

Supplemental Material for Financial Results for FY2013 (Consolidated)

< U.S. GAAP >

	FY2012					FY2013					FY2014 Forecast 12 months ('13/4-'14/3)
	1Q (2011/4-6)	2Q (2011/7-9)	3Q (2011/10-12)	4Q (2012/1-3)	12 months ('11/4-'12/3)	1Q (2012/4-6)	2Q (2012/7-9)	3Q (2012/10-12)	4Q (2013/1-3)	12 months ('12/4-'13/3)	
Vehicle Production (thousands of units)	1,189	1,884	1,952	2,410	7,435	2,236	2,164	2,028	2,271	8,698	
(Japan) - including Daihatsu & Hino	556	1,015	1,104	1,266	3,940	1,105	1,100	946	1,126	4,276	
[Daihatsu]	[122]	[162]	[193]	[214]	[690]	[208]	[191]	[162]	[197]	[757]	
[Hino]	[23]	[29]	[34]	[45]	[131]	[35]	[34]	[35]	[46]	[150]	
(Overseas) - including Daihatsu & Hino	633	869	848	1,144	3,495	1,131	1,064	1,082	1,145	4,422	
[Daihatsu]	[42]	[52]	[52]	[55]	[202]	[56]	[54]	[57]	[57]	[226]	
[Hino]	[1]	[4]	[3]	[4]	[12]	[4]	[5]	[5]	[4]	[18]	
North America	188	276	367	443	1,275	451	391	398	437	1,677	
Europe	75	78	109	120	383	102	78	87	102	368	
Asia	280	411	274	477	1,441	470	478	488	488	1,924	
Central and South America	36	35	42	38	152	44	48	57	55	205	
Oceania	21	28	20	24	93	24	30	23	23	100	
Africa	33	41	36	42	151	40	39	29	40	148	
Vehicle Sales (thousands of units)	1,221	1,805	1,969	2,357	7,352	2,269	2,247	2,113	2,241	8,871	9,100
[First Half 6 months]					[3,026]					[4,516]	[4,520]
(Japan) - including Daihatsu & Hino	292	505	561	714	2,071	577	615	476	611	2,279	2,120
[Daihatsu]	[107]	[139]	[152]	[199]	[597]	[182]	[164]	[126]	[180]	[653]	[630]
[Hino]	[5]	[11]	[10]	[11]	[37]	[9]	[11]	[11]	[13]	[44]	[40]
(Overseas) - including Daihatsu & Hino	929	1,300	1,408	1,643	5,281	1,692	1,632	1,637	1,630	6,592	6,980
[Daihatsu]	[40]	[50]	[47]	[48]	[185]	[46]	[47]	[46]	[47]	[186]	[220]
[Hino]	[16]	[21]	[22]	[30]	[90]	[29]	[28]	[28]	[27]	[113]	[110]
North America	276	413	579	604	1,872	663	598	604	603	2,469	2,640
Europe	174	187	219	218	798	209	203	191	196	799	830
Asia	259	355	279	433	1,327	418	421	428	416	1,684	1,760
Central and South America	52	75	84	78	289	86	100	87	92	364	420
Oceania	34	61	61	67	223	67	63	70	71	271	270
Africa	40	55	62	57	214	62	68	62	67	259	280
Middle East	91	152	123	184	550	186	177	194	183	741	780
Other	3	2	1	2	8	1	2	1	2	5	
Total Retail Unit Sales (thousands of units) [Toyota, Daihatsu and Hino]	1,616	2,058	2,174	2,485	8,334	2,485	2,431	2,345	2,430	9,692	10,100
Housing Sales (units)	879	1,562	1,436	1,822	5,699	930	1,494	1,485	1,969	5,878	6,300

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	1Q (2011/4-6)	2Q (2011/7-9)	3Q (2011/10-12)	4Q (2012/1-3)	12 months ('11/4-'12/3)	1Q (2012/4-6)	2Q (2012/7-9)	3Q (2012/10-12)	4Q (2013/1-3)	12 months ('12/4-'13/3)	
Foreign Exchange Rates											
Yen to US Dollar Rate	82	78	77	79	79	80	79	81	92	83	as premise: 90
Yen to Euro Rate	117	110	104	104	109	103	98	105	122	107	as premise: 120
Market Share (Japan)											
Toyota(excluding Mini-Vehicles) (%)	37.7	44.8	48.2	47.7	45.5	48.9	48.8	49.3	47.0	48.4	approximately: 48.0
Toyota, Daihatsu and Hino (including Mini-Vehicles) (%)	37.1	42.9	45.8	44.5	43.2	45.1	45.2	44.8	42.6	44.3	
Number of Employees	322,046	322,809	324,747	325,905	325,905	328,762	330,189	331,876	333,498	333,498	(Note 1)
Net Revenues (billions of yen)	3,441.0	4,574.9	4,865.2	5,702.5	18,583.6	5,501.5	5,406.7	5,318.7	5,837.0	22,064.1	23,500.0
Geographic Information											
Japan	1,784.5	2,869.0	3,024.2	3,489.6	11,167.3	3,242.2	3,163.9	2,976.2	3,438.5	12,821.0	
North America	853.5	1,085.7	1,379.5	1,432.9	4,751.8	1,592.8	1,450.9	1,525.0	1,715.6	6,284.4	
Europe	459.9	499.2	527.0	507.8	1,993.9	512.0	497.5	508.3	565.1	2,083.1	
Asia	700.0	827.3	704.2	1,102.9	3,334.2	1,073.6	1,088.2	1,112.5	1,110.9	4,385.4	
Other	368.8	455.3	460.2	475.9	1,760.1	483.4	500.8	530.3	579.5	2,094.2	
Elimination	-725.7	-1,161.6	-1,229.9	-1,306.7	-4,423.9	-1,402.7	-1,294.8	-1,333.8	-1,572.7	-5,604.1	
Business Segment											
Automotive	3,060.8	4,183.1	4,471.4	5,279.0	16,994.5	5,120.1	5,008.7	4,889.2	5,401.0	20,419.1	
Financial Services	285.8	271.0	271.5	272.0	1,100.3	274.4	272.0	301.3	322.8	1,170.6	
All Other	190.5	255.2	272.2	331.0	1,048.9	243.2	252.6	262.0	308.4	1,066.4	
Elimination	-96.1	-134.4	-149.9	-179.6	-560.1	-136.2	-126.6	-133.8	-195.2	-592.0	
Operating Income (billions of yen)	-108.0	75.4	149.6	238.5	355.6	353.1	340.6	124.7	502.3	1,320.8	1,800.0
(Operating Income Ratio) (%)	(-3.1)	(1.6)	(3.1)	(4.2)	(1.9)	(6.4)	(6.3)	(2.3)	(8.6)	(6.0)	(7.7)
Geographic Information											
Japan	-206.6	-69.3	-30.5	99.4	-207.0	107.1	143.7	15.6	309.8	576.3	
North America	28.9	32.5	90.3	34.5	186.4	117.6	64.9	-17.1	56.4	221.9	
Europe	-7.5	5.6	10.4	9.2	17.7	3.4	8.6	9.2	5.1	26.4	
Asia	60.1	70.4	40.5	85.7	256.7	101.5	92.9	91.7	89.7	376.0	
Other	21.0	37.1	37.9	12.8	108.8	27.1	31.5	32.3	42.6	133.7	
Elimination	-3.9	-0.9	1.0	-3.3	-7.1	-3.7	-1.2	-7.1	-1.4	-13.6	
Business Segment											
Automotive	-202.5	-7.5	57.1	174.5	21.6	258.6	239.3	43.7	402.9	944.7	
Financial Services	94.6	76.4	83.5	51.9	306.4	86.7	87.7	69.0	72.2	315.8	
All Other	-2.0	9.9	15.3	18.8	42.0	9.3	13.1	15.4	15.7	53.6	
Elimination	1.9	-3.4	-6.3	-6.7	-14.5	-1.6	0.3	-3.4	11.4	6.7	
Income before Income Taxes (billions of yen)	-80.5	79.1	198.6	235.6	432.8	415.2	379.3	131.2	477.8	1,403.6	1,890.0
(Income before Income Taxes Ratio) (%)	(-2.3)	(1.7)	(4.1)	(4.1)	(2.3)	(7.5)	(7.0)	(2.5)	(8.2)	(6.4)	(8.0)
Equity in Earnings of Affiliated Companies (billions of yen)	40.2	39.3	55.6	62.5	197.7	71.3	52.5	58.1	49.4	231.5	
Net Income (billions of yen)	1.1	80.4	80.9	121.0	283.5	290.3	257.9	99.9	313.9	962.1	1,370.0 (Note 2)
(Net Income Ratio) (%)	(0.0)	(1.8)	(1.7)	(2.1)	(1.5)	(5.3)	(4.8)	(1.9)	(5.4)	(4.4)	(5.8)
Shareholder Return											
Cash Dividends (billions of yen)	—	62.7	—	95.0	157.7	—	95.0	—	190.0	285.0	(Note 3)
Cash Dividends per Share (yen)	—	20	—	30	50	—	30	—	60	90	
Payout Ratio (%)	—	76.9	—	47.0	55.6	—	17.3	—	45.9	29.6	
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	

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	FY2012					FY2013					FY2014 Forecast 12 months ('13/4-'14/3)
	1Q (2011/4-6)	2Q (2011/7-9)	3Q (2011/10-12)	4Q (2012/1-3)	12 months ('11/4-'12/3)	1Q (2012/4-6)	2Q (2012/7-9)	3Q (2012/10-12)	4Q (2013/1-3)	12 months ('12/4-'13/3)	
R&D Expenses (billions of yen)	186.5	190.8	190.3	212.2	779.8	197.4	210.0	198.6	201.4	807.4	890.0
Depreciation Expenses (billions of yen)	168.9	188.3	187.0	188.5	732.9	167.7	175.9	182.3	201.3	727.3	750.0
Geographic Information											
Japan	98.9	118.8	117.4	118.1	453.3	95.8	105.8	109.1	118.9	429.8	420.0
North America	35.1	34.3	36.2	36.4	141.9	36.1	35.8	36.3	41.3	149.6	150.0
Europe	13.4	13.5	13.4	10.7	51.1	12.6	11.7	11.5	11.7	47.7	50.0
Asia	12.8	12.9	12.4	14.7	52.8	14.9	14.2	15.8	17.8	62.8	80.0
Other	8.7	8.8	7.6	8.4	33.6	8.1	8.2	9.4	11.4	37.4	50.0
Capital Expenditures (billions of yen)	116.4	147.3	154.8	288.0	706.7	139.6	179.6	211.5	321.8	852.7	910.0
Geographic Information											
Japan	54.3	68.3	82.9	162.7	368.4	64.7	93.1	92.5	151.7	402.2	440.0
North America	18.3	14.2	18.4	25.8	76.7	31.0	28.3	32.8	78.9	171.2	150.0
Europe	4.4	7.8	5.2	8.7	26.1	7.1	10.9	10.7	17.4	46.2	50.0
Asia	25.0	34.0	31.5	58.1	148.5	24.1	38.7	65.1	57.3	185.3	220.0
Other	14.4	23.0	16.8	32.6	86.8	12.4	8.5	10.2	16.3	47.5	50.0
Total Liquid Assets (billions of yen)	4,779.6	4,702.1	4,683.9	4,968.1	4,968.1	5,087.7	5,093.7	5,378.6	5,883.1	5,883.1	
Total Assets (billions of yen)	29,284.8	28,387.5	28,761.6	30,650.9	30,650.9	30,029.7	30,100.6	32,157.0	35,483.3	35,483.3	
Toyota Motor Corporation Shareholders' Equity (billions of yen)	10,241.0	10,016.4	10,023.8	10,550.2	10,550.2	10,510.2	10,738.8	11,261.7	12,148.0	12,148.0	
Return on Equity (%)	0.0	3.2	3.2	4.7	2.7	11.0	9.7	3.6	10.7	8.5	
Return on Asset (%)	0.0	1.1	1.1	1.6	0.9	3.8	3.4	1.3	3.7	2.9	
Number of Consolidated Subsidiaries					507					509	
No. of Affil. Accounted for Under the Equity Method					57					56	

Analysis of Consolidated Net Income for FY2013 (billions of yen, approximately)	4Q (2013/1-3)	12 months ('12/4-'13/3)
Marketing Efforts	-10.0	650.0
Effects of Changes in Exchange Rates	160.0	150.0
Cost Reduction Efforts	130.0	450.0
From Engineering	115.0	390.0
From Manufacturing and Logistics	15.0	60.0
Increases in Expenses, etc.	-60.0	-300.0
Other	43.8	15.2
(Changes in Operating Income)	263.8	965.2
Non-operating Income	-21.6	5.5
Equity in Earnings of Affiliated Companies	-13.0	33.8
Income Taxes, Net Income Attributable to Noncontrolling Interests	-36.1	-325.9
(Changes in Net Income)	192.9	678.6

Supplemental Material for Financial Results for FY2013 (Unconsolidated)

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	FY2012					FY2013					FY2014
	1Q (2011/4-6)	2Q (2011/7-9)	3Q (2011/10-12)	4Q (2012/1-3)	12 months (*11/4-'12/3)	1Q (2012/4-6)	2Q (2012/7-9)	3Q (2012/10-12)	4Q (2013/1-3)	12 months (*12/4-'13/3)	Forecast 12 months (*13/4-'14/3)
Toyota & Lexus brand											
Domestic Vehicle Production (thousands of units)	411	824	878	1,006	3,119	862	875	749	883	3,369	3,250
Overseas Vehicle Production (thousands of units)	779	1,133	1,112	1,386	4,410	1,371	1,270	1,217	1,337	5,195	5,800
Domestic Vehicle Retail Sales (thousands of units)	179	346	355	533	1,413	383	430	346	453	1,612	1,450
Exports Vehicle Sales (thousands of units)	199	466	507	498	1,670	523	465	459	476	1,923	1,850
North America	65	163	168	187	583	200	167	176	166	709	720
Europe	43	86	118	86	333	88	79	67	88	322	290
Asia	24	52	60	54	190	55	58	38	44	195	220
Central and South America	9	23	25	26	83	26	21	20	23	90	70
Oceania	17	49	47	42	155	43	43	46	42	174	160
Africa	7	17	17	15	56	17	16	16	18	67	60
Middle East	33	75	71	87	266	93	80	95	94	362	330
Other	1	1	1	1	4	1	1	1	1	4	
Net Revenues (billions of yen)	1,207.3	2,139.3	2,288.0	2,606.5	8,241.1	2,480.8	2,398.4	2,242.8	2,633.9	9,755.9	9,800.0
Domestic	433.8	790.6	902.9	1,118.5	3,245.8	882.1	956.5	785.3	972.1	3,596.1	
Exports	773.4	1,348.7	1,385.1	1,488.1	4,995.3	1,598.7	1,441.8	1,457.4	1,661.7	6,159.7	
Operating Income (billions of yen)	-194.6	-127.7	-98.1	-19.4	-439.8	18.8	48.8	-46.2	220.6	242.1	600.0
(Operating Income Ratio) (%)	(-16.1)	(-6.0)	(-4.3)	(-0.7)	(-5.3)	(0.8)	(2.0)	(-2.1)	(8.4)	(2.5)	(6.1)
Ordinary Income (billions of yen)	-3.6	-72.0	15.8	82.8	23.0	241.5	164.0	212.6	237.9	856.1	1,210.0
(Ordinary Income Ratio) (%)	(-0.3)	(-3.4)	(0.7)	(3.2)	(0.3)	(9.7)	(6.8)	(9.5)	(9.0)	(8.8)	(12.3)
Net Income (billions of yen)	50.6	-0.9	-80.1	66.2	35.8	188.8	127.9	200.8	180.0	697.7	990.0
(Net Income Ratio) (%)	(4.2)	(-0.0)	(-3.5)	(2.5)	(0.4)	(7.6)	(5.3)	(9.0)	(6.8)	(7.2)	(10.1)
R&D Expenses (billions of yen)	165.7	169.1	168.1	187.1	690.0	175.6	180.0	175.0	180.0	710.9	790.0
Depreciation Expenses (billions of yen)	45.6	48.5	50.4	54.1	198.6	43.1	49.5	47.6	42.0	182.3	170.0
Capital Expenditures (billions of yen)	27.0	24.5	31.4	56.1	139.0	27.7	38.3	47.0	57.8	170.8	180.0

Analysis of Unconsolidated Net Income for FY2013 (billions of yen, approximately)	4Q (2013/1-3)	12 months (*12/4-'13/3)
Marketing Efforts	10.0	310.0
Effects of Changes in Exchange Rates	170.0	160.0
Cost Reduction Efforts	90.0	350.0
From Engineering	85.0	330.0
From Manufacturing and Logistics	5.0	20.0
Increases in Expenses, etc.	-30.0	-140.0
Other	0.0	1.9
(Changes in Operating Income)	240.0	681.9
Non-operating Income	-85.0	151.1
Income Taxes, etc.	-41.2	-171.1
(Changes in Net Income)	113.7	661.9

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, but are not limited to: (i) the impact of natural calamities including the negative effect on Toyota's vehicle production and sales; (ii) 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; (iii) 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, and interest rates fluctuations; (iv) changes in funding environment in financial markets and increased competition in the financial services industry; (v) Toyota's ability to market and distribute effectively; (vi) Toyota's ability to realize production efficiencies and to implement capital expenditures at the levels and times planned by management; (vii) 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; (viii) political and economic instability in the markets in which Toyota operates; (ix) Toyota's ability to timely develop and achieve market acceptance of new products that meet customer demand; (x) any damage to Toyota's brand image; (xi) Toyota's reliance on various suppliers for the provision of supplies; (xii) increases in prices of raw materials; (xiii) Toyota's reliance on various digital and information technologies; and (xiv) 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.

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) 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