

TMC Announces Sales and Production Plans for CY2014

Toyota City, Japan, January 23, 2014—Toyota Motor Corporation (TMC) announces today its CY2014 sales and production plans, including those for subsidiaries Daihatsu Motor Co., Ltd. and Hino Motors, Ltd., as shown below.

CY2014 Sales and Production Plans

Unit = one vehicle; all figures rounded; () percentage change from previous year's result

	Toyota	Daihatsu	Hino	Total
Japanese sales ^{*1}	1,500,000 (-5%)	630,000 (-4%)	50,000 (2%)	2,180,000 (-5%)
Overseas sales	7,780,000 (6%)	230,000 (13%)	130,000 (13%)	8,140,000 (6%)
Worldwide sales	9,280,000 (4%)	870,000 (0%)	180,000 (9%)	10,320,000 (4%)
Japanese production ^{*2}	3,150,000 (-6%)	740,000 (-5%)	170,000 (5%)	4,050,000 (-5%)
Overseas production ^{*3}	6,010,000 (9%)	340,000 (26%)	20,000 (18%)	6,380,000 (9%)
Worldwide production	9,160,000 (3%)	1,080,000 (-4%)	190,000 (7%)	10,430,000 (3%)

^{*1}Includes overseas production; ^{*2}Includes kits for overseas assembly; ^{*3}Excludes kits from Japan

Reference: CY2013 Sales Results

Unit = one vehicle; all figures rounded; () percentage change from previous year's result

	Toyota	Daihatsu	Hino	Total
Japanese sales ^{*1}	1,584,000 (-6%)	663,000 (-2%)	48,000 (14%)	2,295,000 (-5%)
Overseas sales	7,363,000 (5%)	207,000 (4%)	114,000 (2%)	7,685,000 (5%)
Worldwide sales	8,948,000 (3%)	870,000 (-1%)	162,000 (5%)	9,980,000 (2%)

^{*1}Includes overseas production

NOTE: TMC plans to announce CY2013 production results on January 29.

The figures stated above are based on judgments and assumptions using currently available information and other factors. There is no guarantee that actual results will be as projected in view of the uncertainties involved in the judgments and assumptions, as well as possible fluctuations resulting from changes in domestic and overseas conditions.