

Supplemental Material for Financial Forecasts for FY2012 (Consolidated)

< U.S. GAAP >

	FY2011					FY2012	Forecast
	1Q (2010/4-6)	2Q (2010/7-9)	3Q (2010/10-12)	4Q (2011/1-3)	12 months (*10/4-'11/3)	First Half 6 months (2011/4-9)	12 months (*11/4-'12/3)
Vehicle Production (thousands of units)	1,793	1,853	1,803	1,720	7,169		
(Japan) - including Daihatsu & Hino	970	1,024	924	803	3,721		
[Daihatsu]	[165]	[167]	[154]	[133]	[619]		
[Hino]	[24]	[26]	[26]	[23]	[99]		
(Overseas) - including Daihatsu & Hino	823	829	879	917	3,448		
[Daihatsu]	[40]	[37]	[48]	[45]	[170]		
[Hino]	[2]	[3]	[2]	[2]	[9]		
North America	343	327	323	345	1,338		
Europe	83	82	100	107	372		
Asia	299	326	353	366	1,344		
Central and South America	39	37	39	32	148		
Oceania	31	30	27	25	113		
Africa	28	27	37	42	133		
Vehicle Sales (thousands of units)	1,820	1,895	1,802	1,791	7,308	2,920	7,240
(Japan) - including Daihatsu & Hino	500	586	403	425	1,913		1,930
[Daihatsu]	[137]	[153]	[110]	[128]	[528]		[—]
[Hino]	[6]	[7]	[8]	[8]	[29]		[—]
(Overseas) - including Daihatsu & Hino	1,320	1,309	1,399	1,366	5,395		5,310
[Daihatsu]	[44]	[39]	[45]	[42]	[170]		[—]
[Hino]	[19]	[20]	[19]	[20]	[79]		[—]
North America	526	515	507	483	2,031		—
Europe	187	181	208	220	796		—
Asia	285	289	335	345	1,255		—
Central and South America	69	75	76	60	281		—
Oceania	62	54	70	61	248		—
Africa	49	46	57	58	209		—
Middle East	140	148	145	137	569		—
Other	2	1	1	2	6		—
Total Retail Unit Sales (thousands of units) [Toyota, Daihatsu and Hino]	2,072	2,166	2,086	2,099	8,423		
Housing Sales (units)	866	1,333	1,356	1,602	5,157		5,400

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	1Q (2010/4-6)	2Q (2010/7-9)	3Q (2010/10-12)	4Q (2011/1-3)	12 months (*10/4-'11/3)	
Foreign Exchange Rates						
Yen to US Dollar Rate	92	86	83	82	86	as premise: 82
Yen to Euro Rate	117	111	112	113	113	as premise: 115
Market Share (Japan)						
Toyota (excluding Mini-Vehicles) (%)	50.1	46.1	48.9	44.6	47.3	—
Toyota, Daihatsu and Hino (including Mini-Vehicles) (%)	45.2	43.3	44.6	41.9	43.7	
Number of Employees	319,910	318,001	317,734	317,716	317,716	(Note 1)
Net Revenues (billions of yen)	4,871.8	4,806.7	4,673.1	4,642.0	18,993.6	7,500.0
Geographic Information						
Japan	2,806.6	2,919.6	2,686.1	2,573.9	10,986.2	
North America	1,483.6	1,337.6	1,333.3	1,274.5	5,429.1	
Europe	459.8	465.3	524.2	532.1	1,981.4	
Asia	834.9	794.2	835.1	910.5	3,374.6	
Other	453.7	408.0	489.7	457.7	1,809.1	
Elimination	-1,166.8	-1,118.0	-1,195.3	-1,106.7	-4,586.8	
Business Segment						
Automotive	4,467.8	4,395.8	4,255.1	4,218.5	17,337.3	
Financial Services	307.6	296.3	297.5	290.8	1,192.2	
All Other	212.9	233.5	238.0	287.8	972.2	
Elimination	-116.5	-118.9	-117.5	-155.1	-508.1	
Operating Income (billions of yen)	211.6	111.5	99.0	46.1	468.2	-120.0
(Operating Income Ratio) (%)	(4.3)	(2.3)	(2.1)	(1.0)	(2.5)	(-1.6) (1.6)
Geographic Information						
Japan	-27.5	-24.5	-122.4	-188.0	-362.4	
North America	109.7	36.1	105.2	88.4	339.5	
Europe	-6.8	-2.1	2.2	19.8	13.1	
Asia	90.2	74.0	68.6	80.2	313.0	
Other	41.0	31.9	44.3	42.9	160.1	
Elimination	5.0	-3.9	1.1	2.8	4.9	
Business Segment						
Automotive	96.7	33.0	-27.5	-16.2	86.0	
Financial Services	115.1	68.6	116.4	58.1	358.2	
All Other	4.0	10.7	13.4	7.1	35.2	
Elimination	-4.2	-0.8	-3.3	-2.9	-11.2	
Income before Income Taxes (billions of yen)	263.0	129.1	129.6	41.5	563.2	-100.0
(Income before Income Taxes Ratio) (%)	(5.4)	(2.7)	(2.8)	(0.9)	(3.0)	(-1.3) (1.7)
Equity in Earnings of Affiliated Companies (billions of yen)	70.0	63.8	46.9	34.3	215.0	
Net Income (billions of yen)	190.4	98.7	93.6	25.4	408.1	10.0
(Net Income Ratio) (%)	(3.9)	(2.1)	(2.0)	(0.5)	(2.1)	(0.1) (1.5)
Shareholder Return						
Cash Dividends (billions of yen)	—	62.7	—	94.1	156.8	(Note 3)
Cash Dividends per Share (yen)	—	20	—	30	50	
Payout Ratio (%)	—	21.7	—	79.1	38.4	
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	

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	1Q (2010/4-6)	2Q (2010/7-9)	3Q (2010/10-12)	4Q (2011/1-3)	12 months (*10/4-'11/3)	First Half 6 months (2011/4-9)	12 months (*11/4-'12/3)
R&D Expenses (billions of yen)	182.9	187.6	179.1	180.7	730.3	380.0	760.0
Depreciation Expenses (billions of yen)	197.5	202.0	204.8	208.0	812.3	370.0	760.0
Geographic Information							
Japan	115.1	127.9	131.1	133.2	507.3	—	—
North America	41.5	35.5	34.3	34.4	145.7	—	—
Europe	16.6	15.4	15.6	15.5	63.1	—	—
Asia	15.2	14.6	15.8	15.2	60.8	—	—
Other	9.1	8.6	8.0	9.7	35.4	—	—
Capital Expenditures (billions of yen)	92.6	147.0	138.7	263.9	642.3	310.0	720.0
Geographic Information							
Japan	44.5	89.4	62.5	143.2	339.6	—	—
North America	20.7	25.2	31.5	65.2	142.6	—	—
Europe	4.9	3.2	4.5	19.4	32.0	—	—
Asia	15.4	19.9	27.8	14.7	77.8	—	—
Other	7.1	9.3	12.4	21.4	50.3	—	—
Total Liquid Assets (billions of yen)	5,044.6	5,104.3	4,976.5	4,943.4	4,943.4	(Note 5)	(Note 5)
Total Assets (billions of yen)	29,781.5	29,437.7	29,234.3	29,818.1	29,818.1	(Note 5)	(Note 5)
Toyota Motor Corporation Shareholders' Equity (billions of yen)	10,186.0	10,223.4	10,229.9	10,332.3	10,332.3	(Note 5)	(Note 5)
Return on Equity (%)	7.4	3.9	3.7	1.0	3.9	(Note 2)	(Note 2)
Return on Asset (%)	2.5	1.3	1.3	0.3	1.4	(Note 2)	(Note 2)
Number of Consolidated Subsidiaries					511		
No. of Affil. Accounted for Under the Equity Method					56		

Supplemental Material for Financial Forecasts for FY2012 (Unconsolidated)

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	FY2011					FY2012 Forecast 12 months (*11/4-'12/3)
	1Q (2010/4-6)	2Q (2010/7-9)	3Q (2010/10-12)	4Q (2011/1-3)	12 months (*10/4-'11/3)	
Toyota & Lexus brand						
Domestic Vehicle Production (thousands of units)	781	831	744	648	3,004	3,030
Overseas Vehicle Production (thousands of units)	1,032	1,041	1,121	1,144	4,338	4,360
Domestic Vehicle Retail Sales (thousands of units)	373	431	282	321	1,407	1,300
Exports Vehicle Sales (thousands of units)	424	420	458	396	1,698	1,700
North America	159	163	159	119	600	—
Europe	74	69	85	101	329	—
Asia	38	38	59	47	182	—
Central and South America	20	22	22	17	81	—
Oceania	40	41	43	34	158	—
Africa	18	18	21	14	71	—
Middle East	73	68	68	63	272	—
Other	2	1	1	1	5	—
Net Revenues (billions of yen)	2,136.4	2,220.0	2,039.2	1,847.2	8,242.8	8,200.0
Domestic	804.6	932.9	670.3	651.4	3,059.2	—
Exports	1,331.7	1,287.2	1,368.8	1,195.8	5,183.5	—
Operating Income (billions of yen)	-63.8	-85.6	-134.1	-197.4	-480.9	-400.0
(Operating Income Ratio) (%)	(-3.0)	(-3.9)	(-6.6)	(-10.7)	(-5.8)	(-4.9)
Ordinary Income (billions of yen)	163.1	27.7	-77.4	-160.4	-47.0	-10.0
(Ordinary Income Ratio) (%)	(7.6)	(1.2)	(-3.8)	(-8.7)	(-0.6)	(-0.1)
Net Income (billions of yen)	180.3	20.7	-38.0	-110.3	52.7	90.0
(Net Income Ratio) (%)	(8.4)	(0.9)	(-1.9)	(-6.0)	(0.6)	(1.1)
R&D Expenses (billions of yen)	159.7	164.4	156.0	155.8	635.9	660.0
Depreciation Expenses (billions of yen)	51.9	55.9	56.4	58.2	222.4	200.0
Capital Expenditures (billions of yen)	15.2	30.0	23.4	63.9	132.5	140.0

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, 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 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; (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; and (x) the impact of the March 11, 2011 Great East Japan Earthquake and ensuing events, 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.

- (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