

Consolidated Performance Highlights

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- Automotive Operations
- Restore and Renew Our Production Structure for Further Growth
- Financial Services Operations
- Other Business Operations
- New Business Activities
- Support for Recovery from the Great East Japan Earthquake

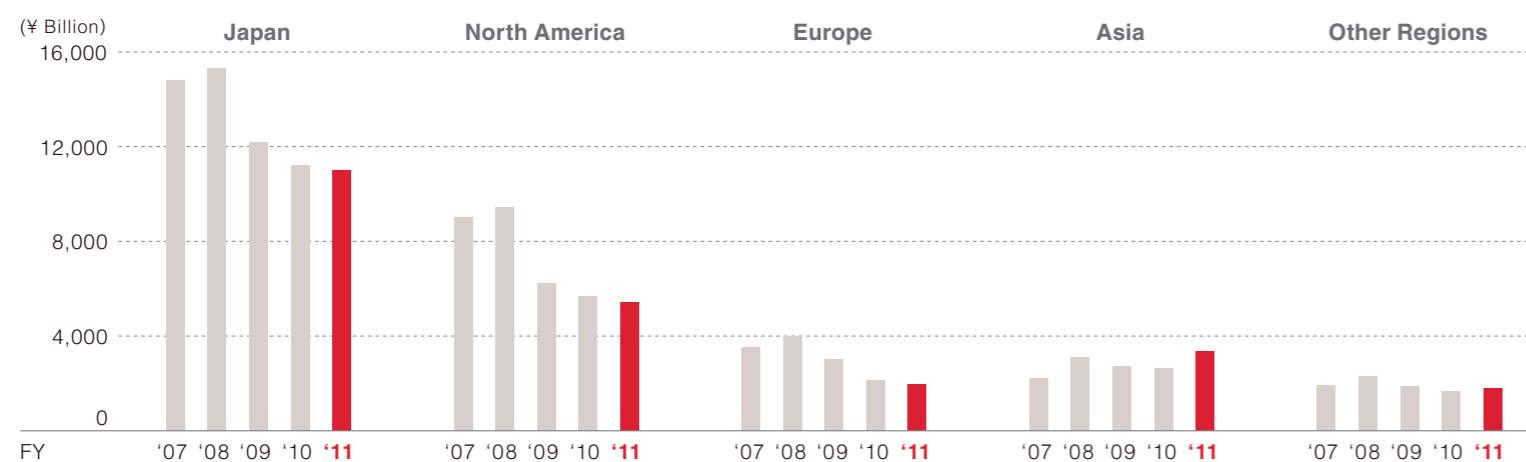
Consolidated Performance (U.S. GAAP)

| | Yen in millions | | | U.S. dollars*1 in millions | % change 2011 vs. 2010 |
|--|-----------------|-------------|-------------|-------------------------------|---------------------------|
| | 2009 | 2010 | 2011 | 2011 | |
| For the Year: | | | | | |
| Net Revenues | ¥20,529,570 | ¥18,950,973 | ¥18,993,688 | \$228,247 | +0.2 |
| Operating Income (Loss) | (461,011) | 147,516 | 468,279 | 5,632 | +217.4 |
| Net Income (Loss) attributable to Toyota Motor Corporation*2 | (436,937) | 209,456 | 408,183 | 4,909 | +94.9 |
| ROE | -4.0% | 2.1% | 3.9% | — | — |
| At Year-End: | | | | | |
| Total Assets | ¥29,062,037 | ¥30,349,287 | ¥29,818,166 | \$358,607 | -1.7 |
| Shareholders' Equity | 10,061,207 | 10,359,723 | 10,332,371 | 124,262 | -0.3 |

| | Yen | | | U.S. dollars*1 in millions | % change 2011 vs. 2010 |
|--|-------------|-------------|-------------|-------------------------------|---------------------------|
| | 2009 | 2010 | 2011 | 2011 | |
| Per Share Data: | | | | | |
| Net Income (Loss) attributable to Toyota Motor Corporation*2 | ¥ (139.13) | ¥ 66.79 | ¥ 130.17 | \$ 1.57 | +94.9 |
| Annual Cash Dividends | 100.00 | 45.00 | 50.00 | 0.60 | +11.1 |
| Shareholders' Equity | 3,208.41 | 3,303.49 | 3,295.08 | 39.63 | -0.3 |
| Stock Information (March 31): | | | | | |
| Stock Price | ¥ 3,120 | ¥ 3,745 | ¥ 3,350 | \$ 40.29 | -10.5 |
| Market Capitalization (Yen in millions, U.S. dollars in millions) | ¥10,757,752 | ¥12,912,751 | ¥11,550,792 | \$138,915 | -10.5 |

*1: U.S. dollar amounts have been translated at the rate of ¥83.15=US\$1, the approximate current exchange rate at March 31, 2011.
 *2: "Net Income attributable to Toyota Motor Corporation", equivalent to "Net Income" up to 2009.

Net Revenues by Region

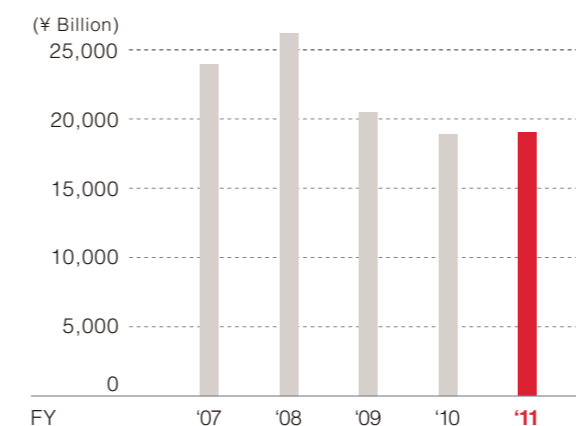


Note: Fiscal years ended March 31

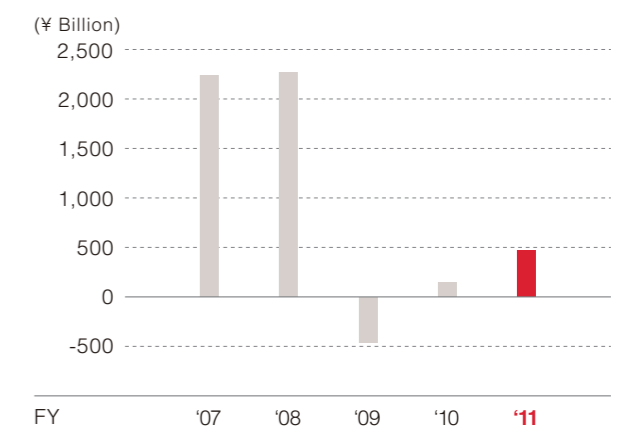
Consolidated Financial Results

Consolidated vehicle sales in Japan and overseas increased by 71 thousand units, or 1.0%, to 7,308 thousand units for the fiscal year compared to the previous year. Vehicle sales in Japan decreased by 11.5%. However, with the efforts of dealers nationwide, market share including mini-vehicles was 43.7%, that remained at a high level. Meanwhile, overseas vehicle sales increased by 6.3%, because of the sales expansion in Asia and Other Regions. As for the results of operations, net revenues increased by 0.2%, to ¥18,993.6 billion for the fiscal year compared to the previous year, and operating income increased by 217.4%, to ¥468.2 billion. Income before income taxes and equity in earnings of affiliated companies increased by 93.3%, to ¥563.2 billion. Net income attributable to Toyota Motor Corporation increased by 94.9%, to ¥408.1 billion.

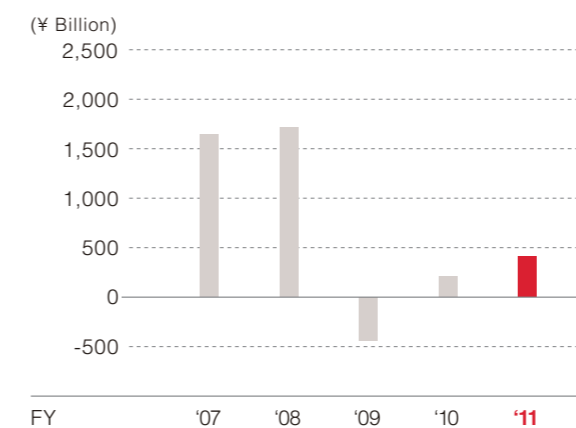
Net Revenues



Operating Income



Net Income (Loss) attributable to Toyota Motor Corporation



Note: "Net Income attributable to Toyota Motor Corporation", equivalent to "Net Income" up to 2009.

Consolidated Performance Highlights

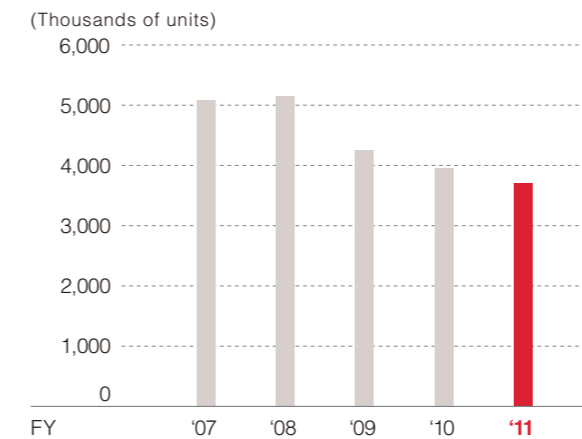
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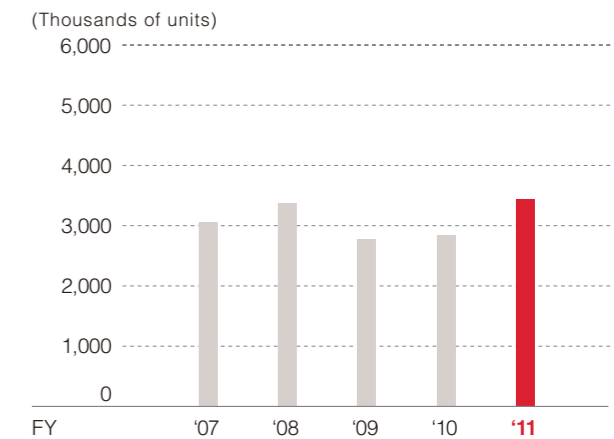
Consolidated Vehicle Production and Sales

| | Thousands of units | | | % change 2011 vs. 2010 |
|--------------------------------------|--------------------|--------------|--------------|---------------------------|
| | 2009 | 2010 | 2011 | |
| Vehicle Production by Region: | | | | |
| Japan | 4,255 | 3,956 | 3,721 | -6.0 |
| Overseas Total | 2,796 | 2,853 | 3,448 | +20.9 |
| North America | 919 | 1,042 | 1,338 | +28.5 |
| Europe | 482 | 433 | 372 | -14.1 |
| Asia | 947 | 1,021 | 1,344 | +31.6 |
| Central and South America | 151 | 146 | 148 | +1.6 |
| Oceania | 130 | 106 | 113 | +7.1 |
| Africa | 167 | 105 | 133 | +26.7 |
| Consolidated Total | 7,051 | 6,809 | 7,169 | +5.3 |
| Vehicle Sales by Region: | | | | |
| Japan | 1,945 | 2,163 | 1,913 | -11.5 |
| Overseas Total | 5,622 | 5,074 | 5,395 | +6.3 |
| North America | 2,212 | 2,098 | 2,031 | -3.2 |
| Europe | 1,062 | 858 | 796 | -7.3 |
| Asia | 905 | 979 | 1,255 | +28.1 |
| Central and South America | 279 | 231 | 281 | +21.9 |
| Oceania | 261 | 251 | 248 | -1.2 |
| Africa | 289 | 184 | 209 | +13.0 |
| Middle East | 606 | 466 | 569 | +22.0 |
| Other | 8 | 7 | 6 | -5.3 |
| Consolidated Total | 7,567 | 7,237 | 7,308 | +1.0 |

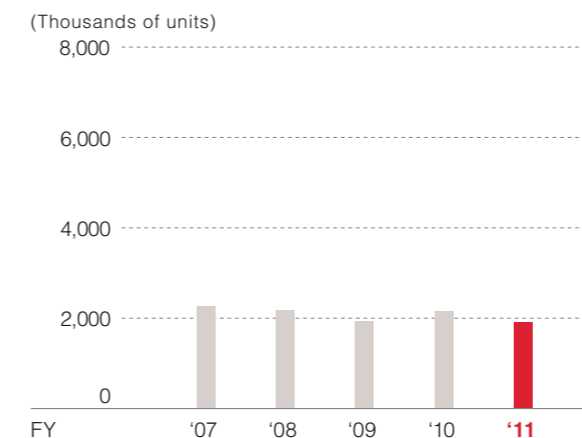
Vehicle Production (Japan)



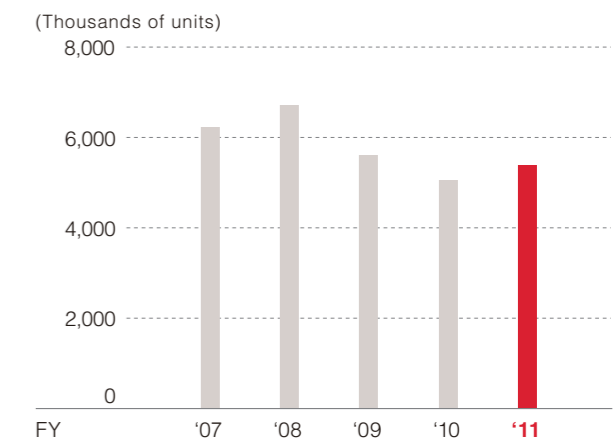
Vehicle Production (Overseas)



Vehicle Sales (Japan)

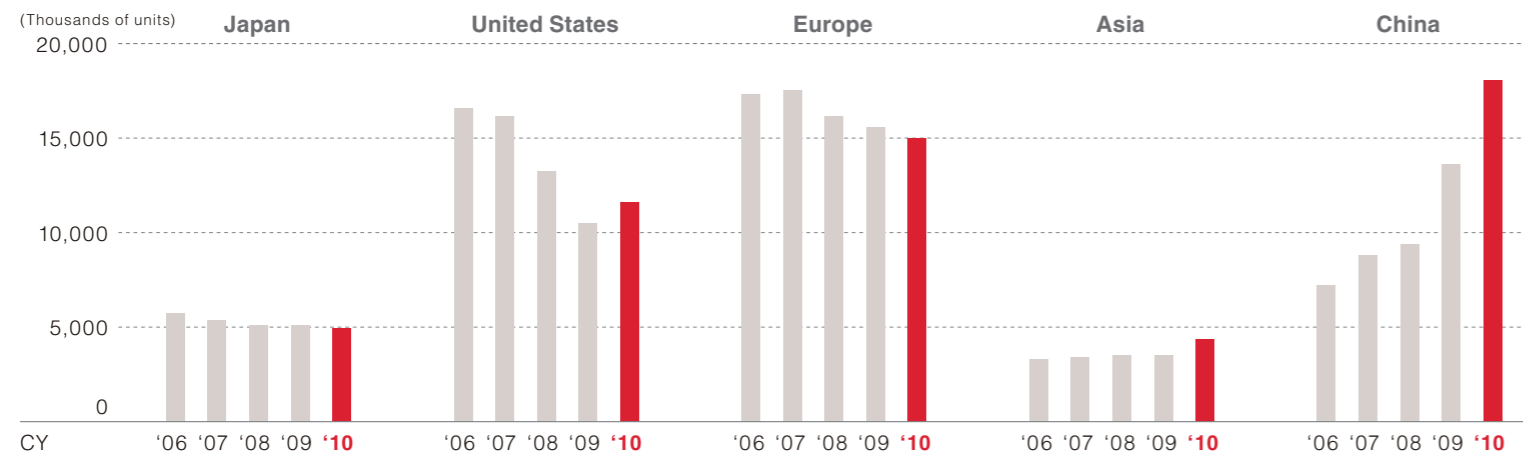


Vehicle Sales (Overseas)



Note: Fiscal years ended March 31

Principal Market Data: Automotive Market (Sales)



Source: Toyota Motor Corporation

Note: Market definitions are as follows

Europe: Germany, France, the United Kingdom, Italy, Spain, the Netherlands, Belgium, Portugal, Denmark, Greece, Ireland, Sweden, Austria, Finland, Switzerland, Norway, Poland, Hungary, and the Czech Republic

Asia: Indonesia, Thailand, the Philippines, Malaysia, Singapore, Vietnam, Taiwan, South Korea and Brunei Darussalam

Japan: minivehicles included