## Supplemental Material for Financial Results for FY2011 Third Quarter (Consolidated)

### U.S. GAAP

<table>
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<tr>
<th></th>
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<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td><strong>Vehicle Production</strong> (thousands of units)</td>
<td>1,319</td>
<td>1,635</td>
<td>1,921</td>
<td>4,876</td>
<td>1,933</td>
<td>6,809</td>
<td>1,793</td>
</tr>
<tr>
<td><strong>Forecast</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td><strong>(Japan)</strong> - including Daihatsu &amp; Hino</td>
<td>761</td>
<td>947</td>
<td>1,119</td>
<td>2,827</td>
<td>1,129</td>
<td>3,956</td>
<td>970</td>
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<tr>
<td><strong>[Daihatsu]</strong></td>
<td>159</td>
<td>159</td>
<td>175</td>
<td>493</td>
<td>180</td>
<td>673</td>
<td>165</td>
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<tr>
<td><strong>[Hino]</strong></td>
<td>13</td>
<td>18</td>
<td>23</td>
<td>54</td>
<td>23</td>
<td>77</td>
<td>24</td>
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<tr>
<td><strong>(Overseas)</strong> - including Daihatsu &amp; Hino</td>
<td>558</td>
<td>688</td>
<td>802</td>
<td>2,049</td>
<td>804</td>
<td>2,853</td>
<td>823</td>
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<td>25</td>
<td>26</td>
<td>33</td>
<td>84</td>
<td>33</td>
<td>117</td>
<td>40</td>
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<tr>
<td><strong>[Hino]</strong></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
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<tr>
<td><strong>North America</strong></td>
<td>201</td>
<td>251</td>
<td>304</td>
<td>756</td>
<td>286</td>
<td>1,042</td>
<td>343</td>
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<tr>
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<td>93</td>
<td>113</td>
<td>112</td>
<td>318</td>
<td>115</td>
<td>433</td>
<td>83</td>
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<td><strong>Asia</strong></td>
<td>192</td>
<td>236</td>
<td>288</td>
<td>716</td>
<td>305</td>
<td>1,021</td>
<td>299</td>
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<tr>
<td><strong>Central and South America</strong></td>
<td>34</td>
<td>37</td>
<td>40</td>
<td>112</td>
<td>34</td>
<td>146</td>
<td>39</td>
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<td>19</td>
<td>25</td>
<td>30</td>
<td>74</td>
<td>32</td>
<td>106</td>
<td>31</td>
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<tr>
<td><strong>Africa</strong></td>
<td>19</td>
<td>26</td>
<td>28</td>
<td>73</td>
<td>32</td>
<td>105</td>
<td>28</td>
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<tr>
<td><strong>Vehicle Sales</strong> (thousands of units)</td>
<td>1,401</td>
<td>1,729</td>
<td>2,065</td>
<td>5,195</td>
<td>2,042</td>
<td>7,237</td>
<td>1,820</td>
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<td><strong>(Japan)</strong> - including Daihatsu &amp; Hino</td>
<td>407</td>
<td>496</td>
<td>583</td>
<td>1,486</td>
<td>677</td>
<td>2,163</td>
<td>500</td>
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<td>136</td>
<td>133</td>
<td>397</td>
<td>172</td>
<td>569</td>
<td>137</td>
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<tr>
<td><strong>[Hino]</strong></td>
<td>5</td>
<td>7</td>
<td>7</td>
<td>18</td>
<td>10</td>
<td>28</td>
<td>6</td>
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<tr>
<td><strong>(Overseas)</strong> - including Daihatsu &amp; Hino</td>
<td>994</td>
<td>1,233</td>
<td>1,482</td>
<td>3,709</td>
<td>1,365</td>
<td>5,074</td>
<td>1,320</td>
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<tr>
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<td>31</td>
<td>33</td>
<td>39</td>
<td>102</td>
<td>38</td>
<td>140</td>
<td>44</td>
</tr>
<tr>
<td><strong>[Hino]</strong></td>
<td>13</td>
<td>11</td>
<td>14</td>
<td>39</td>
<td>17</td>
<td>56</td>
<td>19</td>
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<td><strong>North America</strong></td>
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<td>518</td>
<td>642</td>
<td>1,547</td>
<td>551</td>
<td>2,098</td>
<td>526</td>
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<tr>
<td><strong>Europe</strong></td>
<td>213</td>
<td>222</td>
<td>220</td>
<td>655</td>
<td>203</td>
<td>858</td>
<td>187</td>
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<td><strong>Asia</strong></td>
<td>194</td>
<td>227</td>
<td>277</td>
<td>699</td>
<td>280</td>
<td>979</td>
<td>285</td>
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<tr>
<td><strong>Central and South America</strong></td>
<td>44</td>
<td>52</td>
<td>66</td>
<td>163</td>
<td>68</td>
<td>231</td>
<td>69</td>
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<tr>
<td><strong>Oceania</strong></td>
<td>51</td>
<td>60</td>
<td>73</td>
<td>184</td>
<td>67</td>
<td>251</td>
<td>62</td>
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<tr>
<td><strong>Africa</strong></td>
<td>36</td>
<td>44</td>
<td>51</td>
<td>130</td>
<td>54</td>
<td>184</td>
<td>49</td>
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<td><strong>Middle East</strong></td>
<td>68</td>
<td>108</td>
<td>151</td>
<td>326</td>
<td>140</td>
<td>466</td>
<td>140</td>
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<td>2</td>
<td>2</td>
<td>5</td>
<td>2</td>
<td>7</td>
<td>2</td>
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<tr>
<td><strong>Total Retail Unit Sales</strong> (thousands of units) [Toyota, Daihatsu and Hino]</td>
<td>1,796</td>
<td>2,081</td>
<td>2,167</td>
<td>6,046</td>
<td>2,093</td>
<td>8,139</td>
<td>2,072</td>
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<tr>
<td><strong>Housing Sales</strong> (units)</td>
<td>774</td>
<td>1,285</td>
<td>1,427</td>
<td>3,486</td>
<td>1,795</td>
<td>5,281</td>
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### Supplemental Material for Financial Results for FY2011 Third Quarter (Consolidated)

**< U.S. GAAP >**

#### Foreign Exchange Rates

<table>
<thead>
<tr>
<th></th>
<th>Yen to US Dollar Rate</th>
<th>Yen to Euro Rate</th>
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<tr>
<td>1Q</td>
<td>97</td>
<td>133</td>
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<tr>
<td>2Q</td>
<td>94</td>
<td>134</td>
</tr>
<tr>
<td>3Q</td>
<td>90</td>
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<td>94</td>
<td>125</td>
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<tr>
<td>4Q</td>
<td>91</td>
<td>125</td>
</tr>
<tr>
<td>12 months</td>
<td>92</td>
<td>131</td>
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<td>Forecast</td>
<td></td>
<td>111</td>
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<tr>
<td>as premise:</td>
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<td>86</td>
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<td></td>
<td>83</td>
</tr>
<tr>
<td></td>
<td></td>
<td>87</td>
</tr>
</tbody>
</table>

#### Market Share (Japan)

- **Toyota (excluding Mini-Vehicles) (%)**
  - FY2010: 46.3
  - FY2011: 46.3

- **Toyota, Daihatsu and Hino (including Mini-Vehicles) (%)**
  - FY2010: 42.8
  - FY2011: 42.8

#### Number of Employees

- FY2010: 324,222
- FY2011: 322,650

#### Net Revenues (billions of yen)

- FY2010: 3,836.0
- FY2011: 4,541.6

#### Geographic Information

<table>
<thead>
<tr>
<th></th>
<th>Japan</th>
<th>North America</th>
<th>Europe</th>
<th>Asia</th>
<th>Other</th>
<th>Elimination</th>
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<tbody>
<tr>
<td>FY2010</td>
<td>2,181.8</td>
<td>1,175.2</td>
<td>515.1</td>
<td>494.1</td>
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<td>2,656.3</td>
<td>1,419.1</td>
<td>654.3</td>
<td>589.8</td>
<td>397.9</td>
<td>-1,077.6</td>
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<td>Note 1</td>
<td></td>
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<td></td>
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#### Business Segment

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<tr>
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<th>Automotive</th>
<th>Financial Services</th>
<th>All Other</th>
<th>Elimination</th>
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<tr>
<td>FY2010</td>
<td>3,413.0</td>
<td>320.1</td>
<td>939.2</td>
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<tr>
<td>FY2011</td>
<td>4,108.3</td>
<td>1,245.4</td>
<td>1,640.3</td>
<td>-212.0</td>
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<tr>
<td>Note 2</td>
<td></td>
<td></td>
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#### Income before Income Taxes (billions of yen)

<table>
<thead>
<tr>
<th></th>
<th>FY2010</th>
<th>FY2011</th>
<th>FY2012</th>
</tr>
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<tbody>
<tr>
<td></td>
<td>-138.5</td>
<td>-136.0</td>
<td>-133.5</td>
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#### Equity in Earnings of Affiliated Companies (billions of yen)

<table>
<thead>
<tr>
<th></th>
<th>FY2010</th>
<th>FY2011</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>3.6</td>
<td>8.0</td>
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</table>

#### Net Income (billions of yen)

<table>
<thead>
<tr>
<th></th>
<th>FY2010</th>
<th>FY2011</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>-77.8</td>
<td>-76.0</td>
</tr>
</tbody>
</table>

#### Shareholder Return

- **Cash Dividends (billions of yen)**: 3,447,997
- **Cash Dividends per Share (yen)**: 20
- **Payout Ratio (%)**: 45
- **Value of Shares Repurchased (billions of yen)**: 3,447,997
- **Number of Shares Canceled (thousands)**: 3,447,997
- **Number of Outstanding Shares (thousands)**: 3,447,997

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Note 1: Data as of March 31, 2011.

Note 2: Data as of March 31, 2010.
## Supplemental Material for Financial Results for FY2011 Third Quarter (Consolidated)

### Geographic Information

<table>
<thead>
<tr>
<th>Region</th>
<th>1Q (2009/4-6)</th>
<th>2Q (2009/7-9)</th>
<th>3Q (2009/10-12)</th>
<th>9 months (2009/4-12)</th>
<th>4Q (2010/1-3)</th>
<th>12 months (2009/4-12)</th>
<th>1Q (2010/4-6)</th>
<th>2Q (2010/7-9)</th>
<th>3Q (2010/10-12)</th>
<th>9 months (2010/4-12)</th>
<th>Forecast 12 months (2010/4-13)</th>
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<tr>
<td>Japan</td>
<td>149.7</td>
<td>161.0</td>
<td>162.1</td>
<td>472.8</td>
<td>193.3</td>
<td>666.1</td>
<td>115.1</td>
<td>127.9</td>
<td>131.1</td>
<td>374.1</td>
<td>540.0</td>
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<td>50.4</td>
<td>50.6</td>
<td>143.9</td>
<td>35.2</td>
<td>179.1</td>
<td>41.5</td>
<td>35.5</td>
<td>34.3</td>
<td>111.3</td>
<td>140.0</td>
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<td>17.6</td>
<td>20.0</td>
<td>28.5</td>
<td>68.1</td>
<td>19.6</td>
<td>85.7</td>
<td>16.6</td>
<td>15.4</td>
<td>15.6</td>
<td>47.6</td>
<td>60.0</td>
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<td>15.9</td>
<td>16.4</td>
<td>47.7</td>
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<td>64.0</td>
<td>15.2</td>
<td>14.6</td>
<td>15.8</td>
<td>45.6</td>
<td>60.0</td>
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<td>8.8</td>
<td>9.1</td>
<td>26.2</td>
<td>10.9</td>
<td>37.1</td>
<td>9.1</td>
<td>8.6</td>
<td>8.0</td>
<td>25.7</td>
<td>40.0</td>
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<tr>
<td>Capital Expenditures (billions of yen)</td>
<td>141.8</td>
<td>114.4</td>
<td>123.4</td>
<td>379.7</td>
<td>199.3</td>
<td>579.0</td>
<td>92.6</td>
<td>147.0</td>
<td>138.7</td>
<td>378.4</td>
<td>620.0</td>
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</table>

### R&D Expenses (billions of yen)

<table>
<thead>
<tr>
<th>Region</th>
<th>1Q (2009/4-6)</th>
<th>2Q (2009/7-9)</th>
<th>3Q (2009/10-12)</th>
<th>9 months (2009/4-12)</th>
<th>4Q (2010/1-3)</th>
<th>12 months (2009/4-12)</th>
<th>1Q (2010/4-6)</th>
<th>2Q (2010/7-9)</th>
<th>3Q (2010/10-12)</th>
<th>9 months (2010/4-12)</th>
<th>Forecast 12 months (2010/4-13)</th>
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<tbody>
<tr>
<td>R&amp;D Expenses (billions of yen)</td>
<td>204.8</td>
<td>194.2</td>
<td>189.6</td>
<td>588.6</td>
<td>136.7</td>
<td>725.3</td>
<td>182.9</td>
<td>187.6</td>
<td>179.1</td>
<td>549.6</td>
<td>740.0</td>
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### Income Taxes, Net Income Attributable to the Noncontrolling Interest

<table>
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<tr>
<th>3Q (2010/10-12)</th>
<th>9 months (2010/4-12)</th>
</tr>
</thead>
<tbody>
<tr>
<td>(billions of yen)</td>
<td>(billions of yen)</td>
</tr>
<tr>
<td>47.2</td>
<td>-252.1</td>
</tr>
</tbody>
</table>

### Shareholders’ Equity (billions of yen)

<table>
<thead>
<tr>
<th>Toyota Motor Corporation</th>
<th>Total Assets (billions of yen)</th>
<th>Total Liquid Assets (billions of yen)</th>
<th>Toyota Motor Corporation Shareholders’ Equity (billions of yen)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Return on Equity (%)</td>
<td>Return on Asset (%)</td>
<td>No. of Affil. Accounted for Under the Equity Method</td>
<td>Number of Consolidated Subsidiaries</td>
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<td>3Q (2010/10-12)</td>
<td>9 months (2010/4-12)</td>
<td></td>
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</tr>
<tr>
<td>-----------------</td>
<td>----------------------</td>
<td>---------------------------------</td>
<td>-----------------------------</td>
</tr>
<tr>
<td>10,066.2</td>
<td>10,133.1</td>
<td>10,186.0</td>
<td>10,223.4</td>
</tr>
</tbody>
</table>

### 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, or that may affect Toyota’s ability to meet 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 the competitive environment 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 Canadian dollar and the British pound; (iii) changes in funding environment in financial markets; (iv)Toyota’s ability to realize production efficiencies and to implement capital expenditures at the levels and times planned by management; (v) 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; (vi) changes in the laws, regulations and government policies that affect Toyota’s ability to timely develop and achieve market acceptance of new products that meet customer demand; (vii) any damage to Toyota’s brand image; and (viii) 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.
Supplemental Material for Financial Results for FY2011 Third Quarter (Unconsolidated)

< Japan GAAP >

<table>
<thead>
<tr>
<th>Toyota &amp; Lexus brand</th>
<th>FY2010</th>
<th>FY2011</th>
<th>Forecast</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1Q (2009/4-6)</td>
<td>2Q (2009/7-8)</td>
<td>3Q (2009/10-12)</td>
</tr>
<tr>
<td>Domestic Vehicle Production (thousands of units)</td>
<td>589</td>
<td>770</td>
<td>921</td>
</tr>
<tr>
<td>Overseas Vehicle Production (thousands of units)</td>
<td>785</td>
<td>996</td>
<td>1,144</td>
</tr>
<tr>
<td>Domestic Vehicle Retail Sales (thousands of units)</td>
<td>272</td>
<td>373</td>
<td>409</td>
</tr>
<tr>
<td>Exports Vehicle Sales (thousands of units)</td>
<td>307</td>
<td>417</td>
<td>477</td>
</tr>
</tbody>
</table>

| Housing Sales (units) | 673 | 982 | 1,205 | 2,860 | 1,323 | 4,183 | 854 | 1,095 | 1,494 |

| Net Revenues (bil. of yen) | 1,628.7 | 2,027.9 | 2,439.9 | 6,096.5 | 2,501.3 | 8,597.8 | 2,136.4 | 2,220.0 | 2,093.2 | 6,395.6 | 8,500.0 |
| Domestic | 656.4 | 776.1 | 989.7 | 2,424.2 | 1,096.9 | 3,523.1 | 804.6 | 932.9 | 670.3 | 2,407.8 |
| Exports | 970.3 | 1,251.7 | 1,450.3 | 3,672.3 | 1,402.3 | 4,074.6 | 1,337.1 | 1,287.2 | 1,368.8 | 3,987.7 |

| Operating Income (bil. of yen) | -181.8 | -83.9 | -20.2 | -285.9 | -42.1 | -328.0 | -63.8 | -85.6 | -134.1 | -283.5 | -420.0 |
| (Operating Income Ratio) (%) | -11.2 | -4.1 | -0.8 | -4.7 | -1.7 | -3.8 | -3.0 | -3.9 | -6.6 | -4.4 | -4.9 |
| Ordinary Income (bil. of yen) | 12.4 | -58.7 | 23.1 | -23.2 | -53.9 | -77.1 | 163.1 | 27.7 | -77.4 | 113.4 | -10.0 |
| (Ordinary Income Ratio) (%) | 0.8 | -2.9 | 0.9 | -0.4 | -2.2 | -0.9 | 7.6 | 1.2 | -3.8 | 1.8 | -0.1 |
| Net Income (bil. of yen) | 5.9 | 24.7 | 24.7 | 5.9 | 20.2 | 26.1 | 180.3 | 20.7 | -38.0 | 163.0 | 80.0 |
| (Net Income Ratio) (%) | 0.4 | -1.2 | 1.0 | 0.1 | 0.8 | 0.3 | 8.4 | 0.9 | -1.9 | 2.5 | 0.9 |
| R&D Expenses (bil. of yen) | 176.0 | 247.0 | 161.3 | 502.0 | 105.6 | 607.6 | 159.7 | 164.4 | 156.0 | 480.1 | 640.0 |
| Depreciation Expenses (bil. of yen) | 70.0 | 74.0 | 74.9 | 218.9 | 77.3 | 296.2 | 51.9 | 55.9 | 56.4 | 164.2 | 230.0 |
| Capital Expenditures (bil. of yen) | 29.9 | 23.0 | 34.3 | 87.2 | 59.1 | 146.3 | 15.2 | 30.0 | 23.4 | 68.6 | 130.0 |

Analysis of Unconsolidated Net Income for FY2011 (bil. of yen, approximately)

<table>
<thead>
<tr>
<th>3Q (2010/10-12)</th>
<th>9 months (2010/4-12)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Marketing Efforts</td>
<td>-10.0</td>
</tr>
<tr>
<td>Effects of Changes in Exchange Rates</td>
<td>-100.0</td>
</tr>
<tr>
<td>Cost Reduction Efforts</td>
<td>20.0</td>
</tr>
<tr>
<td>From Engineering</td>
<td>-15.0</td>
</tr>
<tr>
<td>From Manufacturing and Logistics</td>
<td>-5.0</td>
</tr>
<tr>
<td>Increases in Expenses, etc.</td>
<td>-20.0</td>
</tr>
<tr>
<td>Other</td>
<td>-3.9</td>
</tr>
<tr>
<td>(Changes in Operating Income)</td>
<td>-113.9</td>
</tr>
<tr>
<td>Non-operating Income</td>
<td>13.4</td>
</tr>
<tr>
<td>Income Taxes, etc.</td>
<td>37.8</td>
</tr>
<tr>
<td>(Changes in Net Income)</td>
<td>-62.7</td>
</tr>
</tbody>
</table>

Cautious 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 auto 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 Canadian dollar and the British pound; (iii) changes in funding environment in financial markets; (iv) Toyota’s ability to realize production efficiencies and to implement capital expenditures at the levels and times planned by management; (v) 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; (vi) political instability in the markets in which Toyota operates; (vii) Toyota’s ability to timely develop and achieve market acceptance of new products that meet customer demand; (viii) any damage to Toyota’s brand image; and (ix) 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: Q2= 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.
Note 6: Shows vehicle sales beginning with this period (FY2011) (including results of the previous year).
Note 7: Toyota Housing Corporation succeeded Toyota Motor Corporation’s housing business as of October 1, 2010.

(Note 6) Toyota Housing Corporation succeeded Toyota Motor Corporation’s housing business as of October 1, 2010.

(Note 7) Toyota Housing Corporation succeeded Toyota Motor Corporation’s housing business as of October 1, 2010.