

Supplemental Material for Financial Results for FY2010 Third Quarter (Consolidated)

< U.S. GAAP >

	FY2009						FY2010				FY2010 Forecast 12 months (*09/4-'10/3)
	1Q (2008/4-6)	2Q (2008/7-9)	3Q (2008/10-12)	9 months (2008/4-12)	4Q (2009/1-3)	12 months (*08/4-'09/3)	1Q (2009/4-6)	2Q (2009/7-9)	3Q (2009/10-12)	9 months (2009/4-12)	
Vehicle Production (thousands of units)	2,137	1,952	1,751	5,840	1,211	7,051	1,319	1,635	1,921	4,876	
(Japan) - including Daihatsu & Hino	1,252	1,198	1,088	3,539	716	4,255	761	947	1,119	2,827	
[Daihatsu]	[197]	[190]	[193]	[580]	[191]	[771]	[159]	[159]	[175]	[493]	
[Hino]	[28]	[29]	[21]	[78]	[13]	[91]	[13]	[18]	[23]	[54]	
(Overseas) - including Daihatsu & Hino	885	754	663	2,301	495	2,796	558	688	802	2,049	
[Daihatsu]	[34]	[36]	[29]	[99]	[25]	[124]	[25]	[26]	[33]	[84]	
[Hino]	[—]	[—]	[—]	[—]	[—]	[—]	[—]	[—]	[—]	[—]	
North America	326	237	208	771	148	919	201	251	304	756	
Europe	168	126	99	393	89	482	93	113	112	318	
Asia	263	259	250	771	176	947	192	236	288	716	
Central and South America	40	44	37	121	29	151	34	37	40	112	
Oceania	38	38	31	108	23	130	19	25	30	74	
Africa	50	50	38	137	30	167	19	26	28	73	
Vehicle Sales (thousands of units)	2,186	2,064	1,838	6,089	1,479	7,567	1,401	1,729	2,065	5,195	7,180
(Japan) - including Daihatsu & Hino	512	504	465	1,481	464	1,945	407	496	583	1,486	2,160
[Daihatsu]	[145]	[142]	[140]	[427]	[162]	[589]	[127]	[136]	[133]	[397]	[560]
[Hino]	[9]	[11]	[8]	[28]	[7]	[35]	[5]	[7]	[7]	[18]	[30]
(Overseas) - including Daihatsu & Hino	1,674	1,560	1,373	4,608	1,015	5,622	994	1,233	1,482	3,709	5,020
[Daihatsu]	[59]	[57]	[45]	[161]	[33]	[194]	[31]	[33]	[39]	[102]	[140]
[Hino]	[19]	[17]	[16]	[52]	[11]	[63]	[13]	[11]	[14]	[39]	[50]
North America	729	629	521	1,879	334	2,212	387	518	642	1,547	2,050
Europe	301	277	235	813	248	1,062	213	222	220	655	850
Asia	262	247	222	732	173	905	194	227	277	699	970
Central and South America	85	82	67	235	45	279	44	52	66	163	230
Oceania	81	68	62	211	50	261	51	60	73	184	260
Africa	77	81	79	236	52	289	36	44	51	130	190
Middle East	137	174	185	495	111	606	68	108	151	326	470
Other	2	2	2	7	2	8	1	2	2	5	
Total Retail Unit Sales (thousands of units) [Toyota, Daihatsu and Hino]	2,406	2,233	1,920	6,560	1,768	8,327	1,796	2,081	2,167	6,046	
Housing Sales (units)	916	1,520	1,501	3,937	1,505	5,442	774	1,285	1,427	3,486	5,300

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	FY2009						FY2010				FY2010 Forecast 12 months (*09/4-'10/3)
	1Q (2008/4-6)	2Q (2008/7-9)	3Q (2008/10-12)	9 months (2008/4-12)	4Q (2009/1-3)	12 months (*08/4-'09/3)	1Q (2009/4-6)	2Q (2009/7-9)	3Q (2009/10-12)	9 months (2009/4-12)	
Foreign Exchange Rates											
Yen to US Dollar Rate	105	108	96	103	94	101	97	94	90	94	as premise: 92
Yen to Euro Rate	163	162	127	151	122	144	133	134	133	133	as premise: 131
Market Share (Japan)											
Toyota (excluding Mini-Vehicles) (%)	47.4	44.8	48.2	46.4	44.8	46.0	46.3	46.0	50.7	47.8	approximately: 47.0
Toyota, Daihatsu and Hino (including Mini-Vehicles) (%)	43.6	41.5	43.7	42.8	41.0	42.4	42.8	43.1	46.1	44.1	
Number of Employees	323,650	324,537	322,045	322,045	320,808	320,808	324,222	322,650	321,274	321,274	(Note 1)
Net Revenues (billions of yen)	6,215.1	5,975.3	4,802.8	16,993.2	3,536.3	20,529.5	3,836.0	4,541.6	5,292.9	13,670.5	18,500.0
Geographic Information											
Japan	3,660.8	3,546.5	3,014.1	10,221.4	1,965.3	12,186.7	2,181.8	2,656.3	3,093.8	7,932.0	
North America	2,091.1	1,861.9	1,339.0	5,292.0	930.9	6,222.9	1,175.2	1,419.1	1,622.7	4,217.0	
Europe	916.2	867.7	660.5	2,444.4	568.7	3,013.1	515.1	564.3	561.0	1,640.3	
Asia	798.3	827.7	683.9	2,309.9	409.5	2,719.4	494.1	589.8	762.5	1,846.4	
Other	628.7	592.7	381.5	1,602.9	280.0	1,882.9	343.3	389.7	494.0	1,227.0	
Elimination	-1,880.0	-1,721.2	-1,276.2	-4,877.4	-618.1	-5,495.5	-873.5	-1,077.6	-1,241.1	-3,192.2	
Business Segment											
Automotive	5,720.9	5,439.8	4,311.1	15,471.8	3,092.9	18,564.7	3,413.0	4,108.3	4,861.1	12,382.4	
Financial Services	363.1	374.6	346.6	1,084.3	293.2	1,377.5	320.1	312.0	307.2	939.2	
All Other	288.2	314.2	294.3	896.7	288.2	1,184.9	204.1	225.1	226.2	655.4	
Elimination	-157.1	-153.3	-149.2	-459.6	-138.0	-597.6	-101.2	-103.8	-101.6	-306.5	
Operating Income (billions of yen)	412.5	169.5	-360.6	221.5	-682.5	-461.0	-194.9	58.0	189.1	52.2	-20.0
(Operating Income Ratio) (%)	(6.6)	(2.8)	(-7.5)	(1.3)	(-19.3)	(-2.2)	(-5.1)	(1.3)	(3.6)	(0.4)	(-0.1)
Geographic Information											
Japan	217.1	104.6	-164.2	157.5	-395.0	-237.5	-212.0	-45.6	33.9	-223.7	
North America	69.1	-34.9	-247.4	-213.2	-177.0	-390.2	-3.7	30.5	79.7	106.6	
Europe	20.3	-11.5	-43.4	-34.6	-108.7	-143.3	-20.4	1.7	-21.3	-40.0	
Asia	69.3	67.8	40.5	177.7	-1.6	176.1	26.9	38.5	67.1	132.6	
Other	44.5	34.6	33.5	112.7	-25.1	87.6	17.4	23.3	39.4	80.0	
Elimination	-7.8	8.9	20.4	21.4	24.9	46.3	-3.1	9.6	-9.7	-3.3	
Business Segment											
Automotive	332.3	133.6	-232.7	233.3	-628.1	-394.8	-239.1	-21.3	124.5	-135.9	
Financial Services	79.1	28.1	-123.9	-16.6	-55.4	-72.0	49.6	74.8	80.6	205.0	
All Other	2.9	8.9	0.0	11.8	-1.9	9.9	-4.6	5.0	-14.4	-14.0	
Elimination	-1.8	-1.1	-4.0	-7.0	2.9	-4.1	-0.8	-0.5	-1.6	-2.9	
Income before income taxes (billions of yen)	453.0	183.4	-282.1	354.3	-914.7	-560.4	-138.5	75.5	224.9	161.9	90.0
(Income before income taxes Ratio) (%)	(7.3)	(3.1)	(-5.9)	(2.1)	(-25.9)	(-2.7)	(-3.6)	(1.7)	(4.2)	(1.2)	(0.5)
Equity in Earnings of Affiliated Companies (billions of yen)	95.0	49.1	2.3	146.5	-103.8	42.7	3.6	-59.1	58.4	2.9	
Net Income (billions of yen)	353.6	139.8	-164.7	328.8	-765.8	-437.0	-77.8	21.8	153.2	97.2	80.0
(Net Income Ratio) (%)	(5.7)	(2.3)	(-3.4)	(1.9)	(-21.7)	(-2.1)	(-2.0)	(0.5)	(2.9)	(0.7)	(0.4)
Shareholder Return											
Cash Dividends (billions of yen)	—	203.7	—	203.7	109.7	313.5	—	62.7	—	62.7	(Note 3)
Cash Dividends per Share (yen)	—	65	—	65	35	100	—	20	—	20	
Payout Ratio (%)	—	41.4	—	41.4	—	—	—	—	—	—	
Value of shares repurchased (billions of yen)	—	69.9	—	69.9	2.8	72.8	—	—	—	—	
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	3,447,997	

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	FY2009						FY2010				FY2010 Forecast 12 months ('09/4-'10/3)
	1Q (2008/4-6)	2Q (2008/7-9)	3Q (2008/10-12)	9 months (2008/4-12)	4Q (2009/1-3)	12 months ('08/4-'09/3)	1Q (2009/4-6)	2Q (2009/7-9)	3Q (2009/10-12)	9 months (2009/4-12)	
R&D Expenses (billions of yen)	234.2	243.5	215.4	693.1	210.9	904.0	204.8	194.2	189.6	588.6	760.0
Depreciation Expenses (billions of yen)	245.3	275.6	270.1	791.0	281.1	1,072.1	233.8	256.1	266.7	756.7	1,000.0 (Note 4)
Geographic Information											
Japan	147.6	172.9	183.4	503.9	195.3	699.2	149.7	161.0	162.1	472.8	660.0
North America	44.2	46.9	40.3	131.4	46.0	177.4	42.9	50.4	50.6	143.9	180.0
Europe	23.8	25.7	18.8	68.3	13.6	81.9	17.6	20.0	28.5	66.1	70.0
Asia	19.0	19.4	19.9	58.3	16.7	75.0	15.3	15.9	16.4	47.7	60.0
Other	10.7	10.7	7.7	29.1	9.5	38.6	8.3	8.8	9.1	26.2	30.0
Capital Expenditures (billions of yen)	268.4	357.1	301.9	927.4	375.1	1,302.5	141.8	114.4	123.4	379.7	690.0 (Note 4)
Geographic Information											
Japan	148.9	211.6	190.3	550.8	245.7	796.5	98.6	78.4	80.6	257.8	460.0
North America	73.3	87.7	64.2	225.2	69.7	294.9	25.3	19.3	23.6	68.2	110.0
Europe	20.3	30.2	31.1	81.6	30.3	111.9	6.2	4.3	4.1	14.6	30.0
Asia	12.7	20.6	10.2	43.5	13.6	57.1	7.8	7.2	10.0	25.0	60.0
Other	13.2	7.0	6.1	26.3	15.8	42.1	3.9	5.2	5.1	14.1	30.0
Total Liquid Assets (billions of yen)						3,324.1					(Note 5)
Total Assets (billions of yen)	34,185.5	32,898.6	29,591.0	29,591.0	29,062.0	29,062.0	29,404.5	28,538.8	29,552.5	29,552.5	
Toyota Motor Corporation Shareholders' Equity (billions of yen)	12,253.0	11,927.0	10,803.2	10,803.2	10,061.2	10,061.2	10,066.2	9,973.7	10,133.1	10,133.1	
Return on Equity (%)	11.7	4.6	-5.8	3.9	-29.4	-4.0	-3.1	0.9	6.1	1.3	(Note 2)
Return on Asset (%)	4.2	1.7	-2.1	1.4	-10.4	-1.4	-1.1	0.3	2.1	0.4	(Note 2)
Number of Consolidated Subsidiaries						529					
No. of Affil. Accounted for Under the Equity Method						56					

Analysis of Consolidated Net Income for FY2010 (Note 2) (billions of yen, approximately)	3Q (2009/10-12)	9 months (2009/4-12)
Effects of Sales Volume and Mix	210.0	-700.0
Effects of Changes in Exchange Rates	-10.0	-330.0
Cost Reduction Efforts	150.0	360.0
From Engineering	120.0	280.0
From Manufacturing and Logistics	30.0	80.0
Reduction in Fixed Costs	80.0	470.0
Other	119.7	30.7
(Changes in Operating Income)	549.7	-169.3
Non-operating Income	-42.7	-23.1
Equity in Earnings of Affiliated Companies	56.1	-143.6
Income Taxes, Net Income Attributable to the Noncontrolling Interest	-245.2	104.4
(Changes in Net Income) (Note 2)	317.9	-231.6

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, Asia 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, the Canadian dollar and the British pound; (iii) changes in funding environment in financial markets; (iv) Toyota's ability to realize production efficiencies and to implement capital expenditures at the levels and times planned by management; (v) 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 trade, environmental protection, vehicle emissions, vehicle fuel economy and vehicle safety, as well as changes in laws, regulations and government policies that affect Toyota's other operations, including the outcome of future litigation and other legal proceedings; (vi) political instability in the markets in which Toyota operates; (vii) Toyota's ability to timely develop and achieve market acceptance of new products; and (viii) 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.

Supplemental Material for Financial Results for FY2010 Third Quarter (Unconsolidated)

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	FY2009						FY2010				FY2010 Forecast 12 months (09/4-10/3)
	1Q (2008/4-6)	2Q (2008/7-9)	3Q (2008/10-12)	9 months (2008/4-12)	4Q (2009/1-3)	12 months (08/4-09/3)	1Q (2009/4-6)	2Q (2009/7-9)	3Q (2009/10-12)	9 months (2009/4-12)	
Domestic vehicle production (thousands of units)	1,027	980	874	2,881	512	3,393	589	770	921	2,280	3,190
Overseas vehicle production (thousands of units)	1,164	998	895	3,057	653	3,710	785	996	1,144	2,925	4,070
Vehicle Sales (thousands of units)	1,033	992	915	2,940	539	3,479	587	770	931	2,288	3,200
Domestic	368	354	322	1,044	296	1,340	280	353	454	1,087	1,580
Exports	665	638	593	1,896	243	2,139	307	417	477	1,201	1,620
North America	310	273	268	851	77	928	131	182	206	519	670
Europe	117	108	80	305	46	351	58	68	60	186	250
Asia	48	44	32	124	17	141	31	34	46	111	160
Central and South America	26	25	22	73	6	79	5	12	16	33	50
Oceania	51	44	38	133	27	160	34	40	43	117	160
Africa	35	32	41	108	17	125	10	16	19	45	70
Middle East	76	110	110	296	51	347	36	64	86	186	260
Other	2	2	2	6	2	8	2	1	1	4	
Housing Sales (units)	771	1,278	1,342	3,391	944	4,335	673	982	1,205	2,860	4,300
Net Revenues (billions of yen)	2,890.5	2,758.7	2,292.2	7,941.4	1,337.0	9,278.4	1,628.7	2,027.9	2,439.9	6,096.5	8,500.0
Domestic	859.9	816.6	740.6	2,417.1	642.7	3,059.8	658.4	776.1	989.7	2,424.2	
Exports	2,030.6	1,942.1	1,551.6	5,524.3	694.2	6,218.5	970.3	1,251.7	1,450.3	3,672.3	
Operating Income (billions of yen)	173.5	79.0	-149.2	103.3	-291.2	-187.9	-181.8	-83.9	-20.2	-285.9	-360.0
(Operating Income Ratio) (%)	(6.0)	(2.9)	(-6.5)	(1.3)	(-21.8)	(-2.0)	(-11.2)	(-4.1)	(-0.8)	(-4.7)	(-4.2)
Ordinary Income (billions of yen)	401.4	193.8	-83.4	511.8	-329.3	182.5	12.4	-58.7	23.1	-23.2	-110.0
(Ordinary Income Ratio) (%)	(13.9)	(7.0)	(-3.6)	(6.4)	(-24.6)	(2.0)	(0.8)	(-2.9)	(0.9)	(-0.4)	(-1.3)
Net Income (billions of yen)	321.1	151.1	-6.4	465.8	-409.2	56.6	5.9	-24.7	24.7	5.9	-10.0
(Net Income Ratio) (%)	(11.1)	(5.5)	(-0.3)	(5.9)	(-30.6)	(0.6)	(0.4)	(-1.2)	(1.0)	(0.1)	(-0.1)
R&D Expenses (billions of yen)	199.6	208.8	182.0	590.4	179.4	769.8	176.0	164.7	161.3	502.0	640.0
Depreciation Expenses (billions of yen)	68.8	76.8	79.6	225.2	89.7	314.9	70.0	74.0	74.9	218.9	310.0
Capital Expenditures (billions of yen)	64.5	92.6	93.3	250.4	118.7	369.1	29.9	23.0	34.3	87.2	170.0

Analysis of Unconsolidated Net Income for FY2010 (billions of yen, approximately)	3Q (2009/10-12)	9 months (2009/4-12)	Cautionary Statement with Respect to Forward-Looking Statements
Effects of Sales Volume and Mix	10.0	-570.0	<p>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, Asia 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, the Canadian dollar and the British pound; (iii) changes in funding environment in financial markets; (iv) Toyota's ability to realize production efficiencies and to implement capital expenditures at the levels and times planned by management; (v) 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 trade, environmental protection, vehicle emissions, vehicle fuel economy and vehicle safety, as well as changes in laws, regulations and government policies that affect Toyota's other operations, including the outcome of future litigation and other legal proceedings; (vi) political instability in the markets in which Toyota operates; (vii) Toyota's ability to timely develop and achieve market acceptance of new products; and (viii) 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.</p>
Effects of Changes in Exchange Rates	-30.0	-310.0	
Cost Reduction Efforts	110.0	280.0	
From Engineering	100.0	260.0	
From Manufacturing and Logistics	10.0	20.0	
Reduction in Fixed Costs	40.0	210.0	
Other	-1.0	0.8	
(Changes in Operating Income)	129.0	-389.2	
Non-operating Income	-22.5	-145.8	
Income Taxes, etc	-75.4	75.1	
(Changes in Net Income)	31.1	-459.9	

(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) "Net income attributable to Toyota Motor Corporation", equivalent to "Net Income" up to FY2009

(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