

# Supplemental Material for Financial Results for FY2012 (Consolidated)

< U.S. GAAP >

	FY2011					FY2012					FY2013 Forecast 12 months ('12/4-'13/3)
	1Q (2010/4-6)	2Q (2010/7-9)	3Q (2010/10-12)	4Q (2011/1-3)	12 months ('10/4-'11/3)	1Q (2011/4-6)	2Q (2011/7-9)	3Q (2011/10-12)	4Q (2012/1-3)	12 months ('11/4-'12/3)	
Vehicle Production (thousands of units)	1,793	1,853	1,803	1,720	7,169	1,189	1,884	1,952	2,410	7,435	
(Japan) - including Daihatsu & Hino	970	1,024	924	803	3,721	556	1,015	1,104	1,266	3,940	
[Daihatsu]	[ 165 ]	[ 167 ]	[ 154 ]	[ 133 ]	[ 619 ]	[ 122 ]	[ 162 ]	[ 193 ]	[ 214 ]	[ 690 ]	
[Hino]	[ 24 ]	[ 26 ]	[ 26 ]	[ 23 ]	[ 99 ]	[ 23 ]	[ 29 ]	[ 34 ]	[ 45 ]	[ 131 ]	
(Overseas) - including Daihatsu & Hino	823	829	879	917	3,448	633	869	848	1,144	3,495	
[Daihatsu]	[ 40 ]	[ 37 ]	[ 48 ]	[ 45 ]	[ 170 ]	[ 42 ]	[ 52 ]	[ 52 ]	[ 55 ]	[ 202 ]	
[Hino]	[ 2 ]	[ 3 ]	[ 2 ]	[ 2 ]	[ 9 ]	[ 1 ]	[ 4 ]	[ 3 ]	[ 4 ]	[ 12 ]	
North America	343	327	323	345	1,338	188	276	367	443	1,275	
Europe	83	82	100	107	372	75	78	109	120	383	
Asia	299	326	353	366	1,344	280	411	274	477	1,441	
Central and South America	39	37	39	32	148	36	35	42	38	152	
Oceania	31	30	27	25	113	21	28	20	24	93	
Africa	28	27	37	42	133	33	41	36	42	151	
Vehicle Sales (thousands of units)	1,820	1,895	1,802	1,791	7,308	1,221	1,805	1,969	2,357	7,352	8,700
[First Half 6 months]					[ 3,715 ]					[ 3,026 ]	[ 4,340 ]
(Japan) - including Daihatsu & Hino	500	586	403	425	1,913	292	505	561	714	2,071	2,200
[Daihatsu]	[ 137 ]	[ 153 ]	[ 110 ]	[ 128 ]	[ 528 ]	[ 107 ]	[ 139 ]	[ 152 ]	[ 199 ]	[ 597 ]	[ 660 ]
[Hino]	[ 6 ]	[ 7 ]	[ 8 ]	[ 8 ]	[ 29 ]	[ 5 ]	[ 11 ]	[ 10 ]	[ 11 ]	[ 37 ]	[ 40 ]
(Overseas) - including Daihatsu & Hino	1,320	1,309	1,399	1,366	5,395	929	1,300	1,408	1,643	5,281	6,500
[Daihatsu]	[ 44 ]	[ 39 ]	[ 45 ]	[ 42 ]	[ 170 ]	[ 40 ]	[ 50 ]	[ 47 ]	[ 48 ]	[ 185 ]	[ 190 ]
[Hino]	[ 19 ]	[ 20 ]	[ 19 ]	[ 20 ]	[ 79 ]	[ 16 ]	[ 21 ]	[ 22 ]	[ 30 ]	[ 90 ]	[ 110 ]
North America	526	515	507	483	2,031	276	413	579	604	1,872	2,350
Europe	187	181	208	220	796	174	187	219	218	798	860
Asia	285	289	335	345	1,255	259	355	279	433	1,327	1,780
Central and South America	69	75	76	60	281	52	75	84	78	289	360
Oceania	62	54	70	61	248	34	61	61	67	223	270
Africa	49	46	57	58	209	40	55	62	57	214	280
Middle East	140	148	145	137	569	91	152	123	184	550	600
Other	2	1	1	2	6	3	2	1	2	8	
Total Retail Unit Sales (thousands of units) [Toyota, Daihatsu and Hino]	2,072	2,166	2,086	2,099	8,423	1,616	2,058	2,174	2,485	8,334	
Housing Sales (units)	866	1,333	1,356	1,602	5,157	879	1,562	1,436	1,822	5,699	6,000

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	1Q (2010/4-6)	2Q (2010/7-9)	3Q (2010/10-12)	4Q (2011/1-3)	12 months ('10/4-'11/3)	1Q (2011/4-6)	2Q (2011/7-9)	3Q (2011/10-12)	4Q (2012/1-3)	12 months ('11/4-'12/3)	
Foreign Exchange Rates											
Yen to US Dollar Rate	92	86	83	82	86	82	78	77	79	79	as premise: 80
Yen to Euro Rate	117	111	112	113	113	117	110	104	104	109	as premise: 105
Market Share (Japan)											
Toyota (excluding Mini-Vehicles) (%)	50.1	46.1	48.9	44.6	47.3	37.7	44.8	48.2	47.7	45.5	approximately: 48.0
Toyota, Daihatsu and Hino (including Mini-Vehicles) (%)	45.2	43.3	44.6	41.9	43.7	37.1	42.9	45.8	44.5	43.2	
Number of Employees	319,910	318,001	317,734	317,716	317,716	322,046	322,809	324,747	325,905	325,905	(Note 1)
Net Revenues (billions of yen)	4,871.8	4,806.7	4,673.1	4,642.0	18,993.6	3,441.0	4,574.9	4,865.2	5,702.5	18,583.6	22,000.0
Geographic Information											
Japan	2,806.6	2,919.6	2,686.1	2,573.9	10,986.2	1,784.5	2,869.0	3,024.2	3,489.6	11,167.3	
North America	1,483.6	1,337.6	1,333.3	1,274.5	5,429.1	853.5	1,085.7	1,379.5	1,432.9	4,751.8	
Europe	459.8	465.3	524.2	532.1	1,981.4	459.9	499.2	527.0	507.8	1,993.9	
Asia	834.9	794.2	835.1	910.5	3,374.6	700.0	827.3	704.2	1,102.9	3,334.2	
Other	453.7	408.0	489.7	457.7	1,809.1	368.8	455.3	460.2	475.9	1,760.1	
Elimination	-1,166.8	-1,118.0	-1,195.3	-1,106.7	-4,586.8	-725.7	-1,161.6	-1,229.9	-1,306.7	-4,423.9	
Business Segment											
Automotive	4,467.8	4,395.8	4,255.1	4,218.5	17,337.3	3,060.8	4,183.1	4,471.4	5,279.0	16,994.5	
Financial Services	307.6	296.3	297.5	290.8	1,192.2	285.8	271.0	271.5	272.0	1,100.3	
All Other	212.9	233.5	238.0	287.8	972.2	190.5	255.2	272.2	331.0	1,048.9	
Elimination	-116.5	-118.9	-117.5	-155.1	-508.1	-96.1	-134.4	-149.9	-179.6	-560.1	
Operating Income (billions of yen)	211.6	111.5	99.0	46.1	468.2	-108.0	75.4	149.6	238.5	355.6	1,000.0
(Operating Income Ratio) (%)	( 4.3 )	( 2.3 )	( 2.1 )	( 1.0 )	( 2.5 )	( -3.1 )	( 1.6 )	( 3.1 )	( 4.2 )	( 1.9 )	( 4.5 )
Geographic Information											
Japan	-27.5	-24.5	-122.4	-188.0	-362.4	-206.6	-69.3	-30.5	99.4	-207.0	
North America	109.7	36.1	105.2	88.4	339.5	28.9	32.5	90.3	34.5	186.4	
Europe	-6.8	-2.1	2.2	19.8	13.1	-7.5	5.6	10.4	9.2	17.7	
Asia	90.2	74.0	68.6	80.2	313.0	60.1	70.4	40.5	85.7	256.7	
Other	41.0	31.9	44.3	42.9	160.1	21.0	37.1	37.9	12.8	108.8	
Elimination	5.0	-3.9	1.1	2.8	4.9	-3.9	-0.9	1.0	-3.3	-7.1	
Business Segment											
Automotive	96.7	33.0	-27.5	-16.2	86.0	-202.5	-7.5	57.1	174.5	21.6	
Financial Services	115.1	68.6	116.4	58.1	358.2	94.6	76.4	83.5	51.9	306.4	
All Other	4.0	10.7	13.4	7.1	35.2	-2.0	9.9	15.3	18.8	42.0	
Elimination	-4.2	-0.8	-3.3	-2.9	-11.2	1.9	-3.4	-6.3	-6.7	-14.5	
Income before Income Taxes (billions of yen)	263.0	129.1	129.6	41.5	563.2	-80.5	79.1	198.6	235.6	432.8	1,160.0
(Income before Income Taxes Ratio) (%)	( 5.4 )	( 2.7 )	( 2.8 )	( 0.9 )	( 3.0 )	( -2.3 )	( 1.7 )	( 4.1 )	( 4.1 )	( 2.3 )	( 5.3 )
Equity in Earnings of Affiliated Companies (billions of yen)	70.0	63.8	46.9	34.3	215.0	40.2	39.3	55.6	62.5	197.7	
Net Income (billions of yen)	190.4	98.7	93.6	25.4	408.1	1.1	80.4	80.9	121.0	283.5	760.0 (Note 2)
(Net Income Ratio) (%)	( 3.9 )	( 2.1 )	( 2.0 )	( 0.5 )	( 2.1 )	( 0.0 )	( 1.8 )	( 1.7 )	( 2.1 )	( 1.5 )	( 3.5 )
Shareholder Return											
Cash Dividends (billions of yen)	—	62.7	—	94.1	156.8	—	62.7	—	95.0	157.7	(Note 3)
Cash Dividends per Share (yen)	—	20	—	30	50	—	20	—	30	50	
Payout Ratio (%)	—	21.7	—	79.1	38.4	—	76.9	—	47.0	55.6	
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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< U.S. GAAP >

	FY2011					FY2012					FY2013 Forecast 12 months (*12/4-'13/3)
	1Q (2010/4-6)	2Q (2010/7-9)	3Q (2010/10-12)	4Q (2011/1-3)	12 months (*10/4-'11/3)	1Q (2011/4-6)	2Q (2011/7-9)	3Q (2011/10-12)	4Q (2012/1-3)	12 months (*11/4-'12/3)	
R&D Expenses (billions of yen)	182.9	187.6	179.1	180.7	730.3	186.5	190.8	190.3	212.2	779.8	810.0
Depreciation Expenses (billions of yen)	197.5	202.0	204.8	208.0	812.3	168.9	188.3	187.0	188.5	732.9	730.0
Geographic Information											
Japan	115.1	127.9	131.1	133.2	507.3	98.9	118.8	117.4	118.1	453.3	440.0
North America	41.5	35.5	34.3	34.4	145.7	35.1	34.3	36.2	36.4	141.9	140.0
Europe	16.6	15.4	15.6	15.5	63.1	13.4	13.5	13.4	10.7	51.1	50.0
Asia	15.2	14.6	15.8	15.2	60.8	12.8	12.9	12.4	14.7	52.8	60.0
Other	9.1	8.6	8.0	9.7	35.4	8.7	8.8	7.6	8.4	33.6	40.0
Capital Expenditures (billions of yen)	92.6	147.0	138.7	263.9	642.3	116.4	147.3	154.8	288.0	706.7	820.0
Geographic Information											
Japan	44.5	89.4	62.5	143.2	339.6	54.3	68.3	82.9	162.7	368.4	400.0
North America	20.7	25.2	31.5	65.2	142.6	18.3	14.2	18.4	25.8	76.7	130.0
Europe	4.9	3.2	4.5	19.4	32.0	4.4	7.8	5.2	8.7	26.1	40.0
Asia	15.4	19.9	27.8	14.7	77.8	25.0	34.0	31.5	58.1	148.5	200.0
Other	7.1	9.3	12.4	21.4	50.3	14.4	23.0	16.8	32.6	86.8	50.0
Total Liquid Assets (billions of yen)	5,044.6	5,104.3	4,976.5	4,943.4	4,943.4	4,779.6	4,702.1	4,683.9	4,968.1	4,968.1	
Total Assets (billions of yen)	29,781.5	29,437.7	29,234.3	29,818.1	29,818.1	29,284.8	28,387.5	28,761.6	30,650.9	30,650.9	
Toyota Motor Corporation Shareholders' Equity (billions of yen)	10,186.0	10,223.4	10,229.9	10,332.3	10,332.3	10,241.0	10,016.4	10,023.8	10,550.2	10,550.2	
Return on Equity (%)	7.4	3.9	3.7	1.0	3.9	0.0	3.2	3.2	4.7	2.7	
Return on Asset (%)	2.5	1.3	1.3	0.3	1.4	0.0	1.1	1.1	1.6	0.9	
Number of Consolidated Subsidiaries					511					507	
No. of Affil. Accounted for Under the Equity Method					56					57	

Analysis of Consolidated Net Income for FY2012 (Note 2) (billions of yen, approximately)	4Q (2012/1-3)	12 months (*11/4-'12/3)
Marketing Efforts	270.0	150.0
Effects of Changes in Exchange Rates	-50.0	-250.0
Cost Reduction Efforts	70.0	150.0
From Engineering	55.0	110.0
From Manufacturing and Logistics	15.0	40.0
Increases in Expenses, etc.	-70.0	-100.0
Other	-27.6	-62.6
(Changes in Operating Income)	192.4	-112.6
Non-operating Income	1.6	-17.7
Equity in Earnings of Affiliated Companies	28.2	-17.3
Income Taxes, Net Income Attributable to the Noncontrolling Interest	-126.6	23.0
(Changes in Net Income) (Note 2)	95.6	-124.6

# Supplemental Material for Financial Results for FY2012 (Unconsolidated)

< Japan GAAP >

	FY2011					FY2012					FY2013 Forecast 12 months (*12/4-'13/3)
	1Q (2010/4-6)	2Q (2010/7-9)	3Q (2010/10-12)	4Q (2011/1-3)	12 months (*10/4-'11/3)	1Q (2011/4-6)	2Q (2011/7-9)	3Q (2011/10-12)	4Q (2012/1-3)	12 months (*11/4-'12/3)	
<b>Toyota &amp; Lexus brand</b>											
Domestic Vehicle Production (thousands of units)	781	831	744	648	3,004	411	824	878	1,006	3,119	3,400
Overseas Vehicle Production (thousands of units)	1,032	1,041	1,121	1,144	4,338	779	1,133	1,112	1,386	4,410	5,300
Domestic Vehicle Retail Sales (thousands of units)	373	431	282	321	1,407	179	346	355	533	1,413	1,550
Exports Vehicle Sales (thousands of units)	424	420	458	396	1,698	199	466	507	498	1,670	2,000
North America	159	163	159	119	600	65	163	168	187	583	730
Europe	74	69	85	101	329	43	86	118	86	333	390
Asia	38	38	59	47	182	24	52	60	54	190	250
Central and South America	20	22	22	17	81	9	23	25	26	83	90
Oceania	40	41	43	34	158	17	49	47	42	155	170
Africa	18	18	21	14	71	7	17	17	15	56	80
Middle East	73	68	68	63	272	33	75	71	87	266	290
Other	2	1	1	1	5	1	1	1	1	4	
Net Revenues (billions of yen)	2,136.4	2,220.0	2,039.2	1,847.2	8,242.8	1,207.3	2,139.3	2,288.0	2,606.5	8,241.1	9,500.0
Domestic	804.6	932.9	670.3	651.4	3,059.2	433.8	790.6	902.9	1,118.5	3,245.8	
Exports	1,331.7	1,287.2	1,368.8	1,195.8	5,183.5	773.4	1,348.7	1,385.1	1,488.1	4,995.3	
Operating Income (billions of yen)	-63.8	-85.6	-134.1	-197.4	-480.9	-194.6	-127.7	-98.1	-19.4	-439.8	-70.0
(Operating Income Ratio) (%)	( -3.0 )	( -3.9 )	( -6.6 )	( -10.7 )	( -5.8 )	( -16.1 )	( -6.0 )	( -4.3 )	( -0.7 )	( -5.3 )	( -0.7 )
Ordinary Income (billions of yen)	163.1	27.7	-77.4	-160.4	-47.0	-3.6	-72.0	15.8	82.8	23.0	440.0
(Ordinary Income Ratio) (%)	( 7.6 )	( 1.2 )	( -3.8 )	( -8.7 )	( -0.6 )	( -0.3 )	( -3.4 )	( 0.7 )	( 3.2 )	( 0.3 )	( 4.6 )
Net Income (billions of yen)	180.3	20.7	-38.0	-110.3	52.7	50.6	-0.9	-80.1	66.2	35.8	360.0
(Net Income Ratio) (%)	( 8.4 )	( 0.9 )	( -1.9 )	( -6.0 )	( 0.6 )	( 4.2 )	( -0.0 )	( -3.5 )	( 2.5 )	( 0.4 )	( 3.8 )
R&D Expenses (billions of yen)	159.7	164.4	156.0	155.8	635.9	165.7	169.1	168.1	187.1	690.0	710.0
Depreciation Expenses (billions of yen)	51.9	55.9	56.4	58.2	222.4	45.6	48.5	50.4	54.1	198.6	180.0
Capital Expenditures (billions of yen)	15.2	30.0	23.4	63.9	132.5	27.0	24.5	31.4	56.1	139.0	190.0

Analysis of Unconsolidated Net Income for FY2012 (billions of yen, approximately)	4Q (2012/1-3)	12 months (*11/4-'12/3)
Marketing Efforts	140.0	110.0
Effects of Changes in Exchange Rates	-50.0	-260.0
Cost Reduction Efforts	50.0	130.0
From Engineering	45.0	120.0
From Manufacturing and Logistics	5.0	10.0
Decreases in Expenses, etc.	30.0	60.0
Other	8.0	1.1
(Changes in Operating Income)	178.0	41.1
Non-operating Income	65.2	28.9
Income Taxes, etc.	-66.7	-86.9
(Changes in Net Income)	176.5	-16.9

## 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; (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 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; and (xiii) 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 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