## At a Glance



## History



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

| Fiscal years ended March 31 |  |  | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consolidated 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) |  | (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 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 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 Share | (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] |  | (billions of yen) | - | - | - | - | - | 180.0 | 293.3 | 639.3 | 449.9 | $\begin{gathered} 549.9 \\ \text { (maximum) } \end{gathered}$ |
| $R \& D$ 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 |  | (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 |  | (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) | 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 (shareholder return on Net Income for the period, excluding shares constituting less than one unit that were purchased 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 leas
Note 4) Excludes financial subsidiaries

I Corporate Data At a Glance History Financial Summary Non-Automotive Business Corporate/Stock Information
Financial Summary (Consolidated)
<U.S. GAAP>

## Consolidated Vehicle Sales



Net Income

- Net income Net income ratio (Right scale)



R\&D Expenses

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



## Operating Income

I.I Operating income Operating income ratio (Right scale)


Capital Expenditures
Capital expenditures Depreciation expenses


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 auto motive 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.

## WEB

Toyota Financial Services Corporation

A Network Spanning More Than 35 Countries and Regions
TOYOTA FINANCIAL SERVICES


## Housing Services

oyota 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.

We Toyota Housing Corporation (Japanese language only)

Net Zero Energy House (ZEH)


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

Corporate Data
Company Name
Established
Common Stock
Fiscal Year-End
Public Accounting Firm
Number of Affiliates
Number of Employees
Corporate Website

I 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

Toyota Motor Corporation
August 28, 1937
$\neq 635.4$ billion
March 31
PricewaterhouseCoopers Aarata LLC
Consolidated subsidiaries: 606
Affiliates accounted for by the equity method: 57
369,124 (Parent company: 74,890)
Corporate information: http://www.toyota-global.com
R information: http://www.toyota-global.com/investors

## 0,000,000,000 shares

Common shares: $3,262,997,492$ shares
First series Model AA class shares: 47,100,000 shares
353,073,500 shares
632,418
100 shares
Japan: Tokyo, Nagoya
Overseas: New York, London
Japan: 7203
Ratio: 1 ADR=2 Common Stock Symbol: TM
Mitsubishi UFJ Trust and Banking Corporation
1-1, Nikko-cho, Fuchu City, Tokyo 183-0044, Japan
Japan toll-free: (0120) 232-711
Depository and Transfer Agent for ADRs The Bank of New York Mellon
240 Greenwich Street, New York, NY 10286, U.S.A.
el: +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

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
U.K. Toyota Motor Europe, London Office

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

| Name | $\begin{gathered} \text { Common } \\ \text { shares } \\ (1,000 \text { shares }) \end{gathered}$ | First series Model AA class shares (1,000 shares) | Total <br> (1,000 shares) | Percentage of Shareholding (\%) |
| :---: | :---: | :---: | :---: | :---: |
| Japan Trustee Service Bank, Ltd. | 381,087 | 180 | 381,267 | 12.89 |
| Toyota Industries Corporation | 232,037 | - | 232,037 | 7.85 |
| The Master Trust Bank of Japan, Ltd. | 172,408 | - | 172,408 | 5.83 |
| State Street Bank and Trust Company (Standing Proxy: Settlement \& Cleaning Services Division, Mizuho Bank, Ltd.) | 119,497 | - | 119,497 | 4.04 |
| Nippon Life Insurance Company | 110,834 | 560 | 111,394 | 3.77 |
| DENSO Corporation | 89,784 | - | 89,784 | 3.04 |
| JP Morgan Chase Bank, N.A. <br> (Standing Proxy: Settlement \& Cleaning Services Division, Mizuho Bank, Ltd.) | 77,287 | - | 77,287 | 2.61 |
| Mitsui Sumitomo Insurance Company, Limited | 58,811 | - | 58,811 | 1.99 |
| Trust \& Custody Services Bank, Ltd. | 58,234 | - | 58,234 | 1.97 |
| Tokio Marine \& Nichido Fire Insurance Co., Ltd. | 51,045 | - | 51,045 | 1.73 |

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.

IOwnership Breakdown


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

