

# Supplemental Material for Financial Forecasts for FY2012 (Consolidated)

< U.S. GAAP >

	FY2011						FY2012			FY2012 Forecast 12 months (*11/4-'12/3)
	1Q (2010/4-6)	2Q (2010/7-9)	First Half 6 months (2010/4-9)	3Q (2010/10-12)	4Q (2011/1-3)	12 months (*10/4-'11/3)	1Q (2011/4-6)	2Q (2011/7-9)	First Half 6 months (2011/4-9)	
Vehicle Production (thousands of units)	1,793	1,853	3,646	1,803	1,720	7,169	1,189	1,884	3,073	
(Japan) - including Daihatsu & Hino	970	1,024	1,994	924	803	3,721	556	1,015	1,570	
[Daihatsu]	[ 165 ]	[ 167 ]	[ 332 ]	[ 154 ]	[ 133 ]	[ 619 ]	[ 122 ]	[ 162 ]	[ 283 ]	
[Hino]	[ 24 ]	[ 26 ]	[ 50 ]	[ 26 ]	[ 23 ]	[ 99 ]	[ 23 ]	[ 29 ]	[ 52 ]	
(Overseas) - including Daihatsu & Hino	823	829	1,652	879	917	3,448	633	869	1,503	
[Daihatsu]	[ 40 ]	[ 37 ]	[ 77 ]	[ 48 ]	[ 45 ]	[ 170 ]	[ 42 ]	[ 52 ]	[ 95 ]	
[Hino]	[ 2 ]	[ 3 ]	[ 5 ]	[ 2 ]	[ 2 ]	[ 9 ]	[ 1 ]	[ 4 ]	[ 5 ]	
North America	343	327	670	323	345	1,338	188	276	465	
Europe	83	82	166	100	107	372	75	78	154	
Asia	299	326	624	353	366	1,344	280	411	690	
Central and South America	39	37	77	39	32	148	36	35	72	
Oceania	31	30	61	27	25	113	21	28	49	
Africa	28	27	54	37	42	133	33	41	73	
Vehicle Sales (thousands of units)	1,820	1,895	3,715	1,802	1,791	7,308	1,221	1,805	3,026	7,380
(Japan) - including Daihatsu & Hino	500	586	1,085	403	425	1,913	292	505	797	2,030
[Daihatsu]	[ 137 ]	[ 153 ]	[ 289 ]	[ 110 ]	[ 128 ]	[ 528 ]	[ 107 ]	[ 139 ]	[ 246 ]	[ 570 ]
[Hino]	[ 6 ]	[ 7 ]	[ 13 ]	[ 8 ]	[ 8 ]	[ 29 ]	[ 5 ]	[ 11 ]	[ 16 ]	[ 40 ]
(Overseas) - including Daihatsu & Hino	1,320	1,309	2,630	1,399	1,366	5,395	929	1,300	2,229	5,350
[Daihatsu]	[ 44 ]	[ 39 ]	[ 83 ]	[ 45 ]	[ 42 ]	[ 170 ]	[ 40 ]	[ 50 ]	[ 89 ]	[ 190 ]
[Hino]	[ 19 ]	[ 20 ]	[ 40 ]	[ 19 ]	[ 20 ]	[ 79 ]	[ 16 ]	[ 21 ]	[ 38 ]	[ 90 ]
North America	526	515	1,041	507	483	2,031	276	413	689	1,900
Europe	187	181	368	208	220	796	174	187	361	820
Asia	285	289	575	335	345	1,255	259	355	615	1,330
Central and South America	69	75	145	76	60	281	52	75	127	280
Oceania	62	54	116	70	61	248	34	61	95	230
Africa	49	46	94	57	58	209	40	55	94	250
Middle East	140	148	288	145	137	569	91	152	243	540
Other	2	1	3	1	2	6	3	2	5	
Total Retail Unit Sales (thousands of units) [Toyota, Daihatsu and Hino]	2,072	2,166	4,238	2,086	2,099	8,423	1,616	2,058	3,674	
Housing Sales (units)	866	1,333	2,199	1,356	1,602	5,157	879	1,562	2,441	5,400

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Foreign Exchange Rates										
Yen to US Dollar Rate	92	86	89	83	82	86	82	78	80	as premise: 78
Yen to Euro Rate	117	111	114	112	113	113	117	110	114	as premise: 109
Market Share (Japan)										
Toyota (excluding Mini-Vehicles)(%)	50.1	46.1	47.9	48.9	44.6	47.3	37.7	44.8	42.1	approximately: 45.0
Toyota, Daihatsu and Hino (including Mini-Vehicles) (%)	45.2	43.3	44.2	44.6	41.9	43.7	37.1	42.9	40.6	
Number of Employees	319,910	318,001	318,001	317,734	317,716	317,716	322,046	322,809	322,809	(Note 1)
Net Revenues (billions of yen)	4,871.8	4,806.7	9,678.4	4,673.1	4,642.0	18,993.6	3,441.0	4,574.9	8,015.9	18,200.0
Geographic Information										
Japan	2,806.6	2,919.6	5,726.2	2,686.1	2,573.9	10,986.2	1,784.5	2,869.0	4,653.6	
North America	1,483.6	1,337.6	2,821.3	1,333.3	1,274.5	5,429.1	853.5	1,085.7	1,939.3	
Europe	459.8	465.3	925.1	524.2	532.1	1,981.4	459.9	499.2	959.1	
Asia	834.9	794.2	1,628.9	835.1	910.5	3,374.6	700.0	827.3	1,527.1	
Other	453.7	408.0	861.7	489.7	457.7	1,809.1	368.8	455.3	824.1	
Elimination	-1,166.8	-1,118.0	-2,284.8	-1,195.3	-1,106.7	-4,586.8	-725.7	-1,161.6	-1,887.3	
Business Segment										
Automotive	4,467.8	4,395.8	8,863.6	4,255.1	4,218.5	17,337.3	3,060.8	4,183.1	7,244.0	
Financial Services	307.6	296.3	603.9	297.5	290.8	1,192.2	285.8	271.0	556.8	
All Other	212.9	233.5	446.3	238.0	287.8	972.2	190.5	255.2	445.6	
Elimination	-116.5	-118.9	-235.4	-117.5	-155.1	-508.1	-96.1	-134.4	-230.5	
Operating Income (billions of yen)	211.6	111.5	323.1	99.0	46.1	468.2	-108.0	75.4	-32.6	200.0
(Operating Income Ratio) (%)	( 4.3 )	( 2.3 )	( 3.3 )	( 2.1 )	( 1.0 )	( 2.5 )	( -3.1 )	( 1.6 )	( -0.4 )	( 1.1 )
Geographic Information										
Japan	-27.5	-24.5	-52.0	-122.4	-188.0	-362.4	-206.6	-69.3	-275.9	
North America	109.7	36.1	145.9	105.2	88.4	339.5	28.9	32.5	61.5	
Europe	-6.8	-2.1	-8.9	2.2	19.8	13.1	-7.5	5.6	-1.9	
Asia	90.2	74.0	164.2	68.6	80.2	313.0	60.1	70.4	130.5	
Other	41.0	31.9	72.9	44.3	42.9	160.1	21.0	37.1	58.1	
Elimination	5.0	-3.9	1.0	1.1	2.8	4.9	-3.9	-0.9	-4.9	
Business Segment										
Automotive	96.7	33.0	129.7	-27.5	-16.2	86.0	-202.5	-7.5	-210.0	
Financial Services	115.1	68.6	183.7	116.4	58.1	358.2	94.6	76.4	171.0	
All Other	4.0	10.7	14.7	13.4	7.1	35.2	-2.0	9.9	7.9	
Elimination	-4.2	-0.8	-5.0	-3.3	-2.9	-11.2	1.9	-3.4	-1.5	
Income before Income Taxes (billions of yen)	263.0	129.1	392.0	129.6	41.5	563.2	-80.5	79.1	-1.4	170.0
(Income before Income Taxes Ratio) (%)	( 5.4 )	( 2.7 )	( 4.1 )	( 2.8 )	( 0.9 )	( 3.0 )	( -2.3 )	( 1.7 )	( -0.0 )	( 0.9 )
Equity in Earnings of Affiliated Companies (billions of yen)	70.0	63.8	133.8	46.9	34.3	215.0	40.2	39.3	79.5	
Net Income (billions of yen)	190.4	98.7	289.1	93.6	25.4	408.1	1.1	80.4	81.5	180.0
(Net Income Ratio) (%)	( 3.9 )	( 2.1 )	( 3.0 )	( 2.0 )	( 0.5 )	( 2.1 )	( 0.0 )	( 1.8 )	( 1.0 )	( 1.0 )
Shareholder Return										
Cash Dividends (billions of yen)	—	62.7	62.7	—	94.1	156.8	—	62.7	62.7	(Note 3)
Cash Dividends per Share (yen)	—	20	20	—	30	50	—	20	20	
Payout Ratio (%)	—	21.7	21.7	—	79.1	38.4	—	76.9	76.9	
Value of Shares Repurchased (billions of yen)	—	—	—	—	—	—	—	—	—	
Number of Shares Canceled (thousands)	—	—	—	—	—	—	—	—	—	
Number of Outstanding Shares (thousands)	3,447,997	3,447,997	3,447,997	3,447,997	3,447,997	3,447,997	3,447,997	3,447,997	3,447,997	

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	1Q (2010/4-6)	2Q (2010/7-9)	First Half 6 months (2010/4-9)	3Q (2010/10-12)	4Q (2011/1-3)	12 months (*'10/4-'11/3)	1Q (2011/4-6)	2Q (2011/7-9)	First Half 6 months (2011/4-9)	
R&D Expenses (billions of yen)	182.9	187.6	370.5	179.1	180.7	730.3	186.5	190.8	377.3	760.0
Depreciation Expenses (billions of yen)	197.5	202.0	399.5	204.8	208.0	812.3	168.9	188.3	357.3	760.0 (Note 4)
Geographic Information										
Japan	115.1	127.9	243.0	131.1	133.2	507.3	98.9	118.8	217.7	480.0
North America	41.5	35.5	77.0	34.3	34.4	145.7	35.1	34.3	69.4	135.0
Europe	16.6	15.4	32.0	15.6	15.5	63.1	13.4	13.5	26.9	55.0
Asia	15.2	14.6	29.8	15.8	15.2	60.8	12.8	12.9	25.7	55.0
Other	9.1	8.6	17.7	8.0	9.7	35.4	8.7	8.8	17.6	35.0
Capital Expenditures (billions of yen)	92.6	147.0	239.6	138.7	263.9	642.3	116.4	147.3	263.8	720.0 (Note 4)
Geographic Information										
Japan	44.5	89.4	133.9	62.5	143.2	339.6	54.3	68.3	122.7	390.0
North America	20.7	25.2	45.9	31.5	65.2	142.6	18.3	14.2	32.5	100.0
Europe	4.9	3.2	8.1	4.5	19.4	32.0	4.4	7.8	12.2	30.0
Asia	15.4	19.9	35.3	27.8	14.7	77.8	25.0	34.0	59.0	120.0
Other	7.1	9.3	16.4	12.4	21.4	50.3	14.4	23.0	37.4	80.0
Total Liquid Assets (billions of yen)	5,044.6	5,104.3	5,104.3	4,976.5	4,943.4	4,943.4	4,779.6	4,702.1	4,702.1 (Note 5)	
Total Assets (billions of yen)	29,781.5	29,437.7	29,437.7	29,234.3	29,818.1	29,818.1	29,284.8	28,387.5	28,387.5	
Toyota Motor Corporation Shareholders' Equity (billions of yen)	10,186.0	10,223.4	10,223.4	10,229.9	10,332.3	10,332.3	10,241.0	10,016.4	10,016.4	
Return on Equity (%)	7.4	3.9	5.6	3.7	1.0	3.9	0.0	3.2	1.6 (Note 2)	
Return on Asset (%)	2.5	1.3	1.9	1.3	0.3	1.4	0.0	1.1	0.6 (Note 2)	
Number of Consolidated Subsidiaries						511				
No. of Affil. Accounted for Under the Equity Method						56				

# Supplemental Material for Financial Forecasts for FY2012 (Unconsolidated)

< Japan GAAP >

	FY2011						FY2012			FY2012
	1Q (2010/4-6)	2Q (2010/7-9)	First Half 6 months (2010/4-9)	3Q (2010/10-12)	4Q (2011/1-3)	12 months (10/4-11/3)	1Q (2011/4-6)	2Q (2011/7-9)	First Half 6 months (2011/4-9)	Forecast 12 months (11/4-12/3)
Toyota & Lexus brand										
Domestic Vehicle Production (thousands of units)	781	831	1,612	744	648	3,004	411	824	1,235	3,090
Overseas Vehicle Production (thousands of units)	1,032	1,041	2,073	1,121	1,144	4,338	779	1,133	1,912	4,390
Domestic Vehicle Retail Sales (thousands of units)	373	431	804	282	321	1,407	179	346	525	1,380
Exports Vehicle Sales (thousands of units)	424	420	844	458	396	1,698	199	466	665	1,650
North America	159	163	322	159	119	600	65	163	228	580
Europe	74	69	143	85	101	329	43	86	129	350
Asia	38	38	76	59	47	182	24	52	76	190
Central and South America	20	22	42	22	17	81	9	23	32	80
Oceania	40	41	81	43	34	158	17	49	66	150
Africa	18	18	36	21	14	71	7	17	24	60
Middle East	73	68	141	68	63	272	33	75	108	240
Other	2	1	3	1	1	5	1	1	2	
Net Revenues (billions of yen)	2,136.4	2,220.0	4,356.4	2,039.2	1,847.2	8,242.8	1,207.3	2,139.3	3,346.6	8,100.0
Domestic	804.6	932.9	1,737.5	670.3	651.4	3,059.2	433.8	790.6	1,224.4	
Exports	1,331.7	1,287.2	2,618.9	1,368.8	1,195.8	5,183.5	773.4	1,348.7	2,122.1	
Operating Income (billions of yen)	-63.8	-85.6	-149.4	-134.1	-197.4	-480.9	-194.6	-127.7	-322.3	-530.0
(Operating Income Ratio) (%)	(-3.0)	(-3.9)	(-3.4)	(-6.6)	(-10.7)	(-5.8)	(-16.1)	(-6.0)	(-9.6)	(-6.5)
Ordinary Income (billions of yen)	163.1	27.7	190.8	-77.4	-160.4	-47.0	-3.6	-72.0	-75.6	-160.0
(Ordinary Income Ratio) (%)	(7.6)	(1.2)	(4.4)	(-3.8)	(-8.7)	(-0.6)	(-0.3)	(-3.4)	(-2.3)	(-2.0)
Net Income (billions of yen)	180.3	20.7	201.0	-38.0	-110.3	52.7	50.6	-0.9	49.7	-80.0
(Net Income Ratio) (%)	(8.4)	(0.9)	(4.6)	(-1.9)	(-6.0)	(0.6)	(4.2)	(-0.0)	(1.5)	(-1.0)
R&D Expenses (billions of yen)	159.7	164.4	324.1	156.0	155.8	635.9	165.7	169.1	334.8	660.0
Depreciation Expenses (billions of yen)	51.9	55.9	107.8	56.4	58.2	222.4	45.6	48.5	94.1	200.0
Capital Expenditures (billions of yen)	15.2	30.0	45.2	23.4	63.9	132.5	27.0	24.5	51.5	140.0

## 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) the impact of the March 11, 2011 Great East Japan Earthquake and ensuing events, and 2011 floods in Thailand, including the negative effect on Toyota's vehicle production and sales; (ii) changes in economic conditions and market demand affecting, and the competitive environment in, the automotive markets in Japan, North America, Europe, Asia and other markets in which Toyota operates; (iii) fluctuations in currency exchange rates, particularly with respect to the value of the Japanese yen, the U.S. dollar, the euro, the Australian dollar, the Canadian dollar and the British pound; (iv) changes in funding environment in financial markets; (v) Toyota's ability to realize production efficiencies and to implement capital expenditures at the levels and times planned by management; (vi) changes in the laws, regulations and government policies in the markets in which Toyota operates that affect Toyota's automotive operations, particularly laws, regulations and government policies relating to vehicle safety including remedial measures such as recalls, trade, environmental protection, vehicle emissions and vehicle fuel economy, as well as changes in laws, regulations and government policies that affect Toyota's other operations, including the outcome of current and future litigation and other legal proceedings, government proceedings and investigations; (vii) political instability in the markets in which Toyota operates; (viii) Toyota's ability to timely develop and achieve market acceptance of new products that meet customer demand; (ix) any damage to Toyota's brand image; (x) Toyota's reliance on various suppliers for the provision of supplies; and (xi) 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.

(Note 1) Shows the number of employees as of the end of each period (excluding loan employees from Toyota and its consolidated subsidiaries ("Toyota") to outside Toyota and including loan employees from outside Toyota to Toyota)

(Note 2) Shows "Net income attributable to Toyota Motor Corporation"

(Note 3) 2Q= Interim Dividend, 4Q= Year-end Dividend, FY= Annual Dividend

(Note 4) Figures for depreciation expenses and capital expenditures do not include vehicles in operating lease

(Note 5) Excludes financial subsidiaries