

FY2015 First Quarter Financial Results



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Toyota Motor Corporation
August 5, 2014

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, but are not limited to: (i) changes in economic conditions, market demand, and the competitive environment affecting 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 Russian ruble, the Canadian dollar and the British pound, and interest rates fluctuations; (iii) changes in funding environment in financial markets and increased competition in the financial services industry; (iv) Toyota's ability to market and distribute effectively; (v) Toyota's ability to realize production efficiencies and to implement capital expenditures at the levels and times planned by management; (vi) 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; (vii) political and economic instability in the markets in which Toyota operates; (viii) Toyota's ability to timely develop and achieve market acceptance of new products that meet customer demand; (ix) any damage to Toyota's brand image; (x) Toyota's reliance on various suppliers for the provision of supplies; (xi) increases in prices of raw materials; (xii) Toyota's reliance on various digital and information technologies; (xiii) fuel shortages or interruptions in electricity, 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; and (xiv) the impact of natural calamities including the negative effect on Toyota's vehicle production and sales.

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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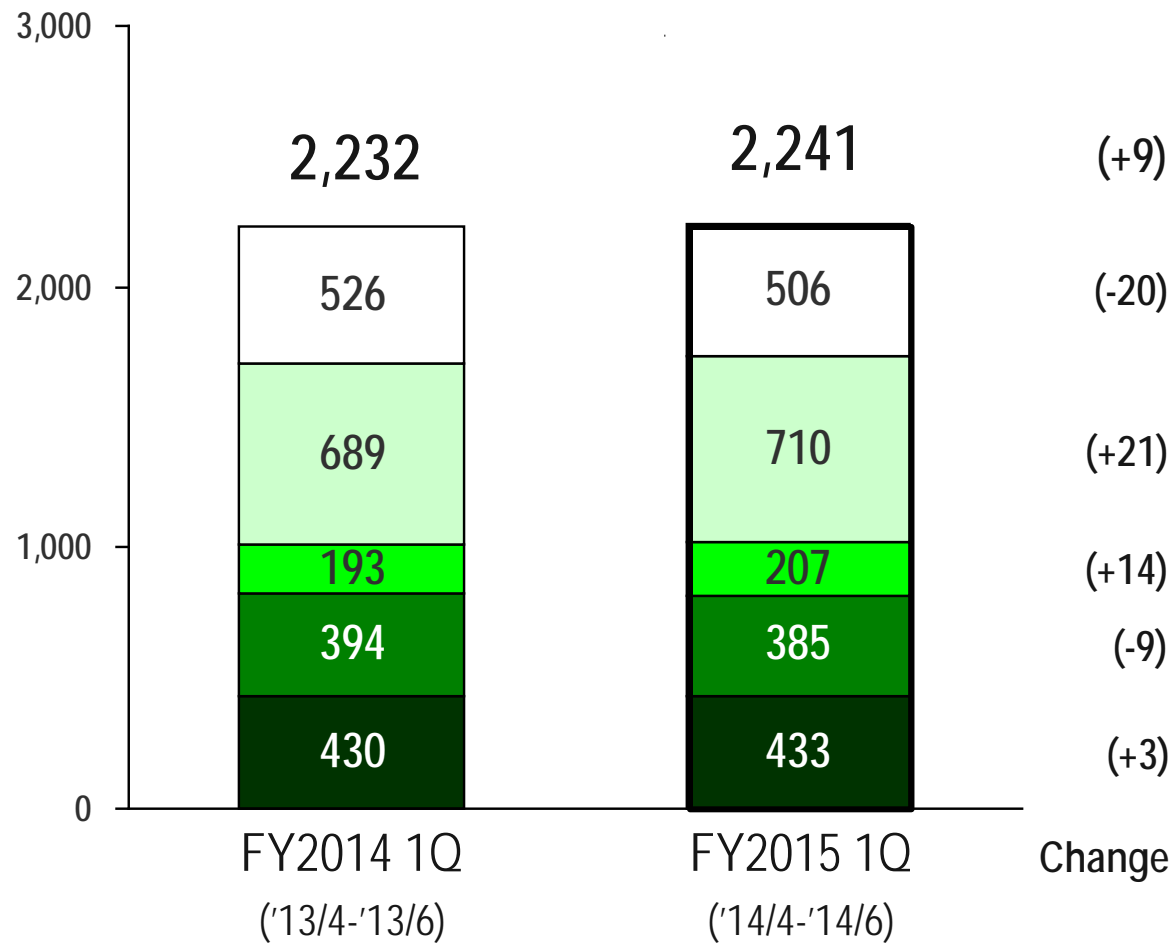
FY2015 First Quarter Financial Results

FY2015 First Quarter Financial Performance

FY2015 Financial Forecasts

Consolidated Vehicle Sales

(thousands of vehicles)



- Japan
 - N. America
 - Europe
 - Asia
 - Other
- (Central and South America, Oceania, Africa, The Middle East, etc.)

Total retail vehicle sales in thousands	2,480	2,513	+33
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Consolidated Financial Summary

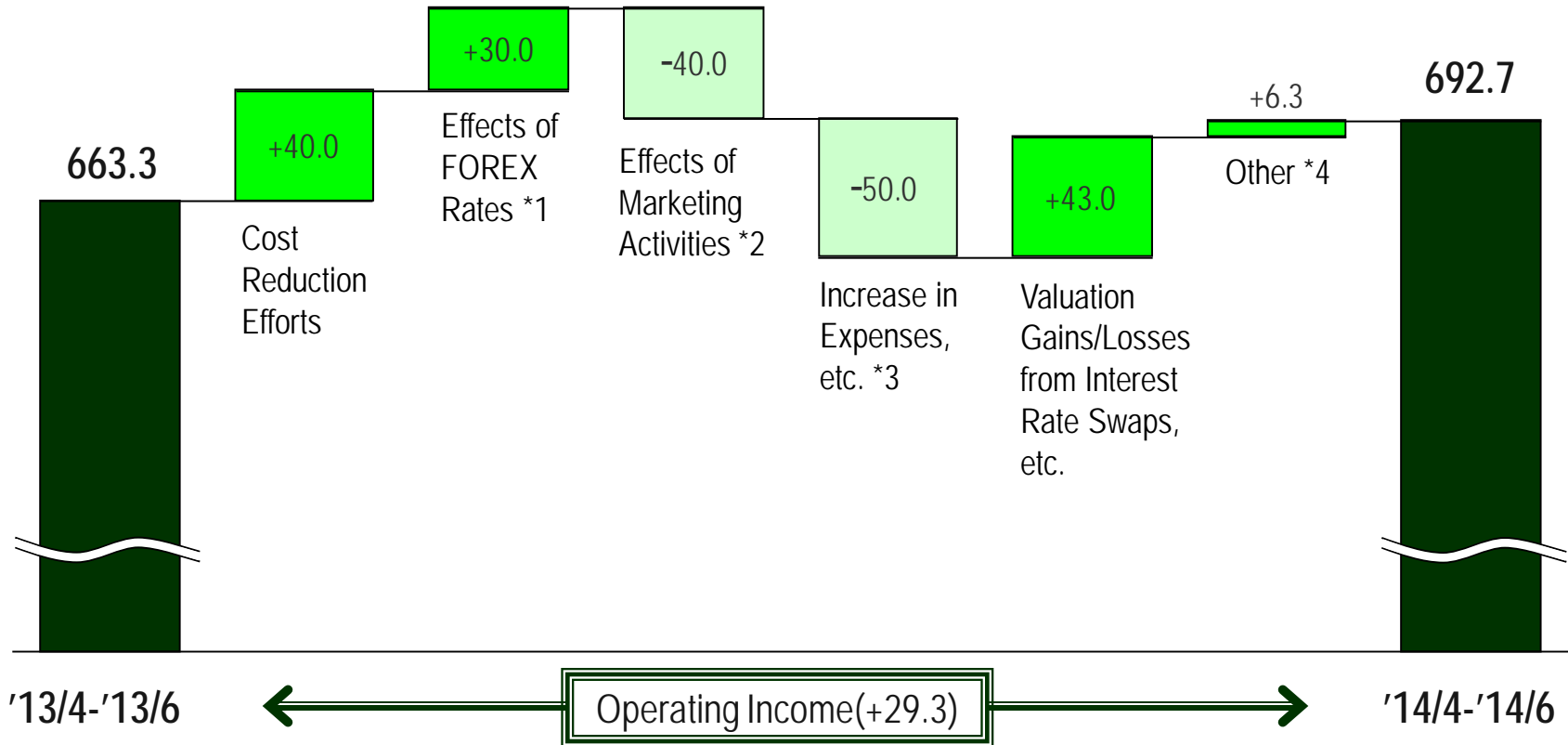
(billions of yen)

	FY2014 1Q (^{'13/4} - ^{'13/6})	FY2015 1Q (^{'14/4} - ^{'14/6})	Change		
Net Revenues	6,255.3	6,390.6	+135.3	+2.2%	
Operating Income	663.3	692.7	+29.3	+4.4%	
Operating margin	10.6%	10.8%	-	-	
Income before income taxes and equity in earnings of affiliated companies	724.1	771.8	+47.6	+6.6%	
Net Income*	562.1	587.7	+25.5	+4.6%	
Net margin*	9.0%	9.2%	-	-	
Net income per share* (diluted)	177.32 yen	185.34 yen	+8.02 yen	-	
FOREX	US\$	99 yen	102 yen	+3 yen	-
Rates	€	129 yen	140 yen	+11 yen	-

* Net Income attributable to Toyota Motor Corporation

Analysis of Consolidated Operating Income

(billions of yen)



***1. Details by currency**

US\$	+30.0
€	+10.0
Other	-10.0

***2. Details**

Volume, Model Mix	-70.0
Financial Services	+5.0
Other	+25.0

***3. Details**

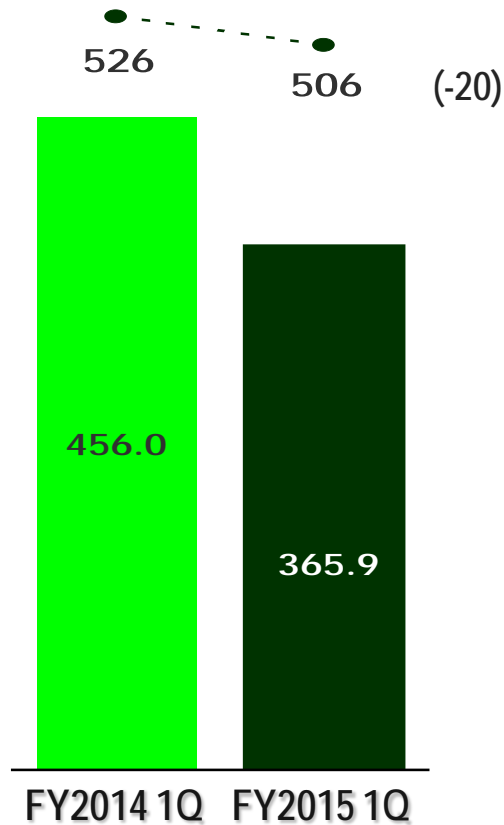
Labor Costs	-20.0	Depreciation and CAPEX-related Expenses	±0
R&D Expenses	-5.0	Other	-25.0

***4. Details**

Translational FOREX impact concerning overseas subsidiaries	±0
Other	+6.3

Geographic Operating Income : Japan

- Operating Income (billions of yen)
- Consolidated Vehicle Sales (thousands of vehicles)



Operating Income Margin	FY2014 1Q	FY2015 1Q
	13.2%	11.1%

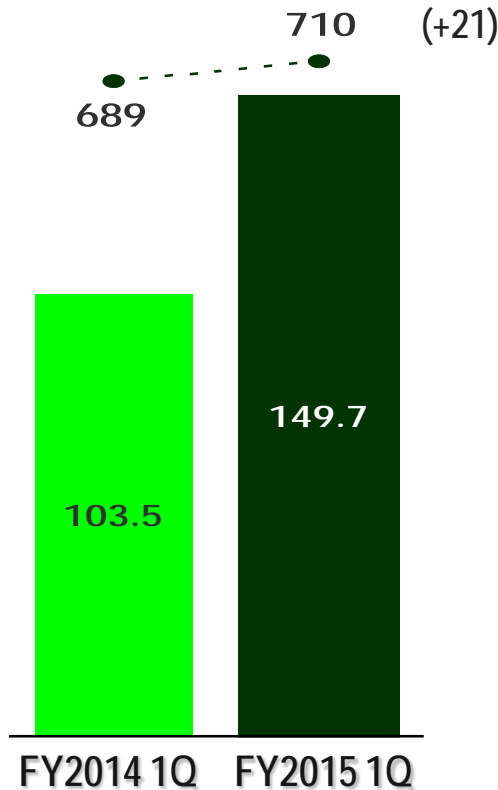
Operating Income
365.9 billion yen
 (-90.1 billion yen year on year)

Declined due to decreased vehicle sales and weaker model mix.



Geographic Operating Income : North America

- Operating Income (billions of yen)
 (Excluding Valuation Gains/Losses from Interest Rate Swaps, etc.)
- Consolidated Vehicle Sales (thousands of vehicles)



Operating Income

<Excluding Valuation Gains/Losses from Interest Rate Swaps, etc.>

149.7 billion yen

(+46.1 billion yen year on year)

Improved mainly due to increased vehicle sales and cost reduction efforts.

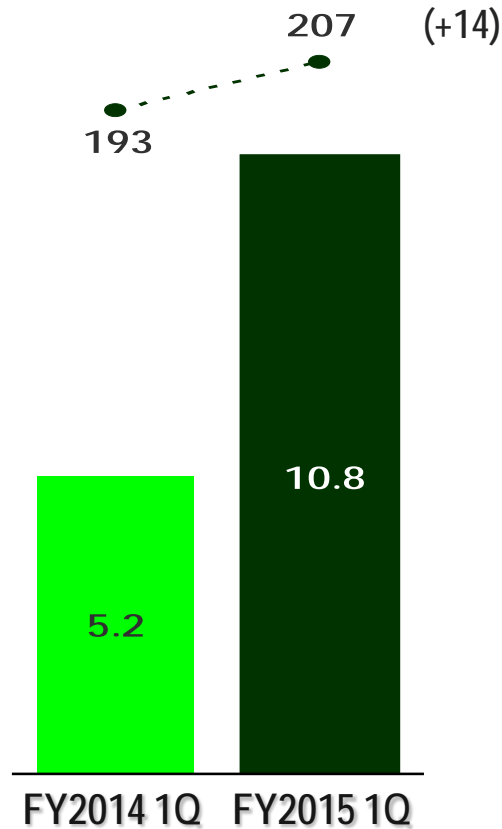
Operating Income Margin	4.9%	6.6%
Valuation Gains/Losses from Interest Rate Swaps, etc.	-20.9 billion yen	15.7 billion yen



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Geographic Operating Income : Europe

- Operating Income (billions of yen)
- Consolidated Vehicle Sales (thousands of vehicles)



Operating Income Margin	FY2014 1Q	FY2015 1Q
	0.9%	1.7%

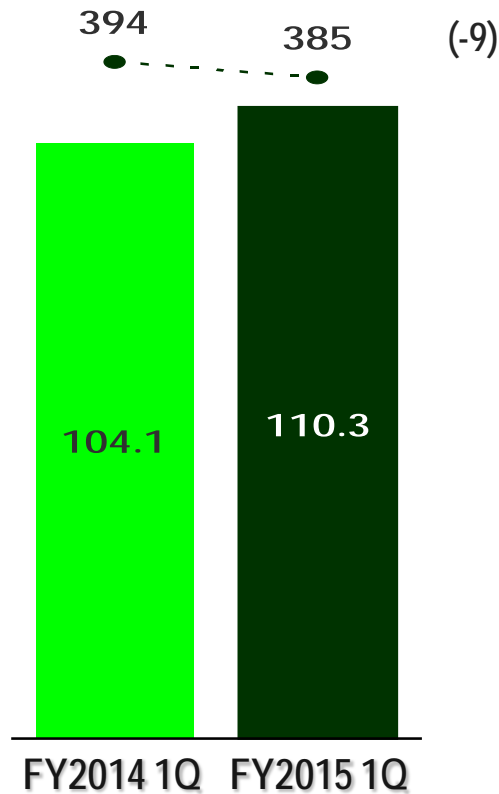
Operating Income
10.8 billion yen
 (+5.6 billion yen year on year)

Improved mainly due to cost reduction efforts and increased vehicle sales.



Geographic Operating Income : Asia

- Operating Income (billions of yen)
- Consolidated Vehicle Sales (thousands of vehicles)



Operating Income
110.3 billion yen
 (+6.2 billion yen year on year)

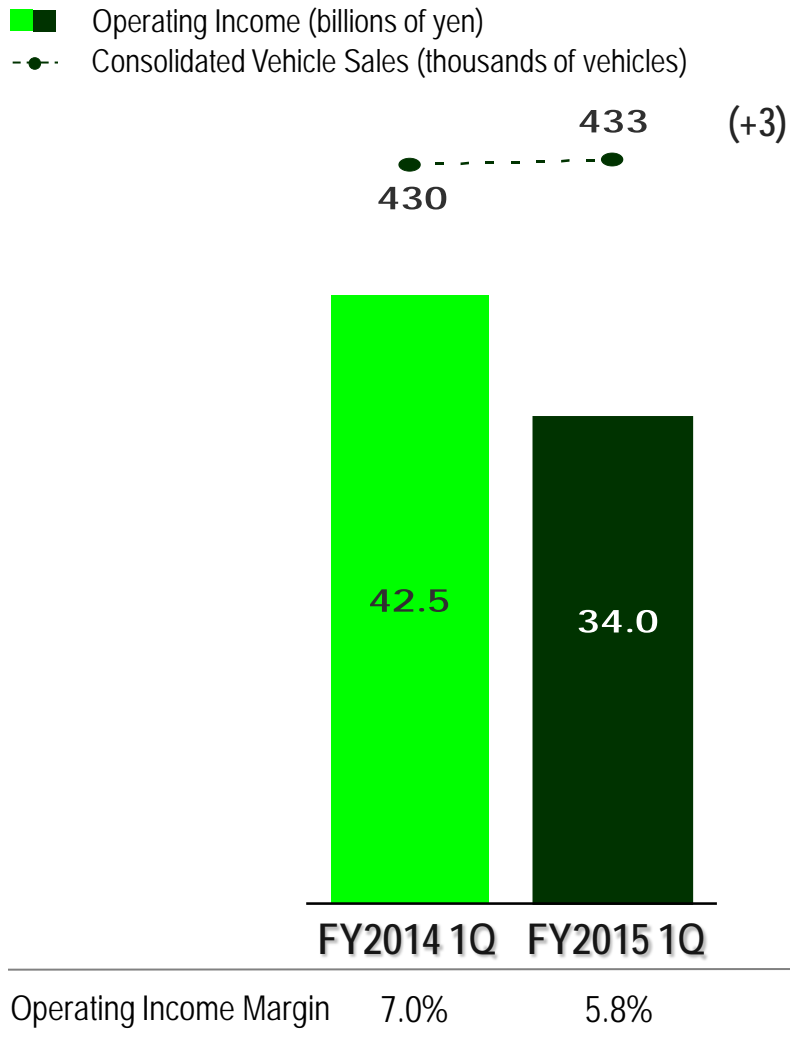
Increased mainly due to cost reduction efforts and favorable foreign exchange rates.

Operating Income Margin	8.6%	9.2%
	FY2014 1Q	FY2015 1Q



YARIS(Indonesia)

Geographic Operating Income : Central & South America, Oceania, Africa and The Middle East



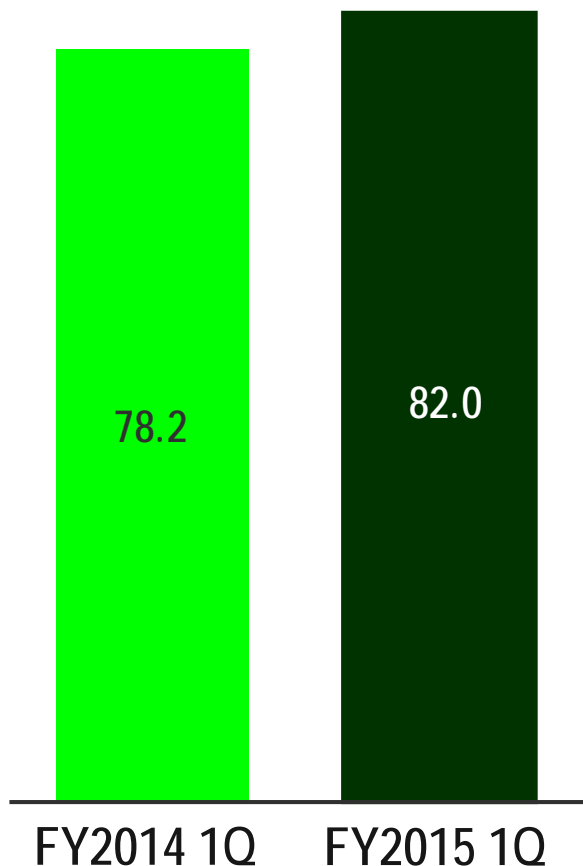
Operating Income
 34.0 billion yen
 (-8.4 billion yen year on year)

Declined primarily due to reduced vehicle production and depreciation of the local currencies.



Financial Services Operating Income

(billions of yen)



Operating Income

< Excluding Valuation Gains/Losses from Interest Rate Swaps, etc. >

82.0 billion yen

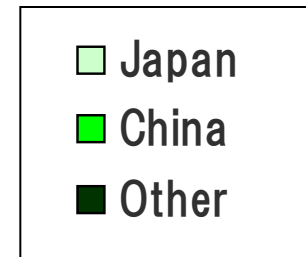
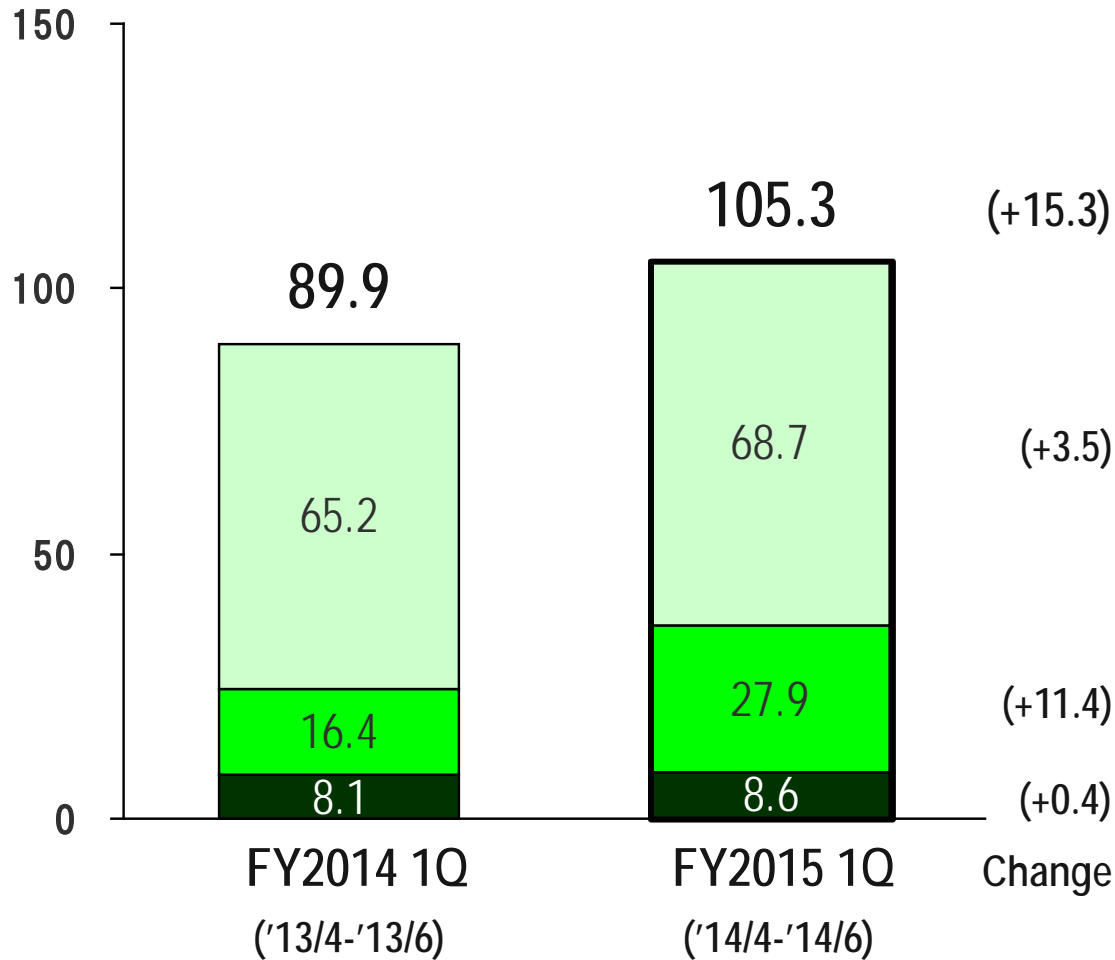
(+3.8 billion yen year on year)

Improved mainly due to increased lending balance and translational impact of the foreign currencies.

	FY2014 1Q	FY2015 1Q	Change
Operating Income	51.2	98.2	+46.9
Valuation Gains/Losses from Interest Rate Swaps, etc.	-26.9	16.1	+43.0
Operating Income Excluding Valuation Gains/Losses from Interest Rate Swaps, etc.	78.2	82.0	+3.8

Equity in Earnings of Affiliated Companies

(billions of yen)



	'13/1-3	'14/1-3
Retail Sales Volume	185	228

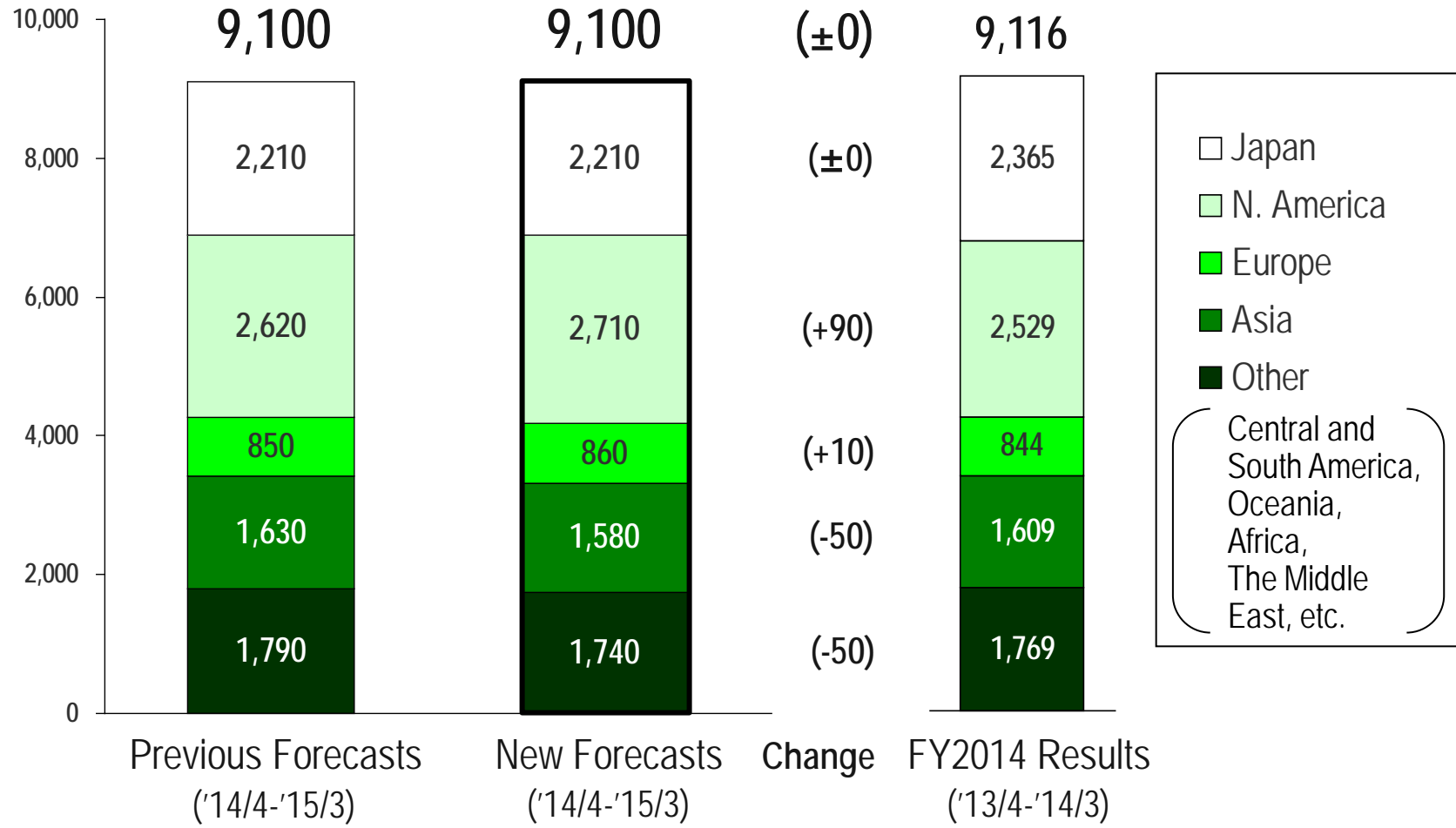
FY2015 First Quarter Financial Results

FY2015 First Quarter Financial Performance

FY2015 Financial Forecasts

FY2015 Forecasts: Consolidated Vehicle Sales

(thousands of vehicles)



Total retail vehicle sales in thousands	10,250	10,250	±0	10,133
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FY2015 Forecasts: Consolidated Financial Summary

(billions of yen)

No Change from Previous Forecasts

	Previous Forecasts (^{'14/4} - ^{'15/3})	New Forecasts (^{'14/4} - ^{'15/3})	Change	FY2014 Results (^{'13/4} - ^{'14/3})
Net Revenues	25,700.0	25,700.0	±0	25,691.9
Operating Income	2,300.0	2,300.0	±0	2,292.1
Operating margin	8.9%	8.9%	-	8.9%
Income before income taxes and equity in earnings of affiliated companies	2,390.0	2,390.0	±0	2,441.0
Equity in earnings of affiliated companies	300.0	300.0	±0	318.3
Net Income^{*1}	1,780.0	1,780.0	±0	1,823.1
Net margin ^{*1}	6.9%	6.9%	-	7.1%
FOREX Rates	US\$ 100 yen	101 yen ^{*2}	+1 yen	100 yen
	€ 140 yen	136 yen ^{*2}	- 4 yen	134 yen

*1 Net Income attributable to Toyota Motor Corporation

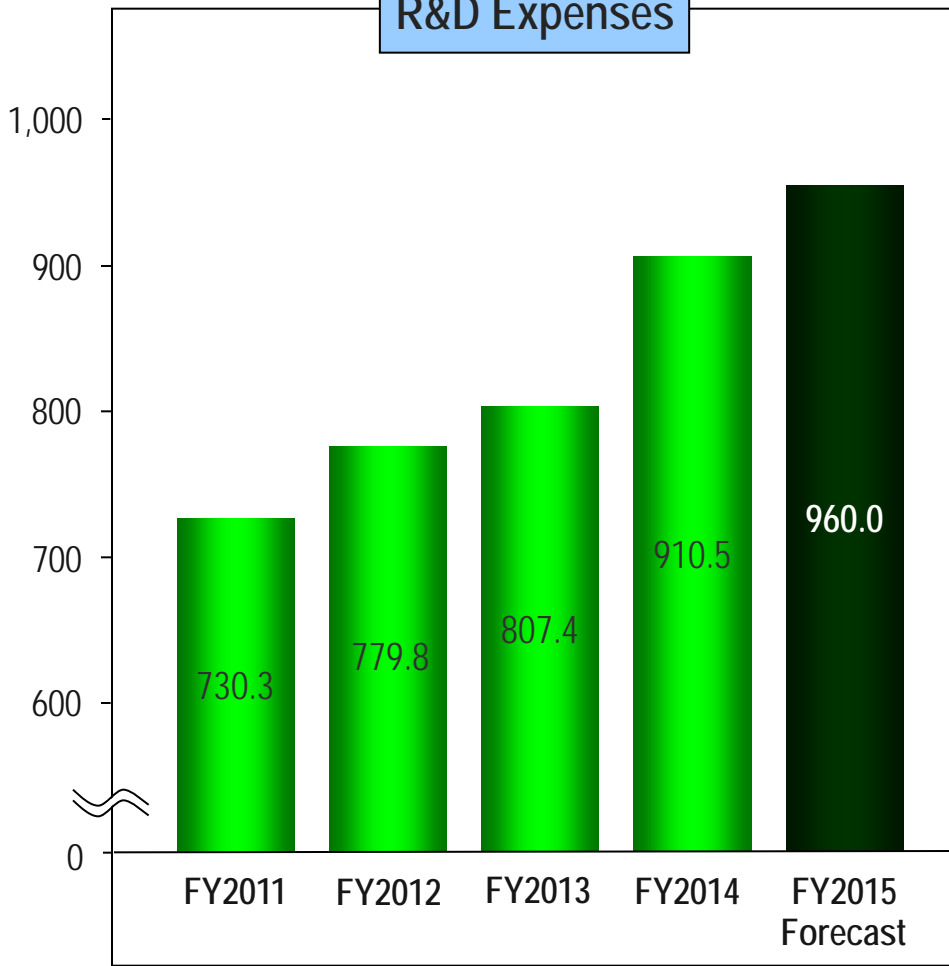
*2 FOREX Rate assumptions: 100 yen against the U.S. dollar and 135 yen against the Euro from July 2014 to March 2015

FY2015 Consolidated Forecasts: CAPEX, Depreciation, R&D

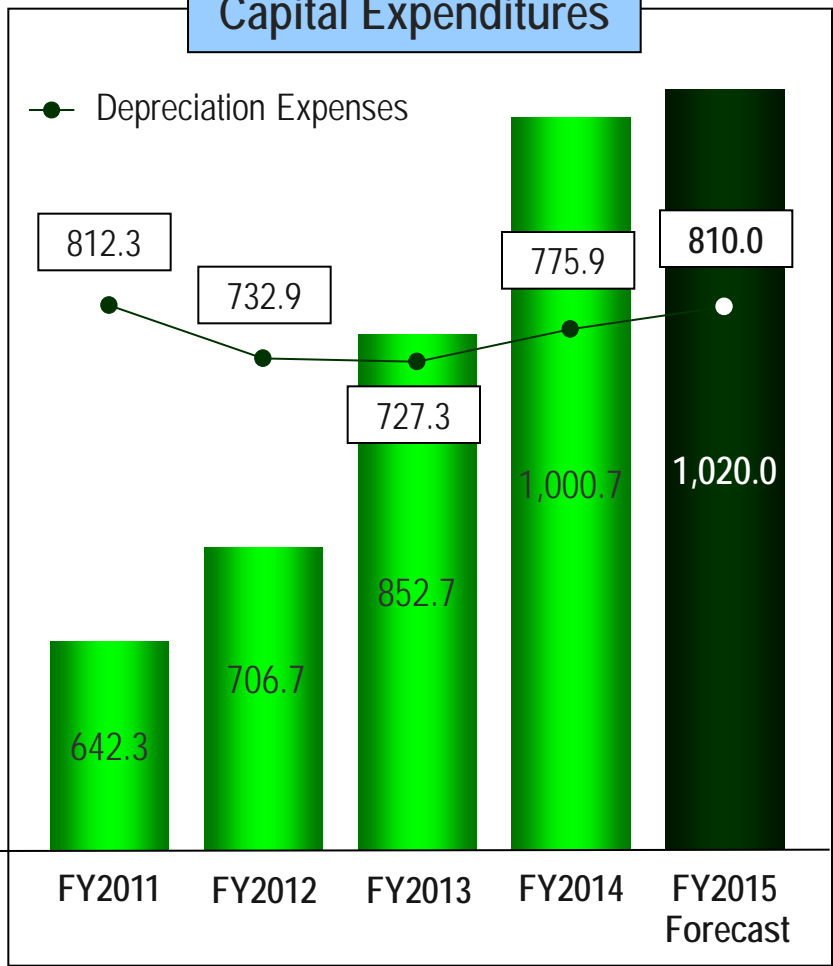
(billions of yen)

No Change from Previous Forecasts

R&D Expenses



Capital Expenditures



FY2015 First Quarter Financial Results



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Toyota Motor Corporation
August 5, 2014

(Reference)

FY2015 Forecasts: Vehicle Production and Retail Sales

(thousands of vehicles)

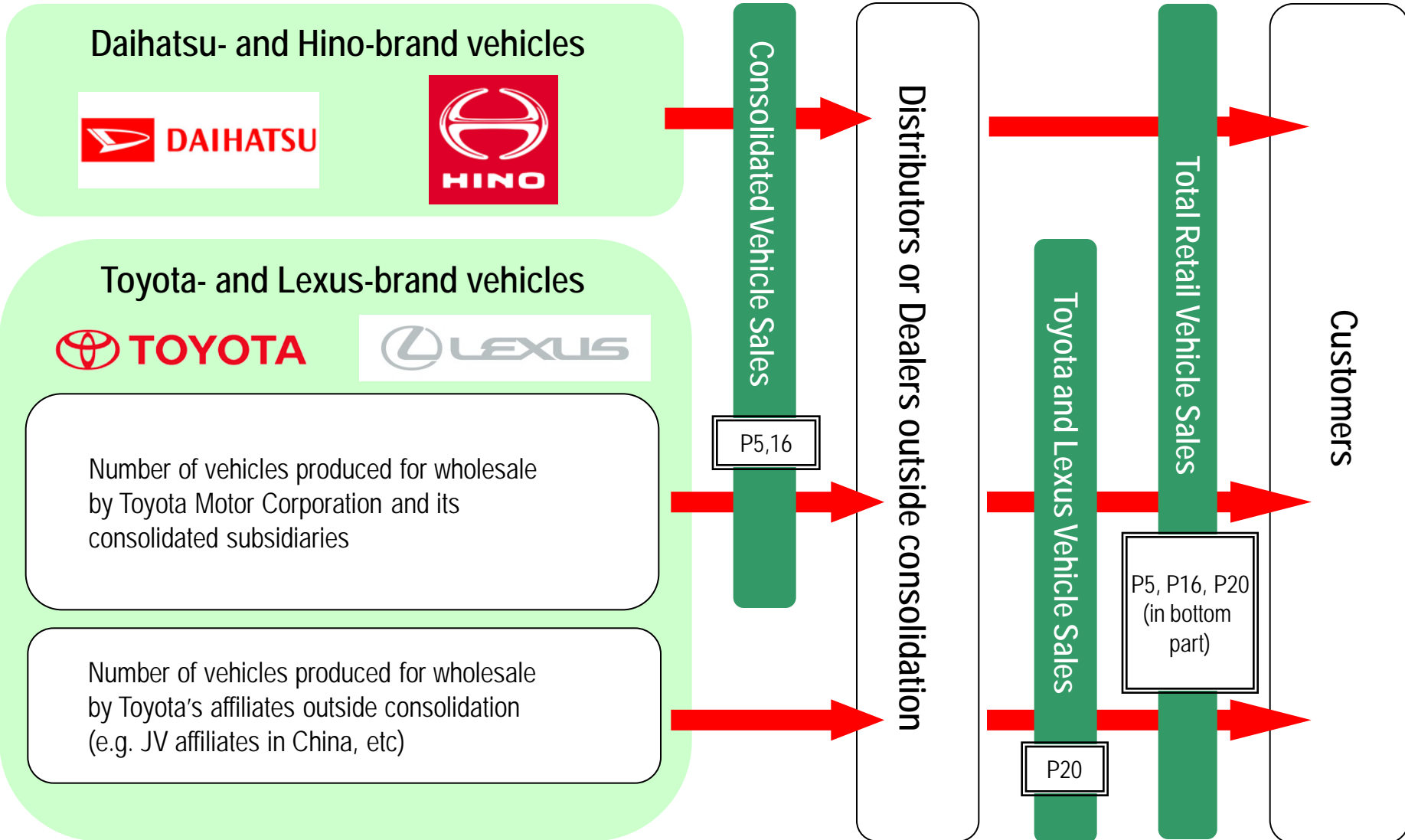
		Previous Forecasts (‘14/4-‘15/3)	New Forecasts (‘14/4-‘15/3)	Revised Sales and Production Plan for CY2014 (‘14/1-‘14/12)	
T o y o t a & L e x u s	Vehicle Production ^{*1}	Japan	3,200	3,200	3,300
		Overseas	5,950	5,950	5,830
		Total	9,150	9,150	9,130
	Vehicle Retail Sales ^{*2}	Japan	1,450	1,450	1,550
		Overseas	7,750	7,750	7,600
		Total	9,200	9,200	9,150
	Exports		1,750	1,750	—
Total Vehicle Retail Sales ^{*2} (Including Daihatsu- & Hino- brand)		10,250	10,250	10,220	

*1 Including vehicle production by Toyota's affiliates outside consolidation

*2 Including vehicle sales by Toyota's affiliates outside consolidation

(Reference)

Definitions of Consolidated and Retail Vehicle Sales



*There are a limited number of exceptional cases where sales are made other than in accordance with the flowchart above.