

FY2010 Financial Results



Toyota Motor Corporation
May 11, 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

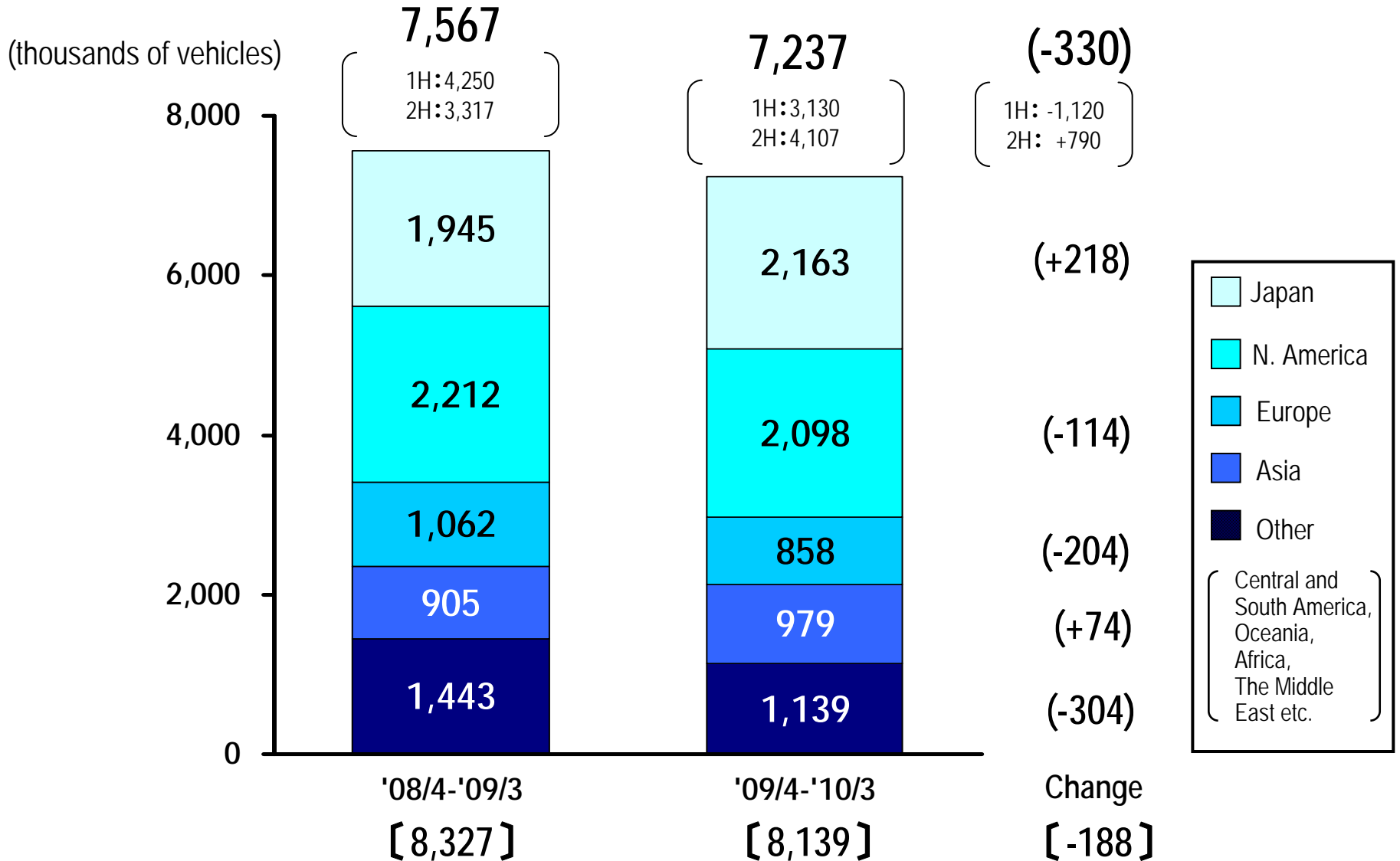
A discussion of these and other factors which may affect Toyota's actual results, performance, achievements or financial position is contained in Toyota's annual report on Form 20-F, which is on file with the United States Securities and Exchange Commission.

Under Japanese securities laws and regulations (the "Regulations"), subject to certain exceptions, any person who receives certain material information relating to the business, etc. of Toyota which may be contained in this document is prohibited from trading in Toyota's shares or certain other transactions related to such shares (as set forth in the Regulations) until such material information is deemed to be made public. Under the Regulations, material information is deemed to be made public when (i) such material information is disclosed by ways of electromagnetic means as prescribed by the ordinance of the Cabinet Office (posting on the TDnet (Timely Disclosure Network) information service) or (ii) twelve (12) hours have elapsed since a listed company, such as Toyota, disclosed such material information to at least two (2) media sources as prescribed by the Regulations.

FY2010

Financial Results

Consolidated Vehicle Sales



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

Consolidated Financial Summary

(billions of yen)

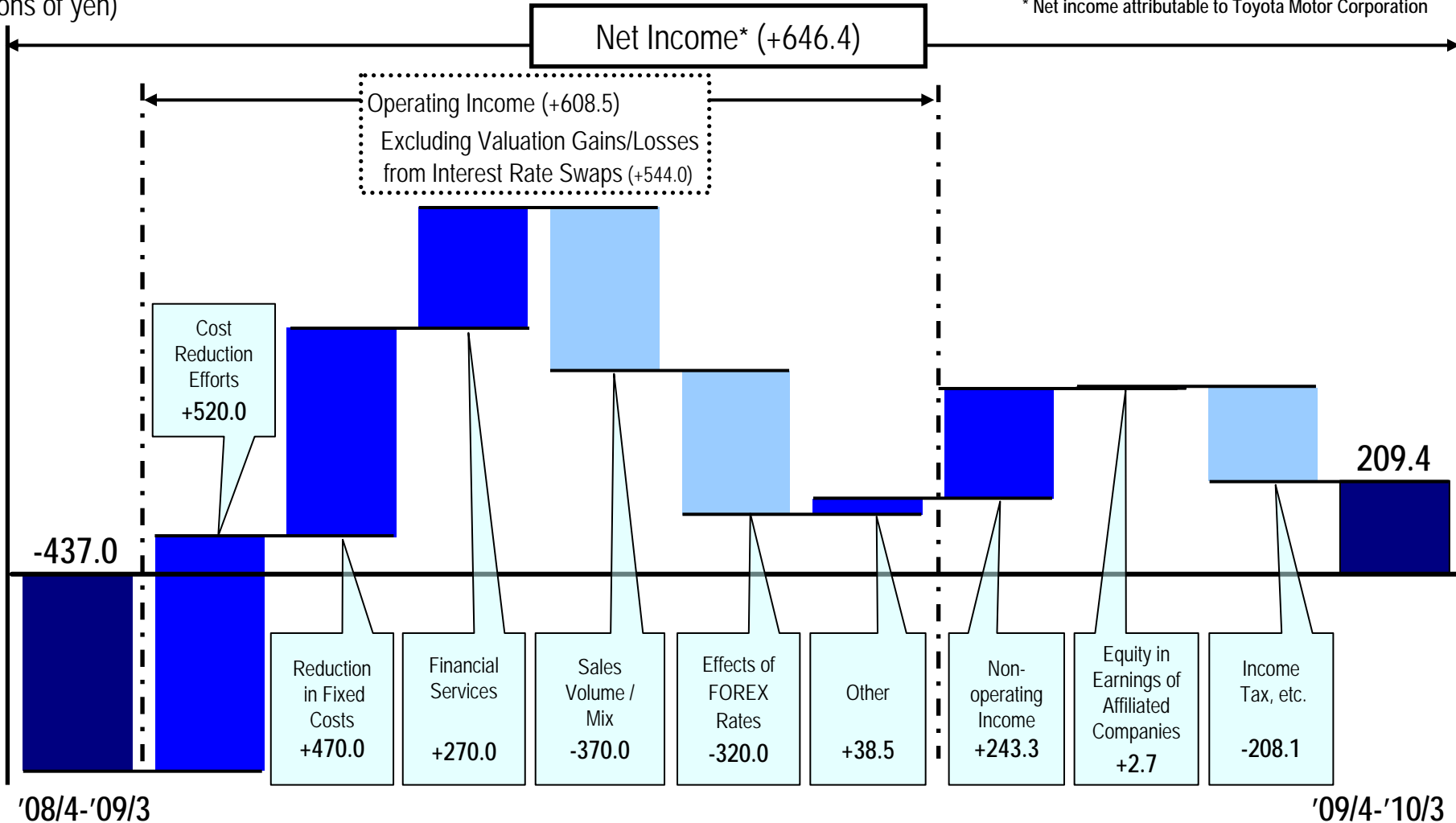
		FY2010 (‘09/4-‘10/3)	FY2009 (‘08/4-‘09/3)	Change	
Net Revenues		18,950.9	20,529.5	-1,578.6	-7.7%
Operating Income		147.5	-461.0	608.5	-
Income before income taxes and equity in earnings of affiliated companies		291.4	-560.4	851.8	-
Net Income [*]		209.4	-437.0	646.4	-
FOREX Rates	\$	93 yen	101 yen	-8 yen	
	€	131 yen	144 yen	-13 yen	

* Net income attributable to Toyota Motor Corporation

Analysis of Consolidated Net Income*

(billions of yen)

* Net income attributable to Toyota Motor Corporation



Details of Reduction in Fixed Costs

R&D Expenses.....	+178.7	Depreciation and	
Labor Costs	+62.7	CAPEX-related Costs	+37.8
		Other	+190.8

Details of Other

Valuation Gains/Losses from Interest Rate Swaps.....	+64.5
Translational FOREX Impact concerning overseas subsidiaries	-26.0

Results of Emergency Profit Improvement (Consolidated Operating Income)

(billions of yen)

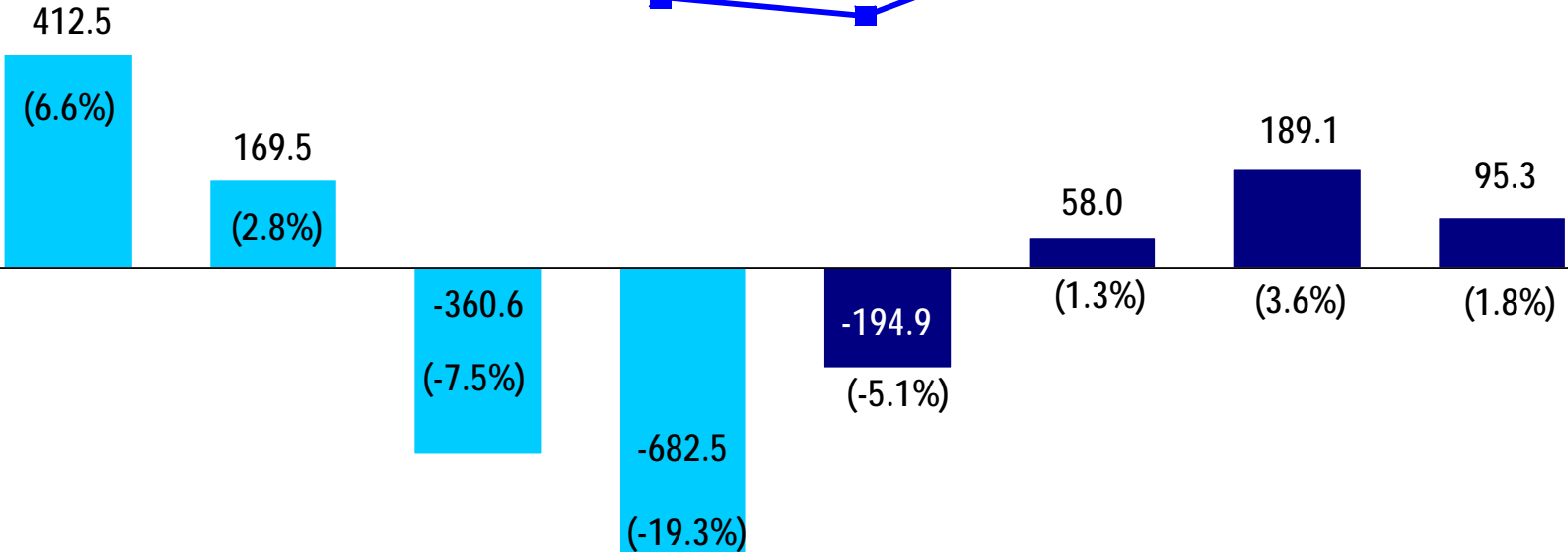
	FY2010 Results (‘09/4-‘10/3)	FY2010 Previous Forecasts (‘09/4-‘10/3)	Change	FY2010 Initial Forecasts (‘09/4-‘10/3)
Sales Volume / Mix	700.0	570.0	130.0	-
Financial Services	190.0	180.0	10.0	-
Cost Reduction Efforts	520.0	470.0	50.0	340.0
Reduction in Fixed Costs	470.0	550.0	-80.0	460.0
Total	1,690.0	1,590.0	100.0	800.0

Quarterly Operating Income

Consolidated Vehicle Sales
(thousands of vehicles)



Operating Income
(billions of yen)



	FY09	FY09	FY09	FY09	FY10	FY10	FY10	FY10
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q

FOREX Rates \$	105 yen	108 yen	96 yen	94 yen	97 yen	94 yen	90 yen	91 yen
FOREX Rates €	163 yen	162 yen	127 yen	122 yen	133 yen	134 yen	133 yen	125 yen

Geographic Operating Income

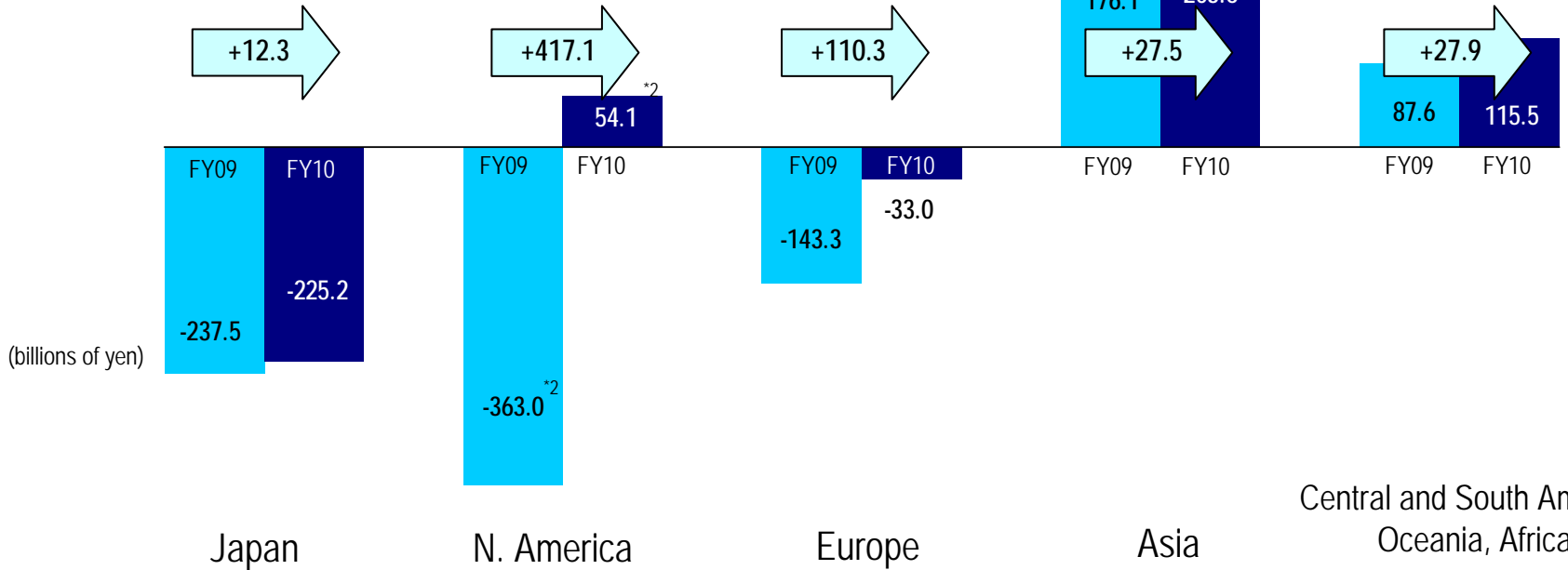
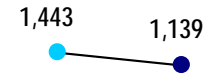
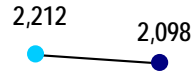
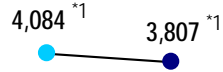
*1 Japan includes exported vehicles.

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

(billions of yen)

North America	FY09	FY10
Operating Income Excluding Valuation Gains/Losses from Interest Rate Swaps	-363.0	54.1
Valuation Gains/Losses from Interest Rate Swaps	-27.2	31.3
Operating Income	-390.2	85.4

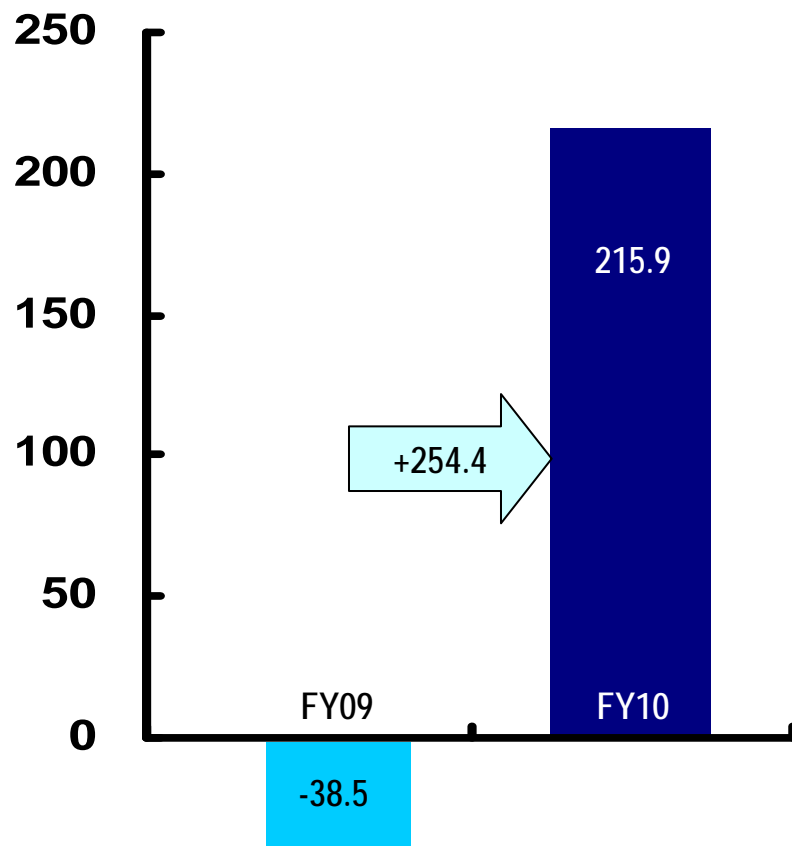
Consolidated Vehicle Sales (thousands of vehicles)



Financial Services Operating Income

Excluding Valuation Gains/Losses
from Interest Rate Swaps

(billions of yen)



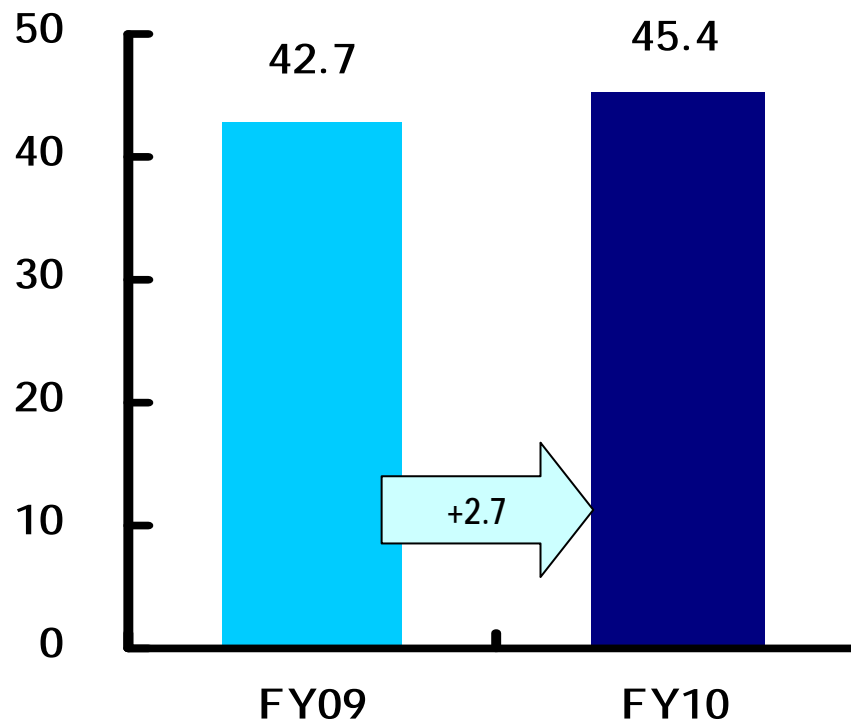
(billions of yen)

	FY09	FY10
Operating Income Excluding Valuation Gains/Losses from Interest Rate Swaps	-38.5	215.9
Valuation Gains/Losses from Interest Rate Swaps	-33.5	31.0
Operating Income	-72.0	246.9

- Increased earnings as a result of a decreased expenses related to loan losses and residual losses and improved lending margins mainly in the U.S.

Equity in Earnings of Affiliated Companies

(billions of yen)



- Increased earnings of affiliated companies in Japan
- The valuation losses on our shareholding of certain affiliated companies

Unconsolidated Financial Summary

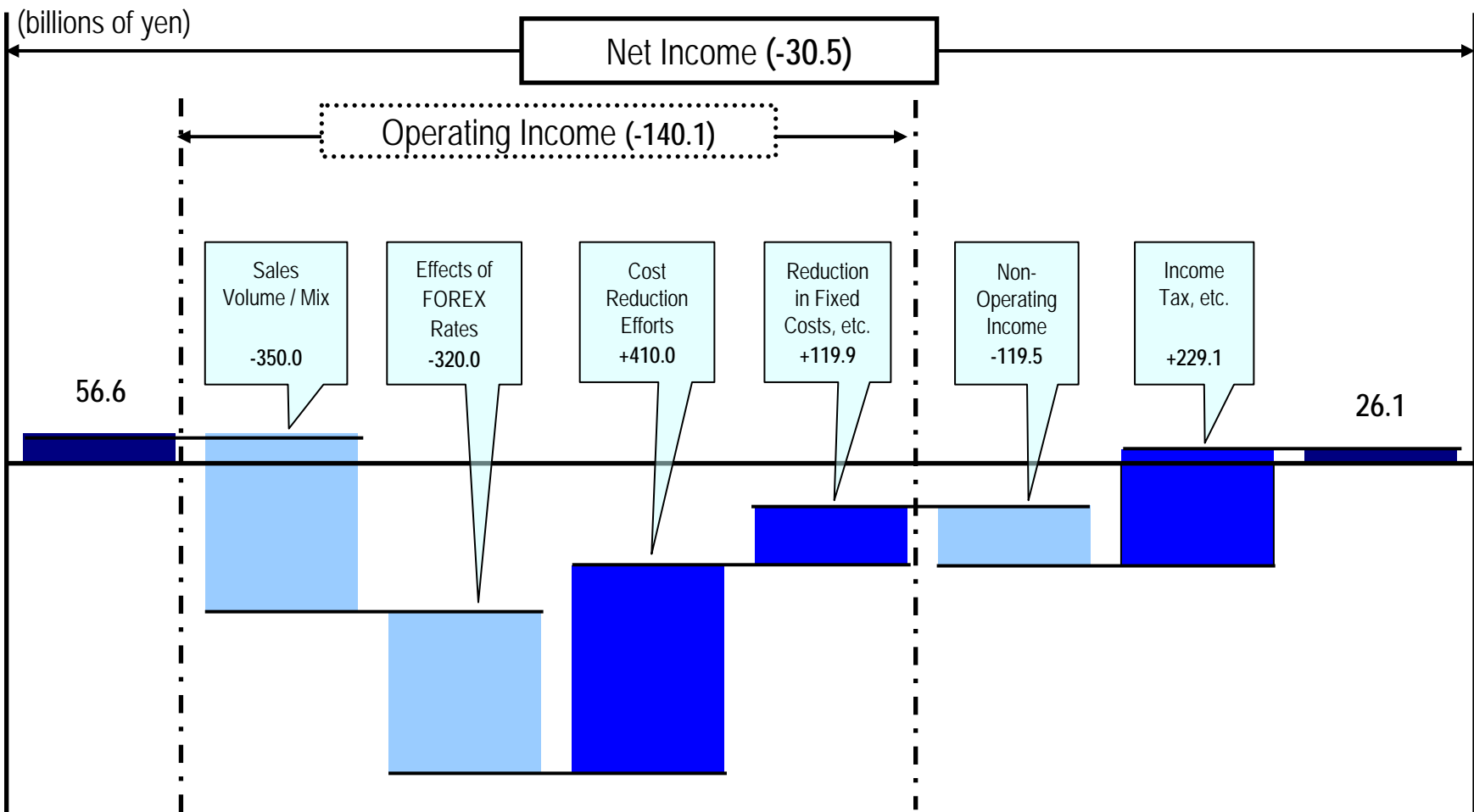
(Japan GAAP, FY2010)

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(billions of yen)

	FY2010 (^{'09/4-} '10/3)	FY2009 (^{'08/4-} '09/3)	Change	
Net Revenues	8,597.8	9,278.4	-680.6	-7.3%
Operating Income	-328.0	-187.9	-140.1	-
Ordinary Income	-77.1	182.5	-259.6	-
Net Income	26.1	56.6	-30.5	-53.8%

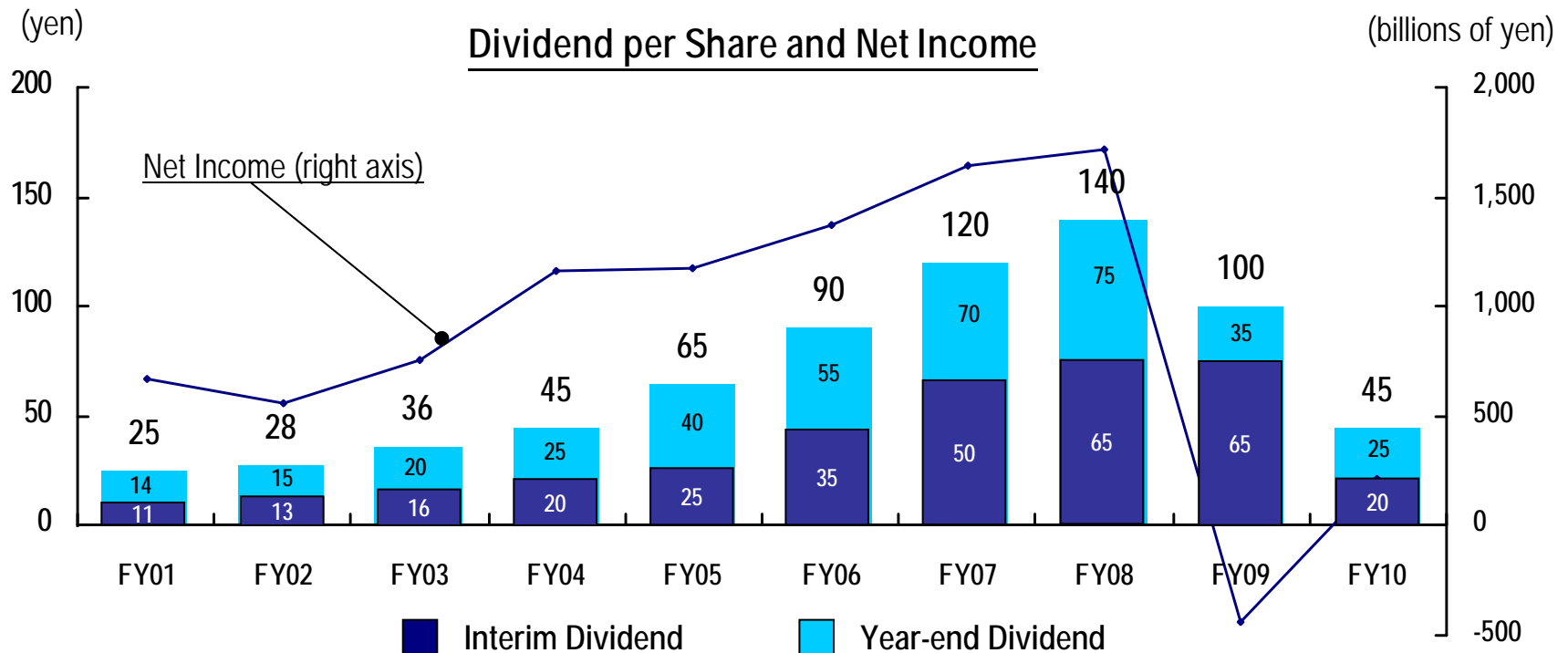
Analysis of Unconsolidated Net Income



Details of Reduction in Fixed Costs, etc.			
R&D Expenses.....	+162.2	Labor Costs.....	+21.6
Depreciation and CAPEX-related Costs	+24.4	Other.....	-88.3

Shareholder Return

Full-year Dividend: 45 yen per Share
(Total Amount of Payout: 141.1 billion yen)

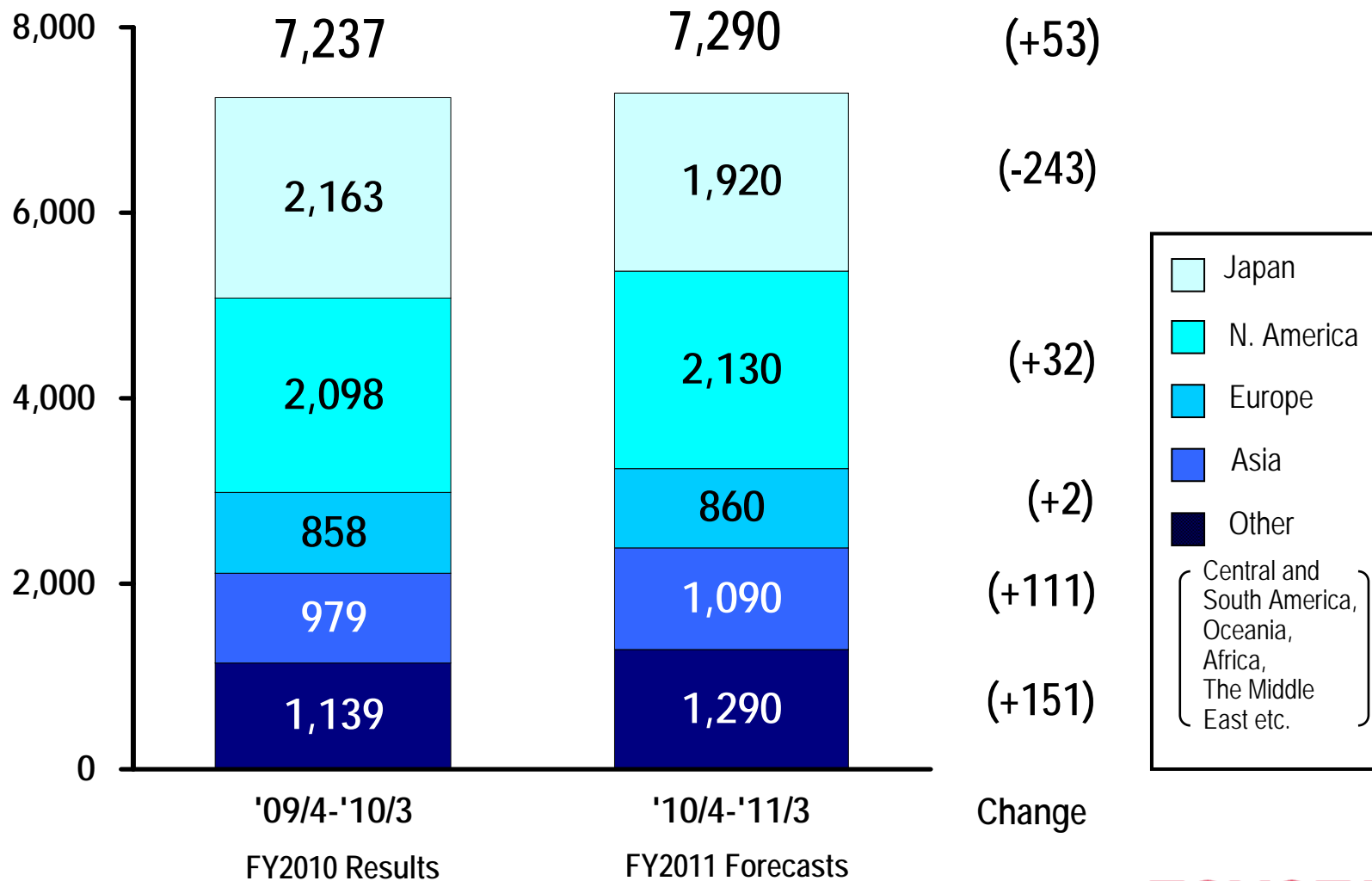


FY2011

Financial Forecasts

FY2011 Forecasts: Consolidated Vehicle Sales

(thousands of vehicles)



FY2011 Forecasts: Consolidated Financial Summary

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(billions of yen)

		FY2011 Forecasts (^{'10/4-} '11/3)	FY2010 Results (^{'09/4-} '10/3)	Change
Net Revenues		19,200.0	18,950.9	249.1
Operating Income		280.0	147.5	132.5
Income before income taxes and equity in earnings of affiliated companies		330.0	291.4	38.6
Net Income [*]		310.0	209.4	100.6
FOREX Rates	\$	90 yen	93 yen	-3 yen
	€	125 yen	131 yen	-6 yen

* Net income attributable to Toyota Motor Corporation

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

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(billions of yen)

Operating Income

FY2010 Results ('09/4 - '10/3)		147.5
Positive Factors	Cost Reduction Efforts	+130.0
	Decreases in Expenses	+160.0
	Total	+290.0
Negative Factors	Effects of FOREX Rates	-80.0
	Sales Volume/Mix	-50.0
	Other	-27.5
	Total	-157.5
Grand Total		132.5
FY2011 Forecasts ('10/4-'11/3)		280.0

FY2011 Consolidated Forecasts: CAPEX, Depreciation, R&D

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(billions of yen)

	FY2011 Forecasts (‘10/4-‘11/3)	FY2010 Results (‘09/4-‘10/3)	Change
Capital Expenditures	740.0	579.0	161.0
Depreciation Expenses	900.0	1,032.0	-132.0
R&D Expenses	760.0	725.3	34.7

(Reference)

FY2011 Toyota's Operations Forecasts

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(thousands of vehicles)

		FY2011 Forecasts ('10/4-'11/3)	FY2010 Results ('09/4-'10/3)
Automotive Production	Japan	3,200	3,206
	Overseas	4,200	4,072
	Total	7,400	7,278
Sales (Japan)		1,350	1,586
Exports		1,870	1,644
Sales (Overseas)		6,050	5,755
Housing Sales		4,400 Units	4,183 Units

(Reference)

FY2011 Unconsolidated Forecasts (Japan GAAP)

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(billions of yen)

	FY2011 Forecasts (^{'10/4} - ^{'11/3})	FY2010 Results (^{'09/4} - ^{'10/3})	Change
Net Revenues	8,600.0	8,597.8	2.2
Operating Income	-340.0	-328.0	-12.0
Ordinary Income	30.0	-77.1	107.1
Net Income	60.0	26.1	33.9

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