

Toyota Motor Corporation (TMC) Announces Financial Results for Fiscal Year Ended March 31, 2016

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TOYOTA

Toyota's global net income increased 6.4 percent for the 2016 fiscal year which ended March 31, 2016.

Global Financial Highlights:

- Global sales of 8,681,328 vehicles decreased by 290,536 units compared to the previous fiscal year. North America posted sales gains, while Europe, Asia and other regions declined.
- Consolidated net revenues for the period totaled 28.4031 trillion yen (*\$236.692 billion), up 4.3 percent.
- Operating income increased to 2.8539 trillion yen (*\$23.782 billion), up 3.8 percent.
- Net income jumped to 2.3126 trillion yen (*\$19.271 billion), a 6.4 percent increase.

- Financial services operating income (excluding valuation gains/losses from interest-rate swaps) decreased to 319.0 billion yen (*\$2.658 billion).

(*all currency translations above are approximate and based on an average 120-yen-to-dollar exchange rate)

North America Financial Highlights:

- Sales increased by 124,056 vehicles to 2,839,229 units.
- Operating income (excluding valuation gains/losses from interest-rate swaps) decreased to 505.6 billion yen (*\$4.213 billion).

(*currency translations above are approximate and based on an average 120-yen-to-dollar exchange rate)

Fiscal Year Global Forecast (April 1, 2016 – March 31, 2017):

- Global consolidated vehicle sales of 8.9 million
- Consolidated net revenue of 26.5 trillion yen (*\$252.380 billion)
- Operating income of 1.70 trillion yen (*\$16.190 billion)
- Net income of 1.50 trillion yen (*\$14.285 billion)

(*all currency translations above are approximate and based on a projected 105-yen-to-dollar exchange rate)

The above forecast does not include the effects of suspension of operations on vehicle assembly lines in Japan resulting from the Kumamoto Earthquake that struck Japan's island of Kyushu last month.

For more information on the fiscal year results, go to:

http://www.toyota-global.com/investors/financial_result/