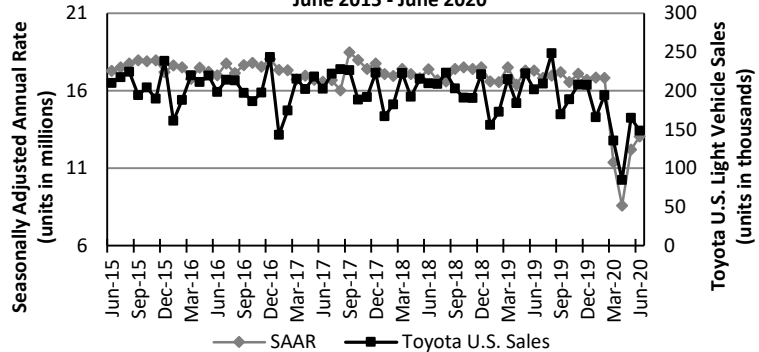




TOYOTA MOTOR NORTH AMERICA, INC. (Toyota U.S.) MONTHLY RESULTS

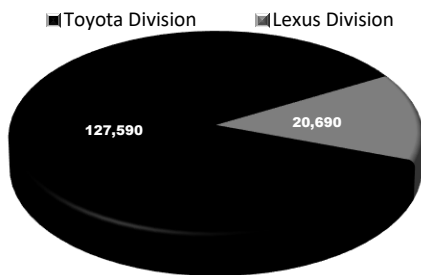
- The U.S. automobile SAAR figure for June 2020 came in at 13.1M units, down from June 2019 at 17.3M units.
- Toyota U.S. reported June 2020 sales of 148,280 units, a decrease of 23.8% on a daily selling rate (DSR) basis and a decrease of 26.7% on a volume basis versus June 2019.
- Lexus division posted June 2020 sales of 20,690 units, a decrease of 6.6% on a DSR basis and a decrease of 10.2% on a volume basis versus June 2019.
- North American production as a percentage of U.S. sales for June 2020 was 60.2%, down from 66.0% in June 2019.

U.S. Light Vehicle Seasonally Adjusted Annual Rate (SAAR) and Toyota U.S. Sales
June 2015 - June 2020



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

Toyota U.S. June 2020 Vehicle Sales



Toyota U.S. June Vehicles Sales
Toyota Division Top 5 Models

	Jun-20	Jun-19
RAV4	34,093	39,152
CAMRY	16,509	28,889
COROLLA	15,079	28,869
HIGHLANDER	14,084	19,824
TACOMA	12,023	20,476

Toyota U.S. June Vehicles Sales
Lexus Division Top 5 Models

	Jun-20	Jun-19
RX	6,341	8,228
NX	4,642	4,248
ES	3,415	4,350
GX	2,495	1,947
UX	1,634	1,351

*Bar chart represents vehicles sales as % of Top 5 Models sales

TOYOTA MOTOR CORPORATION (TMC) FINANCIAL RESULTS

TMC Consolidated Financial Performance	Yen in millions	
	Q1 FY2021	Q1 FY2020
Sales revenues	¥4,600,796	¥7,721,273
Operating income	13,920	740,611
Net income attributable to TMC	158,843	619,131

TMC Consolidated Balance Sheet	Yen in millions	
	Q1 FY2021	Q4 FY2020
Current assets	¥20,442,661	¥18,963,320
Receivables related to financial services	10,782,410	10,417,797
Investments and other assets	14,013,760	14,057,230
Property, plant and equipment, net	10,677,706	10,534,016
Total assets	¥55,916,537	¥53,972,363
Liabilities	¥34,408,870	¥32,633,351
Shareholders' equity	21,507,667	21,339,012
Total liabilities and shareholders' equity	¥55,916,537	¥53,972,363

Operating Income by Geographic Region	Yen in billions	
	Q1 FY2021	Q1 FY2020
Japan	¥77	¥430
North America	(69)	113
Europe	(22)	39
Asia	43	109
Other‡	(12)	21
Elimination	(4)	29



Production (units)	Units in thousands	
	Q1 FY2021	Q1 FY2020
Japan	679	1,134
North America	187	499
Europe	82	174
Asia	109	386
Other‡	23	119

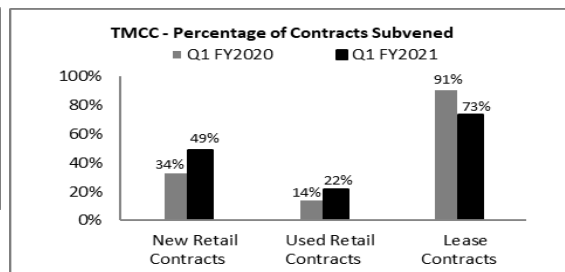
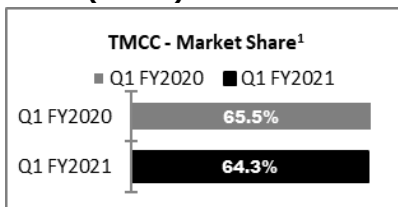
Sales (units)	Units in thousands	
	Q1 FY2021	Q1 FY2020
Japan	385	555
North America	285	744
Europe	141	279
Asia	182	410
Other‡	166	332

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

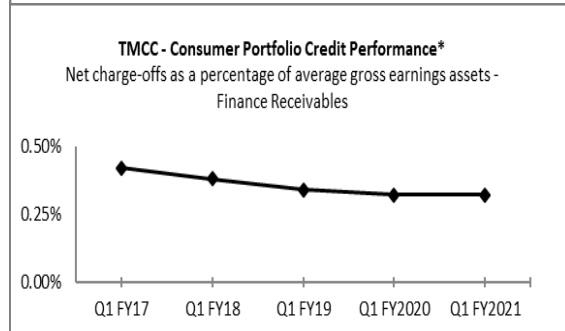
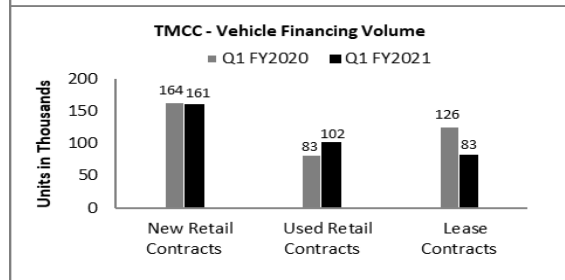
TOYOTA MOTOR CREDIT CORPORATION (TMCC)

FINANCIAL RESULTS

	U.S. dollars in millions	
TMCC Financial Performance	Q1 FY2020	Q1 FY2021
Total financing revenues	\$2,963	\$2,912
Income before income taxes	463	487
Net Income	359	374
Debt-to-Equity Ratio	7.0x	7.3x



- Our consolidated net income was \$374 million for the first quarter of fiscal 2021 compared to \$359 million for the same period in fiscal 2020. The increase in net income for the first quarter of fiscal 2021, compared to the same period in fiscal 2020, was primarily due to a \$149 million decrease in interest expense, a \$58 million increase in investment and other income, net, and a \$38 million decrease in insurance losses and loss adjustment expenses, partially offset by a \$108 million increase in provision for credit losses, a \$60 million increase in depreciation on operating leases, and a \$51 million decrease in total financing revenues.
- We recorded a provision for credit losses of \$183 million for the first quarter of fiscal 2021, compared to \$75 million for the same period in fiscal 2020. The increase in the provision for credit losses for the first quarter of fiscal 2021, compared to the same period in fiscal 2020, was due to the increase in expected credit losses driven by a decline in economic conditions caused by the COVID-19 pandemic and the restrictions designed to slow the spread of COVID-19, which resulted in stay-at-home orders, increased unemployment, and decreased consumer spending and our adoption of ASU 2016-13 in fiscal 2021, which replaced the incurred loss impairment model with one that reflects expected credit losses over the expected life of the finance receivables.
- Net charge-offs as a percentage of average gross finance receivables remained relatively unchanged at 0.32 percent at both June 30, 2020 and June 30, 2019. Default frequency as a percentage of outstanding finance receivable contracts decreased to 0.82 percent for the first quarter of fiscal 2021, compared to 1.21 percent in the same period in fiscal 2020, primarily due to the payment extension programs offered to our customers impacted by COVID-19.

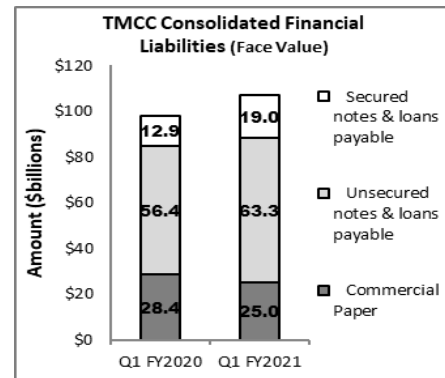


¹TMCC market share represents the percentage of total domestic TMNA sales of new Toyota and Lexus vehicles financed by us, excluding sales under dealer rental car and commercial fleet programs, sales of a private Toyota distributors and Mazda vehicles financed.
^{*}TMCC consumer portfolio includes TMCC 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 \$24.9 billion to \$28.4 billion during the quarter ended June 30, 2020, with an average outstanding balance of \$26.5 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 (TFSIC), a wholly-owned subsidiary of TFSC.
[‡]TMCC consolidated financial liabilities include TMCC and its consolidated subsidiaries, which includes TCPR.



LET'S GO PLACES

In July 2020, Toyota Financial Services (TFS), a longtime leader in Corporate Social Responsibility (CSR), issued its fifth Diversity & Inclusion (D&I) Bond in the amount of \$750 million.

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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