

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

< U.S. GAAP >

	FY2016						FY2017			FY2017 Forecast 12 months ('16/4-'17/3)
	1Q (2015/4-6)	2Q (2015/7-9)	First Half 6 months (2015/4-9)	3Q (2015/10-12)	4Q (2016/1-3)	12 months (*'15/4-'16/3)	1Q (2016/4-6)	2Q (2016/7-9)	First Half 6 months (2016/4-9)	
Vehicle Production (thousands of units)	2,093	2,166	4,259	2,146	2,171	8,576	2,149	2,240	4,389	
(Japan) - including Daihatsu & Hino	941	1,000	1,941	1,010	1,030	3,981	934	1,059	1,993	
[Daihatsu & Hino]	[ 193 ]	[ 187 ]	[ 380 ]	[ 205 ]	[ 224 ]	[ 809 ]	[ 194 ]	[ 215 ]	[ 409 ]	
(Overseas) - including Daihatsu & Hino	1,152	1,166	2,318	1,136	1,141	4,595	1,215	1,181	2,396	
[Daihatsu & Hino]	[ 80 ]	[ 68 ]	[ 148 ]	[ 80 ]	[ 74 ]	[ 302 ]	[ 86 ]	[ 95 ]	[ 181 ]	
North America	527	462	989	464	516	1,970	527	508	1,035	
Europe	135	132	267	152	145	565	144	135	279	
Asia	372	438	810	414	382	1,605	420	409	829	
Central and South America	65	75	140	55	60	255	69	69	138	
Oceania	24	28	52	23	21	95	21	27	47	
Africa	29	31	60	28	17	105	34	33	68	
Vehicle Sales (thousands of units)	2,114	2,164	4,278	2,215	2,189	8,681	2,172	2,191	4,363	8,850
(Japan) - including Daihatsu & Hino	470	514	984	493	583	2,059	511	567	1,078	2,200
[Daihatsu & Hino]	[ 129 ]	[ 137 ]	[ 266 ]	[ 141 ]	[ 186 ]	[ 592 ]	[ 132 ]	[ 146 ]	[ 278 ]	[ 600 ]
(Overseas) - including Daihatsu & Hino	1,644	1,650	3,294	1,722	1,606	6,622	1,661	1,624	3,285	6,650
[Daihatsu & Hino]	[ 76 ]	[ 66 ]	[ 142 ]	[ 70 ]	[ 70 ]	[ 282 ]	[ 72 ]	[ 70 ]	[ 142 ]	[ 280 ]
North America	729	684	1,413	728	698	2,839	715	684	1,400	2,820
Europe	206	201	407	210	226	844	222	212	434	950
Asia	328	325	654	362	329	1,345	384	381	765	1,560
Central and South America	98	112	209	90	93	392	101	110	210	400
Oceania	62	61	123	75	61	260	64	65	129	250
Africa	52	55	107	44	40	191	43	47	90	190
Middle East	167	210	377	211	158	744	130	124	254	480
Other	2	2	4	2	1	7	2	1	3	
Total Retail Unit Sales (thousands of units) [Toyota, Daihatsu and Hino]	2,502	2,477	4,979	2,652	2,463	10,094	2,529	2,538	5,067	10,100
Housing Sales (units)	891	1,533	2,424	1,335	1,992	5,751	1,185	1,611	2,796	6,100

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	FY2016						FY2017			FY2017 Forecast 12 months (*16/4-'17/3)
	1Q (2015/4-6)	2Q (2015/7-9)	First Half 6 months (2015/4-9)	3Q (2015/10-12)	4Q (2016/1-3)	12 months (*15/4-'16/3)	1Q (2016/4-6)	2Q (2016/7-9)	First Half 6 months (2016/4-9)	
Foreign Exchange Rates										
Yen to US Dollar Rate	121	122	122	121	115	120	108	102	105	as premise: 103
Yen to Euro Rate	134	136	135	133	127	133	122	114	118	as premise: 114
Market Share (Japan)										
Toyota(excluding Mini-Vehicles) (%)	47.9	45.4	46.6	49.5	44.9	46.8	49.7	49.3	49.5	approximately: 48.0
Toyota, Daihatsu and Hino (including Mini-Vehicles) (%)	43.3	42.3	42.7	45.9	42.0	43.2	47.0	46.1	46.5	
Number of Employees	349,131	349,508	349,508	349,766	348,877	348,877	354,974	355,264	355,264	(Note 1)
Net Revenues (billions of yen)	6,987.6	7,103.8	14,091.4	7,339.8	6,971.7	28,403.1	6,589.1	6,481.4	13,070.5	26,000.0
Geographic Information										
Japan	3,501.9	3,720.2	7,222.1	3,851.6	3,685.6	14,759.4	3,361.4	3,619.0	6,980.4	
North America	2,840.4	2,690.3	5,530.7	2,856.9	2,664.1	11,051.9	2,534.5	2,341.8	4,876.3	
Europe	644.0	665.2	1,309.3	656.9	695.0	2,661.3	621.8	604.0	1,225.9	
Asia	1,142.9	1,298.1	2,441.0	1,361.1	1,201.5	5,003.8	1,182.6	1,118.9	2,301.5	
Other	596.2	588.5	1,184.8	558.8	466.5	2,210.2	521.5	525.0	1,046.6	
Elimination	-1,738.0	-1,858.6	-3,596.7	-1,945.6	-1,741.3	-7,283.7	-1,632.8	-1,727.5	-3,360.3	
Business Segment										
Automotive	6,411.3	6,471.5	12,882.9	6,715.0	6,379.4	25,977.4	6,029.0	5,908.9	11,938.0	
Financial Services	470.3	479.6	949.9	483.9	462.2	1,896.2	438.9	432.0	870.9	
All Other	256.9	294.5	551.5	283.0	342.7	1,177.3	249.0	283.8	532.8	
Elimination	-150.9	-141.9	-292.9	-142.1	-212.7	-647.9	-127.8	-143.4	-271.2	
Operating Income (billions of yen)	756.0	827.4	1,583.4	722.2	548.3	2,853.9	642.2	474.6	1,116.8	1,700.0
(Operating Income Ratio) (%)	( 10.8 )	( 11.6 )	( 11.2 )	( 9.8 )	( 7.9 )	( 10.0 )	( 9.7 )	( 7.3 )	( 8.5 )	( 6.5 )
Geographic Information										
Japan	475.8	482.3	958.2	392.7	326.5	1,677.5	290.3	194.3	484.7	
North America	126.8	148.5	275.3	150.7	102.6	528.8	171.4	139.8	311.2	
Europe	7.8	22.3	30.2	20.5	21.6	72.4	9.0	25.5	34.5	
Asia	100.0	144.0	244.1	134.8	70.2	449.1	127.4	95.3	222.7	
Other	38.0	28.8	66.8	25.0	16.9	108.9	27.3	25.5	52.8	
Elimination	7.3	1.2	8.5	-1.6	10.2	17.1	16.6	-5.9	10.7	
Business Segment										
Automotive	677.5	713.7	1,391.3	607.6	449.9	2,448.9	543.4	393.9	937.3	
Financial Services	70.1	95.6	165.8	99.2	74.1	339.2	90.2	61.9	152.1	
All Other	12.2	14.9	27.2	17.8	21.3	66.5	10.3	16.9	27.2	
Elimination	-4.0	2.9	-1.0	-2.5	2.7	-0.7	-1.7	1.8	0.0	
Income before Income Taxes (billions of yen)	845.2	829.8	1,675.1	777.7	530.4	2,983.3	677.0	499.4	1,176.5	1,900.0
(Income before Income Taxes Ratio) (%)	( 12.1 )	( 11.7 )	( 11.9 )	( 10.6 )	( 7.6 )	( 10.5 )	( 10.3 )	( 7.7 )	( 9.0 )	( 7.3 )
Equity in Earnings of Affiliated Companies (billions of yen)	100.9	60.7	161.6	106.0	61.3	329.0	90.0	78.3	168.3	300.0
Net Income (billions of yen)	646.3	611.7	1,258.1	627.9	426.6	2,312.6	552.4	393.7	946.1	1,550.0
(Net Income Ratio) (%)	( 9.3 )	( 8.6 )	( 8.9 )	( 8.6 )	( 6.1 )	( 8.1 )	( 8.4 )	( 6.1 )	( 7.2 )	( 6.0 )
Dividends										
Common Shares										
Cash Dividends (billions of yen)	—	311.3	311.3	—	334.1	645.5	—	300.3	300.3	(Note 3)
Cash Dividends per Share (yen)	—	100	100	—	110	210	—	100	100	
Payout Ratio (%)	—	25.0	25.0	—	32.2	28.3	—	32.1	32.1	
Model AA Class Shares										
Cash Dividends (billions of yen)	—	1.2	1.2	—	1.2	2.4	—	2.4	2.4	(Note 3)
Cash Dividends per Share (yen)	—	26	26	—	26	52	—	52.5	52.5	
Value of Shares Repurchased (billions of yen)[actual purchase]	—	249.1	249.1	300.8	232.6	782.6	147.7	352.2	499.9	(Note 4)
Value of Shares Repurchased (billions of yen)[shareholder return]	—	139.3	139.3	—	499.9	639.3	—	200.0 (maximum)	200.0 (maximum)	(Note 4) (Note 5)
Number of Shares Canceled (thousands)	—	—	—	80,000	—	80,000	—	—	—	(Note 6)
Number of Outstanding Common Shares (thousands)	3,417,997	3,417,997	3,417,997	3,337,997	3,337,997	3,337,997	3,337,997	3,337,997	3,337,997	
Number of Outstanding Model AA Class Shares (thousands)	—	47,100	47,100	47,100	47,100	47,100	47,100	47,100	47,100	

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	FY2016						FY2017			FY2017 Forecast 12 months ('16/4-'17/3)
	1Q (2015/4-6)	2Q (2015/7-9)	First Half 6 months (2015/4-9)	3Q (2015/10-12)	4Q (2016/1-3)	12 months ( <sup>'15/4-'16/3</sup> )	1Q (2016/4-6)	2Q (2016/7-9)	First Half 6 months (2016/4-9)	
R&D Expenses (billions of yen)	265.7	264.1	529.8	270.3	255.4	1,055.6	274.1	258.2	532.4	1,070.0
Depreciation Expenses (billions of yen)	200.3	216.7	417.0	226.8	241.2	885.1	205.8	215.1	421.0	910.0 (Note 7)
Geographic Information										
Japan	99.5	115.7	215.3	121.3	129.4	466.2	111.9	120.2	232.1	520.0
North America	49.2	49.5	98.7	48.9	46.3	194.0	42.0	43.1	85.2	165.0
Europe	12.5	12.2	24.7	14.2	18.7	57.7	11.1	11.7	22.9	55.0
Asia	30.1	32.7	62.8	34.3	36.7	133.9	32.2	31.5	63.8	130.0
Other	8.9	6.4	15.4	7.9	9.8	33.1	8.4	8.3	16.7	40.0
Capital Expenditures (billions of yen)	300.1	260.4	560.6	303.5	428.3	1,292.5	253.3	257.8	511.1	1,340.0 (Note 7)
Geographic Information										
Japan	109.1	141.6	250.7	145.2	250.8	646.8	135.1	137.3	272.5	745.0
North America	57.4	48.6	106.1	57.6	70.4	234.2	70.1	85.3	155.4	325.0
Europe	10.5	16.4	27.0	14.6	36.1	77.7	10.8	12.9	23.7	80.0
Asia	90.6	29.2	119.8	66.7	53.1	239.7	29.1	14.4	43.6	140.0
Other	32.4	24.4	56.8	19.2	17.7	93.9	8.0	7.7	15.7	50.0
Total Liquid Assets (billions of yen)	8,794.4	9,160.1	9,160.1	9,001.3	9,229.9	9,229.9	8,700.2	8,469.6	8,469.6	(Note 8)
Total Assets (billions of yen)	48,821.4	48,574.5	48,574.5	48,922.9	47,427.5	47,427.5	44,524.3	43,776.1	43,776.1	
Toyota Motor Corporation Shareholders' Equity (billions of yen)	17,205.0	17,039.6	17,039.6	17,287.4	16,746.9	16,746.9	16,127.8	16,391.9	16,391.9	
Return on Equity (%)	15.2	14.2	14.8	14.6	10.0	13.8	13.4	9.6	11.4	
Return on Asset (%)	5.4	5.0	5.2	5.2	3.5	4.9	4.8	3.6	4.1	
Number of Consolidated Subsidiaries (including Variable Interest Entities)						548				
No. of Affil. Accounted for Under the Equity Method						54				

Analysis of Consolidated Net Income for FY2017 (billions of yen, approximately)	2Q (2016/7-9)	First Half 6 months (2016/4-9)
Marketing Efforts	120.0	205.0
Effects of Changes in Exchange Rates	-330.0	-565.0
Cost Reduction Efforts	130.0	220.0
From Engineering	110.0	190.0
From Manufacturing and Logistics	20.0	30.0
Increases in Expenses, etc.	-195.0	-225.0
Other	-77.7	-101.5
(Changes in Operating Income)	-352.7	-466.5
Non-operating Income	22.3	-32.0
Equity in Earnings of Affiliated Companies	17.6	6.7
Income Taxes, Net Income Attributable to Noncontrolling Interests	94.7	179.9
(Changes in Net Income)	-218.0 (Note 2)	-311.9

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

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	FY2016						FY2017			FY2017
	1Q (2015/4-6)	2Q (2015/7-9)	First Half 6 months (2015/4-9)	3Q (2015/10-12)	4Q (2016/1-3)	12 months (15/4-16/3)	1Q (2016/4-6)	2Q (2016/7-9)	First Half 6 months (2016/4-9)	Forecast 12 months (16/4-17/3)
Toyota & Lexus brand										
Domestic Vehicle Production (thousands of units)	748	813	1,561	805	806	3,172	740	844	1,584	3,200
Overseas Vehicle Production (thousands of units)	1,432	1,440	2,872	1,473	1,413	5,758	1,494	1,422	2,916	5,850
Domestic Vehicle Retail Sales (thousands of units)	335	370	705	364	419	1,488	366	413	779	1,600
Exports Vehicle Sales (thousands of units)	418	449	867	476	416	1,759	393	456	849	1,750
North America	184	209	393	192	187	772	160	175	335	730
Europe	43	37	80	67	60	207	60	73	133	270
Asia	52	57	109	64	52	225	59	77	136	260
Central and South America	11	10	21	10	10	41	10	14	24	50
Oceania	34	37	71	38	30	139	36	43	79	150
Africa	18	16	34	11	10	55	13	15	28	60
Middle East	74	82	156	92	65	313	54	57	111	230
Other	2	1	3	2	2	7	1	2	3	
Net Revenues (billions of yen)	2,772.1	2,932.9	5,705.0	3,080.1	2,800.6	11,585.8	2,644.8	2,854.8	5,499.7	11,000.0
Domestic	868.0	935.7	1,803.8	909.1	1,007.6	3,720.6	939.6	1,036.7	1,976.4	
Exports	1,904.1	1,997.1	3,901.2	2,170.9	1,793.0	7,865.2	1,705.2	1,818.0	3,523.3	
Operating Income (billions of yen)	382.9	443.4	826.3	325.3	250.3	1,402.1	243.6	116.3	359.9	520.0
(Operating Income Ratio) (%)	( 13.8 )	( 15.1 )	( 14.5 )	( 10.6 )	( 8.9 )	( 12.1 )	( 9.2 )	( 4.1 )	( 6.5 )	( 4.7 )
Ordinary Income (billions of yen)	671.5	740.6	1,412.1	617.3	254.6	2,284.0	479.2	383.3	862.5	1,420.0
(Ordinary Income Ratio) (%)	( 24.2 )	( 25.3 )	( 24.8 )	( 20.0 )	( 9.1 )	( 19.7 )	( 18.1 )	( 13.4 )	( 15.7 )	( 12.9 )
Net Income (billions of yen)	542.6	609.6	1,152.2	521.7	136.4	1,810.3	406.8	331.1	737.9	1,220.0
(Net Income Ratio) (%)	( 19.6 )	( 20.8 )	( 20.2 )	( 16.9 )	( 4.9 )	( 15.6 )	( 15.4 )	( 11.6 )	( 13.4 )	( 11.1 )
R&D Expenses (billions of yen)	230.2	227.8	458.0	237.1	228.2	923.4	237.4	226.4	463.8	940.0
Depreciation Expenses (billions of yen)	45.7	46.4	92.2	46.8	44.9	184.0	57.5	55.6	113.1	220.0
Capital Expenditures (billions of yen)	50.0	59.1	109.2	66.2	113.6	289.1	64.9	56.8	121.7	330.0

Analysis of Unconsolidated Net Income for FY2017 (billions of yen, approximately)	2Q (2016/7-9)	First Half 6 months (2016/4-9)
Marketing Efforts	55.0	25.0
Effects of Changes in Exchange Rates	-270.0	-460.0
Cost Reduction Efforts	65.0	140.0
From Engineering	60.0	130.0
From Manufacturing and Logistics	5.0	10.0
Increases in Expenses, etc.	-175.0	-170.0
Other	-2.1	-1.3
(Changes in Operating Income)	-327.1	-466.3
Non-operating Income	-30.2	-83.2
Income Taxes, etc.	78.8	135.3
(Changes in Net Income)	-278.5	-414.2

### 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 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) 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