Toward the Mobility Society of the Future

Corporate Data

Corporate Data At a Glance History Financial Summary Non-Automotive Business Corporate/Stock Information

At a Glance

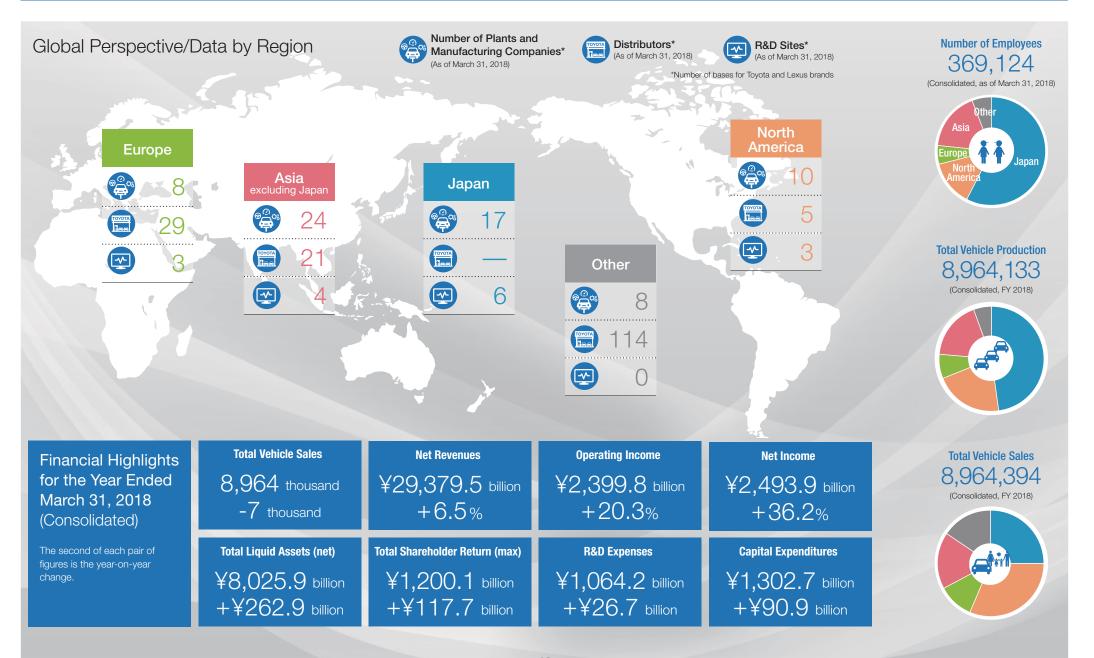


Table of Contents

Message from the President

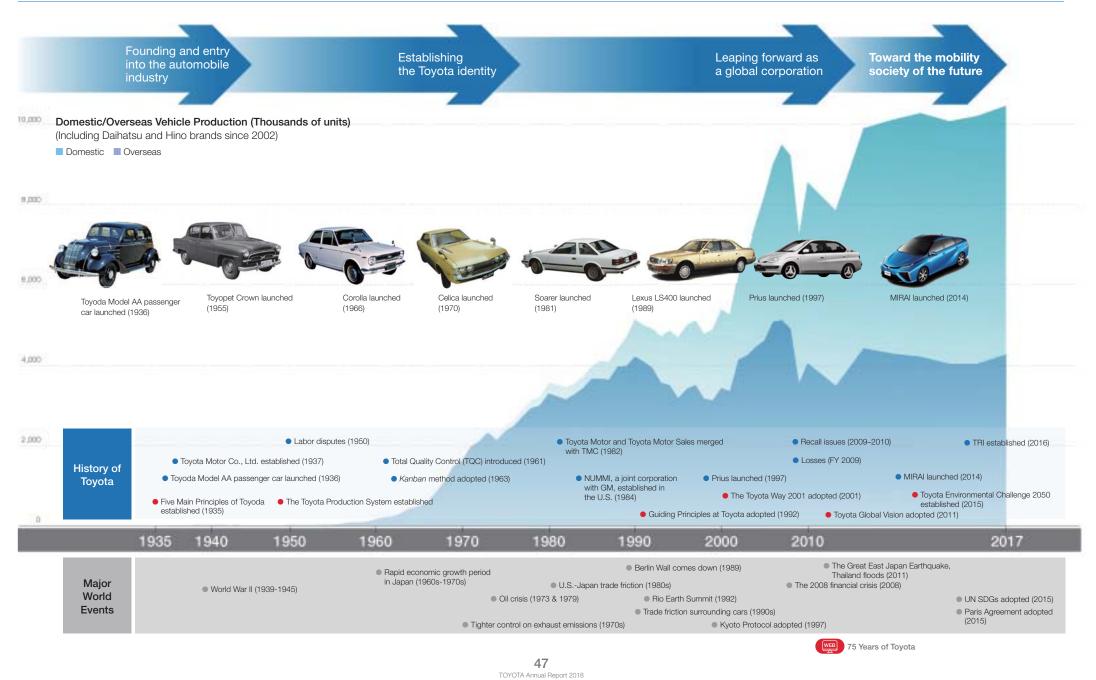
Toward the Mobility Society of the Future

Initiatives for Sustainable Growth

Corporate Data

Corporate Data At a Glance History Financial Summary Non-Automotive Business Corporate/Stock Information

History



Financial Summary (Consolidated) <U.S. GAAP>

Fiscal years ended March 31			2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	
Consolidate	d Vehicle Sales		(thousands of units)	7,567	7,237	7,308	7,352	8,871	9,116	8,972	8,681	8,971	8,964
Foreign Exchange Rates (Average)	Yen to US Dollar Rate			101	93	86	79	83	100	110	120	108	111
	Yen to Euro Rate			144	131	113	109	107	134	139	133	119	130
Net Revenues		(billions of yen)	20,529.5	18,950.9	18,993.6	18,583.6	22,064.1	25,691.9	27,234.5	28,403.1	27,597.1	29,379.5	
Operating Income (Loss) (bill		(billions of yen)	(461.0)	147.5	468.2	355.6	1,320.8	2,292.1	2,750.5	2,853.9	1,994.3	2,399.8	
Income (Loss) before Income Taxes (billions of y		(billions of yen)	(560.4)	291.4	563.2	432.8	1,403.6	2,441.0	2,892.8	2,983.3	2,193.8	2,620.4	
Net Income (Loss) (Note 1) (billions		(billions of yen)	(437.0)	209.4	408.1	283.5	962.1	1,823.1	2,173.3	2,312.6	1,831.1	2,493.9	
Common Shares	Cash Dividends		(billions of yen)	313.5	141.1	156.8	157.7	285.0	522.9	631.3	645.5	627.5	642.6
	Cash Dividends per Shar	е	(yen)	100	45	50	50	90	165	200	210	210	220
	Payout Ratio		(%)	_	67.4	38.4	55.6	29.6	28.7	29.0	28.3	34.6	26.1
Value of Shares Repurchased [shareholder return] (Note 2)		(billions of yen)	_	_	_	_	_	180.0	293.3	639.3	449.9	549.9 (maximum)	
R&D Expenses		(billions of yen)	904.0	725.3	730.3	779.8	807.4	910.5	1,004.5	1,055.6	1,037.5	1,064.2	
Depreciation Expenses (Note 3)		(billions of yen)	1,072.1	1,032.0	812.3	732.9	727.3	775.9	806.2	885.1	893.2	964.4	
Capital Expenditures (Note 3)		(billions of yen)	1,302.5	579.0	642.3	706.7	852.7	1,000.7	1,177.4	1,292.5	1,211.8	1,302.7	
Total Liquid Assets (Note 4)		(billions of yen)	3,324.1	4,656.3	4,943.4	4,968.1	5,883.1	7,661.9	8,508.2	9,229.9	9,199.5	9,372.1	
Total Assets (billions of yen)		(billions of yen)	29,062.0	30,349.2	29,818.1	30,650.9	35,483.3	41,437.4	47,729.8	47,427.5	48,750.1	50,308.2	
Toyota Motor Corporation Shareholders' Equity (billions of yen)			10,061.2	10,359.7	10,332.3	10,550.2	12,148.0	14,469.1	16,788.1	16,746.9	17,514.8	18,735.9	
Return on Equity (%)		(4.0)	2.1	3.9	2.7	8.5	13.7	13.9	13.8	10.6	13.7		
Return on Asset (%)		(%)	(1.4)	0.7	1.4	0.9	2.9	4.7	4.9	4.9	3.8	5.0	

(Note 1) Shows "Net income (loss) attributable to Toyota Motor Corporation"

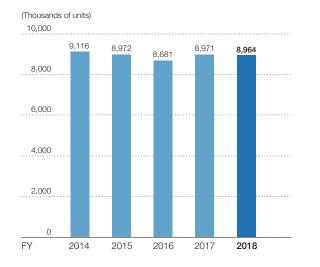
(Note 2) Value of common shares repurchased upon request and repurchases made to avoid dilution of shares)

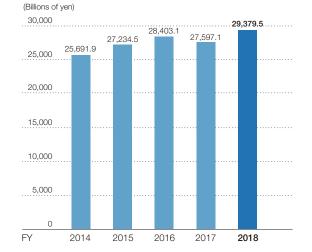
(Note 3) Figures for depreciation expenses and capital expenditures do not include vehicles in operating lease

(Note 4) Excludes financial subsidiaries

Financial Summary (Consolidated) <U.S. GAAP>

Consolidated Vehicle Sales





R&D Expenses

(Billions of yen)

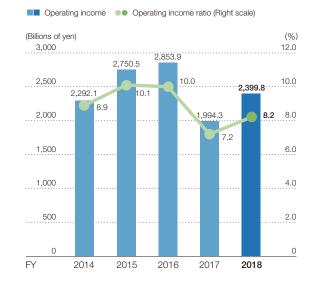
Net Revenues



R&D expenses •• Ratio to net revenues (Right scale)



Operating Income



Capital Expenditures



(Billions of yen) 1,500

(%)



Net income I Net income ratio (Right scale)

Net Income

Non-Automotive Businesses

Financial Services

Toyota Financial Services Corporation provides financial services, mainly auto loans and leasing, to more than 26,000,000 customers across its network, which spans more than 35 countries and regions. In fiscal 2017, the financial services business recorded net revenues of ¥2,017.0 billion and operating income of ¥285.5 billion.

Toyota's financial services center mainly on sales financing, which serves as a tool to promote car sales. At the same time, we are working in new business areas to realize a better future mobility society.

The basic role of the financial services business is to enable more customers to use our cars. We do our utmost to fulfill that role by promoting digitization, developing and offering new financial products, and expanding our network to countries where the automotive market is growing. For example, in fiscal 2017, we established and began sales at a financial services company in Ireland. Furthermore, with the automotive industry undergoing major changes, we are implementing initiatives to improve customers' lifestyles and the convenience of society as a whole by expanding our value chain to create added value through financial services across the car life cycle, from manufacture to disposal.

In addition, to help customers realize the joy and freedom of movement through financial services, we are partnering with such ridesharing companies as Uber Technologies, Inc. and Grab Holdings Inc. and working to apply the big data provided by cars in the telematics car insurance business.

Going forward, we will continue to develop and provide financial services in line with customer needs and local market characteristics to help enrich customers' lives.

Toyota Financial Services Corporation

Housing Services

Toyota Housing Corporation operates a range of housing-related businesses, including detached house construction as well as condominium development and housing renovations. Under the brand vision "Sincerely for You," we strive to deliver peace of mind during construction, after construction, and through support in order to help customers realize their ideal lifestyles. The mainstay detached house construction business has a sales area covering 29 of Japan's prefectures, with three factories across the country. In fiscal 2017, the housing services business sold 16,222 units on a consolidated basis and generated net revenues of ¥547.9 billion.

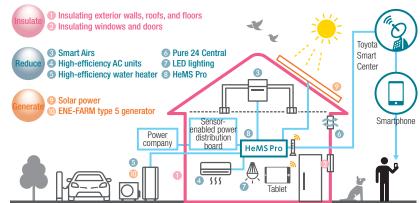
In response to the popularization of net zero energy houses (ZEH), we are adopting various solutions that meet ZEH thermal insulation specifications as standard features. Moreover, we have recently received recognition under the Good Design Award. As these examples show, we are providing housing that realizes high quality in terms both of basic performance and design. At the same time, the KenBiKenJu Laboratory, a next-generation housing research facility that brings together technologies from across the Toyota Group, is researching new services that leverage IoT and AI and developing advanced technologies to create housing that meets the needs of working women and enable seniors to enjoy rich, active lives.

In 2017, Toyota Housing made Misawa Homes Co., Ltd. a consolidated subsidiary. Working together in such areas as condominium marketing, the two companies are actively building a solid track record. Going forward, we will continue to realize synergies in a range of fields, such as community development and overseas businesses, working to accelerate the progress of both companies' growth strategies and provide customers with better products and services.

Toyota Housing Corporation (Japanese language only)



Net Zero Energy House (ZEH)



50 TOYOTA Annual Report 2018

Corporate Information and Stock Information (As of March 31 2018)

Affiliates accounted for by the equity method: 57

Corporate information: http://www.toyota-global.com IR information: http://www.toyota-global.com/investors

First series Model AA class shares: 47,100,000 shares

Toyota Motor Corporation August 28, 1937 ¥635.4 billion March 31

10.000.000.000 shares

353.073.500 shares

Japan: Tokyo, Nagoya

Overseas: New York, London

Ratio: 1 ADR=2 Common Stock

Japan toll-free: (0120) 232-711

632.418

100 shares

Japan: 7203

Symbol: TM

PricewaterhouseCoopers Aarata LLC Consolidated subsidiaries: 606

369,124 (Parent company: 74,890)

Common shares: 3.262.997.492 shares

Corporate Data

Company Name
Established
Common Stock
Fiscal Year-End
Public Accounting Firm
Number of Affiliates

Number of Employees **Corporate Website**

Stock Data

Number of Shares Authorized Number of Shares Issued

Number of Treasury Stock Number of Shareholders Number of Shares per Trading Unit Stock Listings

Securities Code American Depositary Receipts (ADRs)

Transfer Agent in Japan

Depository and Transfer Agent for ADRs The Bank of New York Mellon

240 Greenwich Street, New York, NY 10286, U.S.A. Tel: +1 (0) 201-680-6825 U.S. toll-free: (888) 269-2377, (888) BNY-ADRS Depositary Receipt: http://www.adrbnymellon.com Transfer Agent: https://www-us.computershare.com/investor

Mitsubishi UFJ Trust and Banking Corporation 1-1, Nikko-cho, Fuchu City, Tokyo 183-0044, Japan

Contact Points for Investors

Japan Toyota City Head Office: 1, Toyota-cho, Toyota City, Aichi Prefecture 471-8571, Japan Tel: (0565) 28-2121 Fax: (0565) 23-5721 Tokyo Head Office: 1-4-18, Koraku, Bunkyo-ku, Tokyo 112-8701, Japan Tel: (03) 3817-7111 Fax: (03) 3817-9092

U.S.A. Toyota Motor North America, Inc. 6565 Headquarters Drive, Plano, TX 75024, U.S.A. Tel: +1 (0) 469-292-4000 irteam@tma.toyota.com

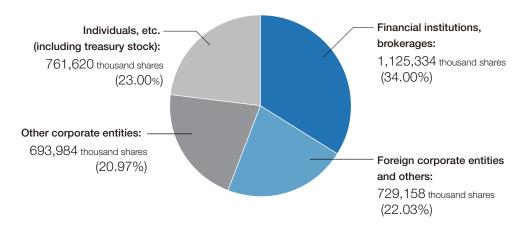
Toyota Motor Europe, London Office U.K. Second Floor, Caroline House, 55-57 High Holborn, London WC1V 6DX, U.K. Tel: +44 (0) 207-290-8500 irteam@toyota-europe.com

Major Shareholders (Top 10)

Common shares (1,000 shares)	First series Model AA class shares (1,000 shares)	Total (1,000 shares)	Percentage of Shareholding (%)
381,087	180	381,267	12.89
232,037	_	232,037	7.85
172,408	_	172,408	5.83
119,497	_	119,497	4.04
110,834	560	111,394	3.77
89,784	_	89,784	3.04
77,287	_	77,287	2.61
58,811	_	58,811	1.99
58,234	_	58,234	1.97
51,045	_	51,045	1.73
	shares (1,000 shares) 381,087 232,037 172,408 119,497 110,834 89,784 77,287 58,811 58,234	Common shares Model AA class shares (1,000 shares) (1,000 shares) 381,087 180 232,037 — 1172,408 — 119,497 — 110,834 560 89,784 — 77,287 — 58,811 — 58,234 —	Common shares Model AA class shares Total (1,000 shares) (1,000 shares) (1,000 shares) 381,087 180 381,267 232,037 — 232,037 172,408 — 172,408 119,497 — 119,497 110,834 560 111,394 89,784 — 89,784 77,287 — 77,287 58,811 — 58,811 58,234 — 58,234

Note: The percentage of shareholding is calculated after deducting the number of shares of treasury stock (353,073 thousand shares) from the total number of shares issued.

Ownership Breakdown



Note: Ratio indicates the share of ownership to the total number of shares issued.

51 TOYOTA Annual Report 2018