

# Supplemental Material for Financial Results for FY2010(Consolidated)

< U.S. GAAP >

	FY2009					FY2010					FY2011 Forecast	
	1Q (2008/4-6)	2Q (2008/7-9)	3Q (2008/10-12)	4Q (2009/1-3)	12 months (*08/4-'09/3)	1Q (2009/4-6)	2Q (2009/7-9)	3Q (2009/10-12)	4Q (2010/1-3)	12 months (*09/4-'10/3)	First Half 6 months (2010/4-9)	12 months (*10/4-'11/3)
Vehicle Production (thousands of units)	2,137	1,952	1,751	1,211	7,051	1,319	1,635	1,921	1,933	6,809		
(Japan) - including Daihatsu & Hino	1,252	1,198	1,088	716	4,255	761	947	1,119	1,129	3,956		
[Daihatsu]	[ 197 ]	[ 190 ]	[ 193 ]	[ 191 ]	[ 771 ]	[ 159 ]	[ 159 ]	[ 175 ]	[ 180 ]	[ 673 ]		
[Hino]	[ 28 ]	[ 29 ]	[ 21 ]	[ 13 ]	[ 91 ]	[ 13 ]	[ 18 ]	[ 23 ]	[ 23 ]	[ 77 ]		
(Overseas) - including Daihatsu & Hino	885	754	663	495	2,796	558	688	802	804	2,853		
[Daihatsu]	[ 34 ]	[ 36 ]	[ 29 ]	[ 25 ]	[ 124 ]	[ 25 ]	[ 26 ]	[ 33 ]	[ 33 ]	[ 117 ]		
[Hino]	[ — ]	[ — ]	[ — ]	[ — ]	[ — ]	[ — ]	[ — ]	[ — ]	[ — ]	[ — ]		
North America	326	237	208	148	919	201	251	304	286	1,042		
Europe	168	126	99	89	482	93	113	112	115	433		
Asia	263	259	250	176	947	192	236	288	305	1,021		
Central and South America	40	44	37	29	151	34	37	40	34	146		
Oceania	38	38	31	23	130	19	25	30	32	106		
Africa	50	50	38	30	167	19	26	28	32	105		
Vehicle Sales (thousands of units)	2,186	2,064	1,838	1,479	7,567	1,401	1,729	2,065	2,042	7,237	3,560	7,290
(Japan) - including Daihatsu & Hino	512	504	465	464	1,945	407	496	583	677	2,163		1,920
[Daihatsu]	[ 145 ]	[ 142 ]	[ 140 ]	[ 162 ]	[ 589 ]	[ 127 ]	[ 136 ]	[ 133 ]	[ 172 ]	[ 569 ]		[ 550 ]
[Hino]	[ 9 ]	[ 11 ]	[ 8 ]	[ 7 ]	[ 35 ]	[ 5 ]	[ 7 ]	[ 7 ]	[ 10 ]	[ 28 ]		[ 30 ]
(Overseas) - including Daihatsu & Hino	1,674	1,560	1,373	1,015	5,622	994	1,233	1,482	1,365	5,074		5,370
[Daihatsu]	[ 59 ]	[ 57 ]	[ 45 ]	[ 33 ]	[ 194 ]	[ 31 ]	[ 33 ]	[ 39 ]	[ 38 ]	[ 140 ]		[ 150 ]
[Hino]	[ 19 ]	[ 17 ]	[ 16 ]	[ 11 ]	[ 63 ]	[ 13 ]	[ 11 ]	[ 14 ]	[ 17 ]	[ 56 ]		[ 70 ]
North America	729	629	521	334	2,212	387	518	642	551	2,098		2,130
Europe	301	277	235	248	1,062	213	222	220	203	858		860
Asia	262	247	222	173	905	194	227	277	280	979		1,090
Central and South America	85	82	67	45	279	44	52	66	68	231		260
Oceania	81	68	62	50	261	51	60	73	67	251		250
Africa	77	81	79	52	289	36	44	51	54	184		230
Middle East	137	174	185	111	606	68	108	151	140	466		550
Other	2	2	2	2	8	1	2	2	2	7		
Total Retail Unit Sales (thousands of units) [Toyota, Daihatsu and Hino]	2,406	2,233	1,920	1,768	8,327	1,796	2,081	2,167	2,093	8,139		
Housing Sales (units)	916	1,520	1,501	1,505	5,442	774	1,285	1,427	1,795	5,281		5,300

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	FY2009					FY2010					FY2011 Forecast		
	1Q (2008/4-6)	2Q (2008/7-9)	3Q (2008/10-12)	4Q (2009/1-3)	12 months ('08/4-'09/3)	1Q (2009/4-6)	2Q (2009/7-9)	3Q (2009/10-12)	4Q (2010/1-3)	12 months (09/4-'10/3)	First Half 6 months (2010/4-9)	12 months (10/4-'11/3)	
Foreign Exchange Rates													
Yen to US Dollar Rate	105	108	96	94	101	97	94	90	91	93		as premise: 90	
Yen to Euro Rate	163	162	127	122	144	133	134	133	125	131		as premise: 125	
Market Share (Japan)													
Toyota (excluding Mini-Vehicles) (%)	47.4	44.8	48.2	44.8	46.0	46.3	46.0	50.7	49.1	48.2		approximately: 47.0	
Toyota, Daihatsu and Hino (including Mini-Vehicles) (%)	43.6	41.5	43.7	41.0	42.4	42.8	43.1	46.1	44.8	44.3			
Number of Employees	323,650	324,537	322,045	320,808	320,808	324,222	322,650	321,274	320,590	320,590	(Note 1)		
Net Revenues (billions of yen)	6,215.1	5,975.3	4,802.8	3,536.3	20,529.5	3,836.0	4,541.6	5,292.9	5,280.4	18,950.9		9,400.0	19,200.0
Geographic Information													
Japan	3,660.8	3,546.5	3,014.1	1,965.3	12,186.7	2,181.8	2,656.3	3,093.8	3,288.3	11,220.3			
North America	2,091.1	1,861.9	1,339.0	930.9	6,222.9	1,175.2	1,419.1	1,622.7	1,453.5	5,670.5			
Europe	916.2	867.7	660.5	568.7	3,013.1	515.1	564.3	561.0	506.7	2,147.0			
Asia	798.3	827.7	683.9	409.5	2,719.4	494.1	589.8	762.5	809.0	2,655.4			
Other	628.7	592.7	381.5	280.0	1,882.9	343.3	389.7	494.0	446.8	1,673.8			
Elimination	-1,880.0	-1,721.2	-1,276.2	-618.1	-5,495.5	-873.5	-1,077.6	-1,241.1	-1,223.9	-4,416.1			
Business Segment													
Automotive	5,720.9	5,439.8	4,311.1	3,092.9	18,564.7	3,413.0	4,108.3	4,861.1	4,815.0	17,197.4			
Financial Services	363.1	374.6	346.6	293.2	1,377.5	320.1	312.0	307.2	306.2	1,245.4			
All Other	288.2	314.2	294.3	288.2	1,184.9	204.1	225.1	226.2	292.2	947.6			
Elimination	-157.1	-153.3	-149.2	-138.0	-597.6	-101.2	-103.8	-101.6	-133.0	-439.5			
Operating Income (billions of yen)	412.5	169.5	-360.6	-682.5	-461.0	-194.9	58.0	189.1	95.3	147.5		100.0	280.0
(Operating Income Ratio) (%)	( 6.6 )	( 2.8 )	( -7.5 )	( -19.3 )	( -2.2 )	( -5.1 )	( 1.3 )	( 3.6 )	( 1.8 )	( 0.8 )		( 1.1 )	( 1.5 )
Geographic Information													
Japan	217.1	104.6	-164.2	-395.0	-237.5	-212.0	-45.6	33.9	-1.5	-225.2			
North America	69.1	-34.9	-247.4	-177.0	-390.2	-3.7	30.5	79.7	-21.2	85.4			
Europe	20.3	-11.5	-43.4	-108.7	-143.3	-20.4	1.7	-21.3	7.0	-33.0			
Asia	69.3	67.8	40.5	-1.6	176.1	26.9	38.5	67.1	71.0	203.6			
Other	44.5	34.6	33.5	-25.1	87.6	17.4	23.3	39.4	35.5	115.5			
Elimination	-7.8	8.9	20.4	24.9	46.3	-3.1	9.6	-9.7	4.5	1.2			
Business Segment													
Automotive	332.3	133.6	-232.7	-628.1	-394.8	-239.1	-21.3	124.5	49.6	-86.3			
Financial Services	79.1	28.1	-123.9	-55.4	-72.0	49.6	74.8	80.6	41.9	246.9			
All Other	2.9	8.9	0.0	-1.9	9.9	-4.6	5.0	-14.4	5.1	-8.9			
Elimination	-1.8	-1.1	-4.0	2.9	-4.1	-0.8	-0.5	-1.6	-1.3	-4.2			
Income before income taxes (billions of yen)	453.0	183.4	-282.1	-914.7	-560.4	-138.5	75.5	224.9	129.5	291.4		130.0	330.0
(Income before income taxes Ratio) (%)	( 7.3 )	( 3.1 )	( -5.9 )	( -25.9 )	( -2.7 )	( -3.6 )	( 1.7 )	( 4.2 )	( 2.5 )	( 1.5 )		( 1.4 )	( 1.7 )
Equity in Earnings of Affiliated Companies (billions of yen)	95.0	49.1	2.3	-103.8	42.7	3.6	-59.1	58.4	42.5	45.4			
Net Income (billions of yen)	353.6	139.8	-164.7	-765.8	-437.0	-77.8	21.8	153.2	112.2	209.4		150.0	310.0
(Net Income Ratio) (%)	( 5.7 )	( 2.3 )	( -3.4 )	( -21.7 )	( -2.1 )	( -2.0 )	( 0.5 )	( 2.9 )	( 2.1 )	( 1.1 )		( 1.6 )	( 1.6 )
Shareholder Return													
Cash Dividends (billions of yen)	—	203.7	—	109.7	313.5	—	62.7	—	78.4	141.1	(Note 3)		
Cash Dividends per Share (yen)	—	65	—	35	100	—	20	—	25	45			
Payout Ratio (%)	—	41.4	—	—	—	—	—	—	29.5	67.4			
Value of shares repurchased (billions of yen)	—	69.9	—	2.8	72.8	—	—	—	—	—			
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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< U.S. GAAP >

	FY2009					FY2010					FY2011 Forecast	
	1Q (2008/4-6)	2Q (2008/7-9)	3Q (2008/10-12)	4Q (2009/1-3)	12 months (*08/4-'09/3)	1Q (2009/4-6)	2Q (2009/7-9)	3Q (2009/10-12)	4Q (2010/1-3)	12 months (*09/4-'10/3)	First Half 6 months (2010/4-9)	12 months (*10/4-'11/3)
R&D Expenses (billions of yen)	234.2	243.5	215.4	210.9	904.0	204.8	194.2	189.6	136.7	725.3	380.0	760.0
Depreciation Expenses (billions of yen)	245.3	275.6	270.1	281.1	1,072.1	233.8	256.1	266.7	275.3	1,032.0	430.0	900.0
Geographic Information												
Japan	147.6	172.9	183.4	195.3	699.2	149.7	161.0	162.1	193.3	666.1		550.0
North America	44.2	46.9	40.3	46.0	177.4	42.9	50.4	50.6	35.2	179.1		180.0
Europe	23.8	25.7	18.8	13.6	81.9	17.6	20.0	28.5	19.6	85.7		70.0
Asia	19.0	19.4	19.9	16.7	75.0	15.3	15.9	16.4	16.3	64.0		60.0
Other	10.7	10.7	7.7	9.5	38.6	8.3	8.8	9.1	10.9	37.1		40.0
Capital Expenditures (billions of yen)	268.4	357.1	301.9	375.1	1,302.5	141.8	114.4	123.4	199.3	579.0	330.0	740.0
Geographic Information												
Japan	148.9	211.6	190.3	245.7	796.5	98.6	78.4	80.6	135.5	393.3		440.0
North America	73.3	87.7	64.2	69.7	294.9	25.3	19.3	23.6	21.7	89.9		120.0
Europe	20.3	30.2	31.1	30.3	111.9	6.2	4.3	4.1	15.4	30.0		40.0
Asia	12.7	20.6	10.2	13.6	57.1	7.8	7.2	10.0	16.3	41.3		90.0
Other	13.2	7.0	6.1	15.8	42.1	3.9	5.2	5.1	10.4	24.5		50.0
Total Liquid Assets (billions of yen)	4,245.1	4,002.0	2,997.9	3,324.1	3,324.1	3,503.3	4,066.9	4,396.9	4,656.3	4,656.3		
Cash Flows from Operating Activities (billions of yen)					568.3					1,842.2		
Cash Flows from Investing Activities (billions of yen)					-336.7					-2,139.0		
Cash Flows from Financing Activities (billions of yen)					23.6					-16.6		
Total Assets (billions of yen)	34,185.5	32,898.6	29,591.0	29,062.0	29,062.0	29,404.5	28,538.8	29,552.5	30,349.2	30,349.2		
Toyota Motor Corporation Shareholders' Equity (billions of yen)	12,253.0	11,927.0	10,803.2	10,061.2	10,061.2	10,066.2	9,973.7	10,133.1	10,359.7	10,359.7		
Return on Equity (%)	11.7	4.6	-5.8	-29.4	-4.0	-3.1	0.9	6.1	4.4	2.1		
Return on Asset (%)	4.2	1.7	-2.1	-10.4	-1.4	-1.1	0.3	2.1	1.5	0.7		
Number of Consolidated Subsidiaries					529					522		
No. of Affil. Accounted for Under the Equity Method					56					56		

Analysis of Consolidated Net Income for FY2010 (Note 2) (billions of yen, approximately)	4Q (2010/1-3)	12 months (*09/4-'10/3)
Effects of Sales Volume and Mix	490.0	-370.0
Financial Services Business (Note 7)	110.0	270.0
Effects of Changes in Exchange Rates	10.0	-320.0
Cost Reduction Efforts	160.0	520.0
From Engineering	120.0	400.0
From Manufacturing and Logistics	40.0	120.0
Reduction in Fixed Costs	0.0	470.0
Other	7.8	38.5
(Changes in Operating Income)	777.8	608.5
Non-operating Income	266.4	243.3
Equity in Earnings of Affiliated Companies	146.3	2.7
Income Taxes, Net Income Attributable to the Noncontrolling Interest	-312.5	-208.1
(Changes in Net Income) (Note 2)	878.0	646.4

## 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) 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; 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.

# Supplemental Material for Financial Results for FY2010 (Unconsolidated)

< Japan GAAP >

	FY2009					FY2010					FY2011 Forecast 12 months ('10/4-'11/3)
	1Q (2008/4-6)	2Q (2008/7-9)	3Q (2008/10-12)	4Q (2009/1-3)	12 months ('08/4-'09/3)	1Q (2009/4-6)	2Q (2009/7-9)	3Q (2009/10-12)	4Q (2010/1-3)	12 months ('09/4-'10/3)	
Domestic vehicle production (thousands of units) [Toyota & Lexus brand]	1,027	980	874	512	3,393	589	770	921	926	3,206	3,200
Overseas vehicle production (thousands of units) [Toyota & Lexus brand]	1,164	998	895	653	3,710	785	996	1,144	1,146	4,071	4,200
Vehicle Sales (thousands of units)	1,033	992	915	539	3,479	587	770	931	942	3,230	3,220
Domestic	368	354	322	296	1,340	280	353	454	499	1,586	1,350
Exports	665	638	593	243	2,139	307	417	477	443	1,644	1,870
North America	310	273	268	77	928	131	182	206	171	690	790
Europe	117	108	80	46	351	58	68	60	68	254	310
Asia	48	44	32	17	141	31	34	46	49	160	180
Central and South America	26	25	22	6	79	5	12	16	19	52	70
Oceania	51	44	38	27	160	34	40	43	42	159	150
Africa	35	32	41	17	125	10	16	19	15	60	90
Middle East	76	110	110	51	347	36	64	86	77	263	280
Other	2	2	2	2	8	2	1	1	2	6	
Housing Sales (units)	771	1,278	1,342	944	4,335	673	982	1,205	1,323	4,183	4,400
Net Revenues (billions of yen)	2,890.5	2,758.7	2,292.2	1,337.0	9,278.4	1,628.7	2,027.9	2,439.9	2,501.3	8,597.8	8,600.0
Domestic	859.9	816.6	740.6	642.7	3,059.8	658.4	776.1	989.7	1,098.9	3,523.1	
Exports	2,030.6	1,942.1	1,551.6	694.2	6,218.5	970.3	1,251.7	1,450.3	1,402.3	5,074.6	
Operating Income (billions of yen)	173.5	79.0	-149.2	-291.2	-187.9	-181.8	-83.9	-20.2	-42.1	-328.0	-340.0
(Operating Income Ratio) (%)	( 6.0 )	( 2.9 )	( -6.5 )	( -21.8 )	( -2.0 )	( -11.2 )	( -4.1 )	( -0.8 )	( -1.7 )	( -3.8 )	( -4.0 )
Ordinary Income (billions of yen)	401.4	193.8	-83.4	-329.3	182.5	12.4	-58.7	23.1	-53.9	-77.1	30.0
(Ordinary Income Ratio) (%)	( 13.9 )	( 7.0 )	( -3.6 )	( -24.6 )	( 2.0 )	( 0.8 )	( -2.9 )	( 0.9 )	( -2.2 )	( -0.9 )	( 0.3 )
Net Income (billions of yen)	321.1	151.1	-6.4	-409.2	56.6	5.9	-24.7	24.7	20.2	26.1	60.0
(Net Income Ratio) (%)	( 11.1 )	( 5.5 )	( -0.3 )	( -30.6 )	( 0.6 )	( 0.4 )	( -1.2 )	( 1.0 )	( 0.8 )	( 0.3 )	( 0.7 )
R&D Expenses (billions of yen)	199.6	208.8	182.0	179.4	769.8	176.0	164.7	161.3	105.6	607.6	660.0
Depreciation Expenses (billions of yen)	68.8	76.8	79.6	89.7	314.9	70.0	74.0	74.9	77.3	296.2	230.0
Capital Expenditures (billions of yen)	64.5	92.6	93.3	118.7	369.1	29.9	23.0	34.3	59.1	146.3	180.0

Analysis of Unconsolidated Net Income for FY2010 (billions of yen, approximately)	4Q (2010/1-3)	12 months ('09/4-'10/3)
Effects of Sales Volume and Mix	220.0	-350.0
Effects of Changes in Exchange Rates	-10.0	-320.0
Cost Reduction Efforts	130.0	410.0
From Engineering	120.0	380.0
From Manufacturing and Logistics	10.0	30.0
Reduction in Fixed Costs	-90.0	120.0
Other	-0.9	-0.1
(Changes in Operating Income)	249.1	-140.1
Non-operating Income	26.3	-119.5
Income Taxes , etc	154.0	229.1
(Changes in Net Income)	429.4	-30.5

## Cautionary Statement with Respect to Forward-Looking Statements

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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) "Net income attributable to Toyota Motor Corporation", equivalent to "Net Income" up to FY2009

(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

(Note 6) Cash flows of non-financial services business

(Note 7) Excludes valuation gains/losses on interest rate swaps stated at fair value