## Supplemental Material for Financial Results for FY2017 Second Quarter (Consolidated)

### < U.S. GAAP >

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<tr>
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<th>FY2016</th>
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<th>FY2017 Forecast</th>
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<td>1Q (2015/4-6)</td>
<td>2Q (2015/7-9)</td>
<td>First Half (2015/4-9)</td>
<td>3Q (2015/10-12)</td>
<td>4Q (2016/1-3)</td>
<td>12 months (15/4-'16/3)</td>
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<td>Vehicle Production (thousands of units)</td>
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Supplemental Material for Financial Results for FY2017 Second Quarter (Consolidated)

< U.S. GAAP >

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Geographic Information

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<td>Elimination</td>
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<tr>
<td>All Other</td>
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<tr>
<td>Elimination</td>
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<td>Income before Income Taxes (billions of yen)</td>
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<td>(Income before Income Taxes Rate) (%)</td>
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<td>Equity in Earnings of Affiliated Companies (billions of yen)</td>
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<tr>
<td>Net Income (Billions of yen)</td>
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<td>(Net Income Rate) (%)</td>
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Dividends

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<td>Cash Dividends per Share (yen)</td>
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<td>Model AA Class Shares</td>
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<td>Cash Dividends per Share (yen)</td>
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<td>Value of Shares Repurchased (Billions of yen)</td>
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<td>Value of Shares Repurchased (Billions of yen)</td>
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<td>Number of Shares Canceled (Thousands)</td>
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<td>Number of Outstanding Common Shares (Thousands)</td>
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<td>Number of Outstanding Model AA Class Shares (Thousands)</td>
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(Note 1)
### Supplemental Material for Financial Results for FY2017 Second Quarter (Consolidated)

< U.S. GAAP >

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<td>First Half 6 months (2015/4-9)</td>
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<td>R&amp;D Expenses (billions of yen)</td>
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<td>264.1</td>
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<td>Depreciation Expenses (billions of yen)</td>
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<td><strong>Total Liquid Assets (billions of yen)</strong></td>
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### Supplemental Material for Financial Results for FY2017 Second Quarter (Consolidated)

#### Analysis of Consolidated Net Income for FY2017

<table>
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<th>2Q (2016/7-9)</th>
<th>First Half 6 months (2016/4-9)</th>
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<tr>
<td>Marketing Efforts</td>
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<td>(Changes in Net Income)</td>
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Supplemental 3
**Supplemental Material for Financial Results for FY2017 Second Quarter (Unconsolidated)**

<Japan GAAP>

**Toyota & Lexus brand**

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<th>FY2016 (2016/4-9)</th>
<th>2Q (2016/7-9)</th>
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<th>4Q (2017/10-12)</th>
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<th>FY2017 Forecast 12 months (1/4-17/3)</th>
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<td>813</td>
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<td>805</td>
<td>806</td>
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<td>Domestic Vehicle Retail Sales (thousands of units)</td>
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<td>Exports Vehicle Sales (thousands of units)</td>
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<td>(8.9)</td>
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<td>Depreciation Expenses (billions of yen)</td>
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**Analysis of Unconsolidated Net Income for FY2017**

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<th>First Half 6 months (2016/4-9)</th>
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<tr>
<td>Effects of Changes in Exchange Rates</td>
<td>-270.0</td>
<td>-460.0</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cost Reduction Efforts</td>
<td>65.0</td>
<td>140.0</td>
<td></td>
<td></td>
</tr>
<tr>
<td>From Engineering</td>
<td>60.0</td>
<td>130.0</td>
<td></td>
<td></td>
</tr>
<tr>
<td>From Manufacturing and Logistics</td>
<td>5.0</td>
<td>10.0</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Increases in Expenses, etc.</td>
<td>-175.0</td>
<td>-170.0</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td>-2.1</td>
<td>-1.3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(Changes in Operating Income)</td>
<td>-327.1</td>
<td>-466.3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-operating Income</td>
<td>-30.2</td>
<td>-83.2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Income Taxes, etc.</td>
<td>78.8</td>
<td>135.3</td>
<td></td>
<td></td>
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<tr>
<td>(Changes in Net Income)</td>
<td>-278.5</td>
<td>-414.2</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

(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, market demand and the competitive environment affecting 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 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 develop and achieve market acceptance of new products that meet customer demand; (ix) any impact that 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) 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) Value of common shares repurchased (excluding shares constituting less than one unit that were purchased upon request)

(Note 5) Value of common shares repurchased (shareholder return on Net income for the period, excluding repurchases made to avoid dilution of shares)

(Note 6) Number of common shares canceled

(Note 7) Figures for depreciation expenses and capital expenditures do not include vehicles in operating lease

(Note 8) Excludes financial subsidiaries