## FINANCIAL SUMMARY

(All financial information has been prepared in accordance with accounting principles generally accepted in the United States of America)

## FY2009 Second Quarter

(April 1, 2008 through September 30, 2008)

English translation from the original Japanese-language document

## Cautionary Statement

This report contains summarized and condensed financial statements prepared in accordance with accounting principles generally accepted in the United States of America. Certain prior year amounts have been reclassified to conform to the presentations for the current quarterly financial statements.
(All financial information has been prepared in accordance with accounting principles generally accepted in the United States of America)
English translation from the original Japanese-language document

Company name
Stock exchanges on which the shares are listed
Code number
URL
Representative
Contact person
Filing date of quarterly securities report
Payment date of cash dividends
(Amounts are rounded to the nearest million yen)

1. Consolidated Results for FY2009 First Half (April 1, 2008 through September 30, 2008)

## Toyota Motor Corporation

Tokyo, Osaka, Nagoya, Sapporo and Fukuoka Stock Exchanges in Japan
: 7203
: http://www.toyota.co.jp
Katsuaki Watanabe, President
: Takuo Sasaki, General Manager, Accounting Division
Tel. (0565)28-2121
November 13, 2008
November 26, 2008
(1) Consolidated financial results (For the six months ended September 30 )

| Consolidated financial results (For the six months ended September 30) |  |  |  |  |  |  | (\% of change from previous first half) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net revenues |  | Operating income |  | Income before income taxes, minority interest and equity in earnings of affiliated companies |  | Net income |  |
|  | Million yen | \% | Million yen | \% | Million yen | \% | Million yen | \% |
| FY2009 first half | 12,190,405 | -6.3 | 582,068 | -54.2 | 636,487 | -53.3 | 493,469 | -47.6 |
| FY2008 first half | 13,012,209 | 13.4 | 1,272,164 | 16.3 | 1,362,278 | 16.8 | 942,410 | 21.3 |


|  | Net income per share <br> - - Basic |  |
| :--- | ---: | ---: |
|  | Net income per share <br> - Diluted |  |
| FY2009 first half | 156.92 | Yen |
| FY2008 first half | 295.50 | 156.90 |

(2) Consolidated financial position

|  | Total assets | Shareholders' equity | Ratio of shareholders' equity | Shareholders' equity per share |
| :---: | ---: | ---: | ---: | ---: |
|  | Million yen | Million yen |  |  |
| FY2009 second quarter | $32,898,632$ | $11,926,992$ |  | 36.3 |
| FY2008 | $32,458,320$ | $11,869,527$ |  |  |

2. Cash dividends

|  | Cash dividends per share |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (Record date) | End of first quarter | End of second quarter | End of third quarter | Year-end | Annual |
| $\begin{aligned} & \text { FY2008 } \\ & \text { FY2009 } \end{aligned}$ | Yen | $\begin{array}{r} \text { Yen } \\ 65.00 \\ 65.00 \end{array}$ | Yen | Yen <br> 75.00 | Yen <br> 140.00 |
| FY2009 (forecast) | - | - | - | - | - |

(Note) Revisions to the forecast of cash dividends in the current quarter: none
3. Forecast of consolidated results for FY2009 (April 1, 2008 through March 31, 2009)

(Note) Revisions to the forecast of consolidated results in the current quarter: yes
4. Others
(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: yes Note: For more details, please see page 6 "4.Other".
(3) Changes in accounting principles, procedures, and disclosures for quarterly consolidated financial statements
(i) Changes by a newly issued accounting pronouncement: yes
(ii) Changes other than (3)-(i) above: none

Note: For more details, please see page 6 " $4 . O t h e r "$.
(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) : FY2009 second quarter $3,447,997,492$ shares, FY2008 3,447,997,492 shares
(ii) Number of treasury stock at the end of each period: FY2009 second quarter 312,681,436 shares, FY2008 298,717,640 shares
(iii) Average number of shares issued and outstanding in each period: FY2009 first half 3,144,638,556 shares, FY2008 first half 3,189,218,964 shares

## Cautionary Statement with Respect to Forward-Looking Statements

This report contains forward-looking statements that reflect Toyota's forecasts for consolidated results. 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: (i) changes in economic conditions and market demand affecting, and the competitive environment in, the automotive markets in Japan, North America, Europe 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 Canadian dollar and the British pound; (iii) Toyota's ability to realize production efficiencies and to implement capital expenditures at the levels and times planned by management; (iv) 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 trade, environmental protection, vehicle emissions, vehicle fuel economy and vehicle safety, as well as changes in laws, regulations and government policies that affect Toyota's other operations, including the outcome of future litigation and other legal proceedings; (v) political instability in the markets in which Toyota operates; (vi) Toyota's ability to timely develop and achieve market acceptance of new products; and (vii) fuel shortages or interruptions in 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.

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.

## 1. Qualitative Information Concerning Consolidated Financial Results for FY2009 First Half

(1) Financial Results

Consolidated vehicle sales in Japan and overseas decreased by 51 thousand units, or 1.2\%, to 4,250 thousand units in FY2009 first half (For the six months ended September 30, 2008) compared with FY2008 first half (For the six months ended September 30, 2007). Vehicle sales in Japan increased by 10 thousand units, or $1.0 \%$, to 1,016 thousand units in FY2009 first half compared with FY2008 first half. Meanwhile, overseas vehicle sales decreased by 61 thousand units, or $1.8 \%$, to 3,234 thousand units in FY2009 first half compared with FY2008 first half.

As for the results of operations, net revenues decreased by 821.8 billion yen, or $6.3 \%$, to $12,190.4$ billion yen in FY2009 first half compared with FY2008 first half, and operating income decreased by 690.1 billion yen, or $54.2 \%$, to 582.0 billion yen in FY2009 first half compared with FY2008 first half. Factors resulting in the decrease in operating income included the effects of changes in exchange rates of 300.0 billion yen, the effects of marketing activities of 90.0 billion yen, cost reduction efforts of 40.0 billion yen, and an increase in expenses of 260.1 billion yen. Income before income taxes, minority interest and equity in earnings of affiliated companies decreased by 725.8 billion yen, or $53.3 \%$, to 636.4 billion yen in FY2009 first half compared with FY2008 first half. Net income decreased by 449.0 billion yen, or $47.6 \%$, to 493.4 billion yen in FY2009 first half compared with FY2008 first half.
(2) Segment Operating Results
(i) Automotive:

Net revenues for the automotive operations decreased by 778.9 billion yen, or $6.5 \%$, to $11,160.7$ billion yen in FY2009 first half compared with FY2008 first half, and operating income decreased by 715.7 billion yen, or $60.6 \%$, to 465.9 billion yen in FY2009 first half compared with FY2008 first half. The decrease in operating income was mainly due to the effects of changes in exchange rates, decreases in both production volume and vehicle units sold, and an increase in expenses.
(ii) Financial services:

Net revenues for the financial services operations decreased by 47.6 billion yen, or $6.1 \%$, to 737.7 billion yen in FY2009 first half compared with FY2008 first half. However, operating income increased by 29.4 billion yen, or $37.8 \%$, to 107.2 billion yen in FY2009 first half compared with FY2008 first half. The increase in operating income was mainly due to the recording of valuation gains on interest rate swaps stated at fair value by sales finance subsidiaries in accordance with the Statement of Financial Accounting Standards ("FAS") No. 133 (as amended by several guidance including FAS No. 138).
(iii) All other:

Net revenues for all other businesses decreased by 11.6 billion yen, or $1.9 \%$, to 602.4 billion yen in FY2009 first half compared with FY2008 first half. However, operating income increased by 1.7 billion yen, or $16.7 \%$, to 11.8 billion yen in FY2009 first half compared with FY2008 first half.
(3) Geographic Information
(i) Japan:

Net revenues in Japan decreased by 109.5 billion yen, or $1.5 \%$, to $7,207.3$ billion yen in FY2009 first half compared with FY2008 first half, and operating income decreased by 451.6 billion yen, or $58.4 \%$, to 321.7 billion yen in FY2009 first half compared with FY2008 first half. The decrease in operating income was mainly due to the effects of changes in exchange rates and an increase in expenses, partially offset by increases in both production volume and vehicle exports.
(ii) North America:

Net revenues in North America decreased by 956.9 billion yen, or $19.5 \%$, to $3,953.0$ billion yen in FY2009 first half compared with FY2008 first half, and operating income decreased by 219.8 billion yen, or $86.5 \%$, to 34.3 billion yen in FY2009 first half compared with FY2008 first half. The decrease in operating income was mainly due to decreases in both production volume and vehicle units sold, partially offset by recording of valuation gains on interest rate swaps stated at fair value by sales finance subsidiaries in the United States of America in accordance with FAS No. 133 (as amended by several guidance including FAS No. 138).
(iii) Europe:

Net revenues in Europe decreased by 236.7 billion yen, or $11.7 \%$, to $1,783.9$ billion yen in FY2009 first half compared with FY2008 first half, and operating income decreased by 59.6 billion yen, or $87.2 \%$, to 8.7 billion yen in FY2009 first half compared with FY2008 first half. The decrease in operating income was mainly due to decreases in both production volume and vehicle units sold.
(iv) Asia:

Net revenues in Asia increased by 120.7 billion yen, or $8.0 \%$, to $1,626.0$ billion yen in FY2009 first half compared with FY2008 first half, and operating income increased by 20.5 billion yen, or $17.6 \%$, to 137.2 billion yen in FY2009 first half compared with FY2008 first half. The increase in operating income was mainly due to increases in both production volume and vehicle units sold.
(v) Other (Central and South America, Oceania and Africa):

Net revenues in other regions increased by 92.5 billion yen, or $8.2 \%$, to $1,221.4$ billion yen in FY2009 first half compared with FY2008 first half, and operating income increased by 7.4 billion yen, or $10.3 \%$ to 79.1 billion yen in FY2009 first half compared with FY2008 first half. The increase in operating income was mainly due to increases in both production volume and vehicle units sold.

## 2. Qualitative Information Concerning Consolidated Financial Position for FY2009 First Half

Cash flows from operating activities resulted in an increase in cash by $1,513.7$ billion yen in FY2009 first half, mainly due to the net income of 493.4 billion yen. Net cash provided by operating activities decreased by 162.7 billion yen from 1,676.4 billion yen in FY2008 first half. Cash flows from investing activities resulted in a decrease in cash by 1,497.4 billion yen in FY2009 first half, mainly due to the additions to finance receivables of $4,509.4$ billion yen. Net cash used in investing activities decreased by 663.4 billion yen from 2,160.8 billion yen in FY2008 first half. Cash flows from financing activities resulted in an increase in cash by 198.5 billion yen in FY2009 first half. Net cash provided by financing activities decreased by 396.6 billion yen from 595.1 billion yen in FY2008 first half. After taking into account the effect of changes in exchange rates, cash and cash equivalents increased by 222.1 billion yen, or $13.6 \%$, to $1,850.6$ billion yen at the end of FY2009 first half compared with the end of FY2008.

## 3. Qualitative Information Concerning Forecast of Consolidated Financial Results for FY2009

As for our future business environment, the world economy shows a decelerating trend resulting from a further slowdown of the economy in the United States and disorder in worldwide financial markets, such as large fluctuations in the stock and foreign exchange markets. We are in a difficult economic climate facing a variety of risks and uncertainties, including higher energy and raw material prices. Furthermore, we face a higher downside risk in the Japanese economy whose recovery is weakening under the influence of the worldwide economic slowdown. In the automotive industry, although the market growth has slowed down in resource-rich countries and emerging countries which are expected to grow, competition in compact cars and low-price cars is becoming increasingly fierce among leading global and regional auto makers. In addition, environmental regulations are being strengthened throughout the world reflecting a growing environmental awareness, leading to intense global competition in the development of technologies and the introduction of new products.

Under these circumstances, the current forecast of consolidated financial results for FY2009 (April 1, 2008 through March 31, 2009) is set forth below. This forecast assumes average exchange rates through the fiscal year of 103 yen per US\$1 and 146 yen per 1 Euro.

Forecast of consolidated results for FY2009

Net revenues
Operating income
Income before income taxes, minority interest and equity in earnings of affiliated companies
Net income
$23,000.0$ billion yen (a decrease of 12.5\% compared with FY2008) 600.0 billion yen (a decrease of $73.6 \%$ compared with FY2008)
640.0 billion yen (a decrease of $73.7 \%$ compared with FY2008)
550.0 billion yen (a decrease of 68.0\% compared with FY2008)

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.

When using the forecast of financial results, please refer to the Cautionary Statement with Respect to Forward-Looking Statements on page 2.

## 4. Other

(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, minority interest and equity in earnings of affiliated companies for FY2009 first half by estimated effective tax rates. These estimated effective tax rates reflect anticipated investment tax credits, foreign tax credits and other items including changes in valuation allowances, that affect estimated effective tax rates.
(3) Changes in accounting principles, procedures, and disclosures for quarterly consolidated financial statements

In September 2006, the Financial Accounting Standard Board ("FASB") issued FAS No. 157, Fair Value Measurements ("FAS 157"), which defines fair value, establishes a framework for measuring fair value and expands disclosures about fair value measurements. Toyota and its consolidated subsidiaries ("Toyota") adopted FAS 157 from the fiscal year begun after November 15, 2007. The adoption of FAS 157 did not have material impact on Toyota's consolidated financial statements.

In September 2006, FASB issued FAS No. 158, Employers' Accounting for Defined Benefit Pension and Other Postretirement Plans - an amendment of FASB Statements No. 87, 88, 106, and 132(R) ("FAS 158") . FAS 158 requires employers to measure the funded status of their defined benefit postretirement plans as of the date of their year-end statement of financial position. Toyota adopted this provision in FAS 158 regarding a measurement date from the fiscal year ending after December 15, 2008. The adoption of this provision in FAS 158 did not have material impact on Toyota's consolidated financial statements.

In February 2007, FASB issued FAS No. 159, The Fair Value Option for Financial Assets and Financial Liabilities — Including an amendment of FASB Statement No. 115 ("FAS 159"). FAS 159 permits entities to measure many financial instruments and certain other assets and liabilities at fair value on an instrument-by-instrument basis and subsequent change in fair value must be recorded in earnings at each reporting date. Toyota adopted FAS 159 from the fiscal year begun after November 15, 2007. Because Toyota did not elect the fair value option in FY2009 first half, the adoption of FAS 159 did not have material impact on Toyota's consolidated financial statements.

TOYOTA MOTOR CORPORATION FY2009 Second Quarter Financial Summary (All financial information has been prepared in accordance with accounting principles generally accepted in the United States of America)

## 5. Consolidated Production and Sales

(1) Production
(Units)

| Business segment |  | FY2008 first half <br> (April 1, 2007 through <br> September 30, 2007) | FY2009 first half <br> (April 1, 2008 through <br> September 30, 2008) | Increase <br> (Decrease) |
| :---: | :---: | :---: | :---: | :---: |
| Automotive | Japan | $2,429,648$ | $2,450,845$ | 21,197 |
|  | North America | 645,848 | 562,400 | $(83,448)$ |
|  | Europe | 341,176 | 294,578 | $(46,598)$ |
|  | Asia | 456,961 | 521,122 | 64,161 |
|  | Other | 221,131 | 260,210 | 39,079 |
|  | Total | $4,094,764$ | $4,089,155$ | $(5,609)$ |
| Other | Housing | 2,175 | 2,326 | 151 |


| Business segment |  | FY2008 second quarter <br> (July 1, 2007 through <br> September 30, 2007) | FY2009 second quarter <br> (July 1, 2008 through <br> September 30, 2008) | Increase <br> (Decrease) |
| :---: | :---: | :---: | :---: | :---: |
| Automotive | Japan | $1,190,000$ | $1,197,909$ | 7,909 |
|  | North America | 305,656 | 236,766 | $(68,890)$ |
|  | Europe | 157,837 | 126,483 | $(31,354)$ |
|  | Asia | 237,465 | 258,734 | 21,269 |
|  | Other | 113,503 | 132,072 | 18,569 |
|  | Total | $2,004,461$ | $1,951,964$ | $(52,497)$ |
| Other | Housing | 1,295 | 1,424 | 129 |

Note: 1 Production in "Automotive" indicates production units of vehicles (new).
2 "Other" in "Automotive" consists of Central and South America, Oceania and Africa.
(2) Sales (by destination)

| Business segment |  | FY2008 first half (April 1, 2007 through September 30, 2007) | FY2009 first half (April 1, 2008 through September 30, 2008) | Increase (Decrease) |
| :---: | :---: | :---: | :---: | :---: |
| Automotive | Japan | 1,006,343 | 1,016,352 | 10,009 |
|  | North America | 1,497,086 | 1,357,569 | $(139,517)$ |
|  | Europe | 634,691 | 578,100 | $(56,591)$ |
|  | Asia | 452,441 | 510,201 | 57,760 |
|  | Other | 711,265 | 788,764 | 77,499 |
|  | Total | 4,301,826 | 4,250,986 | $(50,840)$ |
| Other | Housing | 2,265 | 2,436 | 171 |


| Business segment |  | FY2008 second quarter <br> (July 1, 2007 through <br> September 30, 2007) | FY2009 second quarter <br> (July 1, 2008 through <br> September 30, 2008) | Increase <br> (Decrease) |
| :---: | :---: | :---: | :---: | :---: |
| Automotive | Japan | 505,711 | 503,478 | $(2,233)$ |
|  | North America | 734,487 | 628,890 | $(105,597)$ |
|  | Europe | 302,170 | 277,102 | $(25,068)$ |
|  | Asia | 230,774 | 247,922 | 17,148 |
|  | Other | 366,519 | 407,071 | 40,552 |
|  | Total | $2,139,661$ | $2,064,463$ | $(75,198)$ |
| Other | Housing | 1,412 | 1,520 | 108 |

[^0]TOYOTA MOTOR CORPORATION FY2009 Second Quarter Financial Summary

## 6. Quarterly Consolidated Financial Statements

(1) Quarterly Consolidated Balance Sheets

|  | (Amount: million yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | FY2009 second quarter (As of September 30, 2008) | FY2008 <br> (As of March 31, 2008) | Increase (Decrease) |
| Assets |  |  |  |
| Current assets: |  |  |  |
| Cash and cash equivalents | 1,850,614 | 1,628,547 | 222,067 |
| Time deposits | 50,734 | 134,773 | $(84,039)$ |
| Marketable securities | 683,124 | 542,210 | 140,914 |
| Trade accounts and notes receivable, less allowance for doubtful accounts | 1,716,413 | 2,040,233 | $(323,820)$ |
| Finance receivables, net | 4,423,048 | 4,301,142 | 121,906 |
| Other receivables | 484,496 | 523,533 | $(39,037)$ |
| Inventories | 1,961,300 | 1,825,716 | 135,584 |
| Deferred income taxes | 656,825 | 563,220 | 93,605 |
| Prepaid expenses and other current assets | 595,631 | 526,853 | 68,778 |
| Total current assets | 12,422,185 | 12,086,227 | 335,958 |
| Noncurrent finance receivables, net | 6,446,092 | 5,974,756 | 471,336 |
| Investments and other assets: |  |  |  |
| Marketable securities and other securities investments | 3,053,879 | 3,429,238 | $(375,359)$ |
| Affiliated companies | 2,070,931 | 2,098,556 | $(27,625)$ |
| Employees receivables | 69,796 | 70,776 | (980) |
| Other | 903,048 | 986,765 | $(83,717)$ |
| Total investments and other assets | 6,097,654 | 6,585,335 | $(487,681)$ |
| Property, plant and equipment: |  |  |  |
| Land | 1,272,259 | 1,262,034 | 10,225 |
| Buildings | 3,650,177 | 3,580,607 | 69,570 |
| Machinery and equipment | 9,462,285 | 9,270,650 | 191,635 |
| Vehicles and equipment on operating leases | 3,085,350 | 2,922,325 | 163,025 |
| Construction in progress | 335,584 | 360,620 | $(25,036)$ |
| Subtotal | 17,805,655 | 17,396,236 | 409,419 |
| Less - Accumulated depreciation | (9,872,954) | $(9,584,234)$ | $(288,720)$ |
| Total property, plant and equipment | 7,932,701 | 7,812,002 | 120,699 |
| Total assets | 32,898,632 | 32,458,320 | 440,312 |

TOYOTA MOTOR CORPORATION FY2009 Second Quarter Financial Summary (All financial information has been prepared in accordance with accounting principles generally accepted in the United States of America)


TOYOTA MOTOR CORPORATION FY2009 Second Quarter Financial Summary
(2) Quarterly Consolidated Statements of Income
(First half for the six months ended September 30)

|  |  |  | (Amount: million yen) |
| :---: | :---: | :---: | :---: |
|  | FY2008 first half (Six months ended September 30, 2007) | FY2009 first half (Six months ended September 30, 2008) | Increase (Decrease) |
| Net revenues: |  |  |  |
| Sales of products | 12,241,659 | 11,463,710 | $(777,949)$ |
| Financing operations | 770,550 | 726,695 | $(43,855)$ |
| Total net revenues | 13,012,209 | 12,190,405 | $(821,804)$ |
| Costs and expenses: |  |  |  |
| Cost of products sold | 10,006,694 | 9,903,833 | $(102,861)$ |
| Cost of financing operations | 555,184 | 431,367 | $(123,817)$ |
| Selling, general and administrative | 1,178,167 | 1,273,137 | 94,970 |
| Total costs and expenses | 11,740,045 | 11,608,337 | $(131,708)$ |
| Operating income | 1,272,164 | 582,068 | $(690,096)$ |
| Other income (expense): |  |  |  |
| Interest and dividend income | 79,681 | 78,410 | $(1,271)$ |
| Interest expense | $(24,384)$ | $(26,826)$ | $(2,442)$ |
| Foreign exchange gain, net | 3,064 | 32,441 | 29,377 |
| Other income (loss), net | 31,753 | $(29,606)$ | $(61,359)$ |
| Total other income (expense) | 90,114 | 54,419 | $(35,695)$ |
| Income before income taxes, minority interest and equity in earnings of affiliated companies | 1,362,278 | 636,487 | $(725,791)$ |
| Provision for income taxes | 523,933 | 258,855 | $(265,078)$ |
| Income before minority interest and equity in earnings of affiliated companies | 838,345 | 377,632 | $(460,713)$ |
| Minority interest in consolidated subsidiaries | $(41,039)$ | $(28,301)$ | 12,738 |
| Equity in earnings of affiliated companies | 145,104 | 144,138 | (966) |
| Net income | 942,410 | 493,469 | $(448,941)$ |

(Amount: yen)

| Net income per share |  |  |  |
| :--- | ---: | ---: | ---: |
| Basic | 295.50 | 156.92 | (Amount: yen) |
| Diluted | 295.34 | 156.90 | $(138.58)$ |

TOYOTA MOTOR CORPORATION FY2009 Second Quarter Financial Summary
(Second quarter for the three months ended September 30)
$\left.\begin{array}{|l|r|r|r|}\hline & \begin{array}{rl}\text { FY2008 second quarter } \\ \text { (Three months ended } \\ \text { September 30, 2007) }\end{array} & \begin{array}{r}\text { FY2009 second quarter } \\ \text { (Three months ended } \\ \text { September 30, 2008) }\end{array} & \begin{array}{c}\text { (Amount: million yen) } \\ \text { (Decrease }\end{array} \\ \hline \text { Net revenues: } & & & \\ \text { Sales of products } & 6,090,518 & 5,604,867 \\ \text { Financing operations } & 399,054 & 370,408\end{array}\right)$
(Amount: yen)

| Net income per share |  |  |
| :--- | ---: | ---: |
| Basic | 141.51 | 44.53 |
| Diluted | 141.44 | 44.52 |

(3) Quarterly Consolidated Statements of Cash Flows

|  |  | (Amount: million yen) |
| :---: | :---: | :---: |
|  | FY2008 first half (Six months ended September 30, 2007) | FY2009 first half (Six months ended September 30, 2008) |
| Cash flows from operating activities: |  |  |
| Net income | 942,410 | 493,469 |
| Adjustments to reconcile net income to net cash provided by operating activities |  |  |
| Depreciation | 754,314 | 741,800 |
| Provision for doubtful accounts and credit losses | 41,690 | 92,300 |
| Pension and severance costs, less payments | $(16,826)$ | $(18,646)$ |
| Losses on disposal of fixed assets | 23,864 | 23,163 |
| Unrealized losses on available-for-sale securities, net | 5,696 | 20,190 |
| Deferred income taxes | 69,262 | $(55,351)$ |
| Minority interest in consolidated subsidiaries | 41,039 | 28,301 |
| Equity in earnings of affiliated companies | $(145,104)$ | $(144,138)$ |
| Changes in operating assets and liabilities, and other | $(39,895)$ | 332,688 |
| Net cash provided by operating activities | 1,676,450 | 1,513,776 |
| Cash flows from investing activities: |  |  |
| Additions to finance receivables | (5,167,790) | $(4,509,417)$ |
| Collection of and proceeds from sales of finance receivables | 4,407,625 | 3,872,757 |
| Additions to fixed assets excluding equipment leased to others | $(687,568)$ | $(701,867)$ |
| Additions to equipment leased to others | $(664,635)$ | $(636,947)$ |
| Proceeds from sales of fixed assets excluding equipment leased to others | 27,359 | 27,722 |
| Proceeds from sales of equipment leased to others | 174,171 | 193,748 |
| Purchases of marketable securities and security investments | $(666,807)$ | $(361,976)$ |
| Proceeds from sales of and maturity of marketable securities and security investments | 445,226 | 502,991 |
| Payment for additional investments in affiliated companies, net of cash acquired | - | (45) |
| Changes in investments and other assets, and other | $(28,398)$ | 115,586 |
| Net cash used in investing activities | $(2,160,817)$ | $(1,497,448)$ |
| Cash flows from financing activities: |  |  |
| Purchase of common stock | $(98,252)$ | $(69,835)$ |
| Proceeds from issuance of long-term debt | 1,612,953 | 1,204,650 |
| Payments of long-term debt | $(1,048,897)$ | $(1,468,592)$ |
| Increase in short-term borrowings | 353,206 | 768,517 |
| Dividends paid | $(223,856)$ | $(236,196)$ |
| Net cash provided by financing activities | 595,154 | 198,544 |
| Effect of exchange rate changes on cash and cash equivalents | 463 | 7,195 |
| Net increase in cash and cash equivalents | 111,250 | 222,067 |
| Cash and cash equivalents at beginning of current period | 1,900,379 | 1,628,547 |
| Cash and cash equivalents at end of current period | 2,011,629 | 1,850,614 |

Note: In the Quarterly 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

TOYOTA MOTOR CORPORATION FY2009 Second Quarter Financial Summary (All financial information has been prepared in accordance with accounting principles generally accepted in the United States of America)
(5) Segment Information
(i) Segment operating results

FY2008 first half (Six months ended September 30, 2007)
(Amount: million yen)

| FY2008 first half (Six months ended September 30, 2007) |  |  |  | (Amount: million yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Automotive | Financial Services | All Other | Intersegment Elimination | Consolidated |
| Net revenues: <br> (1) Sales to external customers <br> (2) Intersegment sales | $\begin{array}{r} 11,931,701 \\ 7,937 \end{array}$ | $\begin{array}{r} 770,550 \\ 14,766 \end{array}$ | $\begin{aligned} & 309,958 \\ & 304,017 \end{aligned}$ | $(326,720)$ | $13,012,209$ |
| Total | 11,939,638 | 785,316 | 613,975 | $(326,720)$ | 13,012,209 |
| Operating expenses | 10,758,006 | 707,508 | 603,864 | $(329,333)$ | 11,740,045 |
| Operating income | 1,181,632 | 77,808 | 10,111 | 2,613 | 1,272,164 |

FY2009 first half (Six months ended September 30, 2008)
(Amount: million yen)

|  | Automotive | Financial Services | All Other | Intersegment <br> Elimination | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net revenues: |  |  |  |  |  |
| (1) Sales to external customers | $11,151,818$ | 726,695 | 311,892 | - | $12,190,405$ |
| $(2)$ Intersegment sales | 8,932 | 11,043 | 290,506 | $(310,481)$ | - |
| Total | $11,160,750$ | 737,738 | 602,398 | $(310,481)$ | $12,190,405$ |
| Operating expenses | $10,694,812$ | 630,480 | 590,599 | $(307,554)$ | $11,608,337$ |
| Operating income | 465,938 | 107,258 | 11,799 | $(2,927)$ | 582,068 |

TOYOTA MOTOR CORPORATION FY2009 Second Quarter Financial Summary (All financial information has been prepared in accordance with accounting principles generally accepted in the United States of America)

FY2008 second quarter (Three months ended September 30, 2007)
(Amount: million yen)

|  | Intersegment <br> Elimination | Consolidated |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net revenues: | Automotive | Financial Services | All Other |  |  |
| (1) Sales to external customers | $5,921,050$ | 399,054 |  |  |  |
| (2) Intersegment sales | 4,230 | 7,587 | 151,468 | $6,489,572$ |  |
| Total | $5,925,280$ | 406,641 | 320,979 | $(163,328)$ | $6,489,572$ |
| Operating expenses | $5,365,802$ | 377,117 | 315,045 | $(165,129)$ | $5,892,835$ |
| Operating income | 559,478 | 29,524 | 5,934 | 1,801 | 596,737 |

FY2009 second quarter (Three months ended September 30, 2008)
(Amount: million yen)

|  | Automotive | Financial Services | All Other | Intersegment <br> Elimination |
| :--- | ---: | ---: | ---: | ---: |
| Net revenues: |  |  |  |  |
| Consolidated |  |  |  |  |
| (1) Sales to external customers | $5,436,077$ | 370,408 | 168,790 | - |
| (2) Intersegment sales | 3,726 | 4,157 | 145,442 | $(153,325)$ |
| Total | $5,439,803$ | 374,565 | 314,232 | $(153,325)$ |
| Operating expenses | $5,306,210$ | 346,441 | 305,395 | $(152,248)$ |
| Operating income | 133,593 | 28,124 | 8,837 | $(1,077)$ |

TOYOTA MOTOR CORPORATION FY2009 Second Quarter Financial Summary (All financial information has been prepared in accordance with accounting principles generally accepted in the United States of America)
(ii) Geographic information

FY2008 first half (Six months ended September 30, 2007)

| 2007) (Amount: million yen) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Japan | North America | Europe | Asia | Other | Intersegment Elimination | Consolidated |
| Net revenues: <br> (1) Sales to external customers <br> (2) Intersegment sales | $\begin{aligned} & 3,909,716 \\ & 3,407,116 \end{aligned}$ | $\begin{array}{r} 4,816,838 \\ 93,076 \end{array}$ | $\begin{array}{r} 1,949,511 \\ 71,133 \end{array}$ | $\begin{array}{r} 1,339,203 \\ 166,112 \end{array}$ | $\begin{aligned} & 996,941 \\ & 131,940 \end{aligned}$ | $(3,869,377)$ | 13,012,209 |
| Total | 7,316,832 | 4,909,914 | 2,020,644 | 1,505,315 | 1,128,881 | $(3,869,377)$ | 13,012,209 |
| Operating expenses | 6,543,467 | 4,655,813 | 1,952,338 | 1,388,559 | 1,057,175 | $(3,857,307)$ | 11,740,045 |
| Operating income | 773,365 | 254,101 | 68,306 | 116,756 | 71,706 | $(12,070)$ | 1,272,164 |

FY2009 first half (Six months ended September 30, 2008)
(Amount: million yen)

|  | Japan | North America | Europe | Asia | Other | Intersegment <br> Elimination | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Net revenues: |  |  |  |  |  |  |  |
| (1) Sales to external customers | $4,114,297$ | $3,875,542$ | $1,703,704$ | $1,453,771$ | $1,043,091$ | $-12,190,405$ |  |
| (2) Intersegment sales | $3,093,075$ | 77,456 | 80,199 | 172,255 | 178,256 | $(3,601,241)$ | - |
| Total | $7,207,372$ | $3,952,998$ | $1,783,903$ | $1,626,026$ | $1,221,347$ | $(3,601,241)$ | $12,190,405$ |
| Operating expenses | $6,885,599$ | $3,918,733$ | $1,775,165$ | $1,488,770$ | $1,142,289$ | $(3,602,219)$ | $11,608,337$ |
| Operating income | 321,773 | 34,265 | 8,738 | 137,256 | 79,058 | 978 | 582,068 |

Note: "Other" consists of Central and South America, Oceania and Africa.

TOYOTA MOTOR CORPORATION FY2009 Second Quarter Financial Summary (All financial information has been prepared in accordance with accounting principles generally accepted in the United States of America)


FY2009 second quarter (Three months ended September 30, 2008)
(Amount: million yen)

|  | Japan | North America | Europe | Asia | Other | Intersegment <br> Elimination | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Net revenues: |  |  |  |  |  |  |  |
| (1) Sales to external customers | $2,084,354$ | $1,827,273$ | 831,846 | 734,638 | 497,164 | - | $5,975,275$ |
| (2) Intersegment sales | $1,462,166$ | 34,586 | 35,894 | 93,040 | 95,539 | $(1,721,225)$ | - |
| Total | $3,546,520$ | $1,861,859$ | 867,740 | 827,678 | 592,703 | $(1,721,225)$ | $5,975,275$ |
| Operating expenses | $3,441,909$ | $1,896,768$ | 879,290 | 759,792 | 558,097 | $(1,730,058)$ | $5,805,798$ |
| Operating income | 104,611 | $(34,909)$ | $(11,550)$ | 67,886 | 34,606 | 8,833 | 169,477 |

Note: "Other" consists of Central and South America, Oceania and Africa.
(6) Significant Changes in Shareholders' Equity

None

Supplemental Material for Financial Results for FY2009 Second Quarter (Consolidated)
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|  | FY2008 |  |  |  |  | (2007/4-2008/3) | FY2009 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 1 Q \\ (2007 / 4-6) \end{gathered}$ | $\begin{gathered} \hline \text { (Note 1) } \\ 2 \mathrm{Q} \\ (2007 / 7-9) \\ \hline \end{gathered}$ | First Half (2007/4-9) | $\begin{gathered} 3 Q \\ (2007 / 10-12) \end{gathered}$ | $\begin{gathered} \text { (Note 1) } \\ 4 \mathrm{Q} \\ (2008 / 1-3) \\ \hline \end{gathered}$ |  | $\begin{gathered} 1 Q \\ (2008 / 4-6) \end{gathered}$ | $\begin{gathered} 2 \mathrm{Q} \\ (2008 / 7-9) \end{gathered}$ | First Half (2008/4-9) |
| Vehicle Production (thousands of units) | 2,090 | 2,004 | 4,094 | 2,201 | 2,252 | 8,547 | 2,137 | 1,952 | 4,089 |
| (Japan) <br> - including Daihatsu \& Hino <br> [Daihatsu] <br> [Hino] | $\left.\begin{array}{c} 1,239 \\ 194 \end{array}\right]$ | $\left.\begin{array}{c} 1,190 \\ 182 \\ 27 \end{array}\right]$ | 2,429 <br> 376 ] <br> 53 ] | $\left[\begin{array}{c}1,358 \\ {[ }\end{array}\right.$ | $\left.\begin{array}{r} 1,373 \\ 212 \\ 30 \end{array}\right]$ | $\left[\begin{array}{cc} 5,160 \\ {[ } & 785] \\ {[ } & 111] \end{array}\right]$ | $\left.\begin{array}{c} 1,252 \\ 197 \\ 28 \end{array}\right]$ | $\left.\begin{array}{c} 1,198 \\ 190 \\ 29 \end{array}\right]$ | $2,451$ <br> 387 ] <br> 57 ] |
| (Overseas) - including Daihatsu \& Hino <br> [Daihatsu] <br> [Hino] | $\begin{array}{r}851 \\ 17 \\ \hline\end{array}$ | $\begin{gathered} 814 \\ 17 \\ \\ -1 \end{gathered}$ | 1,665 <br> 34 ] <br> - ] | $\left.\begin{array}{c} 843 \\ 19 \\ -\quad] \end{array}\right][$ | $\begin{gathered} 879 \\ 27 \\ \\ -1 \end{gathered}$ | $\left[\begin{array}{cc}3,387 \\ {[ } & 80\end{array}\right]$ | 885 <br> 34 ] <br> - ] | $\left.\begin{array}{c} 754 \\ 36 \\ \hline \end{array}\right]$ | $\left.\begin{array}{r} 1,638 \\ 70 \\ \hline \end{array} \right\rvert\,$ |
| North America | 340 | 306 | 646 | 300 | 322 | 1,268 | 326 | 237 | 563 |
| Europe | 184 | 157 | 341 | 183 | 187 | 711 | 168 | 126 | 294 |
| Asia | 220 | 237 | 457 | 241 | 263 | 961 | 263 | 259 | 521 |
| Central and South America | 38 | 41 | 79 | 40 | 31 | 150 | 40 | 44 | 85 |
| Oceania | 35 | 42 | 77 | 39 | 33 | 149 | 38 | 38 | 76 |
| Africa | 34 | 31 | 65 | 40 | 43 | 148 | 50 | 50 | 99 |
| Vehicle Sales (thousands of units) | 2,162 | 2,139 | 4,301 | 2,281 | 2,331 | 8,913 | 2,186 | 2,064 | 4,250 |
| (Japan) <br> - including Daihatsu \& Hino <br> [Daihatsu] <br> [Hino] | $\left.\begin{array}{c} 500 \\ 140 \\ 9 \end{array}\right]$ | $506$ $128 \text { ] }$ $13]$ | $\left.\begin{array}{c} 1,006 \\ 268 \\ 22 \end{array}\right]$ | $\left[\begin{array}{cc}541 \\ {[ } & 129] \\ {[ } & 11]\end{array}\right]$ | $641$ $174 \text { ] }$ $13]$ | $\left[\begin{array}{cc} 2,188 \\ {[ } & 571] \\ {[ } & 46] \end{array}\right]$ | 512 <br> 145 ] <br> 9 ] | 504 <br> 142 ] <br> 11 ] | 1,016 <br> 287 ] <br> 20 ] |
| (Overseas) - including Daihatsu \& Hino <br> [Daihatsu] <br> [Hino] | $\left.\begin{array}{r} 1,662 \\ 52 \\ \\ 16 \end{array}\right]$ | 1,633 <br> 52 ] <br> 15 ] | $\left.\begin{array}{c} 3,295 \\ 104 \\ 31 \end{array}\right]$ | $\left[\begin{array}{cc}1,740 \\ {[ } & 51] \\ {[ } & 17]\end{array}\right]$ | $\left.\begin{array}{r} 1,690 \\ 59 \\ 17 \end{array}\right]$ | $\left[\begin{array}{cc} 6,725 \\ {[ } & 214] \\ {[ } & 65] \end{array}\right]$ | 1,674 <br> 59 ] <br> 19 ] | 1,560 <br> 57 ] <br> 17 ] | 3,234 <br> 116 ] <br> 36 ] |
| North America | 762 | 735 | 1,497 | 756 | 705 | 2,958 | 729 | 629 | 1,357 |
| Europe | 333 | 302 | 635 | 308 | 341 | 1,284 | 301 | 277 | 579 |
| Asia | 222 | 230 | 452 | 241 | 263 | 956 | 262 | 247 | 510 |
| Central and South America | 77 | 82 | 159 | 91 | 70 | 320 | 85 | 82 | 167 |
| Oceania | 70 | 70 | 140 | 74 | 75 | 289 | 81 | 68 | 149 |
| Africa | 77 | 75 | 152 | 85 | 77 | 314 | 77 | 81 | 158 |
| Middle East | 120 | 136 | 256 | 183 | 158 | 597 | 137 | 174 | 310 |
| Other | 1 | 3 | 4 | 2 | 1 | 7 | 2 | 2 | 4 |
| Total Retail Unit Sales (thousands of units) | 2,365 | 2,336 | 4,701 | 2,316 | 2,413 | 9,430 | 2,406 | 2,233 | 4,639 |
| Housing Sales (units) | 853 | 1,412 | 2,265 | 1,195 | 1,971 | 5,431 | 916 | 1,520 | 2,436 |



Supplemental Material for Financial Results for FY2009 Second Quarter (Consolidated)
<U.S. GAAP >


## Supplemental Material for Financial Results for FY2009 Second Quarter (Consolidated)

## <U.S. GAAP >



| FY2009 |
| :---: |
| Forecast |
| (2008/4-2009/3) |
| 920.0 |
| 1,100.0 |
| 690.0 |
| 210.0 |
| 100.0 |
| 60.0 |
| 40.0 |
| 1,400.0 |
| 820.0 |
| 320.0 |
| 140.0 |
| 60.0 |
| 60.0 |
|  |
|  |


| Analysis of Net Income for the first half of <br> FY2009 <br> (billions of yen, approximately) | Consolidated |
| :--- | :---: |
| Effects of Marketing Activities | -90.0 |
| Cost Reduction Efforts <br> From Engineering | -40.0 |
| From Manufacturing and Logistics | -80.0 |
| Effects of Changes in Exchange Rates | -300.0 |
| Increases in Expenses, etc | -260.1 |
| (Changes in Operating Income) | -690.1 |
| Non-operating Income | -35.7 |
| Equity in Earnings of Affiliated Companies | -1.0 |
| Income Taxes, Minority Interest in <br> Consolidated Subsidiaries | 277.8 |
| (Changes in Net Income) | -449.0 |

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: (i) changes in economic conditions and market demand affecting, and the competitive environment in, the automotive markets in Japan, North America, Europe 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 Canadian dollar and the British pound; (iii) Toyota's ability to realize production efficiencies and to implement capital expenditures at the levels and times planned by management; (iv) 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 trade, environmental protection, vehicle emissions, vehicle fuel economy and vehicle safety, as well as changes in laws, regulations and government policies that affect Toyota's other operations, including the outcome of future litigation and other legal proceedings; (v) political instability in the markets in which Toyota operates; (vi) Toyota's ability to timely develop and achieve market acceptance of new products; and (vii) fuel shortages or interruptions in 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.
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.

Supplemental Material for Financial Results for FY2009 Second Quarter (Unconsolidated)
< Japan GAAP >

|  | FY2008 |  |  |  |  |  | FY2009 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 1 Q \\ (2007 / 4-6) \end{gathered}$ |  | $\begin{aligned} & \text { First Half } \\ & (2007 / 4-9) \end{aligned}$ | $\begin{array}{\|c\|} \hline 3 Q \\ (2007 / 10-12) \\ \hline \end{array}$ |  | (2007/4-2008/3) | $\begin{gathered} 1 Q \\ (2008 / 4-6) \\ \hline \end{gathered}$ |  | $\begin{aligned} & \text { First Half } \\ & (2008 / 4-9) \end{aligned}$ |
| Domestic vehicle production (thousands of units) | 1,018 | 982 | 2,000 | 1,133 | 1,131 | 4,264 | 1,027 | 980 | 2,007 |
| Overseas vehicle production (thousands of units) | 1,084 | 1,070 | 2,154 | 1,129 | 1,141 | 4,424 | 1,164 | 998 | 2,162 |
| Vehicle Sales (thousands of units) | 1,021 | 987 | 2,008 | 1,148 | 1,147 | 4,303 | 1,033 | 992 | 2,025 |
| Domestic | 358 | 371 | 729 | 410 | 456 | 1,595 | 368 | 354 | 722 |
| Exports | 663 | 616 | 1,279 | 738 | 691 | 2,708 | 665 | 638 | 1,303 |
| North America | 326 | 307 | 633 | 350 | 321 | 1,304 | 310 | 273 | 583 |
| Europe | 114 | 94 | 208 | 103 | 116 | 427 | 117 | 108 | 225 |
| Asia | 35 | 36 | 71 | 48 | 45 | 164 | 48 | 44 | 92 |
| Central and South America | 30 | 31 | 61 | 33 | 25 | 119 | 26 | 25 | 51 |
| Oceania | 45 | 41 | 86 | 49 | 52 | 187 | 51 | 44 | 95 |
| Africa | 39 | 33 | 72 | 37 | 33 | 142 | 35 | 32 | 67 |
| Middle East | 72 | 72 | 144 | 117 | 98 | 359 | 76 | 110 | 186 |
| Other | 2 | 2 | 4 | 1 | 1 | 6 | 2 | 2 | 4 |
| Housing Sales (units) | 732 | 1,160 | 1,892 | 1,198 | 1,532 | 4,622 | 771 | 1,278 | 2,049 |
| Net Sales (billions of yen) | 2,908.8 | 2,828.3 | 5,737.1 | 3,238.4 | 3,103.7 | 12,079.2 | 2,890.5 | 2,758.7 | 5,649.2 |
| Domestic | 793.7 | 820.4 | 1,614.1 | 935.2 | 1,000.5 | 3,549.8 | 859.9 | 816.6 | 1,676.5 |
| Exports | 2,115.1 | 2,007.9 | 4,123.0 | 2,303.2 | 2,103.2 | 8,529.4 | 2,030.6 | 1,942.1 | 3,972.7 |
| Operating Income (billions of yen) <br> (Operating Income Ratio) (\%) | $\begin{gathered} 324.6 \\ 11.2 \end{gathered}$ | $\begin{gathered} 285.1 \\ \left(\begin{array}{c} 10.1 \end{array}\right) \end{gathered}$ | $\begin{gathered} 609.7 \\ \left(\begin{array}{c} 10.6 \end{array}\right) \end{gathered}$ | $\begin{array}{\|r\|} 299.0 \\ ( \end{array}$ | $\begin{array}{r} 199.9 \\ \left(\begin{array}{r} 6.4 \end{array}\right) \end{array}$ | $\begin{array}{r} 1,108.6 \\ \left(\begin{array}{r} 1 \end{array}\right) \end{array}$ | 173.5 <br> 6.0 ) | $\left.\begin{array}{\|c} 79.0 \\ ( \end{array} \begin{array}{c} 2.9 \end{array}\right)$ | $\begin{array}{r} 252.5 \\ \left(\begin{array}{r} 4.5 \end{array}\right) \end{array}$ |
| Ordinary Income (billions of yen) (Ordinary Income Ratio) (\%) | $\begin{array}{\|c\|} \hline 511.0 \\ \left(\begin{array}{c} 17.6 \end{array}\right) \end{array}$ | $\begin{array}{\|c\|} 341.4 \\ \left(\begin{array}{c} 12.1 \end{array}\right) \end{array}$ | $\begin{gathered} 852.4 \\ \left(\begin{array}{c} 14.9 \end{array}\right) \end{gathered}$ | $\left.\begin{array}{\|c\|} \hline 498.7 \\ ( \\ 15.4 \end{array}\right)$ | $\begin{array}{r} 229.5 \\ \left(\begin{array}{r} 7.4 \end{array}\right) \end{array}$ | $\begin{array}{r} 1,580.6 \\ \left(\begin{array}{r} 13.1 \end{array}\right) \end{array}$ | $\binom{401.4}{(13.9}$ | 193.8 <br> 7.0 ) | $\begin{gathered} 595.2 \\ \left(\begin{array}{c} 10.5 \end{array}\right) \end{gathered}$ |
| Net Income (billions of yen) <br> (Net Income Ratio) (\%) | $\begin{array}{\|c} 361.5 \\ \left(\begin{array}{c} 12.4 \end{array}\right) \end{array}$ | $\left.\begin{array}{\|c\|} \hline 240.4 \\ ( \end{array} \quad 8.5\right)$ | $\begin{gathered} 601.9 \\ \left(\begin{array}{c} 10.5 \end{array}\right) \end{gathered}$ | $\begin{array}{\|c\|} 375.1 \\ \left(\begin{array}{c} 11.6 \end{array}\right) \end{array}$ | $\begin{gathered} 161.1 \\ \left(\begin{array}{r}  \\ 5.2 \end{array}\right) \end{gathered}$ | $\begin{array}{r} 1,138.1 \\ \left(\begin{array}{r} 1 \end{array}\right) \end{array}$ | $\left(\begin{array}{c} 321.1 \\ \left(\begin{array}{l} 11.1 \end{array}\right) \end{array}\right.$ | $\begin{gathered} 151.1 \\ \left(\begin{array}{r} 1 \\ \\ 5.5 \end{array}\right) \end{gathered}$ | $\begin{array}{r} 472.2 \\ \left(\begin{array}{r} 4 \end{array}\right) \end{array}$ |
| R\&D Expenses (billions of yen) | 194.1 | 184.6 | 378.7 | 213.6 | 226.2 | 818.5 | 199.6 | 208.8 | 408.4 |
| Depreciation Expenses (billions of yen) | 72.8 | 77.7 | 150.5 | 63.3 | 63.6 | 277.4 | 68.8 | 76.8 | 145.6 |
| Capital Expenditures (billions of yen) | 49.0 | 94.7 | 143.7 | 90.1 | 167.4 | 401.2 | 64.5 | 92.6 | 157.1 |



| Analysis of Net Income for the first half of FY2009 <br> (billions of yen, approximately) | Unconsolidated |
| :--- | :---: |
| Effects of Marketing Activities | 60.0 |
| Cost Reduction Efforts <br> From Engineering <br> From Manufacturing and Logistics <br> Effects of Changes in Exchange Rates | -20.0 |
| Increases in Expenses, etc | -40.0 |
| (Changes in Operating Income) | -300.0 |
| Non-operating Income | -357.2 |
| Income Taxes, etc | 100.0 |
| (Changes in Net Income) | 127.5 |

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: (i) changes in economic conditions and market demand affecting, and the competitive environment in, the automotive markets in Japan, North America, Europe 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 Canadian dollar and the British pound; (iii) Toyota's ability to realize production efficiencies and to implement capital expenditures at the levels and times planned by management; (iv) 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 trade, environmental protection, vehicle emissions, vehicle fuel economy and vehicle safety, as well as changes in laws, regulations and government policies that affect Toyota's other operations, including the outcome of future litigation and other legal proceedings; (v) political instability in the markets in which Toyota operates; (vi) Toyota's ability to timely develop and achieve market acceptance of new products; and (vii) fuel shortages or interruptions in 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.
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) $2 \mathrm{Q}=6$ months $-1 \mathrm{Q}, 4 \mathrm{Q}=12$ months -9 months
(Note 2) Shows the number of employees (excluding loan employees from Toyota and its consolidated subsidiaries ("Toyota") to outside Toyota
and including loan employees from outside Toyota to Toyota)
(Note 3) $2 \mathrm{Q}=$ Interim Dividend, $4 \mathrm{Q}=$ Year-end Dividend, $\mathrm{FY}=$ Annual Dividend
(Note 4) Figures for depreciation expenses and capital expenditures do not include vehicles in operating lease.
(Note 5) Excluding financial subsidiaries
(Note 6) Calculation: Cash flows from operating activities + Cash flows from investing activities (excluding financial entities)


[^0]:    Note: 1 Sales in "Automotive" indicates sales units of vehicles (new).
    2 "Other" in "Automotive" consists of Central and South America, Oceania, Africa and the Middle East, etc.

