

# Supplemental Material for Financial Results for FY2014 Third Quarter (Consolidated)

< U.S. GAAP >

	FY2013						FY2014				FY2014 Forecast 12 months ('13/4-'14/3)
	1Q (2012/4-6)	2Q (2012/7-9)	3Q (2012/10-12)	9 months (2012/4-12)	4Q (2013/1-3)	12 months ('12/4-'13/3)	1Q (2013/4-6)	2Q (2013/7-9)	3Q (2013/10-12)	9 months (2013/4-12)	
Vehicle Production (thousands of units)	2,236	2,164	2,028	6,428	2,271	8,698	2,254	2,201	2,233	6,688	
(Japan) - including Daihatsu & Hino	1,105	1,100	946	3,151	1,126	4,276	1,059	1,083	1,032	3,174	
[Daihatsu & Hino]	[ 243 ]	[ 225 ]	[ 197 ]	[ 665 ]	[ 243 ]	[ 907 ]	[ 230 ]	[ 230 ]	[ 241 ]	[ 700 ]	
(Overseas) - including Daihatsu & Hino	1,131	1,064	1,082	3,277	1,145	4,422	1,195	1,118	1,201	3,514	
[Daihatsu & Hino]	[ 60 ]	[ 59 ]	[ 62 ]	[ 182 ]	[ 61 ]	[ 244 ]	[ 67 ]	[ 67 ]	[ 91 ]	[ 226 ]	
North America	451	391	398	1,240	437	1,677	484	406	434	1,324	
Europe	102	78	87	267	102	368	108	131	132	372	
Asia	470	478	488	1,436	488	1,924	474	462	510	1,446	
Central and South America	44	48	57	150	55	205	64	61	63	188	
Oceania	24	30	23	76	23	100	27	32	25	83	
Africa	40	39	29	108	40	148	38	26	37	101	
Vehicle Sales (thousands of units)	2,269	2,247	2,113	6,629	2,241	8,871	2,232	2,235	2,317	6,785	9,100
(Japan) - including Daihatsu & Hino	577	615	476	1,668	611	2,279	526	575	540	1,642	2,280
[Daihatsu & Hino]	[ 191 ]	[ 175 ]	[ 137 ]	[ 504 ]	[ 193 ]	[ 697 ]	[ 167 ]	[ 168 ]	[ 169 ]	[ 505 ]	[ 680 ]
(Overseas) - including Daihatsu & Hino	1,692	1,632	1,637	4,961	1,630	6,592	1,706	1,660	1,777	5,143	6,820
[Daihatsu & Hino]	[ 75 ]	[ 75 ]	[ 74 ]	[ 224 ]	[ 74 ]	[ 299 ]	[ 79 ]	[ 78 ]	[ 85 ]	[ 242 ]	[ 320 ]
North America	663	598	604	1,865	603	2,469	689	609	664	1,962	2,600
Europe	209	203	191	603	196	799	193	214	223	630	830
Asia	418	421	428	1,267	416	1,684	394	385	422	1,201	1,640
Central and South America	86	100	87	273	92	364	106	105	112	323	410
Oceania	67	63	70	200	71	271	60	68	64	193	260
Africa	62	68	62	192	67	259	67	65	71	203	270
Middle East	186	177	194	557	183	741	196	212	219	626	810
Other	1	2	1	4	2	5	1	2	2	5	
Total Retail Unit Sales (thousands of units) [Toyota, Daihatsu and Hino]	2,485	2,431	2,345	7,262	2,430	9,692	2,480	2,501	2,568	7,550	10,100
Housing Sales (units)	930	1,494	1,485	3,909	1,969	5,878	988	1,677	1,335	4,000	6,300

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	1Q (2012/4-6)	2Q (2012/7-9)	3Q (2012/10-12)	9 months (2012/4-12)	4Q (2013/1-3)	12 months ('12/4-'13/3)	1Q (2013/4-6)	2Q (2013/7-9)	3Q (2013/10-12)	9 months (2013/4-12)	
Foreign Exchange Rates											
Yen to US Dollar Rate	80	79	81	80	92	83	99	99	100	99	as premise: 100
Yen to Euro Rate	103	98	105	102	122	107	129	131	137	132	as premise: 134
Market Share (Japan)											
Toyota(excluding Mini-Vehicles) (%)	48.9	48.8	49.3	49.0	47.0	48.4	49.1	47.6	45.7	47.4	approximately: 47.0
Toyota, Daihatsu and Hino (including Mini-Vehicles) (%)	45.1	45.2	44.8	45.0	42.6	44.3	44.0	42.5	41.8	42.7	
Number of Employees	328,762	330,189	331,876	331,876	333,498	333,498	337,685	338,475	338,623	338,623	(Note 1)
Net Revenues (billions of yen)	5,501.5	5,406.7	5,318.7	16,227.1	5,837.0	22,064.1	6,255.3	6,282.1	6,585.0	19,122.5	25,500.0
Geographic Information											
Japan	3,242.2	3,163.9	2,976.2	9,382.5	3,438.5	12,821.0	3,456.2	3,487.5	3,544.0	10,487.8	
North America	1,592.8	1,450.9	1,525.0	4,568.7	1,715.6	6,284.4	2,105.1	1,962.8	2,136.8	6,204.8	
Europe	512.0	497.5	508.3	1,517.9	565.1	2,083.1	595.9	707.0	726.2	2,029.2	
Asia	1,073.6	1,088.2	1,112.5	3,274.4	1,110.9	4,385.4	1,218.0	1,181.8	1,252.6	3,652.5	
Other	483.4	500.8	530.3	1,514.6	579.5	2,094.2	609.0	583.1	603.4	1,795.6	
Elimination	-1,402.7	-1,294.8	-1,333.8	-4,031.3	-1,572.7	-5,604.1	-1,729.1	-1,640.2	-1,678.2	-5,047.6	
Business Segment											
Automotive	5,120.1	5,008.7	4,889.2	15,018.0	5,401.0	20,419.1	5,818.0	5,815.2	6,096.5	17,729.8	
Financial Services	274.4	272.0	301.3	847.7	322.8	1,170.6	339.8	347.7	364.9	1,052.5	
All Other	243.2	252.6	262.0	758.0	308.4	1,066.4	234.4	273.5	278.4	786.4	
Elimination	-136.2	-126.6	-133.8	-396.8	-195.2	-592.0	-137.0	-154.4	-154.8	-446.3	
Operating Income (billions of yen)	353.1	340.6	124.7	818.5	502.3	1,320.8	663.3	592.0	600.5	1,855.9	2,400.0
(Operating Income Ratio) (%)	( 6.4 )	( 6.3 )	( 2.3 )	( 5.0 )	( 8.6 )	( 6.0 )	( 10.6 )	( 9.4 )	( 9.1 )	( 9.7 )	( 9.4 )
Geographic Information											
Japan	107.1	143.7	15.6	266.4	309.8	576.3	456.0	373.9	331.3	1,161.4	
North America	117.6	64.9	-17.1	165.4	56.4	221.9	82.6	79.6	112.5	274.8	
Europe	3.4	8.6	9.2	21.3	5.1	26.4	5.2	20.1	17.7	43.1	
Asia	101.5	92.9	91.7	286.3	89.7	376.0	104.1	91.4	110.0	305.7	
Other	27.1	31.5	32.3	91.0	42.6	133.7	42.5	33.6	32.2	108.3	
Elimination	-3.7	-1.2	-7.1	-12.1	-1.4	-13.6	-27.3	-6.7	-3.4	-37.4	
Business Segment											
Automotive	258.6	239.3	43.7	541.7	402.9	944.7	608.4	499.5	515.5	1,623.6	
Financial Services	86.7	87.7	69.0	243.5	72.2	315.8	51.2	82.0	67.3	200.6	
All Other	9.3	13.1	15.4	37.8	15.7	53.6	7.1	13.1	20.6	40.9	
Elimination	-1.6	0.3	-3.4	-4.7	11.4	6.7	-3.5	-2.6	-3.0	-9.2	
Income before Income Taxes (billions of yen)	415.2	379.3	131.2	925.7	477.8	1,403.6	724.1	619.3	678.9	2,022.4	2,530.0
(Income before Income Taxes Ratio) (%)	( 7.5 )	( 7.0 )	( 2.5 )	( 5.7 )	( 8.2 )	( 6.4 )	( 11.6 )	( 9.9 )	( 10.3 )	( 10.6 )	( 9.9 )
Equity in Earnings of Affiliated Companies (billions of yen)	71.3	52.5	58.1	182.0	49.4	231.5	89.9	68.8	89.2	248.0	
Net Income (billions of yen)	290.3	257.9	99.9	648.1	313.9	962.1	562.1	438.4	525.4	1,526.0	1,900.0
(Net Income Ratio) (%)	( 5.3 )	( 4.8 )	( 1.9 )	( 4.0 )	( 5.4 )	( 4.4 )	( 9.0 )	( 7.0 )	( 8.0 )	( 8.0 )	( 7.5 )
Shareholder Return											
Cash Dividends (billions of yen)	—	95.0	—	95.0	190.0	285.0	—	205.9	—	205.9	(Note 3)
Cash Dividends per Share (yen)	—	30	—	30	60	90	—	65	—	65	
Payout Ratio (%)	—	17.3	—	—	45.9	29.6	—	20.6	—	—	
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	3,447,997	

## Supplemental Material for Financial Results for FY2014 Third Quarter (Consolidated)

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	FY2013						FY2014				FY2014 Forecast 12 months ('13/4-'14/3)
	1Q (2012/4-6)	2Q (2012/7-9)	3Q (2012/10-12)	9 months (2012/4-12)	4Q (2013/1-3)	12 months ('12/4-'13/3)	1Q (2013/4-6)	2Q (2013/7-9)	3Q (2013/10-12)	9 months (2013/4-12)	
R&D Expenses (billions of yen)	197.4	210.0	198.6	606.0	201.4	807.4	244.1	232.8	226.6	703.6	900.0
Depreciation Expenses (billions of yen)	167.7	175.9	182.3	526.0	201.3	727.3	175.5	193.2	197.8	566.5	780.0
Geographic Information											
Japan	95.8	105.8	109.1	310.8	118.9	429.8	88.0	105.4	111.3	304.8	420.0
North America	36.1	35.8	36.3	108.2	41.3	149.6	40.9	41.3	39.0	121.3	170.0
Europe	12.6	11.7	11.5	36.0	11.7	47.7	14.3	14.2	13.9	42.5	60.0
Asia	14.9	14.2	15.8	44.9	17.8	62.8	21.0	20.8	23.4	65.2	80.0
Other	8.1	8.2	9.4	25.9	11.4	37.4	11.1	11.3	10.0	32.5	50.0
Capital Expenditures (billions of yen)	139.6	179.6	211.5	530.8	321.8	852.7	203.0	224.2	212.2	639.5	950.0
Geographic Information											
Japan	64.7	93.1	92.5	250.5	151.7	402.2	86.6	106.5	104.7	298.0	440.0
North America	31.0	28.3	32.8	92.3	78.9	171.2	46.1	39.0	18.9	104.0	180.0
Europe	7.1	10.9	10.7	28.7	17.4	46.2	8.8	8.6	10.5	27.9	50.0
Asia	24.1	38.7	65.1	128.0	57.3	185.3	46.9	60.8	61.9	169.7	220.0
Other	12.4	8.5	10.2	31.2	16.3	47.5	14.5	9.1	16.1	39.8	60.0
Total Liquid Assets (billions of yen)	5,087.7	5,093.7	5,378.6	5,378.6	5,883.1	5,883.1	6,471.9	6,944.7	7,272.6	7,272.6	
Total Assets (billions of yen)	30,029.7	30,100.6	32,157.0	32,157.0	35,483.3	35,483.3	37,168.2	38,246.7	40,518.1	40,518.1	
Toyota Motor Corporation Shareholders' Equity (billions of yen)	10,510.2	10,738.8	11,261.7	11,261.7	12,148.0	12,148.0	12,897.5	13,370.0	14,210.0	14,210.0	
Return on Equity (%)	11.0	9.7	3.6	7.9	10.7	8.5	18.0	13.4	15.2	15.4	
Return on Asset (%)	3.8	3.4	1.3	2.8	3.7	2.9	6.2	4.7	5.3	5.4	
Number of Consolidated Subsidiaries						509					
No. of Affil. Accounted for Under the Equity Method						56					

Analysis of Consolidated Net Income for FY2014 (Note 2)		
(billions of yen, approximately)	3Q (2013/10-12)	9 months (2013/4-12)
Marketing Efforts	100.0	140.0
Effects of Changes in Exchange Rates	260.0	800.0
Cost Reduction Efforts	70.0	210.0
From Engineering	55.0	170.0
From Manufacturing and Logistics	15.0	40.0
Increases in Expenses, etc.	10.0	-180.0
Other	35.7	67.4
(Changes in Operating Income)	475.7	1,037.4
Non-operating Income	71.9	59.2
Equity in Earnings of Affiliated Companies	31.0	66.0
Income Taxes, Net Income Attributable to Noncontrolling Interests	-153.2	-284.8
(Changes in Net Income) (Note 2)	425.5	877.9

## Supplemental Material for Financial Results for FY2014 Third Quarter (Unconsolidated)

< Japan GAAP >

	FY2013						FY2014				FY2014
	1Q (2012/4-6)	2Q (2012/7-9)	3Q (2012/10-12)	9 months (2012/4-12)	4Q (2013/1-3)	12 months (*12/4-'13/3)	1Q (2013/4-6)	2Q (2013/7-9)	3Q (2013/10-12)	9 months (2013/4-12)	Forecast 12 months (*13/4-'14/3)
<b>Toyota &amp; Lexus brand</b>											
Domestic Vehicle Production (thousands of units)	862	875	749	2,486	883	3,369	829	854	791	2,474	3,400
Overseas Vehicle Production (thousands of units)	1,371	1,270	1,217	3,858	1,337	5,195	1,412	1,326	1,460	4,198	5,650
Domestic Vehicle Retail Sales (thousands of units)	383	430	346	1,159	453	1,612	353	404	374	1,131	1,600
Exports Vehicle Sales (thousands of units)	523	465	459	1,447	476	1,923	500	463	461	1,424	1,850
North America	200	167	176	543	166	709	198	179	183	560	730
Europe	88	79	67	234	88	322	70	60	61	191	270
Asia	55	58	38	151	44	195	52	52	54	158	210
Central and South America	26	21	20	67	23	90	22	23	18	63	80
Oceania	43	43	46	132	42	174	39	47	41	127	150
Africa	17	16	16	49	18	67	20	17	17	54	60
Middle East	93	80	95	268	94	362	98	84	85	267	350
Other	1	1	1	3	1	4	1	1	2	4	
Net Revenues (billions of yen)	2,480.8	2,398.4	2,242.8	7,122.0	2,633.9	9,755.9	2,693.0	2,716.6	2,779.4	8,189.0	11,000.0
Domestic	882.1	956.5	785.3	2,624.0	972.1	3,596.1	845.7	942.0	889.7	2,677.5	
Exports	1,598.7	1,441.8	1,457.4	4,497.9	1,661.7	6,159.7	1,847.2	1,774.6	1,889.6	5,511.5	
Operating Income (billions of yen)	18.8	48.8	-46.2	21.5	220.6	242.1	342.6	304.2	274.4	921.3	1,220.0
(Operating Income Ratio) (%)	( 0.8 )	( 2.0 )	( -2.1 )	( 0.3 )	( 8.4 )	( 2.5 )	( 12.7 )	( 11.2 )	( 9.9 )	( 11.3 )	( 11.1 )
Ordinary Income (billions of yen)	241.5	164.0	212.6	618.2	237.9	856.1	634.0	477.1	500.0	1,611.3	1,880.0
(Ordinary Income Ratio) (%)	( 9.7 )	( 6.8 )	( 9.5 )	( 8.7 )	( 9.0 )	( 8.8 )	( 23.5 )	( 17.6 )	( 18.0 )	( 19.7 )	( 17.1 )
Net Income (billions of yen)	188.8	127.9	200.8	517.6	180.0	697.7	482.7	372.9	437.8	1,293.4	1,500.0
(Net Income Ratio) (%)	( 7.6 )	( 5.3 )	( 9.0 )	( 7.3 )	( 6.8 )	( 7.2 )	( 17.9 )	( 13.7 )	( 15.8 )	( 15.8 )	( 13.6 )
R&D Expenses (billions of yen)	175.6	180.0	175.0	530.8	180.0	710.9	210.3	206.7	197.0	614.1	790.0
Depreciation Expenses (billions of yen)	43.1	49.5	47.6	140.3	42.0	182.3	44.5	41.1	41.3	127.0	170.0
Capital Expenditures (billions of yen)	27.7	38.3	47.0	113.0	57.8	170.8	36.2	38.4	37.4	112.1	180.0

Analysis of Unconsolidated Net Income for FY2014 (billions of yen, approximately)	3Q (2013/10-12)	9 months (2013/4-12)
Marketing Efforts	70.0	145.0
Effects of Changes in Exchange Rates	260.0	790.0
Cost Reduction Efforts	30.0	110.0
From Engineering	25.0	95.0
From Manufacturing and Logistics	5.0	15.0
Increases in Expenses, etc.	-40.0	-145.0
Other	0.7	-0.2
(Changes in Operating Income)	320.7	899.8
Non-operating Income	-33.3	93.2
Income Taxes, etc.	-50.3	-217.2
(Changes in Net Income)	237.0	775.7

### 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, but are not limited to: (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 Russian ruble, the Canadian dollar and the British pound, and interest rates fluctuations; (iii) changes in funding environment in financial markets and increased competition in the financial services industry; (iv) Toyota's ability to market and distribute effectively; (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 and economic 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; (xi) increases in prices of raw materials; (xii) Toyota's reliance on various digital and information technologies; (xiii) fuel shortages or interruptions in electricity, 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; and (xiv) the impact of natural calamities including the negative effect on Toyota's vehicle production and sales. 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