

Supplemental Material for Financial Results for FY2015 Third Quarter (Consolidated)

< U.S. GAAP >

	FY2014						FY2015				FY2015 Forecast 12 months ('14/4-'15/3)
	1Q (2013/4-6)	2Q (2013/7-9)	3Q (2013/10-12)	9 months (2013/4-12)	4Q (2014/1-3)	12 months ('13/4-'14/3)	1Q (2014/4-6)	2Q (2014/7-9)	3Q (2014/10-12)	9 months (2014/4-12)	
Vehicle Production (thousands of units)	2,254	2,201	2,233	6,688	2,344	9,032	2,239	2,209	2,196	6,644	
(Japan) - including Daihatsu & Hino	1,059	1,083	1,032	3,174	1,171	4,345	1,016	1,031	994	3,041	
[Daihatsu & Hino]	[230]	[230]	[241]	[700]	[267]	[967]	[232]	[216]	[230]	[678]	
(Overseas) - including Daihatsu & Hino	1,195	1,118	1,201	3,514	1,173	4,687	1,223	1,178	1,202	3,603	
[Daihatsu & Hino]	[67]	[67]	[91]	[226]	[92]	[318]	[81]	[83]	[77]	[241]	
North America	484	406	434	1,324	435	1,759	504	467	486	1,457	
Europe	108	131	132	372	135	506	127	125	150	402	
Asia	474	462	510	1,446	493	1,939	474	454	439	1,368	
Central and South America	64	61	63	188	54	242	67	71	69	207	
Oceania	27	32	25	83	19	103	20	27	25	71	
Africa	38	26	37	101	37	138	31	34	33	98	
Vehicle Sales (thousands of units)	2,232	2,235	2,317	6,785	2,332	9,116	2,241	2,235	2,263	6,740	9,000
(Japan) - including Daihatsu & Hino	526	575	540	1,642	724	2,365	506	524	498	1,529	2,150
[Daihatsu & Hino]	[167]	[168]	[169]	[505]	[236]	[740]	[155]	[150]	[165]	[471]	[700]
(Overseas) - including Daihatsu & Hino	1,706	1,660	1,777	5,143	1,608	6,751	1,735	1,711	1,765	5,211	6,850
[Daihatsu & Hino]	[79]	[78]	[85]	[242]	[83]	[325]	[72]	[82]	[75]	[228]	[300]
North America	689	609	664	1,962	567	2,529	710	685	712	2,108	2,750
Europe	193	214	223	630	214	844	207	207	220	634	840
Asia	394	385	422	1,201	408	1,609	385	369	374	1,128	1,510
Central and South America	106	105	112	323	91	413	106	110	106	321	410
Oceania	60	68	64	193	66	259	58	63	67	189	250
Africa	67	65	71	203	64	267	61	63	62	185	260
Middle East	196	212	219	626	197	824	206	213	222	640	830
Other	1	2	2	5	1	6	2	1	2	6	
Total Retail Unit Sales (thousands of units) [Toyota, Daihatsu and Hino]	2,480	2,501	2,568	7,550	2,583	10,133	2,513	2,519	2,615	7,648	10,100
Housing Sales (units)	988	1,677	1,335	4,000	2,270	6,270	898	1,285	1,210	3,393	6,100

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	1Q (2013/4-6)	2Q (2013/7-9)	3Q (2013/10-12)	9 months (2013/4-12)	4Q (2014/1-3)	12 months (*'13/4-'14/3)	1Q (2014/4-6)	2Q (2014/7-9)	3Q (2014/10-12)	9 months (2014/4-12)	
Foreign Exchange Rates											
Yen to US Dollar Rate	99	99	100	99	103	100	102	104	114	107	as premise: 109
Yen to Euro Rate	129	131	137	132	141	134	140	138	143	140	as premise: 139
Market Share (Japan)											
Toyota(excluding Mini-Vehicles) (%)	49.1	47.6	45.7	47.4	45.3	46.7	47.5	45.9	46.7	46.6	approximately: 46.0
Toyota, Daihatsu and Hino (including Mini-Vehicles) (%)	44.0	42.5	41.8	42.7	41.0	42.2	42.2	41.1	42.9	42.0	
Number of Employees	337,685	338,475	338,623	338,623	338,875	338,875	342,872	343,511	343,716	343,716	(Note 1)
Net Revenues (billions of yen)	6,255.3	6,282.1	6,585.0	19,122.5	6,569.3	25,691.9	6,390.6	6,554.9	7,170.0	20,115.6	27,000.0
Geographic Information											
Japan	3,456.2	3,487.5	3,544.0	10,487.8	3,809.6	14,297.4	3,296.5	3,554.2	3,655.8	10,506.6	
North America	2,105.1	1,962.8	2,136.8	6,204.8	1,912.2	8,117.0	2,259.1	2,240.6	2,655.0	7,154.7	
Europe	595.9	707.0	726.2	2,029.2	695.6	2,724.9	650.6	715.2	771.3	2,137.2	
Asia	1,218.0	1,181.8	1,252.6	3,652.5	1,225.1	4,877.6	1,197.4	1,185.1	1,318.3	3,700.9	
Other	609.0	583.1	603.4	1,795.6	540.9	2,336.6	591.9	614.0	684.2	1,890.2	
Elimination	-1,729.1	-1,640.2	-1,678.2	-5,047.6	-1,614.3	-6,661.9	-1,605.0	-1,754.4	-1,914.8	-5,274.3	
Business Segment											
Automotive	5,818.0	5,815.2	6,096.5	17,729.8	6,051.5	23,781.4	5,914.6	6,032.5	6,609.6	18,556.9	
Financial Services	339.8	347.7	364.9	1,052.5	368.5	1,421.0	377.4	399.9	437.7	1,215.1	
All Other	234.4	273.5	278.4	786.4	364.8	1,151.2	258.3	296.9	301.0	856.3	
Elimination	-137.0	-154.4	-154.8	-446.3	-215.4	-661.8	-159.7	-174.5	-178.4	-512.7	
Operating Income (billions of yen)	663.3	592.0	600.5	1,855.9	436.1	2,292.1	692.7	659.2	762.8	2,114.8	2,700.0
(Operating Income Ratio) (%)	(10.6)	(9.4)	(9.1)	(9.7)	(6.6)	(8.9)	(10.8)	(10.1)	(10.6)	(10.5)	(10.0)
Geographic Information											
Japan	456.0	373.9	331.3	1,161.4	348.7	1,510.1	365.9	352.8	424.8	1,143.5	(*)
North America	82.6	79.6	112.5	274.8	51.2	326.0	165.5	147.1	183.7	496.4	
Europe	5.2	20.1	17.7	43.1	15.1	58.2	10.8	22.3	33.2	66.4	
Asia	104.1	91.4	110.0	305.7	90.0	395.7	110.3	102.5	107.6	320.6	
Other	42.5	33.6	32.2	108.3	-65.7	42.5	34.0	43.9	29.3	107.2	
Elimination	-27.3	-6.7	-3.4	-37.4	-3.1	-40.6	5.9	-9.4	-15.9	-19.5	
Business Segment											
Automotive	608.4	499.5	515.5	1,623.6	315.1	1,938.7	586.7	553.5	651.3	1,791.5	(*)
Financial Services	51.2	82.0	67.3	200.6	94.2	294.8	98.2	86.3	100.5	285.0	
All Other	7.1	13.1	20.6	40.9	23.2	64.2	10.7	17.6	14.8	43.2	
Elimination	-3.5	-2.6	-3.0	-9.2	3.3	-5.8	-3.0	1.7	-3.7	-5.0	
Income before Income Taxes (billions of yen)	724.1	619.3	678.9	2,022.4	418.5	2,441.0	771.8	737.3	846.4	2,355.6	2,920.0
(Income before Income Taxes Ratio) (%)	(11.6)	(9.9)	(10.3)	(10.6)	(6.4)	(9.5)	(12.1)	(11.2)	(11.8)	(11.7)	(10.8)
Equity in Earnings of Affiliated Companies (billions of yen)	89.9	68.8	89.2	248.0	70.2	318.3	105.3	60.5	85.1	251.0	300.0
Net Income (billions of yen)	562.1	438.4	525.4	1,526.0	297.0	1,823.1	587.7	539.0	600.0	1,726.8	2,130.0 (Note 2)
(Net Income Ratio) (%)	(9.0)	(7.0)	(8.0)	(8.0)	(4.5)	(7.1)	(9.2)	(8.2)	(8.4)	(8.6)	(7.9)
Shareholder Return											
Cash Dividends (billions of yen)	—	205.9	—	205.9	316.9	522.9	—	237.9	—	237.9	(Note 3)
Cash Dividends per Share (yen)	—	65	—	65	100	165	—	75	—	75	
Payout Ratio (%)	—	20.6	—	—	38.5	28.7	—	21.1	—	—	
Value of Shares Repurchased (billions of yen)	—	—	—	—	—	—	—	169.6	190.3	359.9	
Number of Shares Canceled (thousands)	—	—	—	—	—	—	30,000	—	—	30,000	
Number of Outstanding Shares (thousands)	3,447,997	3,447,997	3,447,997	3,447,997	3,447,997	3,447,997	3,417,997	3,417,997	3,417,997	3,417,997	

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	FY2014						FY2015				FY2015 Forecast 12 months ('14/4-'15/3)
	1Q (2013/4-6)	2Q (2013/7-9)	3Q (2013/10-12)	9 months (2013/4-12)	4Q (2014/1-3)	12 months (*'13/4-'14/3)	1Q (2014/4-6)	2Q (2014/7-9)	3Q (2014/10-12)	9 months (2014/4-12)	
R&D Expenses (billions of yen)	244.1	232.8	226.6	703.6	206.8	910.5	245.1	244.3	253.0	742.4	1,000.0
Depreciation Expenses (billions of yen)	175.5	193.2	197.8	566.5	209.3	775.9	183.2	193.0	209.1	585.4	820.0 (Note 4)
Geographic Information											
Japan	88.0	105.4	111.3	304.8	117.7	422.5	92.8	101.7	112.3	306.8	420.0
North America	40.9	41.3	39.0	121.3	41.8	163.2	41.1	39.4	42.1	122.8	180.0
Europe	14.3	14.2	13.9	42.5	12.1	54.7	15.2	15.4	14.0	44.7	60.0
Asia	21.0	20.8	23.4	65.2	28.0	93.2	26.7	27.3	31.9	86.1	120.0
Other	11.1	11.3	10.0	32.5	9.5	42.0	7.2	9.0	8.5	24.8	40.0
Capital Expenditures (billions of yen)	203.0	224.2	212.2	639.5	361.1	1,000.7	208.2	231.9	265.8	706.0	1,050.0 (Note 4)
Geographic Information											
Japan	86.6	106.5	104.7	298.0	180.2	478.2	97.8	119.3	119.8	337.0	500.0
North America	46.1	39.0	18.9	104.0	69.0	173.0	43.6	41.4	48.7	133.8	240.0
Europe	8.8	8.6	10.5	27.9	18.6	46.6	11.5	11.2	23.9	46.7	60.0
Asia	46.9	60.8	61.9	169.7	66.9	236.6	40.5	42.6	41.7	125.0	160.0
Other	14.5	9.1	16.1	39.8	26.1	66.0	14.6	17.1	31.5	63.3	90.0
Total Liquid Assets (billions of yen)	6,471.9	6,944.7	7,272.6	7,272.6	7,661.9	7,661.9	7,571.1	7,865.9	8,154.9	8,154.9 (Note 5)	
Total Assets (billions of yen)	37,168.2	38,246.7	40,518.1	40,518.1	41,437.4	41,437.4	41,455.7	43,784.0	46,722.2	46,722.2	
Toyota Motor Corporation Shareholders' Equity (billions of yen)	12,897.5	13,370.0	14,210.0	14,210.0	14,469.1	14,469.1	14,714.0	15,469.5	16,316.0	16,316.0	
Return on Equity (%)	18.0	13.4	15.2	15.4	8.3	13.7	16.1	14.3	15.1	15.0 (Note 2)	
Return on Asset (%)	6.2	4.7	5.3	5.4	2.9	4.7	5.7	5.1	5.3	5.2 (Note 2)	
Number of Consolidated Subsidiaries (including Variable Interest Entities)						542					
No. of Affil. Accounted for Under the Equity Method						54					

Analysis of Consolidated Net Income for FY2015 (billions of yen, approximately)	3Q (2014/10-12) (Note 2)	9 months (2014/4-12)
Effects of Marketing Activities	-10.0	-30.0
Effects of Changes in Exchange Rates	145.0	215.0
Cost Reduction Efforts	80.0	200.0
From Engineering	65.0	165.0
From Manufacturing and Logistics	15.0	35.0
Increases in Expenses, etc.	-110.0	-240.0
Other	57.3	113.8
(Changes in Operating Income)	162.3	258.8
Non-operating Income	5.1	74.3
Equity in Earnings of Affiliated Companies	-4.1	2.9
Income Taxes, Net Income Attributable to Noncontrolling Interests	-88.7	-135.3
(Changes in Net Income)	74.5 (Note 2)	200.7

(*1) Toyota recorded a \$1.2 billion charge against earnings in the fiscal year ended March 31, 2014, for costs relating to the agreement with the U.S. Attorney's Office for the Southern District of New York.

Supplemental Material for Financial Results for FY2015 Third Quarter (Unconsolidated)

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	FY2014						FY2015				FY2015 Forecast 12 months ('14/4-'15/3)	
	1Q (2013/4-6)	2Q (2013/7-9)	3Q (2013/10-12)	9 months (2013/4-12)	4Q (2014/1-3)	12 months ('13/4-'14/3)	1Q (2014/4-6)	2Q (2014/7-9)	3Q (2014/10-12)	9 months (2014/4-12)		
Toyota & Lexus brand												
Domestic Vehicle Production (thousands of units)	829	854	791	2,474	904	3,378	783	815	765	2,363		3,150
Overseas Vehicle Production (thousands of units)	1,412	1,326	1,460	4,198	1,370	5,568	1,443	1,445	1,473	4,361		5,800
Domestic Vehicle Retail Sales (thousands of units)	353	404	374	1,131	517	1,648	319	378	340	1,037		1,450
Exports Vehicle Sales (thousands of units)	500	463	461	1,424	430	1,854	428	471	460	1,359		1,750
North America	198	179	183	560	160	720	180	180	186	546		720
Europe	70	60	61	191	73	264	56	66	56	178		240
Asia	52	52	54	158	49	207	55	58	53	166		210
Central and South America	22	23	18	63	16	79	11	14	12	37		40
Oceania	39	47	41	127	34	161	32	41	40	113		140
Africa	20	17	17	54	14	68	16	19	17	52		60
Middle East	98	84	85	267	83	350	77	91	94	262		340
Other	1	1	2	4	1	5	1	2	2	5		
Net Revenues (billions of yen)	2,693.0	2,716.6	2,779.4	8,189.0	2,853.0	11,042.1	2,603.2	2,784.5	2,910.9	8,298.6		10,900.0
Domestic	845.7	942.0	889.7	2,677.5	1,111.6	3,789.1	837.6	872.5	837.9	2,548.1		
Exports	1,847.2	1,774.6	1,889.6	5,511.5	1,741.4	7,252.9	1,765.5	1,911.9	2,072.9	5,750.5		
Operating Income (billions of yen)	342.6	304.2	274.4	921.3	347.6	1,269.0	297.0	289.4	355.6	942.0		1,200.0
(Operating Income Ratio) (%)	(12.7)	(11.2)	(9.9)	(11.3)	(12.2)	(11.5)	(11.4)	(10.4)	(12.2)	(11.4)		(11.0)
Ordinary Income (billions of yen)	634.0	477.1	500.0	1,611.3	227.1	1,838.4	577.9	541.0	649.4	1,768.4		1,990.0
(Ordinary Income Ratio) (%)	(23.5)	(17.6)	(18.0)	(19.7)	(8.0)	(16.6)	(22.2)	(19.4)	(22.3)	(21.3)		(18.3)
Net Income (billions of yen)	482.7	372.9	437.8	1,293.4	123.3	1,416.8	465.1	436.1	574.9	1,476.2		1,650.0
(Net Income Ratio) (%)	(17.9)	(13.7)	(15.8)	(15.8)	(4.3)	(12.8)	(17.9)	(15.7)	(19.8)	(17.8)		(15.1)
R&D Expenses (billions of yen)	210.3	206.7	197.0	614.1	181.9	796.1	213.6	213.6	224.0	651.3		880.0
Depreciation Expenses (billions of yen)	44.5	41.1	41.3	127.0	41.1	168.1	41.8	39.9	39.1	120.9		160.0
Capital Expenditures (billions of yen)	36.2	38.4	37.4	112.1	67.2	179.3	31.5	37.0	42.7	111.3		220.0

Analysis of Unconsolidated Net Income for FY2015 (billions of yen, approximately)	3Q (2014/10-12)	9 months (2014/4-12)	Cautionary Statement with Respect to Forward-Looking Statements
Effects of Marketing Activities	-55.0	-170.0	<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, but are not limited to: (i) changes in economic conditions, market demand, and the competitive environment affecting 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.</p> <p>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	155.0	250.0	
Cost Reduction Efforts	40.0	130.0	
From Engineering	35.0	120.0	
From Manufacturing and Logistics	5.0	10.0	
Increases in Expenses, etc.	-60.0	-190.0	
Other	1.1	0.7	
(Changes in Operating Income)	81.1	20.7	
Non-operating Income	68.2	136.4	
Income Taxes, etc.	-12.2	25.6	
(Changes in Net Income)	137.0	182.7	

(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