

Supplemental Material for Financial Results for FY2014 Second Quarter (Consolidated)

< U.S. GAAP >

	FY2013						FY2014			FY2014 Forecast 12 months (*13/4-'14/3)
	1Q (2012/4-6)	2Q (2012/7-9)	First Half 6 months (2012/4-9)	3Q (2012/10-12)	4Q (2013/1-3)	12 months (*12/4-'13/3)	1Q (2013/4-6)	2Q (2013/7-9)	First Half 6 months (2013/4-9)	
Vehicle Production (thousands of units)	2,236	2,164	4,400	2,028	2,271	8,698	2,254	2,201	4,455	
(Japan) - including Daihatsu & Hino	1,105	1,100	2,205	946	1,126	4,276	1,059	1,083	2,142	
[Daihatsu & Hino]	[243]	[225]	[468]	[197]	[243]	[907]	[230]	[230]	[460]	
(Overseas) - including Daihatsu & Hino	1,131	1,064	2,195	1,082	1,145	4,422	1,195	1,118	2,313	
[Daihatsu & Hino]	[60]	[59]	[119]	[62]	[61]	[244]	[67]	[67]	[134]	
North America	451	391	842	398	437	1,677	484	406	890	
Europe	102	78	180	87	102	368	108	131	239	
Asia	470	478	948	488	488	1,924	474	462	936	
Central and South America	44	48	92	57	55	205	64	61	125	
Oceania	24	30	54	23	23	100	27	32	59	
Africa	40	39	79	29	40	148	38	26	64	
Vehicle Sales (thousands of units)	2,269	2,247	4,516	2,113	2,241	8,871	2,232	2,235	4,468	9,100
(Japan) - including Daihatsu & Hino	577	615	1,192	476	611	2,279	526	575	1,101	2,230
[Daihatsu & Hino]	[191]	[175]	[367]	[137]	[193]	[697]	[167]	[168]	[335]	[680]
(Overseas) - including Daihatsu & Hino	1,692	1,632	3,324	1,637	1,630	6,592	1,706	1,660	3,367	6,870
[Daihatsu & Hino]	[75]	[75]	[150]	[74]	[74]	[299]	[79]	[78]	[158]	[320]
North America	663	598	1,261	604	603	2,469	689	609	1,298	2,630
Europe	209	203	412	191	196	799	193	214	407	840
Asia	418	421	840	428	416	1,684	394	385	780	1,640
Central and South America	86	100	185	87	92	364	106	105	211	420
Oceania	67	63	130	70	71	271	60	68	128	270
Africa	62	68	130	62	67	259	67	65	132	280
Middle East	186	177	363	194	183	741	196	212	408	790
Other	1	2	3	1	2	5	1	2	3	
Total Retail Unit Sales (thousands of units) [Toyota, Daihatsu and Hino]	2,485	2,431	4,917	2,345	2,430	9,692	2,480	2,501	4,981	10,100
Housing Sales (units)	930	1,494	2,424	1,485	1,969	5,878	988	1,677	2,665	6,300

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	1Q (2012/4-6)	2Q (2012/7-9)	First Half 6 months (2012/4-9)	3Q (2012/10-12)	4Q (2013/1-3)	12 months (*12/4-'13/3)	1Q (2013/4-6)	2Q (2013/7-9)	First Half 6 months (2013/4-9)	
Foreign Exchange Rates										
Yen to US Dollar Rate	80	79	79	81	92	83	99	99	99	as premise: 97
Yen to Euro Rate	103	98	101	105	122	107	129	131	130	as premise: 130
Market Share (Japan)										
Toyota(excluding Mini-Vehicles) (%)	48.9	48.8	48.9	49.3	47.0	48.4	49.1	47.6	48.3	approximately: 48.0
Toyota, Daihatsu and Hino (including Mini-Vehicles) (%)	45.1	45.2	45.1	44.8	42.6	44.3	44.0	42.5	43.2	
Number of Employees	328,762	330,189	330,189	331,876	333,498	333,498	337,685	338,475	338,475	(Note 1)
Net Revenues (billions of yen)	5,501.5	5,406.7	10,908.3	5,318.7	5,837.0	22,064.1	6,255.3	6,282.1	12,537.4	25,000.0
Geographic Information										
Japan	3,242.2	3,163.9	6,406.2	2,976.2	3,438.5	12,821.0	3,456.2	3,487.5	6,943.7	
North America	1,592.8	1,450.9	3,043.7	1,525.0	1,715.6	6,284.4	2,105.1	1,962.8	4,067.9	
Europe	512.0	497.5	1,009.6	508.3	565.1	2,083.1	595.9	707.0	1,303.0	
Asia	1,073.6	1,088.2	2,161.9	1,112.5	1,110.9	4,385.4	1,218.0	1,181.8	2,399.8	
Other	483.4	500.8	984.3	530.3	579.5	2,094.2	609.0	583.1	1,192.2	
Elimination	-1,402.7	-1,294.8	-2,697.5	-1,333.8	-1,572.7	-5,604.1	-1,729.1	-1,640.2	-3,369.4	
Business Segment										
Automotive	5,120.1	5,008.7	10,128.8	4,889.2	5,401.0	20,419.1	5,818.0	5,815.2	11,633.2	
Financial Services	274.4	272.0	546.4	301.3	322.8	1,170.6	339.8	347.7	687.6	
All Other	243.2	252.6	495.9	262.0	308.4	1,066.4	234.4	273.5	508.0	
Elimination	-136.2	-126.6	-262.9	-133.8	-195.2	-592.0	-137.0	-154.4	-291.4	
Operating Income (billions of yen)	353.1	340.6	693.7	124.7	502.3	1,320.8	663.3	592.0	1,255.4	2,200.0
(Operating Income Ratio) (%)	(6.4)	(6.3)	(6.4)	(2.3)	(8.6)	(6.0)	(10.6)	(9.4)	(10.0)	(8.8)
Geographic Information										
Japan	107.1	143.7	250.8	15.6	309.8	576.3	456.0	373.9	830.0	
North America	117.6	64.9	182.6	-17.1	56.4	221.9	82.6	79.6	162.3	
Europe	3.4	8.6	12.0	9.2	5.1	26.4	5.2	20.1	25.4	
Asia	101.5	92.9	194.5	91.7	89.7	376.0	104.1	91.4	195.6	
Other	27.1	31.5	58.7	32.3	42.6	133.7	42.5	33.6	76.1	
Elimination	-3.7	-1.2	-4.9	-7.1	-1.4	-13.6	-27.3	-6.7	-34.0	
Business Segment										
Automotive	258.6	239.3	498.0	43.7	402.9	944.7	608.4	499.5	1,108.0	
Financial Services	86.7	87.7	174.5	69.0	72.2	315.8	51.2	82.0	133.2	
All Other	9.3	13.1	22.4	15.4	15.7	53.6	7.1	13.1	20.3	
Elimination	-1.6	0.3	-1.2	-3.4	11.4	6.7	-3.5	-2.6	-6.1	
Income before Income Taxes (billions of yen)	415.2	379.3	794.5	131.2	477.8	1,403.6	724.1	619.3	1,343.5	2,290.0
(Income before Income Taxes Ratio) (%)	(7.5)	(7.0)	(7.3)	(2.5)	(8.2)	(6.4)	(11.6)	(9.9)	(10.7)	(9.2)
Equity in Earnings of Affiliated Companies (billions of yen)	71.3	52.5	123.8	58.1	49.4	231.5	89.9	68.8	158.7	
Net Income (billions of yen)	290.3	257.9	548.2	99.9	313.9	962.1	562.1	438.4	1,000.6	1,670.0
(Net Income Ratio) (%)	(5.3)	(4.8)	(5.0)	(1.9)	(5.4)	(4.4)	(9.0)	(7.0)	(8.0)	(6.7)
Shareholder Return										
Cash Dividends (billions of yen)	—	95.0	95.0	—	190.0	285.0	—	205.9	205.9	(Note 3)
Cash Dividends per Share (yen)	—	30	30	—	60	90	—	65	65	
Payout Ratio (%)	—	17.3	17.3	—	45.9	29.6	—	20.6	20.6	
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	

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	FY2013						FY2014			FY2014 Forecast 12 months ('13/4-'14/3)
	1Q (2012/4-6)	2Q (2012/7-9)	First Half 6 months (2012/4-9)	3Q (2012/10-12)	4Q (2013/1-3)	12 months (('12/4-'13/3)	1Q (2013/4-6)	2Q (2013/7-9)	First Half 6 months (2013/4-9)	
R&D Expenses (billions of yen)	197.4	210.0	407.4	198.6	201.4	807.4	244.1	232.8	476.9	900.0
Depreciation Expenses (billions of yen)	167.7	175.9	343.6	182.3	201.3	727.3	175.5	193.2	368.7	770.0
Geographic Information										
Japan	95.8	105.8	201.6	109.1	118.9	429.8	88.0	105.4	193.5	420.0
North America	36.1	35.8	71.9	36.3	41.3	149.6	40.9	41.3	82.2	160.0
Europe	12.6	11.7	24.4	11.5	11.7	47.7	14.3	14.2	28.5	60.0
Asia	14.9	14.2	29.1	15.8	17.8	62.8	21.0	20.8	41.8	80.0
Other	8.1	8.2	16.4	9.4	11.4	37.4	11.1	11.3	22.5	50.0
Capital Expenditures (billions of yen)	139.6	179.6	319.2	211.5	321.8	852.7	203.0	224.2	427.2	940.0
Geographic Information										
Japan	64.7	93.1	157.8	92.5	151.7	402.2	86.6	106.5	193.2	440.0
North America	31.0	28.3	59.4	32.8	78.9	171.2	46.1	39.0	85.1	170.0
Europe	7.1	10.9	18.0	10.7	17.4	46.2	8.8	8.6	17.4	50.0
Asia	24.1	38.7	62.8	65.1	57.3	185.3	46.9	60.8	107.7	220.0
Other	12.4	8.5	20.9	10.2	16.3	47.5	14.5	9.1	23.6	60.0
Total Liquid Assets (billions of yen)	5,087.7	5,093.7	5,093.7	5,378.6	5,883.1	5,883.1	6,471.9	6,944.7	6,944.7	
Total Assets (billions of yen)	30,029.7	30,100.6	30,100.6	32,157.0	35,483.3	35,483.3	37,168.2	38,246.7	38,246.7	
Toyota Motor Corporation Shareholders' Equity (billions of yen)	10,510.2	10,738.8	10,738.8	11,261.7	12,148.0	12,148.0	12,897.5	13,370.0	13,370.0	
Return on Equity (%)	11.0	9.7	10.3	3.6	10.7	8.5	18.0	13.4	15.7	
Return on Asset (%)	3.8	3.4	3.6	1.3	3.7	2.9	6.2	4.7	5.4	
Number of Consolidated Subsidiaries						509				
No. of Affil. Accounted for Under the Equity Method						56				

Analysis of Consolidated Net Income for FY2014 (billions of yen, approximately)	2Q (2013/7-9)	First Half 6 months (2013/4-9)
Marketing Efforts	10.0	40.0
Effects of Changes in Exchange Rates	280.0	540.0
Cost Reduction Efforts	70.0	140.0
From Engineering	55.0	115.0
From Manufacturing and Logistics	15.0	25.0
Increases in Expenses, etc.	-130.0	-190.0
Other	21.4	31.7
(Changes in Operating Income)	251.4	561.7
Non-operating Income	-11.4	-12.7
Equity in Earnings of Affiliated Companies	16.3	34.9
Income Taxes, Net Income Attributable to Noncontrolling Interests	-75.8	-131.5
(Changes in Net Income)	180.5	452.3

Supplemental Material for Financial Results for FY2014 Second Quarter (Unconsolidated)

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	FY2013						FY2014			FY2014
	1Q (2012/4-6)	2Q (2012/7-9)	First Half 6 months (2012/4-9)	3Q (2012/10-12)	4Q (2013/1-3)	12 months (*12/4-'13/3)	1Q (2013/4-6)	2Q (2013/7-9)	First Half 6 months (2013/4-9)	Forecast 12 months (*13/4-'14/3)
Toyota & Lexus brand										
Domestic Vehicle Production (thousands of units)	862	875	1,737	749	883	3,369	829	854	1,683	3,350
Overseas Vehicle Production (thousands of units)	1,371	1,270	2,641	1,217	1,337	5,195	1,412	1,326	2,738	5,700
Domestic Vehicle Retail Sales (thousands of units)	383	430	813	346	453	1,612	353	404	757	1,550
Exports Vehicle Sales (thousands of units)	523	465	988	459	476	1,923	500	463	963	1,850
North America	200	167	367	176	166	709	198	179	377	730
Europe	88	79	167	67	88	322	70	60	130	270
Asia	55	58	113	38	44	195	52	52	104	220
Central and South America	26	21	47	20	23	90	22	23	45	80
Oceania	43	43	86	46	42	174	39	47	86	160
Africa	17	16	33	16	18	67	20	17	37	60
Middle East	93	80	173	95	94	362	98	84	182	330
Other	1	1	2	1	1	4	1	1	2	
Net Revenues (billions of yen)	2,480.8	2,398.4	4,879.2	2,242.8	2,633.9	9,755.9	2,693.0	2,716.6	5,409.6	10,300.0
Domestic	882.1	956.5	1,838.6	785.3	972.1	3,596.1	845.7	942.0	1,787.7	
Exports	1,598.7	1,441.8	3,040.5	1,457.4	1,661.7	6,159.7	1,847.2	1,774.6	3,621.8	
Operating Income (billions of yen)	18.8	48.8	67.7	-46.2	220.6	242.1	342.6	304.2	646.8	1,040.0
(Operating Income Ratio) (%)	(0.8)	(2.0)	(1.4)	(-2.1)	(8.4)	(2.5)	(12.7)	(11.2)	(12.0)	(10.1)
Ordinary Income (billions of yen)	241.5	164.0	405.5	212.6	237.9	856.1	634.0	477.1	1,111.2	1,670.0
(Ordinary Income Ratio) (%)	(9.7)	(6.8)	(8.3)	(9.5)	(9.0)	(8.8)	(23.5)	(17.6)	(20.5)	(16.2)
Net Income (billions of yen)	188.8	127.9	316.8	200.8	180.0	697.7	482.7	372.9	855.6	1,310.0
(Net Income Ratio) (%)	(7.6)	(5.3)	(6.5)	(9.0)	(6.8)	(7.2)	(17.9)	(13.7)	(15.8)	(12.7)
R&D Expenses (billions of yen)	175.6	180.0	355.7	175.0	180.0	710.9	210.3	206.7	417.1	790.0
Depreciation Expenses (billions of yen)	43.1	49.5	92.7	47.6	42.0	182.3	44.5	41.1	85.7	170.0
Capital Expenditures (billions of yen)	27.7	38.3	66.0	47.0	57.8	170.8	36.2	38.4	74.6	180.0

Analysis of Unconsolidated Net Income for FY2014 (billions of yen, approximately)	2Q (2013/7-9)	First Half 6 months (2013/4-9)
Marketing Efforts	35.0	75.0
Effects of Changes in Exchange Rates	270.0	530.0
Cost Reduction Efforts	45.0	80.0
From Engineering	40.0	70.0
From Manufacturing and Logistics	5.0	10.0
Increases in Expenses, etc.	-95.0	-105.0
Other	0.3	-0.9
(Changes in Operating Income)	255.3	579.1
Non-operating Income	57.8	126.5
Income Taxes, etc.	-68.1	-166.8
(Changes in Net Income)	244.9	538.7

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) 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; (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.

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