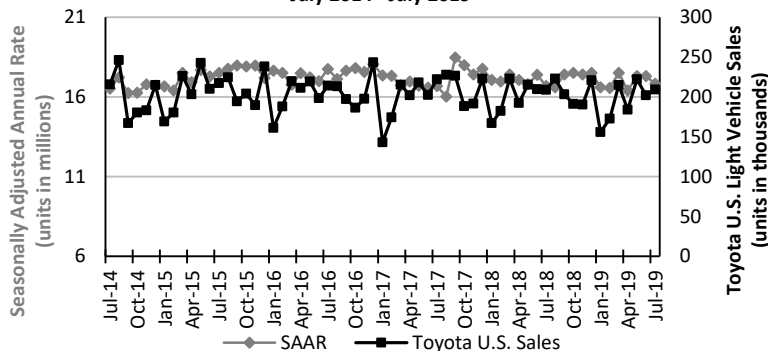




TOYOTA MOTOR NORTH AMERICA, INC. (Toyota U.S.)
MONTHLY RESULTS

- The U.S. automobile SAAR figure for July 2019 came in at 16.8M units, up from July 2018 at 16.7M units.
- Toyota U.S. reported July 2019 sales of 209,204 units, a increase of 0.2% on a volume basis and a decrease of 3.8% on a daily selling rate (DSR) basis versus July 2018.
- Lexus division posted July 2019 sales of 25,025 units, down 1.5% on a volume basis and down 5.4% on a DSR basis.
- North American production as a percentage of U.S. sales for July 2019 was 66.5%, down from 68.5% in July 2018.

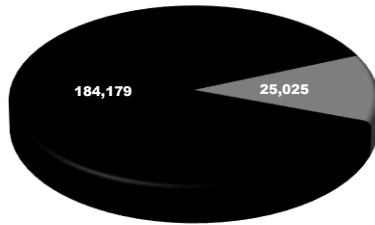
U.S. Light Vehicle Seasonally Adjusted Annual Rate (SAAR) and Toyota U.S. Sales
July 2014 - July 2019



Source: Toyota, Bloomberg, Ward's Automotive Group
Toyota U.S. monthly results include fleet sales volume

Toyota U.S. July 2019 Vehicle Sales

■ Toyota Division ■ Lexus Division



Toyota U.S. July Vehicles Sales - Toyota Division Top 5 Models

	Jul-18	Jul-19
RAV4	41,093	39,645
COROLLA	26,754	30,635
CAMRY	26,311	27,134
HIGHLANDER	21,159	22,328
TACOMA	21,844	20,416

Toyota U.S. July Vehicles Sales - Lexus Division Top 5 Models

	Jul-18	Jul-19
RX	9,780	9,247
ES	4,551	4,960
NX	4,653	4,423
GX	2,374	2,094
IS	2,068	1,331

TOYOTA MOTOR CORPORATION (TMC) FINANCIAL RESULTS

TMC Consolidated Financial Performance

	Yen in millions	
	Q1 2020	Q1 2019
Net revenues	¥7,646,091	¥7,362,733
Operating income	741,951	682,687
Net income attributable to TMC	682,974	657,306

TMC Consolidated Balance Sheet

	Q1 2020	Q1 2019
Current assets	¥19,286,535	¥18,026,945
Noncurrent finance receivables, net	10,265,912	9,797,925
Total investments and other assets	12,024,464	12,738,962
Property, plant and equipment, net	10,540,525	10,485,317
Total assets	¥52,117,436	¥51,049,149
Liabilities	¥31,378,907	¥30,926,252
Mezzanine equity	497,425	491,951
Shareholders' equity	20,241,104	19,630,946
Total liabilities and shareholders' equity	¥52,117,436	¥51,049,149

Operating Income by Geographic Region

	Yen in billions	
Japan	¥437	¥396
North America	119	64
Europe	38	23
Asia	111	146
Other‡	23	43
Inter-segment elimination and/or unallocated amount	14	11



Production (units)	Units in thousands	
	Q1 2020	Q1 2019
Japan	1,134	1,003
North America	499	517
Europe	174	168
Asia	386	402
Other‡	119	110

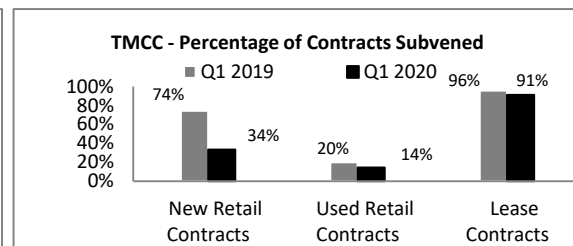
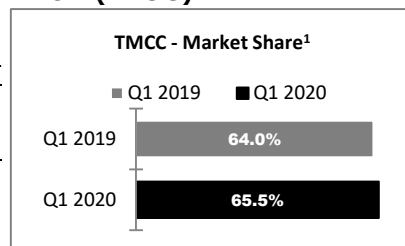
Sales (units)	Q1 2020	Q1 2019
Japan	555	510
North America	744	746
Europe	274	253
Asia	398	394
Other‡	334	332

‡ "Other" consists of Central and South America, Oceania, Africa and the Middle East Source: TMC company filings.

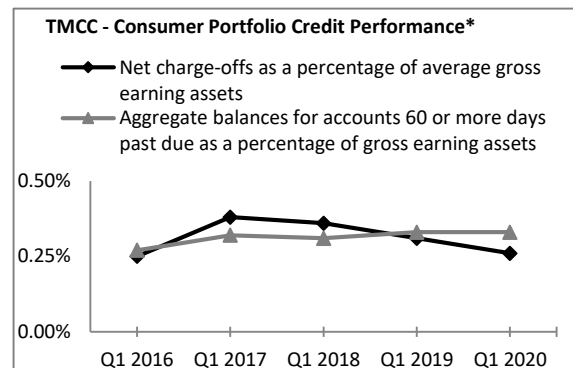
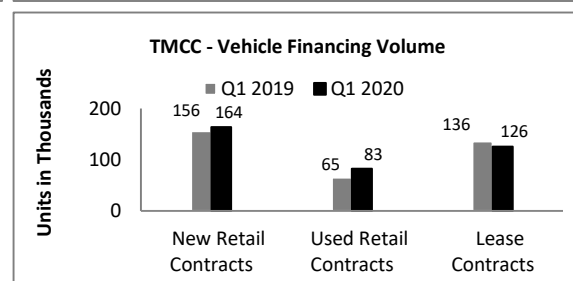
TOYOTA MOTOR CREDIT CORPORATION (TMCC)

FINANCIAL RESULTS

TMCC Financial Performance	U.S. dollars in millions	
	Q1 2019	Q1 2020
Total financing revenues	\$2,836	\$2,963
Income before income taxes	114	463
Net Income	92	359
Debt-to-Equity Ratio	7.8x	7.0x



- Our consolidated net income was \$359 million for the first quarter of fiscal 2020 compared to \$92 million for the same period in fiscal 2019. The increase in net income for the first quarter of fiscal 2020, compared to the same period in fiscal 2019, was primarily due to a \$141 million decrease in depreciation on operating leases, a \$127 million increase in total financing revenues, and a \$78 million increase in investment and other income, net, partially offset by a \$82 million increase in provision for income taxes.
- We recorded a provision for credit losses of \$75 million for the first quarter of fiscal 2020, compared to \$89 million for the same period in fiscal 2019. The decrease in the provision for credit losses for the first quarter of fiscal 2020, compared to the same period in fiscal 2019, was primarily driven by improvement in the financial performance of certain dealers.
- Our aggregate balances for accounts 60 or more days past due was 0.33 percent for both June 30, 2019 and 2018. Changes in the economy that impact the consumer such as increasing interest rates, and a rise in the unemployment rate as well as higher debt balances, coupled with deterioration in actual and expected used vehicle values, could increase our credit losses. In addition, a decline in the effectiveness of our collection practices could also increase our credit losses.



¹TMCC market share represents the percentage of total domestic Toyota U.S. sales of new Toyota and Lexus vehicles financed by us, excluding sales under dealer rental car and commercial fleet programs and sales of a private Toyota distributor

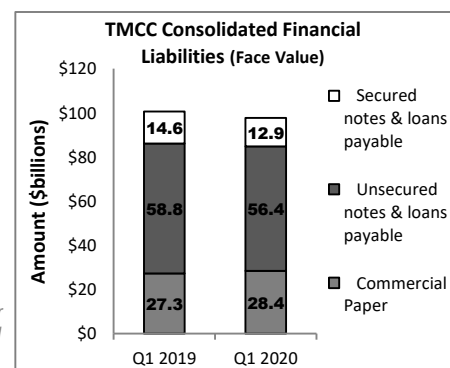
*TMCC consumer portfolio includes TMCC and its consolidated subsidiaries

SHORT-TERM FUNDING PROGRAMS

- TMCC ‡, Toyota Credit de Puerto Rico Corp. (TCPR), Toyota Credit Canada Inc. (TCCI)†, Toyota Finance Australia Limited (TFA)† and Toyota Motor Finance (Netherlands) B.V. (TMFNL)† maintain direct relationships with institutional commercial paper investors through TMCC's **Sales & Trading team**, providing each access to a variety of domestic and global markets through five, distinct 3(a)(3) programs.
- TMCC‡ commercial paper outstanding under our commercial paper programs ranged from approximately \$24.7 billion to \$28.4 billion during the quarter ended June 30, 2019, with an average outstanding balance of \$25.8 billion.

†TCCI, TFA, and TMFNL are subsidiaries of Toyota Financial Services Corporation (TFSC), a wholly-owned subsidiary of Toyota Motor Corporation (TMC). TMCC is a wholly-owned subsidiary of Toyota Financial Service International Corporation (TFSC), a wholly-owned subsidiary of TFSC.

‡TMCC consolidated financial liabilities include TMCC and its consolidated subsidiaries, which includes TCPR.



LET'S GO PLACES

For the seventh year in a row, in 2018 TMCC earned the most new vehicle financing contracts out of all finance companies. As of June 2019, TMCC has over 4.5 million active finance accounts.

The Sales and Trading team engages in direct dialogue with institutional investors delivering a variety of fixed income products to meet our clients' investment objectives and risk tolerances. We focus on providing simple, personal, and proactive service in the execution of all trades.

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