

Selected Financial Summary (U.S. GAAP)

Toyota Motor Corporation
Fiscal years ended March 31

	Yen in millions				
	2002	2003	2004	2005	2006
For the Year:					
Net Revenues:					
Sales of Products	¥13,499,644	¥14,793,973	¥16,578,033	¥17,790,862	¥20,059,493
Financing Operations	690,664	707,580	716,727	760,664	977,416
Total	¥14,190,308	¥15,501,553	¥17,294,760	¥18,551,526	¥21,036,909
Costs and Expenses:					
Cost of Products Sold	¥10,874,455	¥11,914,245	¥13,506,337	¥14,500,282	¥16,335,312
Cost of Financing Operations	459,195	423,885	364,177	369,844	609,632
Selling, General and Administrative	1,763,026	1,891,777	1,757,356	2,009,213	2,213,623
Total	¥13,096,676	¥14,229,907	¥15,627,870	¥16,879,339	¥19,158,567
Operating Income (Loss)	¥ 1,093,632	¥ 1,271,646	¥ 1,666,890	¥ 1,672,187	¥ 1,878,342
% of Net Revenues	7.7%	8.2%	9.6%	9.0%	8.9%
Income (Loss) before Income Taxes and Equity in Earnings of Affiliated Companies	972,101	1,226,652	1,765,793	1,754,637	2,087,360
Provision for Income Taxes	422,789	517,014	681,304	657,910	795,153
Net Income (Loss) attributable to Toyota Motor Corporation	556,567	750,942	1,162,098	1,171,260	1,372,180
ROE	7.8%	10.4%	15.2%	13.6%	14.0%
Net Cash Provided by Operating Activities	¥ 1,532,079	¥ 1,940,088	¥ 2,186,734	¥ 2,370,940	¥ 2,515,480
Net Cash Used in Investing Activities	(1,810,230)	(2,001,448)	(2,216,495)	(3,061,196)	(3,375,500)
Net Cash Provided by (Used in) Financing Activities	392,148	37,675	242,223	419,384	876,911
R&D Expenses	589,306	668,404	682,279	755,147	812,648
Capital Expenditures for Property, Plant and Equipment*	940,547	1,005,931	945,803	1,068,287	1,523,459
Depreciation	809,841	870,636	969,904	997,713	1,211,178
At Year-End:					
Toyota Motor Corporation Shareholders' Equity	¥ 7,264,112	¥ 7,121,000	¥ 8,178,567	¥ 9,044,950	¥10,560,449
Total Assets	19,305,730	20,152,974	22,040,228	24,335,011	28,731,595
Long-Term Debt	3,722,706	4,137,528	4,247,266	5,014,925	5,640,490
Cash and Cash Equivalents	1,657,160	1,592,028	1,729,776	1,483,753	1,569,387
Ratio of Toyota Motor Corporation Shareholders' Equity	37.6%	35.3%	37.1%	37.2%	36.8%
	Yen				
	2002	2003	2004	2005	2006
Per Share Data:					
Net Income (Loss) attributable to Toyota Motor Corporation (Basic)	¥ 152.26	¥ 211.32	¥ 342.90	¥ 355.35	¥ 421.76
Annual Cash Dividends	28	36	45	65	90
Toyota Motor Corporation Shareholders' Equity	2,015.82	2,063.43	2,456.08	2,767.67	3,257.63
Stock Information (March 31):					
Stock Price	¥ 3,650	¥ 2,635	¥ 3,880	¥ 3,990	¥ 6,430
Market Capitalization (Yen in millions)	¥13,332,491	¥ 9,512,343	¥14,006,790	¥14,403,890	¥23,212,284
Number of Shares Issued (shares)	3,649,997,492	3,609,997,492	3,609,997,492	3,609,997,492	3,609,997,492

* Excluding vehicles and equipment of operating leases

Selected Financial Summary (U.S. GAAP)

Toyota Motor Corporation
Fiscal years ended March 31

	Yen in millions					% change 2011 vs. 2010
	2007	2008	2009	2010	2011	
For the Year:						
Net Revenues:						
Sales of Products	¥22,670,097	¥24,820,510	¥19,173,720	¥17,724,729	¥17,820,520	+0.5
Financing Operations	1,277,994	1,468,730	1,355,850	1,226,244	1,173,168	-4.3
Total	¥23,948,091	¥26,289,240	¥20,529,570	¥18,950,973	¥18,993,688	+0.2
Costs and Expenses:						
Cost of Products Sold	¥18,356,255	¥20,452,338	¥17,468,416	¥15,971,496	¥15,985,783	+0.1
Cost of Financing Operations	872,138	1,068,015	987,384	712,301	629,543	-11.6
Selling, General and Administrative	2,481,015	2,498,512	2,534,781	2,119,660	1,910,083	-9.9
Total	¥21,709,408	¥24,018,865	¥20,990,581	¥18,803,457	¥18,525,409	-1.5
Operating Income (Loss)	¥ 2,238,683	¥ 2,270,375	¥ (461,011)	¥ 147,516	¥ 468,279	+217.4
% of Net Revenues	9.3%	8.6%	-2.2%	0.8%	2.5%	—
Income (Loss) before Income Taxes and Equity in Earnings of Affiliated Companies	2,382,516	2,437,222	(560,381)	291,468	563,290	+93.3
Provision for Income Taxes	898,312	911,495	(56,442)	92,664	312,821	+237.6
Net Income (Loss) attributable to Toyota Motor Corporation	1,644,032	1,717,879	(436,937)	209,456	408,183	+94.9
ROE	14.7%	14.5%	-4.0%	2.1%	3.9%	—
Net Cash Provided by Operating Activities	¥ 3,238,173	¥ 2,981,624	¥ 1,476,905	¥ 2,558,530	¥ 2,024,009	-20.9
Net Cash Used in Investing Activities	(3,814,378)	(3,874,886)	(1,230,220)	(2,850,184)	(2,116,344)	—
Net Cash Provided by (Used in) Financing Activities	881,768	706,189	698,841	(277,982)	434,327	—
R&D Expenses	890,782	958,882	904,075	725,345	730,340	+0.7
Capital Expenditures for Property, Plant and Equipment*	1,425,814	1,480,570	1,364,582	604,536	629,326	+4.1
Depreciation	1,382,594	1,491,135	1,495,170	1,414,569	1,175,573	-16.9
At Year-End:						
Toyota Motor Corporation Shareholders' Equity	¥11,836,092	¥11,869,527	¥10,061,207	¥10,359,723	¥10,332,371	-0.3
Total Assets	32,574,779	32,458,320	29,062,037	30,349,287	29,818,166	-1.8
Long-Term Debt	6,263,585	5,981,931	6,301,469	7,015,409	6,449,220	-8.1
Cash and Cash Equivalents	1,900,379	1,628,547	2,444,280	1,865,746	2,080,709	+11.5
Ratio of Toyota Motor Corporation Shareholders' Equity	36.3%	36.6%	34.6%	34.1%	34.7%	—
			Yen			% change
	2007	2008	2009	2010	2011	2011 vs. 2010
Per Share Data:						
Net Income (Loss) attributable to Toyota Motor Corporation (Basic)	¥ 512.09	¥ 540.65	¥ (139.13)	¥ 66.79	¥ 130.17	+94.9
Annual Cash Dividends	120	140	100	45	50	+11.1
Toyota Motor Corporation Shareholders' Equity	3,701.17	3,768.97	3,208.41	3,303.49	3,295.08	-0.3
Stock Information (March 31):						
Stock Price	¥ 7,550	¥ 4,970	¥ 3,120	¥ 3,745	¥ 3,350	-10.5
Market Capitalization (Yen in millions)	¥27,255,481	¥17,136,548	¥10,757,752	¥12,912,751	¥11,550,792	-10.5
Number of Shares Issued (shares)	3,609,997,492	3,447,997,492	3,447,997,492	3,447,997,492	3,447,997,492	—

* Excluding vehicles and equipment of operating leases