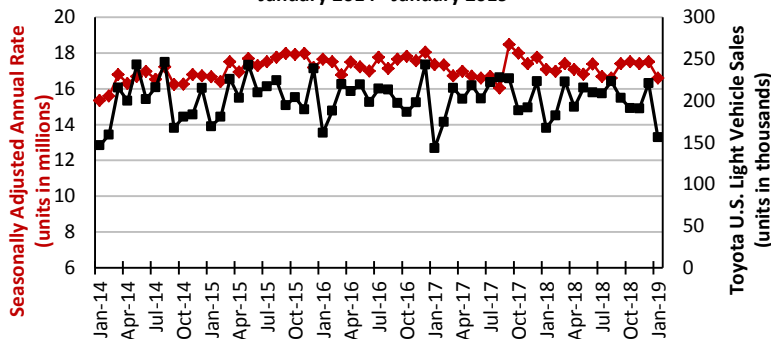




TOYOTA MOTOR NORTH AMERICA, INC. (Toyota U.S.) MONTHLY RESULTS

- The U.S. automobile SAAR figure for Jan 2019 came in at 16.60M units, down from Jan 2018 at 17.07M units.
- Toyota U.S. reported Jan 2019 sales of 156,021 units. With the same number of selling days, sales were down 6.6% on both a daily selling rate (DSR) basis and a volume basis.
- Lexus posted Jan 2019 sales of 17,420 units, down 2.8% on both a DSR basis and a volume basis.
- North American production as a percentage of U.S. sales for Jan 2019 was 69.9%, up from 69.5% in Jan 2018.

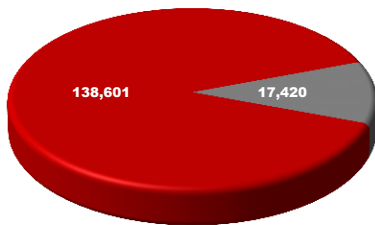
U.S. Light Vehicle Seasonally Adjusted Annual Rate (SAAR) and Toyota U.S. Sales
January 2014 - January 2019



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

Toyota U.S. January 2019 Vehicle Sales

■ Toyota Division ■ Lexus Division



Toyota U.S. January Vehicle Sales - Toyota Division Top 5 Models

	Jan-18	Jan-19
■ CAMRY	24,638	23,802
■ RAV4	26,655	24,505
■ HIGHLANDER	15,484	14,413
■ COROLLA	21,407	25,113
■ TACOMA	16,712	16,852

Toyota U.S. January Vehicle Sales - Lexus Division Top 5 Models

	Jan-18	Jan-19
■ RX	6,738	5,508
■ NX	4,205	3,982
■ ES	2,640	3,144
■ GX	1,589	1,508
■ IS	1,447	1,075

TOYOTA MOTOR CORPORATION (TMC) FINANCIAL RESULTS

TMC Consolidated Financial Performance

	Yen in millions	
	Q3 FY19	Q3 FY18
Net revenues	¥7,801,542	¥7,605,767
Operating income	676,129	673,645
Net income attributable to TMC	180,915	941,849

TMC Consolidated Balance Sheet

	Yen in millions	
Current assets	¥17,791,194	¥18,504,632
Noncurrent finance receivables, net	10,134,747	9,836,902
Total investments and other assets	12,603,592	12,411,604
Property, plant and equipment, net	10,556,459	10,463,324
Total assets	¥51,085,992	¥51,216,462
Liabilities	¥30,810,512	¥31,046,071
Mezzanine equity	494,376	488,902
Shareholders' equity	19,781,104	19,681,489
Total liabilities and shareholders' equity	¥51,085,992	¥51,216,462

Operating Income by Geographic Region

	Yen in billions	
Japan	¥494	¥471
North America	18	33
Europe	28	23
Asia	117	124
Other‡	19	33
Inter-segment elimination and/or unallocated amount	0	(10)



	Units in thousands	
Production (units)	Q3 FY19	Q3 FY18
Japan	1,099	1,100
North America	435	459
Europe	173	178
Asia	429	413
Other‡	126	116

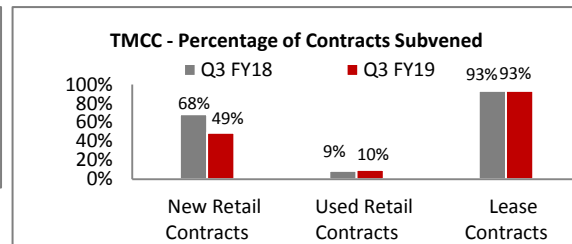
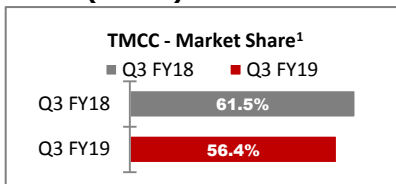
	Units in thousands	
Sales (units)	Q3 FY19	Q3 FY18
Japan	565	552
North America	680	735
Europe	232	237
Asia	464	404
Other‡	341	361

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

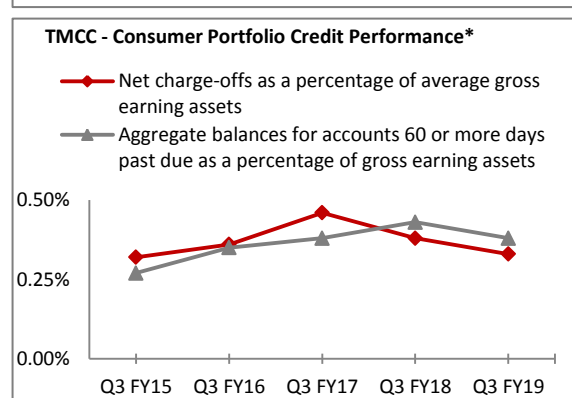
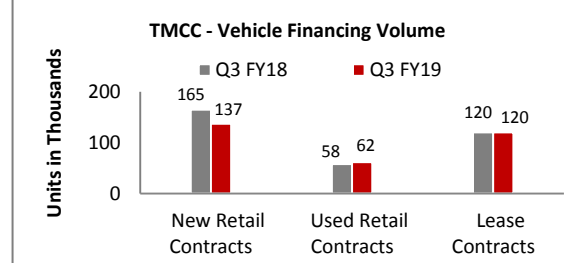
TOYOTA MOTOR CREDIT CORPORATION (TMCC)

FINANCIAL RESULTS

TMCC Financial Performance	U.S. dollars in millions	
	Q3 FY18	Q3 FY19
Total financing revenues	\$2,706	\$2,968
Income before income taxes	255	283
Net income	3,076	214
Debt-to-Equity Ratio	7.7x	7.2x



- Our consolidated net income was \$214 million for the third quarter of fiscal 2019 compared to \$3,076 million for the same period in fiscal 2018. The decrease in net income for the third quarter of fiscal 2019, compared to the same period in fiscal 2018, was primarily due to the enactment of the Tax Cuts and Jobs Act of 2017 ("TCJA"), which resulted in a one-time income tax benefit of \$2.9 billion in fiscal 2018. Our net income for the third quarter of fiscal 2019, compared to the same period in fiscal 2018, was also impacted by a \$271 million increase in interest expense, which was largely offset by a \$262 million increase in total financing revenues.
- We recorded a provision for credit losses of \$110 million for the third quarter of fiscal 2019 compared to \$108 million for the same period in fiscal 2018.
- Our delinquencies decreased to 0.38 percent at December 31, 2018 compared to 0.43 percent at December 31, 2017. 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

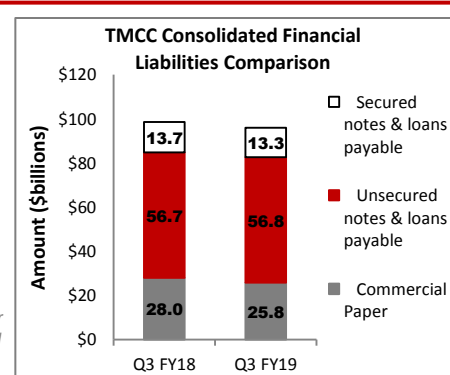
*TMCC consumer portfolio includes TMCC and its consolidated subsidiaries

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 \$25.6 billion to \$27.6 billion during the quarter ended December 31, 2018, with an average outstanding balance of \$26.4 billion. As of December 31, 2018, our commercial paper had a weighted average remaining maturity of 85 days.

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

Toyota is ranked the No. 1 Motor Vehicle company for the fifth consecutive year by *Fortune Magazine* in the "World's Most Admired Companies" annual ranking. *Fortune* also recognized Toyota as No. 30 among the Top 50 "All-Star" companies surveyed.

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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