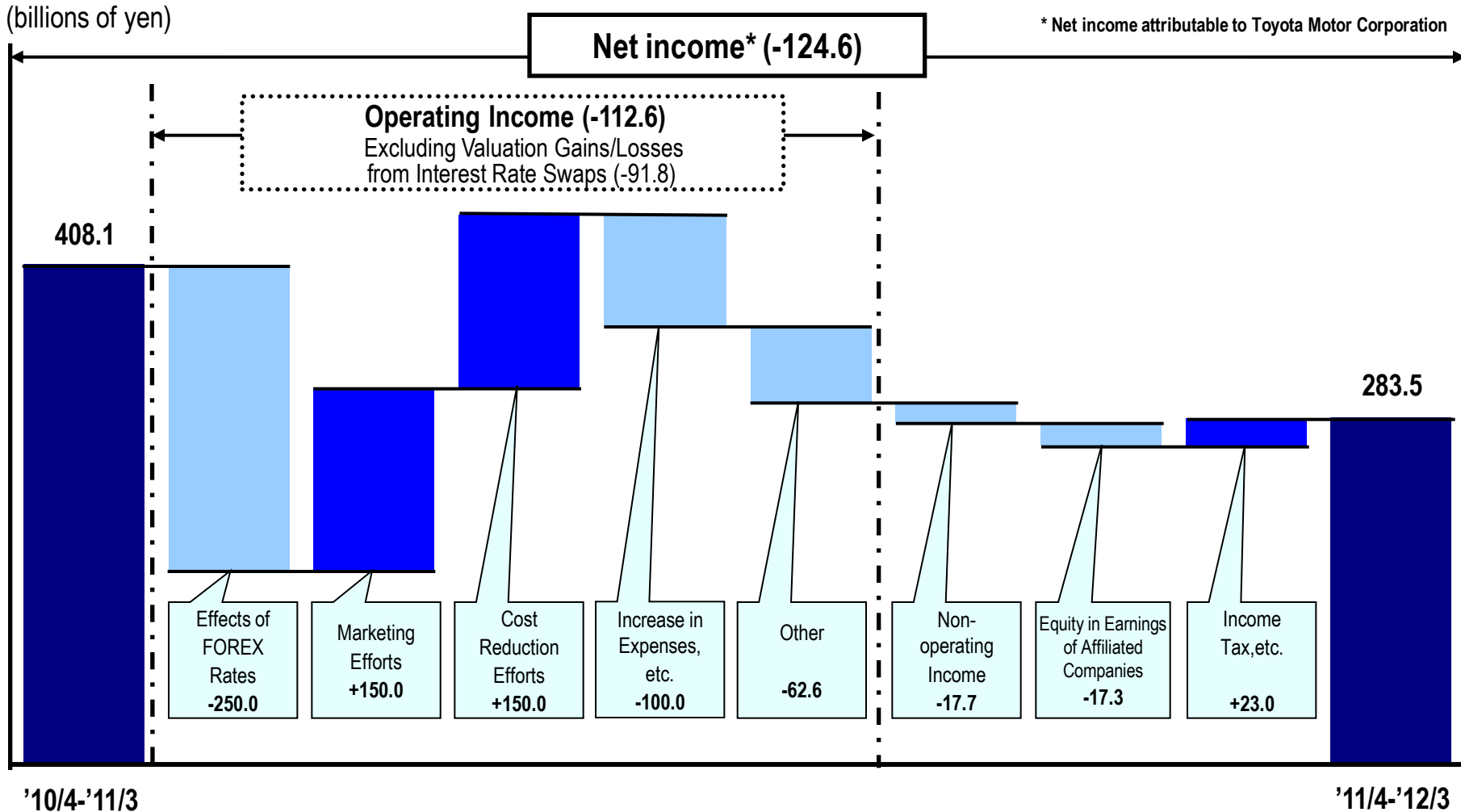
(billions of yen)

		FY2012 ('11/4-'12/3)	FY2011 ('10/4-'11/3)	Change	
Net Revenues		18,583.6	18,993.6	-410.0	-2.2%
Operating Income		355.6	468.2	-112.6	-24.1%
Income before income taxes and equity in earnings of affiliated companies		432.8	563.2	-130.4	-23.2%
Net Income *		283.5	408.1	-124.6	-30.5%
FOREX Rates	\$	79 yen	86 yen	-7 yen	
	€	109 yen	113 yen	-4 yen	

* Net income attributable to Toyota Motor Corporation

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Analysis of Consolidated Net Income*

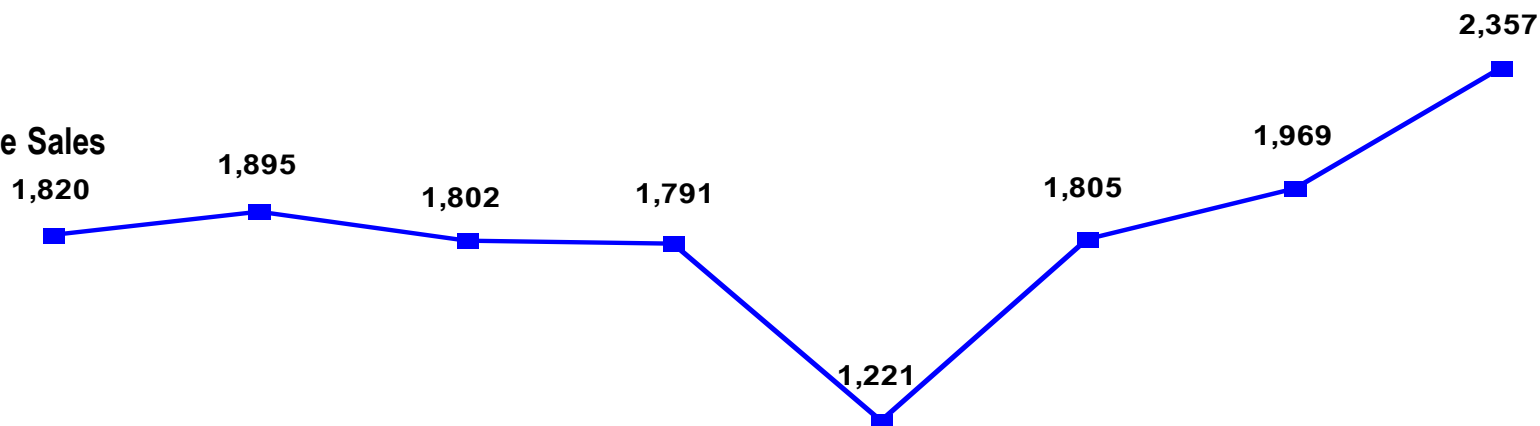


Details of Increase in Expenses, etc.		Details of Other	
Labor Costs	-100.0	Depreciation and	
R&D Expenses	-50.0	CAPEX-related Costs	+30.0
		Other	+20.0
		Valuation Gains/Losses from Interest Rate Swaps	-20.8
		Translational FOREX Impact concerning	
		overseas subsidiaries etc.....	-41.8

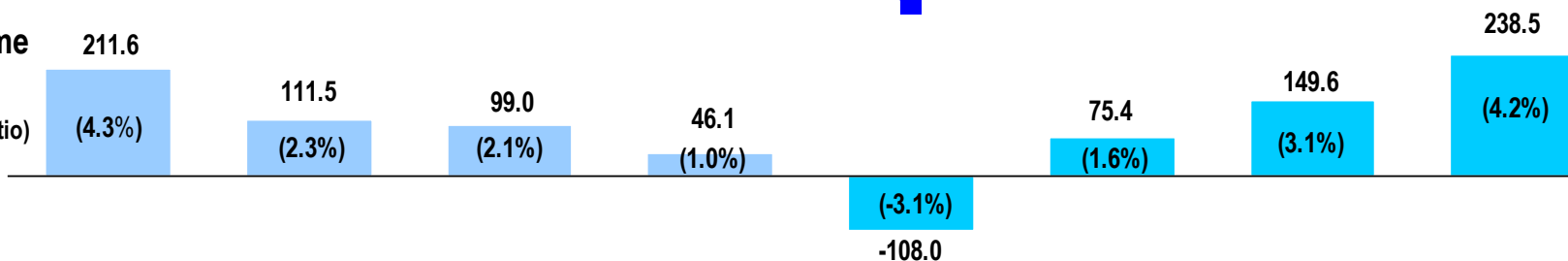


Quarterly Operating Income

Consolidated Vehicle Sales
(thousands of vehicles)



Operating Income
(billions of yen)
(Operating Income Ratio)



	FY11 1Q	FY11 2Q	FY11 3Q	FY11 4Q	FY12 1Q	FY12 2Q	FY12 3Q	FY12 4Q
FOREX Rates \$	92	86	83	82	82	78	77	79
FOREX Rates €	117	111	112	113	117	110	104	104

Geographic Operating Income

*1 Japan includes Exported Vehicles.

*2 N.America excludes Valuation Gains/Losses from Interest Rate Swaps

Consolidated Vehicle Sales (thousands of vehicles)

3,611^{*1} 3,741^{*1}

2,031 1,872

(billions of yen)			
North America	FY11	FY12	Change
Operating Income Excluding Valuation Gains/Losses from Interest Rate Swaps	311.9	160.2	-151.7
Valuation Gains/Losses from Interest Rate Swaps	27.6	26.2	-1.3
Operating Income	339.5	186.4	-153.0

1,255 1,327

1,313 1,284

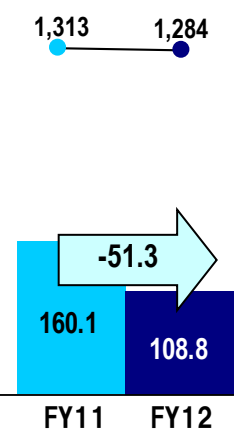
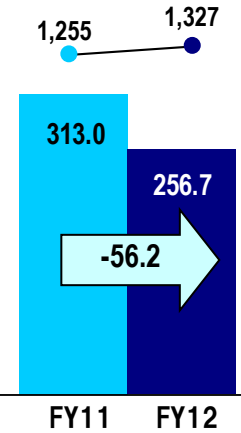
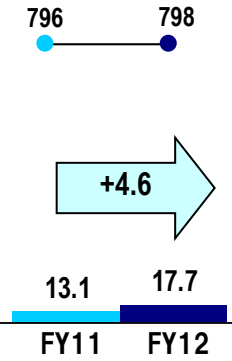
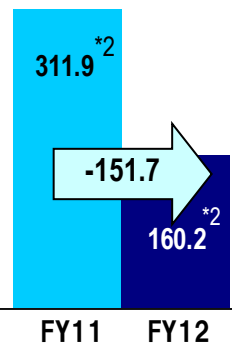
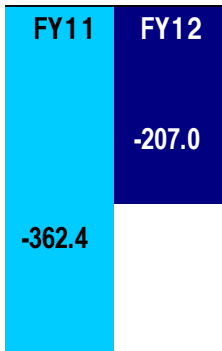
+155.3

-151.7

+4.6

-56.2

-51.3



(billions of yen)

Japan

N.America

Europe

Asia

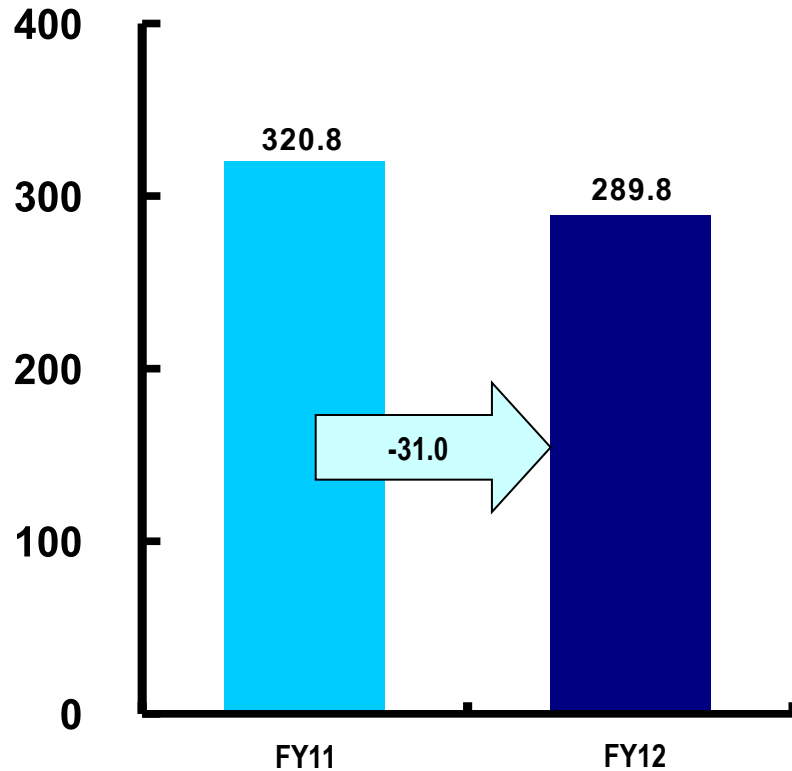
Central and South America,
Oceania and Africa

Financial Services Operating income

Excluding Valuation Gains/Losses
from Interest Rate Swaps

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(billions of yen)

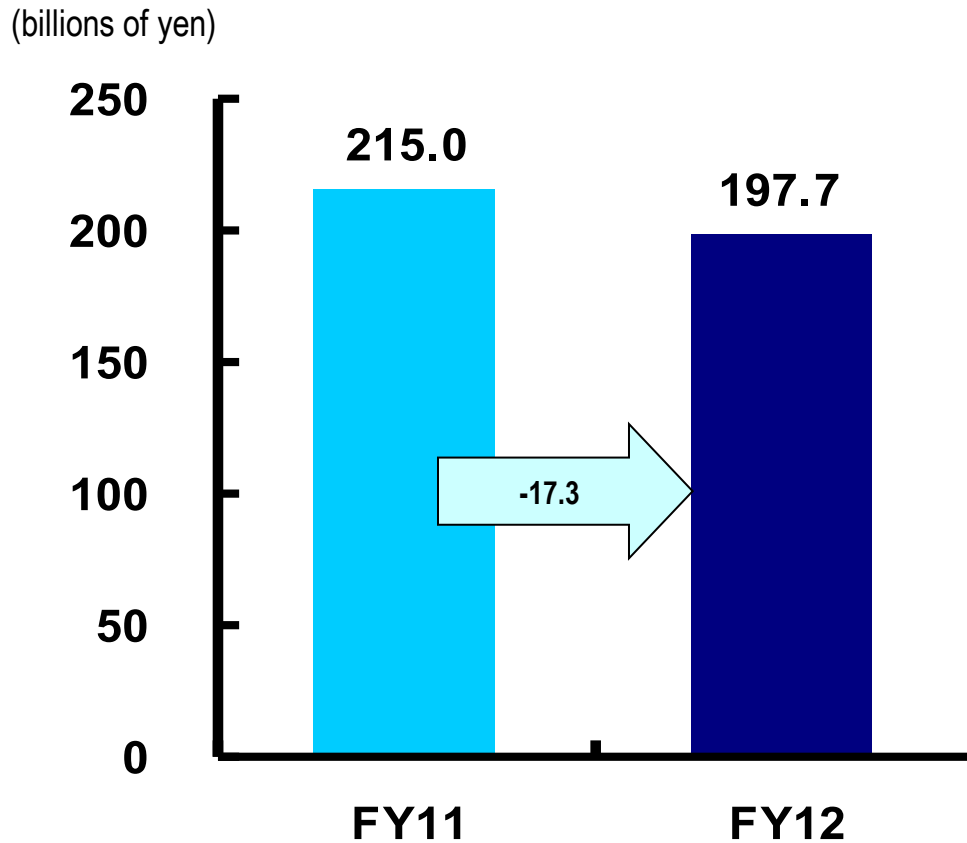


(billions of yen)

	FY11	FY12	Change
Operating Income Excluding Valuation Gains/Losses from Interest Rate Swaps	320.8	289.8	-31.0
Valuation Gains/Losses from Interest Rate Swaps	37.4	16.5	-20.8
Operating Income	358.2	306.4	-51.8

Decreased earnings as a result of lending margins reduction.

Equity in Earnings of Affiliated Companies



Earnings decreased, due to decreased earnings of affiliated companies in Japan and China.

Unconsolidated Financial Summary (Japan GAAP)

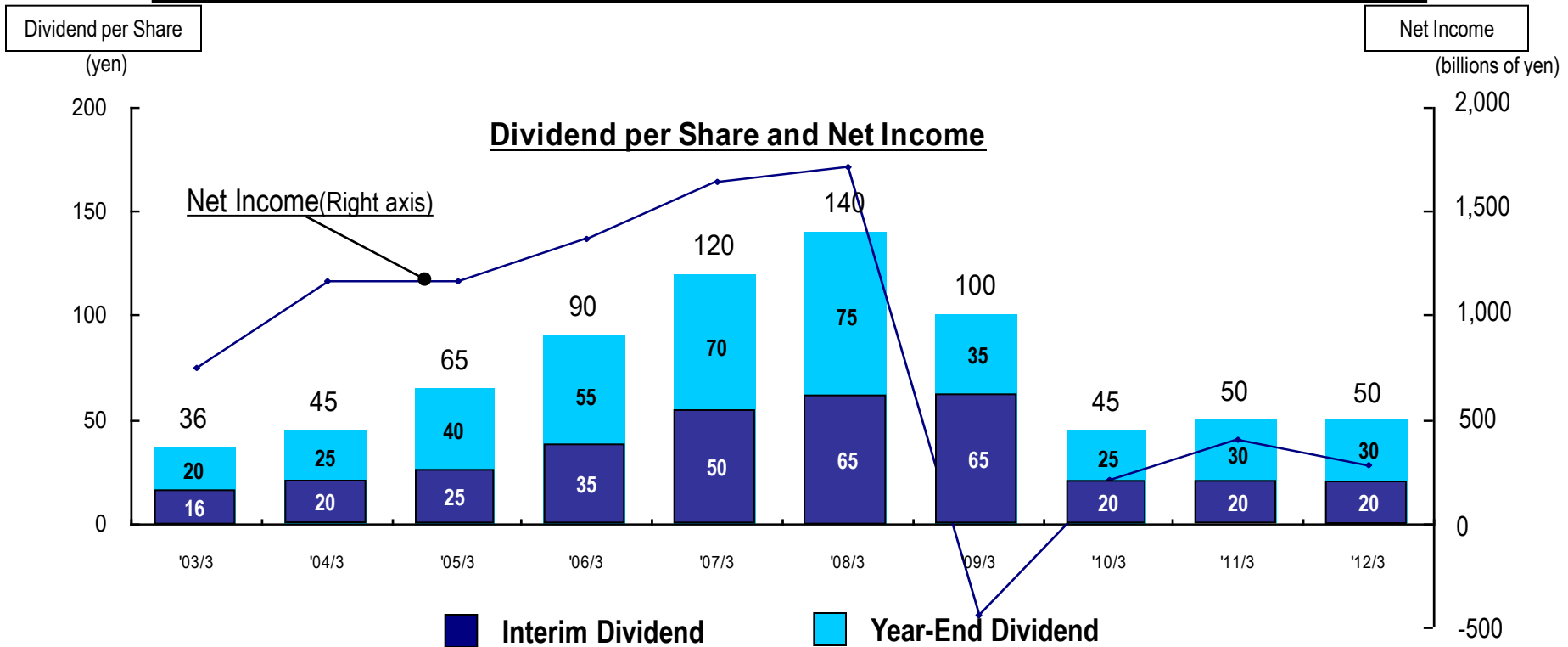
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(billions of yen)

	FY2012 (*11/4-'12/3)	FY2011 (*10/4-'11/3)	Change	
Net Revenues	8,241.1	8,242.8	-1.7	-0.0%
Operating Income	-439.8	-480.9	41.1	-
Ordinary Income	23.0	-47.0	70.0	-
Net Income	35.8	52.7	-16.9	-32.1%

Shareholder Return

Full-Year Dividend : 50 yen per Share
(Total Amount of Payout : 157.7 billion yen)

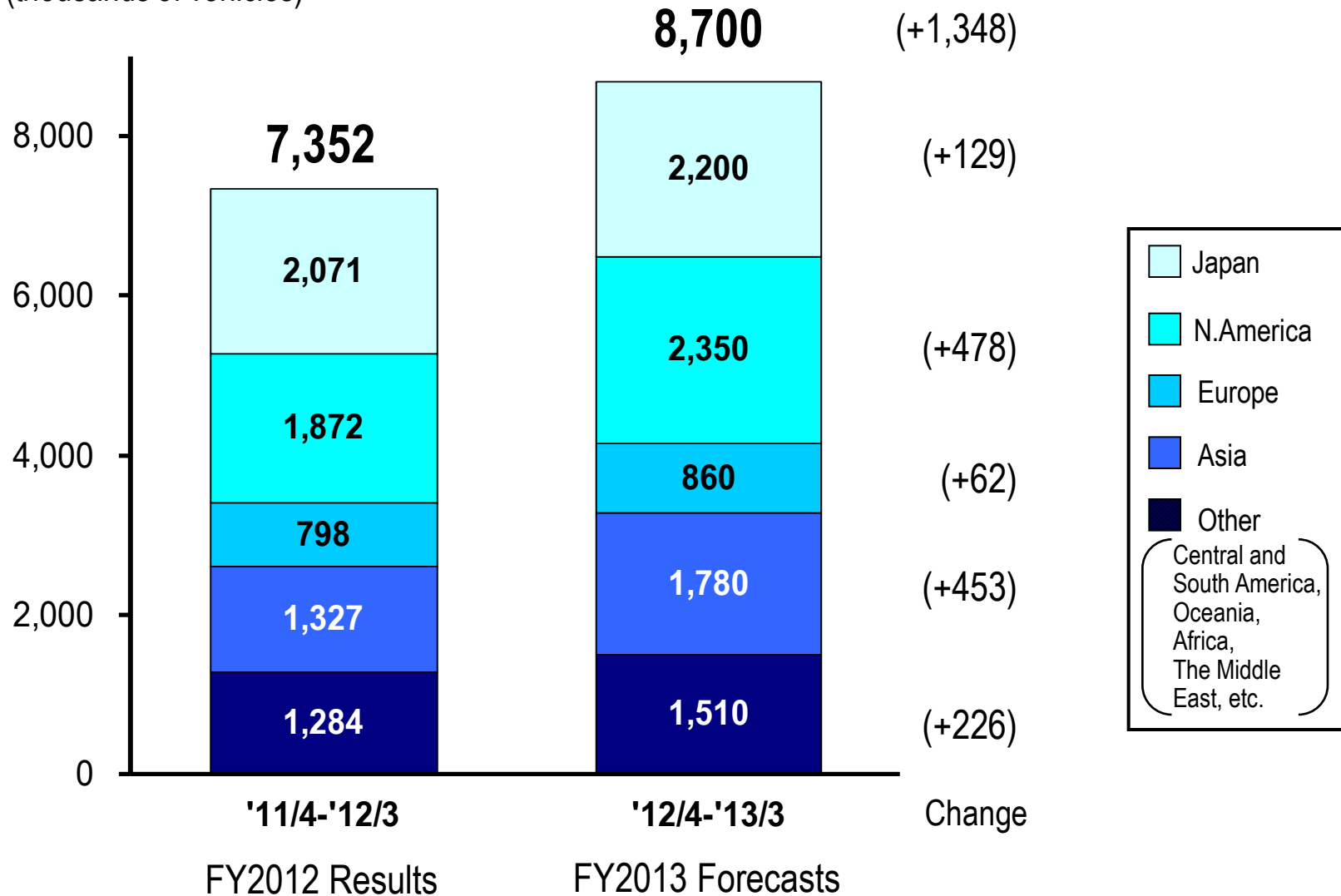


FY2013

Financial Forecasts

FY2013 Forecasts: Consolidated Vehicle Sales

(thousands of vehicles)



FY2013 Forecasts: Consolidated Financial Summary

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(billions of yen)

		FY2013 Forecasts (^{'12/4-} '13/3)	FY2012 Results (^{'11/4-} '12/3)	Change
Net Revenues		22,000.0	18,583.6	3,416.4
Operating Income		1,000.0	355.6	644.4
Income before income taxes and equity in earnings of affiliated companies		1,160.0	432.8	727.2
Net Income *		760.0	283.5	476.5
FOREX Rates	\$	80 yen	79 yen	+1 yen
	€	105 yen	109 yen	- 4 yen

* Net income attributable to Toyota Motor Corporation

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Analysis of FY2013 Forecasts: Consolidated Operating Income (vs. FY2012 Results)

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(billions of yen)

Operating Income

FY2012 Results('11/4-'12/3)		355.6
Positive Factors	Marketing Efforts	+550.0
	Financial Services	-30.0
	Cost Reduction Efforts	+240.0
	Total	+790.0
Negative Factors	Increase in Expenses, etc.	-145.6
	Total	-145.6
Effects of FOREX Rates		±0
Grand Total		+644.4
FY2013 Forecasts('12/4-'13/3)		1,000.0

Earnings structure improvements have been progressing steadily towards the profit target set out in Toyota Global Vision*

*In business environment based on the assumption of ¥/\$ = 85 with vehicle sales 7.5M, achieving operating margin of 5%
(operating income of approximately 1 trillion yen)

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FY2013 Consolidated Forecasts: CAPEX, Depreciation, R&D

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(billions of yen)

	FY2013 Forecasts ('12/4-'13/3)	FY2012 Results ('11/4-'12/3)	Change
Capital Expenditures	820.0	706.7	113.3
Depreciation Expenses	730.0	732.9	-2.9
R&D Expenses	810.0	779.8	30.2

(Reference)

FY2013 Unconsolidated Forecasts (Japan GAAP)

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(billions of yen)

	FY2013 Forecasts ('12/4-'13/3)	FY2012 Results ('11/4-'12/3)	Change
Net Revenues	9,500.0	8,241.1	1,258.9
Operating Income	-70.0	-439.8	369.8
Ordinary Income	440.0	23.0	417.0
Net Income	360.0	35.8	324.2

(Reference)

FY2013 Forecasts: Vehicle Production and Sales (Toyota and Lexus) 21

(thousands of vehicles)

		FY2013 Forecasts ('12/4-'13/3)	FY2012 Results ('11/4-'12/3)
Vehicle Production	Japan	3,400	3,119
	Overseas	5,300	4,410
	Total	8,700	7,529
Vehicle Sales	Japan*	1,550 *	1,413 *
	Overseas	7,250	5,999
	Total	8,800	7,412
Exports		2,000	1,670

*Shows retail vehicle sales

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