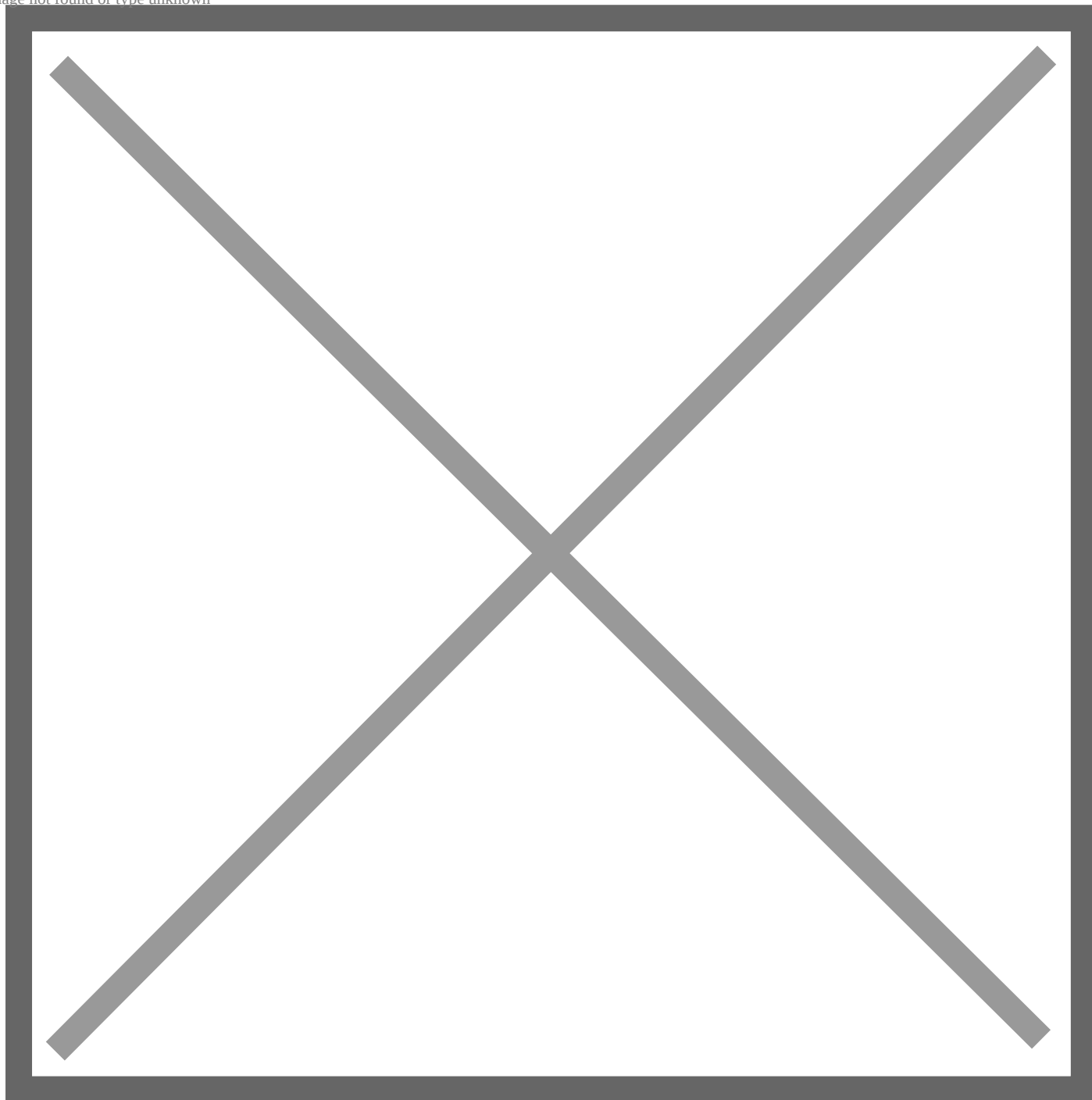


TMC Announces Financial Results for the First Quarter Ended June 30, 2021

August 04, 2021

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TOYOTA CITY, Japan (August 4, 2021)—Toyota Motor Corporation (TMC) today announced its financial results for the first quarter which ended June 30, 2021.

Consolidated vehicle sales totaled approximately 2,148,000 units, an increase of approximately 990,000 units compared to the same period last fiscal year. On a consolidated basis, net revenues for the period totaled 7.935 trillion (\$72.1 billion), an increase of 72.4%. Operating income increased from 13.9 billion yen (\$128.7 million) to 997.4 billion yen (\$9.0 billion), while income before income taxes¹ was 1.257 trillion yen (\$11.4 billion). Net income² increased from 158.8 billion yen (\$1.470 billion) to 897.8 billion yen (\$8.1 billion).

Regions

North America: Vehicle sales totaled approximately 661,000 units, an increase of 376,000 units. Operating income, excluding the impact of valuation gains/losses from interest rate swaps, increased by 314.8 billion yen (\$2.8 billion) to 217.1 billion yen (\$1.9 billion).

Japan: Vehicle sales totaled approximately 500,000 units, an increase of 115,000 units. Operating income, excluding the impact of valuation gains/losses from interest rate swaps, increased by 440.0 billion yen (\$4.0 billion) to 518.2 billion yen (\$4.7 billion).

Europe: Vehicle sales totaled approximately 281,000 units, an increase of 140,000 units. Operating income, excluding the impact of valuation gains/losses from interest rate swaps, increased by 49.7 billion yen (\$451 million) to 30.0 billion yen (\$272 million).

Asia: Vehicle sales totaled approximately 365,000 units, an increase of 183,000 units. Operating income, excluding the impact of valuation gains/losses from interest rate swaps, increased by 121.5 billion yen (\$1.1 billion) to 167.3 billion yen (\$1.5 billion).

Other regions (including Central and South America, Oceania, Africa, and the Middle East): Vehicle sales totaled approximately 340,000 units, an increase of 174,000 units. Operating income, excluding the impact of valuation gains/losses from interest rate swaps, increased by 73.8 billion yen (\$670 million) to 63.7 billion yen (\$579 million).

Financial Services

Financial services operating income increased by 92.3 billion yen (\$839 million) to 163.2 billion yen (\$1.4 billion). Including valuation gains/losses, operating income increased by 103.8 billion yen (\$943 million) to 196.0 billion yen (\$1.7 billion).

(*FY22 currency translations above are approximate and based on an average 110-yen-to-dollar exchange rate; FY21 is 108-yen-to-dollar exchange rate)

Forecast

For the fiscal year ending March 31, 2022, TMC estimates consolidated vehicles sales will be 8.7 million units. Based on an exchange rate assumption of 105 yen to the U.S. dollar, TMC forecasts consolidated net revenue of 30.0 trillion yen (\$285.7 billion), operating income of 2.5 trillion yen (\$23.8 billion), income before income taxes of 3.110 trillion yen (\$29.6 billion), and net income of 2.3 trillion yen (\$21.9 billion).

(*all currency translations above are approximate and based on an average 105-yen-to-dollar exchange rate.)

¹Income before income taxes and equity in earnings of affiliated companies

²Net income attributable to Toyota Motor Corporation

For more information, visit <https://global.toyota/en/ir/financial-results/?1q=>.

(All consolidated financial information has been prepared in accordance with International Financial Reporting Standards (IFRS))

Updated on May 16, 2022