

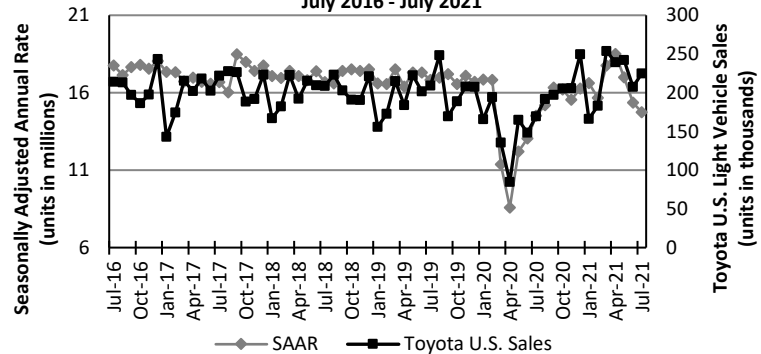


TOYOTA MOTOR NORTH AMERICA, INC. (Toyota U.S.)

MONTHLY RESULTS

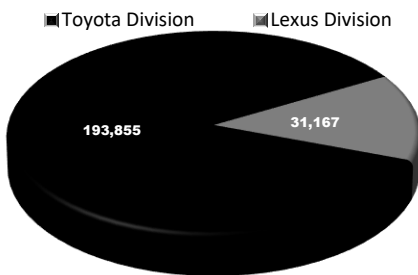
- The U.S. light vehicle SAAR figure for July 2021 came in at 14.8M units, up from July 2020 at 14.5M units.
- Toyota U.S. reported July 2021 sales of 225,022 units, an increase of 27.9% on a daily selling rate (DSR) basis and 32.8% on a volume basis versus July 2020.
- Toyota division reported July 2021 sales of 193,855 units, an increase of 27.8% on a DSR basis and 32.7% on a volume basis versus July 2020.
- Lexus division reported July 2021 sales of 31,167 units, an increase of 28.0% on a DSR basis and 33.0% on a volume basis versus July 2020.

U.S. Light Vehicle Seasonally Adjusted Annual Rate (SAAR) and Toyota U.S. Sales July 2016 - July 2021



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

Toyota U.S. July 2021 Vehicle Sales



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

	Jul-21	Jul-20
RAV4	41,145	36,323
CAMRY	32,959	22,792
COROLLA	25,778	17,564
HIGHLANDER	24,673	18,128
TACOMA	23,588	17,412

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

	Jul-21	Jul-20
RX	11,307	8,800
NX	6,827	4,726
ES	4,669	3,868
IS	2,795	886
GX	2,607	2,167

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

TOYOTA MOTOR CORPORATION (TMC) FINANCIAL RESULTS

Yen in millions

TMC Consolidated Financial Performance

	Q1 FY22	Q1 FY21
Sales Revenues	¥7,935,558	¥4,600,796
Operating income	997,489	13,920
Net income attributable to TMC	897,832	158,843

TMC Consolidated Balance Sheet

	Q1 FY22	Q1 FY21
Current assets	¥21,424,490	¥20,442,661
Receivables related to financial services	12,739,826	10,782,410
Investments and other assets	15,928,818	14,013,760
Property, plant and equipment, net	11,558,015	10,677,706
Total assets	¥61,651,149	¥55,916,537
Liabilities	¥36,634,248	¥34,408,870
Shareholders' equity	25,016,901	21,507,667
Total liabilities and shareholders' equity	¥61,651,149	¥55,916,537



Units in thousands

Production (units)	Q1 FY22	Q1 FY21
Japan	1,025	679
North America	519	187
Europe	199	82
Asia	324	109
Other‡	112	23

Operating Income by Geographic Region

	Q1 FY22	Q1 FY21
Japan	¥519	¥77
North America	249	(69)
Europe	30	(22)
Asia	167	43
Other‡	65	(12)
Elimination	(32)	(4)

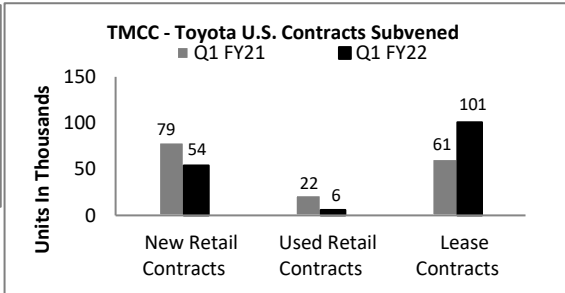
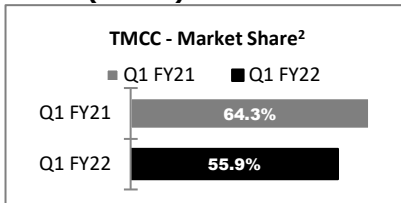
Sales (units)	Q1 FY22	Q1 FY21
Japan	500	385
North America	661	285
Europe	281	141
Asia	365	182
Other‡	340	166

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

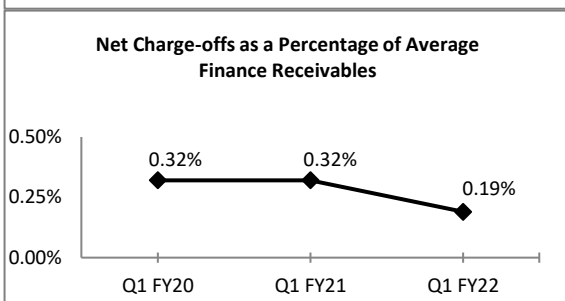
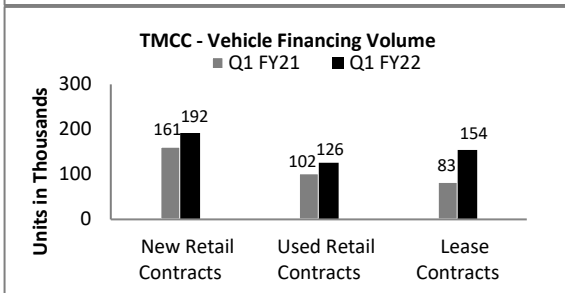
TOYOTA MOTOR CREDIT CORPORATION (TMCC)¹

FINANCIAL RESULTS

TMCC Financial Performance	U.S. dollars in millions	
	Q1 FY21	Q1 FY22
Total financing revenues	\$2,912	\$2,999
Income before income taxes	487	1,188
Net Income	374	921
Debt-to-Equity Ratio	7.3x	6.6x



- Our consolidated net income was \$921 million in first quarter of fiscal 2022, compared to \$374 million for the same period in fiscal 2021. The increase in net income for the first quarter of fiscal 2022, compared to the same period in fiscal 2021, was primarily due to a \$262 million decrease in interest expense, a \$244 million decrease in depreciation on operating leases, a \$186 million decrease in provision for credit losses, and an \$87 million increase in total financing revenues, partially offset by a \$154 million increase in provision for income taxes, a \$39 million increase in operating and administrative expense, and a \$33 million increase in voluntary protection contract expenses and insurance losses.
- We recorded a benefit for credit losses of \$3 million for the first quarter of fiscal 2022, compared to a provision for credit losses of \$183 million for the same period in fiscal 2021. The decrease in the provision for credit losses for the first quarter of fiscal 2022, compared to the same period in fiscal 2021, was primarily due to a decrease in expected credit losses in response to improvements in the macroeconomic forecast. In the first quarter of 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 for first quarter of fiscal 2022 decreased to 0.19% at June 30, 2021 from 0.32% at June 30, 2020, and our average finance receivables loss severity per unit for the first quarter of fiscal 2022 decreased to \$8,417 from \$10,129 in the first quarter of fiscal 2021, primarily due to higher average used vehicle values, which reduced net charge-offs and loss per unit.



¹ See TMCC financials at https://www.toyotafinancial.com/us/en/investor_relations/sec_filings.html

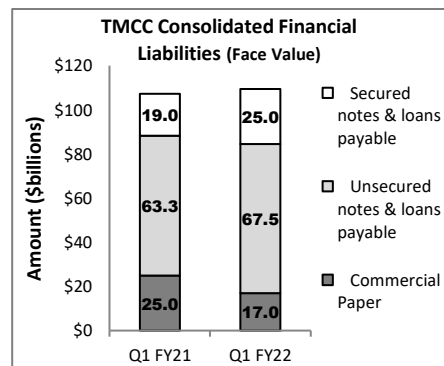
² TMCC market share represents the percentage of total domestic Toyota U.S. sales of new Toyota and Lexus vehicles financed by us, excluding sales under dealer rental car and commercial fleet programs, sales of a private Toyota distributors and private label vehicles financed.

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 \$17.9 billion during the first quarter of fiscal 2022, with an average outstanding balance of \$17.1 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 2021, TMCC issued its latest Asset-Backed Green Bond, reinforcing the company's longstanding commitment to the sale of environmentally friendly vehicles. The Green Bond program is unique in the auto industry and enhances Toyota's reputation for leadership in vehicle electrification and alternative powertrains.

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

Amit Sahu | Funding & Liquidity Analyst
(469) 786-8984
amit.sahu@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 | Funding & Liquidity Analyst
(469) 486-6187
justin.lee1@toyota.com