Toyota Motor Corporation (TM)

Updated May 17th, 2022 by Jonathan Weber

Key Metrics

Current Price:	$160	**5 Year CAGR Estimate:**	1.5%	**Market Cap:**	$222B
Fair Value Price:	$132	**5 Year Growth Estimate:**	3.0%	**Ex-Dividend Date:**	05/29/22[1]
% Fair Value:	121%	**5 Year Valuation Multiple Estimate:**	-3.8%	**Dividend Payment Date:**	06/09/22[2]
Dividend Yield:	2.4%	**5 Year Price Target**	$153	**Years Of Dividend Growth:**	0
Dividend Risk Score:	D	**Retirement Suitability Score:**	D	**Rating:**	Sell

Overview & Current Events

Toyota Motor Corporation is a multinational automotive conglomerate and Japan's largest manufacturer of automobiles. The company was founded in 1933 and has grown to be a leader in the automotive industry, manufacturing well-known vehicles such as the Camry, Corolla, Highlander, Sienna, Yaris, Prius, and RAV4. United States investors can invest in Toyota through American Depository Receipts (ADRs) listed on the New York Stock Exchange. Toyota is headquartered in Toyota, Japan. All numbers in this report are in US$ unless noted otherwise.

Toyota Motor Corporation reported its fiscal 2022 fourth quarter and full year earnings results on May 11. The company generated revenues of 31.4 trillion Yen during the year, which equates to revenues of $243 billion. This was 15% more than the revenues that Toyota was able to generate during the previous year when denominated in Yen. Toyota generated operating profits that were up by a large 36% year over year, compared to the previous year, which mostly was the result of higher revenues and benefits from operating leverage.

Toyota's net profits improved versus the previous year, and earnings-per-share totaled $15.90 during the year, up 27% year over year in Yen. Since the Yen has weakened considerably versus the USD, the performance was significantly weaker when looking at results from a USD perspective. For this year, fiscal 2023, Toyota forecasts considerable a earnings decline, as operating profits are expected to come in at 2.4 trillion Yen, which would be down more than 20% versus the result in fiscal 2022. Earnings-per-share are forecasted to take a meaningful hit this year.

Growth on a Per-Share Basis

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2028
EPS	$7.24	$11.77	$12.31	$12.40	$10.72	$13.87	$15.28	$16.83	$17.25	$15.90	***$13.90***	***$16.11***
DPS	$1.99	$3.23	$3.28	$3.79	$3.77	$3.95	$4.04	$4.02	$4.40	$4.55	***$3.80***	***$3.80***
Shares[3]	1580	1580	1570	1520	1490	1450	1425	1425	1400	1390	***1390***	***1350***

Toyota Motor Corporation's earnings-per-share history is not very smooth, due to its poor performance during the financial crisis. The global economic downturn between 2007 and 2009 hurt all automobile manufacturers, even causing the bankruptcy of General Motors. Since fiscal 2014, when Toyota's earnings stabilized, the company has grown its earnings-per-share at 4% per year. Currency rates can impact Toyota's results when its results are converted to US$, as Toyota generates a large amount of its earnings in Japan and other overseas markets.

While Toyota was an early mover in the hybrid vehicle market thanks to the introduction of the Toyota Prius in 1997, the company has yet to introduce a range of fully electric vehicle, outside of the all-electric Prius, that has gained widespread consumer popularity. We believe Toyota's reputation gives it the capability to capture meaningful market share once it introduces a range of fully electric vehicles. Toyota's strong operating efficiency, which is centered around a focus on lean operations and fast throughput, allows for above-average margins relative to most of the company's peers. This, coupled with new cost-saving initiatives that aim to reduce the automobile company's fixed costs, will be

[1] Estimated date
[2] Estimated date
[3] In Millions

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another positive for Toyota's earnings growth. As a cyclical company, Toyota saw its sales decline during the pandemic, but due to strong cost controls, the company was able to offset sales headwinds, and profits remained healthy.

Valuation Analysis

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Now	2028
Avg. P/E	11.7	10.3	9.8	10.0	10.5	8.6	7.9	6.8	9.0	11.4	***11.5***	***9.5***
Avg. Yld.	2.3%	2.7%	2.7%	2.9%	3.4%	3.5%	3.7%	3.5%	2.6%	2.5%	***2.4%***	***2.5%***

Toyota has been valued at 9 to 12 times earnings since 2013, when its profits hit pre-crisis levels again. Right now, shares trade for 11-12 times this year's earnings-per-share estimate. This represents a relatively high valuation compared to how Toyota's shares were valued in the past. Due to the issues in the industry, such as need for heavy electrification investments and supply chain issues, we believe that future fair value is at a lower level of 9-10 times annual net profits. We see some downside potential for Toyota's shares from the current level.

Safety, Quality, Competitive Advantage, & Recession Resiliency

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2028
Payout	27.5%	27.4%	26.6%	29.4%	35.1%	29.9%	28.8%	23.9%	23.3%	28.6%	***27.3%***	***23.6%***

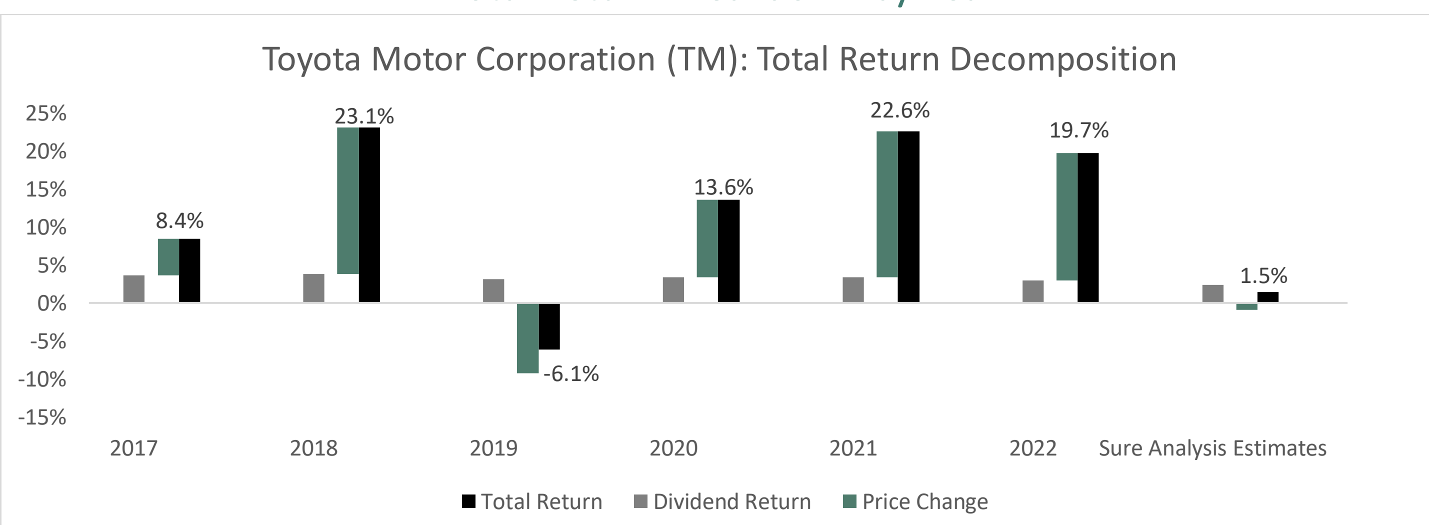
Toyota's dividend payout ratio declined substantially following the last financial crisis, when earnings started to rise again. We believe that dividends will remain flat for the foreseeable future, but there are no guarantees for that.

Toyota was hit hard during the last financial crisis, like all of its peers. During other global downturns, such as the current pandemic crisis, the company will suffer from substantial sales declines as well. Toyota's major scale, and its operating efficiency provide competitive advantages over its peers. Its leadership role regarding hybrid vehicles has resulted in a positive reputation, on which Toyota could capitalize with electric vehicles in the future.

Final Thoughts & Recommendation

Toyota is, by vehicle sales, profits, and market capitalization, a leading automobile producer. Its results in recent quarters were not too bad, but there are supply chain headwinds. Toyota is famous for its operating efficiency and has produced relatively solid earnings growth in the past. Toyota forecasts that cost inflation will hurt this year's profits considerably. Due to weak expected returns, we rate Toyota a sell right here.

Total Return Breakdown by Year



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Income Statement Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Revenue ($B)	266.98	256.51	249.05	236.69	255.19	265.16	272.64	274.80	256.72	279.52
Gross Profit	41,422	48,831	49,315	48,314	44,967	49,553	49,105	49,511	45,585	53,193
Gross Margin	15.5%	19.0%	19.8%	20.4%	17.6%	18.7%	18.0%	18.0%	17.8%	19.0%
SG&A Exp.	25,439	25,946	24,162	24,531	26,525	27,893	26,847	27,436	24,853	26,509
D&A Exp.	13,372	12,489	12,885	13,549	14,897	15,650	16,167	14,678	15,511	16,229
Operating Profit	15,983	22,885	25,153	23,783	18,442	21,660	22,258	22,075	20,732	26,685
Op. Margin	6.0%	8.9%	10.1%	10.0%	7.2%	8.2%	8.2%	8.0%	8.1%	9.5%
Net Profit	11,643	18,202	19,874	19,273	16,932	22,509	16,984	18,734	21,180	25,388
Net Margin	4.4%	7.1%	8.0%	8.1%	6.6%	8.5%	6.2%	6.8%	8.3%	9.1%
Free Cash Flow	5,774	9,658	3,001	3,347	250	5,636	250	(12,403)	(9,818)	(959)
Income Tax	6,676	7,666	8,170	7,319	5,816	4,552	5,953	6,273	6,131	9,940

Balance Sheet Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Total Assets ($B)	377	403	398	422	436	473	482	499	564	555
Cash & Equivalents	18,248	19,834	19,033	26,152	26,788	28,722	32,494	37,923	46,239	50,089
Acc. Receivable	75,289	74,482	69,801	70,400	74,348	80,624	81,701	80,813	82,112	84,586
Inventories	18,222	18,411	17,808	18,341	21,364	23,899	24,631	23,446	26,180	31,308
Total Liab. ($B)	241	255	251	265	273	291	295	302	344	332
Accounts Payable	22,448	21,506	20,083	21,260	22,954	24,340	24,121	21,785	26,775	35,165
LT Debt ($B)	150	159	158	163	171	182	186	195	229	217
Total Equity ($B)	129	141	140	149	157	176	180	191	212	215
LTD/E Ratio	1.16	1.13	1.13	1.09	1.09	1.03	1.04	1.02	1.08	1.01

Profitability & Per Share Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Return on Assets	3.1%	4.7%	5.0%	4.7%	3.9%	5.0%	3.6%	3.8%	4.0%	4.5%
Return on Equity	9.1%	13.5%	14.2%	13.3%	11.1%	13.5%	9.5%	10.1%	10.5%	11.9%
ROIC	4.1%	6.1%	6.5%	6.2%	5.2%	6.4%	4.6%	4.9%	5.0%	5.7%
Shares Out.	1580	1580	1570	1520	1490	1450	1425	1425	1400	1390
Revenue/Share	168.60	161.79	157.60	150.52	167.02	177.08	186.82	193.11	180.71	201.27
FCF/Share	3.65	6.09	1.90	2.13	0.16	3.76	0.17	(8.72)	(6.91)	(0.69)

Note: All figures in millions of U.S. Dollars unless per share or indicated otherwise.