

## Selected Financial Summary (U.S. GAAP)

Toyota Motor Corporation  
Fiscal years ended March 31

	Yen in millions				
	2003	2004	2005	2006	2007
<b>For the Year:</b>					
Net Revenues:					
Sales of Products	¥14,793,973	¥16,578,033	¥17,790,862	¥20,059,493	¥22,670,097
Financing Operations	707,580	716,727	760,664	977,416	1,277,994
Total	¥15,501,553	¥17,294,760	¥18,551,526	¥21,036,909	¥23,948,091
Costs and Expenses:					
Cost of Products Sold	¥11,914,245	¥13,506,337	¥14,500,282	¥16,335,312	¥18,356,255
Cost of Financing Operations	423,885	364,177	369,844	609,632	872,138
Selling, General and Administrative	1,891,777	1,757,356	2,009,213	2,213,623	2,481,015
Total	¥14,229,907	¥15,627,870	¥16,879,339	¥19,158,567	¥21,709,408
Operating Income (Loss)	¥ 1,271,646	¥ 1,666,890	¥ 1,672,187	¥ 1,878,342	¥ 2,238,683
% of Net Revenues	8.2%	9.6%	9.0%	8.9%	9.3%
Income (Loss) before Income Taxes and Equity in Earnings of Affiliated Companies	1,226,652	1,765,793	1,754,637	2,087,360	2,382,516
Provision for Income Taxes	517,014	681,304	657,910	795,153	898,312
Net Income (Loss) attributable to Toyota Motor Corporation	750,942	1,162,098	1,171,260	1,372,180	1,644,032
ROE	10.4%	15.2%	13.6%	14.0%	14.7%
Net Cash Provided by Operating Activities	¥ 1,940,088	¥ 2,186,734	¥ 2,370,940	¥ 2,515,480	¥ 3,238,173
Net Cash Used in Investing Activities	(2,001,448)	(2,216,495)	(3,061,196)	(3,375,500)	(3,814,378)
Net Cash Provided by (Used in) Financing Activities	37,675	242,223	419,384	876,911	881,768
R&D Expenses	668,404	682,279	755,147	812,648	890,782
Capital Expenditures for Property, Plant and Equipment*	1,005,931	945,803	1,068,287	1,523,459	1,425,814
Depreciation	870,636	969,904	997,713	1,211,178	1,382,594
<b>At Year-End:</b>					
Toyota Motor Corporation Shareholders' Equity	¥ 7,121,000	¥ 8,178,567	¥ 9,044,950	¥10,560,449	¥11,836,092
Total Assets	20,152,974	22,040,228	24,335,011	28,731,595	32,574,779
Long-Term Debt	4,137,528	4,247,266	5,014,925	5,640,490	6,263,585
Cash and Cash Equivalents	1,592,028	1,729,776	1,483,753	1,569,387	1,900,379
Ratio of Toyota Motor Corporation Shareholders' Equity	35.3%	37.1%	37.2%	36.8%	36.3%
			Yen		
	2003	2004	2005	2006	2007
<b>Per Share Data:</b>					
Net Income (Loss) attributable to Toyota Motor Corporation (Basic)	¥ 211.32	¥ 342.90	¥ 355.35	¥ 421.76	¥ 512.09
Annual Cash Dividends	36	45	65	90	120
Toyota Motor Corporation Shareholders' Equity	2,063.43	2,456.08	2,767.67	3,257.63	3,701.17
<b>Stock Information (March 31):</b>					
Stock Price	¥ 2,635	¥ 3,880	¥ 3,990	¥ 6,430	¥ 7,550
Market Capitalization (Yen in millions)	¥ 9,512,343	¥14,006,790	¥14,403,890	¥23,212,284	¥27,255,481
Number of Shares Issued (shares)	3,609,997,492	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 2012 vs. 2011
	2008	2009	2010	2011	2012	
<b>For the Year:</b>						
Net Revenues:						
Sales of Products	¥24,820,510	¥19,173,720	¥17,724,729	¥17,820,520	<b>¥17,511,916</b>	-1.7
Financing Operations	1,468,730	1,355,850	1,226,244	1,173,168	<b>1,071,737</b>	-8.6
Total	¥26,289,240	¥20,529,570	¥18,950,973	¥18,993,688	<b>¥18,583,653</b>	-2.2
Costs and Expenses:						
Cost of Products Sold	¥20,452,338	¥17,468,416	¥15,971,496	¥15,985,783	<b>¥15,795,918</b>	-1.2
Cost of Financing Operations	1,068,015	987,384	712,301	629,543	<b>592,646</b>	-5.9
Selling, General and Administrative	2,498,512	2,534,781	2,119,660	1,910,083	<b>1,839,462</b>	-3.7
Total	¥24,018,865	¥20,990,581	¥18,803,457	¥18,525,409	<b>¥18,228,026</b>	-1.6
Operating Income (Loss)	¥ 2,270,375	¥ (461,011)	¥ 147,516	¥ 468,279	<b>¥ 355,627</b>	-24.1
% of Net Revenues	8.6%	-2.2%	0.8%	2.5%	<b>1.9%</b>	—
Income (Loss) before Income Taxes and Equity in Earnings of Affiliated Companies	2,437,222	(560,381)	291,468	563,290	<b>432,873</b>	-23.2
Provision for Income Taxes	911,495	(56,442)	92,664	312,821	<b>262,272</b>	-16.2
Net Income (Loss) attributable to Toyota Motor Corporation	1,717,879	(436,937)	209,456	408,183	<b>283,559</b>	-30.5
ROE	14.5%	-4.0%	2.1%	3.9%	<b>2.7%</b>	—
Net Cash Provided by Operating Activities	¥ 2,981,624	¥ 1,476,905	¥ 2,558,530	¥ 2,024,009	<b>¥ 1,452,435</b>	-28.2
Net Cash Used in Investing Activities	(3,874,886)	(1,230,220)	(2,850,184)	(2,116,344)	<b>(1,442,658)</b>	—
Net Cash Provided by (Used in) Financing Activities	706,189	698,841	(277,982)	434,327	<b>(355,347)</b>	—
R&D Expenses	958,882	904,075	725,345	730,340	<b>779,806</b>	+6.8
Capital Expenditures for Property, Plant and Equipment*	1,480,570	1,364,582	604,536	629,326	<b>723,537</b>	+15.0
Depreciation	1,491,135	1,495,170	1,414,569	1,175,573	<b>1,067,830</b>	-9.2
<b>At Year-End:</b>						
Toyota Motor Corporation Shareholders' Equity	¥11,869,527	¥10,061,207	¥10,359,723	¥10,332,371	<b>¥10,550,261</b>	+2.1
Total Assets	32,458,320	29,062,037	30,349,287	29,818,166	<b>30,650,965</b>	+2.8
Long-Term Debt	5,981,931	6,301,469	7,015,409	6,449,220	<b>6,042,277</b>	-6.3
Cash and Cash Equivalents	1,628,547	2,444,280	1,865,746	2,080,709	<b>1,679,200</b>	-19.3
Ratio of Toyota Motor Corporation Shareholders' Equity	36.6%	34.6%	34.1%	34.7%	<b>34.4%</b>	—
	Yen					% change
	2008	2009	2010	2011	2012	2012 vs. 2011
<b>Per Share Data:</b>						
Net Income (Loss) attributable to Toyota Motor Corporation (Basic)	¥ 540.65	¥ (139.13)	¥ 66.79	¥ 130.17	<b>¥ 90.21</b>	-30.7
Annual Cash Dividends	140	100	45	50	<b>50</b>	—
Toyota Motor Corporation Shareholders' Equity	3,768.97	3,208.41	3,303.49	3,295.08	<b>3,331.51</b>	+1.1
<b>Stock Information (March 31):</b>						
Stock Price	¥ 4,970	¥ 3,120	¥ 3,745	¥ 3,350	<b>¥ 3,570</b>	+6.6
Market Capitalization (Yen in millions)	¥17,136,548	¥10,757,752	¥12,912,751	¥11,550,792	<b>¥12,309,351</b>	+6.6
Number of Shares Issued (shares)	3,447,997,492	3,447,997,492	3,447,997,492	3,447,997,492	<b>3,447,997,492</b>	—

\* Excluding vehicles and equipment of operating leases