

FY2016 Financial Results



PRIUS

Toyota Motor Corporation
May 11, 2016

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.

Caution concerning Insider Trading

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 notified to a stock exchange and 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.

FY2016 Financial Results

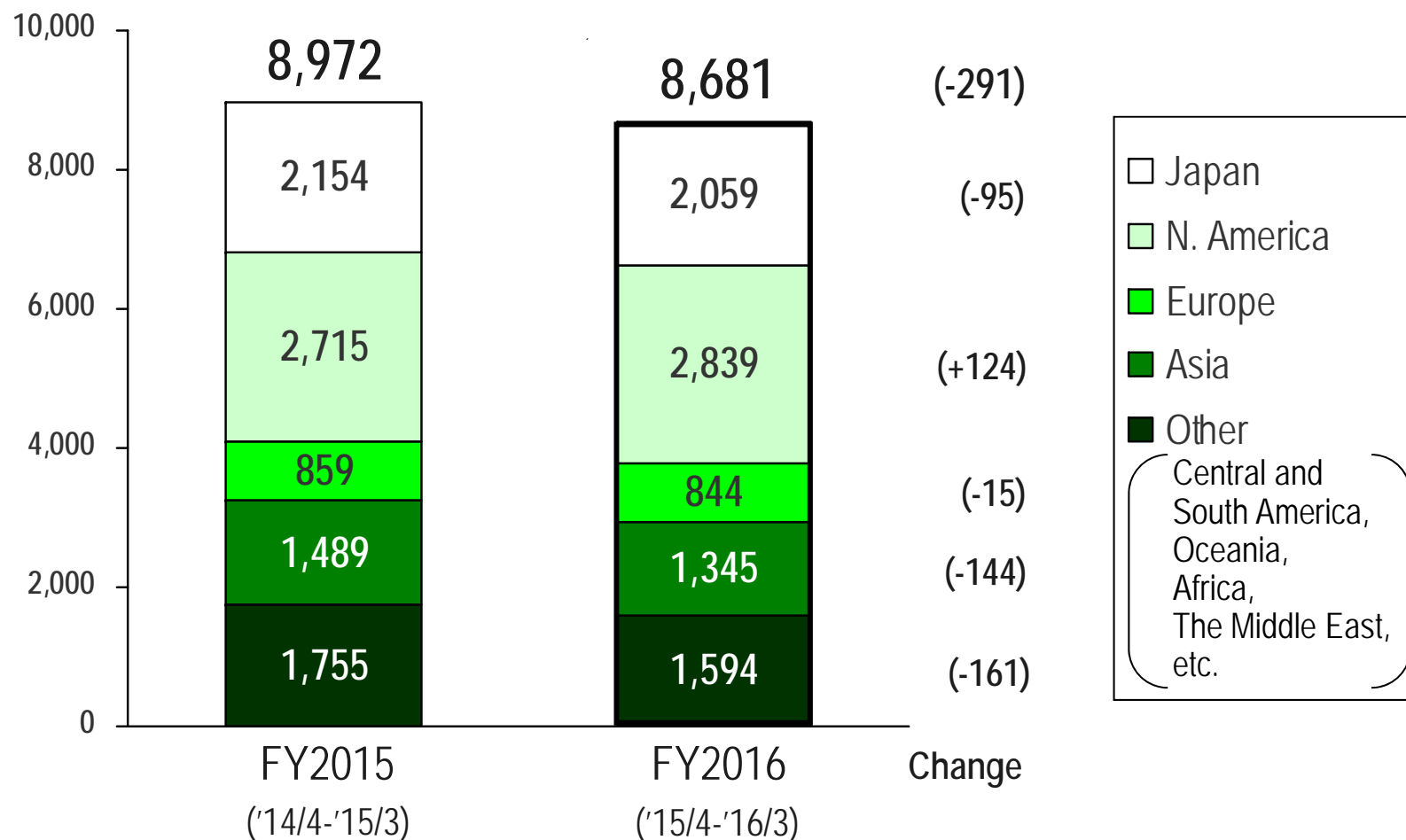


FY2016 Financial Performance

FY2017 Financial Forecasts

Consolidated Vehicle Sales

(thousands of vehicles)



Total retail vehicle sales in thousands	10,168	10,094	-74
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Consolidated Financial Summary

(billions of yen)

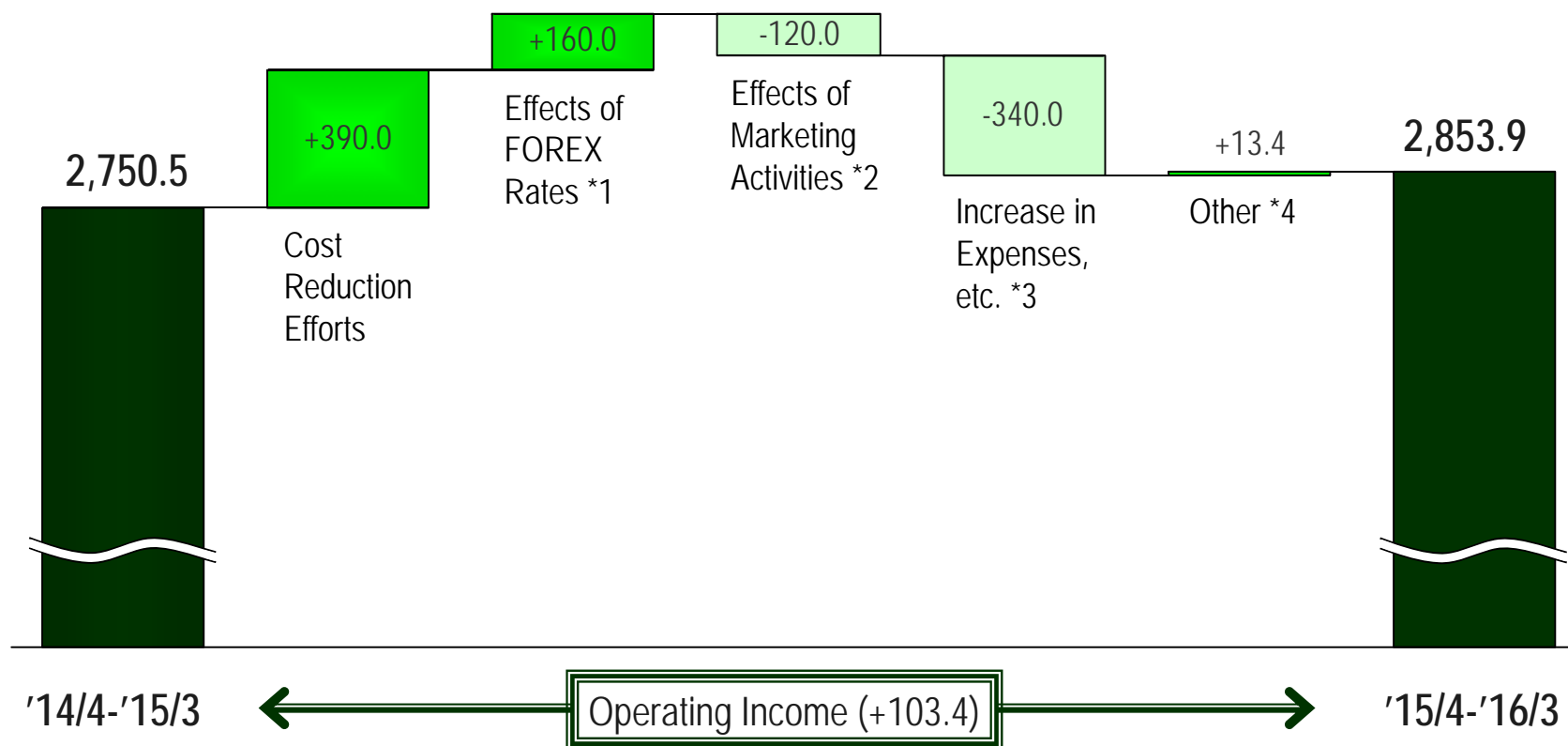
	FY2015 (^{'14/4} - ^{'15/3})	FY2016 (^{'15/4} - ^{'16/3})	Change	
Net Revenues	27,234.5	28,403.1	+1,168.5	+4.3%
Operating Income	2,750.5	2,853.9	+103.4	+3.8%
Operating margin	10.1%	10.0%	-	-
Income before income taxes and equity in earnings of affiliated companies	2,892.8	2,983.3	+90.5	+3.1%
Net Income^{*1}	2,173.3	2,312.6	+139.3	+6.4%
Net margin ^{*1}	8.0%	8.1%	-	-
Net income per share ^{*2} (diluted)	687.66 yen	735.36 yen	+47.70 yen	-
FOREX Rates	US\$ 110 yen	120 yen	+10 yen	-
	€ 139 yen	133 yen	-6 yen	-

*1 Net Income attributable to Toyota Motor Corporation

*2 Net Income attributable to common shareholders

Analysis of Consolidated Operating Income

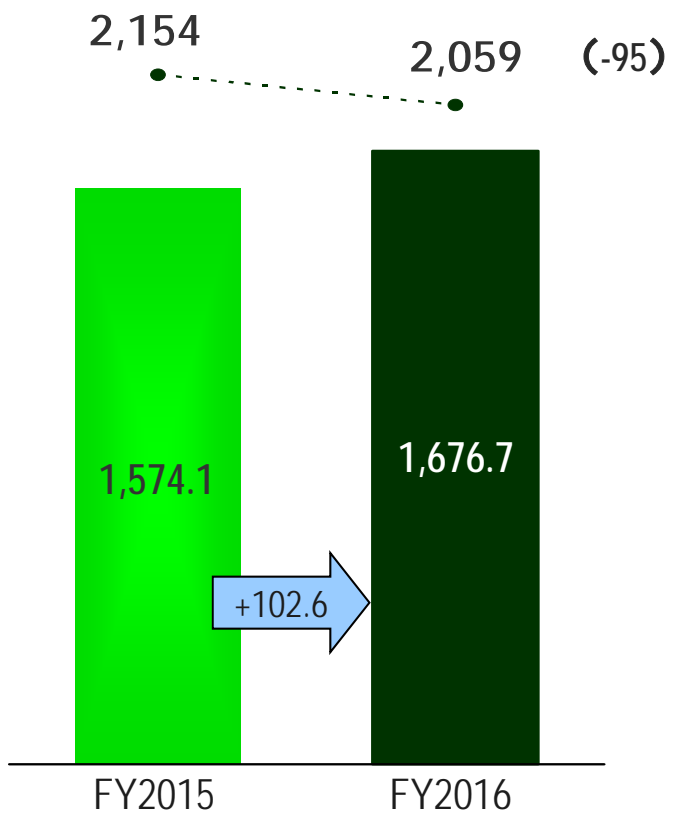
(billions of yen)



*1. Details by currency		*2. Details		*3. Details		*4. Details	
US\$	+390.0	Volume, Model Mix	-180.0	Labor Costs	-110.0	Translational FOREX Impact Concerning Overseas Subsidiaries	+35.0
€	-25.0	Financial Services	-10.0	R&D Expenses	-50.0	Other	-21.6
Other	-205.0	Other	+70.0	Depreciation and CAPEX-related Expenses, etc.	-130.0		

Geographic Operating Income : Japan

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



Operating Income*

1,676.7 billion yen (+102.6 billion yen year on year)

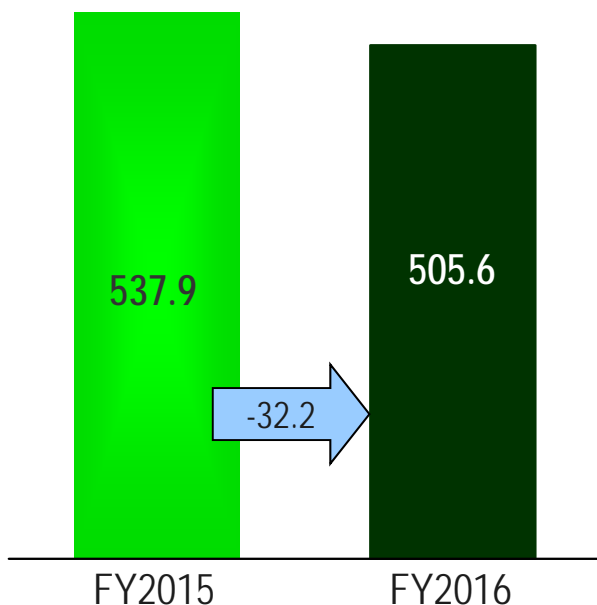
Increased mainly as a result of cost reduction efforts and favourable foreign exchange rates.

	FY2015	FY2016
Operating Income Margin	10.9%	11.4%
Operating Income including Valuation Gains/Losses from Interest Rate Swaps, etc. (billions of yen)	1,571.4	1,677.5



Geographic Operating Income : North America

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



Operating Income Margin	5.6%	4.6%
Operating Income including Valuation Gains/Losses from Interest Rate Swaps, etc. (billions of yen)	584.5	528.8

Operating Income*

505.6 billion yen (-32.2 billion yen year on year)

Decreased mainly due to deteriorated profitability of exports on account of the stronger dollar despite increased vehicle sales and cost reduction efforts.



Geographic Operating Income : Europe

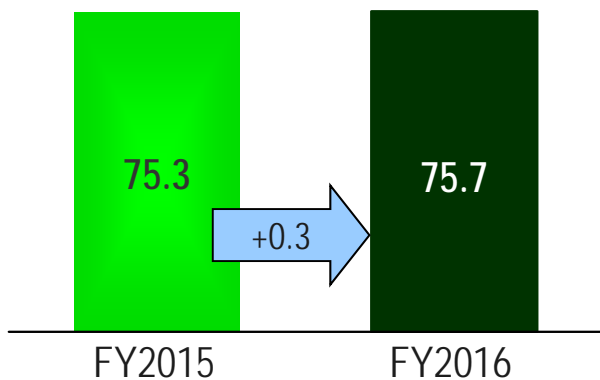
- Operating Income (billions of yen) *
- Consolidated Vehicle Sales (thousands of vehicles)
- * Excluding Valuation Gains/Losses from Interest Rate Swaps, etc.



Operating Income*

75.7 billion yen (+0.3 billion yen year on year)

Increased mainly as a result of marketing efforts such as pricing improvement and cost reduction efforts.



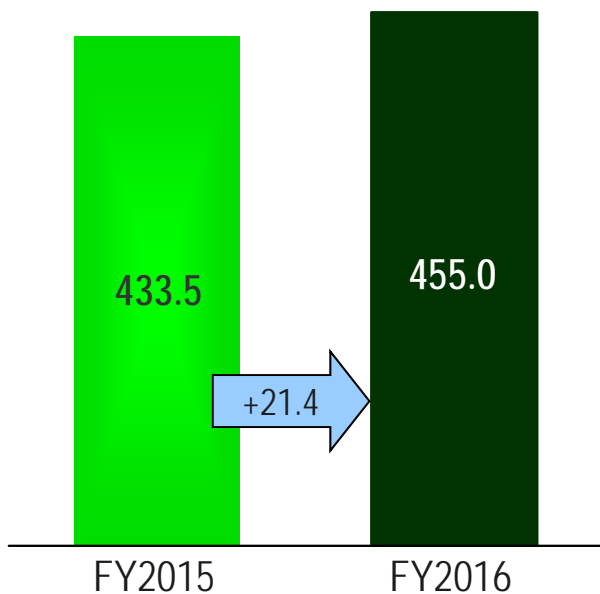
Operating Income Margin	2.6%	2.8%
Operating Income including Valuation Gains/Losses from Interest Rate Swaps, etc. (billions of yen)	81.1	72.4



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Geographic Operating Income : Asia

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



	FY2015	FY2016
Operating Income Margin	8.7%	9.1%
Operating Income including Valuation Gains/Losses from Interest Rate Swaps, etc. (billions of yen)	421.7	449.1

Operating Income*

455.0 billion yen (+21.4 billion yen year on year)

Increased mainly due to marketing efforts such as pricing improvement, improved export profitability on account of weaker local currencies, and cost reduction efforts.



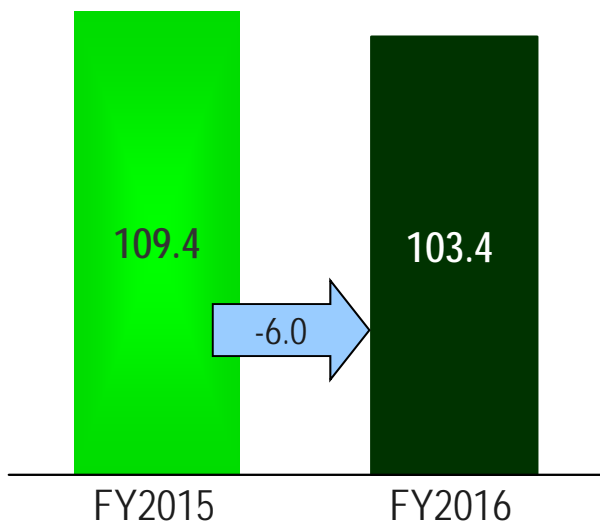
Geographic Operating Income : Central & South America, Oceania, Africa and The Middle East

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



Operating Income*
103.4 billion yen (-6.0 billion yen year on year)

Decreased mainly as a result of deteriorated import profitability due to weaker local currencies and rising labor costs with inflation in Central & South America.



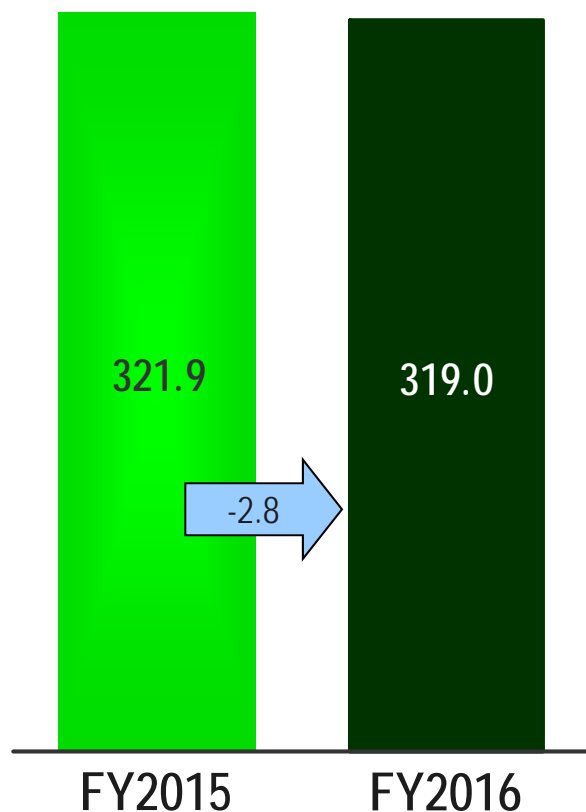
	FY2015	FY2016
Operating Income Margin	4.5%	4.7%
Operating Income including Valuation Gains/Losses from Interest Rate Swaps, etc. (billions of yen)	111.5	108.9



Financial Services Operating Income

■ Operating Income (billions of yen) *

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



Operating Income*

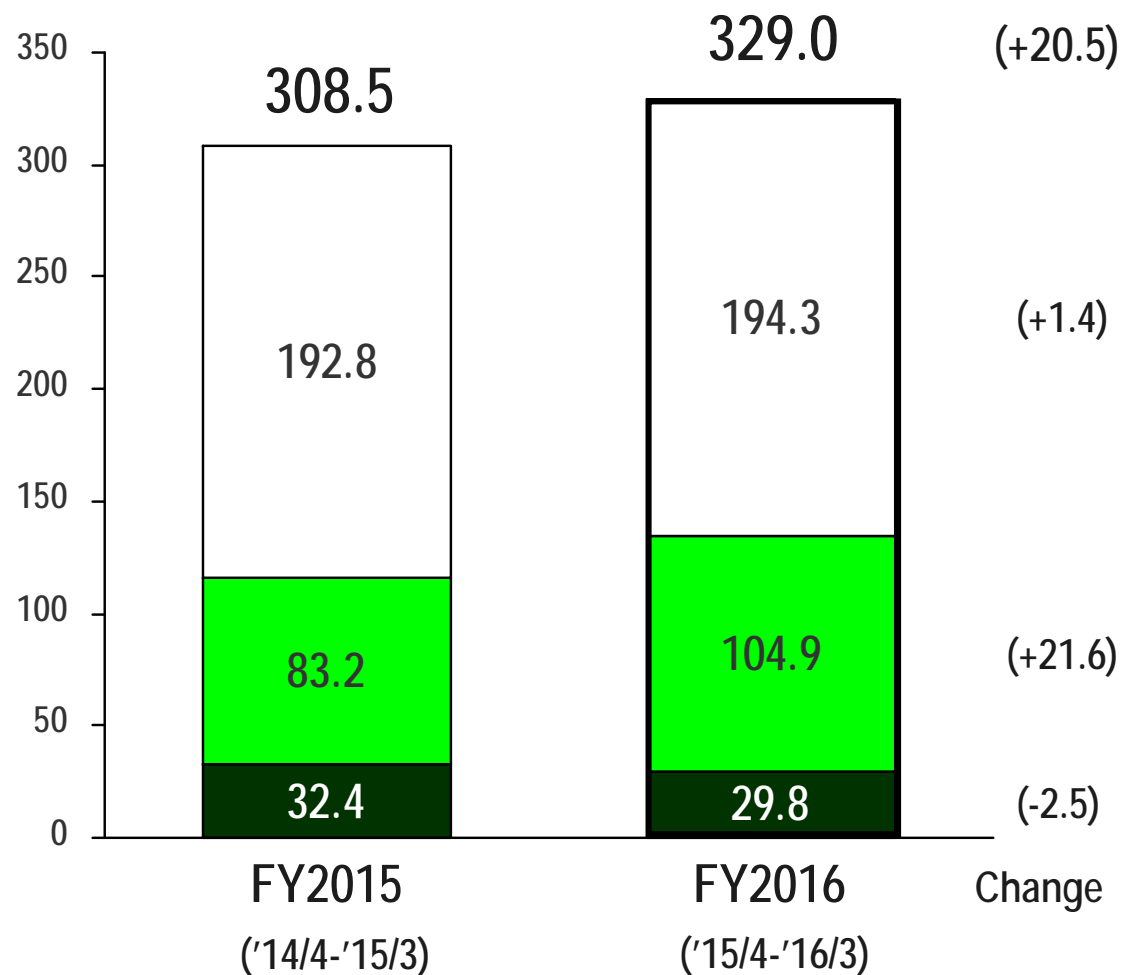
319.0 billion yen (-2.8 billion yen year on year)

Maintained the level of the previous fiscal year as increases in lending balance and margins offset increases in costs related to loan losses and residual-value losses.

	FY2015	FY2016	Change
Operating Income	361.8	339.2	-22.6
Valuation Gains/Losses from Interest Rate Swaps, etc.	39.8	20.1	-19.7
Operating Income Excluding Valuation Gains/Losses from Interest Rate Swaps, etc.	321.9	319.0	-2.8

Equity in Earnings of Affiliated Companies

(billions of yen)



Retail Sales Results in China
(thousands of vehicles)

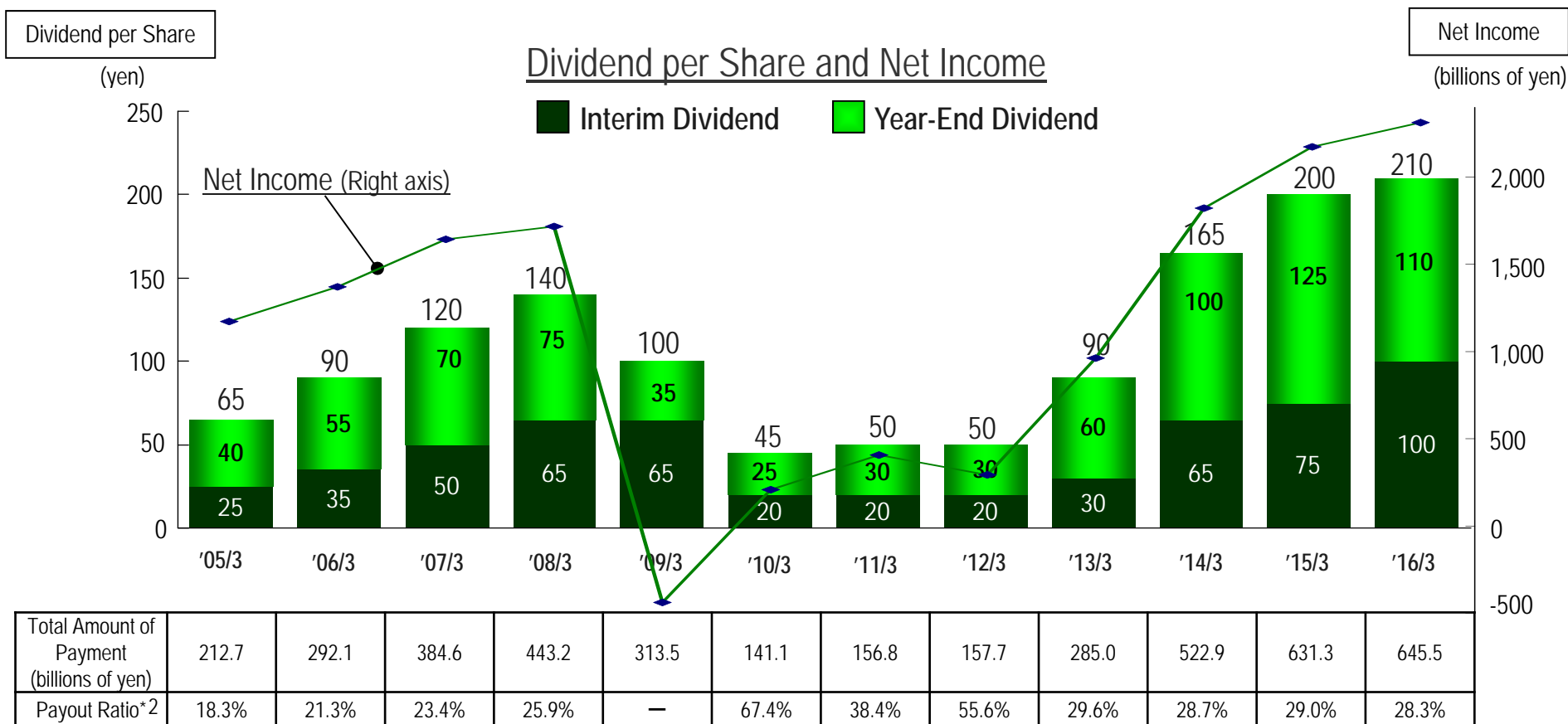
	'14/1-12	'15/1-12
Retail Sales Volume	1,032	1,122

Shareholder Return*1

Year-end Dividend : 110 yen per common share

Full-Year Dividend : 210 yen per share

Total Amount of Payment : 645.5 billion yen, Payout Ratio*2 : 28.3%



*1 Dividend on common shares.

*2 Payout Ratio: This is the ratio of (i) the amount of dividend per common share to (ii) net income attributable to Toyota Motor Corporation per common share.

Shareholder Return

Share Repurchase (max) : 500.0 billion yen
100 million shares

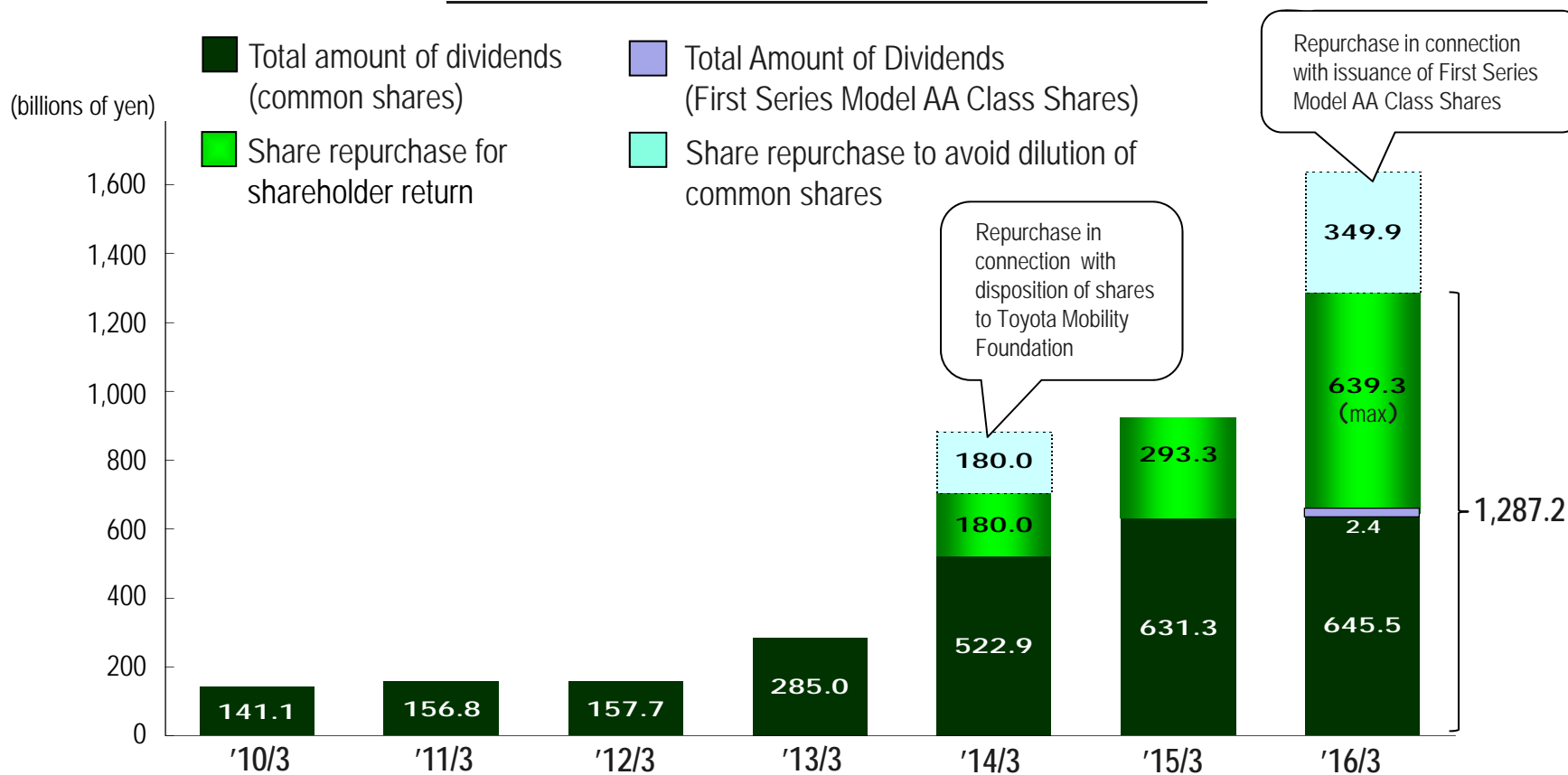
Repurchase of common shares (as a part of shareholder return*) for FY2016

	FY2016*	FY2015
Interim period	139.3 billion yen 23 million shares (actual results)	-
Year-end	500.0 billion yen 100 million shares (max)	293.3 billion yen / 39 million shares (actual results)
Full-year	639.3 billion yen 123 million shares (max)	293.3 billion yen / 39 million shares (actual results)

*Excluding repurchase (349.9 billion yen, 47 million shares) to avoid dilution of common shares related to the issuance of First Series Model AA Class Shares.

Shareholder Return

Total Shareholder Return and Total Return Ratio



Total Shareholder Return (billions of yen)*1	141.1	156.8	157.7	285.0	702.9	924.6	1,287.2(max)
Total Return Ratio*1•2	67.4%	38.4%	55.6%	29.6%	38.5%	42.5%	55.6%(max)

*1 Excluding repurchase made to avoid dilution of common shares.

*2 Total Return Ratio: This is the ratio of (i) the sum of dividends on both common shares and the First Series Model AA Class Shares and the amount of repurchase of common shares for shareholder return to (ii) net income attributable to Toyota Motor Corporation.

FY2016 Financial Results

FY2016 Financial Performance

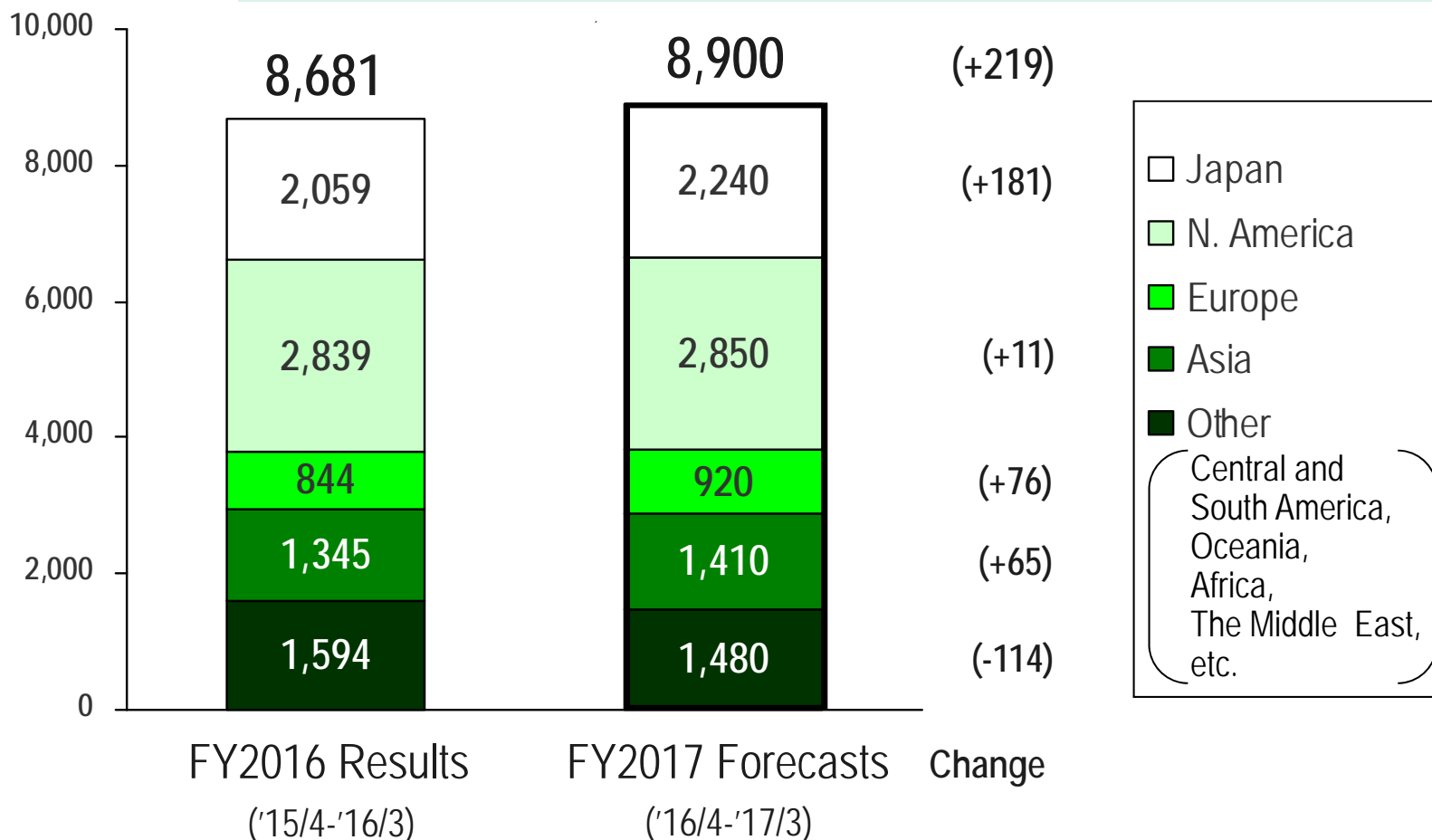
FY2017 Financial Forecasts*

*This forecast does not include the effects of suspension of operations on vehicle assembly lines in Japan, resulting from the Kumamoto Earthquake that struck Japan's island of Kyushu in April 2016.

FY2017 Forecasts: Consolidated Vehicle Sales

(thousands of vehicles)

This forecast does not include the effects of suspension of operations on vehicle assembly lines in Japan, resulting from the Kumamoto Earthquake in April 2016.



Total retail vehicle sales in thousands	10,094	10,150	+56
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FY2017 Forecasts: Consolidated Financial Summary

(billions of yen)

This forecast does not include the effects of suspension of operations on vehicle assembly lines in Japan, resulting from the Kumamoto Earthquake in April 2016.

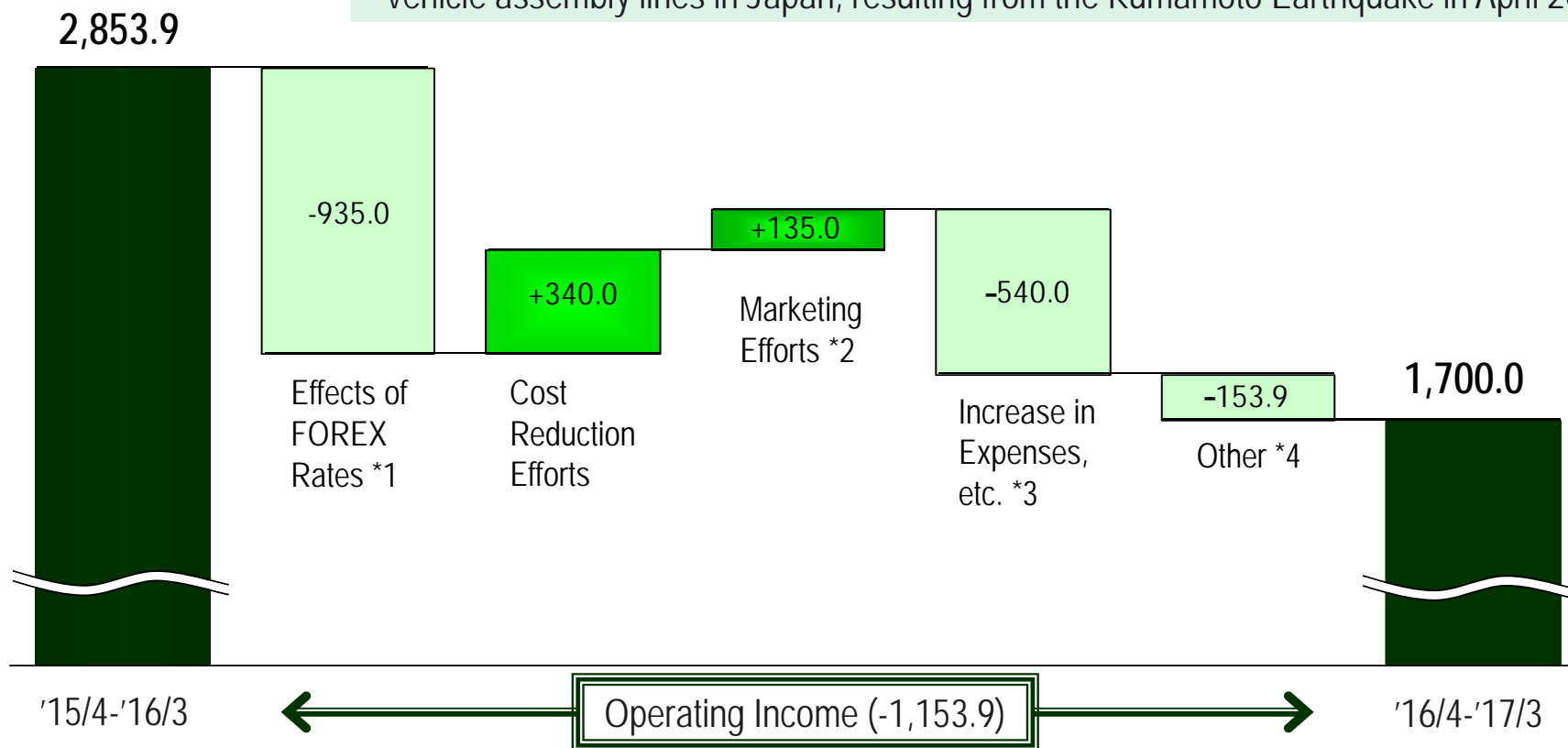
	FY2016 Results (^{'15/4} - ^{'16/3})	FY2017 Forecasts (^{'16/4} - ^{'17/3})	Change
Net Revenues	28,403.1	26,500.0	-1,903.1
Operating Income	2,853.9	1,700.0	-1,153.9
Operating margin	10.0%	6.4%	-
Income before income taxes and equity in earnings of affiliated companies	2,983.3	1,900.0	-1,083.3
Equity in earnings of affiliated companies	329.0	290.0	-39.0
Net Income*	2,312.6	1,500.0	-812.6
Net margin*	8.1%	5.7%	-
FOREX Rates	US\$ 120 yen	105 yen	-15 yen
	€ 133 yen	120 yen	-13 yen

* Net Income attributable to Toyota Motor Corporation

Analysis of FY2017 Forecasts: Consolidated Operating Income

(billions of yen)

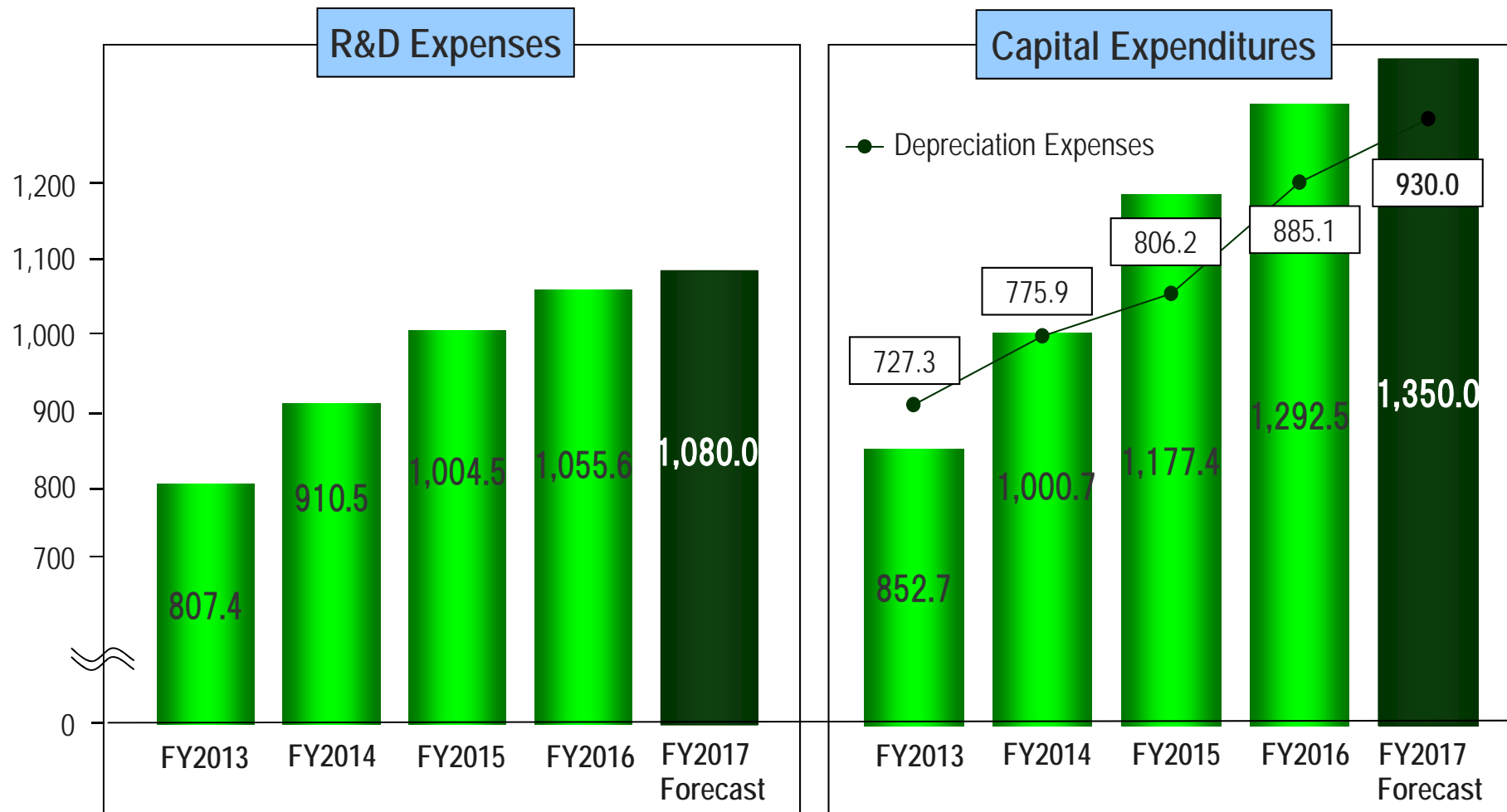
This forecast does not include the effects of suspension of operations on vehicle assembly lines in Japan, resulting from the Kumamoto Earthquake in April 2016.



*1. Details by currency		*2. Details		*3. Details		*4. Details	
US\$	-630.0	Volume, Model Mix	+165.0	Labor Costs	-115.0	R&D Expenses	-25.0
€	-50.0	Financial Services	-20.0	Depreciation and CAPEX-related Expenses	-100.0	Expenses, etc.	-300.0
Other	-255.0	Other	-10.0				
						Translational FOREX Impact Concerning Overseas Subsidiaries	-130.0
						Other	-23.9

FY2017 Consolidated Forecasts: R&D, CAPEX, Depreciation

(billions of yen)



FY2016 Financial Results



TOYOTA C-HR
(Geneva International Motor Show
2016 exhibition car)

Toyota Motor Corporation
May 11, 2016

(Reference)

TOYOTA

FY2017 Forecasts: Vehicle Production and Retail Sales

(thousands of vehicles)

This forecast does not include the effects of suspension of operations on vehicle assembly lines in Japan, resulting from the Kumamoto Earthquake in April 2016.

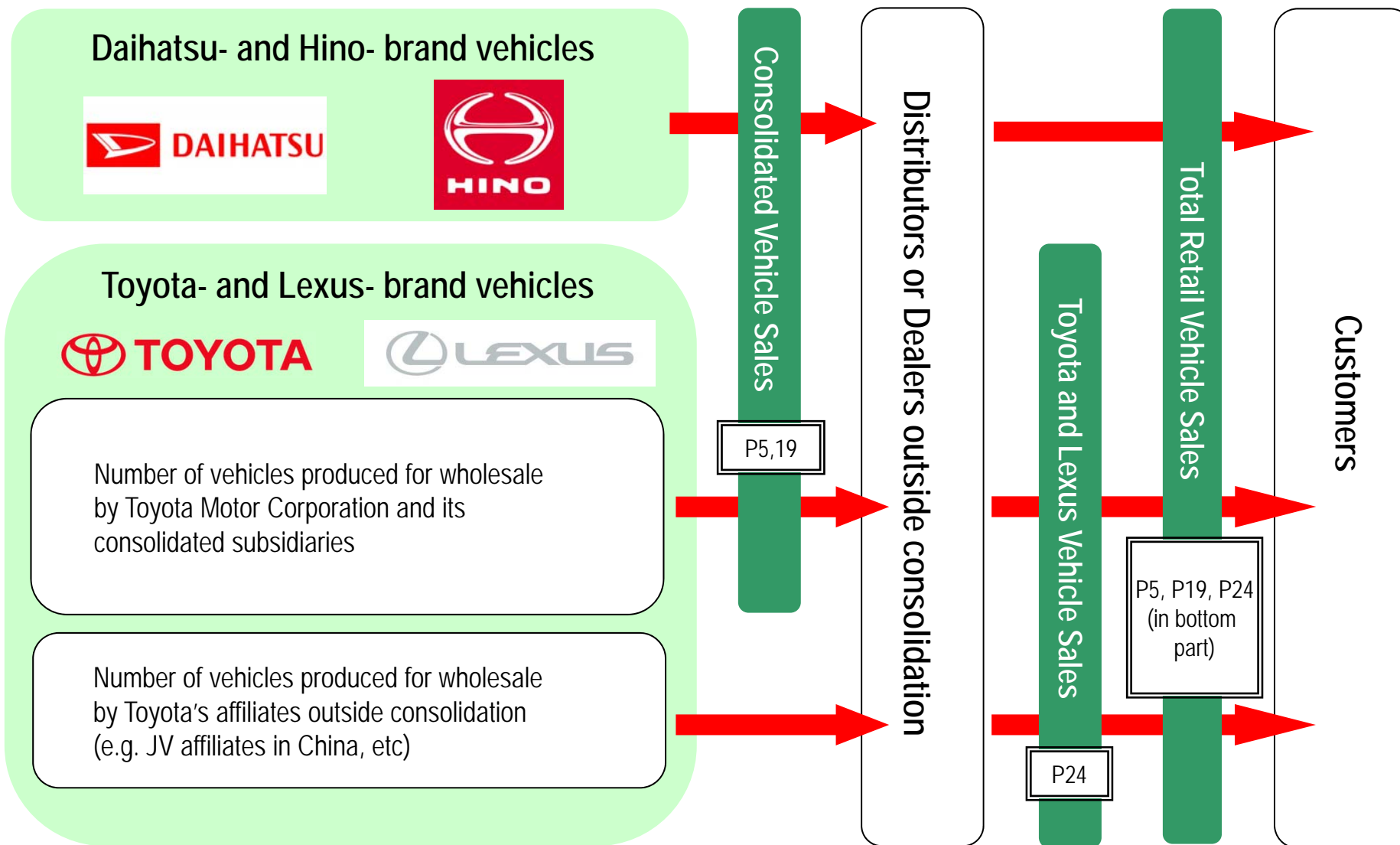
		FY2016 Results (‘15/4-‘16/3)	FY2017 Forecasts (‘16/4-‘17/3)	
T o y o t a & L e x u s	Vehicle *1 Production	Japan	3,172	3,250
		Overseas	5,758	5,800
		Total	8,930	9,050
	Vehicle *2 Retail Sales	Japan	1,488	1,600
		Overseas	7,671	7,600
		Total	9,159	9,200
	Exports		1,759	1,800
Total Vehicle Retail Sales*2 (Including Daihatsu- & Hino- brand)		10,094	10,150	

*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.