

1-1. Outline of Toyota

Production, sales and exports of vehicles (calendar year) (1 = 1,000 vehicle)

	2002			
	Total	Toyota	Daihatsu	Hino
Worldwide production	6,314 (8.0)	5,640 (9.8)	619 (-6.1)	54 (1.6)
Overseas	2,175 (20.7)	2,155 (21.0)	20 (-4.1)	—
Japanese	4,139 (2.3)	3,485 (3.9)	600 (-6.2)	54 (1.4)
Worldwide sales	6,168 (4.1)	5,519 (4.9)	593 (-3.2)	56 (5.8)
Overseas	3,949 (8.6)	3,838 (8.0)	88 (24.8)	23 (22.6)
Japanese	2,218 (-3.2)	1,680 (-2.0)	505 (-6.9)	33 (-3.3)
Exports from Japan	1,916 (9.5)	1,817 (9.1)	76 (17.8)	23 (22.6)

	2003			
	Total	Toyota	Daihatsu	Hino
Worldwide production	6,826 (8.1)	6,078 (7.8)	665 (7.3)	83 (53.4)
Overseas	2,581 (18.7)	2,558 (18.7)	24 (18.1)	—
Japanese	4,245 (2.6)	3,520 (1.0)	641 (7.0)	83 (53.4)
Worldwide sales	6,783 (10.0)	6,071 (10.0)	632 (6.6)	81 (44.5)
Overseas	4,478 (13.4)	4,355 (13.5)	90 (1.9)	33 (45.1)
Japanese	2,306 (3.9)	1,716 (2.1)	542 (7.4)	48 (44.1)
Exports from Japan	1,953 (1.9)	1,836 (1.1)	84 (10.2)	33 (45.1)

	2004			
	Total	Toyota	Daihatsu	Hino
Worldwide production	7,547 (10.6)	6,724 (10.6)	730 (9.8)	94 (12.8)
Overseas	3,093 (19.8)	3,043 (19.0)	50 (113.6)	—
Japanese	4,454 (4.9)	3,681 (4.6)	679 (6.0)	94 (12.8)
Worldwide sales	7,518 (10.8)	6,708 (10.5)	716 (13.3)	94
Overseas	5,130 (14.6)	4,949 (13.6)	138 (53.6)	44 (31.1)
Japanese	2,388 (3.6)	1,759 (2.5)	578 (6.6)	51 (6.3)
Exports from Japan	2,089 (7.0)	1,952 (6.3)	94 (12.0)	44 (31.1)

SOURCE: TMC

NOTES: 1) Figures for Toyota include the Lexus brand

2) See inside front cover for description of "overseas production".

1-1. Outline of Toyota

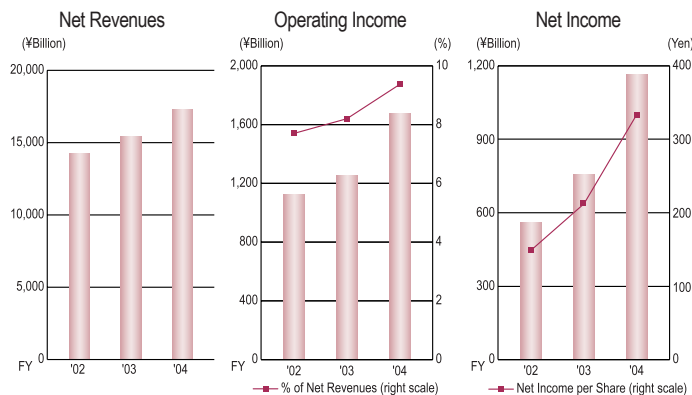
Business results (fiscal year, consolidated, U.S. GAAP) (1 = ¥1 million)**

Period	2002	2003	2004
	April 2001- March 2002	April 2002- March 2003	April 2003- March 2004
Net Revenues:			
Sales of Products	¥ 13,499,644	¥ 14,793,973	¥ 16,578,033
Financing Operations	690,664	707,580	716,727
Total	14,190,308	15,501,553	17,294,760
Operating Income	1,093,632	1,271,646	1,666,890
Net Income	556,567	750,942	1,162,098
ROE	7.8%	10.4%	15.2%
Per Share Data (yen):			
Net Income (Basic)	¥ 152.26	¥ 211.32	¥ 342.90
Cash Dividends	28.00	36.00	45.00
Shareholders' Equity	2,015.82	2,063.43	2,456.08
R&D Expenses	589,306	668,404	682,279
Capital Expenditures*2	940,547	1,005,931	945,803
Depreciation	809,841	870,636	969,904

NOTES: 1) For further information, please go to: <http://www.toyota.co.jp>

2) *1 Yen in millions except per share data

3) *2 Excluding equipment leased to others



1-2. Production

Regional breakdown of production

- In 2004, Japanese production reached 3.68 million vehicles.
- Overseas production was nearly 3.04 million vehicles.

Production by region*

(1 = 1,000 vehicles)

	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
North America	729.9	783.0	838.3	962.8	1,061.9	1,104.0	1,088.5	1,205.3	1,278.3	1,444.2
Latin America & the Caribbean	3.7	3.2	3.8	15.3	16.8	19.6	17.8	28.1	58.1	80.3
Europe	95.5	124.4	108.8	175.7	181.5	173.3	216.9	344.6	395.5	582.5
Africa	87.7	85.1	91.2	74.1	68.4	77.5	77.5	79.8	93.3	108.8
Asia	259.0	255.1	246.7	124.8	182.1	248.4	254.3	345.7	493.1	647.2
Oceania	54.1	67.6	77.6	100.4	91.0	92.4	94.6	86.6	113.6	109.9
Middle East & Southwest Asia	23.3	27.7	23.8	14.4	9.4	36.1	31.0	65.1	125.8	69.8
Overseas total	1,253.3	1,346.0	1,390.1	1,467.6	1,611.0	1,751.4	1,780.6	2,155.2	2,558.0	3,042.7
Japanese total	3,171.3	3,410.1	3,502.0	3,165.8	3,118.2	3,429.2	3,354.4	3,485.2	3,520.3	3,680.9
Worldwide total	4,424.6	4,756.1	4,892.1	4,633.4	4,729.2	5,180.6	5,135.0	5,640.4	6,078.3	6,723.7

SOURCES: TMC, Toyota and Lexus brands

NOTES: 1) See inside front cover for description of "overseas production".

2) *Regions as defined by TMC

2004 Breakdown of production by model

Japanese production

(1 = 1 vehicle)

Model name	Start of production	2004	Cumulative total*1
Alllex	2001	13,750	83,026
Allion	2001	35,250	135,129
Alphard	2002	88,184	229,006
Alphard HV	2003	5,073	9,223
Altezza (including IS200/300)	1998	23,152	282,699
Aristo (including GS300/430)	1991	11,746	401,511
bB (including Scion xB)	2000	94,941	349,131
Brevis	2001	2,915	29,840
Caldina	1992	15,350	806,463
Camry	1980	63,705	3,720,372
Celica	1970	14,518	4,120,768
Celsior (including LS400/430)	1989	53,431	841,759
Century	1967	471	38,711
Coaster	1963	10,588	321,272
Comfort	1995	10,764	123,805
Corolla (including Spacio, Fielder, Runx)	1966	403,189	22,571,940
Crown	1954	125,927	5,530,623
Dyna/Toyocae	1954 · 1956	61,515	3,408,326
Estima (including Previa)	1990	68,363	1,705,906
Estima Hybrid	2001	2,556	25,224
FunCargo	1999	48,710	504,771
Gaia	1998	3,667	154,572
Granvia	1995	17,773	359,162
Harrier (including RX300/330)	1997	97,925	773,589
Hiace (including Regius)	1967 · 1997	95,047	4,659,458

1-2. Production

Japanese production (continued)

(1 = 1 vehicle)

Model name	Start of production	2004	Cumulative total*1
Hilux	1967	272,957	10,441,787
Ipsium (including Picnic)	1996	34,886	658,981
ist (including Scion xA)	2002	117,480	339,217
Kluger V	2000	156,097	593,290
Land Cruiser (including LX/GX470)	1951	293,641	4,659,784
Liteace	1970	12,821	2,169,567
Mark II (including Blit)	1968	26,259	6,522,665
Mark X	2004	15,812	15,812
MR-S(including MR2/MR2-Spyder)	1999	6,458	71,473
Noah/Voxy	2001	135,790	481,301
Opa	2000	4,262	77,927
Passo	2004	74,775	74,775
Platz	1999	68,057	605,821
Porte	2004	39,249	39,249
Premio	2001	38,100	143,855
Prius	1997	132,703	292,329
Probox	2002	51,518	130,229
Progrès	1998	3,338	72,971
Raum	1997	36,823	244,484
RAV4	1994	240,158	1,838,109
Sienta	2003	66,228	97,141
Soarer (including SC430)	1981	12,014	473,225
Succeed	2002	25,905	73,779
Townace	1976	18,245	2,417,317
Verossa	2001	529	26,001
Vitz	1999	133,375	1,512,651
Will Cypha	2002	5,023	30,464
Will VS	2001	255	14,945
Window (including ES300/330)	1991	93,004	952,926
Wish	2003	145,711	317,247

SOURCE: TMC

NOTES: 1) *As of the end of 2004

2) Figures include those for export models and CKD products

1-2. Production

Overseas production of selected models

(1 = 1 vehicle)

Model name	Start of production	2004	Cumulative total**
Avalon	1994	38,027	834,063
Camry* ²	1987	594,892	5,936,636
Corolla* ³	1979	891,202	6,918,537
Corona/Avensis	1979	177,591	1,910,608
Hiace	1989	9,717	116,174
Hilux* ⁴	1981	107,075	1,828,901
IMV	2004	87,902	87,902
Qualis	1999	36,864	142,423
Sequoia	2000	62,039	292,566
Sienna	1997	189,382	863,925
Tacoma	1995	143,410	1,505,753
Tundra	1999	122,637	607,342
TUV	1976	85,579	1,599,384
Wish	2003	12,742	12,742
Yaris	2001	203,881	584,705
RX330	2003	65,350	78,685

SOURCE: TMC

NOTES: 1) *1 As of the end of 2004

2) See inside front cover for description of "overseas production".

3) *2 Including "Solara"

4) *3 Including "Matrix" and "Voltz"

5) *4 Not including those manufactured as CKD vehicles in Thailand in order to export to Australia

1-3. Sales

Regional breakdown of sales

- Toyota's Japanese sales in 2004 came to 1.75 million vehicles, up 2.3% from 2003.
- In 2004, overseas sales reached 4.95 million vehicles—the highest record to date.
- Worldwide sales reached 6.71 million vehicles.

Sales by region*

(1 = 1,000 vehicles)

	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
North America	1,169.2	1,251.5	1,356.7	1,516.0	1,631.3	1,766.3	1,893.6	1,940.8	2,072.2	2,291.9
Latin America & the Caribbean	96.0	82.2	115.1	125.0	99.9	105.6	107.5	96.9	121.3	153.3
Europe	384.1	411.9	471.2	540.9	592.3	655.8	666.0	755.6	834.7	916.0
Africa	136.2	135.5	143.6	129.7	123.2	121.8	126.5	139.8	160.8	206.7
Asia	433.0	444.8	417.9	229.5	252.9	339.3	342.2	455.0	620.6	771.5
Oceania	145.0	144.2	148.2	176.5	171.8	176.7	162.2	182.2	215.1	232.8
Middle East & Southwest Asia	132.8	151.7	185.0	212.4	186.6	217.2	248.6	267.9	330.0	376.6
Overseas total	2,496.2	2,621.8	2,837.6	2,930.0	3,058.1	3,382.7	3,546.7	3,838.3	4,354.7	4,948.7
Japanese total	2,060.1	2,135.3	2,005.9	1,711.0	1,664.4	1,771.7	1,715.2	1,680.5	1,715.9	1,758.8
Worldwide total	4,556.3	4,757.1	4,843.5	4,641.0	4,722.5	5,154.3	5,261.9	5,518.8	6,070.6	6,707.6

SOURCES: TMC, Toyota and Lexus brands

NOTE: *Regions as defined by TMC

Top 10 overseas markets in terms of sales

(1 = 1,000 vehicles)

	Country/Region	2002	Country/Region	2003	Country/Region	2004
1	U.S.A.	1,756.1	U.S.A.	1,866.3	U.S.A.	2,060.0
2	Australia	161.0	Australia	190.9	Thailand	234.2
3	Canada	152.8	Thailand	188.7	Australia	206.7
4	Thailand	130.1	Canada	165.0	Canada	170.7
5	Italy	122.0	U.K.	133.8	Indonesia	140.0
6	U.K.	121.4	Italy	125.4	U.K.	138.1
7	Saudi Arabia	105.0	Saudi Arabia	111.2	Taiwan	135.3
8	Germany	100.1	Taiwan	108.1	Italy	128.7
9	Taiwan	95.4	Germany	106.1	Germany	120.4
10	Indonesia	82.6	Indonesia	101.5	China	116.2

SOURCES: TMC, Toyota and Lexus brands

2004 Overseas sales by brand

(1 = 1,000 vehicles)

Region	Toyota brand	Lexus brand	Total
North America	1,994.8*	297.1	2,291.9
Latin America & the Caribbean	153.1	0.2	153.3
Europe	891.1	24.9	916.0
Africa	206.4	0.3	206.7
Asia	753.3	18.2	771.5
Oceania	227.1	5.8	232.8
Middle East & Southwest Asia	364.4	12.2	376.6
Overseas Total	4,590.0	358.7	4,948.7

SOURCE: TMC

NOTE: *Includes Scion

1-3. Sales

2004 Japanese sales breakdown by model

Model name	Start of sales	(1 = 1 vehicle)	
		2004	Cumulative total**
Alex	2001	13,363	85,431
Allion	2001	38,326	133,673
Alphard	2002	85,953	222,910
Altezza	1998	4,875	109,101
Aristo	1991	2,293	143,986
Avensis*	2003	18,563	24,801
bB	2000	42,749	282,443
Brevis	2001	3,208	29,377
Caldina	1992	16,277	771,108
Cami	1999	1,636	38,856
Camry	1980	6,054	1,188,571
Celica	1970	1,748	862,542
Celsior	1989	12,657	352,708
Century	1967	482	42,453
Coaster	1992	5,530	157,603
Comfort	1995	10,673	104,790
Corolla	1966	173,301	11,272,512
Corona	1957	3	5,454,392
Crown	1955	116,614	4,796,651
Dyna	1956	33,322	1,194,621
Duet	1998	4,613	125,590
Estima	1990	55,729	1,254,508
FunCargo	1999	25,890	349,648
Gaia	1998	4,771	151,395
Granvia	1995	1	85,722
Harrier	1997	26,222	188,211
Hiace	1967	50,566	2,712,327
Hilux	1967	10,481	1,133,925
Ipsium	1996	23,491	497,287
Isis	2004	21,262	21,262
Ist	2002	87,923	295,448
Kluger	2000	11,127	59,761
Land Cruiser	1951	17,810	623,394
Liteace	1970	13,350	1,545,566
Mark II*2	1968	28,805	4,809,283
Mark X	2004	13,087	13,087
MR-S	1999	1,402	17,177
Nadia	1998	7	77,943
Noah	1996	77,146	713,001
Opa	2000	4,512	77,697
Passo	2004	68,984	68,984
Platz	1999	13,353	170,464
Porte	2004	34,867	34,867
Premio	2001	35,766	140,089
Prius	1997	59,761	140,232
Probox	2002	51,269	120,026
Progrès	1998	3,392	73,048
Raum	1997	37,839	242,689

1-3. Sales

(continued)

Model name	Start of sales	(1 = 1 vehicle)	
		2004	Cumulative total**
RAV4	1994	12,025	342,195
Sienta	2003	67,551	94,154
Soarer	1981	696	342,815
Sparky	2000	1	8,980
Sprinter Carib	1982	3	362,275
Succeed	2002	8,522	54,617
Townace	1976	16,334	1,813,863
Verossa	2001	964	25,708
Vista	1982	25	743,080
Vitz	1999	60,788	692,596
Voxy	2001	62,371	205,736
Will Cypha	2002	5,718	30,252
Will VS	2001	372	14,950
Windom	1991	3,541	226,390
Wish	2003	126,531	285,189

SOURCES: JADA, *TMC

NOTES: 1) *1 As of the end of 2004

2) *2 Including Mark II Blit

2004 Japanese sales breakdown by category in Japanese market (excl. mini vehicles)

Model name	(1 = 1,000 vehicles)		
	Japanese market	Toyota sales	Share (%)
Passenger cars total*	2,199 (96.7)	968 (107.6)	44.0
3 Box type (including Sports & speciality type)	688 (102.9)	425 (120.4)	61.9
2 Box type	1,057 (96.7)	433 (104.2)	41.0
Station wagon type	246 (85.6)	109 (84.2)	44.3
RV total*	1,196 (103.3)	610 (96.8)	51.0
Minivans & Cabwagon type	978 (104.7)	528 (99.5)	54.0
Sports utility type	192 (93.3)	82 (82.3)	42.6
Trucks	541 (94.6)	175 (97.2)	32.4
Buses	18 (85.7)	6 (82.8)	30.7
Total*	3,962 (98.4)	1,759 (102.5)	44.4

SOURCE: TMC

NOTES: 1) Figures in parentheses indicate % change over the previous year.

2) *Including imported vehicles

1-4. Exports

Export from Japan

- Toyota's exports from Japan in 2004 came to about 1.95 million vehicles, up 6.6% from 2003.

Toyota's exports from Japan by region

(1 = 1,000 vehicles)

	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
North America	454.4	456.3	510.8	569.5	650.1	717.7	720.8	852.1	782.8	813.5
Latin America & the Caribbean	110.9	86.2	135.3	125.1	89.0	93.9	97.4	75.2	71.5	95.6
Europe	263.0	303.6	404.1	372.5	447.9	491.1	433.1	392.7	424.6	419.0
Africa	46.6	44.2	47.3	49.2	42.3	37.4	38.2	53.6	58.2	92.0
Asia	156.1	184.3	161.6	79.3	93.4	117.5	99.0	147.2	154.7	156.2
Oceania	76.7	82.1	93.6	104.2	102.3	115.0	113.1	128.1	154.1	164.6
Middle East & Southwest Asia	89.3	112.1	133.7	155.7	114.5	126.3	158.5	160.4	182.6	202.1
Others	5.4	7.8	7.8	7.4	8.5	7.3	5.7	7.5	7.5	8.6
Total	1,202.4	1,276.7	1,494.3	1,462.8	1,548.0	1,706.2	1,665.7	1,816.8	1,836.0	1,951.7

SOURCE: TMC

NOTES: 1) Toyota and Lexus brands

2) Regions as defined by JAMA

3) Includes CKD vehicles

Top 10 exports by destination

(1 = 1,000 vehicles)

	Destination	2002	Destination	2003	Destination	2004
1	U.S.A.	760.5	U.S.A.	717.7	U.S.A.	762.1
2	Australia	111.5	Australia	134.2	Australia	143.2
3	Canada	91.5	Saudi Arabia	68.1	Saudi Arabia	73.8
4	Saudi Arabia	71.6	U.K.	66.9	U.K.	62.2
5	Italy	69.8	Italy	66.8	Italy	51.5
6	U.K.	61.0	Canada	65.1	Canada	51.4
7	Germany	54.5	Germany	55.4	Germany	48.3
8	China	46.3	China	48.3	China	44.6
9	France	43.1	France	44.4	Russia	42.0
10	Oman	24.8	U.A.E	30.2	France	35.5

1-4. Exports

2004 exports by model

Toyota brand

(1 = 1 vehicle)

Model name	Start of exports	2004	Cumulative total*
Camry/Camry CNG	1982	57,553	3,052,759
Celica	1970	12,863	3,297,885
Century	1967	2	105
Coaster	1969	8,067	187,529
Corolla (including Corolla Spacio)	1966	234,507	11,358,026
Crown	1954	6,979	750,132
Dyna/Toyoace	1957	31,339	884,684
Hiace/Semi bonnet	1967	58,084	2,043,923
Highlander (Kluger)	2000	146,710	531,047
Hilux (including 4 Runner)	1968	262,629	9,192,498
Land Cruiser	1952	223,270	3,820,783
Liteace/Townace	1971	1,542	433,836
MR-S	1984	5,082	243,844*2
Picnic (Ipsum)	1996	14,405	162,717
Previa (Estima)	1990	13,769	452,513
Prius	2000	71,058	148,772
RAV4/RAV4 EV	1994	228,280	1,492,996
Wish	2003	13,950	17,670
xA	2003	2,570	4,498
Yaris/Echo (Vitz/Plaz/Funcargo)	1998	151,302	1,403,733
Scion xA	2003	26,183	33,211
Scion xB	2003	52,173	64,756
Scion tC	2004	34,716	34,716

SOURCE: TMC

NOTES: 1) *1 As of the end of 2004

2) *2 Includes cumulative figures of MR2

Lexus brand

(1 = 1 vehicle)

Model name	Start of exports	2004	Cumulative total*
ES300/330	1989	66,361	753,772
GS300/430	1993	9,252	256,509
GX470	2002	37,596	73,850
IS200/300	1998	18,479	172,576
LS400/430	1989	41,417	487,456
LX450/470	1995	14,163	117,651
RX300/330	1997	71,753	579,622
SC300/400/430	1991	11,306	144,873

SOURCE: TMC

NOTE: *As of the end of 2004

1-4. Exports

Promotion of exports by overseas subsidiaries

Exports of finished vehicles from overseas subsidiaries

Producing country/ region (company)	Model(s)	Export destination(s)
Canada (TMMC)	Corolla, Matrix RX330	U.S., Mexico U.S.
U.S.A. (NUMMI)	Tacoma	Canada
(TMMK)	Avalon, Camry	Canada, Mexico, Middle East
(TMMI)	Tundra, Sequoia, Sienna	Canada
Argentina (TASA)	Hilux	Mexico, Brazil, etc.
Brazil (TDB)	Corolla	Argentina, etc.
Colombia (SOFASA)	Hilux, Land Cruiser, Prado	Ecuador, Venezuela
Venezuela (TDV)	Land Cruiser, Corolla	Colombia, Ecuador
France (TMMF)	Yaris	Europe, Mexico
Portugal (CAETANO)	Dyna, Optimo	Europe
Turkey (TMMT)	Corolla	Europe, Middle East
U.K. (TMUK)	Avensis, Corolla	Europe (Avensis, Corolla), Middle East, Africa, South America (Avensis), Japan (Avensis)
South Africa (TSAM)	Corolla, Hilux, TUV	Zimbabwe, Malawi, Mozambique, Zambia, Nigeria, etc.
Indonesia (TMMIN)	Kijang	Bruinei, Papua New Guinea, South Pacific
Thailand (TMT)	Soluna Vios Corolla Hilux	Brunei, Singapore, Philippines, Indonesia Indonesia, Singapore Philippines, Laos, Cambodia, Singapore, Australia
Australia (TMCA)	Camry, Avalon (only NZ)	New Zealand, Middle East, South Africa, etc.

1-4. Exports

Exports of parts and materials from overseas subsidiaries

Producing country/ region (company)	Products	Export destination(s)
U.S.A. (Bodine)	Differential carrier cover Cylinder heads	Japan Japan
(TABC)	Catalysts Converters	Japan, Canada Japan, Canada
(TMMK)	AZ engines MZ engines CKD parts for the Camry and Avalon	Japan, Canada Japan, Canada Australia
(TMMWV)	ZZ engines	Japan, Canada
U.K. (TMUK)	ZZ engine parts SZ engines CKD parts for the Corolla	Japan, Turkey, Brazil, Venezuela, South Africa France Brazil, Venezuela, South Africa
South Africa (TSAM)	Catalytic converters Aluminum wheels CKD parts for the Corolla	Japan, France Europe Brazil, Venezuela
China (TTME)	Cylinder blocks, Cam Shafts	Japan
(TFAP)	Constant velocity universal joints	Japan
(TTFC)	Inboard Joint CVJ forging materials	Japan Philippines
Indonesia (TMMINM)	7K engines CKD parts for the TUV	Japan, ASEAN, Taiwan, India, South Africa, Australia, etc. ASEAN, Taiwan, India, South Africa, Australia, etc.
Malaysia (ASSB)	CKD parts for the Corolla, Camry, Hilux, etc.	ASEAN, Taiwan, India, Australia, etc.
Poland (TMMMP)	Transmissions (C series)	France, U.K.
Philippines (TAP)	Transmissions (C series) Transmissions (G series) CVJ (AJ series)	Japan ASEAN, Taiwan, India, South Africa, etc. ASEAN, Taiwan, India, South Africa, etc.
(TMP)	CKD parts for the Corolla, Camry, etc.	ASEAN, Taiwan, India, Australia, etc.
Taiwan (Kuozui)	Jacks CKD parts for the TUV, Corolla, Camry, etc.	Japan ASEAN, India, South Africa, Australia, Brazil, etc.
Thailand (STM)	Engines (L series) Cylinder blocks Parts for engines	Japan, ASEAN, Taiwan, India, South Africa, Australia Japan ASEAN, Taiwan, India, South Africa, Australia
(TMT)	Body panels CKD parts for the Corolla, Camry, etc.	Japan ASEAN, Taiwan, India, Australia, etc.