

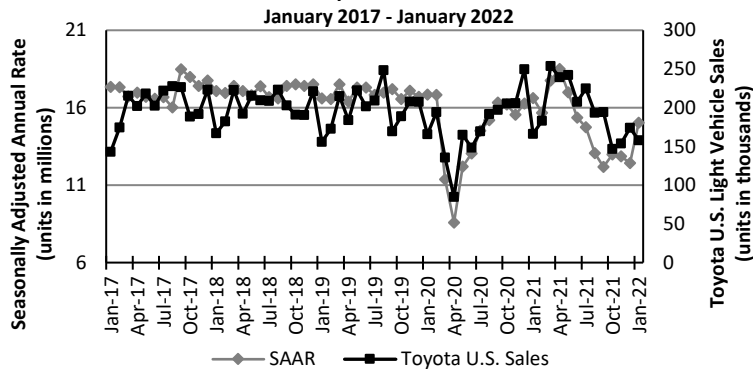


TOYOTA MOTOR NORTH AMERICA, INC. (Toyota U.S.)

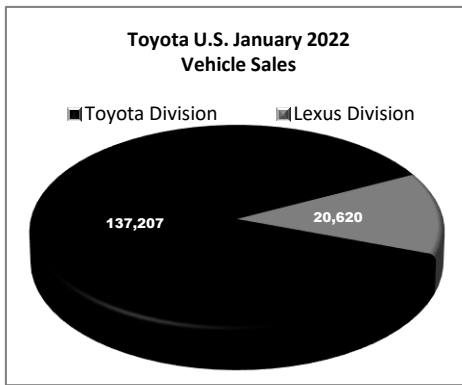
MONTHLY RESULTS

- The U.S. light vehicle SAAR figure for January 2022 came in at 15.0M units, down from January 2021 at 16.6M units.
- Toyota U.S. reported January 2022 sales of 157,827 units, a decrease of 5.1% on a daily selling rate (DSR) basis and on a volume basis versus January 2021.
- Toyota division reported January 2022 sales of 137,207 units, a decrease of 6.4% on a DSR basis and on a volume basis versus January 2021.
- Lexus division reported January 2022 sales of 20,620 units, an increase of 5.0% on a DSR basis and on a volume basis versus January 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. January 2022 Vehicles Sales
Toyota Division Top 5 Models

	Jan-22	Jan-21
RAV4	29,457	31,364
CAMRY	19,665	21,771
HIGHLANDER	17,161	16,774
COROLLA	15,368	19,266
TACOMA	15,285	18,878

Toyota U.S. January 2022 Vehicles Sales
Lexus Division Top 5 Models

	Jan-22	Jan-21
RX	7,994	7,086
NX	3,194	3,844
ES	2,944	2,654
GX	2,805	2,060
IS	1,708	1,609

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

TOYOTA MOTOR CORPORATION (TMC) FINANCIAL RESULTS

Yen in millions

TMC Consolidated Financial Performance	Q3 FY22	Q3 FY21
Sales Revenues	¥7,785,742	¥8,150,032
Operating income	784,370	987,941
Net income attributable to TMC	791,738	838,696

TMC Consolidated Balance Sheet	Q3 FY22	Q3 FY21
Current assets	¥21,669,893	¥21,676,792
Receivables related to financial services	13,475,070	11,527,467
Investments and other assets	16,615,655	14,020,474
Property, plant and equipment, net	11,857,445	10,785,581
Total assets	¥63,618,063	¥58,010,315
Liabilities	¥37,763,339	¥35,377,237
Shareholders' equity	25,854,724	22,633,078
Total liabilities and shareholders' equity	¥63,618,063	¥58,010,315



Operating Income by Geographic Region	Q3 FY22	Q3 FY21
Japan	¥397	¥539
North America	129	213
Europe	83	53
Asia	175	155
Other‡	52	35
Elimination	(51)	(7)

	Units in thousands	
Production (units)	Q3 FY22	Q3 FY21
Japan	945	1,144
North America	403	489
Europe	201	200
Asia	419	333
Other‡	110	96

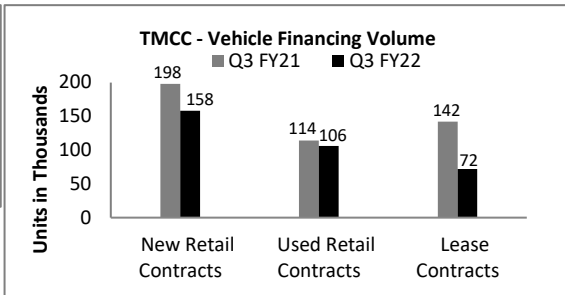
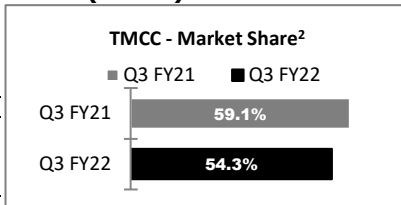
Sales (units)	Q3 FY22	Q3 FY21
Japan	482	592
North America	522	753
Europe	250	285
Asia	413	392
Other‡	337	331

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

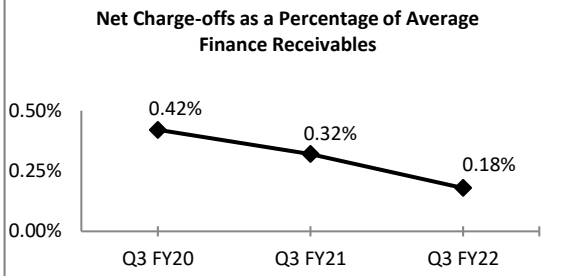
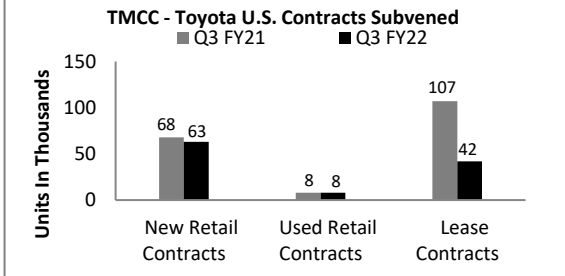
TOYOTA MOTOR CREDIT CORPORATION (TMCC)¹

FINANCIAL RESULTS

TMCC Financial Performance	U.S. dollars in millions	
	Q3 FY21	Q3 FY22
Total financing revenues	\$2,974	\$2,991
Income before income taxes	883	981
Net Income	668	748
Debt-to-Equity Ratio	6.8x	6.2x



- Our consolidated net income was \$748 million for the third quarter of fiscal 2022, compared to \$668 million for the same period in fiscal 2021. The increase in net income for the third quarter of fiscal 2022, compared to the same period in fiscal 2021, was primarily due to a \$145 million decrease in interest expense, a \$73 million decrease in provision for credit losses, and a \$17 million increase in total financing revenues, partially offset by a \$103 million decrease in investment and other income, net, a \$40 million increase in operating and administrative expense and an \$18 million increase in provision for income taxes.
- We recorded a provision for credit losses of \$45 million for the third quarter of fiscal 2022, compared to a provision for credit losses of \$118 million for the same period in fiscal 2021. The decrease in the provision for credit losses for the third quarter of fiscal 2022, compared to the same period in fiscal 2021, was primarily a result of the improvement in macroeconomic conditions and the financial performance of our dealers in fiscal 2022. 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.
- Our net charge-offs as a percentage of average finance receivables for the first nine months of fiscal 2022 decreased to 0.18 percent at December 31, 2021 from 0.32 percent at December 31, 2020. Our average finance receivables loss severity per unit for the first nine months of fiscal 2022 decreased to \$8,598 from \$10,138 in the first nine months of fiscal 2021. Our default frequency as a percentage of outstanding finance receivable contracts decreased to 0.71 percent for the first nine months of fiscal 2022, compared to 0.86 percent in the same period in fiscal 2021. The changes in our net charge-offs, loss severity per unit, 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.toyotafinancial.com/us/en/investor_relations/sec_filings.html

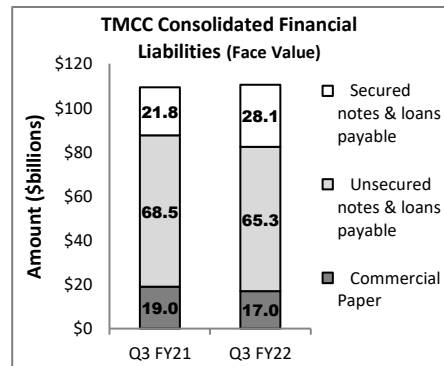
²TMCC market share represents the percentage of total domestic Toyota U.S. sales of new Toyota and Lexus vehicles financed by us, excluding sales under dealer rental car and commercial fleet programs, sales of a private Toyota distributors and private label vehicles financed.

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 \$16.7 billion to \$17.7 billion during the quarter ended December 31, 2021, 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 February 2022, Toyota announced an additional \$90 million investment for two of its U.S. manufacturing facilities. Toyota has committed to offering an electrified option across its entire lineup of both Toyota and Lexus vehicles by 2025. Advancing the production of electrified vehicles and their components, including hybrid transaxles, play an important part in helping Toyota achieve its goals for carbon neutrality.

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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