

# **FINANCIAL SUMMARY**

(All financial information has been prepared in accordance with U.S. generally accepted accounting principles)

## **FY2019 First Quarter**

(April 1, 2018 through June 30, 2018)

English translation from the original Japanese-language document

**TOYOTA MOTOR CORPORATION**

# FY2019 First Quarter Consolidated Financial Results

(All financial information has been prepared in accordance with U.S. generally accepted accounting principles)  
English translation from the original Japanese-language document

August 3, 2018

Company name : **Toyota Motor Corporation**  
 Stock exchanges on which the shares are listed : Tokyo and Nagoya Stock Exchanges in Japan  
 Code number : 7203  
 URL : <http://www.toyota.co.jp>  
 Representative : Akio Toyoda, President  
 Contact person : Kenta Kon, Managing Officer, General Manager of Accounting  
 Division  
 Tel. (0565)28-2121  
 Filing date of quarterly securities report : August 10, 2018  
 Payment date of cash dividends : —  
 Supplemental materials prepared for quarterly financial results : yes  
 Earnings announcement for quarterly financial results : yes

(Amounts are rounded to the nearest million yen)

## 1. Consolidated Results for FY2019 First Quarter (April 1, 2018 through June 30, 2018)

(1) Consolidated financial results (For the three months ended June 30) (% of change from previous first quarter)

|                      | Net revenues |     | Operating income |       | Income before income taxes and equity in earnings of affiliated companies |      | Net income attributable to Toyota Motor Corporation |      |
|----------------------|--------------|-----|------------------|-------|---|------|---|------|
|                      | Million yen  | %   | Million yen      | %     | Million yen   | %    | Million yen   | %    |
| FY2019 first quarter | 7,362,733    | 4.5 | 682,687          | 18.9  | 813,864   | 19.8 | 657,306   | 7.2  |
| FY2018 first quarter | 7,047,606    | 7.0 | 574,294          | -10.6 | 679,348   | 0.3  | 613,056   | 11.0 |

(Note) Comprehensive income: FY2019 first quarter 742,474 million yen ( 4.8 %), FY2018 first quarter 708,604 million yen ( — %)

|                      | Net income attributable to Toyota Motor Corporation per common share – Basic | Net income attributable to Toyota Motor Corporation per common share – Diluted |
|----------------------|--|--|
| FY2019 first quarter | Yen<br>224.67  | Yen<br>222.33  |
| FY2018 first quarter | 205.05   | 202.84   |

(2) Consolidated financial position

|                      | Total assets | Mezzanine equity and Shareholders' equity | Toyota Motor Corporation shareholders' equity | Ratio of Toyota Motor Corporation shareholders' equity |
|----------------------|--------------|---|---|--|
|                      | Million yen  | Million yen                               | Million yen                                   | %  |
| FY2019 first quarter | 51,049,149   | 20,122,897                                | 18,946,917                                    | 37.1   |
| FY2018               | 50,308,249   | 19,922,076                                | 18,735,982                                    | 37.2   |

## 2. Cash Dividends

|                   | Annual cash dividends per common share |                       |                      |          |        |
|-------------------|--|-----------------------|----------------------|----------|--------|
|                   | End of first quarter                   | End of second quarter | End of third quarter | Year-end | Total  |
|                   | Yen                                    | Yen                   | Yen                  | Yen      | Yen    |
| FY2018            | —                                      | 100.00                | —                    | 120.00   | 220.00 |
| FY2019            | —                                      | —                     | —                    | —        | —      |
| FY2019 (forecast) | —                                      | —                     | —                    | —        | —      |

(Note) Revisions to the forecast of cash dividends since the latest announcement: none

Please refer to "(Reference) Cash Dividends on Class Shares" for information regarding cash dividends on class shares, which are unlisted and have different rights from common stock.

## 3. Forecast of Consolidated Results for FY2019 (April 1, 2018 through March 31, 2019)

(% of change from FY2018)

|           | Net revenues |      | Operating income |      | Income before income taxes and equity in earnings of affiliated companies |      | Net income attributable to Toyota Motor Corporation |       | Net income attributable to Toyota Motor Corporation per common share – Basic |
|-----------|--------------|------|------------------|------|---|------|---|-------|--|
|           | Million yen  | %    | Million yen      | %    | Million yen   | %    | Million yen   | %     | Yen  |
| Full-year | 29,000,000   | -1.3 | 2,300,000        | -4.2 | 2,450,000   | -6.5 | 2,120,000   | -15.0 | 726.68   |

(Note) Revisions to the forecast of consolidated results since the latest announcement: none

## Notes

- (1) Changes in significant subsidiaries during the current quarter  
(Changes in specified subsidiaries that caused a change in the scope of consolidation): none
- (2) Simplified accounting procedures and specific accounting procedures: yes  
Note: For more details, please see page 7 "Other Information".
- (3) Changes in accounting policies
  - (i) Changes by a newly issued accounting pronouncement: yes
  - (ii) Changes other than (3)-(i) above: noneNote: For more details, please see page 7 "Other Information".
- (4) Number of shares issued and outstanding (common stock)
  - (i) Number of shares issued and outstanding at the end of each period (including treasury stock): FY2019 first quarter 3,262,997,492 shares, FY2018 3,262,997,492 shares
  - (ii) Number of treasury stock at the end of each period: FY2019 first quarter 370,396,669 shares, FY2018 353,073,500 shares
  - (iii) Average number of shares issued and outstanding in each period: FY2019 first quarter 2,909,189,575 shares, FY2018 first quarter 2,974,749,507 shares

**This report is not reviewed.**

### Cautionary Statement with Respect to Forward-Looking Statements, and Other Information

This report 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.

This report contains summarized and condensed financial information prepared in accordance with U.S. generally accepted accounting principles.

#### (Reference) Cash Dividends on Class Shares

Cash dividends on class shares, which have different rights from common stock, are as follows:

|                   | Annual cash dividends per First Series Model AA Class Share |                       |                      |          |        |
|-------------------|---|-----------------------|----------------------|----------|--------|
|                   | End of first quarter  | End of second quarter | End of third quarter | Year-end | Total  |
|                   | Yen   | Yen                   | Yen                  | Yen      | Yen    |
| FY2018            | —   | 79.00                 | —                    | 79.00    | 158.00 |
| FY2019            | —   | —                     | —                    | —        | —      |
| FY2019 (forecast) | —   | —                     | —                    | —        | —      |

(Note) The First Series Model AA Class Shares were issued in July 2015.

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**Supplemental Material for Financial Results for FY2019 First Quarter**

## 1. Consolidated Financial Statements

### (1) Consolidated Balance Sheets

(Yen in millions)

|  | FY2018<br>(March 31, 2018) | FY2019 first quarter<br>(June 30, 2018) | Increase<br>(Decrease) |
|--|----------------------------|---|------------------------|
| <b>Assets</b>  |                            |   |                        |
| Current assets:  |                            |   |                        |
| Cash and cash equivalents  | 3,052,269                  | 3,027,064                               | (25,205)               |
| Time deposits  | 901,244                    | 869,547                                 | (31,697)               |
| Marketable securities  | 1,768,360                  | 1,648,476                               | (119,884)              |
| Trade accounts and notes receivable,<br>less allowance for doubtful accounts | 2,219,562                  | 2,106,252                               | (113,310)              |
| Finance receivables, net   | 6,348,306                  | 6,486,344                               | 138,038                |
| Other receivables  | 489,338                    | 427,784                                 | (61,554)               |
| Inventories  | 2,539,789                  | 2,536,944                               | (2,845)                |
| Prepaid expenses and other current assets                                    | 833,788                    | 924,534                                 | 90,746                 |
| Total current assets   | 18,152,656                 | 18,026,945                              | (125,711)              |
| Noncurrent finance receivables, net  | 9,481,618                  | 9,797,925                               | 316,307                |
| Investments and other assets:  |                            |   |                        |
| Marketable securities and other securities<br>investments                    | 7,999,323                  | 8,342,697                               | 343,374                |
| Affiliated companies   | 3,162,917                  | 3,109,166                               | (53,751)               |
| Employees receivables  | 22,562                     | 22,542                                  | (20)                   |
| Other  | 1,221,500                  | 1,264,557                               | 43,057                 |
| Total investments and other assets   | 12,406,302                 | 12,738,962                              | 332,660                |
| Property, plant and equipment:   |                            |   |                        |
| Land   | 1,404,611                  | 1,389,767                               | (14,844)               |
| Buildings  | 4,659,753                  | 4,675,076                               | 15,323                 |
| Machinery and equipment  | 11,535,381                 | 11,652,887                              | 117,506                |
| Vehicles and equipment on operating leases                                   | 5,934,393                  | 6,172,707                               | 238,314                |
| Construction in progress   | 509,851                    | 509,453                                 | (398)                  |
| Total property, plant and equipment, at cost                                 | 24,043,989                 | 24,399,890                              | 355,901                |
| Less – Accumulated depreciation  | (13,776,316)               | (13,914,573)                            | (138,257)              |
| Total property, plant and equipment, net                                     | 10,267,673                 | 10,485,317                              | 217,644                |
| <b>Total assets</b>  | <b>50,308,249</b>          | <b>51,049,149</b>                       | <b>740,900</b>         |

## TOYOTA MOTOR CORPORATION FY2019 First Quarter Financial Summary

(Yen in millions)

|   | FY2018<br>(March 31, 2018) | FY2019 first quarter<br>(June 30, 2018) | Increase<br>(Decrease) |
|---|----------------------------|---|------------------------|
| <b>Liabilities</b>  |                            |   |                        |
| Current liabilities:  |                            |   |                        |
| Short-term borrowings   | 5,154,913                  | 5,390,696                               | 235,783                |
| Current portion of long-term debt   | 4,186,277                  | 4,434,199                               | 247,922                |
| Accounts payable  | 2,586,657                  | 2,390,623                               | (196,034)              |
| Other payables  | 1,048,216                  | 880,584                                 | (167,632)              |
| Accrued expenses  | 3,104,260                  | 3,208,430                               | 104,170                |
| Income taxes payable  | 462,327                    | 211,097                                 | (251,230)              |
| Other current liabilities   | 1,254,241                  | 1,317,546                               | 63,305                 |
| Total current liabilities   | 17,796,891                 | 17,833,175                              | 36,284                 |
| Long-term liabilities:  |                            |   |                        |
| Long-term debt  | 10,006,374                 | 10,415,555                              | 409,181                |
| Accrued pension and severance costs   | 931,182                    | 934,112                                 | 2,930                  |
| Deferred income taxes   | 1,118,165                  | 1,174,705                               | 56,540                 |
| Other long-term liabilities   | 533,561                    | 568,705                                 | 35,144                 |
| Total long-term liabilities   | 12,589,282                 | 13,093,077                              | 503,795                |
| Total liabilities   | 30,386,173                 | 30,926,252                              | 540,079                |
| <b>Mezzanine equity</b>   |                            |   |                        |
| Model AA Class Shares, no par value,<br>authorized: 150,000,000 shares<br>at March 31, 2018 and June 30, 2018<br>issued: 47,100,000 shares<br>at March 31, 2018 and June 30, 2018 | 491,974                    | 491,951                                 | (23)                   |
| <b>Shareholders' equity</b>   |                            |   |                        |
| Toyota Motor Corporation shareholders' equity:  |                            |   |                        |
| Common stock, no par value,<br>authorized: 10,000,000,000 shares<br>at March 31, 2018 and June 30, 2018<br>issued: 3,262,997,492 shares<br>at March 31, 2018 and June 30, 2018    | 397,050                    | 397,050                                 | —                      |
| Additional paid-in capital  | 487,502                    | 487,746                                 | 244                    |
| Retained earnings   | 19,473,464                 | 20,875,348                              | 1,401,884              |
| Accumulated other comprehensive<br>income (loss)  | 435,699                    | (626,973)                               | (1,062,672)            |
| Treasury stock, at cost,<br>353,073,500 shares at March 31, 2018 and<br>370,396,669 shares at June 30, 2018   | (2,057,733)                | (2,186,254)                             | (128,521)              |
| Total Toyota Motor Corporation shareholders'<br>equity  | 18,735,982                 | 18,946,917                              | 210,935                |
| Noncontrolling interests  | 694,120                    | 684,029                                 | (10,091)               |
| Total shareholders' equity  | 19,430,102                 | 19,630,946                              | 200,844                |
| <b>Commitments and contingencies</b>  |                            |   |                        |
| <b>Total liabilities, mezzanine equity and shareholders'<br/>equity</b>   | <b>50,308,249</b>          | <b>51,049,149</b>                       | <b>740,900</b>         |

Note: The total number of authorized shares for common stock and Model AA Class Shares is 10,000,000,000 shares.

(2) Consolidated Statements of Income and  
Consolidated Statements of Comprehensive Income

First quarter for the three months ended June 30

Consolidated Statements of Income

(Yen in millions)

|  | FY2018 first quarter<br>(Three months ended<br>June 30, 2017) | FY2019 first quarter<br>(Three months ended<br>June 30, 2018) | Increase<br>(Decrease) |
|--|---|---|------------------------|
| Net revenues:  |   |   |                        |
| Sales of products  | 6,578,122   | 6,853,963   | 275,841                |
| Financing operations   | 469,484   | 508,770   | 39,286                 |
| Total net revenues   | 7,047,606   | 7,362,733   | 315,127                |
| Costs and expenses:  |   |   |                        |
| Cost of products sold  | 5,442,731   | 5,639,996   | 197,265                |
| Cost of financing operations   | 310,332   | 348,155   | 37,823                 |
| Selling, general and administrative  | 720,249   | 691,895   | (28,354)               |
| Total costs and expenses   | 6,473,312   | 6,680,046   | 206,734                |
| Operating income   | 574,294   | 682,687   | 108,393                |
| Other income (expense):  |   |   |                        |
| Interest and dividend income   | 66,760  | 87,888  | 21,128                 |
| Interest expense   | (4,388)   | (3,439)   | 949                    |
| Foreign exchange gain, net   | 22,791  | 39,216  | 16,425                 |
| Unrealized gains (losses) on equity securities                               | —   | 35,033  | 35,033                 |
| Other income (loss), net   | 19,891  | (27,521)  | (47,412)               |
| Total other income (expense)   | 105,054   | 131,177   | 26,123                 |
| Income before income taxes and<br>equity in earnings of affiliated companies | 679,348   | 813,864   | 134,516                |
| Provision for income taxes   | 185,398   | 246,163   | 60,765                 |
| Equity in earnings of affiliated companies                                   | 137,802   | 116,535   | (21,267)               |
| Net income   | 631,752   | 684,236   | 52,484                 |
| Less – Net income attributable to<br>noncontrolling interests                | (18,696)  | (26,930)  | (8,234)                |
| Net income attributable to<br>Toyota Motor Corporation                       | 613,056   | 657,306   | 44,250                 |

Note: Net income attributable to common shareholders for the first three months ended June 30, 2018 and 2017 is 653,609 million yen and 609,983 million yen, respectively, which is derived by deducting dividend and accretion to Model AA Class Shares of 3,697 million yen and 3,073 million yen, respectively, from Net income attributable to Toyota Motor Corporation.

(Yen)

| Net income attributable to<br>Toyota Motor Corporation per common share |        |        |       |
|---|--------|--------|-------|
| Basic   | 205.05 | 224.67 | 19.62 |
| Diluted   | 202.84 | 222.33 | 19.49 |

## Consolidated Statements of Comprehensive Income

(Yen in millions)

|   | FY2018 first quarter<br>(Three months ended<br>June 30, 2017) | FY2019 first quarter<br>(Three months ended<br>June 30, 2018) | Increase<br>(Decrease) |
|---|---|---|------------------------|
| Net income  | 631,752   | 684,236   | 52,484                 |
| Other comprehensive income (loss), net of tax                           |   |   |                        |
| Foreign currency translation adjustments                                | 15,288  | 50,709  | 35,421                 |
| Unrealized gains (losses) on securities                                 | 62,894  | 84  | (62,810)               |
| Pension liability adjustments   | (1,330)   | 7,445   | 8,775                  |
| Total other comprehensive income (loss)                                 | 76,852  | 58,238  | (18,614)               |
| Comprehensive income  | 708,604   | 742,474   | 33,870                 |
| Less – Comprehensive income attributable to<br>noncontrolling interests | (21,487)  | (22,836)  | (1,349)                |
| Comprehensive income attributable to<br>Toyota Motor Corporation        | 687,117   | 719,638   | 32,521                 |



## (3) Consolidated Statements of Cash Flows

(Yen in millions)

|   | FY2018 first quarter<br>(Three months ended<br>June 30, 2017) | FY2019 first quarter<br>(Three months ended<br>June 30, 2018) |
|---|---|---|
| Cash flows from operating activities:   |   |   |
| Net income  | 631,752   | 684,236   |
| Adjustments to reconcile net income to net cash provided by operating activities                      |   |   |
| Depreciation  | 400,618   | 413,454   |
| Provision for doubtful accounts and credit losses   | 15,365  | 12,131  |
| Pension and severance costs, less payments  | (1,627)   | 5,022   |
| Losses on disposal of fixed assets  | 10,531  | 10,655  |
| Unrealized losses (gains) on marketable securities  | 1   | (32,262)  |
| Deferred income taxes   | 24,607  | 34,913  |
| Equity in earnings of affiliated companies  | (137,802)   | (116,535)   |
| Changes in operating assets and liabilities, and other  | 120,414   | (187,598)   |
| Net cash provided by operating activities   | 1,063,859   | 824,016   |
| Cash flows from investing activities:   |   |   |
| Additions to finance receivables  | (3,649,396)   | (3,957,951)   |
| Collection of and proceeds from sales of finance receivables  | 3,415,515   | 3,669,804   |
| Additions to fixed assets excluding equipment leased to others  | (281,402)   | (423,425)   |
| Additions to equipment leased to others   | (591,088)   | (604,308)   |
| Proceeds from sales of fixed assets excluding equipment leased to others                              | 9,995   | 13,714  |
| Proceeds from sales of equipment leased to others   | 296,860   | 337,641   |
| Purchases of marketable securities and security investments   | (865,643)   | (669,345)   |
| Proceeds from sales of and maturity of marketable securities and security investments                 | 635,292   | 602,713   |
| Changes in investments and other assets, and other  | 12,089  | (11,470)  |
| Net cash used in investing activities   | (1,017,778)   | (1,042,627)   |
| Cash flows from financing activities:   |   |   |
| Proceeds from issuance of long-term debt  | 1,200,362   | 1,417,764   |
| Payments of long-term debt  | (1,083,297)   | (907,349)   |
| Increase in short-term borrowings   | 123,934   | 156,882   |
| Dividends paid to Toyota Motor Corporation class shareholders   | (2,473)   | (3,721)   |
| Dividends paid to Toyota Motor Corporation common shareholders  | (327,220)   | (349,191)   |
| Dividends paid to noncontrolling interests  | (21,681)  | (28,520)  |
| Reissuance (repurchase) of treasury stock   | 653   | (128,861)   |
| Net cash provided by (used in) financing activities   | (109,722)   | 157,004   |
| Effect of exchange rate changes on cash and cash equivalents and restricted cash and cash equivalents | 889   | 9,587   |
| Net decrease in cash and cash equivalents and restricted cash and cash equivalents                    | (62,752)  | (52,020)  |
| Cash and cash equivalents and restricted cash and cash equivalents at beginning of period             | 3,149,326   | 3,219,639   |
| Cash and cash equivalents and restricted cash and cash equivalents at end of period                   | 3,086,574   | 3,167,619   |

Note: Cash and cash equivalents and restricted cash and cash equivalents for the first quarter ended June 30, 2018 include restricted cash and cash equivalents of 167,370 million yen and 140,555 million yen at beginning of period and end of period, respectively. Restricted cash and cash equivalents were included in Prepaid expenses and other current assets in the consolidated balance sheets.

(4) Going Concern Assumption

None

(5) Significant Changes in Shareholders' Equity

None

**2. Other Information**

(1) Changes in significant subsidiaries during the current period

(Changes in specified subsidiaries that caused a change in the scope of consolidation)

None

(2) Simplified accounting procedures and accounting procedures specific to quarterly consolidated financial statements

Provision for income taxes

The provision for income taxes is computed by multiplying income before income taxes and equity in earnings of affiliated companies for the first quarter by estimated annual effective tax rates. These estimated annual effective tax rates reflect anticipated investment tax credits, foreign tax credits and other items, including changes in valuation allowances, that are expected to affect estimated annual effective tax rates.

(3) Changes in accounting principles, procedures, and disclosures for consolidated financial statements

In May 2014, the Financial Accounting Standards Board ("FASB") issued updated guidance on the recognition of revenue from contracts with customers. This guidance requires an entity to recognize revenue when promised goods or services are transferred to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services and supersedes the current revenue recognition guidance. The parent company and its consolidated subsidiaries ("Toyota") applied the modified retrospective method of adoption to contracts that are not completed as of the adoption on April 1, 2018. The adoption of this guidance did not have a material impact on Toyota's consolidated financial statements.

In January 2016, the FASB issued updated guidance for financial instruments. This guidance addresses certain aspects of recognition, measurement, presentation, and disclosure of financial instruments and requires entities to measure equity investments at fair value and recognize any changes in fair value in net income. Toyota adopted this guidance on April 1, 2018. Toyota recognized a cumulative-effect adjustment to retained earnings of ¥1,125,109 million as of April 1, 2018 for after-tax unrealized gains (losses) on equity securities previously recognized in accumulated other comprehensive income. Unrealized gains (losses) on equity securities, which is mainly included in "Unrealized gains (losses) on equity securities" of Toyota's consolidated statements of income for the first quarter ended June 30, 2018, was ¥32,262 million.

In August 2016, the FASB issued updated guidance for classification of statement of cash flows. This guidance clarifies classification of certain cash receipts and cash payments of statement of cash flows. Toyota adopted this guidance on April 1, 2018. The adoption of this guidance did not have a material impact on Toyota's consolidated financial statements.

In October 2016, the FASB issued updated guidance that would require entities to recognize the income tax consequences of intercompany asset transfers other than inventory. Toyota adopted this guidance on April 1, 2018. The adoption of this guidance did not have a material impact on Toyota's consolidated financial statements.

In November 2016, the FASB issued updated guidance for the statement of cash flows. This guidance requires that restricted cash and restricted cash equivalents should be included with cash and cash equivalents. It also requires entities to disclose how the statement of cash flows that includes restricted cash with cash and cash equivalents reconciles to the balance sheet. Toyota adopted this guidance on April 1, 2018. The adoption of this guidance did not have a material impact on Toyota's consolidated financial statements. Restricted cash and cash equivalents mainly include customer collections on securitized receivables to be distributed to investors as payments on the related secured debt.

## Supplemental Material for Financial Results for FY2019 First Quarter (Consolidated)

< U.S. GAAP >

|  | FY2018           |                  |                    |                  |                            | FY2019           | FY2019<br>Forecast<br>12 months<br>('18/4-'19/3) |
|--|------------------|------------------|--------------------|------------------|----------------------------|------------------|--|
|  | 1Q<br>(2017/4-6) | 2Q<br>(2017/7-9) | 3Q<br>(2017/10-12) | 4Q<br>(2018/1-3) | 12 months<br>('17/4-'18/3) | 1Q<br>(2018/4-6) |  |
| Vehicle Production<br>(thousands of units)                                     | 2,216            | 2,176            | 2,266              | 2,306            | 8,964                      | 2,199            |  |
| (Japan)<br>- including Daihatsu & Hino   | 1,023            | 1,039            | 1,100              | 1,124            | 4,286                      | 1,003            |  |
| [Daihatsu & Hino]  | [ 266 ]          | [ 260 ]          | [ 273 ]            | [ 288 ]          | [ 1,087 ]                  | [ 257 ]          |  |
| (Overseas)<br>- including Daihatsu & Hino                                      | 1,193            | 1,137            | 1,166              | 1,182            | 4,678                      | 1,196            |  |
| [Daihatsu & Hino]  | [ 92 ]           | [ 93 ]           | [ 90 ]             | [ 129 ]          | [ 404 ]                    | [ 133 ]          |  |
| North America  | 509              | 438              | 459                | 497              | 1,903                      | 517              |  |
| Europe   | 176              | 152              | 178                | 175              | 681                        | 168              |  |
| Asia   | 383              | 406              | 413                | 399              | 1,601                      | 402              |  |
| Central and<br>South America   | 79               | 86               | 90                 | 79               | 333                        | 82               |  |
| Oceania  | 20               | 23               | 0                  | 0                | 43                         | 0                |  |
| Africa   | 26               | 32               | 26                 | 32               | 117                        | 28               |  |
| Vehicle Sales<br>(thousands of units)  | 2,215            | 2,175            | 2,289              | 2,286            | 8,964                      | 2,236            | 8,900  |
| [First Half 6 months]  |                  |                  |                    |                  | [ 4,389 ]                  |                  | [ 4,420 ]  |
| (Japan)<br>- including Daihatsu & Hino   | 544              | 543              | 552                | 616              | 2,255                      | 510              | 2,190  |
| [Daihatsu & Hino]  | [ 164 ]          | [ 162 ]          | [ 158 ]            | [ 201 ]          | [ 685 ]                    | [ 155 ]          | [ 670 ]  |
| (Overseas)<br>- including Daihatsu & Hino                                      | 1,671            | 1,632            | 1,737              | 1,670            | 6,709                      | 1,726            | 6,710  |
| [Daihatsu & Hino]  | [ 71 ]           | [ 75 ]           | [ 79 ]             | [ 82 ]           | [ 306 ]                    | [ 75 ]           | [ 320 ]  |
| North America  | 723              | 672              | 735                | 675              | 2,806                      | 746              | 2,750  |
| Europe   | 240              | 229              | 237                | 262              | 968                        | 253              | 950  |
| Asia   | 363              | 382              | 404                | 394              | 1,543                      | 394              | 1,690  |
| Central and<br>South America   | 108              | 109              | 118                | 110              | 445                        | 117              | 460  |
| Oceania  | 74               | 70               | 71                 | 68               | 283                        | 72               | 280  |
| Africa   | 42               | 46               | 46                 | 50               | 184                        | 48               | 180  |
| Middle East  | 119              | 122              | 123                | 109              | 472                        | 93               | 400  |
| Other  | 2                | 2                | 3                  | 2                | 8                          | 2                |  |
| Total Retail Unit Sales<br>(thousands of units)<br>[Toyota, Daihatsu and Hino] | 2,590            | 2,626            | 2,631              | 2,594            | 10,441                     | 2,616            | 10,500   |
| Housing Sales (units)  | 2,312            | 5,399            | 2,699              | 5,812            | 16,222                     | 1,892            | 16,200   |

## Supplemental Material for Financial Results for FY2019 First Quarter (Consolidated)

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|  | FY2018           |                  |                    |                    |                            | FY2019           | FY2019                                 |
|--|------------------|------------------|--------------------|--------------------|----------------------------|------------------|--|
|  | 1Q<br>(2017/4-6) | 2Q<br>(2017/7-9) | 3Q<br>(2017/10-12) | 4Q<br>(2018/1-3)   | 12 months<br>(*17/4-'18/3) | 1Q<br>(2018/4-6) | Forecast<br>12 months<br>(*18/4-'19/3) |
| Foreign Exchange Rates   |                  |                  |                    |                    |                            |                  |  |
| Yen to US Dollar Rate  | 111              | 111              | 113                | 108                | 111                        | 109              | as premise:<br>106                     |
| Yen to Euro Rate   | 122              | 130              | 133                | 133                | 130                        | 130              | as premise:<br>126                     |
| Market Share (Japan)   |                  |                  |                    |                    |                            |                  |  |
| Toyota(excluding Mini-Vehicles) (%)                                  | 49.3             | 45.1             | 50.0               | 44.0               | 46.9                       | 46.2             | approximately:<br>46                   |
| Toyota, Daihatsu and Hino<br>(including Mini-Vehicles) (%)           | 46.2             | 43.3             | 46.8               | 42.0               | 44.4                       | 43.8             |  |
| Number of Employees  | 371,888          | 371,286          | 368,883            | 369,124            | 369,124                    | 373,272          | (Note 1)                               |
| Net Revenues (billions of yen)                                       | 7,047.6          | 7,143.6          | 7,605.7            | 7,582.5            | 29,379.5                   | 7,362.7          | 29,000.0                               |
| Geographic Information   |                  |                  |                    |                    |                            |                  |  |
| Japan  | 3,686.3          | 3,881.8          | 4,173.1            | 4,283.4            | 16,024.8                   | 3,865.4          |  |
| North America  | 2,661.4          | 2,567.7          | 2,799.8            | 2,545.3            | 10,574.4                   | 2,791.1          |  |
| Europe   | 761.5            | 758.2            | 792.2              | 873.1              | 3,185.2                    | 785.8            |  |
| Asia   | 1,196.7          | 1,287.6          | 1,341.5            | 1,322.2            | 5,148.1                    | 1,316.2          |  |
| Other  | 612.4            | 625.4            | 616.2              | 599.2              | 2,453.2                    | 598.4            |  |
| Elimination  | -1,870.8         | -1,977.3         | -2,117.1           | -2,040.9           | -8,006.4                   | -1,994.4         |  |
| Business Segment   |                  |                  |                    |                    |                            |                  |  |
| Automotive   | 6,368.6          | 6,368.2          | 6,862.8            | 6,798.1            | 26,397.9                   | 6,633.4          |  |
| Financial Services   | 503.7            | 493.8            | 512.5              | 506.8              | 2,017.0                    | 516.8            |  |
| All Other  | 337.9            | 430.8            | 381.0              | 496.2              | 1,646.1                    | 358.0            |  |
| Elimination  | -162.8           | -149.2           | -150.7             | -218.7             | -681.5                     | -145.6           |  |
| Operating Income (billions of yen)                                   | 574.2            | 522.2            | 673.6              | 629.6              | 2,399.8                    | 682.6            | 2,300.0                                |
| (Operating Income Ratio) (%)   | ( 8.1 )          | ( 7.3 )          | ( 8.9 )            | ( 8.3 )            | ( 8.2 )                    | ( 9.3 )          | ( 7.9 )                                |
| Geographic Information   |                  |                  |                    |                    |                            |                  |  |
| Japan  | 319.2            | 321.3            | 470.6              | 548.7              | 1,659.9                    | 395.9            |  |
| North America  | 89.2             | 55.3             | 33.1               | -38.8              | 138.8                      | 63.5             |  |
| Europe   | 20.3             | 17.4             | 23.3               | 13.8               | 75.0                       | 23.0             |  |
| Asia   | 104.3            | 109.8            | 123.6              | 95.3               | 433.1                      | 146.3            |  |
| Other  | 38.6             | 31.6             | 33.0               | 9.2                | 112.6                      | 43.2             |  |
| Elimination  | 2.4              | -13.4            | -10.1              | 1.2                | -19.8                      | 10.4             |  |
| Business Segment   |                  |                  |                    |                    |                            |                  |  |
| Automotive   | 489.3            | 423.1            | 569.0              | 529.5              | 2,011.1                    | 602.5            |  |
| Financial Services   | 75.3             | 69.4             | 82.6               | 58.1               | 285.5                      | 73.5             |  |
| All Other  | 13.6             | 22.8             | 24.7               | 39.5               | 100.8                      | 11.4             |  |
| Elimination  | -4.0             | 6.8              | -2.7               | 2.3                | 2.3                        | -4.8             |  |
| Income before Income Taxes (billions of yen)                         | 679.3            | 572.8            | 750.9              | 617.3              | 2,620.4                    | 813.8            | 2,450.0                                |
| (Income before Income Taxes Ratio) (%)                               | ( 9.6 )          | ( 8.0 )          | ( 9.9 )            | ( 8.1 )            | ( 8.9 )                    | ( 11.1 )         | ( 8.4 )                                |
| Equity in Earnings of Affiliated<br>Companies (billions of yen)      | 137.8            | 97.2             | 123.8              | 111.2              | 470.0                      | 116.5            | 440.0                                  |
| Net Income (billions of yen)   | 613.0            | 458.2            | 941.8              | 480.8              | 2,493.9                    | 657.3            | 2,120.0                                |
| (Net Income Ratio) (%)   | ( 8.7 )          | ( 6.4 )          | ( 12.4 )           | ( 6.3 )            | ( 8.5 )                    | ( 8.9 )          | ( 7.3 )                                |
| Dividends  |                  |                  |                    |                    |                            |                  |  |
| Common Shares  |                  |                  |                    |                    |                            |                  |  |
| Cash Dividends (billions of yen)                                     | —                | 293.4            | —                  | 349.1              | 642.6                      | —                | (Note 3)                               |
| Cash Dividends per Share (yen)                                       | —                | 100              | —                  | 120                | 220                        | —                |  |
| Payout Ratio (%)   | —                | 27.8             | —                  | 24.8               | 26.1                       | —                |  |
| Model AA Class Shares  |                  |                  |                    |                    |                            |                  |  |
| Cash Dividends (billions of yen)                                     | —                | 3.7              | —                  | 3.7                | 7.4                        | —                | (Note 3)                               |
| Cash Dividends per Share (yen)                                       | —                | 79               | —                  | 79                 | 158                        | —                |  |
| Value of Shares Repurchased<br>(billions of yen)[actual purchase]    | —                | 249.9            | 34.9               | 214.9              | 499.9                      | 129.1            | (Note 4)                               |
| Value of Shares Repurchased<br>(billions of yen)[shareholder return] | —                | 249.9            | —                  | 300.0<br>(maximum) | 549.9<br>(maximum)         | —                | (Note 4)<br>(Note 5)                   |
| Number of Outstanding Common<br>Shares (thousands)                   | 3,262,997        | 3,262,997        | 3,262,997          | 3,262,997          | 3,262,997                  | 3,262,997        |  |
| Number of Outstanding Model AA<br>Class Shares (thousands)           | 47,100           | 47,100           | 47,100             | 47,100             | 47,100                     | 47,100           |  |

## Supplemental Material for Financial Results for FY2019 First Quarter (Consolidated)

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|   | FY2018           |                  |                    |                  |                            | FY2019           | FY2019<br>Forecast<br>12 months<br>('18/4-'19/3) |
|---|------------------|------------------|--------------------|------------------|----------------------------|------------------|--|
|   | 1Q<br>(2017/4-6) | 2Q<br>(2017/7-9) | 3Q<br>(2017/10-12) | 4Q<br>(2018/1-3) | 12 months<br>('17/4-'18/3) | 1Q<br>(2018/4-6) |  |
| R&D Expenses (billions of yen)  | 278.6            | 272.0            | 264.3              | 249.2            | 1,064.2                    | 268.5            | 1,080.0  |
| Depreciation Expenses<br>(billions of yen)                                    | 212.9            | 242.3            | 248.5              | 260.6            | 964.4                      | 217.7            | 1,000.0 (Note 6)                                 |
| Geographic Information  |                  |                  |                    |                  |                            |                  |  |
| Japan   | 108.4            | 132.6            | 136.4              | 145.9            | 523.4                      | 108.5            | 550.0  |
| North America   | 45.5             | 48.7             | 51.8               | 55.7             | 201.9                      | 49.8             | 190.0  |
| Europe  | 15.4             | 16.3             | 15.4               | 13.2             | 60.5                       | 14.1             | 80.0   |
| Asia  | 34.1             | 35.3             | 35.1               | 37.1             | 141.7                      | 36.5             | 140.0  |
| Other   | 9.2              | 9.2              | 9.6                | 8.6              | 36.7                       | 8.6              | 40.0   |
| Capital Expenditures (billions of yen)  | 205.7            | 285.1            | 299.4              | 512.3            | 1,302.7                    | 311.8            | 1,370.0 (Note 6)                                 |
| Geographic Information  |                  |                  |                    |                  |                            |                  |  |
| Japan   | 112.5            | 152.1            | 156.9              | 264.0            | 685.7                      | 143.6            | 740.0  |
| North America   | 65.3             | 70.9             | 83.5               | 139.0            | 358.8                      | 106.6            | 320.0  |
| Europe  | 4.8              | 15.0             | 16.1               | 23.4             | 59.6                       | 15.1             | 140.0  |
| Asia  | 13.3             | 29.3             | 21.1               | 62.9             | 126.8                      | 25.2             | 110.0  |
| Other   | 9.6              | 17.6             | 21.7               | 22.7             | 71.7                       | 21.2             | 60.0   |
| Total Liquid Assets (billions of yen)   | 9,364.0          | 9,306.7          | 9,309.1            | 9,372.1          | 9,372.1                    | 9,005.4 (Note 7) |  |
| Total Assets (billions of yen)  | 49,456.0         | 50,253.0         | 51,216.4           | 50,308.2         | 50,308.2                   | 51,049.1         |  |
| Toyota Motor Corporation<br>Shareholders' Equity (billions of yen)            | 17,874.2         | 18,253.4         | 18,996.4           | 18,735.9         | 18,735.9                   | 18,946.9         |  |
| Return on Equity (%)  | 13.8             | 10.1             | 20.2               | 10.1             | 13.7                       | 13.9             |  |
| Return on Asset (%)   | 5.0              | 3.7              | 7.4                | 3.8              | 5.0                        | 5.2              |  |
| Number of Consolidated Subsidiaries<br>(including Variable Interest Entities) |                  |                  |                    |                  | 606                        |                  |  |
| No. of Affil. Accounted<br>for Under the Equity Method                        |                  |                  |                    |                  | 57                         |                  |  |

| Analysis of Consolidated Net Income for FY2019<br>(billions of yen, approximately) | 1Q<br>(2018/4-6) | (Note 2) |
|--|------------------|----------|
| Marketing Efforts  | 45.0             |          |
| Effects of Changes in Exchange Rates   | 0.0              |          |
| Cost Reduction Efforts   | 15.0             |          |
| From Engineering   | 0.0              |          |
| From Manufacturing and Logistics   | 15.0             |          |
| Decreases in Expenses, etc.  | 60.0             |          |
| Other  | -11.7            |          |
| (Changes in Operating Income)  | 108.3            |          |
| Non-operating Income   | 26.1             |          |
| Equity in Earnings of Affiliated Companies   | -21.2            |          |
| Income Taxes, Net Income Attributable<br>to Noncontrolling Interests               | -68.9            |          |
| (Changes in Net Income)  | 44.2             | (Note 2) |

## Supplemental Material for Financial Results for FY2019 First Quarter (Unconsolidated)

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|  | FY2018           |                  |                    |                  |                            | FY2019           | FY2019                                 |
|--|------------------|------------------|--------------------|------------------|----------------------------|------------------|--|
|  | 1Q<br>(2017/4-6) | 2Q<br>(2017/7-9) | 3Q<br>(2017/10-12) | 4Q<br>(2018/1-3) | 12 months<br>(*17/4-'18/3) | 1Q<br>(2018/4-6) | Forecast<br>12 months<br>(*18/4-'19/3) |
| Toyota & Lexus brand                               |                  |                  |                    |                  |                            |                  |  |
| Domestic Vehicle Production (thousands of units)   | 757              | 779              | 827                | 836              | 3,199                      | 746              | 3,190                                  |
| Overseas Vehicle Production (thousands of units)   | 1,464            | 1,420            | 1,435              | 1,405            | 5,724                      | 1,451            | 5,710                                  |
| Domestic Vehicle Retail Sales (thousands of units) | 390              | 383              | 384                | 440              | 1,597                      | 359              | 1,530                                  |
| Exports Vehicle Sales (thousands of units)         | 440              | 457              | 504                | 481              | 1,882                      | 464              | 1,940                                  |
| North America                                      | 190              | 193              | 220                | 193              | 796                        | 191              | 820                                    |
| Europe   | 57               | 63               | 57                 | 71               | 248                        | 65               | 260                                    |
| Asia   | 72               | 77               | 97                 | 77               | 323                        | 76               | 330                                    |
| Central and South America                          | 12               | 12               | 14                 | 15               | 53                         | 16               | 50                                     |
| Oceania  | 40               | 42               | 38                 | 46               | 166                        | 46               | 180                                    |
| Africa   | 14               | 15               | 13                 | 12               | 54                         | 14               | 60                                     |
| Middle East  | 53               | 54               | 63                 | 64               | 234                        | 54               | 240                                    |
| Other  | 2                | 1                | 2                  | 3                | 8                          | 2                |  |
| Net Revenues (billions of yen)                     | 2,870.2          | 2,918.1          | 3,259.8            | 3,153.2          | 12,201.4                   | 2,980.3          | 12,100.0                               |
| Domestic   | 962.8            | 946.5            | 1,067.5            | 1,098.4          | 4,075.4                    | 923.9            |  |
| Exports  | 1,907.3          | 1,971.5          | 2,192.2            | 2,054.8          | 8,126.0                    | 2,056.3          |  |
| Operating Income (billions of yen)                 | 222.4            | 215.5            | 343.3              | 476.1            | 1,257.5                    | 308.7            | 1,120.0                                |
| (Operating Income Ratio) (%)                       | ( 7.8 )          | ( 7.4 )          | ( 10.5 )           | ( 15.1 )         | ( 10.3 )                   | ( 10.4 )         | ( 9.3 )                                |
| Ordinary Income (billions of yen)                  | 570.7            | 513.2            | 674.4              | 479.7            | 2,238.1                    | 714.8            | 1,920.0                                |
| (Ordinary Income Ratio) (%)                        | ( 19.9 )         | ( 17.6 )         | ( 20.7 )           | ( 15.2 )         | ( 18.3 )                   | ( 24.0 )         | ( 15.9 )                               |
| Net Income (billions of yen)                       | 488.1            | 437.4            | 585.7              | 347.9            | 1,859.3                    | 591.5            | 1,570.0                                |
| (Net Income Ratio) (%)                             | ( 17.0 )         | ( 15.0 )         | ( 18.0 )           | ( 11.0 )         | ( 15.2 )                   | ( 19.8 )         | ( 13.0 )                               |
| R&D Expenses (billions of yen)                     | 241.6            | 237.3            | 230.3              | 211.2            | 920.6                      | 234.4            | 920.0                                  |
| Depreciation Expenses (billions of yen)            | 58.4             | 58.0             | 56.0               | 55.2             | 227.8                      | 52.6             | 250.0                                  |
| Capital Expenditures (billions of yen)             | 54.0             | 57.6             | 60.0               | 113.2            | 284.8                      | 73.6             | 330.0                                  |

| Analysis of Unconsolidated Net Income for FY2019<br>(billions of yen, approximately) | 1Q<br>(2018/4-6) |
|--|------------------|
| Marketing Efforts  | 10.0             |
| Effects of Changes in Exchange Rates   | -5.0             |
| Cost Reduction Efforts   | 15.0             |
| From Engineering   | 15.0             |
| From Manufacturing and Logistics   | 0.0              |
| Decreases in Expenses, etc.  | 65.0             |
| Other  | 1.2              |
| (Changes in Operating Income)  | 86.2             |
| Non-operating Income   | 57.8             |
| Income Taxes, etc.   | -40.7            |
| (Changes in Net Income)  | 103.3            |

#### Cautionary Statement with Respect to Forward-Looking Statements

This report 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.

(Note 1) Shows the number of employees as of the end of each period (excluding loan employees from Toyota and its consolidated subsidiaries ("Toyota") to outside Toyota and including loan employees from outside Toyota to Toyota)

(Note 2) Shows "Net income attributable to Toyota Motor Corporation"

(Note 3) 2Q= Interim Dividend, 4Q= Year-end Dividend, FY= Annual Dividend

(Note 4) Value of common shares repurchased (excluding shares constituting less than one unit that were purchased upon request)

(Note 5) Value of common shares repurchased (shareholder return on Net Income for the period)

(Note 6) Figures for depreciation expenses and capital expenditures do not include vehicles in operating lease

(Note 7) Cash and cash equivalents, time deposits, marketable debt securities and its investment in monetary trust funds, excluding in each case those relating to financial services