

## Supplemental Material for Financial Results for FY2016 Third Quarter (Consolidated)

< U.S. GAAP >

	FY2015						FY2016				FY2016 Forecast 12 months (*15/4-16/3) *
	1Q (2014/4-6)	2Q (2014/7-9)	3Q (2014/10-12)	9 months (2014/4-12)	4Q (2015/1-3)	12 months (*14/4-15/3)	1Q (2015/4-6)	2Q (2015/7-9)	3Q (2015/10-12)	9 months (2015/4-12)	
Vehicle Production (thousands of units)	2,239	2,209	2,196	6,644	2,286	8,930	2,093	2,166	2,146	6,405	
(Japan) - including Daihatsu & Hino	1,016	1,031	994	3,041	1,084	4,125	941	1,000	1,010	2,951	
[Daihatsu & Hino]	[ 232 ]	[ 216 ]	[ 230 ]	[ 678 ]	[ 261 ]	[ 939 ]	[ 193 ]	[ 187 ]	[ 205 ]	[ 585 ]	
(Overseas) - including Daihatsu & Hino	1,223	1,178	1,202	3,603	1,202	4,805	1,152	1,166	1,136	3,454	
[Daihatsu & Hino]	[ 81 ]	[ 83 ]	[ 77 ]	[ 241 ]	[ 79 ]	[ 320 ]	[ 80 ]	[ 68 ]	[ 80 ]	[ 228 ]	
North America	504	467	486	1,457	476	1,933	527	462	464	1,454	
Europe	127	125	150	402	154	556	135	132	152	419	
Asia	474	454	439	1,368	462	1,829	372	438	414	1,224	
Central and South America	67	71	69	207	59	267	65	75	55	195	
Oceania	20	27	25	71	17	88	24	28	23	74	
Africa	31	34	33	98	34	132	29	31	28	88	
Vehicle Sales (thousands of units)	2,241	2,235	2,263	6,740	2,233	8,972	2,114	2,164	2,215	6,493	8,750
(Japan) - including Daihatsu & Hino	506	524	498	1,529	626	2,154	470	514	493	1,477	2,120
[Daihatsu & Hino]	[ 155 ]	[ 150 ]	[ 165 ]	[ 471 ]	[ 220 ]	[ 690 ]	[ 129 ]	[ 137 ]	[ 141 ]	[ 407 ]	[ 620 ]
(Overseas) - including Daihatsu & Hino	1,735	1,711	1,765	5,211	1,607	6,818	1,644	1,650	1,722	5,016	6,630
[Daihatsu & Hino]	[ 72 ]	[ 82 ]	[ 75 ]	[ 228 ]	[ 76 ]	[ 304 ]	[ 76 ]	[ 66 ]	[ 70 ]	[ 212 ]	[ 260 ]
North America	710	685	712	2,108	607	2,715	729	684	728	2,141	2,870
Europe	207	207	220	634	225	859	206	201	210	618	840
Asia	385	369	374	1,128	361	1,489	328	325	362	1,016	1,320
Central and South America	106	110	106	321	101	422	98	112	90	299	390
Oceania	58	63	67	189	61	250	62	61	75	198	250
Africa	61	63	62	185	60	245	52	55	44	151	200
Middle East	206	213	222	640	190	830	167	210	211	587	760
Other	2	1	2	6	2	8	2	2	2	6	
Total Retail Unit Sales (thousands of units) [Toyota, Daihatsu and Hino]	2,513	2,519	2,615	7,648	2,520	10,168	2,502	2,477	2,652	7,632	10,050
Housing Sales (units)	898	1,285	1,210	3,393	2,542	5,935	891	1,533	1,335	3,759	6,000

\* This forecast does not include the effects of suspension of the vehicle production in February.

## Supplemental Material for Financial Results for FY2016 Third Quarter (Consolidated)

< U.S. GAAP >

	FY2015						FY2016				FY2016 Forecast 12 months (*15/4-'16/3) *	
	1Q (2014/4-6)	2Q (2014/7-9)	3Q (2014/10-12)	9 months (2014/4-12)	4Q (2015/1-3)	12 months (*14/4-'15/3)	1Q (2015/4-6)	2Q (2015/7-9)	3Q (2015/10-12)	9 months (2015/4-12)		
Foreign Exchange Rates												
Yen to US Dollar Rate	102	104	114	107	119	110	121	122	121	122		as premise: 120
Yen to Euro Rate	140	138	143	140	134	139	134	136	133	134		as premise: 132
Market Share (Japan)												
Toyota(excluding Mini-Vehicles) (%)	47.5	45.9	46.7	46.6	44.6	46.0	47.9	45.4	49.5	47.5		approximately: 47.0
Toyota, Daihatsu and Hino (including Mini-Vehicles) (%)	42.2	41.1	42.9	42.0	41.2	41.8	43.3	42.3	45.9	43.8		
Number of Employees	342,872	343,511	343,716	343,716	344,109	344,109	349,131	349,508	349,766	349,766	(Note 1)	
Net Revenues (billions of yen)	6,390.6	6,554.9	7,170.0	20,115.6	7,118.9	27,234.5	6,987.6	7,103.8	7,339.8	21,431.3		27,500.0
Geographic Information												
Japan	3,296.5	3,554.2	3,655.8	10,506.6	3,897.1	14,403.8	3,501.9	3,720.2	3,851.6	11,073.7		
North America	2,259.1	2,240.6	2,655.0	7,154.7	2,522.8	9,677.5	2,840.4	2,690.3	2,856.9	8,387.7		
Europe	650.6	715.2	771.3	2,137.2	711.0	2,848.2	644.0	665.2	656.9	1,966.2		
Asia	1,197.4	1,185.1	1,318.3	3,700.9	1,280.2	4,981.2	1,142.9	1,298.1	1,361.1	3,802.2		
Other	591.9	614.0	684.2	1,890.2	558.9	2,449.2	596.2	588.5	558.8	1,743.6		
Elimination	-1,605.0	-1,754.4	-1,914.8	-5,274.3	-1,851.4	-7,125.7	-1,738.0	-1,858.6	-1,945.6	-5,542.3		
Business Segment												
Automotive	5,914.6	6,032.5	6,609.6	18,556.9	6,505.1	25,062.1	6,411.3	6,471.5	6,715.0	19,597.9		
Financial Services	377.4	399.9	437.7	1,215.1	446.0	1,661.1	470.3	479.6	483.9	1,433.9		
All Other	258.3	296.9	301.0	856.3	399.4	1,255.7	256.9	294.5	283.0	834.6		
Elimination	-159.7	-174.5	-178.4	-512.7	-231.7	-744.5	-150.9	-141.9	-142.1	-435.1		
Operating Income (billions of yen)	692.7	659.2	762.8	2,114.8	635.7	2,750.5	756.0	827.4	722.2	2,305.6		2,800.0
(Operating Income Ratio) (%)	( 10.8 )	( 10.1 )	( 10.6 )	( 10.5 )	( 8.9 )	( 10.1 )	( 10.8 )	( 11.6 )	( 9.8 )	( 10.8 )		( 10.2 )
Geographic Information												
Japan	365.9	352.8	424.8	1,143.5	427.8	1,571.4	475.8	482.3	392.7	1,350.9		
North America	165.5	147.1	183.7	496.4	88.0	584.5	126.8	148.5	150.7	426.1		
Europe	10.8	22.3	33.2	66.4	14.6	81.1	7.8	22.3	20.5	50.7		
Asia	110.3	102.5	107.6	320.6	101.1	421.7	100.0	144.0	134.8	378.9		
Other	34.0	43.9	29.3	107.2	4.2	111.5	38.0	28.8	25.0	91.9		
Elimination	5.9	-9.4	-15.9	-19.5	-0.2	-19.8	7.3	1.2	-1.6	6.8		
Business Segment												
Automotive	586.7	553.5	651.3	1,791.5	533.7	2,325.3	677.5	713.7	607.6	1,999.0		
Financial Services	98.2	86.3	100.5	285.0	76.7	361.8	70.1	95.6	99.2	265.0		
All Other	10.7	17.6	14.8	43.2	22.4	65.6	12.2	14.9	17.8	45.1		
Elimination	-3.0	1.7	-3.7	-5.0	2.8	-2.2	-4.0	2.9	-2.5	-3.5		
Income before Income Taxes (billions of yen)	771.8	737.3	846.4	2,355.6	537.1	2,892.8	845.2	829.8	777.7	2,452.9		2,980.0
(Income before Income Taxes Ratio) (%)	( 12.1 )	( 11.2 )	( 11.8 )	( 11.7 )	( 7.5 )	( 10.6 )	( 12.1 )	( 11.7 )	( 10.6 )	( 11.4 )		( 10.8 )
Equity in Earnings of Affiliated Companies (billions of yen)	105.3	60.5	85.1	251.0	57.5	308.5	100.9	60.7	106.0	267.7		330.0
Net Income (billions of yen)	587.7	539.0	600.0	1,726.8	446.4	2,173.3	646.3	611.7	627.9	1,886.0		2,270.0 (Note 2)
(Net Income Ratio) (%)	( 9.2 )	( 8.2 )	( 8.4 )	( 8.6 )	( 6.3 )	( 8.0 )	( 9.3 )	( 8.6 )	( 8.6 )	( 8.8 )		( 8.3 )
Shareholder Return												
Common Shares												
Cash Dividends (billions of yen)	—	237.9	—	237.9	393.3	631.3	—	311.3	—	311.3	(Note 3)	
Cash Dividends per Share (yen)	—	75	—	75	125	200	—	100	—	100		
Payout Ratio (%)	—	21.1	—	—	37.6	29.0	—	25.0	—	—		
Value of Shares Repurchased (billions of yen)	—	169.6	190.3	359.9	—	359.9	—	249.1	300.8	549.9		
Number of Shares Canceled (thousands)	30,000	—	—	30,000	—	30,000	—	—	80,000	80,000		
Model AA Class Shares												
Cash Dividends (billions of yen)	—	—	—	—	—	—	—	1.2	—	1.2	(Note 3)	
Cash Dividends per Share (yen)	—	—	—	—	—	—	—	26	—	26		
Number of Outstanding Common Shares (thousands)	3,417,997	3,417,997	3,417,997	3,417,997	3,417,997	3,417,997	3,417,997	3,417,997	3,337,997	3,337,997		
Number of Outstanding Model AA Class Shares (thousands)	—	—	—	—	—	—	—	47,100	47,100	47,100		

\* This forecast does not include the effects of suspension of the vehicle production in February.

## Supplemental Material for Financial Results for FY2016 Third Quarter (Consolidated)

< U.S. GAAP >

	FY2015						FY2016				FY2016 Forecast 12 months (*15/4-16/3) *
	1Q (2014/4-6)	2Q (2014/7-9)	3Q (2014/10-12)	9 months (2014/4-12)	4Q (2015/1-3)	12 months (*14/4-15/3)	1Q (2015/4-6)	2Q (2015/7-9)	3Q (2015/10-12)	9 months (2015/4-12)	
R&D Expenses (billions of yen)	245.1	244.3	253.0	742.4	262.0	1,004.5	265.7	264.1	270.3	800.1	1,060.0
Depreciation Expenses (billions of yen)	183.2	193.0	209.1	585.4	220.8	806.2	200.3	216.7	256.1	673.2	880.0 (Note 4)
Geographic Information											
Japan	92.8	101.7	112.3	306.8	127.3	434.2	99.5	115.7	149.3	364.7	450.0
North America	41.1	39.4	42.1	122.8	44.5	167.3	49.2	49.5	48.9	147.7	200.0
Europe	15.2	15.4	14.0	44.7	10.2	54.9	12.5	12.2	14.7	39.5	50.0
Asia	26.7	27.3	31.9	86.1	30.5	116.6	30.1	32.7	34.6	97.4	140.0
Other	7.2	9.0	8.5	24.8	8.2	33.0	8.9	6.4	8.4	23.8	40.0
Capital Expenditures (billions of yen)	208.2	231.9	265.8	706.0	471.3	1,177.4	300.1	260.4	303.5	864.1	1,230.0 (Note 4)
Geographic Information											
Japan	97.8	119.3	119.8	337.0	238.9	575.9	109.1	141.6	145.2	396.0	600.0
North America	43.6	41.4	48.7	133.8	96.0	229.8	57.4	48.6	57.6	163.7	260.0
Europe	11.5	11.2	23.9	46.7	20.8	67.6	10.5	16.4	14.6	41.6	60.0
Asia	40.5	42.6	41.7	125.0	67.8	192.8	90.6	29.2	66.7	186.5	210.0
Other	14.6	17.1	31.5	63.3	47.7	111.1	32.4	24.4	19.2	76.1	100.0
Total Liquid Assets (billions of yen)	7,571.1	7,865.9	8,154.9	8,154.9	8,508.2	8,508.2	8,794.4	9,160.1	9,001.3	9,001.3	(Note 5)
Total Assets (billions of yen)	41,455.7	43,784.0	46,722.2	46,722.2	47,729.8	47,729.8	48,821.4	48,574.5	48,922.9	48,922.9	
Toyota Motor Corporation Shareholders' Equity (billions of yen)	14,714.0	15,469.5	16,316.0	16,316.0	16,788.1	16,788.1	17,205.0	17,039.6	17,287.4	17,287.4	
Return on Equity (%)	16.1	14.3	15.1	15.0	10.8	13.9	15.2	14.2	14.6	14.7	(Note 2)
Return on Asset (%)	5.7	5.1	5.3	5.2	3.8	4.9	5.4	5.0	5.2	5.2	(Note 2)
Number of Consolidated Subsidiaries (including Variable Interest Entities)						541					
No. of Affil. Accounted for Under the Equity Method						54					

Analysis of Consolidated Net Income for FY2016		
(billions of yen, approximately)	3Q (2015/10-12)	9 months (2015/4-12)
Effects of Marketing Activities	-35.0	-95.0
Effects of Changes in Exchange Rates	5.0	310.0
Cost Reduction Efforts	95.0	235.0
From Engineering	90.0	210.0
From Manufacturing and Logistics	5.0	25.0
Increases in Expenses, etc.	-110.0	-280.0
Other	4.4	20.8
(Changes in Operating Income)	-40.6	190.8
Non-operating Income	-28.0	-93.5
Equity in Earnings of Affiliated Companies	20.9	16.6
Income Taxes, Net Income Attributable to Noncontrolling Interests	75.7	45.2
(Changes in Net Income)	27.9 (Note 2)	159.2

\* This forecast does not include the effects of suspension of the vehicle production in February.

## Supplemental Material for Financial Results for FY2016 Third Quarter (Unconsolidated)

< Japan GAAP >

	FY2015						FY2016				FY2016 Forecast 12 months (*15/4-'16/3)*	
	1Q (2014/4-6)	2Q (2014/7-9)	3Q (2014/10-12)	9 months (2014/4-12)	4Q (2015/1-3)	12 months (14/4-'15/3)	1Q (2015/4-6)	2Q (2015/7-9)	3Q (2015/10-12)	9 months (2015/4-12)		
<b>Toyota &amp; Lexus brand</b>												
Domestic Vehicle Production (thousands of units)	783	815	765	2,363	822	3,186	748	813	805	2,366		3,250
Overseas Vehicle Production (thousands of units)	1,443	1,445	1,473	4,361	1,402	5,762	1,432	1,440	1,473	4,345		5,750
Domestic Vehicle Retail Sales (thousands of units)	319	378	340	1,037	429	1,466	335	370	364	1,069		1,500
Exports Vehicle Sales (thousands of units)	428	471	460	1,359	425	1,784	418	449	476	1,343		1,800
North America	180	180	186	546	175	721	184	209	192	585		800
Europe	56	66	56	178	72	250	43	37	67	147		220
Asia	55	58	53	166	42	208	52	57	64	173		230
Central and South America	11	14	12	37	12	49	11	10	10	31		40
Oceania	32	41	40	113	33	146	34	37	38	109		140
Africa	16	19	17	52	13	65	18	16	11	45		60
Middle East	77	91	94	262	76	338	74	82	92	248		310
Other	1	2	2	5	2	7	2	1	2	5		
Net Revenues (billions of yen)	2,603.2	2,784.5	2,910.9	8,298.6	2,910.7	11,209.4	2,772.1	2,932.9	3,080.1	8,785.1		11,400.0
Domestic	837.6	872.5	837.9	2,548.1	987.1	3,535.2	868.0	935.7	909.1	2,712.9		
Exports	1,765.5	1,911.9	2,072.9	5,750.5	1,923.5	7,674.1	1,904.1	1,997.1	2,170.9	6,072.2		
Operating Income (billions of yen)	297.0	289.4	355.6	942.0	328.5	1,270.6	382.9	443.4	325.3	1,151.7		1,400.0
(Operating Income Ratio) (%)	( 11.4 )	( 10.4 )	( 12.2 )	( 11.4 )	( 11.3 )	( 11.3 )	( 13.8 )	( 15.1 )	( 10.6 )	( 13.1 )		( 12.3 )
Ordinary Income (billions of yen)	577.9	541.0	649.4	1,768.4	356.6	2,125.1	671.5	740.6	617.3	2,029.4		2,310.0
(Ordinary Income Ratio) (%)	( 22.2 )	( 19.4 )	( 22.3 )	( 21.3 )	( 12.3 )	( 19.0 )	( 24.2 )	( 25.3 )	( 20.0 )	( 23.1 )		( 20.3 )
Net Income (billions of yen)	465.1	436.1	574.9	1,476.2	214.4	1,690.6	542.6	609.6	521.7	1,673.9		1,880.0
(Net Income Ratio) (%)	( 17.9 )	( 15.7 )	( 19.8 )	( 17.8 )	( 7.4 )	( 15.1 )	( 19.6 )	( 20.8 )	( 16.9 )	( 19.1 )		( 16.5 )
R&D Expenses (billions of yen)	213.6	213.6	224.0	651.3	234.9	886.2	230.2	227.8	237.1	695.2		930.0
Depreciation Expenses (billions of yen)	41.8	39.9	39.1	120.9	38.3	159.3	45.7	46.4	46.8	139.0		180.0
Capital Expenditures (billions of yen)	31.5	37.0	42.7	111.3	119.7	231.1	50.0	59.1	66.2	175.5		280.0

Analysis of Unconsolidated Net Income for FY2016 (billions of yen, approximately)	3Q (2015/10-12)	9 months (2015/4-12)	Cautionary Statement with Respect to Forward-Looking Statements
Effects of Marketing Activities	-15.0	-120.0	<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. 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	20.0	335.0	
Cost Reduction Efforts	55.0	145.0	
From Engineering	55.0	140.0	
From Manufacturing and Logistics	0.0	5.0	
Increases in Expenses, etc.	-90.0	-150.0	
Other	-0.2	-0.4	
(Changes in Operating Income)	-30.2	209.6	
Non-operating Income	-1.9	51.4	
Income Taxes, etc.	-21.1	-63.3	
(Changes in Net Income)	-53.2	197.7	

(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

\* This forecast does not include the effects of suspension of the vehicle production in February.