

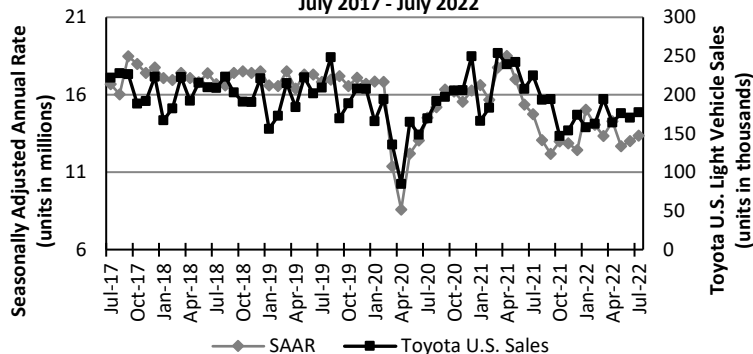


## TOYOTA MOTOR NORTH AMERICA, INC. (Toyota U.S.)

### MONTHLY RESULTS

- The U.S. automobile SAAR figure for July 2022 came in at 13.4M units, down from July 2021 at 14.8M units.
- Toyota U.S. reported July 2022 sales of 177,341 units, a decrease of 18.2% on a daily selling rate (DSR) basis and 21.2% on a volume basis versus July 2021.
- Toyota division posted July 2022 sales of 153,288 units, a decrease of 17.9% on a DSR basis and 20.9% on a volume basis versus July 2021.
- Lexus division posted July 2022 sales of 24,053 units, a decrease of 19.9% on a DSR basis and 22.8% on a volume basis versus July 2021.

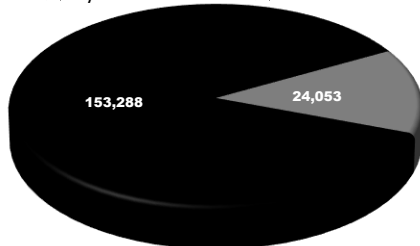
U.S. Light Vehicle Seasonally Adjusted Annual Rate (SAAR) and Toyota U.S. Sales  
July 2017 - July 2022



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

Toyota U.S. July 2022 Vehicle Sales

■ Toyota Division ■ Lexus Division



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

	Jul-22	Jul-21
■ RAV4	37,749	41,145
■ Corolla	18,206	25,778
■ Camry	25,119	32,959
■ Tacoma	23,917	23,588
■ Highlander	12,529	24,673

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

	Jul-22	Jul-21
■ RX	9,677	11,307
■ ES	3,926	4,669
■ NX	4,433	6,827
■ IS	1,948	2,795
■ GX	2,570	2,607

\*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 FY23	Q1 FY22
Sales Revenues	¥8,491,116	¥7,935,558
Operating income	578,655	997,489
Net income attributable to TMC	736,820	897,832

### TMC Consolidated Balance Sheet

	Q1 FY23	Q1 FY22
Current assets	¥25,304,067	¥21,424,490
Receivables related to financial services	16,163,485	12,739,826
Investments and other assets	17,551,395	15,928,818
Property, plant and equipment, net	12,916,244	11,558,015
<b>Total assets</b>	<b>¥71,935,191</b>	<b>¥61,651,149</b>
Liabilities	¥43,626,648	¥36,634,248
Shareholders' equity	28,308,543	25,016,901
<b>Total liabilities and shareholders' equity</b>	<b>¥71,935,191</b>	<b>¥61,651,149</b>

### Operating Income by Geographic Region

	Q1 FY23	Q1 FY22
Japan	¥337	¥519
North America	15	249
Europe	20	30
Asia	213	167
Other‡	46	65
Elimination	(51)	(32)

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



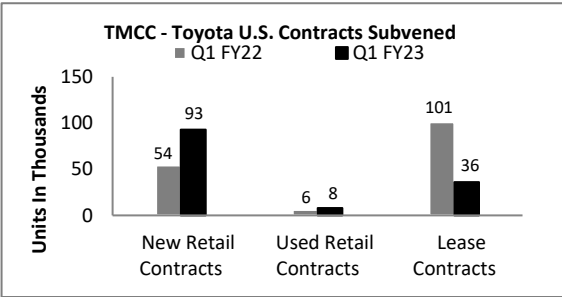
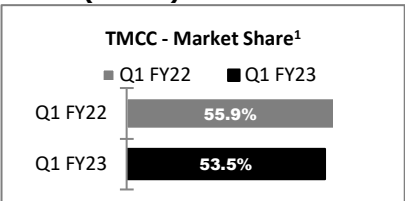
	Units in thousands	
Production (units)	Q1 FY23	Q1 FY22
Japan	802	1,025
North America	452	519
Europe	201	199
Asia	372	324
Other‡	109	112

	Q1 FY23	Q1 FY22
Sales (units)		
Japan	403	500
North America	635	661
Europe	248	281
Asia	361	365
Other‡	367	340

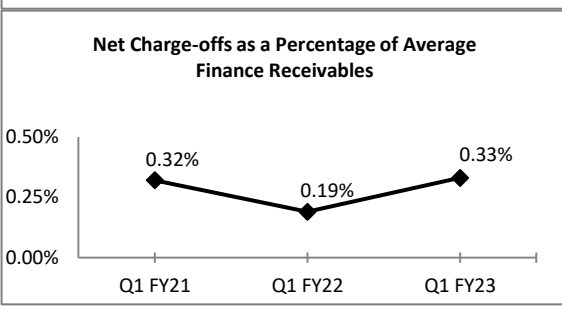
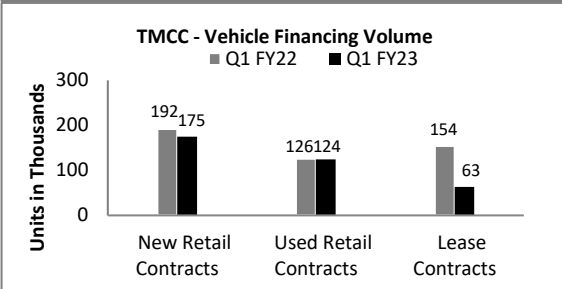
# TOYOTA MOTOR CREDIT CORPORATION (TMCC)

## FINANCIAL RESULTS

TMCC Financial Performance	U.S. dollars in millions	
	Q1 FY22	Q1 FY23
Total financing revenues	\$2,999	\$2,831
Income before income taxes	1,188	221
Net income	921	170
Debt-to-Equity Ratio	6.6x	6.1x



- Our consolidated net income was \$170 million for the first quarter of fiscal 2023, compared to \$921 million for the same period in fiscal 2022. The decrease in net income for the first quarter of fiscal 2023, compared to the same period in fiscal 2022, was primarily due to a \$462 million decrease in investment and other income, net, a \$277 million increase in interest expense, a \$168 million decrease in total financing revenues, and a \$81 million increase in provision for credit losses, partially offset by a \$216 million decrease in provision for income taxes, and a \$32 million decrease in depreciation on operating leases.
- We recorded a provision for credit losses of \$78 million for the first quarter of fiscal 2023, compared to a benefit for credit losses of \$3 million for the same period in fiscal 2022. The increase in the provision for credit losses for the first quarter of fiscal 2023, compared to the same period in fiscal 2022, was due to the expected credit losses in our retail loan portfolio, partially offset by the continued improved dealer financial performance.
- Net charge-offs as a percentage of average finance receivables for the first quarter of fiscal 2023 increased to 0.33 percent from 0.19 percent for the same period in fiscal 2022. Our average finance receivables loss severity per unit for the first quarter of fiscal 2023 increased to \$10,588 from \$8,417 in the first quarter of fiscal 2022. The increase in net charge-offs and loss severity per unit were due to higher average amounts financed, a higher percentage of used vehicles financed, and higher delinquencies. Our default frequency as a percentage of outstanding finance receivable contracts was relatively consistent at 0.83 percent for the first quarter of fiscal 2023, compared to 0.85 percent in the same period in fiscal 2022.



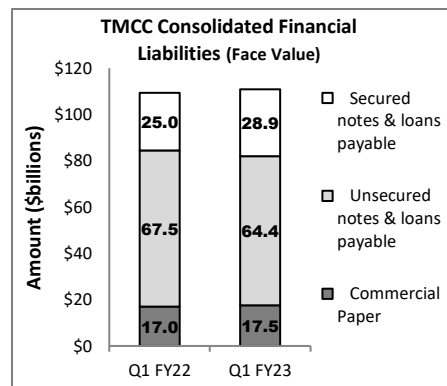
<sup>1</sup>TMCC market share represents the percentage of total domestic Toyota U.S. sales of new Toyota and Lexus vehicles financed by us, excluding sales under dealer rental car and commercial fleet programs, sales of a private Toyota distributors and Mazda vehicles financed.

## 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 \$16.9 billion to \$17.9 billion during the first quarter of fiscal 2023, 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 July 2022, with a striking debut, Toyota is reimagining the full-size sedan with the all-new 2023 Toyota Crown. Built to deliver an intuitive driving experience, this new premium sedan brings powerful acceleration and confident handling, along with supreme comfort for a sophisticated ride, all wrapped in a bold new design. It is also the first Toyota sedan to offer the HYBRID MAX System, Toyota's performance hybrid with power that drivers will feel.

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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