Supplementary Material for Financial Results for the 3 months ended June 30, 2006 (Unconsolidated)
< Japan GAAP >

|  | FY 2003 |  | FY 2004 |  | FY 2005 |  | FY 2006 |  | FY 2007 Prospects |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 6 mos. ended Sep. 30, 2002 | $\begin{aligned} & 12 \text { mos. ended } \\ & \text { March } 31,2003 \end{aligned}$ | $\begin{aligned} & 6 \text { mos. ended } \\ & \text { Sep. } 30,2003 \\ & \hline \end{aligned}$ | $\begin{aligned} & 12 \text { mos. ended } \\ & \text { March } 31,2004 \\ & \hline \end{aligned}$ | $\begin{aligned} & 6 \text { mos. ended } \\ & \text { Sep. } 30,2004 \\ & \hline \end{aligned}$ | $\begin{aligned} & 12 \text { mos. ended } \\ & \text { March } 31,2005 \\ & \hline \hline \end{aligned}$ | 6 mos. ended Sep.30, 2005 | $\begin{aligned} & 12 \text { mos. ended } \\ & \text { March } 31,2006 \end{aligned}$ | 6 mos. ending Sep.30, 2006 | 12 mos. ending <br> March 31, 2007 |
| Vehicle Production (thousands of units) | 1,676 | 3,513 | 1,682 | 3,558 | 1,802 | 3,749 | 1,798 | 3,863 | 2,000 | 4,100 |
| Vehicle Sales (thousands of units) | 1,691 | 3,559 | 1,720 | 3,625 | 1,805 | 3,787 | 1,808 | 3,895 | 2,000 | 4,130 |
| Japan | 800 | 1,724 | 830 | 1,765 | 838 | 1,805 | 806 | 1,769 | 820 | 1,780 |
| Exports | 891 | 1,835 | 890 | 1,860 | 967 | 1,982 | 1,002 | 2,126 | 1,180 | 2,350 |
| North America | 414 | 841 | 398 | 811 | 412 | 864 | 470 | 1,053 | 660 | 1,270 |
| Europe | 182 | 392 | 198 | 419 | 197 | 420 | 167 | 352 | 140 | 350 |
| Asia | 80 | 165 | 71 | 151 | 82 | 151 | 66 | 122 | 60 | 120 |
| Latin America | 34 | 71 | 28 | 61 | 38 | 78 | 46 | 82 | 50 | 90 |
| Oceania | 71 | 137 | 78 | 158 | 89 | 164 | 85 | 160 | 90 | 170 |
| Africa | 30 | 56 | 28 | 65 | 45 | 93 | 51 | 106 | 60 | 120 |
| Middle East | 76 | 166 | 86 | 188 | 99 | 203 | 114 | 244 | 120 | 230 |
| Others | 4 | 7 | 3 | 7 | 5 | 9 | 3 | 7 |  |  |
| Net Sales (billions of yen) | 4,204.7 | 8,739.3 | 4,302.1 | 8,963.7 | 4,459.7 | 9,218.3 | 4,664.0 | 10,191.8 | 5,200.0 | 11,000.0 |
| - ${ }_{\sim}^{*}$ - | 1,607.3 | 3,438.4 | 1,667.5 | 3.593.1 | 1,723.0 | 3,654.9 | 1,6717 | 3,679.8 | $\square$ | - |
| Exports | 2,597.4 | 5,300.8 | 2,634.5 | 5,370.5 | 2,736.7 | 5,563.4 | 2,992.2 | 6,511.9 |  |  |
| Operating Income (billions of yen) <br> (Operating Income Ratio) (\%) | $\begin{array}{r} 471.3 \\ 11.2 \\ \hline \end{array}$ | 861.3 $\qquad$ | $\begin{array}{r} 459.1 \\ 10.7 \\ \hline \end{array}$ | $\begin{array}{r} 833.7 \\ 9.3 \\ \hline \end{array}$ | 392.3 $\qquad$ | 701.3 $\qquad$ | 297.6 <br> 6.4 ) | 847.9 <br> 8.3 ) | $\left.\begin{array}{r}370.0 \\ 7.1\end{array}\right)($ | 880.0 $\qquad$ |
| Ordinary Income (billions of yen) <br> (Ordinary Income Ratio) (\%) | $\begin{array}{r} 481.7 \\ 11.5 \\ \hline \end{array}$ | $\begin{array}{r} 892.6 \\ (10.2 \\ \hline \end{array}$ | $\begin{array}{r} 510.5 \\ 11.9 \\ \hline \end{array}$ | $\begin{array}{\|r\|} 915.7 \\ (10.2 \\ \hline \end{array}$ | $\begin{array}{r} 442.3 \\ 9.9 \\ \hline \end{array}$ | $\begin{array}{r} 856.2 \\ 9.3 \\ \hline \end{array}$ | $\begin{array}{\|r\|} 416.6 \\ (8.9 \\ \hline \end{array}$ | $\begin{array}{r} 1,104.7 \\ 10.8 \\ \hline \end{array}$ | $\left.\begin{array}{c} 560.0 \\ 10.8 \end{array}\right)$ | $\begin{array}{r} 1,230.0 \\ 11.2 \\ \hline \end{array}$ |
| Net Income (billions of yen) <br> (Net Income Ratio) (\%) | $\begin{array}{r} 382.2 \\ 9.1 \end{array}$ |  | 338.0 <br> 7.9 | 581.4 <br> 6.5 | $\begin{array}{r} 263.7 \\ 5.9 \\ \hline \end{array}$ | 529.3 <br> 5.7 | $\begin{array}{r} 283.6 \\ 6.1 \end{array}$ | 765.9 <br> 7.5 ) | $\left.\begin{array}{c} 380.0 \\ 7.3 \end{array}\right)$ | 850.0 <br> 7.7 |
| Shareholders Return |  |  |  |  |  |  |  |  |  |  |
| Dividend Payout (billions of yen) | 56.8 | 125.8 | 67.9 | 151.2 | 82.0 | 212.7 | 113.8 | 292.1 |  |  |
| Dividend Per Share (yen) | 16 | 36 | 20 | 45 | 25 | 65 | 35 | 90 |  |  |
| Payout Ratio (\%) | 14.9 | 19.8 | 20.1 | 26.0 | 31.1 | 40.5 | 40.2 | 38.3 |  |  |
| Value of shares canceled (billions of yen) | 143.0 | 143.0 | . | . | . | . | . | . |  |  |
| Shareholder Return (\%) | 52.3 | 42.4 | 20.1 | 26.0 | 31.1 | 40.5 | 40.2 | 38.3 |  |  |
| Value of shares repurchased (billions of yen) | 163.3 | 453.4 | 161.7 | 398.8 | 208.4 | 266.2 | 61.7 | 133.6 |  |  |
| Number of Outstanding Shares (thousands) | 3,609,997 | 3,609,997 | 3,609,997 | 3,609,997 | 3,609,997 | 3,609,997 | 3,609,997 | 3,609,997 |  |  |
| Number of Employees | 66,874 | 65,551 | 66,099 | 65,346 | 64,408 | 64,237 | 65,994 | 65,798 |  |  |

[^0]Cautionary Statement with Respect to Forward-Looking Statements
This report contains forward-looking statements that reflect Toyota's plans and expectations. These forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors that may cause Toyota's actual results, performance, achievements or financial position to be materially different from any future results, performance, achievements or financial position expressed or implied by these forward-looking statements. These factors include:(i) changes in economic conditions and market demand affecting, and the competitive environment in, the automotive markets in Japan, North America, Europe and other markets in which Toyota operates;(ii) fluctuations in currency exchange rates, particularly with respect to the value of the Japanese yen, the U.S. dollar, the Euro, the Australian dollar and the British pound;(iii) Toyota's ability to realize production efficiencies and to implement capital expenditures at the levels and times planned by management; (iv) changes in the laws, regulations and government policies in the markets in which Toyota operates that affect Toyota's automotive operations, particularly that affect Toyota's other operations, including the outcome of future litigation and other legal proceedings;(v) political instability in the markets in which Toyota operates;(vi) Toyota's ability to timely develop and achieve market acceptance of new products; and(vii) fuel shortages or interruptions in transportation systems, labor strikes, work stoppages or other interruptions to, or difficulties in, the employment of labor in the major markets where Toyota purchases materials, components and supplies for the production of its products or where its products are produced, distributed or sold. A discussion of these and other factors which may affect Toyota's actual results, performance, achievements or financial position is contained in Toyota's annual report on Form 20-F, which is on file with the United States Securities and Exchange Commission.


[^0]:    Note 1) $2 \mathrm{Q}=1$ st Half - 1 Q , 2nd Half $=\mathrm{FY}-1$ st Half , $4 \mathrm{Q}=2$ nd Half - 3 Q
    (Note 2) Part- time employees (i.e. seasonal workers) are counted in the figure, along with full- time employees.
    (Note 3) Figures for depreciation and capital expenditures do not include vehicles in operating lease.
    (Note 4) Excluding financial subsidiaries
    (Note 5) Calculation: Cash flows from operating activities + Cash flows from investing activities (excluding financial entities)
    (Note 6) Calculation: (Dividend payout + Value of shares canceled) / Net income

