

## Supplemental Material for Financial Results for FY2012 Second Quarter (Consolidated)

< U.S. GAAP >

	FY2011						FY2012		
	1Q (2010/4-6)	2Q (2010/7-9)	First Half 6 months (2010/4-9)	3Q (2010/10-12)	4Q (2011/1-3)	12 months (*10/4-'11/3)	1Q (2011/4-6)	2Q (2011/7-9)	First Half 6 months (2011/4-9)
Vehicle Production (thousands of units)	1,793	1,853	3,646	1,803	1,720	7,169	1,189	1,884	3,073
(Japan) - including Daihatsu & Hino	970	1,024	1,994	924	803	3,721	556	1,015	1,570
[Daihatsu]	[ 165 ]	[ 167 ]	[ 332 ]	[ 154 ]	[ 133 ]	[ 619 ]	[ 122 ]	[ 162 ]	[ 283 ]
[Hino]	[ 24 ]	[ 26 ]	[ 50 ]	[ 26 ]	[ 23 ]	[ 99 ]	[ 23 ]	[ 29 ]	[ 52 ]
(Overseas) - including Daihatsu & Hino	823	829	1,652	879	917	3,448	633	869	1,503
[Daihatsu]	[ 40 ]	[ 37 ]	[ 77 ]	[ 48 ]	[ 45 ]	[ 170 ]	[ 42 ]	[ 52 ]	[ 95 ]
[Hino]	[ 2 ]	[ 3 ]	[ 5 ]	[ 2 ]	[ 2 ]	[ 9 ]	[ 1 ]	[ 4 ]	[ 5 ]
North America	343	327	670	323	345	1,338	188	276	465
Europe	83	82	166	100	107	372	75	78	154
Asia	299	326	624	353	366	1,344	280	411	690
Central and South America	39	37	77	39	32	148	36	35	72
Oceania	31	30	61	27	25	113	21	28	49
Africa	28	27	54	37	42	133	33	41	73
Vehicle Sales (thousands of units)	1,820	1,895	3,715	1,802	1,791	7,308	1,221	1,805	3,026
(Japan) - including Daihatsu & Hino	500	586	1,085	403	425	1,913	292	505	797
[Daihatsu]	[ 137 ]	[ 153 ]	[ 289 ]	[ 110 ]	[ 128 ]	[ 528 ]	[ 107 ]	[ 139 ]	[ 246 ]
[Hino]	[ 6 ]	[ 7 ]	[ 13 ]	[ 8 ]	[ 8 ]	[ 29 ]	[ 5 ]	[ 11 ]	[ 16 ]
(Overseas) - including Daihatsu & Hino	1,320	1,309	2,630	1,399	1,366	5,395	929	1,300	2,229
[Daihatsu]	[ 44 ]	[ 39 ]	[ 83 ]	[ 45 ]	[ 42 ]	[ 170 ]	[ 40 ]	[ 50 ]	[ 89 ]
[Hino]	[ 19 ]	[ 20 ]	[ 40 ]	[ 19 ]	[ 20 ]	[ 79 ]	[ 16 ]	[ 21 ]	[ 38 ]
North America	526	515	1,041	507	483	2,031	276	413	689
Europe	187	181	368	208	220	796	174	187	361
Asia	285	289	575	335	345	1,255	259	355	615
Central and South America	69	75	145	76	60	281	52	75	127
Oceania	62	54	116	70	61	248	34	61	95
Africa	49	46	94	57	58	209	40	55	94
Middle East	140	148	288	145	137	569	91	152	243
Other	2	1	3	1	2	6	3	2	5
Total Retail Unit Sales (thousands of units) [Toyota, Daihatsu and Hino]	2,072	2,166	4,238	2,086	2,099	8,423	1,616	2,058	3,674
Housing Sales (units)	866	1,333	2,199	1,356	1,602	5,157	879	1,562	2,441

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Foreign Exchange Rates									
Yen to US Dollar Rate	92	86	89	83	82	86	82	78	80
Yen to Euro Rate	117	111	114	112	113	113	117	110	114
Market Share (Japan)									
Toyota (excluding Mini-Vehicles) (%)	50.1	46.1	47.9	48.9	44.6	47.3	37.7	44.8	42.1
Toyota, Daihatsu and Hino (including Mini-Vehicles) (%)	45.2	43.3	44.2	44.6	41.9	43.7	37.1	42.9	40.6
Number of Employees	319,910	318,001	318,001	317,734	317,716	317,716	322,046	322,809	322,809
Net Revenues (billions of yen)	4,871.8	4,806.7	9,678.4	4,673.1	4,642.0	18,993.6	3,441.0	4,574.9	8,015.9
Geographic Information									
Japan	2,806.6	2,919.6	5,726.2	2,686.1	2,573.9	10,986.2	1,784.5	2,869.0	4,653.6
North America	1,483.6	1,337.6	2,821.3	1,333.3	1,274.5	5,429.1	853.5	1,085.7	1,939.3
Europe	459.8	465.3	925.1	524.2	532.1	1,981.4	459.9	499.2	959.1
Asia	834.9	794.2	1,628.9	835.1	910.5	3,374.6	700.0	827.3	1,527.1
Other	453.7	408.0	861.7	489.7	457.7	1,809.1	368.8	455.3	824.1
Elimination	-1,166.8	-1,118.0	-2,284.8	-1,195.3	-1,106.7	-4,586.8	-725.7	-1,161.6	-1,887.3
Business Segment									
Automotive	4,467.8	4,395.8	8,863.6	4,255.1	4,218.5	17,337.3	3,060.8	4,183.1	7,244.0
Financial Services	307.6	296.3	603.9	297.5	290.8	1,192.2	285.8	271.0	556.8
All Other	212.9	233.5	446.3	238.0	287.8	972.2	190.5	255.2	445.6
Elimination	-116.5	-118.9	-235.4	-117.5	-155.1	-508.1	-96.1	-134.4	-230.5
Operating Income (billions of yen)	211.6	111.5	323.1	99.0	46.1	468.2	-108.0	75.4	-32.6
(Operating Income Ratio) (%)	( 4.3 )	( 2.3 )	( 3.3 )	( 2.1 )	( 1.0 )	( 2.5 )	( -3.1 )	( 1.6 )	( -0.4 )
Geographic Information									
Japan	-27.5	-24.5	-52.0	-122.4	-188.0	-362.4	-206.6	-69.3	-275.9
North America	109.7	36.1	145.9	105.2	88.4	339.5	28.9	32.5	61.5
Europe	-6.8	-2.1	-8.9	2.2	19.8	13.1	-7.5	5.6	-1.9
Asia	90.2	74.0	164.2	68.6	80.2	313.0	60.1	70.4	130.5
Other	41.0	31.9	72.9	44.3	42.9	160.1	21.0	37.1	58.1
Elimination	5.0	-3.9	1.0	1.1	2.8	4.9	-3.9	-0.9	-4.9
Business Segment									
Automotive	96.7	33.0	129.7	-27.5	-16.2	86.0	-202.5	-7.5	-210.0
Financial Services	115.1	68.6	183.7	116.4	58.1	358.2	94.6	76.4	171.0
All Other	4.0	10.7	14.7	13.4	7.1	35.2	-2.0	9.9	7.9
Elimination	-4.2	-0.8	-5.0	-3.3	-2.9	-11.2	1.9	-3.4	-1.5
Income before Income Taxes (billions of yen)	263.0	129.1	392.0	129.6	41.5	563.2	-80.5	79.1	-1.4
(Income before Income Taxes Ratio) (%)	( 5.4 )	( 2.7 )	( 4.1 )	( 2.8 )	( 0.9 )	( 3.0 )	( -2.3 )	( 1.7 )	( -0.0 )
Equity in Earnings of Affiliated Companies (billions of yen)	70.0	63.8	133.8	46.9	34.3	215.0	40.2	39.3	79.5
Net Income (billions of yen)	190.4	98.7	289.1	93.6	25.4	408.1	1.1	80.4	81.5
(Net Income Ratio) (%)	( 3.9 )	( 2.1 )	( 3.0 )	( 2.0 )	( 0.5 )	( 2.1 )	( 0.0 )	( 1.8 )	( 1.0 )
Shareholder Return									
Cash Dividends (billions of yen)	—	62.7	62.7	—	94.1	156.8	—	62.7	62.7
Cash Dividends per Share (yen)	—	20	20	—	30	50	—	20	20
Payout Ratio (%)	—	21.7	21.7	—	79.1	38.4	—	76.9	76.9
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

(Note 1)

(Note 2)

(Note 3)

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	FY2011						FY2012		
	1Q (2010/4-6)	2Q (2010/7-9)	First Half 6 months (2010/4-9)	3Q (2010/10-12)	4Q (2011/1-3)	12 months (*10/4-'11/3)	1Q (2011/4-6)	2Q (2011/7-9)	First Half 6 months (2011/4-9)
R&D Expenses (billions of yen)	182.9	187.6	370.5	179.1	180.7	730.3	186.5	190.8	377.3
Depreciation Expenses (billions of yen)	197.5	202.0	399.5	204.8	208.0	812.3	168.9	188.3	357.3
Geographic Information									
Japan	115.1	127.9	243.0	131.1	133.2	507.3	98.9	118.8	217.7
North America	41.5	35.5	77.0	34.3	34.4	145.7	35.1	34.3	69.4
Europe	16.6	15.4	32.0	15.6	15.5	63.1	13.4	13.5	26.9
Asia	15.2	14.6	29.8	15.8	15.2	60.8	12.8	12.9	25.7
Other	9.1	8.6	17.7	8.0	9.7	35.4	8.7	8.8	17.6
Capital Expenditures (billions of yen)	92.6	147.0	239.6	138.7	263.9	642.3	116.4	147.3	263.8
Geographic Information									
Japan	44.5	89.4	133.9	62.5	143.2	339.6	54.3	68.3	122.7
North America	20.7	25.2	45.9	31.5	65.2	142.6	18.3	14.2	32.5
Europe	4.9	3.2	8.1	4.5	19.4	32.0	4.4	7.8	12.2
Asia	15.4	19.9	35.3	27.8	14.7	77.8	25.0	34.0	59.0
Other	7.1	9.3	16.4	12.4	21.4	50.3	14.4	23.0	37.4
Total Liquid Assets (billions of yen)	5,044.6	5,104.3	5,104.3	4,976.5	4,943.4	4,943.4	4,779.6	4,702.1	4,702.1
Total Assets (billions of yen)	29,781.5	29,437.7	29,437.7	29,234.3	29,818.1	29,818.1	29,284.8	28,387.5	28,387.5
Toyota Motor Corporation Shareholders' Equity (billions of yen)	10,186.0	10,223.4	10,223.4	10,229.9	10,332.3	10,332.3	10,241.0	10,016.4	10,016.4
Return on Equity (%)	7.4	3.9	5.6	3.7	1.0	3.9	0.0	3.2	1.6
Return on Asset (%)	2.5	1.3	1.9	1.3	0.3	1.4	0.0	1.1	0.6
Number of Consolidated Subsidiaries						511			
No. of Affil. Accounted for Under the Equity Method						56			

Analysis of Consolidated Net Income for FY2012 (Note 2) (billions of yen, approximately)	2Q (2011/7-9)	First Half 6 months (2011/4-9)
Effects of Marketing Activities	60.0	-220.0
Effects of Changes in Exchange Rates	-80.0	-130.0
Cost Reduction Efforts	30.0	50.0
From Engineering	20.0	35.0
From Manufacturing and Logistics	10.0	15.0
Increases in Expenses, etc.	-50.0	-40.0
Other	3.9	-15.7
(Changes in Operating Income)	-36.1	-355.7
Non-operating Income	-13.9	-37.7
Equity in Earnings of Affiliated Companies	-24.5	-54.3
Income Taxes, Net Income Attributable to the Noncontrolling Interest	56.2	240.1
(Changes in Net Income) (Note 2)	-18.3	-207.6

## Supplemental Material for Financial Results for FY2012 Second Quarter (Unconsolidated)

< Japan GAAP >

	FY2011						FY2012		
	1Q (2010/4-6)	2Q (2010/7-9)	First Half 6 months (2010/4-9)	3Q (2010/10-12)	4Q (2011/1-3)	12 months (10/4-'11/3)	1Q (2011/4-6)	2Q (2011/7-9)	First Half 6 months (2011/4-9)
Toyota & Lexus brand									
Domestic Vehicle Production (thousands of units)	781	831	1,612	744	648	3,004	411	824	1,235
Overseas Vehicle Production (thousands of units)	1,032	1,041	2,073	1,121	1,144	4,338	779	1,133	1,912
Domestic Vehicle Retail Sales (thousands of units)	373	431	804	282	321	1,407	179	346	525
Exports Vehicle Sales (thousands of units)	424	420	844	458	396	1,698	199	466	665
North America	159	163	322	159	119	600	65	163	228
Europe	74	69	143	85	101	329	43	86	129
Asia	38	38	76	59	47	182	24	52	76
Central and South America	20	22	42	22	17	81	9	23	32
Oceania	40	41	81	43	34	158	17	49	66
Africa	18	18	36	21	14	71	7	17	24
Middle East	73	68	141	68	63	272	33	75	108
Other	2	1	3	1	1	5	1	1	2
Net Revenues (billions of yen)	2,136.4	2,220.0	4,356.4	2,039.2	1,847.2	8,242.8	1,207.3	2,139.3	3,346.6
Domestic	804.6	932.9	1,737.5	670.3	651.4	3,059.2	433.8	790.6	1,224.4
Exports	1,331.7	1,287.2	2,618.9	1,368.8	1,195.8	5,183.5	773.4	1,348.7	2,122.1
Operating Income (billions of yen)	-63.8	-85.6	-149.4	-134.1	-197.4	-480.9	-194.6	-127.7	-322.3
(Operating Income Ratio) (%)	( -3.0 )	( -3.9 )	( -3.4 )	( -6.6 )	( -10.7 )	( -5.8 )	( -16.1 )	( -6.0 )	( -9.6 )
Ordinary Income (billions of yen)	163.1	27.7	190.8	-77.4	-160.4	-47.0	-3.6	-72.0	-75.6
(Ordinary Income Ratio) (%)	( 7.6 )	( 1.2 )	( 4.4 )	( -3.8 )	( -8.7 )	( -0.6 )	( -0.3 )	( -3.4 )	( -2.3 )
Net Income (billions of yen)	180.3	20.7	201.0	-38.0	-110.3	52.7	50.6	-0.9	49.7
(Net Income Ratio) (%)	( 8.4 )	( 0.9 )	( 4.6 )	( -1.9 )	( -6.0 )	( 0.6 )	( 4.2 )	( -0.0 )	( 1.5 )
R&D Expenses (billions of yen)	159.7	164.4	324.1	156.0	155.8	635.9	165.7	169.1	334.8
Depreciation Expenses (billions of yen)	51.9	55.9	107.8	56.4	58.2	222.4	45.6	48.5	94.1
Capital Expenditures (billions of yen)	15.2	30.0	45.2	23.4	63.9	132.5	27.0	24.5	51.5

Analysis of Unconsolidated Net Income for FY2012 (billions of yen, approximately)	2Q (2011/7-9)	First Half 6 months (2011/4-9)
Effects of Marketing Activities	20.0	-100.0
Effects of Changes in Exchange Rates	-80.0	-130.0
Cost Reduction Efforts	40.0	50.0
From Engineering	40.0	50.0
From Manufacturing and Logistics	0.0	0.0
Decreases in Expenses, etc.	-20.0	10.0
Other	-2.1	-2.9
(Changes in Operating Income)	-42.1	-172.9
Non-operating Income	-57.6	-93.5
Income Taxes, etc.	78.1	115.1
(Changes in Net Income)	-21.6	-151.3

(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