

Supplementary Material for Financial Results for the 12 months ended March 31, 2002 (Unconsolidated)

	FY 1999 12 mos. ending March 31, 1999	FY 2000 12 mos. ending March 31, 2000	FY 2001 12 mos. ending March 31, 2001	FY 2002 12 mos. ending March 31, 2002	FY 2003 prospects for 12 mos. Mar.31
Vehicle Production (thousands of units)	3,086	3,212	3,422	3,364	3,260
Vehicle Sales (thousands of units)	3,136	3,288	3,520	3,428	3,350
Japan	1,687	1,711	1,816	1,720	1,750
Exports	1,449	1,577	1,704	1,708	1,600
North America	574	665	710	754	770
Europe	378	456	487	425	340
Asia	78	99	121	106	120
Latin America	111	91	97	93	60
Oceania	102	104	115	116	120
Others	206	162	174	214	190
Net Sales (billions of yen)	7,525.5	7,408.0	7,903.5	8,284.9	8,300.0
Japan	3,423.9	3,453.2	3,767.2	3,544.3	3,544.3
Exports	4,101.5	3,954.7	4,136.3	4,740.6	4,740.6
Operating Income (billions of yen)	543.8	491.9	506.8	748.9	750.0
(Operating Income Ratio) (%)	(7.2)	(6.6)	(6.4)	(9.0)	(9.0)
Ordinary Income (billions of yen)	578.0	541.8	621.7	768.9	770.0
(Ordinary Income Ratio) (%)	(7.7)	(7.3)	(7.9)	(9.3)	(9.3)
Net Income (billions of yen)	323.0	329.2	333.5	470.2	550.0
(Net Income Ratio) (%)	(4.3)	(4.4)	(4.2)	(5.7)	(6.6)
Shareholders Return					
Dividend Payout (billions of yen)	86.8	90.0	92.7	101.5	101.5
Dividend Per Share (yen)	23	24	25	28	28
Payout Ratio (%)	26.9	27.4	27.8	21.6	21.6
Value of shares canceled (billions of yen)	134.2	45.4	263.5	129.2	129.2
Shareholder Return (%)	68.4	41.2	106.8	49.1	49.1
Number of Outstanding Shares (thousands)	3,760,650	3,749,405	3,684,997	3,649,997	3,649,997
Number of Employees	67,912	65,290	66,005	66,820	66,820

(Note 1) Numbers of Daihatsu vehicles were first included in the consolidated total in the second half of FY 1999.

Numbers of Hino vehicles were first included in the consolidated total in the second half of FY 2002.

(Note 2) Including Daihatsu's sales for the first half of FY 1999, and Hino's sales for the first half of FY 2002.

(Note 3) Starting in FY 2000, part-time employees (i.e. seasonal workers) are counted in the figure, along with full-time employees.

(Note 4) Figures reflect adjustments on tier parts sales to suppliers, royalty, and enterprise tax.

(Note 5) Figure for FY 1999 was restated for the comparison with that for FY 2000, which was applied with tax effect accounting.

(Note 6) Figures for depreciation and capital expenditures do not include vehicles in operating lease.

(Note 7) Figure does not reflect finance receivables of financial subsidiaries.

(Note 8) Calculation: Cash flows from operating activities + Cash flows from investing activities (excluding financial entities)

(Note 9) Calculation: (Dividend payout + Value of shares canceled) / Net income

(*) The FY 2002 accounting period for TMC's consolidated subsidiaries in Europe and other regions, with certain exceptions, covers 15 months due to changes in their fiscal year-end dates. The 12-month figures for FY2002 obtained by multiplying the 15-month figures by 12/15 show that "Vehicle sales", "Capital investment" and "Depreciation expenses" are 5,540 thousand units, 908.8 billion yen and 680.7 billion yen, respectively.

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 affecting, and the competitive environment in, the automotive markets in Japan, North America, Europe 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 and the British pound; (iii) Toyota's ability to realize production efficiencies and to implement capital expenditures at the levels and times planned by management; (iv) changes in the laws, regulations and government policies affecting Toyota's automotive operations, particularly laws, regulations and policies relating to environmental protection, vehicle emissions, vehicle fuel economy and vehicle safety, as well as changes in laws, regulations and government policies affecting Toyota's other operations, including the outcome of future litigation and other legal proceedings; (v) political instability in the markets in which Toyota operates; (vi) Toyota's ability to timely develop and achieve market acceptance of new products; and (vii) 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 the "Operating and Financial Review and Prospects" and "Information on the Company" sections and elsewhere in Toyota's annual report on Form 20-F, which is on file with the United States Securities and Exchange Commission.

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	FY1999 ending March 31, 1999	FY2000 ending March 31, 2000	FY2001 ending March 31, 2001	FY2002 ending March 31, 2002	FY2003 ending March 31, 2003 prospects
Vehicle Production					
(thousands of units)	4,458	5,002	5,275	5,404	
(Japan) - including Daihatsu	3,454	3,863	4,098	4,029	
[Daihatsu]	[367]	[651]	[675]	[638]	(Note 1)
[Hino]	[-]	[-]	[-]	[27]	
(Overseas) - including Daihatsu	1,004	1,139	1,177	1,375	
[Daihatsu]	[-]	[-]	[-]	[-]	(Note 1)
[Hino]	[-]	[-]	[-]	[-]	
North America	664	781	807	793	
Europe	185	173	176	309	
Asia	36	78	81	138	
Latin America	17	19	19	20	
Oceania	102	88	94	115	
Others	-	-	-	-	
Vehicle Sales (thousands of units)	4,695	5,182	5,526	5,784	5,980
(Japan) - including Daihatsu	1,929	2,177	2,322	2,217	2,280
[Daihatsu]	[257]	[485]	[525]	[498]	[510]
[Hino]	[-]	[-]	[-]	[18]	[40]
(Overseas) - including Daihatsu	2,766	3,005	3,204	3,567	3,700
[Daihatsu]	[59]	[98]	[80]	[75]	[200]
[Hino]	[-]	[-]	[-]	[11]	[20]
North America	1,485	1,689	1,734	1,780	1,870
Europe	558	634	691	866	780
Asia	132	164	220	247	
Latin America	164	135	145	162	1,050
Oceania	184	176	183	211	
Others	243	207	231	301	
Housing Sales (units)	2,941	3,297	3,666	3,685	
Foreign Exchange Rate					as premise:
Yen to US Dollar Rate	128	111	110	125	125
Yen to Euro Rate	144	115	100	110	110
Registered Toyota Vehicles (in Japan)					approximately
(thousands of units)	1,688	1,681	1,774	1,678	1,720
Market Share (Japan)					approximately
Toyota (excluding Mini-cars) (%)	40.1	42.2	43.1	42.2	43%
Toyota and Daihatsu (including Mini-cars) (%)	36.5	37.6	39.0	38.0	(Note 2)
Toyota, Daihatsu and Hino (including Mini-cars) (%)	-	-	-	38.5	
Number of Employees	183,879	210,709	215,648	246,702	(Note 3)

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	FY1999 ending March 31, 1999	FY2000 ending March 31, 2000	FY2001 ending March 31, 2001	FY2002 ending March 31, 2002	FY2003 ending March 31, 2003 prospects
Net Sales (billions of yen)	12,749.0	12,879.5	13,424.4	15,106.2	
Geographical Segment					
Japan	9,204.6	9,608.5	10,056.0	10,533.7	
North America	4,737.3	4,667.8	4,964.8	5,832.3	
Europe	1,204.8	1,104.8	1,047.0	1,594.4	
Others	905.0	830.4	942.7	1,400.4	
Elimination	-3,302.9	-3,332.0	-3,586.1	-4,254.6	
Business Segment					
Automotive	11,198.4	11,279.7	11,940.0	13,909.9	
Financial Services	586.1	528.7	564.5	693.3	
All Other	1,184.2	1,290.1	1,165.5	819.4	
Elimination	-219.8	-219.0	-245.6	-316.4	
Operating Income (billions of yen)	774.9	775.9	870.1	1,123.4	
(Operating Income Ratio) (%)	(6.1)	(6.0)	(6.5)	(7.4)	
Geographical Segment					
Japan	622.4	588.4	670.3	870.3	
North America	149.8	164.0	205.8	265.6	
Europe	11.9	-8.8	-23.0	-12.4	
Others	3.4	5.0	9.8	19.7	
Elimination	-12.7	27.3	7.2	-19.8	
Business Segment					
Automotive	730.7	681.5	812.6	1,078.0	
Financial Services	46.3	36.2	31.1	68.6	
All Other	26.8	31.9	-2.0	-0.9	
Elimination	-29.0	26.3	28.4	-22.3	
Ordinary Income (billions of yen)	780.8	797.0	972.2	1,113.5	
(Ordinary Income Ratio) (%)	(6.1)	(6.2)	(7.2)	(7.4)	
Net Income (billions of yen)	436.4	406.7	471.2	615.8	
(Net Income Ratio) (%)	(3.4)	(3.2)	(3.5)	(4.1)	
Research & Development (billions of yen)	487.3	453.3	479.9	592.5	650.0
Parent	448.1	402.8	428.3	527.3	580.0
Depreciation (billions of yen)	606.1	689.4	672.5	699.2	710.0
Parent	292.5	277.0	263.9	254.7	260.0
Capital Expenditures (billions of yen)	973.4	871.3	860.8	940.3	980.0
Parent	329.7	271.4	243.8	257.9	300.0
Total Liquid Assets (billions of yen)	2,993.0	3,122.7	3,010.5	3,195.1	
Free Cash Flow (billions of yen)		226.5	329.7	545.2	
Total Assets (billions of yen)	14,753.3	16,469.0	17,519.4	19,888.9	
Shareholders' Equity (billions of yen)	6,175.9	6,796.6	7,114.5	7,325.0	
Return on Equity (%)	5.8	6.3	6.8	8.5	
Return on Asset (%)	2.5	2.6	2.8	3.3	
Number of Consolidated Subsidiaries	343	425	445	564	
Number of Affiliates Accounted for Under the Equity Method	60	49	51	50	

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