

## Supplementary Material for Financial Results for the 12 months ended March 31, 2001 (Consolidated)

	FY 1998 12 mos. ending March 31, 1998	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 prospects for 12 mos. Mar.31	
Vehicle Production (thousands of units)	4,233	4,458	5,002	5,275		
(Japan) - including Daihatsu	3,422	3,454	3,863	4,098		(Note 1)
[Daihatsu]	[ - ]	[ 367 ]	[ 651 ]	[ 675 ]		
(Overseas) - including Daihatsu	811	1,004	1,139	1,177		(Note 1)
[Daihatsu]	[ - ]	[ - ]	[ - ]	[ - ]		
(North America)	( 562 )	( 664 )	( 781 )	( 807 )		
(Europe)	( 114 )	( 185 )	( 173 )	( 176 )		
(Asia)	( 49 )	( 36 )	( 78 )	( 81 )		
(Latin America)	( 4 )	( 17 )	( 19 )	( 19 )		
(Oceania)	( 83 )	( 102 )	( 88 )	( 94 )		
(Others)	( - )	( - )	( - )	( - )		
Vehicle Sales (thousands of units)	4,456	4,695	5,182	5,526	5,590	
(Japan) - including Daihatsu	1,907	1,929	2,177	2,322	2,400	(Note 1)
[Daihatsu]	[ - ]	[ 257 ]	[ 485 ]	[ 525 ]	[ 540 ]	
(Overseas) - including Daihatsu	2,549	2,766	3,005	3,204	3,190	(Note 1)
[Daihatsu]	[ - ]	[ 59 ]	[ 98 ]	[ 80 ]	[ 90 ]	
(North America)	( 1,293 )	( 1,485 )	( 1,689 )	( 1,734 )	( 1,710 )	
(Europe)	( 501 )	( 558 )	( 634 )	( 691 )	( 690 )	
(Asia)	( 244 )	( 132 )	( 164 )	( 220 )		
(Latin America)	( 150 )	( 164 )	( 135 )	( 145 )	( 790 )	
(Oceania)	( 149 )	( 184 )	( 176 )	( 183 )		
(Others)	( 212 )	( 243 )	( 207 )	( 231 )		
Industrial Equipment Sales (thousands of units)	72	67	71	78		
Housing Sales (units)	3,066	2,941	3,297	3,666		
Net Sales (billions of yen)	11,678.3	12,749.0	12,879.5	13,424.4		(Note 2)
Geographical Segment						
(Japan)	( 8,935.5 )	( 9,204.6 )	( 9,608.5 )	( 10,056.0 )		
(North America)	( 3,949.5 )	( 4,737.3 )	( 4,667.8 )	( 4,964.8 )		
(Europe)	( 926.1 )	( 1,204.8 )	( 1,104.8 )	( 1,047.0 )		
(Others)	( 931.8 )	( 905.0 )	( 830.4 )	( 942.7 )		
(Elimination)	( -3,064.7 )	( -3,302.9 )	( -3,332.0 )	( -3,586.1 )		
Business Segment						
(Automotive)	( 10,558.6 )	( 11,198.4 )	( 11,279.7 )	( 11,940.0 )		
(Financial Services)	( 526.3 )	( 586.1 )	( 528.7 )	( 564.5 )		
(All Other)	( 777.5 )	( 1,184.2 )	( 1,290.1 )	( 1,165.5 )		
(Elimination)	( -184.1 )	( -219.8 )	( -219.0 )	( -245.6 )		
Operating Income (billions of yen)	818.1	774.9	775.9	870.1		(Note 2)
Operating Income Ratio (%)	7.0	6.1	6.0	6.5		
Geographical Segment						
(Japan)	( 649.3 )	( 622.4 )	( 588.4 )	( 670.3 )		
(North America)	( 175.1 )	( 149.8 )	( 164.0 )	( 205.8 )		
(Europe)	( -2.6 )	( 11.9 )	( -8.8 )	( -23.0 )		
(Others)	( 8.3 )	( 3.4 )	( 5.0 )	( 9.8 )		
(Elimination)	( -12.0 )	( -12.7 )	( 27.3 )	( 7.2 )		
Business Segment						
(Automotive)	( 814.9 )	( 730.7 )	( 681.5 )	( 812.6 )		
(Financial Services)	( 34.8 )	( 46.3 )	( 36.2 )	( 31.1 )		
(All Other)	( -31.8 )	( 26.8 )	( 31.9 )	( -2.0 )		
(Elimination)	( 0.1 )	( -29.0 )	( 26.3 )	( 28.4 )		

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	FY 1998 12 mos. ending March 31, 1998	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 prospects for 12 mos. Mar.31	
Ordinary Income (billions of yen)	884.5	780.8	797.0	972.2	/	(Note 2)
Ordinary Income Ratio (%)	7.6	6.1	6.2	7.2		
Net Income (billions of yen)	454.3	436.4	406.7	471.2	/	(Note 2), (Note 3)
Net Income Ratio (%)	3.9	3.4	3.2	3.5		
Foreign Exchange Rate					as premise:	
Yen to US Dollar Rate	122	128	111	110	115	
Yen to Euro Rate	-	144	115	100	105	
Research & Development (billions of yen)	444.4	487.3	453.3	479.9	510	
(Parent)	427.8	448.1	402.8	428.3	460	
Depreciation (billions of yen)	508.3	606.1	689.4	672.5	690	(Note 4)
(Parent)	286.5	292.5	277.0	263.9	260	
(Domestic Subsidiaries)	78.5	143.8	227.4	209.4	200	
(North American Subsidiaries)	97.8	116.6	129.8	142.3	150	
(European Subsidiaries)	24.1	31.7	32.1	31.6	50	
(Other Foreign Subsidiaries)	21.4	21.5	23.1	25.3	30	
Capital Expenditures (billions of yen)	788.7	973.4	871.3	860.8	790	(Note 4)
(Parent)	343.5	329.7	271.4	243.8	240	
(Domestic Subsidiaries)	143.4	281.3	361.7	327.3	250	
(North American Subsidiaries)	193.4	269.4	147.4	189.6	160	
(European Subsidiaries)	59.9	47.3	55.7	70.7	80	
(Other Foreign Subsidiaries)	48.5	45.7	35.1	29.4	60	
Registered Toyota Vehicles (in Japan) (thousands of units)	1,862	1,688	1,681	1,774	approximately 1,850	
Market Share (Japan)					approximately 43%	
Toyota (excluding Mini-cars) (%)	39.2	40.1	42.2	43.1	/	
Toyota and Daihatsu (including Mini-cars) (%)	-	36.6	37.6	38.9		
Number of Employees	159,035	183,879	210,709	215,648		(Note 5)
Total Liquid Assets (billions of yen)	2,674.2	2,993.0	3,122.7	3,010.5		(Note 6)
Free Cash Flow (billions of yen)	/	/	226.5	329.7		(Note 7)
Total Assets (billions of yen)	13,854.3	14,753.3	16,469.0	17,519.4		(Note 3)
Shareholders' Equity (billions of yen)	6,021.8	6,175.9	6,796.6	7,114.5		
Return on Equity (%)	7.8	5.8	6.3	6.8		
Return on Asset (%)	3.4	2.5	2.6	2.8		
Number of Consolidated Subsidiaries	261	343	425	445		
Number of Affiliates Accounted for Under the Equity Method	62	60	49	51		

### Cautionary Statement with Respect to Forward-Looking Statements

This report contains forward-looking statements that reflect our plans and expectations. These forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause our 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: (a) changes in economic conditions affecting the automotive markets in Japan, North America, Europe and other markets in which we operate; (b) fluctuations in currency exchange rates, particularly with respect to the value of the Japanese yen, the United States dollar and the euro; (c) our ability to realize production efficiencies and to implement capital expenditures at the levels and times planned by management; (d) changes in the laws, regulations and government policies affecting our 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 governments policies affecting our other operations, including our telecommunications operations and the outcome of future litigation and other legal proceedings; (e) political instability in the markets in which we operate; (f) our ability to timely develop and achieve market acceptance of new products; and (g) 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 we purchase materials, components and supplies for the production of our products or where our products are produced, distributed or sold. A discussion of these and other factors which may affect our actual results, performance, achievements or financial position is contained in the "Management's Discussion and Analysis of Financial Condition and Results of Operations" section and elsewhere in our annual report on Form 20-F, which is on file with the United States Securities and Exchange Commission.

## Supplementary Material for Financial Results for the 12 months ended March 31, 2001 (Unconsolidated)

	FY 1998 12 mos. ending March 31, 1998	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 prospects for 12 mos. Mar.31	
Vehicle Production (thousands of units)	3,421	3,086	3,212	3,422	3,390	
Vehicle Sales (thousands of units)	3,468	3,136	3,288	3,520	3,470	
Japan	1,930	1,687	1,711	1,816	1,890	
Exports	1,538	1,449	1,577	1,704	1,580	
North America	532	574	665	710	690	
Europe	430	378	456	487	380	
Asia	146	78	99	121	120	
Latin America	144	111	91	97	110	
Oceania	98	102	104	115	100	
Others	188	206	162	174	180	
Net Sales (billions of yen)	7,769.4	7,525.5	7,408.0	7,903.5	8,000.0	(Note 2)
(Japan)	3,931.9	3,423.9	3,453.2	3,767.2		
(Exports)	3,837.5	4,101.5	3,954.7	4,136.3		
Operating Income (billions of yen)	629.4	543.8	491.9	506.8	610.0	(Note 2)
Operating Income Ratio (%)	8.1	7.2	6.6	6.4	7.6	
Ordinary Income (billions of yen)	694.7	578.0	541.8	621.7	630.0	(Note 2)
Ordinary Income Ratio (%)	8.9	7.7	7.3	7.9	7.9	
Net Income (billions of yen)	365.1	323.0	329.2	333.5	370.0	(Note 2), (Note 3)
Net Income Ratio (%)	4.7	4.3	4.4	4.2	4.6	
Shareholders Return						
Dividend Payout (billions of yen)	87.5	86.8	90.0	92.7		
Dividend Per Share (yen)	23	23	24	25		
Payout Ratio (%)	24.0	26.9	27.4	27.8		
Value of shares canceled (billions of yen)	106.4	134.2	45.4	263.5		
Shareholder Return (%)	53.1	68.4	41.2	106.8		(Note 8)
Number of Outstanding Shares (thousands)	3,804,172	3,760,650	3,749,405	3,684,997		
Number of Employees	69,753	67,912	68,138	70,105		(Note 5)

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

(Note 2) Figures reflect adjustments on tier parts sales to suppliers, royalty, and enterprise tax.

(Note 3) Figure for FY 1999 was restated for the comparison with that for FY 2000, which was applied with tax effect accounting.

(Note 4) Figures for depreciation and capital expenditures do not include vehicles in operating lease.

(Note 5) Consolidated: Starting in FY 2000, part-time employees (i.e. seasonal workers) are counted in the figure, along with full-time employees.

(Note 6) Figure does not reflect finance receivables of financial subsidiaries.

(Note 7) Calculation: Cash flows from operating activities - Cash flows from investing activities (excluding financial entities)

(Note 8) Calculation: (Dividend payout + Value of shares canceled) / Net income

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