

FY2016 First Quarter Financial Results



SIENTA

Toyota Motor Corporation
August 4, 2015

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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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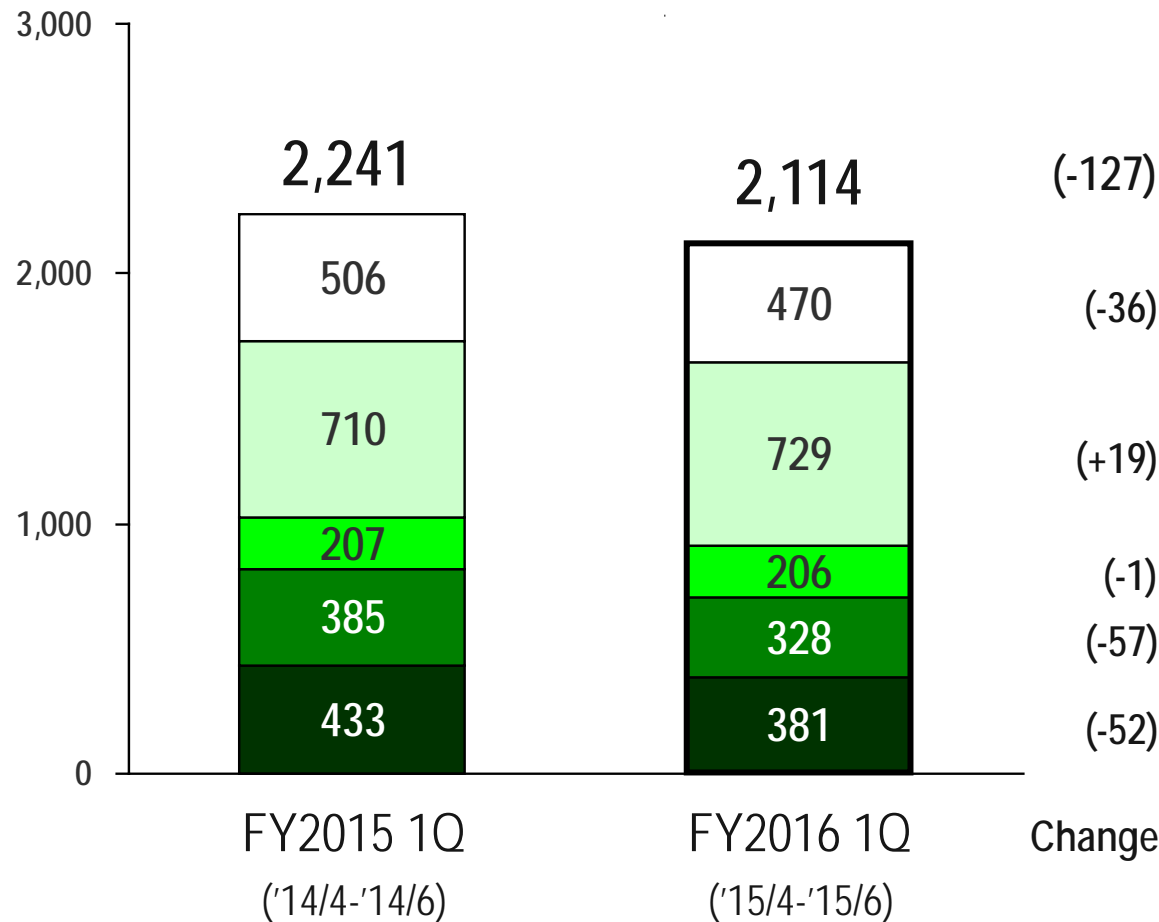
FY2016 First Quarter Financial Results

FY2016 First Quarter Financial Performance

FY2016 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	2,513	2,502	-11
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Consolidated Financial Summary

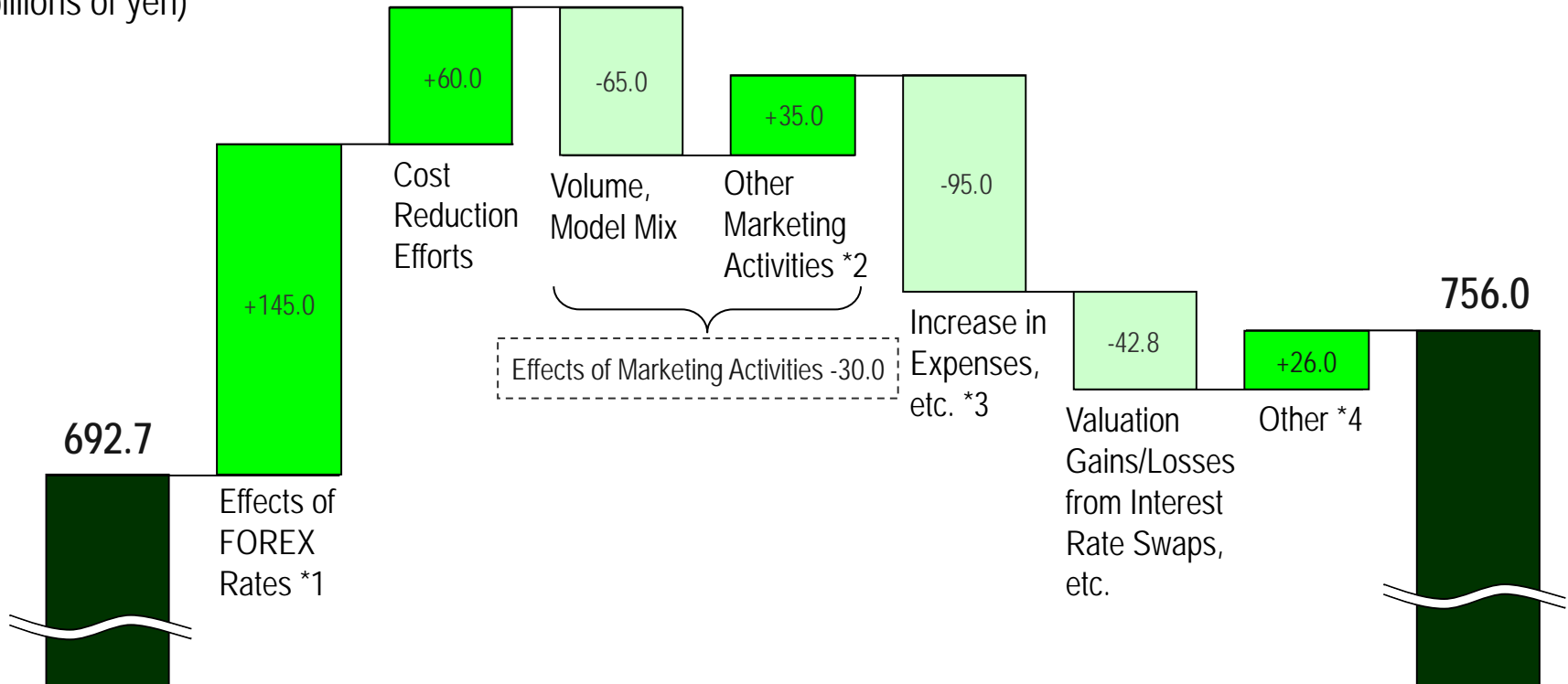
(billions of yen)

	FY2015 1Q (^{'14} / ₄ - ^{'14} / ₆)	FY2016 1Q (^{'15} / ₄ - ^{'15} / ₆)	Change		
Net Revenues	6,390.6	6,987.6	+596.9	+9.3%	
Operating Income	692.7	756.0	+63.2	+9.1%	
Operating margin	10.8%	10.8%	-	-	
Income before income taxes and equity in earnings of affiliated companies	771.8	845.2	+73.4	+9.5%	
Net Income*	587.7	646.3	+58.6	+10.0%	
Net margin*	9.2%	9.3%	-	-	
Net income per share* (diluted)	185.34 yen	205.30 yen	+19.96 yen	-	
FOREX Rates	US\$	102 yen	121 yen	+19 yen	-
	€	140 yen	134 yen	-6 yen	-

* Net Income attributable to Toyota Motor Corporation

Analysis of Consolidated Operating Income

(billions of yen)



'14/4-'14/6

Operating Income (+63.2)

'15/4-'15/6

***1. Details by currency**

US\$	+175.0
€	-5.0
Other	-25.0

***2. Details**

Financial Services	+5.0
Other	+30.0

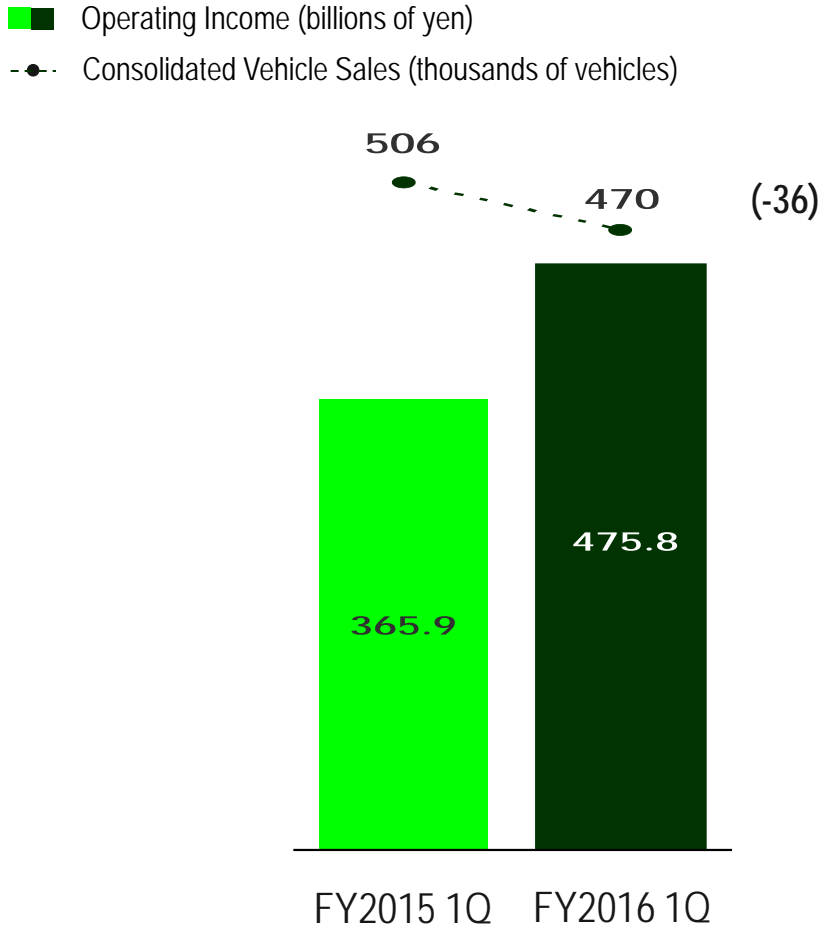
***3. Details**

Labor Costs	-30.0	Depreciation and CAPEX-related Expenses	-5.0
R&D Expenses	-20.0	Other	-40.0

***4. Details**

Translational FOREX impact concerning overseas subsidiaries	+30.0
Other	-4.0

Geographic Operating Income : Japan



Operating Income
 475.8 billion yen
 (+109.8 billion yen year on year)

Increased due to favourable foreign exchange rates and cost reduction efforts.

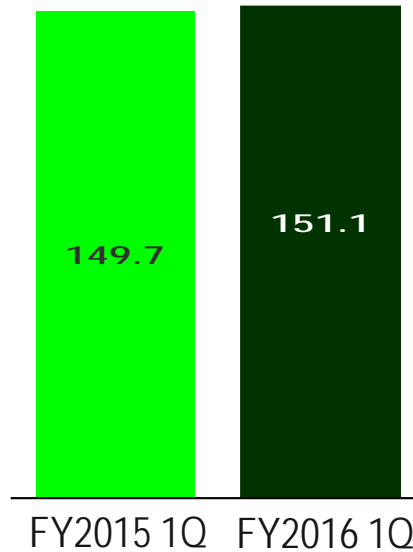


Operating Income Margin	11.1%	13.6%	
Toyota- and Lexus-brand Retail Sales Volume (thousands of vehicles)	320	335	(+15)
Market Share (excluding mini vehicles)	47.5%	47.9%	

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)

710 ----- 729 (+19)



Operating Income

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

151.1 billion yen

(+1.4 billion yen year on year)

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



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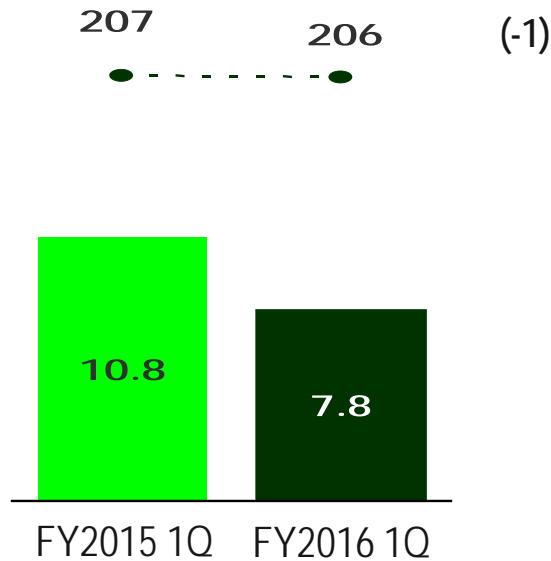
Operating Income Margin	6.6%	5.3%
Valuation Gains/Losses from Interest Rate Swaps, etc. (excluded from Operating Income)	15.7 billion yen	-24.3 billion yen

Geographic Operating Income : Europe

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

Operating Income
7.8 billion yen
 (-3.0 billion yen year on year)

Decreased mainly due to the transactional impact of the stronger Yen.

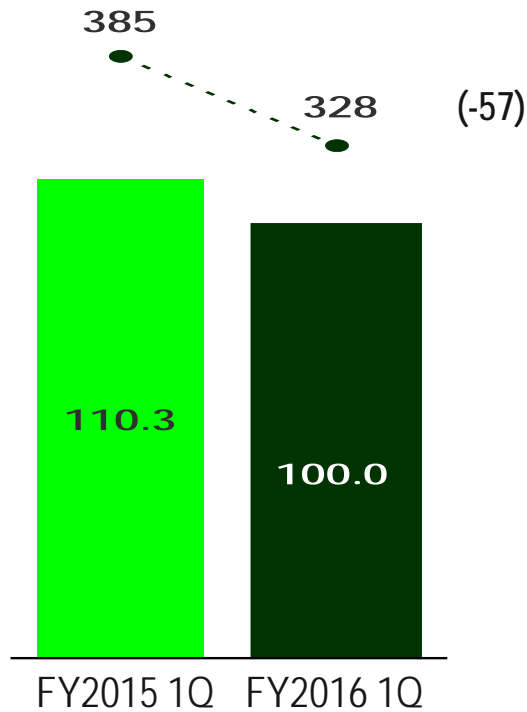


Operating Income Margin	FY2015 1Q	FY2016 1Q
	1.7%	1.2%



Geographic Operating Income : Asia

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



Operating Income

100.0 billion yen

(-10.2 billion yen year on year)

Declined as a result of decreased vehicle sales.

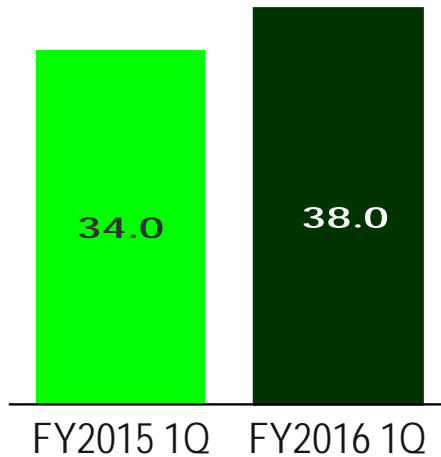


HILUX

Operating Income Margin	FY2015 1Q	FY2016 1Q
	9.2%	8.8%

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

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



Operating Income Margin	FY2015 1Q	FY2016 1Q
	5.8%	6.4%

Operating Income
38.0 billion yen
 (+3.9 billion yen year on year)

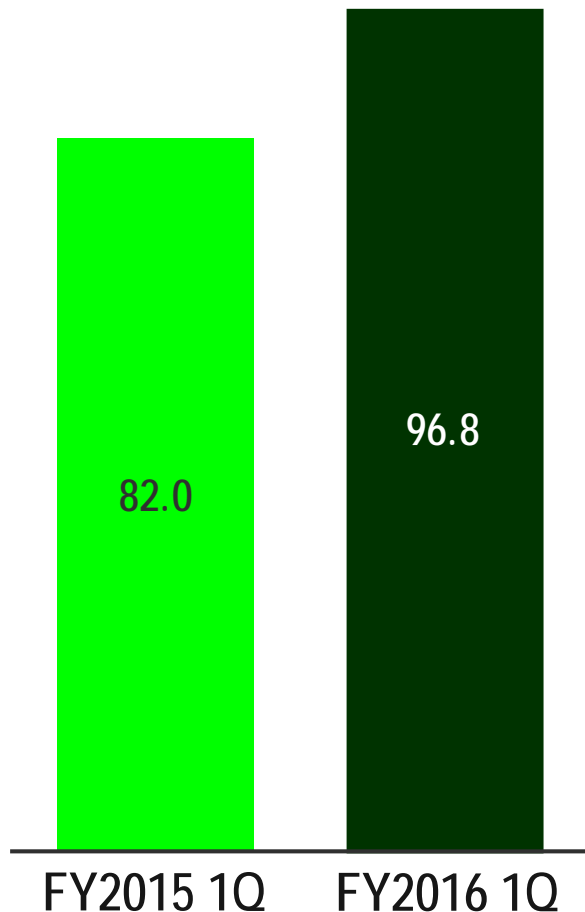
Increased due to marketing efforts such as pricing improvement.



ETIOS

Financial Services Operating Income

(billions of yen)



Operating Income

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

96.8 billion yen

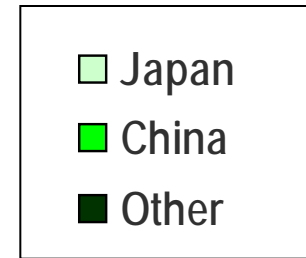
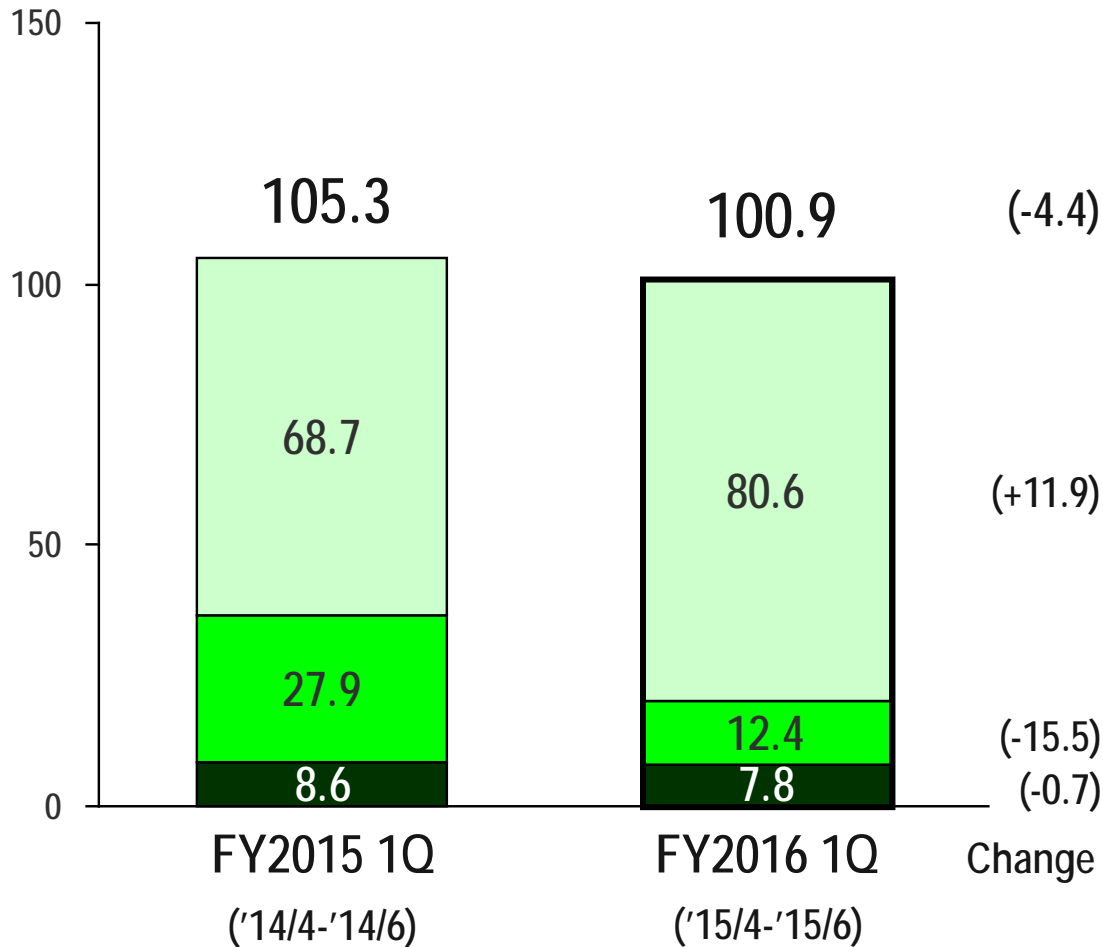
(+14.7 billion yen year on year)

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

	FY2015 1Q	FY2016 1Q	Change
Operating Income	98.2	70.1	-28.0
Valuation Gains/Losses from Interest Rate Swaps, etc.	16.1	-26.6	-42.8
Operating Income Excluding Valuation Gains/Losses from Interest Rate Swaps, etc.	82.0	96.8	+14.7

Equity in Earnings of Affiliated Companies

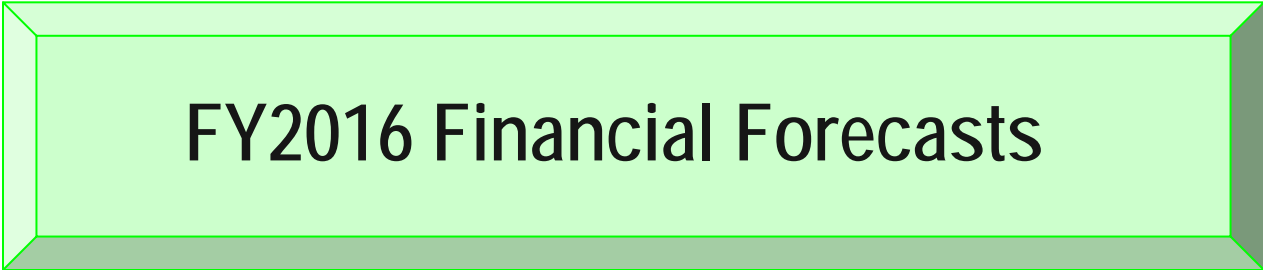
(billions of yen)



Retail Sales Results in China		
(thousands of vehicles)		
	'14/1-3	'15/1-3
Retail Sales Volume	228	228

FY2016 First Quarter Financial Results

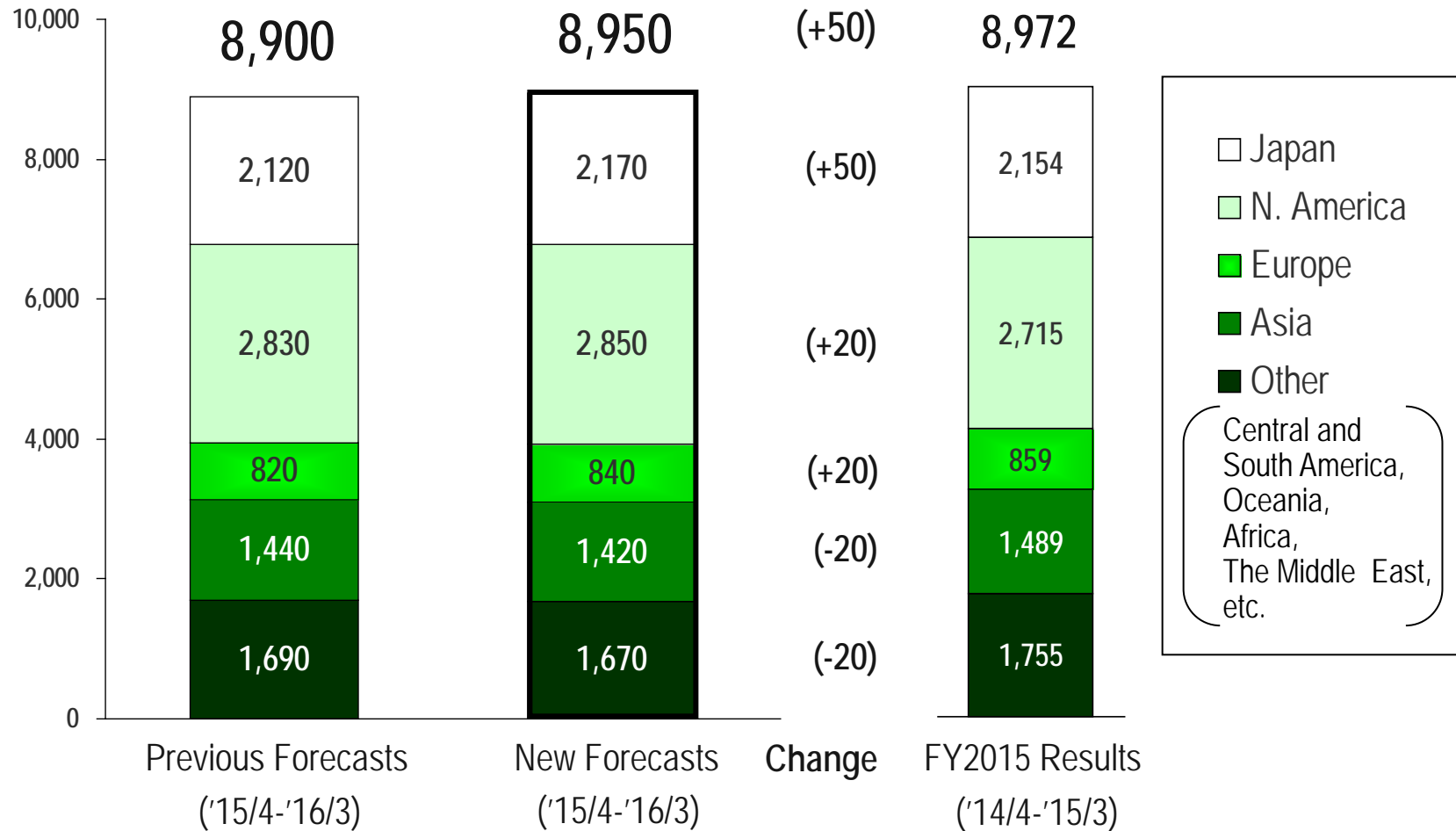
FY2016 First Quarter Financial Performance



FY2016 Financial Forecasts

FY2016 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	10,150	10,150	±0	10,168
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FY2016 Forecasts: Consolidated Financial Summary

(billions of yen)

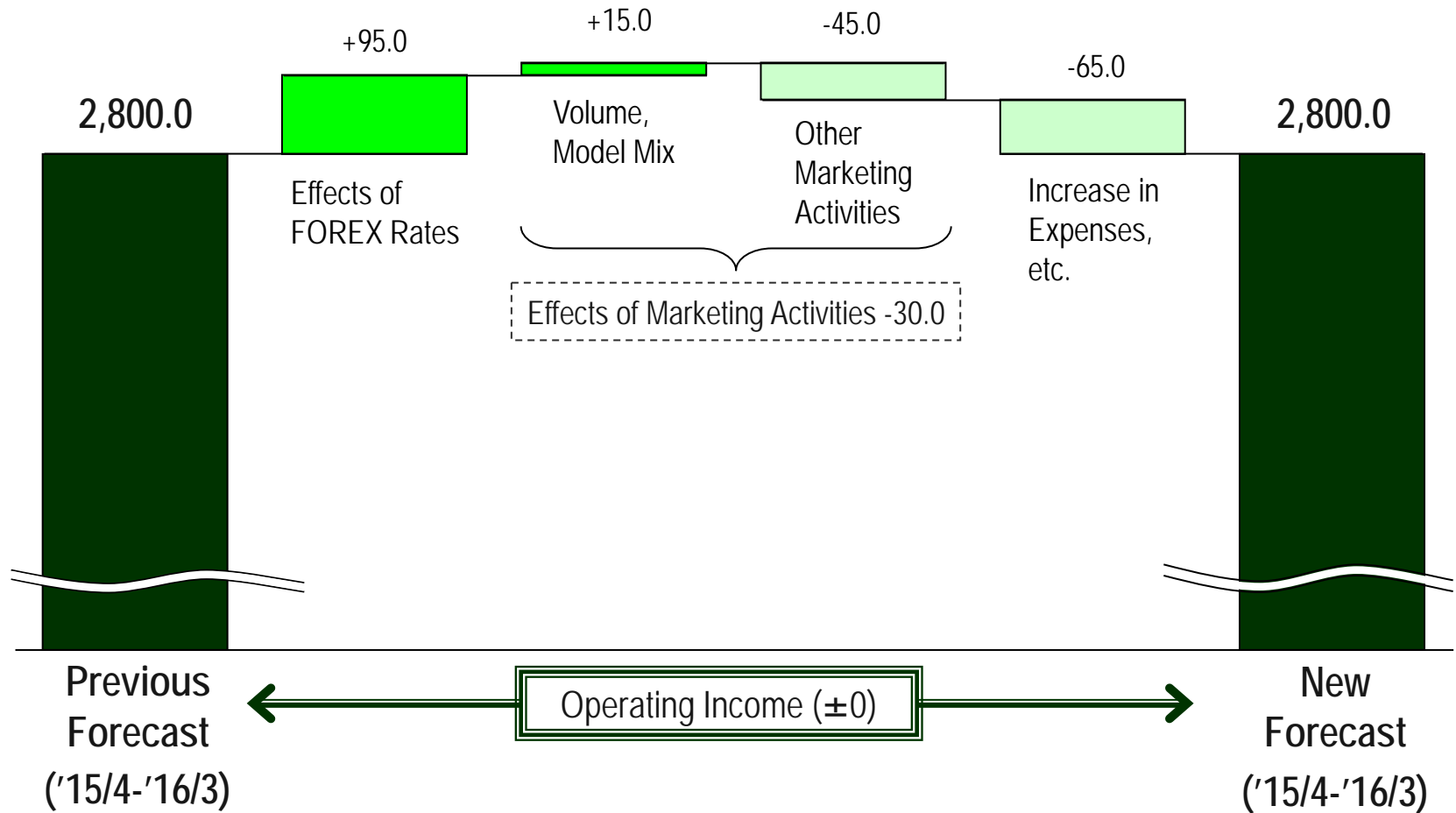
	Previous Forecasts (^{'15/4-} '16/3)	New Forecasts (^{'15/4-} '16/3)	Change	FY2015 Results (^{'14/4-} '15/3)
Net Revenues	27,500.0	27,800.0	+300.0	27,234.5
Operating Income	2,800.0	2,800.0	±0	2,750.5
Operating margin	10.2%	10.1%	-	10.1%
Income before income taxes and equity in earnings of affiliated companies	2,970.0	2,980.0	+10.0	2,892.8
Equity in earnings of affiliated companies	330.0	330.0	±0	308.5
Net Income^{*1}	2,250.0	2,250.0	±0	2,173.3
Net margin ^{*1}	8.2%	8.1%	-	8.0%
FOREX Rates	US\$ 115 yen	117 yen ^{*2}	+2	110 yen
	€ 125 yen	127 yen ^{*2}	+2	139 yen

*1 Net Income attributable to Toyota Motor Corporation

*2 FOREX Rate performance: 121 yen against the U.S. dollar and 134 yen against the Euro from April 2015 to June 2015
FOREX Rate assumptions: 115 yen against the U.S. dollar and 125 yen against the Euro from July 2015 to March 2016

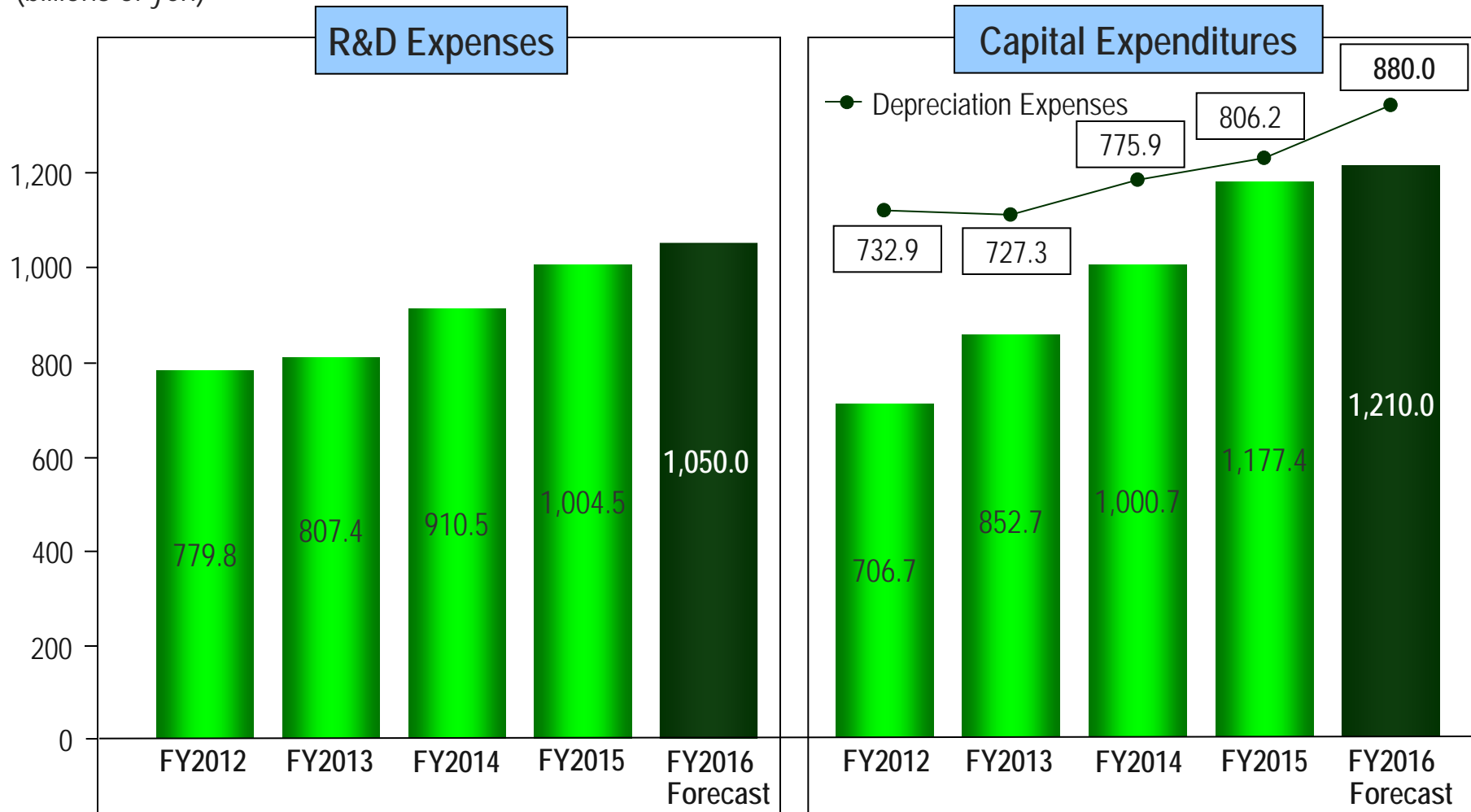
Analysis of FY2016 Forecasts: Consolidated Operating Income

(billions of yen)



FY2016 Consolidated Forecasts: R&D, CAPEX, Depreciation

(billions of yen)



Change from Previous Forecasts:

R&D Expenses ±0 billion yen Capital Expenditures +10.0 billion yen Depreciation Expenses +10.0 billion yen

FY2016 Forecasts: Line-up of Redesigned Vehicles in FY2016



HILUX



FORTUNER



LEXUS RX

(NY International Auto Show 2015 exhibition car)

FY2016 Forecasts: Line-up of Redesigned Vehicles in FY2016



FY2016 First Quarter Financial Results



TACOMA

Toyota Motor Corporation
August 4, 2015

(North American International
Auto Show 2015 exhibition car)

(Reference)

FY2016 Forecasts: Vehicle Production and Retail Sales

(thousands of vehicles)

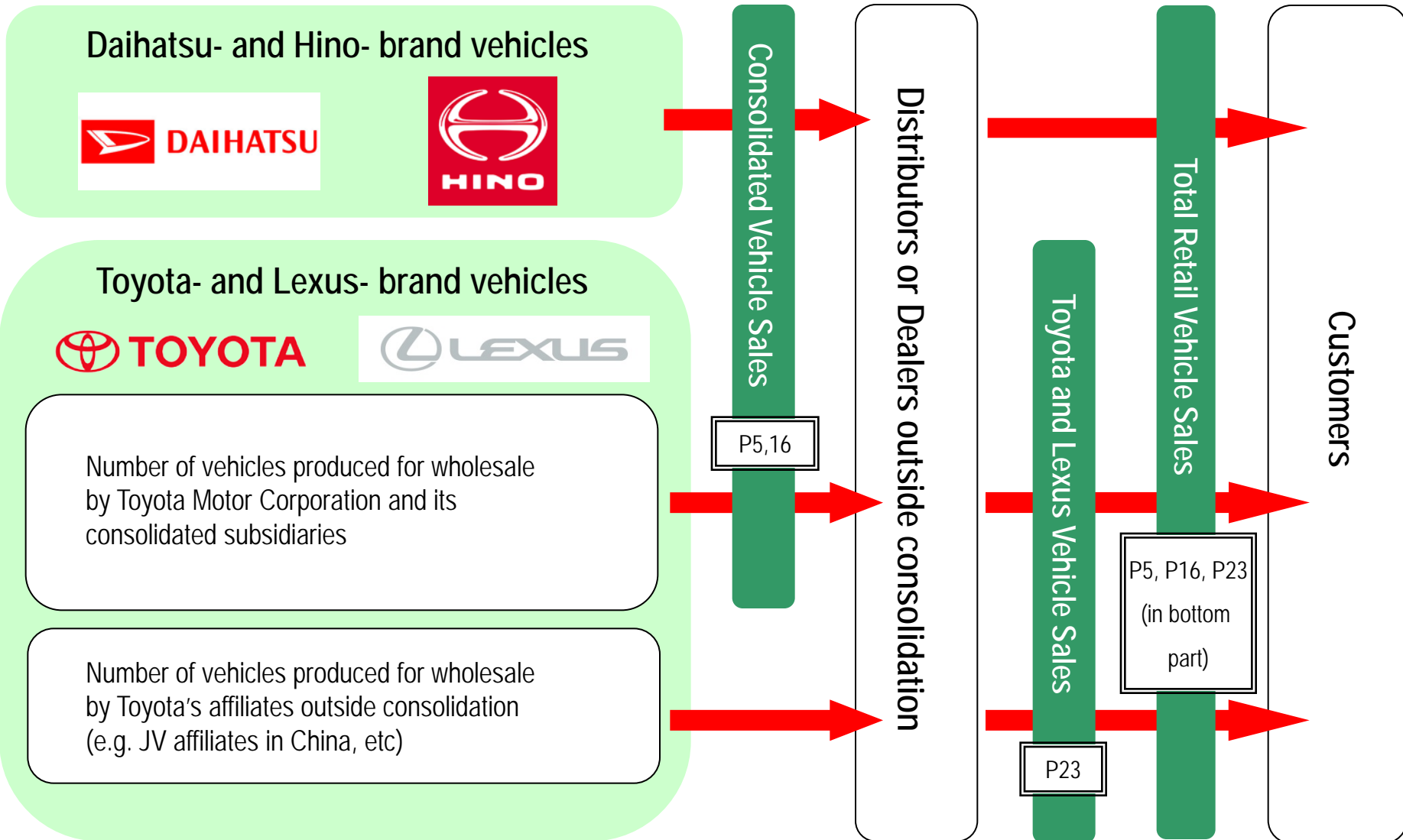
		Previous Forecasts (^{'15/4-'16/3})	New Forecasts (^{'15/4-'16/3})	Revised Sales and Production Plan for CY2015 (^{'15/1-'15/12})	
T o y o t a & L e x u s	Vehicle Production ^{*1}	Japan	3,200	3,250	3,210
		Overseas	5,850	5,850	5,800
		Total	9,050	9,100	9,010
	Vehicle Retail Sales ^{*2}	Japan	1,450	1,450	1,480
		Overseas	7,700	7,700	7,670
		Total	9,150	9,150	9,150
	Exports		1,800	1,800	-
Total Vehicle Retail Sales ^{*2} (Including Daihatsu- & Hino- brand)		10,150	10,150	10,120	

*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.