

Supplemental Material for Financial Results for FY2016 (Consolidated)

< U.S. GAAP >

	FY2015					FY2016					FY2017 Forecast 12 months ('16/4-'17/3) *
	1Q (2014/4-6)	2Q (2014/7-9)	3Q (2014/10-12)	4Q (2015/1-3)	12 months ('14/4-'15/3)	1Q (2015/4-6)	2Q (2015/7-9)	3Q (2015/10-12)	4Q (2016/1-3)	12 months ('15/4-'16/3)	
Vehicle Production (thousands of units)	2,239	2,209	2,196	2,286	8,930	2,093	2,166	2,146	2,171	8,576	
(Japan) - including Daihatsu & Hino	1,016	1,031	994	1,084	4,125	941	1,000	1,010	1,030	3,981	
[Daihatsu & Hino]	[232]	[216]	[230]	[261]	[939]	[193]	[187]	[205]	[224]	[809]	
(Overseas) - including Daihatsu & Hino	1,223	1,178	1,202	1,202	4,805	1,152	1,166	1,136	1,141	4,595	
[Daihatsu & Hino]	[81]	[83]	[77]	[79]	[320]	[80]	[68]	[80]	[74]	[302]	
North America	504	467	486	476	1,933	527	462	464	516	1,970	
Europe	127	125	150	154	556	135	132	152	145	565	
Asia	474	454	439	462	1,829	372	438	414	382	1,605	
Central and South America	67	71	69	59	267	65	75	55	60	255	
Oceania	20	27	25	17	88	24	28	23	21	95	
Africa	31	34	33	34	132	29	31	28	17	105	
Vehicle Sales (thousands of units)	2,241	2,235	2,263	2,233	8,972	2,114	2,164	2,215	2,189	8,681	8,900
[First Half 6 months]					[4,477]					[4,278]	[4,300]
(Japan) - including Daihatsu & Hino	506	524	498	626	2,154	470	514	493	583	2,059	2,240
[Daihatsu & Hino]	[155]	[150]	[165]	[220]	[690]	[129]	[137]	[141]	[186]	[592]	[640]
(Overseas) - including Daihatsu & Hino	1,735	1,711	1,765	1,607	6,818	1,644	1,650	1,722	1,606	6,622	6,660
[Daihatsu & Hino]	[72]	[82]	[75]	[76]	[304]	[76]	[66]	[70]	[70]	[282]	[290]
North America	710	685	712	607	2,715	729	684	728	698	2,839	2,850
Europe	207	207	220	225	859	206	201	210	226	844	920
Asia	385	369	374	361	1,489	328	325	362	329	1,345	1,410
Central and South America	106	110	106	101	422	98	112	90	93	392	390
Oceania	58	63	67	61	250	62	61	75	61	260	260
Africa	61	63	62	60	245	52	55	44	40	191	200
Middle East	206	213	222	190	830	167	210	211	158	744	630
Other	2	1	2	2	8	2	2	2	1	7	
Total Retail Unit Sales (thousands of units) [Toyota, Daihatsu and Hino]	2,513	2,519	2,615	2,520	10,168	2,502	2,477	2,652	2,463	10,094	10,150
Housing Sales (units)	898	1,285	1,210	2,542	5,935	891	1,533	1,335	1,992	5,751	6,100

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	1Q (2014/4-6)	2Q (2014/7-9)	3Q (2014/10-12)	4Q (2015/1-3)	12 months (*14/4-'15/3)	1Q (2015/4-6)	2Q (2015/7-9)	3Q (2015/10-12)	4Q (2016/1-3)	12 months (*15/4-'16/3)		
Foreign Exchange Rates												
Yen to US Dollar Rate	102	104	114	119	110	121	122	121	115	120		as premise: 105
Yen to Euro Rate	140	138	143	134	139	134	136	133	127	133		as premise: 120
Market Share (Japan)												
Toyota(excluding Mini-Vehicles) (%)	47.5	45.9	46.7	44.6	46.0	47.9	45.4	49.5	44.9	46.8		approximately: 48.0
Toyota, Daihatsu and Hino (including Mini-Vehicles) (%)	42.2	41.1	42.9	41.2	41.8	43.3	42.3	45.9	42.0	43.2		
Number of Employees	342,872	343,511	343,716	344,109	344,109	349,131	349,508	349,766	348,877	348,877	(Note 1)	
Net Revenues (billions of yen)	6,390.6	6,554.9	7,170.0	7,118.9	27,234.5	6,987.6	7,103.8	7,339.8	6,971.7	28,403.1		26,500.0
Geographic Information												
Japan	3,296.5	3,554.2	3,655.8	3,897.1	14,403.8	3,501.9	3,720.2	3,851.6	3,685.6	14,759.4		
North America	2,259.1	2,240.6	2,655.0	2,522.8	9,677.5	2,840.4	2,690.3	2,856.9	2,664.1	11,051.9		
Europe	650.6	715.2	771.3	711.0	2,848.2	644.0	665.2	656.9	695.0	2,661.3		
Asia	1,197.4	1,185.1	1,318.3	1,280.2	4,981.2	1,142.9	1,298.1	1,361.1	1,201.5	5,003.8		
Other	591.9	614.0	684.2	558.9	2,449.2	596.2	588.5	558.8	466.5	2,210.2		
Elimination	-1,605.0	-1,754.4	-1,914.8	-1,851.4	-7,125.7	-1,738.0	-1,858.6	-1,945.6	-1,741.3	-7,283.7		
Business Segment												
Automotive	5,914.6	6,032.5	6,609.6	6,505.1	25,062.1	6,411.3	6,471.5	6,715.0	6,379.4	25,977.4		
Financial Services	377.4	399.9	437.7	446.0	1,661.1	470.3	479.6	483.9	462.2	1,896.2		
All Other	258.3	296.9	301.0	399.4	1,255.7	256.9	294.5	283.0	342.7	1,177.3		
Elimination	-159.7	-174.5	-178.4	-231.7	-744.5	-150.9	-141.9	-142.1	-212.7	-647.9		
Operating Income (billions of yen)	692.7	659.2	762.8	635.7	2,750.5	756.0	827.4	722.2	548.3	2,853.9		1,700.0
(Operating Income Ratio) (%)	(10.8)	(10.1)	(10.6)	(8.9)	(10.1)	(10.8)	(11.6)	(9.8)	(7.9)	(10.0)		(6.4)
Geographic Information												
Japan	365.9	352.8	424.8	427.8	1,571.4	475.8	482.3	392.7	326.5	1,677.5		
North America	165.5	147.1	183.7	88.0	584.5	126.8	148.5	150.7	102.6	528.8		
Europe	10.8	22.3	33.2	14.6	81.1	7.8	22.3	20.5	21.6	72.4		
Asia	110.3	102.5	107.6	101.1	421.7	100.0	144.0	134.8	70.2	449.1		
Other	34.0	43.9	29.3	4.2	111.5	38.0	28.8	25.0	16.9	108.9		
Elimination	5.9	-9.4	-15.9	-0.2	-19.8	7.3	1.2	-1.6	10.2	17.1		
Business Segment												
Automotive	586.7	553.5	651.3	533.7	2,325.3	677.5	713.7	607.6	449.9	2,448.9		
Financial Services	98.2	86.3	100.5	76.7	361.8	70.1	95.6	99.2	74.1	339.2		
All Other	10.7	17.6	14.8	22.4	65.6	12.2	14.9	17.8	21.3	66.5		
Elimination	-3.0	1.7	-3.7	2.8	-2.2	-4.0	2.9	-2.5	2.7	-0.7		
Income before Income Taxes (billions of yen)	771.8	737.3	846.4	537.1	2,892.8	845.2	829.8	777.7	530.4	2,983.3		1,900.0
(Income before Income Taxes Ratio) (%)	(12.1)	(11.2)	(11.8)	(7.5)	(10.6)	(12.1)	(11.7)	(10.6)	(7.6)	(10.5)		(7.2)
Equity in Earnings of Affiliated Companies (billions of yen)	105.3	60.5	85.1	57.5	308.5	100.9	60.7	106.0	61.3	329.0		290.0
Net Income (billions of yen)	587.7	539.0	600.0	446.4	2,173.3	646.3	611.7	627.9	426.6	2,312.6		1,500.0
(Net Income Ratio) (%)	(9.2)	(8.2)	(8.4)	(6.3)	(8.0)	(9.3)	(8.6)	(8.6)	(6.1)	(8.1)		(5.7)
Dividends												
Common Shares												
Cash Dividends (billions of yen)	—	237.9	—	393.3	631.3	—	311.3	—	334.1	645.5	(Note 3)	
Cash Dividends per Share (yen)	—	75	—	125	200	—	100	—	110	210		
Payout Ratio (%)	—	21.1	—	37.6	29.0	—	25.0	—	32.2	28.3		
Model AA Class Shares												
Cash Dividends (billions of yen)	—	—	—	—	—	—	1.2	—	1.2	2.4	(Note 3)	
Cash Dividends per Share (yen)	—	—	—	—	—	—	26	—	26	52		
Value of Shares Repurchased (billions of yen)[actual purchase]	—	169.6	190.3	—	359.9	—	249.1	300.8	232.6	782.6	(Note 4)	
Value of Shares Repurchased (billions of yen)[shareholder return]	—	—	—	293.3	293.3	—	139.3	—	500.0 (maximum)	639.3 (maximum)	(Note 4) (Note 5)	
Number of Shares Canceled (thousands)	30,000	—	—	—	30,000	—	—	80,000	—	80,000	(Note 6)	
Number of Outstanding Common Shares (thousands)	3,417,997	3,417,997	3,417,997	3,417,997	3,417,997	3,417,997	3,417,997	3,337,997	3,337,997	3,337,997		
Number of Outstanding Model AA Class Shares (thousands)	—	—	—	—	—	—	47,100	47,100	47,100	47,100		

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	1Q (2014/4-6)	2Q (2014/7-9)	3Q (2014/10-12)	4Q (2015/1-3)	12 months ('14/4-'15/3)	1Q (2015/4-6)	2Q (2015/7-9)	3Q (2015/10-12)	4Q (2016/1-3)	12 months ('15/4-'16/3)	
R&D Expenses (billions of yen)	245.1	244.3	253.0	262.0	1,004.5	265.7	264.1	270.3	255.4	1,055.6	1,080.0
Depreciation Expenses (billions of yen)	183.2	193.0	209.1	220.8	806.2	200.3	216.7	226.8	241.2	885.1	930.0 (Note 7)
Geographic Information											
Japan	92.8	101.7	112.3	127.3	434.2	99.5	115.7	121.3	129.4	466.2	530.0
North America	41.1	39.4	42.1	44.5	167.3	49.2	49.5	48.9	46.3	194.0	170.0
Europe	15.2	15.4	14.0	10.2	54.9	12.5	12.2	14.2	18.7	57.7	60.0
Asia	26.7	27.3	31.9	30.5	116.6	30.1	32.7	34.3	36.7	133.9	130.0
Other	7.2	9.0	8.5	8.2	33.0	8.9	6.4	7.9	9.8	33.1	40.0
Capital Expenditures (billions of yen)	208.2	231.9	265.8	471.3	1,177.4	300.1	260.4	303.5	428.3	1,292.5	1,350.0 (Note 7)
Geographic Information											
Japan	97.8	119.3	119.8	238.9	575.9	109.1	141.6	145.2	250.8	646.8	755.0
North America	43.6	41.4	48.7	96.0	229.8	57.4	48.6	57.6	70.4	234.2	320.0
Europe	11.5	11.2	23.9	20.8	67.6	10.5	16.4	14.6	36.1	77.7	80.0
Asia	40.5	42.6	41.7	67.8	192.8	90.6	29.2	66.7	53.1	239.7	140.0
Other	14.6	17.1	31.5	47.7	111.1	32.4	24.4	19.2	17.7	93.9	55.0
Total Liquid Assets (billions of yen)	7,571.1	7,865.9	8,154.9	8,508.2	8,508.2	8,794.4	9,160.1	9,001.3	9,229.9	9,229.9	(Note 8)
Total Assets (billions of yen)	41,455.7	43,784.0	46,722.2	47,729.8	47,729.8	48,821.4	48,574.5	48,922.9	47,427.5	47,427.5	
Toyota Motor Corporation Shareholders' Equity (billions of yen)	14,714.0	15,469.5	16,316.0	16,788.1	16,788.1	17,205.0	17,039.6	17,287.4	16,746.9	16,746.9	
Return on Equity (%)	16.1	14.3	15.1	10.8	13.9	15.2	14.2	14.6	10.0	13.8	(Note 2)
Return on Asset (%)	5.7	5.1	5.3	3.8	4.9	5.4	5.0	5.2	3.5	4.9	(Note 2)
Number of Consolidated Subsidiaries (including Variable Interest Entities)					541					548	
No. of Affil. Accounted for Under the Equity Method					54					54	

Analysis of Consolidated Net Income for FY2016		
(billions of yen, approximately)	4Q (2016/1-3)	12 months ('15/4-'16/3)
Effects of Marketing Activities	-25.0	-120.0
Effects of Changes in Exchange Rates	-150.0	160.0
Cost Reduction Efforts	155.0	390.0
From Engineering	130.0	340.0
From Manufacturing and Logistics	25.0	50.0
Increases in Expenses, etc.	-60.0	-340.0
Other	-7.4	13.4
(Changes in Operating Income)	-87.4	103.4
Non-operating Income	80.7	-12.8
Equity in Earnings of Affiliated Companies	3.8	20.5
Income Taxes, Net Income Attributable to Noncontrolling Interests	-16.9	28.2
(Changes in Net Income)	-19.8	139.3

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Toyota & Lexus brand											
Domestic Vehicle Production (thousands of units)	783	815	765	822	3,186	748	813	805	806	3,172	3,250
Overseas Vehicle Production (thousands of units)	1,443	1,445	1,473	1,402	5,762	1,432	1,440	1,473	1,413	5,758	5,800
Domestic Vehicle Retail Sales (thousands of units)	319	378	340	429	1,466	335	370	364	419	1,488	1,600
Exports Vehicle Sales (thousands of units)	428	471	460	425	1,784	418	449	476	416	1,759	1,800
North America	180	180	186	175	721	184	209	192	187	772	790
Europe	56	66	56	72	250	43	37	67	60	207	250
Asia	55	58	53	42	208	52	57	64	52	225	250
Central and South America	11	14	12	12	49	11	10	10	10	41	50
Oceania	32	41	40	33	146	34	37	38	30	139	150
Africa	16	19	17	13	65	18	16	11	10	55	60
Middle East	77	91	94	76	338	74	82	92	65	313	250
Other	1	2	2	2	7	2	1	2	2	7	
Net Revenues (billions of yen)	2,603.2	2,784.5	2,910.9	2,910.7	11,209.4	2,772.1	2,932.9	3,080.1	2,800.6	11,585.8	11,200.0
Domestic	837.6	872.5	837.9	987.1	3,535.2	868.0	935.7	909.1	1,007.6	3,720.6	
Exports	1,765.5	1,911.9	2,072.9	1,923.5	7,674.1	1,904.1	1,997.1	2,170.9	1,793.0	7,865.2	
Operating Income (billions of yen)	297.0	289.4	355.6	328.5	1,270.6	382.9	443.4	325.3	250.3	1,402.1	560.0
(Operating Income Ratio) (%)	(11.4)	(10.4)	(12.2)	(11.3)	(11.3)	(13.8)	(15.1)	(10.6)	(8.9)	(12.1)	(5.0)
Ordinary Income (billions of yen)	577.9	541.0	649.4	356.6	2,125.1	671.5	740.6	617.3	254.6	2,284.0	1,390.0
(Ordinary Income Ratio) (%)	(22.2)	(19.4)	(22.3)	(12.3)	(19.0)	(24.2)	(25.3)	(20.0)	(9.1)	(19.7)	(12.4)
Net Income (billions of yen)	465.1	436.1	574.9	214.4	1,690.6	542.6	609.6	521.7	136.4	1,810.3	1,200.0
(Net Income Ratio) (%)	(17.9)	(15.7)	(19.8)	(7.4)	(15.1)	(19.6)	(20.8)	(16.9)	(4.9)	(15.6)	(10.7)
R&D Expenses (billions of yen)	213.6	213.6	224.0	234.9	886.2	230.2	227.8	237.1	228.2	923.4	950.0
Depreciation Expenses (billions of yen)	41.8	39.9	39.1	38.3	159.3	45.7	46.4	46.8	44.9	184.0	230.0
Capital Expenditures (billions of yen)	31.5	37.0	42.7	119.7	231.1	50.0	59.1	66.2	113.6	289.1	330.0

Analysis of Unconsolidated Net Income for FY2016 (billions of yen, approximately)	4Q (2016/1-3)	12 months (*15/4-'16/3)	Cautionary Statement with Respect to Forward-Looking Statements
Effects of Marketing Activities	-50.0	-170.0	<p>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, but are not limited to: (i) changes in economic conditions, market demand, and the competitive environment affecting 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 Russian ruble, the Canadian dollar and the British pound, and interest rates fluctuations; (iii) changes in funding environment in financial markets and increased competition in the financial services industry; (iv) Toyota's ability to market and distribute effectively; (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 and economic 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; (xi) increases in prices of raw materials; (xii) Toyota's reliance on various digital and information technologies; (xiii) fuel shortages or interruptions in electricity, 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 (xiv) the impact of natural calamities including the negative effect on Toyota's vehicle production and sales.</p> <p>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.</p>
Effects of Changes in Exchange Rates	-70.0	265.0	
Cost Reduction Efforts	85.0	230.0	
From Engineering	80.0	220.0	
From Manufacturing and Logistics	5.0	10.0	
Increases in Expenses, etc.	-45.0	-195.0	
Other	1.8	1.4	
(Changes in Operating Income)	-78.2	131.4	
Non-operating Income	-23.8	27.5	
Income Taxes, etc.	24.0	-39.2	
(Changes in Net Income)	-78.0	119.6	

(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) Value of common shares repurchased (excluding shares constituting less than one unit that were purchased upon request)

(Note 5) Value of common shares repurchased (shareholder return on Net Income for the period, excluding repurchases made to avoid dilution of shares)

(Note 6) Number of common shares cancelled

(Note 7) Figures for depreciation expenses and capital expenditures do not include vehicles in operating lease

(Note 8) Excludes financial subsidiaries

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