

Consolidated Performance Highlights

Consolidated Performance (U.S. GAAP)

	Yen in millions				U.S. dollars ^{*1} in millions		% change 2012 vs. 2011
	2008	2009	2010	2011	2012	2012	
For the years ended March 31							
Net Revenues:	¥ 26,289,240	¥ 20,529,570	¥ 18,950,973	¥ 18,993,688	¥18,583,653	\$226,106	-2.2
Automotive	24,177,306	18,564,723	17,197,428	17,337,320	16,994,546	206,771	-2.0
Financial Services	1,498,354	1,377,548	1,245,407	1,192,205	1,100,324	13,388	-7.7
All Other	1,346,955	1,184,947	947,615	972,252	1,048,915	12,762	+7.9
Inter-Segment Elimination	(733,375)	(597,648)	(439,477)	(508,089)	(560,132)	(6,815)	—
Operating Income (Loss):	2,270,375	(461,011)	147,516	468,279	355,627	4,327	-24.1
Automotive	2,171,905	(394,876)	(86,370)	85,973	21,683	264	-74.8
Financial Services	86,494	(71,947)	246,927	358,280	306,438	3,728	-14.5
All Other	33,080	9,913	(8,860)	35,242	42,062	512	+19.4
Inter-Segment Elimination	(21,104)	(4,101)	(4,181)	(11,216)	(14,556)	(177)	—
Net Income (Loss) attributable to Toyota Motor Corporation ^{*2}	1,717,879	(436,937)	209,456	408,183	283,559	3,450	-30.5
ROE	14.5%	-4.0%	2.1%	3.9%	2.7%	—	—
As of March 31							
Total Assets	¥ 32,458,320	¥ 29,062,037	¥ 30,349,287	¥ 29,818,166	¥30,650,965	\$372,928	+2.8
Shareholders' Equity	11,869,527	10,061,207	10,359,723	10,332,371	10,550,261	128,364	+2.1
Short-Term Debt, including Current Portion of Long-Term Debt	6,228,152	6,317,184	5,497,997	5,951,836	5,963,269	72,555	+0.2
Long-Term Debt, less Current Portion	5,981,931	6,301,469	7,015,409	6,449,220	6,042,277	73,516	-6.3
	Yen in millions				U.S. dollars ^{*1} in millions		% change 2012 vs. 2011
	2008	2009	2010	2011	2012	2012	
Per Share Data:							
Net Income (Loss) attributable to Toyota Motor Corporation ^{*2}	¥ 540.65	¥ (139.13)	¥ 66.79	¥ 130.17	¥ 90.21	\$ 1.10	-30.7
Annual Cash Dividends	140.00	100.00	45.00	50.00	50.00	0.61	—
Shareholders' Equity	3,768.97	3,208.41	3,303.49	3,295.08	3,331.51	40.53	+1.1
Stock Information (March 31)							
Stock Price	¥ 4,970	¥ 3,120	¥ 3,745	¥ 3,350	¥ 3,570	\$ 43.44	+6.6
Market Capitalization (Yen in millions, U.S. dollars in millions)	¥ 17,136,548	¥ 10,757,752	¥ 12,912,751	¥ 11,550,792	¥12,309,351	\$ 149,767	+6.6

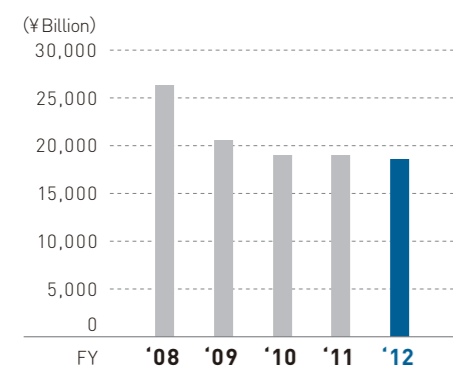
*1: U.S. dollar amounts have been translated at the rate of ¥82.19=US\$1, the approximate current exchange rate at March 31, 2012.

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

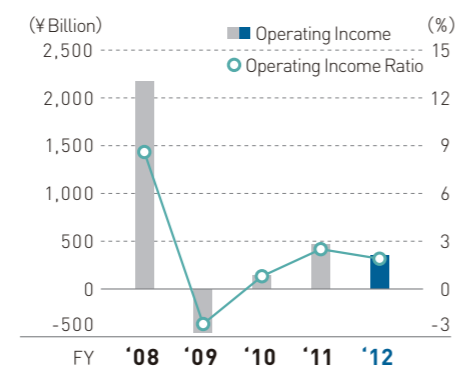
Consolidated Performance Highlights

Consolidated Performance (U.S. GAAP)

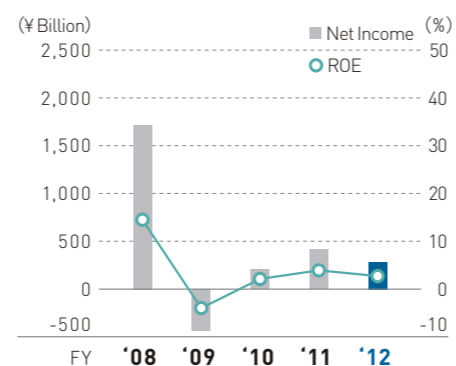
Net Revenues



- Operating Income (Loss) - Operating Income Ratio

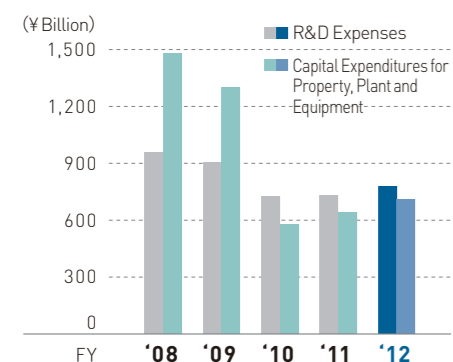


- Net Income (Loss) attributable to Toyota Motor Corporation - ROE

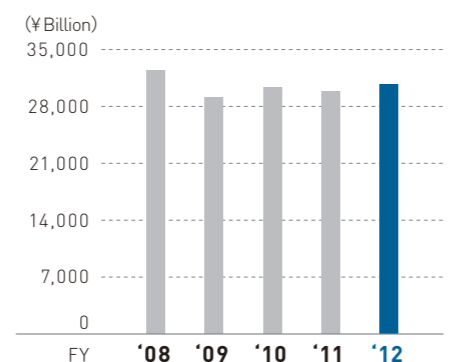


Note: "Net Income attributable to Toyota Motor Corporation", equivalent to "Net Income" up to 2009.

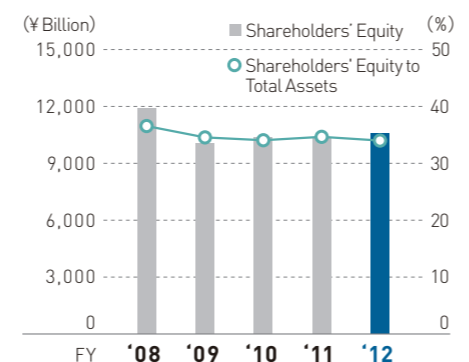
- R&D Expenses - Capital Expenditures for Property, Plant and Equipment (excluding vehicles and equipment of operating leases)



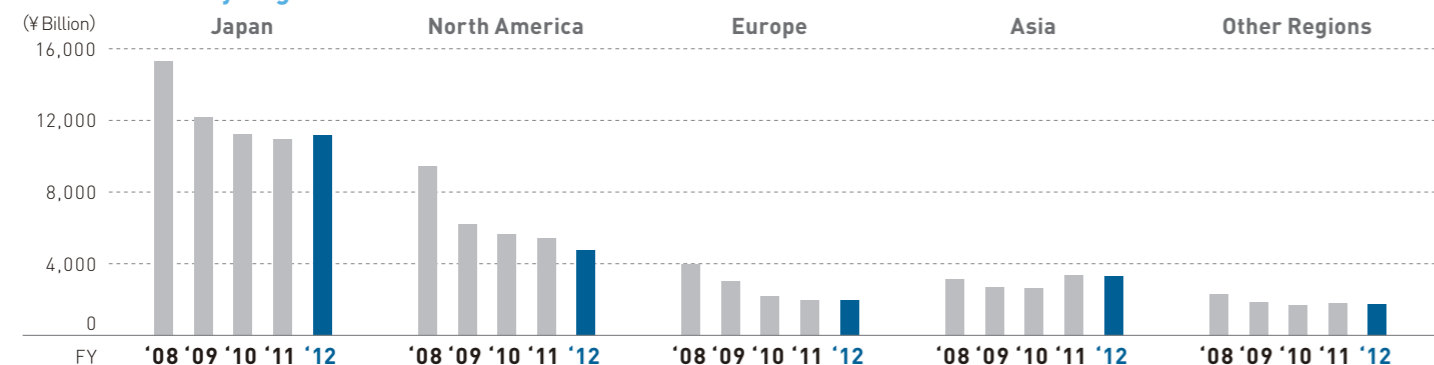
Total Assets



- Shareholders' Equity - Shareholders' Equity to Total Assets

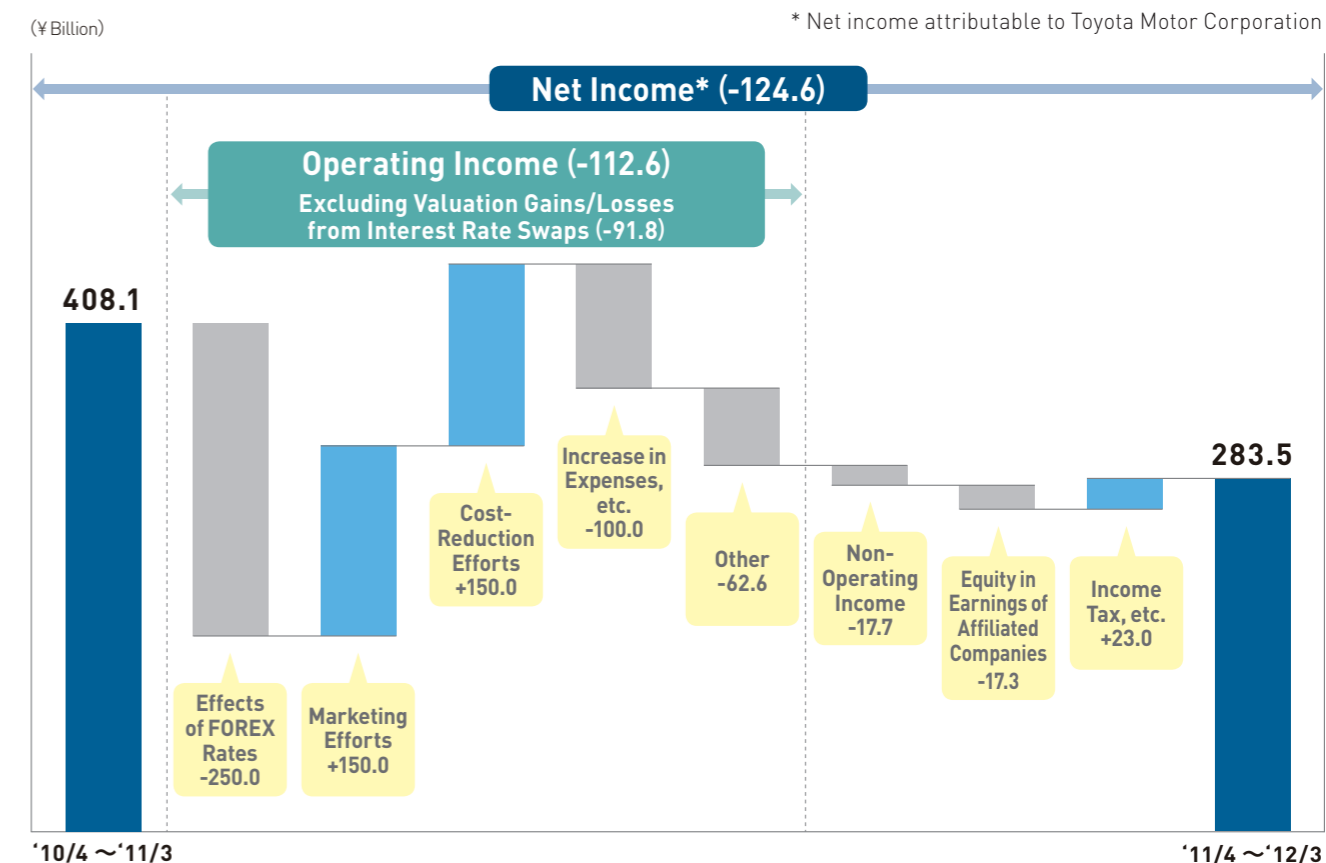


Net Revenues by Region



Note: FY represents fiscal years ended March 31.

Analysis of Consolidated Net Income*



Consolidated Financial Results

Consolidated vehicle sales in Japan and overseas increased by 44 thousand units, or 0.6%, to 7,352 thousand units compared to the previous fiscal year. Vehicle sales in Japan increased by 158 thousand units, or 8.2% year-on-year, due to aggressive new product launches and the efforts of dealers nationwide. Market share, including mini-vehicles, retained a high level at 43.2%. Meanwhile, despite an expansion of sales in Asia, lower sales in North America and

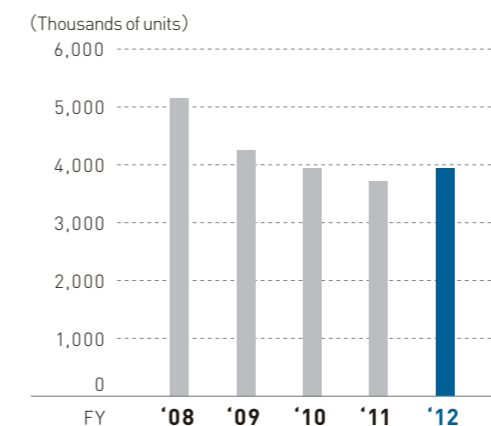
other regions resulted in a decrease in overseas vehicle sales of 114 thousand units, or 2.1% year-on-year. As for the results of operations, net revenues decreased by 2.2%, to ¥18,583.6 billion for the fiscal year compared to the previous year, and operating income decreased by 24.1%, to ¥355.6 billion. Net income attributable to Toyota Motor Corporation decreased by 30.5%, to ¥283.5 billion.

Consolidated Performance Highlights

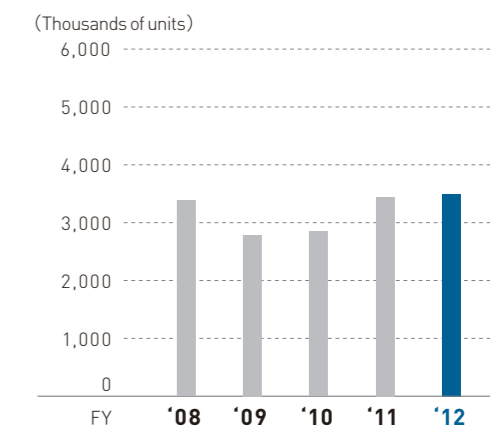
Consolidated Vehicle Production and Sales

For the years ended March 31	Thousands of units					% change 2012 vs. 2011
	2008	2009	2010	2011	2012	
Vehicle Production by Region:						
Japan	5,160	4,255	3,956	3,721	3,940	+5.9
Overseas Total	3,387	2,796	2,853	3,448	3,495	+1.4
North America	1,268	919	1,042	1,338	1,275	-4.7
Europe	711	482	433	372	383	+3.0
Asia	961	947	1,021	1,344	1,441	+7.2
Central and South America	150	151	146	148	152	+2.7
Oceania	149	130	106	113	93	-17.7
Africa	148	167	105	133	151	+13.5
Consolidated Total	8,547	7,051	6,809	7,169	7,435	+3.7
Vehicle Sales by Region:						
Japan	2,188	1,945	2,163	1,913	2,071	+8.3
Overseas Total	6,725	5,622	5,074	5,395	5,281	-2.1
North America	2,958	2,212	2,098	2,031	1,872	-7.8
Europe	1,284	1,062	858	796	798	+0.3
Asia	956	905	979	1,255	1,327	+5.7
Central and South America	320	279	231	281	289	+2.8
Oceania	289	261	251	248	223	-10.1
Africa	314	289	184	209	214	+2.4
Middle East	597	606	466	569	550	-3.3
Other	7	8	7	6	8	+33.3
Consolidated Total	8,913	7,567	7,237	7,308	7,352	+0.6

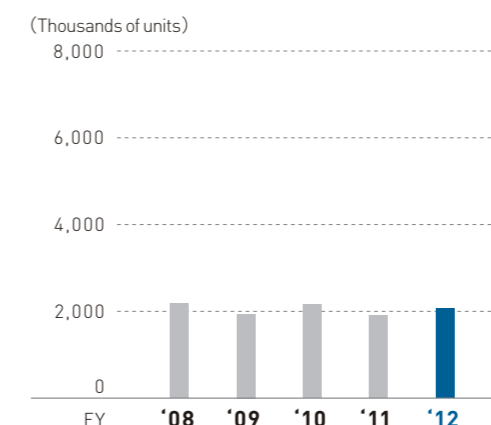
Vehicle Production (Japan)



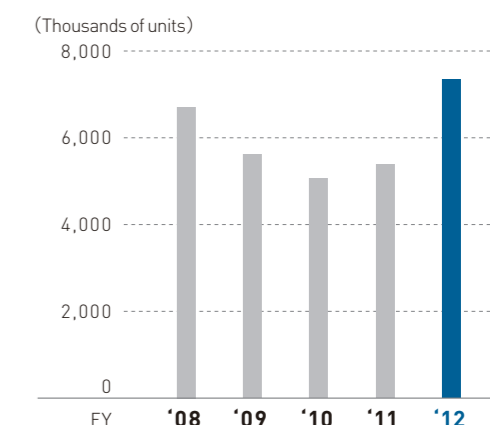
Vehicle Production (Overseas)



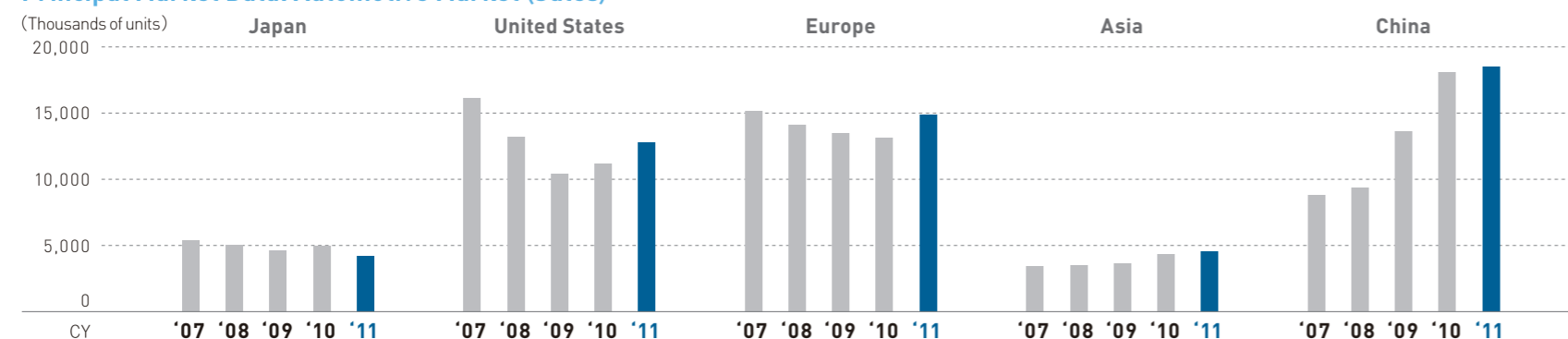
Vehicle Sales (Japan)



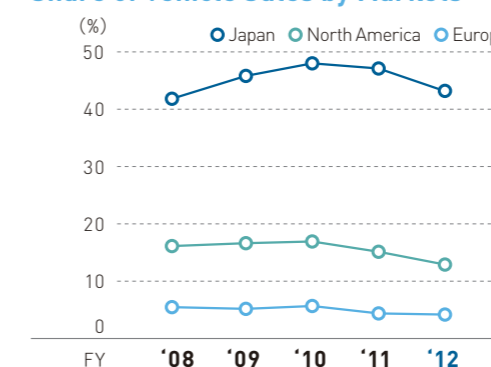
Vehicle Sales (Overseas)



Principal Market Data: Automotive Market (Sales)



Share of Vehicle Sales by Markets



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
 Note: FY represents fiscal years ended March 31.