

Supplemental Material for Financial Results for FY2017 Third Quarter (Consolidated)

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	FY2016						FY2017				FY2017 Forecast 12 months ('16/4-'17/3)
	1Q (2015/4-6)	2Q (2015/7-9)	3Q (2015/10-12)	9 months (2015/4-12)	4Q (2016/1-3)	12 months (^{'15/4-'16/3})	1Q (2016/4-6)	2Q (2016/7-9)	3Q (2016/10-12)	9 months (2016/4-12)	
Vehicle Production (thousands of units)	2,093	2,166	2,146	6,405	2,171	8,576	2,149	2,240	2,240	6,629	
(Japan) - including Daihatsu & Hino	941	1,000	1,010	2,951	1,030	3,981	934	1,059	1,013	3,006	
[Daihatsu & Hino]	[193]	[187]	[205]	[585]	[224]	[809]	[194]	[215]	[236]	[645]	
(Overseas) - including Daihatsu & Hino	1,152	1,166	1,136	3,454	1,141	4,595	1,215	1,181	1,227	3,623	
[Daihatsu & Hino]	[80]	[68]	[80]	[228]	[74]	[302]	[86]	[95]	[114]	[295]	
North America	527	462	464	1,454	516	1,970	527	508	494	1,529	
Europe	135	132	152	419	145	565	144	135	175	454	
Asia	372	438	414	1,224	382	1,605	420	409	434	1,263	
Central and South America	65	75	55	195	60	255	69	69	76	214	
Oceania	24	28	23	74	21	95	21	27	22	69	
Africa	29	31	28	88	17	105	34	33	26	94	
Vehicle Sales (thousands of units)	2,114	2,164	2,215	6,493	2,189	8,681	2,172	2,191	2,280	6,643	8,900
(Japan) - including Daihatsu & Hino	470	514	493	1,477	583	2,059	511	567	534	1,613	2,210
[Daihatsu & Hino]	[129]	[137]	[141]	[407]	[186]	[592]	[132]	[146]	[150]	[429]	[610]
(Overseas) - including Daihatsu & Hino	1,644	1,650	1,722	5,016	1,606	6,622	1,661	1,624	1,746	5,030	6,690
[Daihatsu & Hino]	[76]	[66]	[70]	[212]	[70]	[282]	[72]	[70]	[82]	[223]	[290]
North America	729	684	728	2,141	698	2,839	715	684	745	2,145	2,840
Europe	206	201	210	618	226	844	222	212	233	668	950
Asia	328	325	362	1,016	329	1,345	384	381	428	1,192	1,560
Central and South America	98	112	90	299	93	392	101	110	103	313	410
Oceania	62	61	75	198	61	260	64	65	66	194	250
Africa	52	55	44	151	40	191	43	47	44	134	190
Middle East	167	210	211	587	158	744	130	124	125	379	490
Other	2	2	2	6	1	7	2	1	2	5	
Total Retail Unit Sales (thousands of units) [Toyota, Daihatsu and Hino]	2,502	2,477	2,652	7,632	2,463	10,094	2,529	2,538	2,645	7,712	10,150
Housing Sales (units)	891	1,533	1,335	3,759	1,992	5,751	1,185	1,611	1,282	4,078	10,700

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	FY2016						FY2017				FY2017 Forecast 12 months ('16/4-'17/3)
	1Q (2015/4-6)	2Q (2015/7-9)	3Q (2015/10-12)	9 months (2015/4-12)	4Q (2016/1-3)	12 months ('15/4-'16/3)	1Q (2016/4-6)	2Q (2016/7-9)	3Q (2016/10-12)	9 months (2016/4-12)	
Foreign Exchange Rates											
Yen to US Dollar Rate	121	122	121	122	115	120	108	102	109	107	as premise: 107
Yen to Euro Rate	134	136	133	134	127	133	122	114	118	118	as premise: 118
Market Share (Japan)											
Toyota(excluding Mini-Vehicles) (%)	47.9	45.4	49.5	47.5	44.9	46.8	49.7	49.3	47.9	48.9	approximately: 48.0
Toyota, Daihatsu and Hino (including Mini-Vehicles) (%)	43.3	42.3	45.9	43.8	42.0	43.2	47.0	46.1	45.3	46.1	
Number of Employees	349,131	349,508	349,766	349,766	348,877	348,877	354,974	355,264	357,072	357,072	(Note 1)
Net Revenues (billions of yen)	6,987.6	7,103.8	7,339.8	21,431.3	6,971.7	28,403.1	6,589.1	6,481.4	7,084.1	20,154.7	26,500.0
Geographic Information											
Japan	3,501.9	3,720.2	3,851.6	11,073.7	3,685.6	14,759.4	3,361.4	3,619.0	3,772.4	10,752.9	
North America	2,840.4	2,690.3	2,856.9	8,387.7	2,664.1	11,051.9	2,534.5	2,341.8	2,712.2	7,588.6	
Europe	644.0	665.2	656.9	1,966.2	695.0	2,661.3	621.8	604.0	675.2	1,901.1	
Asia	1,142.9	1,298.1	1,361.1	3,802.2	1,201.5	5,003.8	1,182.6	1,118.9	1,261.2	3,562.7	
Other	596.2	588.5	558.8	1,743.6	466.5	2,210.2	521.5	525.0	559.9	1,606.5	
Elimination	-1,738.0	-1,858.6	-1,945.6	-5,542.3	-1,741.3	-7,283.7	-1,632.8	-1,727.5	-1,896.9	-5,257.3	
Business Segment											
Automotive	6,411.3	6,471.5	6,715.0	19,597.9	6,379.4	25,977.4	6,029.0	5,908.9	6,469.5	18,407.5	
Financial Services	470.3	479.6	483.9	1,433.9	462.2	1,896.2	438.9	432.0	476.0	1,346.9	
All Other	256.9	294.5	283.0	834.6	342.7	1,177.3	249.0	283.8	276.0	808.9	
Elimination	-150.9	-141.9	-142.1	-435.1	-212.7	-647.9	-127.8	-143.4	-137.4	-408.7	
Operating Income (billions of yen)	756.0	827.4	722.2	2,305.6	548.3	2,853.9	642.2	474.6	438.5	1,555.4	1,850.0
(Operating Income Ratio) (%)	(10.8)	(11.6)	(9.8)	(10.8)	(7.9)	(10.0)	(9.7)	(7.3)	(6.2)	(7.7)	(7.0)
Geographic Information											
Japan	475.8	482.3	392.7	1,350.9	326.5	1,677.5	290.3	194.3	209.3	694.0	
North America	126.8	148.5	150.7	426.1	102.6	528.8	171.4	139.8	70.6	381.9	
Europe	7.8	22.3	20.5	50.7	21.6	72.4	9.0	25.5	18.1	52.6	
Asia	100.0	144.0	134.8	378.9	70.2	449.1	127.4	95.3	124.6	347.4	
Other	38.0	28.8	25.0	91.9	16.9	108.9	27.3	25.5	24.1	77.0	
Elimination	7.3	1.2	-1.6	6.8	10.2	17.1	16.6	-5.9	-8.3	2.3	
Business Segment											
Automotive	677.5	713.7	607.6	1,999.0	449.9	2,448.9	543.4	393.9	382.7	1,320.1	
Financial Services	70.1	95.6	99.2	265.0	74.1	339.2	90.2	61.9	42.6	194.8	
All Other	12.2	14.9	17.8	45.1	21.3	66.5	10.3	16.9	16.5	43.7	
Elimination	-4.0	2.9	-2.5	-3.5	2.7	-0.7	-1.7	1.8	-3.3	-3.3	
Income before Income Taxes (billions of yen)	845.2	829.8	777.7	2,452.9	530.4	2,983.3	677.0	499.4	587.5	1,764.0	2,070.0
(Income before Income Taxes Ratio) (%)	(12.1)	(11.7)	(10.6)	(11.4)	(7.6)	(10.5)	(10.3)	(7.7)	(8.3)	(8.8)	(7.8)
Equity in Earnings of Affiliated Companies (billions of yen)	100.9	60.7	106.0	267.7	61.3	329.0	90.0	78.3	89.6	258.0	330.0
Net Income (billions of yen)	646.3	611.7	627.9	1,886.0	426.6	2,312.6	552.4	393.7	486.5	1,432.7	1,700.0
(Net Income Ratio) (%)	(9.3)	(8.6)	(8.6)	(8.8)	(6.1)	(8.1)	(8.4)	(6.1)	(6.9)	(7.1)	(6.4)
Dividends											
Common Shares											
Cash Dividends (billions of yen)	—	311.3	—	311.3	334.1	645.5	—	300.3	—	300.3	(Note 3)
Cash Dividends per Share (yen)	—	100	—	100	110	210	—	100	—	100	
Payout Ratio (%)	—	25.0	—	—	32.2	28.3	—	32.1	—	—	
Model AA Class Shares											
Cash Dividends (billions of yen)	—	1.2	—	1.2	1.2	2.4	—	2.4	—	2.4	(Note 3)
Cash Dividends per Share (yen)	—	26	—	26	26	52	—	52.5	—	52.5	(Note 3)
Value of Shares Repurchased (billions of yen)[actual purchase]	—	249.1	300.8	549.9	232.6	782.6	147.7	352.2	104.7	604.7	(Note 4)
Value of Shares Repurchased (billions of yen)[shareholder return]	—	139.3	—	—	499.9	639.3	—	199.9	—	—	(Note 5)
Number of Shares Canceled (thousands)	—	—	80,000	80,000	—	80,000	—	—	75,000	75,000	(Note 6)
Number of Outstanding Common Shares (thousands)	3,417,997	3,417,997	3,337,997	3,337,997	3,337,997	3,337,997	3,337,997	3,337,997	3,262,997	3,262,997	
Number of Outstanding Model AA Class Shares (thousands)	—	47,100	47,100	47,100	47,100	47,100	47,100	47,100	47,100	47,100	

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	1Q (2015/4-6)	2Q (2015/7-9)	3Q (2015/10-12)	9 months (2015/4-12)	4Q (2016/1-3)	12 months (15/4-16/3)	1Q (2016/4-6)	2Q (2016/7-9)	3Q (2016/10-12)	9 months (2016/4-12)	
R&D Expenses (billions of yen)	265.7	264.1	270.3	800.1	255.4	1,055.6	274.1	258.2	261.5	793.9	1,070.0
Depreciation Expenses (billions of yen)	200.3	216.7	226.8	643.9	241.2	885.1	205.8	215.1	225.3	646.3	910.0
Geographic Information											
Japan	99.5	115.7	121.3	336.7	129.4	466.2	111.9	120.2	125.4	357.6	520.0
North America	49.2	49.5	48.9	147.7	46.3	194.0	42.0	43.1	44.0	129.2	165.0
Europe	12.5	12.2	14.2	38.9	18.7	57.7	11.1	11.7	13.3	36.3	55.0
Asia	30.1	32.7	34.3	97.1	36.7	133.9	32.2	31.5	33.1	96.9	130.0
Other	8.9	6.4	7.9	23.3	9.8	33.1	8.4	8.3	9.3	26.1	40.0
Capital Expenditures (billions of yen)	300.1	260.4	303.5	864.1	428.3	1,292.5	253.3	257.8	268.2	779.4	1,340.0
Geographic Information											
Japan	109.1	141.6	145.2	396.0	250.8	646.8	135.1	137.3	133.7	406.2	725.0
North America	57.4	48.6	57.6	163.7	70.4	234.2	70.1	85.3	84.4	239.9	345.0
Europe	10.5	16.4	14.6	41.6	36.1	77.7	10.8	12.9	12.8	36.6	80.0
Asia	90.6	29.2	66.7	186.5	53.1	239.7	29.1	14.4	29.2	72.8	140.0
Other	32.4	24.4	19.2	76.1	17.7	93.9	8.0	7.7	7.9	23.7	50.0
Total Liquid Assets (billions of yen)	8,794.4	9,160.1	9,001.3	9,001.3	9,229.9	9,229.9	8,700.2	8,469.6	8,819.3	8,819.3	(Note 8)
Total Assets (billions of yen)	48,821.4	48,574.5	48,922.9	48,922.9	47,427.5	47,427.5	44,524.3	43,776.1	48,111.4	48,111.4	(Note 7)
Toyota Motor Corporation Shareholders' Equity (billions of yen)	17,205.0	17,039.6	17,287.4	17,287.4	16,746.9	16,746.9	16,127.8	16,391.9	17,293.2	17,293.2	(Note 7)
Return on Equity (%)	15.2	14.2	14.6	14.7	10.0	13.8	13.4	9.6	11.5	11.2	(Note 7)
Return on Asset (%)	5.4	5.0	5.2	5.2	3.5	4.9	4.8	3.6	4.2	4.0	(Note 7)
Number of Consolidated Subsidiaries (including Variable Interest Entities)						548					(Note 8)
No. of Affil. Accounted for Under the Equity Method						54					(Note 8)

Analysis of Consolidated Net Income for FY2017		
(billions of yen, approximately)	3Q (2016/10-12) (Note 2)	9 months (2016/4-12)
Marketing Efforts	95.0	300.0
Effects of Changes in Exchange Rates	-205.0	-770.0
Cost Reduction Efforts	85.0	305.0
From Engineering	70.0	260.0
From Manufacturing and Logistics	15.0	45.0
Increases in Expenses, etc.	-180.0	-405.0
Other	-78.6	-180.2
(Changes in Operating Income)	-283.6	-750.2
Non-operating Income	93.4	61.3
Equity in Earnings of Affiliated Companies	-16.4	-9.7
Income Taxes, Net Income Attributable to Noncontrolling Interests	65.2	245.1
(Changes in Net Income)	-141.4 (Note 2)	-453.3

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	FY2016						FY2017				FY2017 Forecast 12 months (16/4-17/3)	
	1Q (2015/4-6)	2Q (2015/7-9)	3Q (2015/10-12)	9 months (2015/4-12)	4Q (2016/1-3)	12 months (15/4-16/3)	1Q (2016/4-6)	2Q (2016/7-9)	3Q (2016/10-12)	9 months (2016/4-12)		
Toyota & Lexus brand												
Domestic Vehicle Production (thousands of units)	748	813	805	2,366	806	3,172	740	844	777	2,361		3,200
Overseas Vehicle Production (thousands of units)	1,432	1,440	1,473	4,345	1,413	5,758	1,494	1,422	1,477	4,393		5,850
Domestic Vehicle Retail Sales (thousands of units)	335	370	364	1,069	419	1,488	366	413	382	1,161		1,600
Exports Vehicle Sales (thousands of units)	418	449	476	1,343	416	1,759	393	456	462	1,311		1,750
North America	184	209	192	585	187	772	160	175	201	536		730
Europe	43	37	67	147	60	207	60	73	65	198		270
Asia	52	57	64	173	52	225	59	77	74	210		260
Central and South America	11	10	10	31	10	41	10	14	11	35		50
Oceania	34	37	38	109	30	139	36	43	35	114		150
Africa	18	16	11	45	10	55	13	15	14	42		60
Middle East	74	82	92	248	65	313	54	57	61	172		230
Other	2	1	2	5	2	7	1	2	1	4		
Net Revenues (billions of yen)	2,772.1	2,932.9	3,080.1	8,785.1	2,800.6	11,585.8	2,644.8	2,854.8	2,978.2	8,478.0		11,200.0
Domestic	868.0	935.7	909.1	2,712.9	1,007.6	3,720.6	939.6	1,036.7	973.2	2,949.6		
Exports	1,904.1	1,997.1	2,170.9	6,072.2	1,793.0	7,865.2	1,705.2	1,818.0	2,004.9	5,528.3		
Operating Income (billions of yen)	382.9	443.4	325.3	1,151.7	250.3	1,402.1	243.6	116.3	118.3	478.3		690.0
(Operating Income Ratio) (%)	(13.8)	(15.1)	(10.6)	(13.1)	(8.9)	(12.1)	(9.2)	(4.1)	(4.0)	(5.6)		(6.2)
Ordinary Income (billions of yen)	671.5	740.6	617.3	2,029.4	254.6	2,284.0	479.2	383.3	552.8	1,415.4		1,640.0
(Ordinary Income Ratio) (%)	(24.2)	(25.3)	(20.0)	(23.1)	(9.1)	(19.7)	(18.1)	(13.4)	(18.6)	(16.7)		(14.6)
Net Income (billions of yen)	542.6	609.6	521.7	1,673.9	136.4	1,810.3	406.8	331.1	479.1	1,217.1		1,400.0
(Net Income Ratio) (%)	(19.6)	(20.8)	(16.9)	(19.1)	(4.9)	(15.6)	(15.4)	(11.6)	(16.1)	(14.4)		(12.5)
R&D Expenses (billions of yen)	230.2	227.8	237.1	695.2	228.2	923.4	237.4	226.4	232.9	696.8		940.0
Depreciation Expenses (billions of yen)	45.7	46.4	46.8	139.0	44.9	184.0	57.5	55.6	50.4	163.5		220.0
Capital Expenditures (billions of yen)	50.0	59.1	66.2	175.5	113.6	289.1	64.9	56.8	63.1	184.9		310.0

Analysis of Unconsolidated Net Income for FY2017 (billions of yen, approximately)	3Q (2016/10-12)	9 months (2016/4-12)	Cautionary Statement with Respect to Forward-Looking Statements
Marketing Efforts	35.0	60.0	<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	-175.0	-635.0	
Cost Reduction Efforts	50.0	190.0	
From Engineering	45.0	175.0	
From Manufacturing and Logistics	5.0	15.0	
Increases in Expenses, etc.	-115.0	-285.0	
Other	-2.0	-3.4	
(Changes in Operating Income)	-207.0	-673.4	
Non-operating Income	142.6	59.4	
Income Taxes, etc.	21.9	157.2	
(Changes in Net Income)	-42.5	-456.8	

(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) Value of common shares repurchased (excluding shares constituting less than one unit that were purchased upon request)

(Note 5) Value of common shares repurchased (shareholder return on Net Income for the period, excluding repurchases made to avoid dilution of shares)

(Note 6) Number of common shares canceled

(Note 7) Figures for depreciation expenses and capital expenditures do not include vehicles in operating lease

(Note 8) Excludes financial subsidiaries