

# **FY2011 Second Quarter Financial Results**



**Toyota Motor Corporation  
November 5, 2010**

# Cautionary Statement with Respect to Forward-Looking Statements

This presentation 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 and market demand affecting, and the competitive environment in, the automotive markets in Japan, North America, Europe, Asia 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, the Australian dollar, the Canadian dollar and the British pound; (iii) changes in funding environment in financial markets; (iv) Toyota's ability to realize production efficiencies and to implement capital expenditures at the levels and times planned by management; (v) changes in the laws, regulations and government policies in the markets in which Toyota operates that affect Toyota's automotive operations, particularly laws, regulations and government policies relating to vehicle safety including remedial measures such as recalls, trade, environmental protection, vehicle emissions and vehicle fuel economy, as well as changes in laws, regulations and government policies that affect Toyota's other operations, including the outcome of current and future litigation and other legal proceedings government proceedings and investigations; (vi) political instability in the markets in which Toyota operates; (vii) Toyota's ability to timely develop and achieve market acceptance of new products that meet customer demand; (viii) any damage to Toyota's brand image; and (ix) 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.

# Caution concerning Insider Trading

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.

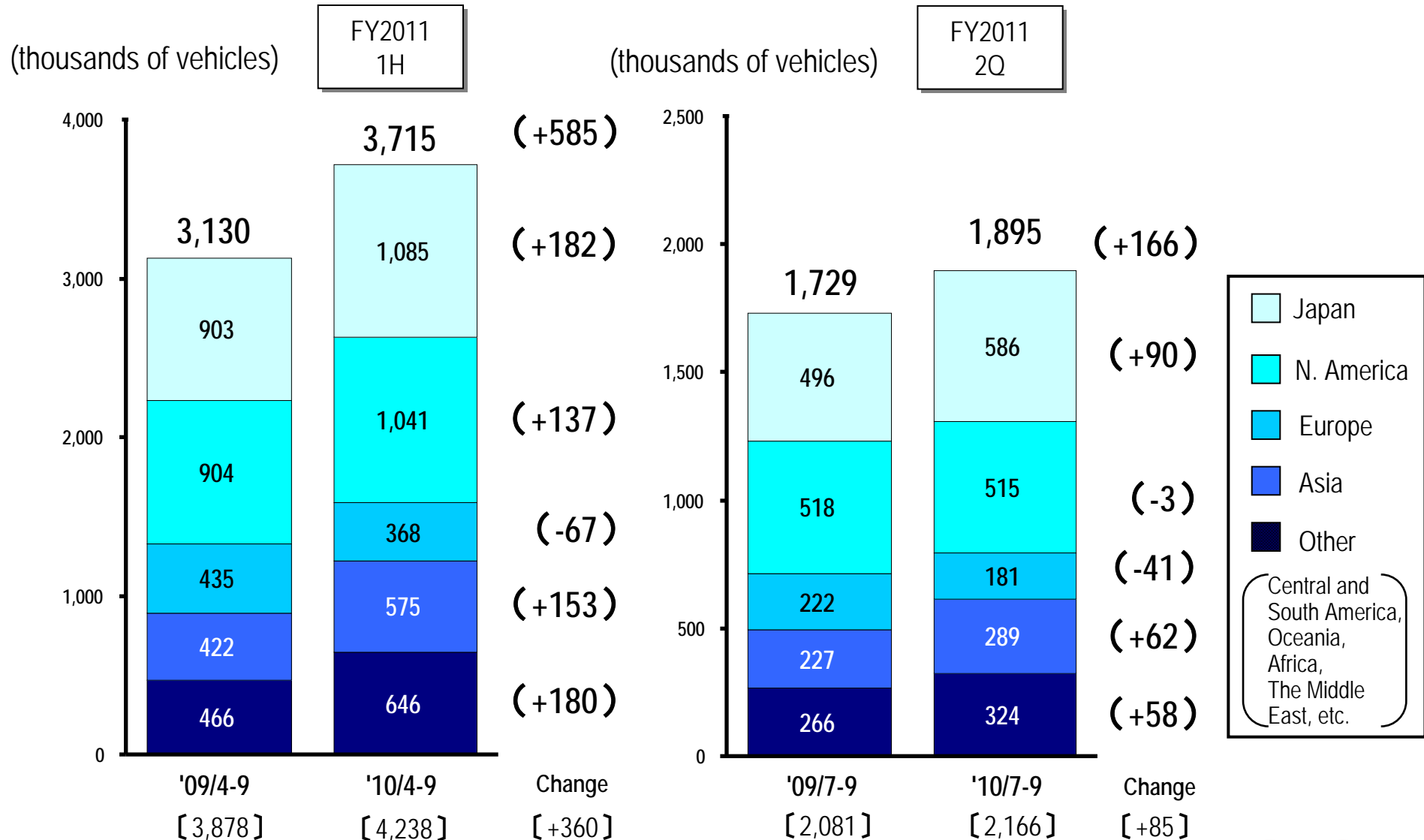
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# **FY2011 First Half**

For the 6 months ended Sept. 30, 2010

## **Financial Results**

# Consolidated Vehicle Sales



Figures in "[ ]" show total retail vehicle sales in thousands

# Consolidated Financial Summary (FY2011 First Half) 6

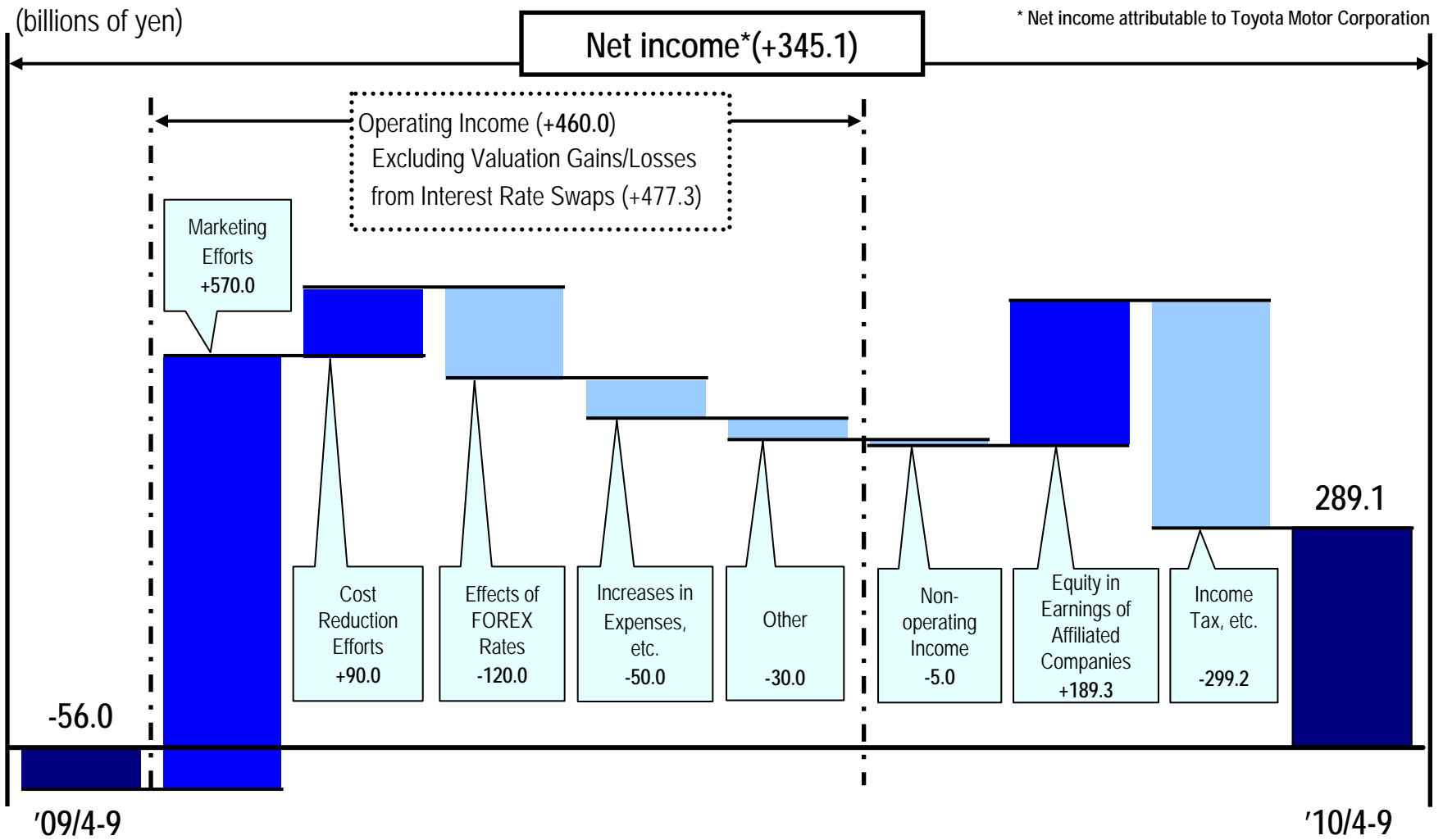
(billions of yen)

		FY2011 1H ('10/4-9)	FY2010 1H ('09/4-9)	Change	
Net Revenues		9,678.4	8,377.6	1,300.8	15.5%
Operating Income		323.1	-136.9	460.0	-
Income before income taxes and equity in earnings of affiliated companies		392.0	-63.0	455.0	-
Net Income <sup>*</sup>		289.1	-56.0	345.1	-
FOREX Rates	\$	89 yen	96 yen	-7 yen	
	€	114 yen	133 yen	-19 yen	

\* Net income attributable to Toyota Motor Corporation

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# Analysis of Consolidated Net Income\* (FY2011 First Half) 7



## Details of Increases in Expenses, etc.

Depreciation and CAPEX-related Costs ...	+50.0
R&D Expenses.....	+30.0
Labor costs.....	0
Other .....	-130.0

## Details of Other

Valuation Gains/Losses from Interest Rate Swaps .....	-17.3 etc.
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# Consolidated Financial Summary (FY2011 Second Quarter) 8

(billions of yen)

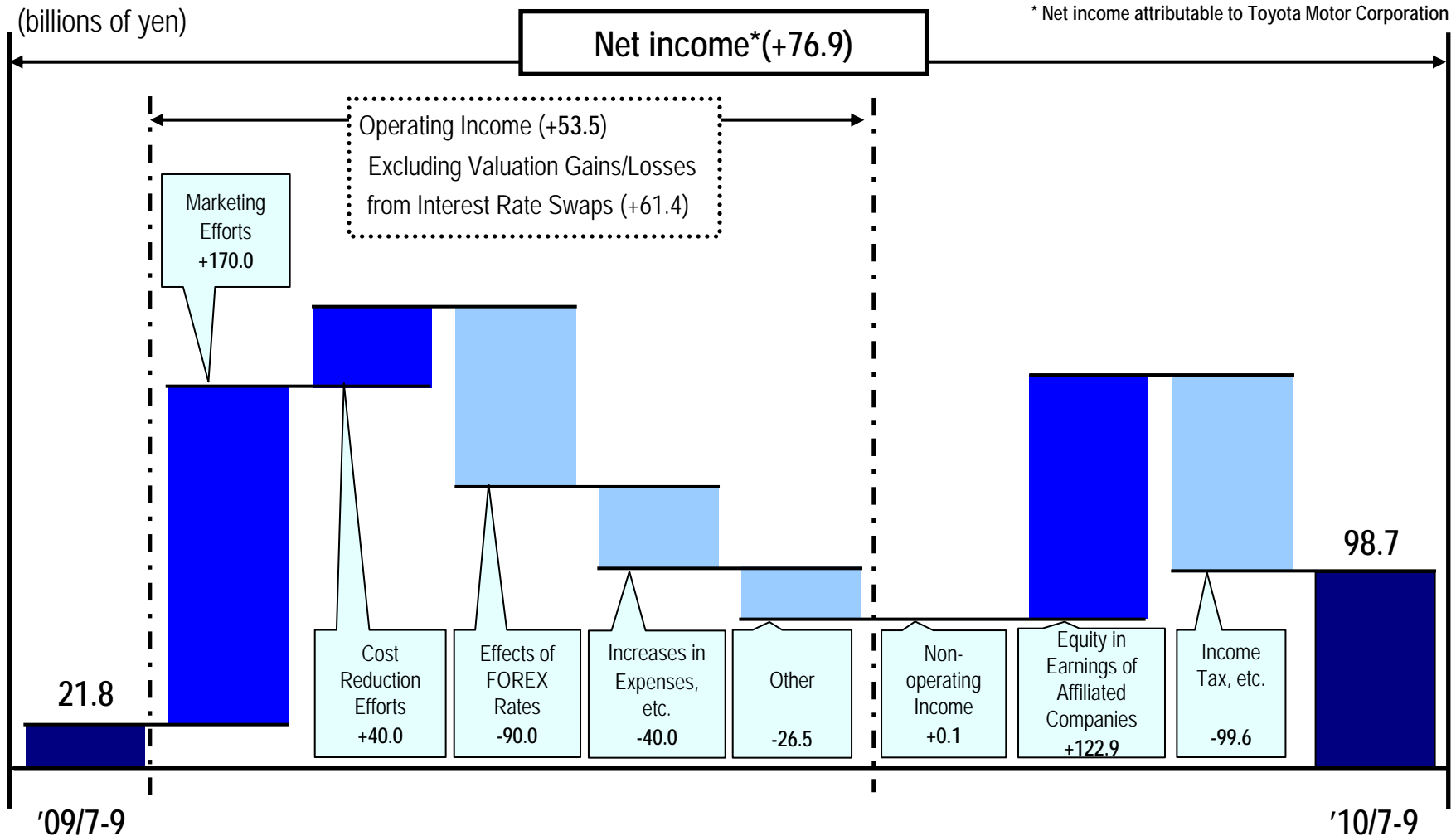
		FY2011 2Q (*10/7-9)	FY2010 2Q (*09/7-9)	Change	
Net Revenues		4,806.7	4,541.6	265.1	5.8%
Operating Income		111.5	58.0	53.5	92.2%
Income before income taxes and equity in earnings of affiliated companies		129.1	75.5	53.6	70.9%
Net Income *		98.7	21.8	76.9	352.0%
FOREX Rates	\$	86 yen	94 yen	-8 yen	
	€	111 yen	134 yen	-23 yen	

\* Net income attributable to Toyota Motor Corporation

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# Analysis of Consolidated Net Income\* (FY2011 Second Quarter)<sub>9</sub>



## Details of Increases in Expenses, etc.

Depreciation and  
CAPEX-related Costs ...+30.0

R&D Expenses.....+10.0  
Labor costs .....-10.0  
Other .....-70.0

## Details of Other

Valuation Gains/Losses from  
Interest Rate Swaps .....-7.9 etc.

# Geographic Operating Income (FY2011 First Half) 10

\*1 Japan includes exported vehicles.

\*2 N.America excludes valuation gains/losses from interest rate swaps.

(billions of yen)

North America	'09/4-9	'10/4-9
Operating Income Excluding Valuation Gains/Losses from Interest Rate Swaps	12.0	155.7
Valuation Gains/Losses from Interest Rate Swaps	14.9	-9.8
Operating Income	26.9	145.9

Consolidated Vehicle Sales (thousands of vehicles)

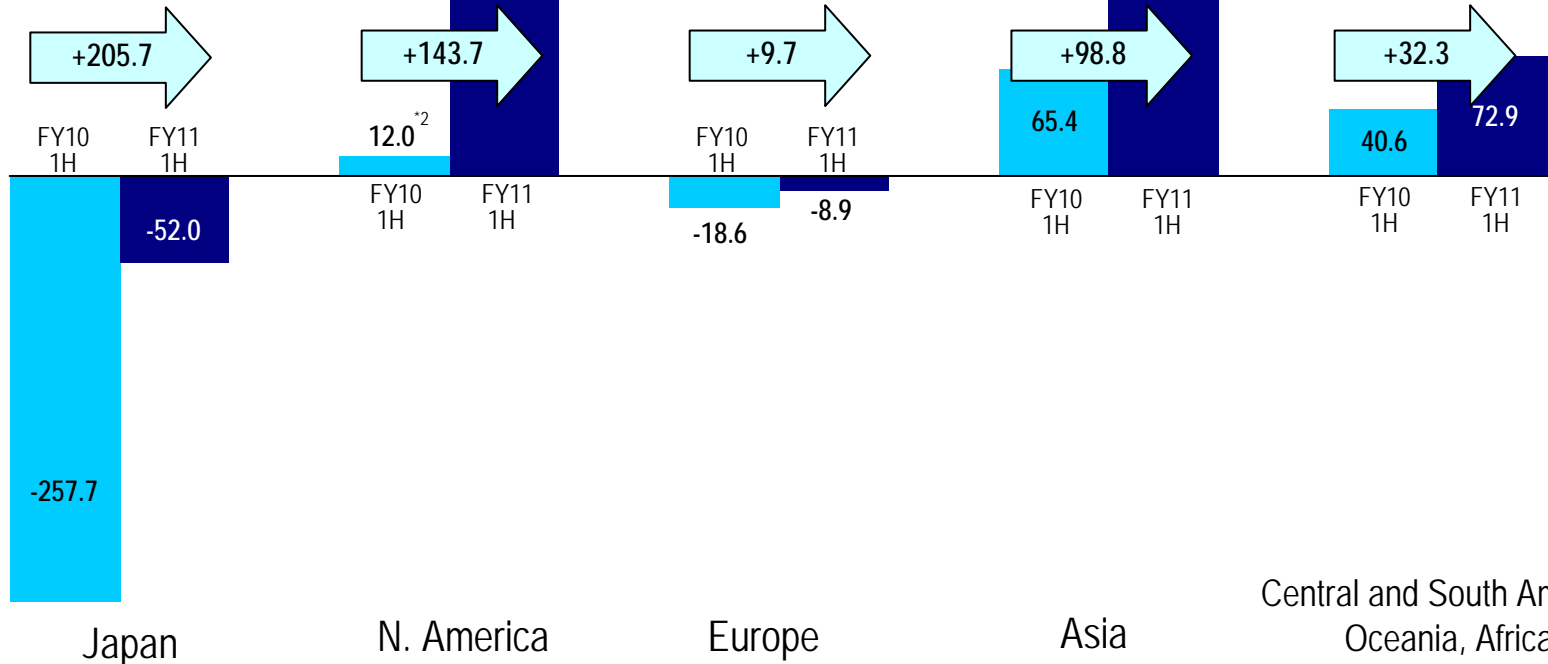
1,627<sup>\*1</sup>      1,929<sup>\*1</sup>

904      1,041

435      368

422      575

466      646



Central and South America,  
Oceania, Africa

# Geographic Operating Income (FY2011 Second Quarter) 11

\*1 Japan includes exported vehicles.

\*2 N.America excludes valuation gains/losses from interest rate swaps.

(billions of yen)

	'09/7-9	'10/7-9
Operating Income Excluding Valuation Gains/Losses from Interest Rate Swaps	28.0	46.6
Valuation Gains/Losses from Interest Rate Swaps	2.5	-10.5
Operating Income	30.5	36.1

Consolidated Vehicle Sales (thousands of vehicles)

913<sup>\*1</sup>      1,006<sup>\*1</sup>

518      515

222      181

227      289

266      324

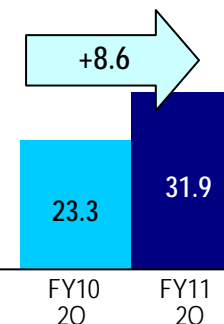
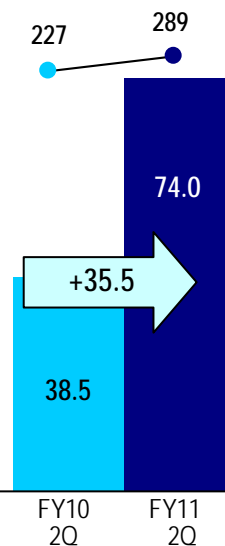
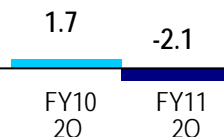
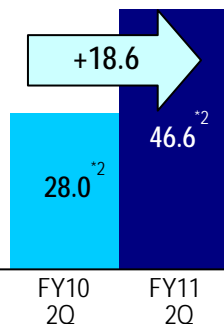
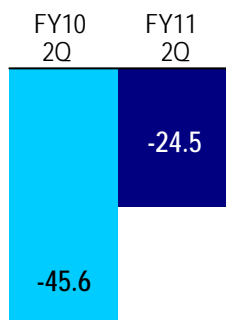
+21.1

+18.6

-3.8

+35.5

+8.6



(billions of yen)

Japan

N. America

Europe

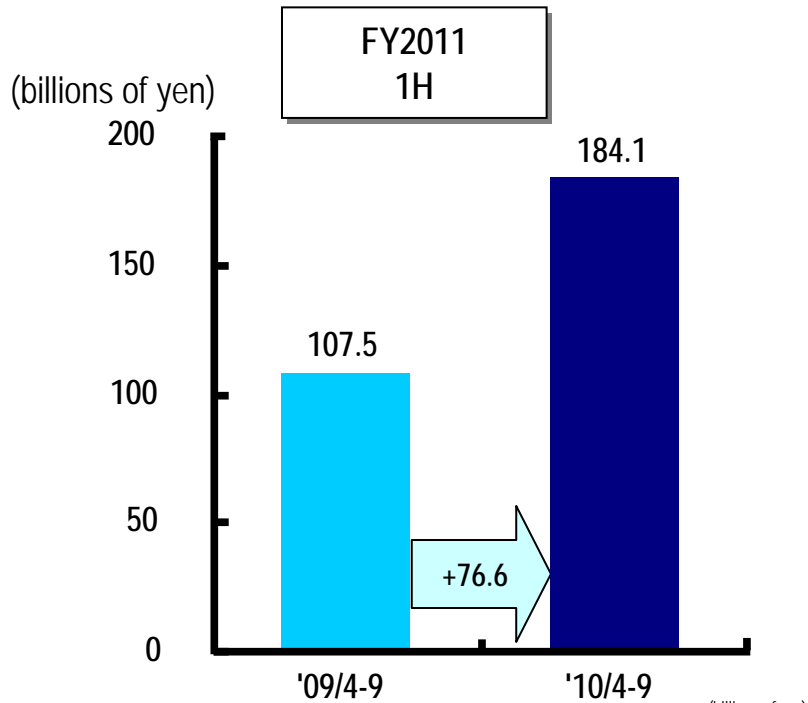
Asia

Central and South America,  
Oceania, Africa

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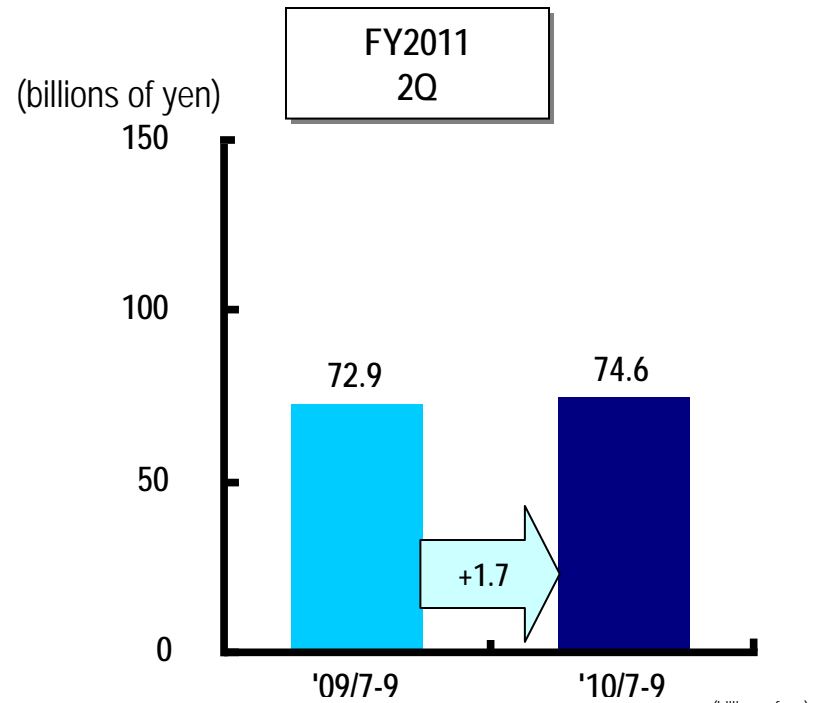
# Financial Services Operating Income

Excluding Valuation Gains/Losses from Interest Rate Swaps



(billions of yen)

	'09/4-9	'10/4-9
Operating Income Excluding Valuation Gains/Losses from Interest Rate Swaps	107.5	184.1
Valuation Gains/Losses from Interest Rate Swaps	16.9	-0.4
Operating Income	124.4	183.7



(billions of yen)

	'09/7-9	'10/7-9
Operating Income Excluding Valuation Gains/Losses from Interest Rate Swaps	72.9	74.6
Valuation Gains/Losses from Interest Rate Swaps	1.9	-6.0
Operating Income	74.8	68.6

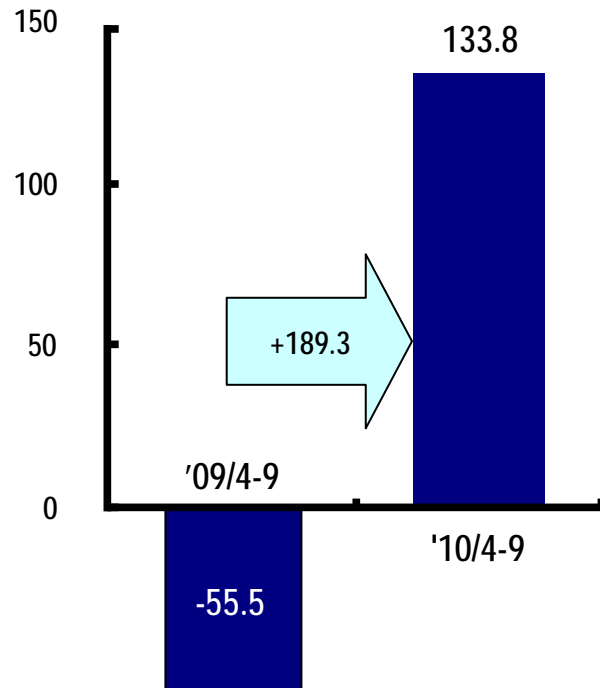
Increased earnings as a result of decreased expenses related to loan losses, residual losses and increased lending balance mainly in the U.S.

# Equity in Earnings of Affiliated Companies

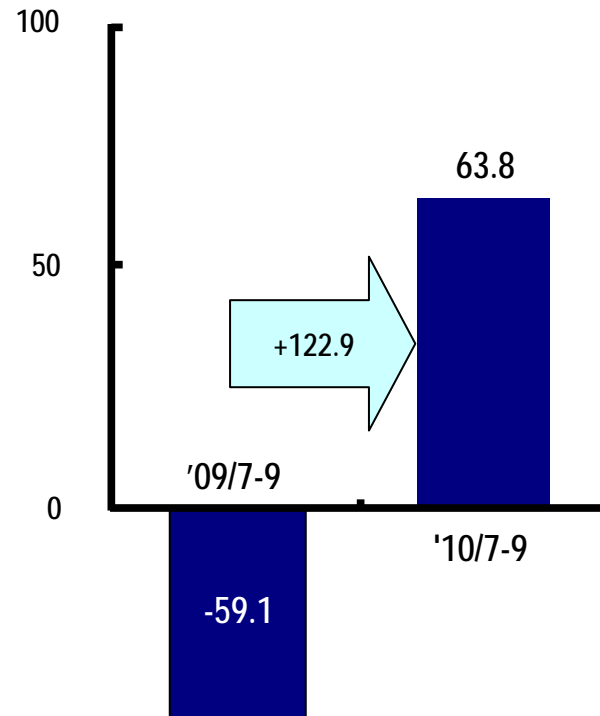
FY2011  
1H

FY2011  
2Q

(billions of yen)



(billions of yen)



- Increased earnings of affiliated companies in Japan and China
- The valuation losses on our shareholding of certain affiliated companies in FY2010 2Q

# Unconsolidated Financial Summary

(Japan GAAP, FY2011 First Half)

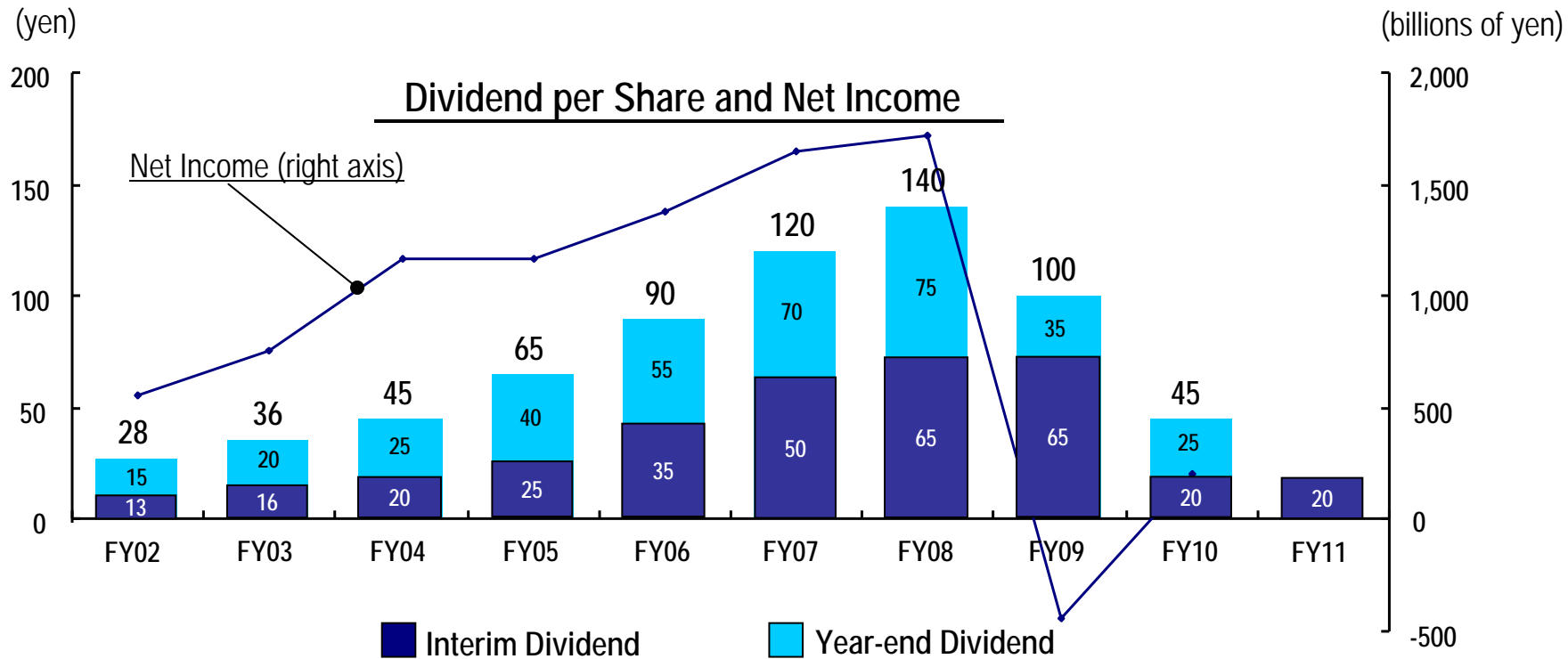
14

(billions of yen)

	FY2011 1H ('10/4-9)	FY2010 1H ( '09/4-9)	Change	
Net Revenues	4,356.4	3,656.6	699.8	19.1%
Operating Income	-149.4	-265.7	116.3	-
Ordinary Income	190.8	-46.3	237.1	-
Net Income	201.0	-18.8	219.8	-

# Shareholder Return (Interim Dividend)

Interim Dividend: 20 yen per Share  
(Total Amount of Payout: 62.7 billion yen)



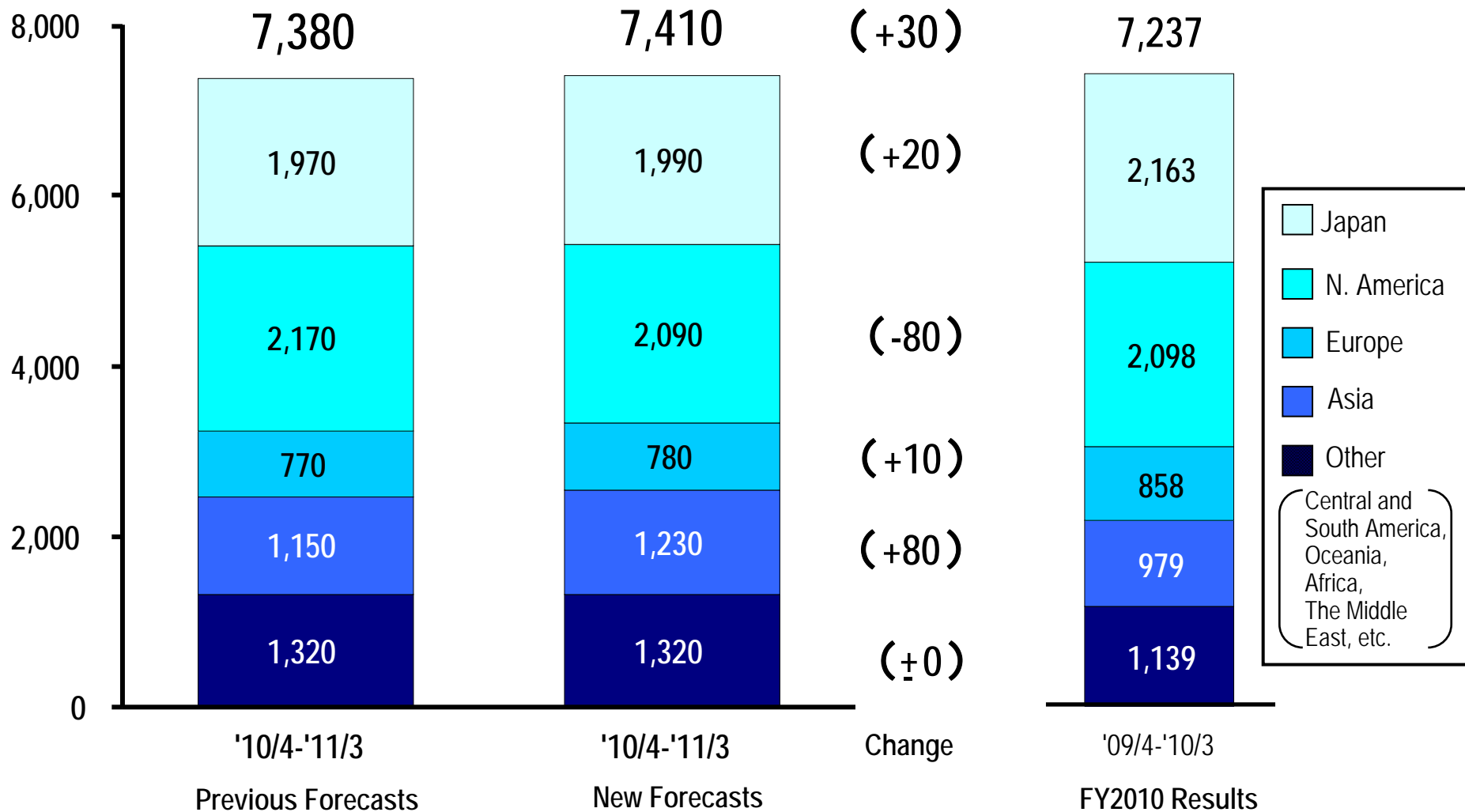
**FY2011**

**Financial Forecasts**



# FY2011 Forecasts: Consolidated Vehicle Sales

(thousands of vehicles)



# FY2011 Forecasts: Consolidated Financial Summary

18

(billions of yen)

		New Forecasts ( <sup>'10/4-'11/3</sup> )	Previous Forecasts ( <sup>'10/4-'11/3</sup> )	Change	FY2010 Results ( <sup>'09/4-'10/3</sup> )
Net Revenues		19,000.0	19,500.0	-500.0	18,950.9
Operating Income		380.0	330.0	50.0	147.5
Income before income taxes and equity in earnings of affiliated companies		410.0	380.0	30.0	291.4
Net Income <sup>*1</sup>		350.0	340.0	10.0	209.4
FOREX Rates	\$	85 yen <sup>*2</sup>	90 yen	-5 yen	93 yen
	€	112 yen <sup>*2</sup>	112 yen	-	131 yen

<sup>\*1</sup> Net income attributable to Toyota Motor Corporation

<sup>\*2</sup> FOREX Rates assumptions: 82yen against the U.S. dollar, 110 yen against the Euro, from October 2010 to March 2011

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# Analysis of FY2011 Consolidated Forecasts: Operating Income (vs. Previous Forecasts)

(billions of yen)

## Operating Income

FY2011 Previous Forecasts('10/4-'11/3)		330.0
Positive Factors	Marketing Efforts	+120.0
	Financial Services	+30.0
	Cost Reduction Efforts	+10.0
	Decreases in Expenses, etc.	+40.0
	Total	+170.0
Negative Factors	Effects of FOREX Rates	-120.0
	Total	-120.0
Grand Total		+50.0
FY2011 New Forecasts('10/4-'11/3)		380.0

# Analysis of FY2011 Consolidated Forecasts: Operating Income (vs. FY2010 Results)

20

(billions of yen)

## Operating Income

FY2010 Results('09/4-'10/3)		147.5
Positive Factors	Marketing Efforts	+280.0
	Financial Services	+80.0
	Cost Reduction Efforts	+140.0
	Decreases in Expenses, etc.	+160.0
	Total	+580.0
Negative Factors	Effects of FOREX Rates	-320.0
	Other	-27.5
	Total	-347.5
Grand Total		+232.5
FY2011 Forecasts('10/4-'11/3)		380.0

# FY2011 Consolidated Forecasts: CAPEX, Depreciation, R&D

21

(billions of yen)

	New Forecasts ( <sup>'10/4-</sup> '11/3)	Previous Forecasts ( <sup>'10/4-</sup> '11/3)	Change	FY2010 Results ( <sup>'09/4-</sup> '10/3)
Capital Expenditures	670.0	740.0	-70.0	579.0
Depreciation Expenses	850.0	900.0	-50.0	1,032.0
R&D Expenses	760.0	760.0	±0	725.3

(Reference)

# FY2011 Unconsolidated Forecasts (Japan GAAP)

22

(billions of yen)

	New Forecasts ('10/4-'11/3)	Previous Forecasts ('10/4-'11/3)	Change
Net Revenues	8,400.0	8,500.0	-100.0
Operating Income	-490.0	-430.0	-60.0
Ordinary Income	-60.0	-50.0	-10.0
Net Income	60.0	60.0	±0

(Reference)

## FY2011 Toyota's Operations Forecasts

23

(thousands of vehicles)

		FY2011 Forecasts ( <sup>'10/4</sup> - <sup>'11/3</sup> )	FY2010 Results ( <sup>'09/4</sup> - <sup>'10/3</sup> )
Vehicle Production	Japan	3,200	3,206
	Overseas	4,250	4,072
	Total	7,450	7,278
Vehicle Sales	Japan*	1,400 *	1,535 *
	Overseas	6,050	5,755
	Total	7,450	7,290
Exports		1,800	1,644

\*Shows vehicle retail sales beginning with this period (FY2011)(including results of the previous year)



# **FY2011 Second Quarter Financial Results**



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**Toyota Motor Corporation**  
**November 5, 2010**