

# Outline

## Company Outline

Company name	Toyota Motor Corporation
Date founded	August 28, 1937

Note: The number of employees includes those dispatched from other companies as of March 31, 2008

Number of employees	69,478 (Total in affiliated companies: 316,121)
Capital	397.05 billion yen

## Consolidated basis (U.S. GAAP)

### Business results

(unit = 1 billion yen or 1 company)

	FY 2007 (April 2006 to March 2007)	FY 2008 (April 2007 to March 2008)	Half-year ending September 2008 (April 2008 to September 2008)
Sales* <sup>1</sup>	23,948.0	26,289.2	12,190.4
Operating income* <sup>1</sup>	2,238.6	2,270.3	582.0
Net income* <sup>1</sup>	1,644.0	1,717.8	493.4
Capital investment* <sup>1</sup> * <sup>2</sup>	1,482.6	1,480.2	625.5
R&D* <sup>1</sup>	890.7	958.8	477.7
Number of consolidated subsidiaries	522	530	530
Number of companies under equity method	56	55	55

\*<sup>1</sup> Monetary figures rounded down to the nearest 100 million yen

\*<sup>2</sup> Not including assets for lease

## Non-consolidated basis (Japanese accounting standards)

### Operating results

(unit = 1 billion yen)

	FY 2007 (April 2006 to March 2007)	FY 2008 (April 2007 to March 2008)	Half-year ending September 2008 (April 2008 to September 2008)
Sales*	11,571.8	12,079.2	5,649.2
Operating income*	1,555.1	1,580.6	595.2
Net income*	1,060.1	1,138.1	472.2

\* Monetary figures rounded down to the nearest 100 million yen

### Production results

(unit = 1)

		FY 2007 (April 2006 to March 2007)	FY 2008 (April 2007 to March 2008)	Half-year ending September 2008 (April 2008 to September 2008)
Vehicles	Japan	5,100,000	5,160,000	2,451,000
	Overseas	3,080,000	3,387,000	1,638,000
	Total	8,180,000	8,547,000	4,089,000
Homes		5,621	5,123	2,326

### Sales results

(unit = 1)

		FY 2007 (April 2006 to March 2007)	FY 2008 (April 2007 to March 2008)	Half-year ending September 2008 (April 2008 to September 2008)
Vehicles	Japan	2,273,000	2,188,000	1,016,000
	Overseas	6,251,000	6,725,000	3,234,000
	Total	8,524,000	8,913,000	4,250,000
Homes		5,807	5,431	2,436

### Production results

(unit = 1)

		FY 2007 (April 2006 to March 2007)	FY 2008 (April 2007 to March 2008)	Half-year ending September 2008 (April 2008 to September 2008)
Vehicles produced in Japan		4,185,000	4,264,000	2,007,000
Vehicles produced overseas		3,939,000	4,424,000	2,162,000

### Sales results

(unit = 1)

		FY 2007 (April 2006 to March 2007)	FY 2008 (April 2007 to March 2008)	Half-year ending September 2008 (April 2008 to September 2008)
Vehicles sold in Japan (shipped)		1,659,000	1,595,000	722,000
Vehicles exported		2,597,000	2,708,000	1,303,000
Homes sold		5,001	4,622	2,049

## Vehicle production, sales and exports (results for CY 2008)

(unit = 1,000 vehicles)

	Toyota	Daihatsu	Hino	Total
Global production	8,211	908	106	9,225
Japanese production	4,012	793	106	4,912
Overseas production	4,198	115	—	4,313
Global sales	7,996	866	110	8,972
Sales in Japan	1,470	642	41	2,153
Overseas sales	6,526	224	69	6,819
Exports	2,586	130	67	2,783

Notes: Japanese production: Line-off basis, CBU + KD (including OEM production for Japan)

Overseas production: Local line-off basis, including vehicles for Japan (excluding OEM production and KD production for overseas)

Sales in Japan: Registered and reported, including vehicles produced overseas

Overseas sales: As surveyed by Toyota, Daihatsu, Hino (excluding OEM production)

Exports: Ship-loaded basis, CBU + KD (including OEM production for overseas)

(Figures rounded to the nearest 1,000)