

TOYOTA MOTOR CORPORATION

WW00002143

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|--|-----------------------------|--------------------------------|---|-------------------------------|------------------------------|
| Rating A A-E ? 100 0-100 | Country JP | Status Active | Limit 50,000,000 EUR | Currency JPY | Language EN |
|--|-----------------------------|--------------------------------|---|-------------------------------|------------------------------|

Company Summary

| | |
|---|---|
| Business Name | TOYOTA MOTOR CORPORATION |
| Country | JAPAN |
| Company Registration Number | JPN000001080 |
| Safe Number | WW00002143 |
| Activity Code | 3711 |
| Activity Description | MOTOR VEHICLES AND PASSENGER CAR BODIES |
| Company Status | Public (Active) |
| Latest Turnover Figure | 27.597.193.000.000 JPY |
| Latest Shareholder Equity Figure | 18.668.953.000.000 JPY |
| Creditsafe International Score (A - E) | A |
| Creditsafe International Description | Very Low Risk |
| Credit Limit | 50.000.000 EUR |
| Local Score (0 - 100) | 100 |
| Local Description | Very Low Risk |

Basic Information

| | |
|---------------------------------------|---|
| Business Name | TOYOTA MOTOR CORPORATION |
| Registered Company Name | TOYOTA MOTOR CORPORATION |
| Company Registration Number | JPN000001080 |
| Country | JAPAN |
| Company Status | Public (Active) |
| Currency of this Report | JPY |
| Principal Activity Code | 3711 |
| Principal Activity Description | MOTOR VEHICLES AND PASSENGER CAR BODIES |
| Contact Address | 1, TOYOTA-CHO, TOYOTA, AICHI, 471-8571 |
| Contact Telephone Number | (+81)565 28 2121 |

Main Address

| | |
|------------------|--|
| Address | 1, TOYOTA-CHO, TOYOTA, AICHI, 471-8571 |
| Country | JAPAN |
| Telephone | (+81)565 28 2121 |

Activities

| Activity Code | Activity Description |
|---------------|----------------------|
|---------------|----------------------|

| Activity Code | Activity Description |
|---------------|---|
| 3711 | MOTOR VEHICLES AND PASSENGER CAR BODIES |

Web Pages

WWW.TOYOTA.CO.JP

Miscellaneous Information

| | |
|--------------------------|---------------------|
| Fax Number | (+81)565 23 5721 |
| Ticker | TYT |
| Shares Outstanding Total | 3262997000 |
| Shares Outstanding Type | ORDINARY SHARES NPV |

Business Sales Breakdowns

| Business | 31/03/2017 | 31/03/2016 | 31/03/2015 |
|-------------------------------|--------------------|--------------------|--------------------|
| ALL OTHER | - | 1.177.387.000.000 | 1.255.791.000.000 |
| AUTOMOTIVE | 27.597.193.000.000 | 25.977.416.000.000 | 25.062.129.000.000 |
| ELIMINATIONS/CORPORATE ASSETS | - | -647.909.000.000 | -744.548.000.000 |
| LEASING FINANCE | - | 1.896.224.000.000 | 1.661.149.000.000 |

Geographical Sales Breakdown

| Geographical Area | 31/03/2017 | 31/03/2016 | 31/03/2015 |
|------------------------|--------------------|--------------------|--------------------|
| ASIA | 4.819.821.000.000 | 4.475.623.000.000 | 4.981.240.000.000 |
| ELIMINATIONS/CORPORATE | -7.134.700.000.000 | - | -7.125.714.000.000 |
| EUROPE | 2.681.039.000.000 | 2.507.292.000.000 | 2.848.294.000.000 |
| JAPAN | 14.830.868.000.000 | 8.588.437.000.000 | 14.403.867.000.000 |
| NORTH AMERICA | 10.239.091.000.000 | 10.822.772.000.000 | 9.677.596.000.000 |
| OTHER | 2.161.074.000.000 | 2.008.994.000.000 | 2.449.238.000.000 |

Competitors

| Legal Name | Date | Gross Sales |
|--|------|----------------|
| DAIHATSU MOTOR CO LTD | 2015 | 15.039.532.000 |
| FORMULA8 SA | 2015 | 1.000 |
| MS AUTOTECH COMPANY LIMITED | 2015 | 735.553.000 |
| CONG TY TNHH SAN XUAT VA LAP RAP O TO DU LICH TRUONG HAI - KIA | 2015 | 296.410.000 |
| A-JIN INDUSTRY CO LTD | 2015 | 287.511.000 |
| IRAN KHODRO DIESEL COMPANY PUBLIC SHAREHOLDING COMPANY | 2015 | 200.496.000 |
| PUBLICHNOE AKTSIONERNOE OBSHESTVO NEFAZ | 2015 | 118.176.000 |
| ASIA AVTO JOINT STOCK COMPANY | 2015 | 107.144.000 |
| HWA AG | 2015 | 91.161.000 |
| WUXI BEST PRECISION MACHINERY COMPANY LIMITED | 2015 | 72.625.000 |
| ENKEI WHEELS (INDIA) LTD | 2015 | 57.567.000 |
| SATHOSA MOTORS PLC | 2015 | 27.762.000 |
| NINGBO SIMING AUTO TECHNOLOGY CORPORATION | 2015 | 21.518.000 |
| TALBROS ENGINEERING LIMITED | 2015 | 20.678.000 |

| | | |
|--|------|-----------------|
| XIANGYANG QUNLONG AUTOMOBILE COMPONENTS COMPANY LIMITED | 2015 | 17.949.000 |
| CHI NHANH CONG TY CP CO KHI NGO GIA TU - NHA MAY O TO NGO GIA TU | 2015 | 9.638.000 |
| CHI NHANH TONG CONG TY CONG NGHIEP OTO VIET NAM - CTCP - NHA MAY OTO DONG VANG I | 2015 | 6.896.000 |
| PISMORAD D.D. | 2015 | 3.680.000 |
| CONG TY CO PHAN O TO XUAN KIEN VINAXUKI - CHI NHANH DAK NONG | 2015 | 996.000 |
| CHI NHANH CONG TY CO PHAN CONG NGHIEP O TO - VINACOMIN TAI HA NOI | 2015 | 500.000 |
| GREENPOWER MOTOR COMPANY INC. | 2015 | 8.000 |
| DRB-HICOM BERHAD | 2015 | 3.116.744.000 |
| VOLKSWAGEN AG | 2016 | 228.682.126.000 |
| GENERAL MOTORS COMPANY | 2016 | 166.380.000.000 |
| DAIMLER AG | 2016 | 161.313.275.000 |
| FORD MOTOR COMPANY | 2016 | 151.800.000.000 |
| FIAT CHRYSLER AUTOMOBILES N.V. | 2016 | 116.850.844.000 |
| SAIC MOTOR CORPORATION LIMITED | 2016 | 103.984.202.000 |
| BAYERISCHE MOTOREN WERKE AG | 2016 | 99.110.288.000 |
| HYUNDAI MOTOR COMPANY | 2016 | 77.672.556.000 |
| AUDI AG | 2016 | 62.433.493.000 |
| PEUGEOT S.A | 2016 | 56.868.716.000 |
| RENAULT SA | 2016 | 53.935.288.000 |
| KIA MOTORS CORPORATION | 2016 | 43.720.115.000 |
| ZF FRIEDRICHSHAFEN AG | 2016 | 37.013.608.000 |
| AB VOLVO | 2016 | 33.293.414.000 |
| HYUNDAI MOBIS CO LTD | 2016 | 31.734.314.000 |
| DONGFENG MOTOR GROUP COMPANY LIMITED | 2016 | 17.630.658.000 |
| PACCAR INCORPORATED | 2016 | 17.033.300.000 |
| BAIC MOTOR CORPORATION LIMITED | 2016 | 16.734.447.000 |
| BYD COMPANY LIMITED | 2016 | 14.431.342.000 |
| GREAT WALL MOTOR COMPANY LIMITED | 2016 | 13.598.484.000 |
| CHONGQING CHANGAN AUTOMOBILE COMPANY LIMITED | 2016 | 10.644.573.000 |
| NAVISTAR INTERNATIONAL CORPORATION | 2016 | 8.111.000.000 |
| GEELY AUTOMOBILE HOLDINGS LIMITED | 2016 | 7.736.736.000 |
| TESLA INCORPORATED | 2016 | 7.000.132.000 |
| ANHUI JIANGHUAI AUTOMOBILE GROUP COMPANY LIMITED | 2016 | 6.972.442.000 |
| GUANGZHOU AUTOMOBILE GROUP COMPANY LIMITED | 2016 | 6.801.600.000 |
| OSHKOSH CORPORATION | 2016 | 6.279.200.000 |
| BEIQI FOTON MOTOR COMPANY LIMITED | 2016 | 6.269.046.000 |
| LOOKERS PLC | 2016 | 5.286.617.000 |
| FORD OTOMOTIV SANAYI A.S. | 2016 | 5.206.166.000 |
| ZHENGZHOU YUTONG BUS COMPANY LIMITED | 2016 | 4.878.527.000 |
| SINOTRUK (HONG KONG) LIMITED | 2016 | 4.746.591.000 |
| TOFAS TURK OTOMOBIL FABRIKASI ANONIM ISRKETI | 2016 | 4.157.531.000 |
| GRAND BAOXIN AUTO GROUP LIMITED | 2016 | 3.701.728.000 |

| | | |
|---|------|---------------|
| JIANGLING MOTORS CORPORATION LIMITED | 2016 | 3.661.191.000 |
| YULON MOTOR COMPANY LIMITED | 2016 | 3.459.244.000 |
| FERRARI N.V. | 2016 | 3.268.224.000 |
| PUBLICHNOE AKTSIONERNOE OBSHESTVO AVTOVAZ | 2016 | 3.102.564.000 |
| SSANGYONG MOTOR CO LTD | 2016 | 3.009.510.000 |
| SINOTRUK JINAN TRUCK COMPANY LIMITED | 2016 | 3.004.951.000 |
| WABCO HOLDINGS INCORPORATED | 2016 | 2.810.000.000 |
| FAW CAR COMPANY LIMITED | 2016 | 2.741.721.000 |
| NINGBO JOYSON ELECTRONIC CORPORATION | 2016 | 2.626.755.000 |
| UMW HOLDINGS BERHAD | 2016 | 2.444.188.000 |
| NEW FLYER INDUSTRIES INC | 2016 | 2.274.176.000 |
| REV GROUP INCORPORATED | 2016 | 1.925.999.000 |
| CHONGQING DIMA INDUSTRY COMPANY LIMITED | 2016 | 1.918.172.000 |
| LIFAN INDUSTRY (GROUP) COMPANY LIMITED | 2016 | 1.552.863.000 |
| IMMSI SPA | 2016 | 1.456.555.000 |
| INTER CARS SA | 2016 | 1.429.721.000 |
| ZHONGTONG BUS HOLDING COMPANY LIMITED | 2016 | 1.316.105.000 |
| CHINA MOTOR CORPORATION | 2016 | 1.256.229.000 |
| TAN CHONG MOTOR HOLDINGS BERHAD | 2016 | 1.217.967.000 |
| STERN GROEP NV | 2016 | 1.155.299.000 |
| PT INDOMOBIL SUKSES INTERNASIONAL TBK | 2016 | 1.113.667.000 |
| SANYANG MOTOR COMPANY LIMITED | 2016 | 1.093.302.000 |
| YULON NISSAN MOTOR COMPANY LIMITED | 2016 | 1.075.103.000 |
| INDUS MOTOR COMPANY LIMITED | 2016 | 1.049.166.000 |
| BRILLIANCE CHINA AUTOMOTIVE HOLDINGS LIMITED | 2016 | 738.096.000 |
| FEDERAL SIGNAL CORPORATION | 2016 | 707.900.000 |
| ANHUI ANKAI AUTOMOBILE COMPANY LIMITED | 2016 | 677.928.000 |
| SHENYANG JINBEI AUTOMOTIVE COMPANY LIMITED | 2016 | 669.848.000 |
| KAMA COMPANY LIMITED | 2016 | 645.649.000 |
| SPARTAN MOTORS INCORPORATED | 2016 | 590.777.000 |
| HUALING XINGMA AUTOMOBILE (GROUP) COMPANY LIMITED | 2016 | 564.996.000 |
| LIAONING SG AUTOMOTIVE GROUP COMPANY LIMITED | 2016 | 519.823.000 |
| YANGZHOU YAXING MOTOR COACH COMPANY LIMITED | 2016 | 487.673.000 |
| HALDEX AB | 2016 | 482.341.000 |
| TOYOTA CAETANO PORTUGAL SA | 2016 | 354.660.000 |
| CYCLE & CARRIAGE BINTANG BERHAD | 2016 | 331.514.000 |
| SICHUAN CHENGFEI INTEGRATION TECHNOLOGY CORPORATION LIMITED | 2016 | 312.003.000 |
| KARSAN OTOMOTIV SANAYII VE TICARET A.S | 2016 | 268.892.000 |
| JIANGSU YUEDA INVESTMENT COMPANY LIMITED | 2016 | 209.063.000 |
| WILLIAMS GRAND PRIX HOLDINGS PLC | 2016 | 206.707.000 |
| SHANDONG LONGJI MACHINERY COMPANY LIMITED | 2016 | 203.781.000 |
| XUZHOU HANDLER SPECIAL VEHICLE COMPANY LIMITED | 2016 | 200.548.000 |
| ZHONGHANG HEIBAO COMPANY LIMITED | 2016 | 159.446.000 |
| ATLAS BATTERY COMPANY LIMITED | 2016 | 135.242.000 |

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|--|------|-------------|
| VIETNAM MANUFACTURING AND EXPORT PROCESSING (HOLDINGS) LIMITED | 2016 | 133.202.000 |
| KANDI TECHNOLOGIES GROUP INCORPORATION | 2016 | 129.492.000 |
| PETROS PETROPOULOS SA | 2016 | 98.134.000 |
| CHINA JIALING INDUSTRIAL COMPANY LIMITED (GROUP) | 2016 | 96.330.000 |
| MOTORES DIESEL ANDINOS S A | 2016 | 93.478.000 |
| AEON MOTOR COMPANY LIMITED | 2016 | 77.406.000 |
| PININFARINA SPA | 2016 | 65.951.000 |
| ANSHAN SENYUAN ROAD & BRIDGE COMPANY LIMITED | 2016 | 58.118.000 |
| PUBLICHNE AKTSIONERNE TOVARISTVO AVTOKRAZ | 2016 | 45.780.000 |
| OTKRYTOE AKTSIONERNOE OBSHESTVO CHELYABINSKIY MASHINOSTROITELNYI ZAVOD AVTOMOBILNYKH PRITSEPOV URALAVTOPRITSEP | 2016 | 27.904.000 |
| SAZGAR ENGINEERING WORKS LIMITED | 2016 | 27.723.000 |
| NILSSON SPECIAL VEHICLES AB | 2016 | 20.790.000 |
| BALUCHISTAN WHEELS LIMITED | 2016 | 14.196.000 |
| STARBURST HOLDINGS LIMITED | 2016 | 12.658.000 |
| SCOA NIGERIA PLC | 2016 | 11.821.000 |
| WORKHORSE GROUP INCORPORATED | 2016 | 6.415.000 |
| CME GROUP BERHAD | 2016 | 5.522.000 |
| PUBLICHNE AKTSIONERNE TOVARISTVO ZAVOD CHASIVOYARSKI AVTOBUSI | 2016 | 3.362.000 |
| PUBLICHNOE AKTSIONERNOE OBSHESTVO SOLLERS | 2016 | 2.943.000 |
| RAC ELECTRIC VEHICLES INC. | 2016 | 2.595.000 |
| CONG TY CO PHAN SAN XUAT, THUONG MAI VA DICH VU O TO PTM | 2016 | 1.479.000 |
| PORSCHE AUTOMOBIL HOLDING SE | 2016 | 1.053.000 |
| GREENKRAFT INCORPORATED | 2016 | 847.000 |
| OTKRYTOE AKTSIONERNOE OBSHESTVO ZAVOLZHSKIY ZAVOD GUSENICHNYKH TYAGACHEY | 2016 | 246.000 |
| DEWAN FAROOQUE MOTORS LIMITED | 2016 | 191.000 |
| ARRINERA SA | 2016 | 4.000 |

Financial Statements

| Profit and Loss | | | |
|--------------------|--------------------|--------------------|--------------------|
| Financial Year | 03/2017 | 03/2016 | 03/2015 |
| Currency | JPY | JPY | JPY |
| Revenue | 27.597.193.000.000 | 28.403.118.000.000 | 27.234.521.000.000 |
| Operating Costs | 25.240.761.000.000 | 25.549.147.000.000 | 24.554.084.000.000 |
| Operating Profit | 2.356.432.000.000 | 2.853.971.000.000 | 2.680.437.000.000 |
| Depreciation | 1.610.950.000.000 | 1.625.837.000.000 | 1.409.075.000.000 |
| Amortisation | - | - | - |
| Financial Income | 158.983.000.000 | 157.862.000.000 | 147.122.000.000 |
| Financial Expenses | 29.353.000.000 | 35.403.000.000 | 22.871.000.000 |
| Profit before Tax | 2.555.885.000.000 | 2.983.381.000.000 | 2.892.828.000.000 |
| Tax | 628.900.000.000 | 878.269.000.000 | 893.469.000.000 |

| | | | |
|----------------------|-------------------|-------------------|-------------------|
| Profit after Tax | 1,926,985,000.000 | 2,105,112,000.000 | 1,999,359,000.000 |
| Dividends | 627,551,000.000 | 647,968,000.000 | 631,308,000.000 |
| Minority Interests | 95,876,000.000 | 121,517,000.000 | 134,566,000.000 |
| Other Appropriations | - | 329,099,000.000 | 308,545,000.000 |
| Retained Profit | 1,203,558,000.000 | 1,664,726,000.000 | 1,542,030,000.000 |

Balance Sheet

| Financial Year | 03/2017 | 03/2016 | 03/2015 |
|--|---------------------------|---------------------------|---------------------------|
| Currency | JPY | JPY | JPY |
| Total Tangible Assets | 10,197,109,000.000 | 9,740,417,000.000 | 9,295,719,000.000 |
| Goodwill | - | - | - |
| Other Intangible Assets | - | - | - |
| Total Intangible Assets | - | - | - |
| Investments | 10,550,754,000.000 | 10,104,409,000.000 | 10,368,792,000.000 |
| TOTAL FIXED ASSETS | 30,916,491,000.000 | 29,218,044,000.000 | 29,793,433,000.000 |
| Total Inventories | 2,388,617,000.000 | 2,061,511,000.000 | 2,137,618,000.000 |
| Trade Receivables | 8,312,587,000.000 | 7,912,833,000.000 | 2,108,660,000.000 |
| Total Receivables | 8,312,587,000.000 | 7,912,833,000.000 | 2,108,660,000.000 |
| Cash | 2,995,075,000.000 | 3,971,462,000.000 | 2,433,878,000.000 |
| Other Current Assets | 4,137,416,000.000 | 4,263,747,000.000 | 11,256,241,000.000 |
| TOTAL CURRENT ASSETS | 17,833,695,000.000 | 18,209,553,000.000 | 17,936,397,000.000 |
| TOTAL ASSETS | 48,750,186,000.000 | 47,427,597,000.000 | 47,729,830,000.000 |
| Trade Payables | 2,566,382,000.000 | 2,389,515,000.000 | 2,410,588,000.000 |
| Other Loans Or Finance | 9,244,131,000.000 | 8,521,088,000.000 | 8,963,492,000.000 |
| TOTAL CURRENT LIABILITIES | 17,318,965,000.000 | 16,124,456,000.000 | 16,431,496,000.000 |
| Other Loans Or Finance Due After 1 Year | 9,911,596,000.000 | 9,772,065,000.000 | 10,014,395,000.000 |
| Miscellaneous Liabilities Due After 1 Year | - | - | - |
| TOTAL LONG TERM LIABILITIES | 12,762,268,000.000 | 13,214,955,000.000 | 13,651,005,000.000 |
| TOTAL LIABILITIES | 30,081,233,000.000 | 29,339,411,000.000 | 30,082,501,000.000 |
| Called Up Share Capital | 882,927,000.000 | 876,829,000.000 | 397,050,000.000 |
| Revenue Reserves | 17,601,070,000.000 | 16,794,240,000.000 | 15,591,947,000.000 |
| TOTAL SHAREHOLDERS EQUITY | 18,668,953,000.000 | 18,088,186,000.000 | 17,647,329,000.000 |

Other Financials

| | | | |
|-----------------|--------------------|--------------------|--------------------|
| Net Worth | 18,668,953,000.000 | 18,088,186,000.000 | 17,647,329,000.000 |
| Working Capital | 514,730,000.000 | 2,085,097,000.000 | 1,504,901,000.000 |

Ratios

| | | | |
|-------------------------------------|---------|---------|---------|
| Stock Turnover Ratio (%) | 8.66 % | 7.26 % | 7.85 % |
| Current Debt Ratio | 0.93 | 0.89 | 0.93 |
| Pre-Tax Profit Margin (%) | 9.26 % | 10.50 % | 10.62 % |
| Return On Capital Employed (%) | 43.27 % | 61.22 % | 72.39 % |
| Return On Total Assets Employed (%) | 5.24 % | 6.29 % | 6.06 % |
| Return On Net Assets Employed (%) | 13.69 % | 16.49 % | 16.39 % |
| Sales/Net Working Capital | 53.61 | 13.62 | 18.10 |

| | | | |
|---------------------------|---------|---------|---------|
| Debtor Days | 109.94 | 101.69 | 28.26 |
| Creditor Days | 33.94 | 30.71 | 32.31 |
| Current Ratio | 1.03 | 1.13 | 1.09 |
| Liquidity Ratio/Acid Test | 0.89 | 1.00 | 0.96 |
| Equity In Percentage (%) | 38.30 % | 38.14 % | 36.97 % |
| Total Debt Ratio | 1.61 | 1.62 | 1.70 |
| Gearing (%) | 0 | 0 | 0 |

Additional Financials Items

| Financial Year | 03/2017 | 03/2016 | 03/2015 |
|-------------------------------------|---------------------|---------------------|---------------------|
| Currency | JPY | JPY | JPY |
| Capital Employed | 31.431.221.000.000 | 31.303.141.000.000 | 31.298.334.000.000 |
| Trade Payables | 2.566.382.000.000 | 2.389.515.000.000 | 2.410.588.000.000 |
| Minority Interests In Equity | 668.264.000.000 | 861.472.000.000 | 859.198.000.000 |
| Minority Interests Outside Equity | - | - | - |
| Total Revenues | 27.597.193.000.000 | 28.403.118.000.000 | 27.234.521.000.000 |
| EBIT | 2.356.432.000.000 | 2.853.971.000.000 | 2.680.437.000.000 |
| EBITDA | 3.967.382.000.000 | 4.479.808.000.000 | 4.159.639.000.000 |
| Exceptional Unusual | - | - | -70.127.000.000 |
| Extraordinary Charges After Tax | - | - | - |
| Excise Duties | 1.783.697.000.000 | 1.854.007.000.000 | 1.621.685.000.000 |
| Cost Of Goods And Services | -21.123.386.000.000 | -20.979.628.000.000 | -20.432.601.000.000 |
| Selling General And Admin Costs | -2.868.485.000.000 | -1.888.082.000.000 | -1.637.734.000.000 |
| RD Costs | - | -1.055.600.000.000 | -1.004.547.000.000 |
| Other Financial Income And Expenses | 33.601.000.000 | -5.573.000.000 | 88.140.000.000 |
| Other Losses And Expenses | - | - | - |
| Current Portion Of Long Term Debt | 4.290.449.000.000 | 3.822.954.000.000 | 3.915.304.000.000 |
| Long Term Debt | 9.911.596.000.000 | 9.750.563.000.000 | 10.014.395.000.000 |
| Long Term Convertible Debt | - | - | - |
| Current Tax Payable | 223.574.000.000 | 343.325.000.000 | 348.786.000.000 |
| Deferred Taxes | 1.423.726.000.000 | 2.046.089.000.000 | 2.298.469.000.000 |
| Provisions | 905.070.000.000 | 904.911.000.000 | 880.293.000.000 |
| Lease Obligations | - | 21.502.000.000 | - |
| Redeemable Preferred Shares | - | - | - |
| Preferred Shares | - | - | - |
| Shareholders Reserve | 640.922.000.000 | 610.768.000.000 | 1.477.545.000.000 |
| Common Stock | 882.927.000.000 | 876.829.000.000 | 397.050.000.000 |
| Participation Shares | - | - | - |
| Treasury Stock | -1.608.243.000.000 | -1.603.284.000.000 | -1.225.465.000.000 |
| Additional Paid In Capital | - | - | - |
| Special Reserves | 484.013.000.000 | 548.161.000.000 | 547.054.000.000 |
| Net Profit | 1.831.109.000.000 | 2.310.246.000.000 | 2.173.338.000.000 |
| Ordinary Dividend | -627.551.000.000 | -645.520.000.000 | -631.308.000.000 |
| Operating Margin | 9 | 11 | 11 |
| Return on Equity Capital | 10 | 13 | 13 |

| | | | |
|-------------------------|------|------|------|
| Net Profit Margin | 7 | 8 | 8 |
| Debt to Capital at Book | 0.39 | 0.39 | 0.40 |

Financial Cashflow

| Financial Year | 03/2017 | 03/2016 | 03/2015 |
|-------------------------------------|--------------------|--------------------|--------------------|
| Currency | JPY | JPY | JPY |
| Net Income | 1.926.985.000.000 | 2.434.211.000.000 | 2.307.904.000.000 |
| Depreciation And Amortisation | 1.610.950.000.000 | 1.625.837.000.000 | 1.409.075.000.000 |
| Other Non Cash Adjustments | -255.694.000.000 | -85.511.000.000 | -225.421.000.000 |
| Funds Other Operating | 131.996.000.000 | 486.320.000.000 | 194.195.000.000 |
| Receivables Movement | - | - | -69.477.000.000 |
| Inventories Movement | - | - | -171.001.000.000 |
| Payables Movement | - | - | 150.058.000.000 |
| Other Accruals Movement | - | - | 494.254.000.000 |
| Liabs Assets Movement | 131.996.000.000 | 486.320.000.000 | -209.639.000.000 |
| Net Cash Flow Operating Activities | 3.414.237.000.000 | 4.460.857.000.000 | 3.685.753.000.000 |
| Capital Expenditure | -92.551.000.000 | -1.495.540.000.000 | -789.599.000.000 |
| Other Assets Movement | -3.541.437.000.000 | -4.059.216.000.000 | -3.357.568.000.000 |
| Investments Movement | 664.049.000.000 | 2.372.212.000.000 | 333.677.000.000 |
| Net Cash Flow Investment Activities | -2.969.939.000.000 | -3.182.544.000.000 | -3.813.490.000.000 |
| Short Term Borrowing Movement | 273.037.000.000 | -10.903.000.000 | -288.724.000.000 |
| Long Term Borrowing Movement | 757.892.000.000 | 669.670.000.000 | 1.566.781.000.000 |
| Proceeds Share Sales | -703.986.000.000 | -303.256.000.000 | -347.784.000.000 |
| Share Purchases | -702.108.000.000 | -779.082.000.000 | -624.228.000.000 |
| Cash and Eq at End Of Year | 2.995.075.000.000 | 2.939.428.000.000 | 2.284.557.000.000 |
| Cash Dividends Paid | - | - | - |
| Common Dividends Cash | -2.448.000.000 | - | - |
| Preferred Dividends Cash | - | - | - |
| Other Financing | -375.165.000.000 | -423.571.000.000 | 306.045.000.000 |
| Net Cash Flow Financing Activities | -13.486.000.000 | -199.871.000.000 | 65.079.000.000 |
| Effect Exchange on Cash | 55.647.000.000 | 654.871.000.000 | 243.387.000.000 |
| Cash Movement | -645.520.000.000 | -631.308.000.000 | -522.961.000.000 |
| Cash and Eq at Beg Of Year | 2.939.428.000.000 | 2.284.557.000.000 | 2.041.170.000.000 |

Interim Data Including Ratios

| Date | 31/12/2016 | 30/09/2016 | 30/06/2016 |
|--------------------|--------------------|--------------------|-------------------|
| Net Sales | 20.154.720.000.000 | 13.070.533.000.000 | 6.589.113.000.000 |
| EBITDA | 2.988.196.000.000 | 2.052.304.000.000 | 1.114.519.000.000 |
| EBIT | 1.813.453.000.000 | 1.285.260.000.000 | 732.230.000.000 |
| Operating Margin | 10.13 % | 10.37 % | 11.72 % |
| COGS Sales | 72.04 % | 71.07 % | 70.29 % |
| Depreciation Sales | 5.83 % | 5.87 % | 5.80 % |
| Net Profit Margin | 7.11 % | 7.24 % | 8.38 % |
| Net Interest | 110.056.000.000 | 68.641.000.000 | 51.838.000.000 |
| EBT | 2.022.074.000.000 | 1.344.929.000.000 | 767.056.000.000 |

| | | | |
|---|---------------------------|---------------------------|---------------------------|
| After Tax Earnings | 1.496.830.000.000 | 990.005.000.000 | 579.231.000.000 |
| Net Profit | 1.432.704.000.000 | 946.173.000.000 | 552.465.000.000 |
| Dividends | -300.331.000.000 | -300.331.347.000 | - |
| Total Tangible Assets | 10.197.167.000.000 | 9.288.831.000.000 | 9.300.653.000.000 |
| Investments | 10.706.471.000.000 | 9.971.881.000.000 | 9.717.095.000.000 |
| Total Inventories | 2.212.269.000.000 | 2.058.076.000.000 | 1.958.499.000.000 |
| Cash | 3.689.346.000.000 | 3.754.989.000.000 | 4.454.036.000.000 |
| TOTAL CURRENT LIABILITIES | 16.888.016.000.000 | 15.018.262.000.000 | 15.390.130.000.000 |
| Other Loans Or Finance Due After 1 Year | 9.881.275.000.000 | 8.706.063.000.000 | 9.069.856.000.000 |
| TOTAL SHAREHOLDERS EQUITY | 18.389.079.000.000 | 17.442.264.000.000 | 17.437.196.000.000 |
| Net Worth | 18.389.079.000.000 | 17.442.264.000.000 | 17.437.196.000.000 |
| Stock Turnover Ratio | 10.98 % | 15.75 % | 29.72 % |
| Current Ratio | 1.01 % | 1.04 % | 1.08 % |
| Current Debt Ratio | 0.92 % | 0.86 % | 0.88 % |
| Ordinary Dividend | -300.331.000.000 | -300.331.347.000 | - |
| Total Intangible Assets | - | - | - |
| Long Term Debt | 9.881.275.000.000 | 8.706.063.000.000 | 9.069.856.000.000 |
| Provisions | 926.548.000.000 | 917.057.000.000 | 909.459.000.000 |
| Minority Interests Outside Equity | - | - | - |
| Return on Equity Capital | - | - | - |
| Debt to Capital at Book | 0.40 | 0.39 | 0.38 |

Credit Score

| | |
|--------------------------------------|----------------|
| International Score | |
| Local Score (0 - 100) | |
| Creditsafe International Description | Very Low Risk |
| Local Description | Very Low Risk |
| Current Credit Limit | 50.000.000 EUR |

Creditsafe International Descriptions

| International Score | Local Score | Description |
|---------------------|------------------|---------------|
| A | 71 - 100 | Very Low Risk |
| B | 51 - 70 | Low Risk |
| C | 30 - 50 | Moderate Risk |
| D | 1 - 29 | High Risk |
| E | Not Rated | Not Rated |

Share Capital Structure

| | |
|----------------------|---------------------|
| Issued Share Capital | 882.927.000.000 JPY |
|----------------------|---------------------|

Shareholders

| Shareholder | % Shares Held |
|-------------|---------------|
|-------------|---------------|

| Shareholder | % Shares Held |
|---|---------------|
| DENSO | 3 |
| JAPAN TRUSTEE SERVICE BANK LTD | 11 |
| JP MORGAN CHASE BANK | 2 |
| MITSUI SUMITOMO INSURANCE | 2 |
| NIPPON LIFE INSURANCE | 4 |
| STATE STREET BANK AND TRUST COMPANY | 3 |
| THE BANK OF NEW YORK MELLON AS DEPOSITARY BANK FOR DEPOSITARY RECEIPT HOLDERS | 2 |
| THE MASTER TRUST BANK OF JAPAN, LTD | 4 |
| TOYOTA INDUSTRIES | 7 |
| TRUST AND CUSTODY SERVICES BANK LTD | 2 |

Current Directors

| Name | Appointment Date | Position |
|--------------------|------------------|----------------------|
| SEIICHI SUDO | 14/06/2013 | VICE PRESIDENT |
| SHIGEKI TERASHI | 14/06/2013 | VICE PRESIDENT |
| HARUHIKO KATO | 14/06/2013 | INDEPENDENT DIRECTOR |
| MARK T HOGAN | 14/06/2013 | INDEPENDENT DIRECTOR |
| IKUO UNO | 14/06/2013 | INDEPENDENT DIRECTOR |
| TAKAHIKO IJICHI | 01/06/2008 | VICE PRESIDENT |
| SHIGERU HAYAKAWA | 16/06/2015 | DIRECTOR |
| DIDIER LEROY | 16/06/2015 | VICE PRESIDENT |
| TAKESHI UCHIYAMADA | 01/06/1998 | CHAIRMAN |
| AKIO TOYODA | 01/06/2000 | PRESIDENT |
| MITSUHISA KATO | 01/06/2010 | VICE PRESIDENT |
| NOBUYORI KODAIRA | 24/06/2010 | VICE PRESIDENT |

Previous Directors

| Name | Appointment Date | Position | Resignation Date |
|--------------------|------------------|-------------------|------------------|
| KOSUKE IKEBUCHI | 31/03/2001 | VICE CHAIRMAN | 31/03/2005 |
| KYOJI SASAZU | 01/07/2002 | MANAGING DIRECTOR | 31/03/2005 |
| MITSUO KINOSHITA | 01/07/2002 | MANAGING DIRECTOR | 24/07/2004 |
| TERUYUKI MINOURA | 01/07/2002 | MANAGING DIRECTOR | 30/06/2004 |
| TOSHIO MIZUSHIMA | 01/07/2002 | MANAGING DIRECTOR | 24/07/2004 |
| YASUHIKO FUKATSU | 01/07/2002 | MANAGING DIRECTOR | 24/07/2004 |
| TAKESHI UCHIYAMADA | 01/07/2002 | MANAGING DIRECTOR | 31/03/2005 |
| MASATAMI TAKIMOTO | 01/07/2002 | MANAGING DIRECTOR | 31/03/2005 |
| AKIO TOYODA | 01/07/2002 | MANAGING DIRECTOR | 31/03/2005 |
| TOSHIAKI TAGUCHI | 01/07/2002 | DIRECTOR | 23/06/2006 |
| YOSHIMI INABA | 01/07/2002 | DIRECTOR | 01/06/2003 |
| SHUHEI TOYODA | 01/07/2002 | DIRECTOR | 30/06/2004 |
| SHOKICHI YASUKAWA | 01/07/2002 | DIRECTOR | 23/06/2006 |
| TETSUO HATTORI | 01/07/2002 | DIRECTOR | 29/06/2004 |
| HIROAKI YOSHIDA | 01/07/2002 | DIRECTOR | 23/06/2006 |
| KIYOSHI NAKANISHI | 01/07/2002 | DIRECTOR | 23/06/2006 |

| Name | Appointment Date | Position | Resignation Date |
|---|------------------|----------|------------------|
| TAKESHI SUZUKI | 01/07/2002 | DIRECTOR | 01/06/2003 |
| HAJIME WAKAYAMA | 01/07/2002 | DIRECTOR | 31/03/2005 |
| HIROSHI TAKADA | 01/07/2002 | DIRECTOR | 31/03/2005 |
| TEIJI TACHIBANA | 01/07/2002 | DIRECTOR | 31/03/2005 |
| KAZUTOSHI MINAMI | 01/07/2002 | DIRECTOR | 23/06/2006 |
| SHIN KANADA | 01/07/2002 | DIRECTOR | 31/03/2005 |
| HIRONOBU ONO | 01/07/2002 | DIRECTOR | 23/06/2006 |
| AKIRA OKABE | 01/07/2002 | DIRECTOR | 31/03/2005 |
| YOSHIO SHIRAI | 01/07/2002 | DIRECTOR | 31/03/2005 |
| There are more than 25 entries. To see the full list, please view the website report accompanying the PDF | | | |

Number of companies: 364
: 22

| Linkages Data | | | | | | | |
|---------------|--|--------------|-------------|--------|----------|-------------|-----------------|
| Reg. No. | Name | Country Code | Safe Number | Rating | Limit | Turnover | Latest Accounts |
| - | TOYOTA INDUSTRIES | JP | WW00002144 | - | 50000000 | 19297593017 | 31/03/2017 |
| - | EXEDY | JP | WW00184789 | - | 28950000 | 2281969490 | 31/03/2017 |
| 180001049410 | Toyota Financial Services | JP | JP006057157 | - | 15000000 | - | - |
| - | DAIHATSU DIESEL MFG | JP | WW02564504 | - | 7100000 | 488940516 | 31/03/2016 |
| - | DNB ASA | NO | NO00627637 | - | 1000000 | - | 31/12/2016 |
| 28691947 | DNB INVEST DENMARK A/S | DK | DK03181221 | - | 800000 | - | 31/12/2016 |
| - | METALART | JP | WW02564791 | - | 535000 | 201252026 | 31/03/2016 |
| - | DNB BOLIGKREDITT AS | NO | NO00795863 | - | 0 | - | 31/12/2016 |
| 441571714 | TOYOTA MOTOR EUROPE NV | BE | BE00238574 | - | 75000000 | 19788776931 | 31/03/2016 |
| 477243562 | TOYOTA MOTOR EUROPE NV | BE | BE00487945 | - | 0 | - | 31/03/2005 |
| 464258430 | TOYOTA MOTOR ENGINEERING & MANUFACTURING EUROPE NV | BE | BE00399415 | - | 0 | 4903651000 | 31/03/2005 |
| - | DNB LIVSFORSIKRING AS | NO | NO00137356 | - | 0 | 16879856 | 31/12/2016 |
| 03342104 | DNB (UK) LIMITED | GB | UK03000244 | - | 95350000 | 79452000 | 31/12/2015 |
| 5565883534 | Toyota Industries Europe AB | SE | SE00984817 | - | 0 | 0 | 31/03/2016 |
| - | LADE HANDELSBANK DA | NO | NO01119098 | - | 0 | 0 | 31/12/2016 |

| Reg. No. | Name | Country Code | Safe Number | Rating | Limit | Turnover | Latest Accounts |
|---|--|--------------|-------------|--------|----------|-----------|-----------------|
| - | DNB NÆRINGSKREDITT AS | NO | NO00002900 | - | 0 | - | 31/12/2016 |
| - | VESTNORSK HOTEL AS | NO | NO00596774 | - | 1500 | 0 | 31/12/2016 |
| - | DNB ASSET MANAGEMENT HOLDING AS | NO | NO00001654 | - | 65500 | 355101 | 31/12/2015 |
| - | DNB FORSIKRING AS | NO | NO01158960 | - | 0 | 2065592 | 31/12/2016 |
| 5564919537 | Toyota Material Handling Europe AB | SE | SE00895152 | - | 50000 | 459000 | 31/03/2016 |
| 26241960 | TOYOTA FINANCIAL SERVICES DANMARK A/S | DK | DK03107500 | - | 0 | 216971273 | 31/03/2016 |
| 401891982 | AISIN EUROPE SA | BE | BE00017674 | - | 5500000 | 252810695 | 31/03/2016 |
| - | DNB ASSET MANAGEMENT AS | NO | NO00045406 | - | 0 | 1450374 | 31/12/2015 |
| 02299961 | TOYOTA FINANCIAL SERVICES (UK) PLC | GB | UK01963244 | - | 23100000 | 252713000 | 31/03/2016 |
| - | DNB INVEST HOLDING AS | NO | NO00192910 | - | 0 | 0 | 31/12/2015 |
| There are more than 25 entries. To see the full list, please view the website report accompanying the PDF | | | | | | | |