

Supplemental Material for Financial Results for FY2011 (Consolidated)

< U.S. GAAP >

	FY2010					FY2011				
	1Q (2009/4-6)	2Q (2009/7-9)	3Q (2009/10-12)	4Q (2010/1-3)	12 months (*09/4-'10/3)	1Q (2010/4-6)	2Q (2010/7-9)	3Q (2010/10-12)	4Q (2011/1-3)	12 months (*10/4-'11/3)
Vehicle Production (thousands of units)	1,319	1,635	1,921	1,933	6,809	1,793	1,853	1,803	1,720	7,169
(Japan) - including Daihatsu & Hino	761	947	1,119	1,129	3,956	970	1,024	924	803	3,721
[Daihatsu]	[159]	[159]	[175]	[180]	[673]	[165]	[167]	[154]	[133]	[619]
[Hino]	[13]	[18]	[23]	[23]	[77]	[24]	[26]	[26]	[23]	[99]
(Overseas) - including Daihatsu & Hino	558	688	802	804	2,853	823	829	879	917	3,448
[Daihatsu]	[25]	[26]	[33]	[33]	[117]	[40]	[37]	[48]	[45]	[170]
[Hino]	[—]	[—]	[—]	[—]	[—]	[2]	[3]	[2]	[2]	[9]
North America	201	251	304	286	1,042	343	327	323	345	1,338
Europe	93	113	112	115	433	83	82	100	107	372
Asia	192	236	288	305	1,021	299	326	353	366	1,344
Central and South America	34	37	40	34	146	39	37	39	32	148
Oceania	19	25	30	32	106	31	30	27	25	113
Africa	19	26	28	32	105	28	27	37	42	133
Vehicle Sales (thousands of units)	1,401	1,729	2,065	2,042	7,237	1,820	1,895	1,802	1,791	7,308
(Japan) - including Daihatsu & Hino	407	496	583	677	2,163	500	586	403	425	1,913
[Daihatsu]	[127]	[136]	[133]	[172]	[569]	[137]	[153]	[110]	[128]	[528]
[Hino]	[5]	[7]	[7]	[10]	[28]	[6]	[7]	[8]	[8]	[29]
(Overseas) - including Daihatsu & Hino	994	1,233	1,482	1,365	5,074	1,320	1,309	1,399	1,366	5,395
[Daihatsu]	[31]	[33]	[39]	[38]	[140]	[44]	[39]	[45]	[42]	[170]
[Hino]	[13]	[11]	[14]	[17]	[56]	[19]	[20]	[19]	[20]	[79]
North America	387	518	642	551	2,098	526	515	507	483	2,031
Europe	213	222	220	203	858	187	181	208	220	796
Asia	194	227	277	280	979	285	289	335	345	1,255
Central and South America	44	52	66	68	231	69	75	76	60	281
Oceania	51	60	73	67	251	62	54	70	61	248
Africa	36	44	51	54	184	49	46	57	58	209
Middle East	68	108	151	140	466	140	148	145	137	569
Other	1	2	2	2	7	2	1	1	2	6
Total Retail Unit Sales (thousands of units) [Toyota, Daihatsu and Hino]	1,796	2,081	2,167	2,093	8,139	2,072	2,166	2,086	2,099	8,423
Housing Sales (units)	774	1,285	1,427	1,795	5,281	866	1,333	1,356	1,602	5,157

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	1Q (2009/4-6)	2Q (2009/7-9)	3Q (2009/10-12)	4Q (2010/1-3)	12 months (*09/4-'10/3)	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	97	94	90	91	93	92	86	83	82	86
Yen to Euro Rate	133	134	133	125	131	117	111	112	113	113
Market Share (Japan)										
Toyota (excluding Mini-Vehicles) (%)	46.3	46.0	50.7	49.1	48.2	50.1	46.1	48.9	44.6	47.3
Toyota, Daihatsu and Hino (including Mini-Vehicles) (%)	42.8	43.1	46.1	44.8	44.3	45.2	43.3	44.6	41.9	43.7
Number of Employees	324,222	322,650	321,274	320,590	320,590	319,910	318,001	317,734	317,716	317,716
Net Revenues (billions of yen)										
Geographic Information										
Japan	2,181.8	2,656.3	3,093.8	3,288.3	11,220.3	2,806.6	2,919.6	2,686.1	2,573.9	10,986.2
North America	1,175.2	1,419.1	1,622.7	1,453.5	5,670.5	1,483.6	1,337.6	1,333.3	1,274.5	5,429.1
Europe	515.1	564.3	561.0	506.7	2,147.0	459.8	465.3	524.2	532.1	1,981.4
Asia	494.1	589.8	762.5	809.0	2,655.4	834.9	794.2	835.1	910.5	3,374.6
Other	343.3	389.7	494.0	446.8	1,673.8	453.7	408.0	489.7	457.7	1,809.1
Elimination	-873.5	-1,077.6	-1,241.1	-1,223.9	-4,416.1	-1,166.8	-1,118.0	-1,195.3	-1,106.7	-4,586.8
Business Segment										
Automotive	3,413.0	4,108.3	4,861.1	4,815.0	17,197.4	4,467.8	4,395.8	4,255.1	4,218.5	17,337.3
Financial Services	320.1	312.0	307.2	306.2	1,245.4	307.6	296.3	297.5	290.8	1,192.2
All Other	204.1	225.1	226.2	292.2	947.6	212.9	233.5	238.0	287.8	972.2
Elimination	-101.2	-103.8	-101.6	-133.0	-439.5	-116.5	-118.9	-117.5	-155.1	-508.1
Operating Income (billions of yen)	-194.9	58.0	189.1	95.3	147.5	211.6	111.5	99.0	46.1	468.2
(Operating Income Ratio) (%)	(-5.1)	(1.3)	(3.6)	(1.8)	(0.8)	(4.3)	(2.3)	(2.1)	(1.0)	(2.5)
Geographic Information										
Japan	-212.0	-45.6	33.9	-1.5	-225.2	-27.5	-24.5	-122.4	-188.0	-362.4
North America	-3.7	30.5	79.7	-21.2	85.4	109.7	36.1	105.2	88.4	339.5
Europe	-20.4	1.7	-21.3	7.0	-33.0	-6.8	-2.1	2.2	19.8	13.1
Asia	26.9	38.5	67.1	71.0	203.6	90.2	74.0	68.6	80.2	313.0
Other	17.4	23.3	39.4	35.5	115.5	41.0	31.9	44.3	42.9	160.1
Elimination	-3.1	9.6	-9.7	4.5	1.2	5.0	-3.9	1.1	2.8	4.9
Business Segment										
Automotive	-239.1	-21.3	124.5	49.6	-86.3	96.7	33.0	-27.5	-16.2	86.0
Financial Services	49.6	74.8	80.6	41.9	246.9	115.1	68.6	116.4	58.1	358.2
All Other	-4.6	5.0	-14.4	5.1	-8.9	4.0	10.7	13.4	7.1	35.2
Elimination	-0.8	-0.5	-1.6	-1.3	-4.2	-4.2	-0.8	-3.3	-2.9	-11.2
Income before Income Taxes (billions of yen)	-138.5	75.5	224.9	129.5	291.4	263.0	129.1	129.6	41.5	563.2
(Income before Income Taxes Ratio) (%)	(-3.6)	(1.7)	(4.2)	(2.5)	(1.5)	(5.4)	(2.7)	(2.8)	(0.9)	(3.0)
Equity in Earnings of Affiliated Companies (billions of yen)	3.6	-59.1	58.4	42.5	45.4	70.0	63.8	46.9	34.3	215.0
Net Income (billions of yen)	-77.8	21.8	153.2	112.2	209.4	190.4	98.7	93.6	25.4	408.1
(Net Income Ratio) (%)	(-2.0)	(0.5)	(2.9)	(2.1)	(1.1)	(3.9)	(2.1)	(2.0)	(0.5)	(2.1)
Shareholder Return										
Cash Dividends (billions of yen)	—	62.7	—	78.4	141.1	—	62.7	—	94.1	156.8
Cash Dividends per Share (yen)	—	20	—	25	45	—	20	—	30	50
Payout Ratio (%)	—	—	—	29.5	67.4	—	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	3,447,997	3,447,997	3,447,997	3,447,997	3,447,997

(Note 1)

(Note 2)

(Note 3)

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< U.S. GAAP >

	FY2010					FY2011				
	1Q (2009/4-6)	2Q (2009/7-9)	3Q (2009/10-12)	4Q (2010/1-3)	12 months (*09/4-'10/3)	1Q (2010/4-6)	2Q (2010/7-9)	3Q (2010/10-12)	4Q (2011/1-3)	12 months (*10/4-'11/3)
R&D Expenses (billions of yen)	204.8	194.2	189.6	136.7	725.3	182.9	187.6	179.1	180.7	730.3
Depreciation Expenses (billions of yen)	233.8	256.1	266.7	275.3	1,032.0	197.5	202.0	204.8	208.0	812.3
Geographic Information										
Japan	149.7	161.0	162.1	193.3	666.1	115.1	127.9	131.1	133.2	507.3
North America	42.9	50.4	50.6	35.2	179.1	41.5	35.5	34.3	34.4	145.7
Europe	17.6	20.0	28.5	19.6	85.7	16.6	15.4	15.6	15.5	63.1
Asia	15.3	15.9	16.4	16.3	64.0	15.2	14.6	15.8	15.2	60.8
Other	8.3	8.8	9.1	10.9	37.1	9.1	8.6	8.0	9.7	35.4
Capital Expenditures (billions of yen)	141.8	114.4	123.4	199.3	579.0	92.6	147.0	138.7	263.9	642.3
Geographic Information										
Japan	98.6	78.4	80.6	135.5	393.3	44.5	89.4	62.5	143.2	339.6
North America	25.3	19.3	23.6	21.7	89.9	20.7	25.2	31.5	65.2	142.6
Europe	6.2	4.3	4.1	15.4	30.0	4.9	3.2	4.5	19.4	32.0
Asia	7.8	7.2	10.0	16.3	41.3	15.4	19.9	27.8	14.7	77.8
Other	3.9	5.2	5.1	10.4	24.5	7.1	9.3	12.4	21.4	50.3
Total Liquid Assets (billions of yen)	3,503.3	4,066.9	4,396.9	4,656.3	4,656.3	5,044.6	5,104.3	4,976.5	4,943.4	4,943.4
Total Assets (billions of yen)	29,404.5	28,538.8	29,552.5	30,349.2	30,349.2	29,781.5	29,437.7	29,234.3	29,818.1	29,818.1
Toyota Motor Corporation Shareholders' Equity (billions of yen)	10,066.2	9,973.7	10,133.1	10,359.7	10,359.7	10,186.0	10,223.4	10,229.9	10,332.3	10,332.3
Return on Equity (%)	-3.1	0.9	6.1	4.4	2.1	7.4	3.9	3.7	1.0	3.9
Return on Asset (%)	-1.1	0.3	2.1	1.5	0.7	2.5	1.3	1.3	0.3	1.4
Number of Consolidated Subsidiaries					522					511
No. of Affil. Accounted for Under the Equity Method					56					56

Analysis of Consolidated Net Income for FY2011 (billions of yen, approximately)	4Q (2011/1-3)	12 months (*10/4-'11/3)
Marketing Efforts	-80.0	490.0
Effects of Changes in Exchange Rates	-70.0	-290.0
Cost Reduction Efforts	60.0	180.0
From Engineering	55.0	120.0
From Manufacturing and Logistics	5.0	60.0
Increases in Expenses, etc.	40.0	-30.0
Other	0.8	-29.3
(Changes in Operating Income)	-49.2	320.7
Non-operating Income	-38.8	-48.9
Equity in Earnings of Affiliated Companies	-8.2	169.6
Income Taxes, Net Income Attributable to the Noncontrolling Interest	9.4	-242.7
(Changes in Net Income)	-86.8	198.7

Supplemental Material for Financial Results for FY2011(Unconsolidated)

< Japan GAAP >

	FY2010					FY2011				
	1Q (2009/4-6)	2Q (2009/7-9)	3Q (2009/10-12)	4Q (2010/1-3)	12 months (*09/4-'10/3)	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)	589	770	921	926	3,206	781	831	744	648	3,004
Overseas Vehicle Production (thousands of units)	785	996	1,144	1,146	4,071	1,032	1,041	1,121	1,144	4,338
Domestic Vehicle Retail Sales (thousands of units)	272	373	409	481	1,535	373	431	282	321	1,407
Exports Vehicle Sales (thousands of units)	307	417	477	443	1,644	424	420	458	396	1,698
North America	131	182	206	171	690	159	163	159	119	600
Europe	58	68	60	68	254	74	69	85	101	329
Asia	31	34	46	49	160	38	38	59	47	182
Central and South America	5	12	16	19	52	20	22	22	17	81
Oceania	34	40	43	42	159	40	41	43	34	158
Africa	10	16	19	15	60	18	18	21	14	71
Middle East	36	64	86	77	263	73	68	68	63	272
Other	2	1	1	2	6	2	1	1	1	5
Housing Sales (units)	673	982	1,205	1,323	4,183	854	1,095			1,949
Net Revenues (billions of yen)	1,628.7	2,027.9	2,439.9	2,501.3	8,597.8	2,136.4	2,220.0	2,039.2	1,847.2	8,242.8
Domestic	658.4	776.1	989.7	1,098.9	3,523.1	804.6	932.9	670.3	651.4	3,059.2
Exports	970.3	1,251.7	1,450.3	1,402.3	5,074.6	1,331.7	1,287.2	1,368.8	1,195.8	5,183.5
Operating Income (billions of yen)	-181.8	-83.9	-20.2	-42.1	-328.0	-63.8	-85.6	-134.1	-197.4	-480.9
(Operating Income Ratio) (%)	(-11.2)	(-4.1)	(-0.8)	(-1.7)	(-3.8)	(-3.0)	(-3.9)	(-6.6)	(-10.7)	(-5.8)
Ordinary Income (billions of yen)	12.4	-58.7	23.1	-53.9	-77.1	163.1	27.7	-77.4	-160.4	-47.0
(Ordinary Income Ratio) (%)	(0.8)	(-2.9)	(0.9)	(-2.2)	(-0.9)	(7.6)	(1.2)	(-3.8)	(-8.7)	(-0.6)
Net Income (billions of yen)	5.9	-24.7	24.7	20.2	26.1	180.3	20.7	-38.0	-110.3	52.7
(Net Income Ratio) (%)	(0.4)	(-1.2)	(1.0)	(0.8)	(0.3)	(8.4)	(0.9)	(-1.9)	(-6.0)	(0.6)
R&D Expenses (billions of yen)	176.0	164.7	161.3	105.6	607.6	159.7	164.4	156.0	155.8	635.9
Depreciation Expenses (billions of yen)	70.0	74.0	74.9	77.3	296.2	51.9	55.9	56.4	58.2	222.4
Capital Expenditures (billions of yen)	29.9	23.0	34.3	59.1	146.3	15.2	30.0	23.4	63.9	132.5

Analysis of Unconsolidated Net Income for FY2011 (billions of yen, approximately)	4Q (2011/1-3)	12 months (*10/4-'11/3)
Marketing Efforts	-120.0	130.0
Effects of Changes in Exchange Rates	-90.0	-330.0
Cost Reduction Efforts	30.0	100.0
From Engineering	30.0	80.0
From Manufacturing and Logistics	0.0	20.0
Increases in Expenses, etc.	20.0	-50.0
Other	4.7	-2.9
(Changes in Operating Income)	-155.3	-152.9
Non-operating Income	48.8	183.0
Income Taxes, etc.	-24.0	-3.5
(Changes in Net Income)	-130.5	26.6

(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

(Note 6) Shows vehicle retail 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