Supplementary Material for Financial Results for the 3 months ended December 31, 2005 (Consolidated)
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Contributing Factors to Operating Income FY2006 3Q (billions of yen, approximately)

|  | Consolidated | Unconsolidated | Subsidiaries |
| :--- | ---: | ---: | ---: |
| Marketing Efforts | 60.0 | 20.0 | 40.0 |
| Cost Reduction Efforts | 30.0 | 20.0 | 10.0 |
|  | From Engineering | 15.0 | 15.0 |
|  | From Manufacturing and Logistics | 15.0 | 5.0 |
| Effects of Changes in Exchange Rates | 130.0 | 110.0 | 10.0 |
| Decrease in DAIKO HENJO | -28.5 | 0.0 | -20.0 |
|  | Increases in Expenses | -132.2 | -62.0 |

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 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 and the British pound;(iii) Toyota's ability to realize production efficiencies and to implement capital expenditures at the levels and times planned by management;(iv) 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 policies relating to trade, environmental protection, vehicle markets in which Toyoco 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 $20-\mathrm{F}$, which is on file with the United States Securities and Exchange Commission.

