

Supplemental Material for Financial Results for FY2012 Third Quarter (Consolidated)

< U.S. GAAP >

	FY2011						FY2012				FY2012 Forecast 12 months (*11/4-'12/3)
	1Q (2010/4-6)	2Q (2010/7-9)	3Q (2010/10-12)	9 months (2010/4-12)	4Q (2011/1-3)	12 months (*10/4-'11/3)	1Q (2011/4-6)	2Q (2011/7-9)	3Q (2011/10-12)	9 months (2011/4-12)	
Vehicle Production (thousands of units)	1,793	1,853	1,803	5,449	1,720	7,169	1,189	1,884	1,952	5,025	
(Japan) - including Daihatsu & Hino	970	1,024	924	2,918	803	3,721	556	1,015	1,104	2,675	
[Daihatsu]	[165]	[167]	[154]	[486]	[133]	[619]	[122]	[162]	[193]	[477]	
[Hino]	[24]	[26]	[26]	[76]	[23]	[99]	[23]	[29]	[34]	[86]	
(Overseas) - including Daihatsu & Hino	823	829	879	2,531	917	3,448	633	869	848	2,350	
[Daihatsu]	[40]	[37]	[48]	[125]	[45]	[170]	[42]	[52]	[52]	[146]	
[Hino]	[2]	[3]	[2]	[7]	[2]	[9]	[1]	[4]	[3]	[8]	
North America	343	327	323	993	345	1,338	188	276	367	831	
Europe	83	82	100	265	107	372	75	78	109	263	
Asia	299	326	353	978	366	1,344	280	411	274	965	
Central and South America	39	37	39	116	32	148	36	35	42	114	
Oceania	31	30	27	88	25	113	21	28	20	68	
Africa	28	27	37	91	42	133	33	41	36	109	
Vehicle Sales (thousands of units)	1,820	1,895	1,802	5,517	1,791	7,308	1,221	1,805	1,969	4,995	7,410
(Japan) - including Daihatsu & Hino	500	586	403	1,488	425	1,913	292	505	561	1,357	2,040
[Daihatsu]	[137]	[153]	[110]	[400]	[128]	[528]	[107]	[139]	[152]	[398]	[580]
[Hino]	[6]	[7]	[8]	[21]	[8]	[29]	[5]	[11]	[10]	[26]	[40]
(Overseas) - including Daihatsu & Hino	1,320	1,309	1,399	4,029	1,366	5,395	929	1,300	1,408	3,638	5,370
[Daihatsu]	[44]	[39]	[45]	[128]	[42]	[170]	[40]	[50]	[47]	[137]	[190]
[Hino]	[19]	[20]	[19]	[59]	[20]	[79]	[16]	[21]	[22]	[60]	[90]
North America	526	515	507	1,548	483	2,031	276	413	579	1,268	1,910
Europe	187	181	208	576	220	796	174	187	219	580	830
Asia	285	289	335	910	345	1,255	259	355	279	894	1,340
Central and South America	69	75	76	221	60	281	52	75	84	211	290
Oceania	62	54	70	187	61	248	34	61	61	156	220
Africa	49	46	57	151	58	209	40	55	62	157	240
Middle East	140	148	145	432	137	569	91	152	123	366	540
Other	2	1	1	4	2	6	3	2	1	6	
Total Retail Unit Sales (thousands of units) [Toyota, Daihatsu and Hino]	2,072	2,166	2,086	6,324	2,099	8,423	1,616	2,058	2,174	5,849	
Housing Sales (units)	866	1,333	1,356	3,555	1,602	5,157	879	1,562	1,436	3,877	5,600

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	1Q (2010/4-6)	2Q (2010/7-9)	3Q (2010/10-12)	9 months (2010/4-12)	4Q (2011/1-3)	12 months (10/4-'11/3)	1Q (2011/4-6)	2Q (2011/7-9)	3Q (2011/10-12)	9 months (2011/4-12)	
Foreign Exchange Rates											
Yen to US Dollar Rate	92	86	83	87	82	86	82	78	77	79	as premise: 78
Yen to Euro Rate	117	111	112	113	113	113	117	110	104	111	as premise: 108
Market Share (Japan)											approximately: 45.0
Toyota (excluding Mini-Vehicles) (%)	50.1	46.1	48.9	48.2	44.6	47.3	37.7	44.8	48.2	44.3	
Toyota, Daihatsu and Hino (including Mini-Vehicles) (%)	45.2	43.3	44.6	44.3	41.9	43.7	37.1	42.9	45.8	42.5	
Number of Employees	319,910	318,001	317,734	317,734	317,716	317,716	322,046	322,809	324,747	324,747	(Note 1)
Net Revenues (billions of yen)	4,871.8	4,806.7	4,673.1	14,351.6	4,642.0	18,993.6	3,441.0	4,574.9	4,865.2	12,881.1	18,300.0
Geographic Information											
Japan	2,806.6	2,919.6	2,686.1	8,412.3	2,573.9	10,986.2	1,784.5	2,869.0	3,024.2	7,677.7	
North America	1,483.6	1,337.6	1,333.3	4,154.6	1,274.5	5,429.1	853.5	1,085.7	1,379.5	3,318.9	
Europe	459.8	465.3	524.2	1,449.3	532.1	1,981.4	459.9	499.2	527.0	1,486.1	
Asia	834.9	794.2	835.1	2,464.1	910.5	3,374.6	700.0	827.3	704.2	2,231.3	
Other	453.7	408.0	489.7	1,351.4	457.7	1,809.1	368.8	455.3	460.2	1,284.2	
Elimination	-1,166.8	-1,118.0	-1,195.3	-3,480.1	-1,106.7	-4,586.8	-725.7	-1,161.6	-1,229.9	-3,117.1	
Business Segment											
Automotive	4,467.8	4,395.8	4,255.1	13,118.8	4,218.5	17,337.3	3,060.8	4,183.1	4,471.4	11,715.5	
Financial Services	307.6	296.3	297.5	901.4	290.8	1,192.2	285.8	271.0	271.5	828.2	
All Other	212.9	233.5	238.0	684.4	287.8	972.2	190.5	255.2	272.2	717.8	
Elimination	-116.5	-118.9	-117.5	-353.0	-155.1	-508.1	-96.1	-134.4	-149.9	-380.4	
Operating Income (billions of yen)	211.6	111.5	99.0	422.1	46.1	468.2	-108.0	75.4	149.6	117.1	270.0
(Operating Income Ratio) (%)	(4.3)	(2.3)	(2.1)	(2.9)	(1.0)	(2.5)	(-3.1)	(1.6)	(3.1)	(0.9)	(1.5)
Geographic Information											
Japan	-27.5	-24.5	-122.4	-174.4	-188.0	-362.4	-206.6	-69.3	-30.5	-306.4	
North America	109.7	36.1	105.2	251.1	88.4	339.5	28.9	32.5	90.3	151.8	
Europe	-6.8	-2.1	2.2	-6.7	19.8	13.1	-7.5	5.6	10.4	8.5	
Asia	90.2	74.0	68.6	232.8	80.2	313.0	60.1	70.4	40.5	171.0	
Other	41.0	31.9	44.3	117.2	42.9	160.1	21.0	37.1	37.9	96.0	
Elimination	5.0	-3.9	1.1	2.1	2.8	4.9	-3.9	-0.9	1.0	-3.8	
Business Segment											
Automotive	96.7	33.0	-27.5	102.2	-16.2	86.0	-202.5	-7.5	57.1	-152.8	
Financial Services	115.1	68.6	116.4	300.1	58.1	358.2	94.6	76.4	83.5	254.5	
All Other	4.0	10.7	13.4	28.1	7.1	35.2	-2.0	9.9	15.3	23.2	
Elimination	-4.2	-0.8	-3.3	-8.3	-2.9	-11.2	1.9	-3.4	-6.3	-7.8	
Income before Income Taxes (billions of yen)	263.0	129.1	129.6	521.7	41.5	563.2	-80.5	79.1	198.6	197.2	270.0
(Income before Income Taxes Ratio) (%)	(5.4)	(2.7)	(2.8)	(3.6)	(0.9)	(3.0)	(-2.3)	(1.7)	(4.1)	(1.5)	(1.5)
Equity in Earnings of Affiliated Companies (billions of yen)	70.0	63.8	46.9	180.7	34.3	215.0	40.2	39.3	55.6	135.2	
Net Income (billions of yen)	190.4	98.7	93.6	382.7	25.4	408.1	1.1	80.4	80.9	162.5	200.0 (Note 2)
(Net Income Ratio) (%)	(3.9)	(2.1)	(2.0)	(2.7)	(0.5)	(2.1)	(0.0)	(1.8)	(1.7)	(1.3)	(1.1)
Shareholder Return											
Cash Dividends (billions of yen)	—	62.7	—	62.7	94.1	156.8	—	62.7	—	62.7	(Note 3)
Cash Dividends per Share (yen)	—	20	—	20	30	50	—	20	—	20	
Payout Ratio (%)	—	21.7	—	—	79.1	38.4	—	76.9	—	—	
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	

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	FY2011						FY2012				FY2012 Forecast 12 months (*11/4-'12/3)
	1Q (2010/4-6)	2Q (2010/7-9)	3Q (2010/10-12)	9 months (2010/4-12)	4Q (2011/1-3)	12 months (*10/4-'11/3)	1Q (2011/4-6)	2Q (2011/7-9)	3Q (2011/10-12)	9 months (2011/4-12)	
R&D Expenses (billions of yen)	182.9	187.6	179.1	549.6	180.7	730.3	186.5	190.8	190.3	567.6	760.0
Depreciation Expenses (billions of yen)	197.5	202.0	204.8	604.3	208.0	812.3	168.9	188.3	187.0	544.4	760.0 (Note 4)
Geographic Information											
Japan	115.1	127.9	131.1	374.1	133.2	507.3	98.9	118.8	117.4	335.2	480.0
North America	41.5	35.5	34.3	111.3	34.4	145.7	35.1	34.3	36.2	105.6	135.0
Europe	16.6	15.4	15.6	47.6	15.5	63.1	13.4	13.5	13.4	40.4	55.0
Asia	15.2	14.6	15.8	45.6	15.2	60.8	12.8	12.9	12.4	38.1	55.0
Other	9.1	8.6	8.0	25.7	9.7	35.4	8.7	8.8	7.6	25.1	35.0
Capital Expenditures (billions of yen)	92.6	147.0	138.7	378.4	263.9	642.3	116.4	147.3	154.8	418.7	720.0 (Note 4)
Geographic Information											
Japan	44.5	89.4	62.5	196.4	143.2	339.6	54.3	68.3	82.9	205.7	390.0
North America	20.7	25.2	31.5	77.4	65.2	142.6	18.3	14.2	18.4	50.9	100.0
Europe	4.9	3.2	4.5	12.6	19.4	32.0	4.4	7.8	5.2	17.4	30.0
Asia	15.4	19.9	27.8	63.1	14.7	77.8	25.0	34.0	31.5	90.5	120.0
Other	7.1	9.3	12.4	28.9	21.4	50.3	14.4	23.0	16.8	54.2	80.0
Total Liquid Assets (billions of yen)	5,044.6	5,104.3	4,976.5	4,976.5	4,943.4	4,943.4	4,779.6	4,702.1	4,683.9	4,683.9	(Note 5)
Total Assets (billions of yen)	29,781.5	29,437.7	29,234.3	29,234.3	29,818.1	29,818.1	29,284.8	28,387.5	28,761.6	28,761.6	
Toyota Motor Corporation Shareholders' Equity (billions of yen)	10,186.0	10,223.4	10,229.9	10,229.9	10,332.3	10,332.3	10,241.0	10,016.4	10,023.8	10,023.8	
Return on Equity (%)	7.4	3.9	3.7	5.0	1.0	3.9	0.0	3.2	3.2	2.1	(Note 2)
Return on Asset (%)	2.5	1.3	1.3	1.7	0.3	1.4	0.0	1.1	1.1	0.7	(Note 2)
Number of Consolidated Subsidiaries						511					
No. of Affil. Accounted for Under the Equity Method						56					

Analysis of Consolidated Net Income for FY2012 (Note 2) (billions of yen, approximately)	3Q (2011/10-12)	9 months (2011/4-12)
Effects of Marketing Activities	100.0	-120.0
Effects of Changes in Exchange Rates	-70.0	-200.0
Cost Reduction Efforts	30.0	80.0
From Engineering	20.0	55.0
From Manufacturing and Logistics	10.0	25.0
Increases in Expenses, etc.	10.0	-30.0
Other	-19.4	-35.0
(Changes in Operating Income)	50.6	-305.0
Non-operating Income	18.4	-19.5
Equity in Earnings of Affiliated Companies	8.7	-45.5
Income Taxes, Net Income Attributable to the Noncontrolling Interest	-90.4	149.8
(Changes in Net Income) (Note 2)	-12.7	-220.2

Supplemental Material for Financial Results for FY2012 Third Quarter (Unconsolidated)

< Japan GAAP >

	FY2011						FY2012				FY2012 Forecast 12 months ('11/4-'12/3)
	1Q (2010/4-6)	2Q (2010/7-9)	3Q (2010/10-12)	9 months (2010/4-12)	4Q (2011/1-3)	12 months ('10/4-'11/3)	1Q (2011/4-6)	2Q (2011/7-9)	3Q (2011/10-12)	9 months (2011/4-12)	
Toyota & Lexus brand											
Domestic Vehicle Production (thousands of units)	781	831	744	2,356	648	3,004	411	824	878	2,113	3,120
Overseas Vehicle Production (thousands of units)	1,032	1,041	1,121	3,194	1,144	4,338	779	1,133	1,112	3,024	4,410
Domestic Vehicle Retail Sales (thousands of units)	373	431	282	1,086	321	1,407	179	346	355	880	1,390
Exports Vehicle Sales (thousands of units)	424	420	458	1,302	396	1,698	199	466	507	1,172	1,690
North America	159	163	159	481	119	600	65	163	168	396	590
Europe	74	69	85	228	101	329	43	86	118	247	340
Asia	38	38	59	135	47	182	24	52	60	136	190
Central and South America	20	22	22	64	17	81	9	23	25	57	80
Oceania	40	41	43	124	34	158	17	49	47	113	160
Africa	18	18	21	57	14	71	7	17	17	41	60
Middle East	73	68	68	209	63	272	33	75	71	179	270
Other	2	1	1	4	1	5	1	1	1	3	
Net Revenues (billions of yen)	2,136.4	2,220.0	2,039.2	6,395.6	1,847.2	8,242.8	1,207.3	2,139.3	2,288.0	5,634.6	8,200.0
Domestic	804.6	932.9	670.3	2,407.8	651.4	3,059.2	433.8	790.6	902.9	2,127.3	
Exports	1,331.7	1,287.2	1,368.8	3,987.7	1,195.8	5,183.5	773.4	1,348.7	1,385.1	3,507.2	
Operating Income (billions of yen)	-63.8	-85.6	-134.1	-283.5	-197.4	-480.9	-194.6	-127.7	-98.1	-420.4	-490.0
(Operating Income Ratio) (%)	(-3.0)	(-3.9)	(-6.6)	(-4.4)	(-10.7)	(-5.8)	(-16.1)	(-6.0)	(-4.3)	(-7.5)	(-6.0)
Ordinary Income (billions of yen)	163.1	27.7	-77.4	113.4	-160.4	-47.0	-3.6	-72.0	15.8	-59.8	-120.0
(Ordinary Income Ratio) (%)	(7.6)	(1.2)	(-3.8)	(1.8)	(-8.7)	(-0.6)	(-0.3)	(-3.4)	(0.7)	(-1.1)	(-1.5)
Net Income (billions of yen)	180.3	20.7	-38.0	163.0	-110.3	52.7	50.6	-0.9	-80.1	-30.4	-60.0
(Net Income Ratio) (%)	(8.4)	(0.9)	(-1.9)	(2.5)	(-6.0)	(0.6)	(4.2)	(-0.0)	(-3.5)	(-0.5)	(-0.7)
R&D Expenses (billions of yen)	159.7	164.4	156.0	480.1	155.8	635.9	165.7	169.1	168.1	502.9	660.0
Depreciation Expenses (billions of yen)	51.9	55.9	56.4	164.2	58.2	222.4	45.6	48.5	50.4	144.5	200.0
Capital Expenditures (billions of yen)	15.2	30.0	23.4	68.6	63.9	132.5	27.0	24.5	31.4	82.9	140.0

Analysis of Unconsolidated Net Income for FY2012 (billions of yen, approximately)	3Q (2011/10-12)	9 months (2011/4-12)
Effects of Marketing Activities	70.0	-30.0
Effects of Changes in Exchange Rates	-80.0	-210.0
Cost Reduction Efforts	30.0	80.0
From Engineering	25.0	75.0
From Manufacturing and Logistics	5.0	5.0
Decreases in Expenses, etc.	20.0	30.0
Other	-4.0	-6.9
(Changes in Operating Income)	36.0	-136.9
Non-operating Income	57.2	-36.3
Income Taxes, etc.	-135.3	-20.2
(Changes in Net Income)	-42.1	-193.4

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) the impact of the March 11, 2011 Great East Japan Earthquake and ensuing events, and 2011 floods in Thailand, including the negative effect on Toyota's vehicle production and sales; (ii) 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; (iii) 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 Canadian dollar and the British pound; (iv) changes in funding environment in financial markets; (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 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; and (xi) fuel shortages or interruptions in 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. 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