

# **FINANCIAL SUMMARY**

(All financial information has been prepared in accordance with U.S. generally accepted accounting principles)

## **FY2018 Third Quarter**

(April 1, 2017 through December 31, 2017)

English translation from the original Japanese-language document

**TOYOTA MOTOR CORPORATION**

## FY2018 Third Quarter Consolidated Financial Results

(All financial information has been prepared in accordance with U.S. generally accepted accounting principles)  
English translation from the original Japanese-language document

February 6, 2018

Company name	: <b>Toyota Motor Corporation</b>
Stock exchanges on which the shares are listed	: Tokyo and Nagoya Stock Exchanges in Japan
Code number	: 7203
URL	: <a href="http://www.toyota.co.jp">http://www.toyota.co.jp</a>
Representative	: Akio Toyoda, President
Contact person	: Kenta Kon, General Manager, Accounting Division Tel. (0565)28-2121
Filing date of quarterly securities report	: February 13, 2018
Payment date of cash dividends	: —
Supplemental materials prepared for quarterly financial results	: yes
Earnings announcement for quarterly financial results	: yes

(Amounts are rounded to the nearest million yen)

### 1. Consolidated Results for FY2018 First Nine Months (April 1, 2017 through December 31, 2017)

(1) Consolidated financial results (For the nine months ended December 31) (% of change from previous first nine months)

	Net revenues		Operating income		Income before income taxes and equity in earnings of affiliated companies		Net income attributable to Toyota Motor Corporation	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
FY2018 first nine months	21,796,974	8.1	1,770,186	13.8	2,003,113	13.6	2,013,177	40.5
FY2017 first nine months	20,154,720	-6.0	1,555,451	-32.5	1,764,072	-28.1	1,432,704	-24.0

(Note) Comprehensive income: FY2018 first nine months 2,428,083 million yen ( 50.3 %),  
FY2017 first nine months 1,615,665 million yen ( -11.7 %)

	Net income attributable to Toyota Motor Corporation per common share – Basic	Net income attributable to Toyota Motor Corporation per common share – Diluted
	Yen	Yen
FY2018 first nine months	677.95	670.31
FY2017 first nine months	472.31	467.35

(2) Consolidated financial position

	Total assets	Mezzanine equity and Shareholders' equity	Toyota Motor Corporation shareholders' equity	Ratio of Toyota Motor Corporation shareholders' equity
	Million yen	Million yen	Million yen	%
FY2018 third quarter	51,216,462	20,170,391	18,996,488	37.1
FY2017	48,750,186	18,668,953	17,514,812	35.9

### 2. Cash Dividends

	Annual cash dividends per common share				
	End of first quarter	End of second quarter	End of third quarter	Year-end	Total
	Yen	Yen	Yen	Yen	Yen
FY2017	—	100.00	—	110.00	210.00
FY2018	—	100.00	—	—	—
FY2018 (forecast)	—	—	—	—	—

(Note) Revisions to the forecast of cash dividends since the latest announcement: none

Please refer to "(Reference) Cash Dividends on Class Shares" for information regarding cash dividends on class shares, which are unlisted and have different rights from common stock.

### 3. Forecast of Consolidated Results for FY2018 (April 1, 2017 through March 31, 2018)

(% of change from FY2017)

	Net revenues		Operating income		Income before income taxes and equity in earnings of affiliated companies		Net income attributable to Toyota Motor Corporation		Net income attributable to Toyota Motor Corporation per common share – Basic
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
Full-year	29,000,000	5.1	2,200,000	10.3	2,450,000	11.7	2,400,000	31.1	808.91

(Note) Revisions to the forecast of consolidated results since the latest announcement: yes

## Notes

- (1) Changes in significant subsidiaries during the current quarter  
(Changes in specified subsidiaries that caused a change in the scope of consolidation): none
- (2) Simplified accounting procedures and specific accounting procedures: yes  
Note: For more details, please see page 9 "Other Information".
- (3) Changes in accounting policies  
(i) Changes by a newly issued accounting pronouncement: yes  
(ii) Changes other than (3)-(i) above: none  
Note: For more details, please see page 9 "Other Information".
- (4) Number of shares issued and outstanding (common stock)  
(i) Number of shares issued and outstanding at the end of each period (including treasury stock):  
FY2018 third quarter 3,262,997,492 shares, FY2017 3,262,997,492 shares  
(ii) Number of treasury stock at the end of each period: FY2018 third quarter 324,695,986 shares,  
FY2017 288,274,636 shares  
(iii) Average number of shares issued and outstanding in each period: FY2018 first nine months 2,955,906,559 shares,  
FY2017 first nine months 3,017,815,402 shares

**This report is not reviewed.**

### Cautionary Statement with Respect to Forward-Looking Statements, and Other Information

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.

This report contains summarized and condensed financial information prepared in accordance with U.S. generally accepted accounting principles.

#### (Reference) Cash Dividends on Class Shares

Cash dividends on class shares, which have different rights from common stock, are as follows:

	Annual cash dividends per First Series Model AA Class Share				
	End of first quarter	End of second quarter	End of third quarter	Year-end	Total
	Yen	Yen	Yen	Yen	Yen
FY2017	—	52.50	—	52.50	105.00
FY2018	—	79.00	—		
FY2018 (forecast)				—	—

(Note) The First Series Model AA Class Shares were issued in July 2015.

## TABLE OF CONTENTS

<b>1. Consolidated Financial Statements</b> .....	2
(1) Consolidated Balance Sheets.....	2
(2) Consolidated Statements of Income and Consolidated Statements of Comprehensive Income.....	4
(3) Consolidated Statements of Cash Flows.....	8
(4) Going Concern Assumption.....	9
(5) Significant Changes in Shareholders' Equity.....	9
<b>2. Other Information</b> .....	9
(1) Changes in significant subsidiaries during the current period.....	9
(2) Simplified accounting procedures and accounting procedures specific to quarterly consolidated financial statements.....	9
(3) Changes in accounting principles, procedures, and disclosures for consolidated financial statements.....	9

### Supplemental Material for Financial Results for FY2018 Third Quarter

## 1. Consolidated Financial Statements

### (1) Consolidated Balance Sheets

(Yen in millions)

	FY2017 (March 31, 2017)	FY2018 third quarter (December 31, 2017)	Increase (Decrease)
<b>Assets</b>			
Current assets:			
Cash and cash equivalents	2,995,075	2,746,661	(248,414)
Time deposits	1,082,654	1,201,816	119,162
Marketable securities	1,821,598	1,842,324	20,726
Trade accounts and notes receivable, less allowance for doubtful accounts	2,115,938	2,093,532	(22,406)
Finance receivables, net	6,196,649	6,581,503	384,854
Other receivables	436,867	478,370	41,503
Inventories	2,388,617	2,542,307	153,690
Prepaid expenses and other current assets	796,297	1,018,119	221,822
Total current assets	17,833,695	18,504,632	670,937
Noncurrent finance receivables, net	9,012,222	9,836,902	824,680
Investments and other assets:			
Marketable securities and other securities investments	7,679,928	8,163,840	483,912
Affiliated companies	2,845,639	3,071,841	226,202
Employees receivables	25,187	23,292	(1,895)
Other	1,156,406	1,152,631	(3,775)
Total investments and other assets	11,707,160	12,411,604	704,444
Property, plant and equipment:			
Land	1,379,991	1,390,339	10,348
Buildings	4,470,996	4,652,591	181,595
Machinery and equipment	11,357,340	11,695,766	338,426
Vehicles and equipment on operating leases	5,966,579	6,267,680	301,101
Construction in progress	474,188	493,638	19,450
Total property, plant and equipment, at cost	23,649,094	24,500,014	850,920
Less – Accumulated depreciation	(13,451,985)	(14,036,690)	(584,705)
Total property, plant and equipment, net	10,197,109	10,463,324	266,215
<b>Total assets</b>	<b>48,750,186</b>	<b>51,216,462</b>	<b>2,466,276</b>

TOYOTA MOTOR CORPORATION FY2018 Third Quarter Financial Summary  
(All financial information has been prepared in accordance with U.S. generally accepted accounting principles)

(Yen in millions)

	FY2017 (March 31, 2017)	FY2018 third quarter (December 31, 2017)	Increase (Decrease)
<b>Liabilities</b>			
Current liabilities:			
Short-term borrowings	4,953,682	5,551,126	597,444
Current portion of long-term debt	4,290,449	4,321,512	31,063
Accounts payable	2,566,382	2,308,305	(258,077)
Other payables	936,938	901,679	(35,259)
Accrued expenses	3,137,827	3,044,969	(92,858)
Income taxes payable	223,574	305,934	82,360
Other current liabilities	1,210,113	1,358,981	148,868
Total current liabilities	17,318,965	17,792,506	473,541
Long-term liabilities:			
Long-term debt	9,911,596	10,491,838	580,242
Accrued pension and severance costs	905,070	919,929	14,859
Deferred income taxes	1,423,726	1,291,030	(132,696)
Other long-term liabilities	521,876	550,768	28,892
Total long-term liabilities	12,762,268	13,253,565	491,297
Total liabilities	30,081,233	31,046,071	964,838
<b>Mezzanine equity</b>			
Model AA Class Shares, no par value, authorized: 150,000,000 shares at March 31, 2017 and December 31, 2017 issued: 47,100,000 shares at March 31, 2017 and December 31, 2017	485,877	488,902	3,025
<b>Shareholders' equity</b>			
Toyota Motor Corporation shareholders' equity:			
Common stock, no par value, authorized: 10,000,000,000 shares at March 31, 2017 and December 31, 2017 issued: 3,262,997,492 shares at March 31, 2017 and December 31, 2017	397,050	397,050	—
Additional paid-in capital	484,013	487,954	3,941
Retained earnings	17,601,070	18,984,330	1,383,260
Accumulated other comprehensive income (loss)	640,922	970,779	329,857
Treasury stock, at cost, 288,274,636 shares at March 31, 2017 and 324,695,986 shares at December 31, 2017	(1,608,243)	(1,843,625)	(235,382)
Total Toyota Motor Corporation shareholders' equity	17,514,812	18,996,488	1,481,676
Noncontrolling interests	688,264	685,001	16,737
Total shareholders' equity	18,183,076	19,681,489	1,498,413
<b>Commitments and contingencies</b>			
<b>Total liabilities, mezzanine equity and shareholders' equity</b>	48,750,186	51,216,462	2,466,276

Note: The total number of authorized shares for common stock and Model AA Class Shares is 10,000,000,000 shares.

TOYOTA MOTOR CORPORATION FY2018 Third Quarter Financial Summary  
(All financial information has been prepared in accordance with U.S. generally accepted accounting principles)

(2) Consolidated Statements of Income and  
Consolidated Statements of Comprehensive Income

First nine months ended December 31

Consolidated Statements of Income

(Yen in millions)

	FY2017 first nine months (Nine months ended December 31, 2016)	FY2018 first nine months (Nine months ended December 31, 2017)	Increase (Decrease)
Net revenues:			
Sales of products	18,833,706	20,335,530	1,501,824
Financing operations	1,321,014	1,461,444	140,430
Total net revenues	20,154,720	21,796,974	1,642,254
Costs and expenses:			
Cost of products sold	15,693,468	16,859,814	1,166,346
Cost of financing operations	864,850	954,418	89,568
Selling, general and administrative	2,040,951	2,212,556	171,605
Total costs and expenses	18,599,269	20,026,788	1,427,519
Operating income	1,555,451	1,770,186	214,735
Other income (expense):			
Interest and dividend income	129,644	148,661	19,017
Interest expense	(19,588)	(20,049)	(461)
Foreign exchange gain, net	42,536	73,755	31,219
Other income (loss), net	56,029	30,560	(25,469)
Total other income (expense)	208,621	232,927	24,306
Income before income taxes and equity in earnings of affiliated companies	1,764,072	2,003,113	239,041
Provision for income taxes	525,244	278,309	(246,935)
Equity in earnings of affiliated companies	258,002	358,851	100,849
Net income	1,496,830	2,083,655	586,825
Less – Net income attributable to noncontrolling interests	(64,126)	(70,478)	(6,352)
Net income attributable to Toyota Motor Corporation	1,432,704	2,013,177	580,473

Note: Net income attributable to common shareholders for the first nine months ended December 31, 2017 and 2016 is 2,003,958 million yen and 1,425,357 million yen, respectively, which is derived by deducting dividend and accretion to Model AA Class Shares of 9,219 million yen and 7,347 million yen, respectively, from Net income attributable to Toyota Motor Corporation.

(Yen)

Net income attributable to Toyota Motor Corporation per common share			
Basic	472.31	677.95	205.64
Diluted	467.35	670.31	202.96

TOYOTA MOTOR CORPORATION FY2018 Third Quarter Financial Summary  
 (All financial information has been prepared in accordance with U.S. generally accepted accounting principles)

Consolidated Statements of Comprehensive Income

(Yen in millions)

	FY2017 first nine months (Nine months ended December 31, 2016)	FY2018 first nine months (Nine months ended December 31, 2017)	Increase (Decrease)
Net income	1,496,830	2,083,655	586,825
Other comprehensive income (loss), net of tax			
Foreign currency translation adjustments	9,033	123,885	114,852
Unrealized gains (losses) on securities	94,912	213,341	118,429
Pension liability adjustments	14,890	7,202	(7,688)
Total other comprehensive income (loss)	118,835	344,428	225,593
Comprehensive income	1,615,665	2,428,083	812,418
Less – Comprehensive income attributable to noncontrolling interests	(69,935)	(85,049)	(15,114)
Comprehensive income attributable to Toyota Motor Corporation	1,545,730	2,343,034	797,304



TOYOTA MOTOR CORPORATION FY2018 Third Quarter Financial Summary  
(All financial information has been prepared in accordance with U.S. generally accepted accounting principles)

Third quarter for the three months ended December 31

Consolidated Statements of Income

(Yen in millions)

	FY2017 third quarter (Three months ended December 31, 2016)	FY2018 third quarter (Three months ended December 31, 2017)	Increase (Decrease)
Net revenues:			
Sales of products	6,617,000	7,101,556	484,556
Financing operations	467,187	504,211	37,024
Total net revenues	7,084,187	7,605,767	521,580
Costs and expenses:			
Cost of products sold	5,636,630	5,869,991	233,361
Cost of financing operations	331,037	328,159	(2,878)
Selling, general and administrative	677,934	733,972	56,038
Total costs and expenses	6,645,601	6,932,122	286,521
Operating income	438,586	673,645	235,059
Other income (expense):			
Interest and dividend income	49,890	55,899	6,009
Interest expense	(8,475)	(6,508)	1,967
Foreign exchange gain, net	70,443	19,936	(50,507)
Other income (loss), net	37,094	7,968	(29,126)
Total other income (expense)	148,952	77,295	(71,657)
Income before income taxes and equity in earnings of affiliated companies	587,538	750,940	163,402
Provision for income taxes	170,320	(95,938)	(266,258)
Equity in earnings of affiliated companies	89,607	123,808	34,201
Net income	506,825	970,686	463,861
Less – Net income attributable to noncontrolling interests	(20,294)	(28,837)	(8,543)
Net income attributable to Toyota Motor Corporation	486,531	941,849	455,318

Note: Net income attributable to common shareholders for the third quarter ended December 31, 2017 and 2016 is 938,776 million yen and 484,082 million yen, respectively, which is derived by deducting dividend and accretion to Model AA Class Shares of 3,073 million yen and 2,449 million yen, respectively, from Net income attributable to Toyota Motor Corporation.

(Yen)

Net income attributable to Toyota Motor Corporation per common share			
Basic	161.26	319.01	157.75
Diluted	159.54	314.99	155.45

TOYOTA MOTOR CORPORATION FY2018 Third Quarter Financial Summary  
 (All financial information has been prepared in accordance with U.S. generally accepted accounting principles)

Consolidated Statements of Comprehensive Income

(Yen in millions)

	FY2017 third quarter (Three months ended December 31, 2016)	FY2018 third quarter (Three months ended December 31, 2017)	Increase (Decrease)
Net income	506,825	970,686	463,861
Other comprehensive income (loss), net of tax			
Foreign currency translation adjustments	563,916	47,759	(516,157)
Unrealized gains (losses) on securities	286,339	39,293	(247,046)
Pension liability adjustments	15,604	3,205	(12,399)
Total other comprehensive income (loss)	865,859	90,257	(775,602)
Comprehensive income	1,372,684	1,060,943	(311,741)
Less – Comprehensive income attributable to noncontrolling interests	(61,567)	(36,559)	25,008
Comprehensive income attributable to Toyota Motor Corporation	1,311,117	1,024,384	(286,733)

(3) Consolidated Statements of Cash Flows

(Yen in millions)

	FY2017 first nine months (Nine months ended December 31, 2016)	FY2018 first nine months (Nine months ended December 31, 2017)
Cash flows from operating activities:		
Net income	1,496,830	2,083,655
Adjustments to reconcile net income to net cash provided by operating activities		
Depreciation	1,174,743	1,280,923
Provision for doubtful accounts and credit losses	66,522	57,317
Pension and severance costs, less payments	28,370	10,990
Losses on disposal of fixed assets	20,493	29,293
Unrealized losses on available-for-sale securities, net	5,885	389
Deferred income taxes	33,654	(200,218)
Equity in earnings of affiliated companies	(258,002)	(358,851)
Changes in operating assets and liabilities, and other	(407,207)	(59,617)
Net cash provided by operating activities	2,161,288	2,843,881
Cash flows from investing activities:		
Additions to finance receivables	(10,055,887)	(11,310,609)
Collection of and proceeds from sales of finance receivables	9,491,446	10,494,113
Additions to fixed assets excluding equipment leased to others	(860,918)	(871,349)
Additions to equipment leased to others	(1,749,248)	(1,750,068)
Proceeds from sales of fixed assets excluding equipment leased to others	25,175	46,658
Proceeds from sales of equipment leased to others	917,723	889,071
Purchases of marketable securities and security investments	(1,809,606)	(2,190,010)
Proceeds from sales of and maturity of marketable securities and security investments	1,400,215	1,927,388
Changes in investments and other assets, and other	481,892	(144,938)
Net cash used in investing activities	(2,159,208)	(2,909,744)
Cash flows from financing activities:		
Proceeds from issuance of long-term debt	3,218,047	3,547,901
Payments of long-term debt	(2,844,726)	(3,315,773)
Increase in short-term borrowings	560,094	477,968
Dividends paid to Toyota Motor Corporation class shareholders	(3,697)	(6,194)
Dividends paid to Toyota Motor Corporation common shareholders	(634,476)	(620,698)
Dividends paid to noncontrolling interests	(62,297)	(63,727)
Reissuance (repurchase) of treasury stock, and other	(610,112)	(233,260)
Net cash used in financing activities	(377,167)	(213,783)
Effect of exchange rate changes on cash and cash equivalents	(13,555)	31,232
Net decrease in cash and cash equivalents	(388,642)	(248,414)
Cash and cash equivalents at beginning of period	2,939,428	2,995,075
Cash and cash equivalents at end of period	2,550,786	2,746,661

Note: In the Consolidated Statements of Cash Flows, cash and cash equivalents include cash on hand, bank deposits that can be withdrawn at any time and short-term investments that can be converted into cash at any time and carry minimal risk of change in value.

(4) Going Concern Assumption

None

(5) Significant Changes in Shareholders' Equity

None

**2. Other Information**

(1) Changes in significant subsidiaries during the current period

(Changes in specified subsidiaries that caused a change in the scope of consolidation)

None

(2) Simplified accounting procedures and accounting procedures specific to quarterly consolidated financial statements

Provision for income taxes

The provision for income taxes is computed by multiplying income before income taxes and equity in earnings of affiliated companies for the first nine months by estimated annual effective tax rates. These estimated annual effective tax rates reflect anticipated investment tax credits, foreign tax credits and other items, including changes in valuation allowances, that are expected to affect estimated annual effective tax rates.

(3) Changes in accounting principles, procedures, and disclosures for consolidated financial statements

In July 2015, the Financial Accounting Standards Board ("FASB") issued updated guidance to simplify the measurement of inventory. The parent company and its consolidated subsidiaries ("Toyota") adopted this guidance on April 1, 2017. The adoption of this guidance did not have a material impact on Toyota's consolidated financial statements.

In March 2016, the FASB issued updated guidance for effect of derivative contract novations on existing hedge accounting relationships. This guidance clarifies that a change in the counterparty to a designated derivative hedging instrument does not, in and of itself, require dedesignation of that hedging relationship provided that all other hedge accounting criteria continue to be met. Toyota adopted this guidance on April 1, 2017. The adoption of this guidance did not have a material impact on Toyota's consolidated financial statements.

In March 2016, the FASB issued updated guidance for contingent put and call options in debt instruments. This guidance clarifies whether embedded contingent put and call options are clearly and closely related to the debt host when bifurcating embedded derivatives. Toyota adopted this guidance on April 1, 2017. The adoption of this guidance did not have a material impact on Toyota's consolidated financial statements.

In October 2016, the FASB issued updated guidance for consolidation. Under this guidance, a reporting entity would evaluate its indirect economic interest in a variable interest entity held through a related party under common control on a proportionate basis. Toyota adopted this guidance on April 1, 2017. The adoption of this guidance did not have a material impact on Toyota's consolidated financial statements.

**Supplemental Material for Financial Results for FY2018 Third Quarter (Consolidated)**

< U.S. GAAP >

	FY2017						FY2018				FY2018 Forecast 12 months ('17/4-'18/3)
	1Q (2016/4-6)	2Q (2016/7-9)	3Q (2016/10-12)	9 months (2016/4-12)	4Q (2017/1-3)	12 months ('16/4-'17/3)	1Q (2017/4-6)	2Q (2017/7-9)	3Q (2017/10-12)	9 months (2017/4-12)	
Vehicle Production (thousands of units)	2,149	2,240	2,240	6,629	2,347	8,975	2,216	2,176	2,266	6,658	
(Japan) - including Daihatsu & Hino	934	1,059	1,013	3,006	1,104	4,109	1,023	1,039	1,100	3,162	
[Daihatsu & Hino]	[ 194 ]	[ 215 ]	[ 236 ]	[ 645 ]	[ 277 ]	[ 921 ]	[ 266 ]	[ 260 ]	[ 273 ]	[ 799 ]	
(Overseas) - including Daihatsu & Hino	1,215	1,181	1,227	3,623	1,243	4,866	1,193	1,137	1,166	3,496	
[Daihatsu & Hino]	[ 86 ]	[ 95 ]	[ 114 ]	[ 295 ]	[ 105 ]	[ 400 ]	[ 92 ]	[ 93 ]	[ 90 ]	[ 275 ]	
North America	527	508	494	1,529	534	2,063	509	438	459	1,406	
Europe	144	135	175	454	183	637	176	152	178	506	
Asia	420	409	434	1,263	411	1,674	383	406	413	1,202	
Central and South America	69	69	76	214	68	282	79	86	90	254	
Oceania	21	27	22	69	19	88	20	23	0	43	
Africa	34	33	26	94	28	122	26	32	26	85	
Vehicle Sales (thousands of units)	2,172	2,191	2,280	6,643	2,327	8,971	2,215	2,175	2,289	6,678	8,950
(Japan) - including Daihatsu & Hino	511	567	534	1,613	661	2,274	544	543	552	1,639	2,250
[Daihatsu & Hino]	[ 132 ]	[ 146 ]	[ 150 ]	[ 429 ]	[ 195 ]	[ 623 ]	[ 164 ]	[ 162 ]	[ 158 ]	[ 484 ]	[ 680 ]
(Overseas) - including Daihatsu & Hino	1,661	1,624	1,746	5,030	1,666	6,697	1,671	1,632	1,737	5,039	6,700
[Daihatsu & Hino]	[ 72 ]	[ 70 ]	[ 82 ]	[ 223 ]	[ 78 ]	[ 302 ]	[ 71 ]	[ 75 ]	[ 79 ]	[ 224 ]	[ 290 ]
North America	715	684	745	2,145	692	2,837	723	672	735	2,132	2,810
Europe	222	212	233	668	257	925	240	229	237	706	960
Asia	384	381	428	1,192	395	1,588	363	382	404	1,148	1,550
Central and South America	101	110	103	313	96	409	108	109	118	335	440
Oceania	64	65	66	194	66	260	74	70	71	215	280
Africa	43	47	44	134	46	180	42	46	46	134	190
Middle East	130	124	125	379	113	491	119	122	123	363	470
Other	2	1	2	5	1	7	2	2	3	6	
Total Retail Unit Sales (thousands of units) [Toyota, Daihatsu and Hino]	2,529	2,538	2,645	7,712	2,539	10,251	2,590	2,626	2,631	7,847	10,300
Housing Sales (units)	1,185	1,611	1,282	4,078	6,243	10,321	2,312	5,399	2,699	10,410	16,300

# Supplemental Material for Financial Results for FY2018 Third Quarter (Consolidated)

< U.S. GAAP >

	FY2017						FY2018				FY2018 Forecast 12 months (*17/4-'18/3)
	1Q (2016/4-6)	2Q (2016/7-9)	3Q (2016/10-12)	9 months (2016/4-12)	4Q (2017/1-3)	12 months (*16/4-'17/3)	1Q (2017/4-6)	2Q (2017/7-9)	3Q (2017/10-12)	9 months (2017/4-12)	
Foreign Exchange Rates											
Yen to US Dollar Rate	108	102	109	107	114	108	111	111	113	112	as premise: 111
Yen to Euro Rate	122	114	118	118	121	119	122	130	133	129	as premise: 129
Market Share (Japan)											approximately: 47.0
Toyota(excluding Mini-Vehicles) (%)	49.7	49.3	47.9	48.9	45.3	47.8	49.3	45.1	50.0	48.1	
Toyota, Daihatsu and Hino (including Mini-Vehicles) (%)	47.0	46.1	45.3	46.1	42.6	45.0	46.2	43.3	46.8	45.4	
Number of Employees	354,974	355,264	357,072	357,072	364,445	364,445	371,888	371,286	368,883	368,883	(Note 1)
Net Revenues (billions of yen)	6,589.1	6,481.4	7,084.1	20,154.7	7,442.4	27,597.1	7,047.6	7,143.6	7,605.7	21,796.9	29,000.0
Geographic Information											
Japan	3,361.4	3,619.0	3,772.4	10,752.9	4,077.9	14,830.8	3,686.3	3,881.8	4,173.1	11,741.3	
North America	2,534.5	2,341.8	2,712.2	7,588.6	2,650.4	10,239.0	2,661.4	2,567.7	2,799.8	8,029.0	
Europe	621.8	604.0	675.2	1,901.1	779.8	2,681.0	761.5	758.2	792.2	2,312.0	
Asia	1,182.6	1,118.9	1,261.2	3,562.7	1,257.0	4,819.8	1,196.7	1,287.6	1,341.5	3,825.9	
Other	521.5	525.0	559.9	1,606.5	554.5	2,161.0	612.4	625.4	616.2	1,854.0	
Elimination	-1,632.8	-1,727.5	-1,896.9	-5,257.3	-1,877.3	-7,134.7	-1,870.8	-1,977.3	-2,117.1	-5,965.4	
Business Segment											
Automotive	6,029.0	5,908.9	6,469.5	18,407.5	6,674.2	25,081.8	6,368.6	6,368.2	6,862.8	19,599.7	
Financial Services	438.9	432.0	476.0	1,346.9	476.6	1,823.6	503.7	493.8	512.5	1,510.1	
All Other	249.0	283.8	276.0	808.9	512.1	1,321.0	337.9	430.8	381.0	1,149.9	
Elimination	-127.8	-143.4	-137.4	-408.7	-220.5	-629.3	-162.8	-149.2	-150.7	-462.8	
Operating Income (billions of yen)	642.2	474.6	438.5	1,555.4	438.9	1,994.3	574.2	522.2	673.6	1,770.1	2,200.0
(Operating Income Ratio) (%)	( 9.7 )	( 7.3 )	( 6.2 )	( 7.7 )	( 5.9 )	( 7.2 )	( 8.1 )	( 7.3 )	( 8.9 )	( 8.1 )	( 7.6 )
Geographic Information											
Japan	290.3	194.3	209.3	694.0	508.2	1,202.2	319.2	321.3	470.6	1,111.1	
North America	171.4	139.8	70.6	381.9	-70.7	311.1	89.2	55.3	33.1	177.7	
Europe	9.0	25.5	18.1	52.6	-64.9	-12.2	20.3	17.4	23.3	61.1	
Asia	127.4	95.3	124.6	347.4	87.7	435.1	104.3	109.8	123.6	337.8	
Other	27.3	25.5	24.1	77.0	-18.3	58.6	38.6	31.6	33.0	103.3	
Elimination	16.6	-5.9	-8.3	2.3	-3.0	-0.6	2.4	-13.4	-10.1	-21.1	
Business Segment											
Automotive	543.4	393.9	382.7	1,320.1	372.8	1,692.9	489.3	423.1	569.0	1,481.5	
Financial Services	90.2	61.9	42.6	194.8	27.5	222.4	75.3	69.4	82.6	227.3	
All Other	10.3	16.9	16.5	43.7	37.5	81.3	13.6	22.8	24.7	61.2	
Elimination	-1.7	1.8	-3.3	-3.3	0.9	-2.3	-4.0	6.8	-2.7	0.0	
Income before Income Taxes (billions of yen)	677.0	499.4	587.5	1,764.0	429.7	2,193.8	679.3	572.8	750.9	2,003.1	2,450.0
(Income before Income Taxes Ratio) (%)	( 10.3 )	( 7.7 )	( 8.3 )	( 8.8 )	( 5.8 )	( 7.9 )	( 9.6 )	( 8.0 )	( 9.9 )	( 9.2 )	( 8.4 )
Equity in Earnings of Affiliated Companies (billions of yen)	90.0	78.3	89.6	258.0	104.0	362.0	137.8	97.2	123.8	358.8	440.0
Net Income (billions of yen)	552.4	393.7	486.5	1,432.7	398.4	1,831.1	613.0	458.2	941.8	2,013.1	2,400.0
(Net Income Ratio) (%)	( 8.4 )	( 6.1 )	( 6.9 )	( 7.1 )	( 5.4 )	( 6.6 )	( 8.7 )	( 6.4 )	( 12.4 )	( 9.2 )	( 8.3 )
Dividends											
Common Shares											
Cash Dividends (billions of yen)	—	300.3	—	300.3	327.2	627.5	—	293.4	—	293.4	(Note 3)
Cash Dividends per Share (yen)	—	100	—	100	110	210	—	100	—	100	
Payout Ratio (%)	—	32.1	—	—	37.3	34.6	—	27.8	—	—	
Model AA Class Shares											
Cash Dividends (billions of yen)	—	2.4	—	2.4	2.4	4.9	—	3.7	—	3.7	(Note 3)
Cash Dividends per Share (yen)	—	52.5	—	52.5	52.5	105	—	79	—	79	
Value of Shares Repurchased (billions of yen)[actual purchase]	147.7	352.2	104.7	604.7	95.1	699.9	—	249.9	34.9	284.9	(Note 4)
Value of Shares Repurchased (billions of yen)[shareholder return]	—	199.9	—	—	249.9	449.9	—	250.0 (maximum)	—	—	(Note 5)
Number of Shares Canceled (thousands)	—	—	75,000	75,000	—	75,000	—	—	—	—	(Note 6)
Number of Outstanding Common Shares (thousands)	3,337,997	3,337,997	3,262,997	3,262,997	3,262,997	3,262,997	3,262,997	3,262,997	3,262,997	3,262,997	
Number of Outstanding Model AA Class Shares (thousands)	47,100	47,100	47,100	47,100	47,100	47,100	47,100	47,100	47,100	47,100	

## Supplemental Material for Financial Results for FY2018 Third Quarter (Consolidated)

< U.S. GAAP >

	FY2017						FY2018				FY2018 Forecast 12 months ('17/4-'18/3)
	1Q (2016/4-6)	2Q (2016/7-9)	3Q (2016/10-12)	9 months (2016/4-12)	4Q (2017/1-3)	12 months ('16/4-'17/3)	1Q (2017/4-6)	2Q (2017/7-9)	3Q (2017/10-12)	9 months (2017/4-12)	
R&D Expenses (billions of yen)	274.1	258.2	261.5	793.9	243.5	1,037.5	278.6	272.0	264.3	815.0	1,060.0
Depreciation Expenses (billions of yen)	205.8	215.1	225.3	646.3	246.9	893.2	212.9	242.3	248.5	703.8	950.0
Geographic Information											
Japan	111.9	120.2	125.4	357.6	139.6	497.2	108.4	132.6	136.4	377.5	520.0
North America	42.0	43.1	44.0	129.2	49.1	178.4	45.5	48.7	51.8	146.1	190.0
Europe	11.1	11.7	13.3	36.3	14.0	50.3	15.4	16.3	15.4	47.2	70.0
Asia	32.2	31.5	33.1	96.9	34.8	131.7	34.1	35.3	35.1	104.6	130.0
Other	8.4	8.3	9.3	26.1	9.3	35.4	9.2	9.2	9.6	28.1	40.0
Capital Expenditures (billions of yen)	253.3	257.8	268.2	779.4	432.3	1,211.8	205.7	285.1	299.4	790.4	1,280.0
Geographic Information											
Japan	135.1	137.3	133.7	406.2	233.9	640.2	112.5	152.1	156.9	421.6	680.0
North America	70.1	85.3	84.4	239.9	134.5	374.5	65.3	70.9	83.5	219.7	330.0
Europe	10.8	12.9	12.8	36.6	22.3	58.9	4.8	15.0	16.1	36.1	60.0
Asia	29.1	14.4	29.2	72.8	30.2	103.1	13.3	29.3	21.1	63.8	140.0
Other	8.0	7.7	7.9	23.7	11.2	34.9	9.6	17.6	21.7	48.9	70.0
Total Liquid Assets (billions of yen)	8,700.2	8,469.6	8,819.3	8,819.3	9,199.5	9,199.5	9,364.0	9,306.7	9,309.1	9,309.1	(Note 8)
Total Assets (billions of yen)	44,524.3	43,776.1	48,111.4	48,111.4	48,750.1	48,750.1	49,456.0	50,253.0	51,216.4	51,216.4	
Toyota Motor Corporation Shareholders' Equity (billions of yen)	16,127.8	16,391.9	17,293.2	17,293.2	17,514.8	17,514.8	17,874.2	18,253.4	18,996.4	18,996.4	
Return on Equity (%)	13.4	9.6	11.5	11.2	9.1	10.6	13.8	10.1	20.2	14.6	
Return on Asset (%)	4.8	3.6	4.2	4.0	3.3	3.8	5.0	3.7	7.4	5.4	
Number of Consolidated Subsidiaries (including Variable Interest Entities)						597					
No. of Affil. Accounted for Under the Equity Method						54					

Analysis of Consolidated Net Income for FY2018		3Q	9 months
(billions of yen, approximately)		(2017/10-12)	(2017/4-12)
Effects of Marketing Activities		5.0	-155.0
Effects of Changes in Exchange Rates	※1	195.0	295.0
Cost Reduction Efforts		35.0	135.0
From Engineering		25.0	105.0
From Manufacturing and Logistics		10.0	30.0
Increases in Expenses, etc.		-35.0	-85.0
Other		35.0	24.7
(Changes in Operating Income)		235.0	214.7
Non-operating Income		-71.6	24.3
Equity in Earnings of Affiliated Companies		34.2	100.8
Income Taxes, Net Income Attributable to Noncontrolling Interests	※2	257.7	240.5
(Changes in Net Income)	※2	455.3	580.4

※1 Translational impacts concerning operating income of overseas subsidiaries and concerning provisions in foreign currencies are included in "Effects of Changes in Exchange Rates".

※2 Net income attributable to Toyota Motor Corporation for the third quarter and first nine months ended December 31, 2017 include reduction in income taxes of 291.9 billion yen, which is mainly attributable to the reversal of deferred tax assets and liabilities resulting from the Tax Cuts and Jobs Act of 2017 of the United States.

## Supplemental Material for Financial Results for FY2018 Third Quarter (Unconsolidated)

< Japan GAAP >

	FY2017						FY2018				FY2018 Forecast 12 months (17/4-18/3)	
	1Q (2016/4-6)	2Q (2016/7-9)	3Q (2016/10-12)	9 months (2016/4-12)	4Q (2017/1-3)	12 months (16/4-17/3)	1Q (2017/4-6)	2Q (2017/7-9)	3Q (2017/10-12)	9 months (2017/4-12)		
Toyota & Lexus brand												
Domestic Vehicle Production (thousands of units)	740	844	777	2,361	827	3,188	757	779	827	2,363		3,200
Overseas Vehicle Production (thousands of units)	1,494	1,422	1,477	4,393	1,498	5,891	1,464	1,420	1,435	4,319		5,750
Domestic Vehicle Retail Sales (thousands of units)	366	413	382	1,161	475	1,636	390	383	384	1,157		1,580
Exports Vehicle Sales (thousands of units)	393	456	462	1,311	415	1,726	440	457	504	1,401		1,850
North America	160	175	201	536	170	706	190	193	220	603		780
Europe	60	73	65	198	66	264	57	63	57	177		250
Asia	59	77	74	210	57	267	72	77	97	246		320
Central and South America	10	14	11	35	14	49	12	12	14	38		50
Oceania	36	43	35	114	40	154	40	42	38	120		170
Africa	13	15	14	42	11	53	14	15	13	42		50
Middle East	54	57	61	172	55	227	53	54	63	170		230
Other	1	2	1	4	2	6	2	1	2	5		
Net Revenues (billions of yen)	2,644.8	2,854.8	2,978.2	8,478.0	2,998.3	11,476.3	2,870.2	2,918.1	3,259.8	9,048.1		11,900.0
Domestic	939.6	1,036.7	973.2	2,949.6	1,135.9	4,085.5	962.8	946.5	1,067.5	2,976.9		
Exports	1,705.2	1,818.0	2,004.9	5,528.3	1,862.3	7,390.7	1,907.3	1,971.5	2,192.2	6,071.1		
Operating Income (billions of yen)	243.6	116.3	118.3	478.3	358.8	837.2	222.4	215.5	343.3	781.4		1,100.0
(Operating Income Ratio) (%)	( 9.2 )	( 4.1 )	( 4.0 )	( 5.6 )	( 12.0 )	( 7.3 )	( 7.8 )	( 7.4 )	( 10.5 )	( 8.6 )		( 9.2 )
Ordinary Income (billions of yen)	479.2	383.3	552.8	1,415.4	386.3	1,801.7	570.7	513.2	674.4	1,758.4		2,080.0
(Ordinary Income Ratio) (%)	( 18.1 )	( 13.4 )	( 18.6 )	( 16.7 )	( 12.9 )	( 15.7 )	( 19.9 )	( 17.6 )	( 20.7 )	( 19.4 )		( 17.5 )
Net Income (billions of yen)	406.8	331.1	479.1	1,217.1	312.7	1,529.9	488.1	437.4	585.7	1,511.3		1,750.0
(Net Income Ratio) (%)	( 15.4 )	( 11.6 )	( 16.1 )	( 14.4 )	( 10.4 )	( 13.3 )	( 17.0 )	( 15.0 )	( 18.0 )	( 16.7 )		( 14.7 )
R&D Expenses (billions of yen)	237.4	226.4	232.9	696.8	212.8	909.6	241.6	237.3	230.3	709.3		920.0
Depreciation Expenses (billions of yen)	57.5	55.6	50.4	163.5	49.0	212.6	58.4	58.0	56.0	172.5		230.0
Capital Expenditures (billions of yen)	64.9	56.8	63.1	184.9	109.6	294.5	54.0	57.6	60.0	171.6		280.0

Analysis of Unconsolidated Net Income for FY2018 (billions of yen, approximately)	3Q (2017/10-12)	9 months (2017/4-12)	Cautionary Statement with Respect to Forward-Looking Statements
Effects of Marketing Activities	25.0	-30.0	<p>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.</p> <p>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.</p>
Effects of Changes in Exchange Rates ※3	185.0	270.0	
Cost Reduction Efforts	30.0	100.0	
From Engineering	25.0	90.0	
From Manufacturing and Logistics	5.0	10.0	
Increases in Expenses, etc.	-15.0	-35.0	
Other	0.0	-1.9	
(Changes in Operating Income)	225.0	303.1	
Non-operating Income	-103.5	39.9	
Income Taxes, etc.	15.0	48.8	
(Changes in Net Income)	106.5	294.2	

- (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)
- (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

※3 Translational impacts concerning provisions in foreign currencies are included in "Effects of Changes in Exchange Rates".