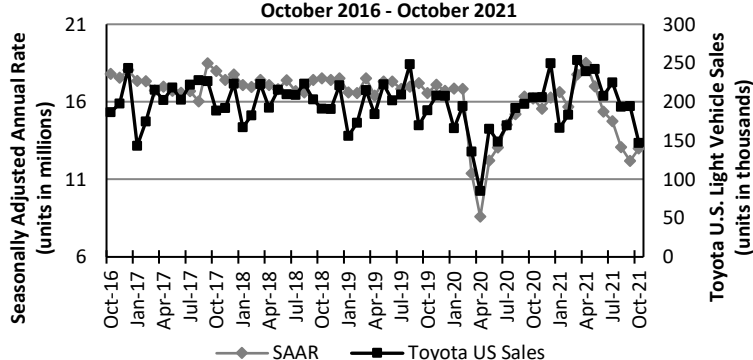




TOYOTA MOTOR NORTH AMERICA, INC. (Toyota U.S.)
MONTHLY RESULTS

- The U.S. light vehicle SAAR figure for October 2021 came in at 13.0M units, down from October 2020 at 16.2M units.
- Toyota U.S. reported October 2021 sales of 146,670 units, a decrease of 25.9% on a daily selling rate (DSR) basis and 28.6% on a volume basis versus October 2020.
- Toyota division reported October 2021 sales of 124,039 units, a decrease of 28.0% on a DSR basis and 30.6% on a volume basis versus October 2020.
- Lexus division reported October 2021 sales of 22,631 units, a decrease of 12.1% on a DSR basis and 15.2% on a volume basis versus October 2020.

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. October 2021 Vehicle Sales

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

	Oct-21	Oct-20
RAV4	24,994	40,717
HIGHLANDER	18,103	22,262
CAMRY	17,691	29,666
TACOMA	14,650	23,774
4 Runner	13,032	12,940

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

	Oct-21	Oct-20
RX	9,416	9,738
NX	4,133	5,470
ES	3,587	4,117
GX	3,564	2,828
UX	955	1,527

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

TOYOTA MOTOR CORPORATION (TMC) FINANCIAL RESULTS

TMC Consolidated Financial Performance	Yen in millions	
	Q2 FY22	Q2 FY21
Sales Revenues	¥7,545,741	¥6,774,427
Operating income	749,976	506,061
Net income attributable to TMC	626,652	470,525

TMC Consolidated Balance Sheet	Q2 FY22		Q2 FY21	
	Current assets	¥20,687,929	¥21,063,746	
Receivables related to financial services	12,968,672	11,068,933		
Investments and other assets	16,338,794	13,649,924		
Property, plant and equipment, net	11,763,440	10,701,198		
Total assets	¥61,758,833	¥56,483,801		
Liabilities	¥36,266,420	¥34,687,732		
Shareholders' equity	25,492,413	21,796,070		
Total liabilities and shareholders' equity	¥61,758,833	¥56,483,801		

Operating Income by Geographic Region	Yen in billions	
	Q2 FY22	Q2 FY21
Japan	¥291	¥165
North America	174	187
Europe	24	32
Asia	158	93
Other†	83	20
Elimination	21	9



Production (units)	Units in thousands	
	Q2 FY22	Q2 FY21
Japan	826	1,031
North America	395	500
Europe	110	138
Asia	316	230
Other†	109	91

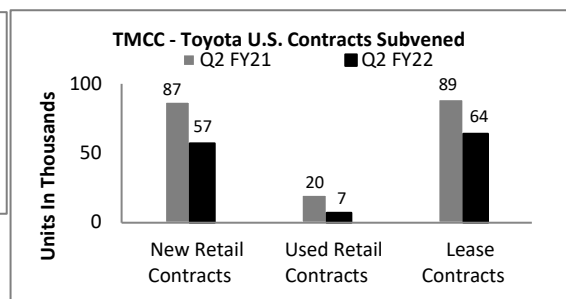
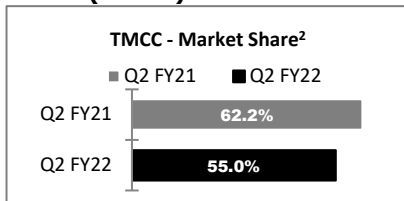
Sales (units)	Q2 FY22		Q2 FY21	
	Japan	445	536	
North America	621	646		
Europe	229	254		
Asia	341	274		
Other†	310	218		

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

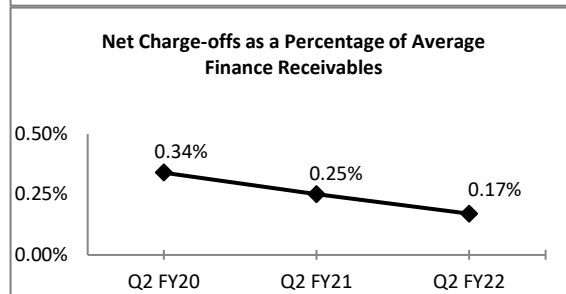
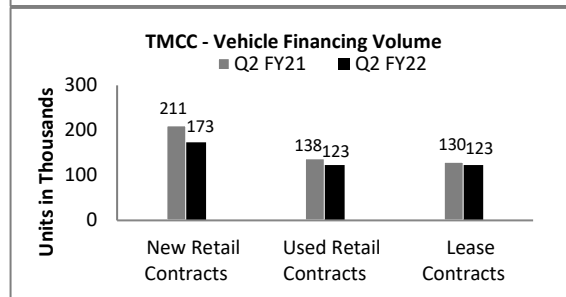
TOYOTA MOTOR CREDIT CORPORATION (TMCC)¹

FINANCIAL RESULTS

TMCC Financial Performance	U.S. dollars in millions	
	Q2 FY21	Q2 FY22
Total financing revenues	\$2,935	\$3,032
Income before income taxes	873	819
Net Income	655	622
Debt-to-Equity Ratio	6.9x	6.5x



- Our consolidated net income was \$622 million for the second quarter of fiscal 2022 compared to \$655 million for the same period in fiscal 2021. The decrease in net income for the second quarter of fiscal 2022, compared to the same period in fiscal 2021, was primarily due to a \$150 million increase in depreciation on operating leases and an \$83 million decrease in investment and other income, net, partially offset by a \$97 million increase in total financing revenues, a \$72 million decrease in interest expense, and a \$21 million decrease in provision for income taxes.
- We recorded a provision for credit losses of \$68 million for the second quarter of fiscal 2022 compared to a provision for credit losses of \$65 million for the same periods in fiscal 2021.
- Net charge-offs as a percentage of average finance receivables decreased to 0.17 percent at September 30, 2021, from 0.25 percent at September 30, 2020. Default frequency as a percentage of outstanding finance receivable contracts decreased to 0.79 percent for the first half of fiscal 2022, compared to 0.86 percent in the same period in fiscal 2021. The changes in net charge-offs and default frequency were primarily due to higher average used vehicle values, which reduced net charge-offs, loss per unit, and default frequency.



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

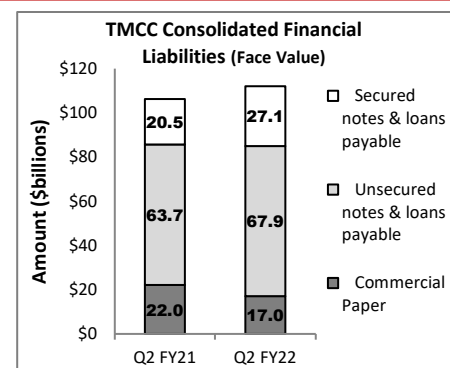
²TMCC market share represents the percentage of total domestic Toyota U.S. sales of new Toyota and Lexus vehicles financed by us, excluding sales under dealer rental car and commercial fleet programs, sales of a private Toyota distributors and private label vehicles financed.

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 \$16.9 billion to \$17.7 billion during the second quarter of 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 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.

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