

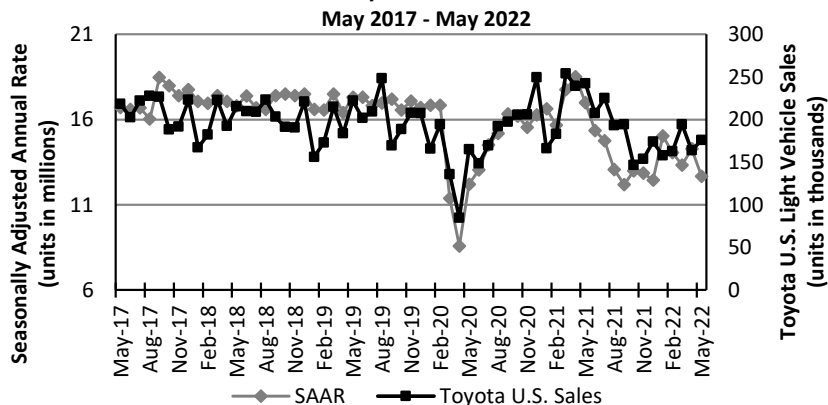


TOYOTA MOTOR NORTH AMERICA, INC. (Toyota U.S.)

MONTHLY RESULTS

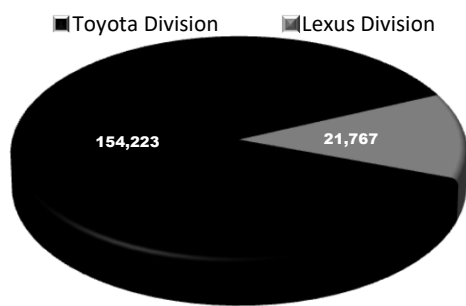
- The U.S. automobile SAAR figure for May 2022 came in at 12.7M units, down from May 2021 at 17.0M units.
- Toyota U.S. reported May 2022 sales of 175,990 units, a decrease of 21.3% on a daily selling rate (DSR) basis and 27.3% on a volume basis versus May 2021.
- Toyota division posted May 2022 sales of 154,223 units, a decrease of 21.4% on a DSR basis and 27.4% on a volume basis versus May 2021.
- Lexus division posted May 2022 sales of 21,767 units, a decrease of 20.7% on a DSR basis and 26.8% on a volume basis versus May 2021.

U.S. Light Vehicle Seasonally Adjusted Annual Rate (SAAR) and Toyota U.S. Sales



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

Toyota U.S. May 2022 Vehicle Sales



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

	May-22	May-21
■ RAV4	32,883	30,018
■ Corolla	25,099	30,433
■ Camry	24,905	37,676
■ Tacoma	16,285	23,488
■ Highlander	15,619	28,834

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

	May-22	May-21
■ RX	8,749	8,953
■ ES	4,113	4,996
■ NX	3,019	6,453
■ IS	2,243	2,774
■ GX	1,924	2,938

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

TOYOTA MOTOR CORPORATION (TMC) FINANCIAL RESULTS

TMC Consolidated Financial Performance	Yen in millions	
	FY22	FY21
Sales Revenues	¥31,379,507	¥27,214,594
Operating income	2,995,697	2,197,748
Net income attributable to TMC	2,850,110	2,245,261

TMC Consolidated Balance Sheet	Yen in millions	
	FY22	FY21
Current assets	¥23,722,290	¥22,776,800
Receivables related to financial services	14,583,130	12,449,525
Investments and other assets	17,056,711	15,629,662
Property, plant and equipment, net	12,326,640	11,411,153
Total assets	¥67,688,771	¥62,267,140
Liabilities	¥40,533,951	¥37,978,811
Shareholders' equity	27,154,820	24,288,329
Total liabilities and shareholders' equity	¥67,688,771	¥62,267,140

Operating Income by Geographic Region	Yen in billions	
	FY22	FY21
Japan	¥1,423	¥1,149
North America	566	401
Europe	163	108
Asia	672	436
Other‡	238	60
Elimination	(67)	43



Production (units)	Units in thousands	
	FY22	FY21
Japan	3,738	3,948
North America	1,752	1,642
Europe	707	642
Asia	1,499	1,015
Other‡	462	306

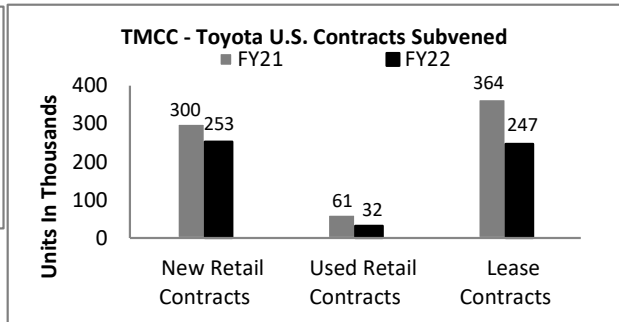
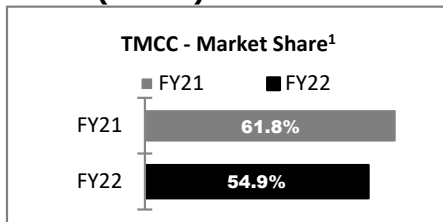
Sales (units)	Units in thousands	
	FY22	FY21
Japan	1,924	2,125
North America	2,394	2,313
Europe	1,017	959
Asia	1,543	1,222
Other‡	1,352	1,027

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

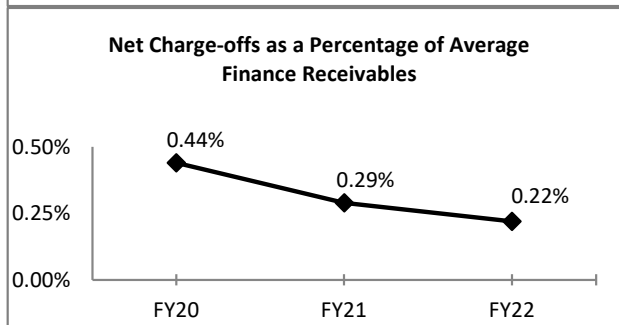
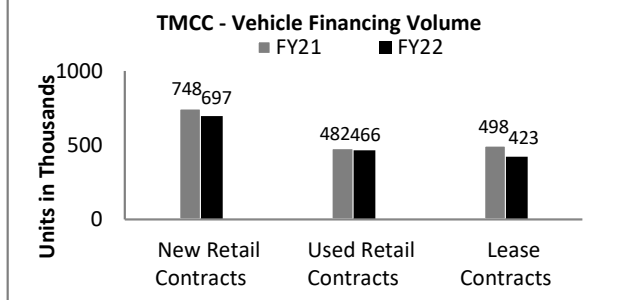
TOYOTA MOTOR CREDIT CORPORATION (TMCC)

FINANCIAL RESULTS

TMCC Financial Performance	U.S. dollars in millions	
	FY21	FY22
Total financing revenues	\$11,799	\$11,920
Income before income taxes	2,649	3,324
Net Income	2,017	2,535
Debt-to-Equity Ratio	7.0x	6.0x



- Our consolidated net income was \$2,535 million in fiscal 2022, compared to \$2,017 million in fiscal 2021. The increase in net income for fiscal 2022 compared to fiscal 2021 was primarily due to a \$901 million decrease in interest expense, a \$190 million decrease in provision for credit losses, a \$121 million increase in total financing revenues, a \$86 million decrease in depreciation on operating leases, partially offset by a \$436 million decrease in investment and other income, net, a \$210 million increase in operating and administrative expense, and a \$157 million increase in provision for income taxes.
- We recorded a provision for credit losses of \$236 million for fiscal 2022, compared to \$426 million for fiscal 2021. In fiscal 2022, in conjunction with continued improved dealer financial performance and lower charge-offs, the lower volatility in the macroeconomic conditions resulted in a lower provision for credit losses for our retail loan portfolio. In contrast, in fiscal 2021, we increased the expected credit losses for our retail loan portfolio due to 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.
- Net charge-offs as a percentage of average finance receivables decreased to 0.22 percent at March 31, 2022 from 0.29 percent at March 31, 2021 and default frequency as a percentage of outstanding finance receivables contracts decreased to 0.72 percent for fiscal 2022 compared to 0.90 percent for fiscal 2021. Our average finance receivables loss severity per unit for fiscal 2022 decreased to \$9,012 from \$10,035 in fiscal 2021. The changes in our net charge-offs, default frequency, and loss severity per unit were primarily due to historically high levels of average used vehicle values, which reduced net charge-offs, default frequency, and loss per unit.



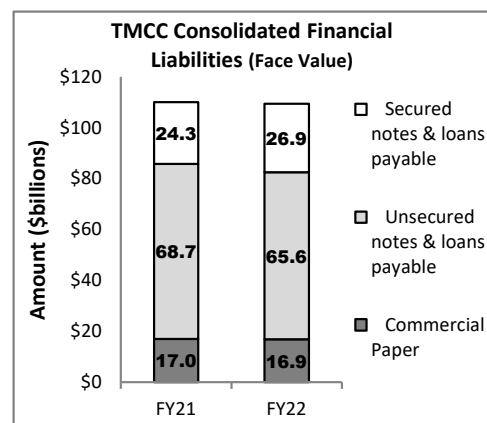
¹TMCC market share represents the percentage of total domestic Toyota U.S. sales of new Toyota and Lexus vehicles financed by us, excluding sales under dealer rental car and commercial fleet programs, sales of a private Toyota distributors and Mazda vehicles financed.

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 \$16.7 billion to \$18.5 billion during fiscal 2022, with an average outstanding balance of \$17.2 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 June 2022, Toyota's impressive, electrified lineup showed up big at the 2022 Electrify Expo in Long Beach, California. As a leader in electrified mobility, Toyota's display features the all-new battery electric 2023 bZ4X and the Tundra i-FORCE MAX hybrid, along with other Toyota plug-in hybrids and fuel cell electric models to explore. Toyota plans to expand to around 70 electrified models globally by 2025.

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.

Sales and Trading Contacts

Jeffrey DeSilva Region Manager (469) 486-6759 jeffrey.desilva@toyota.com	Andrew Huang, CFA Funding & Liquidity Analyst (469) 786-8219 andrew.huang@toyota.com
Nicholas Ro, CFA National Manager (469) 786-8961 nicholas.ro@toyota.com	Jason Kelley Region Manager (469) 486-5301 jason.kelley@toyota.com
	Justin Lee, MBA Funding & Liquidity Analyst (469) 486-6187 justin.lee1@toyota.com