

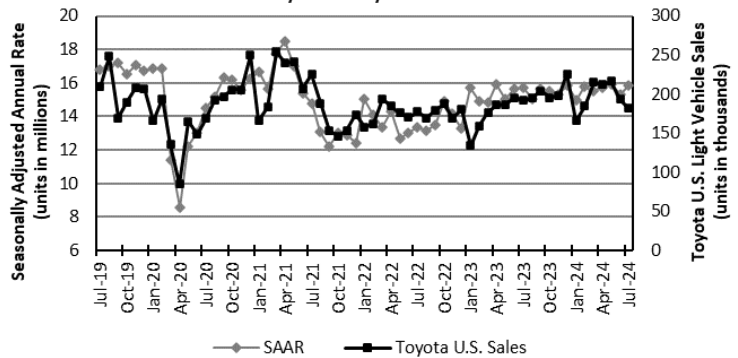


## TOYOTA MOTOR NORTH AMERICA, INC. (Toyota U.S.)

### MONTHLY RESULTS

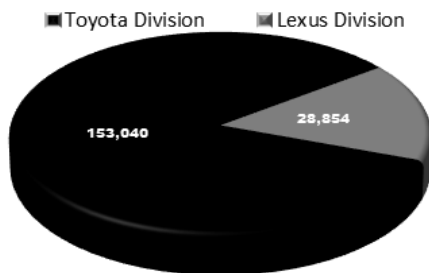
- The U.S. automobile SAAR figure for July 2024 came in at 15.8M units, up from July 2023 at 15.7M units.
- Toyota U.S. reported July 2024 sales of 181,894 units, a decrease of -5.1% on a daily selling rate (DSR) basis and -5.1% on a volume basis versus July 2023.
- Toyota division posted July 2024 sales of 153,040 units, a decrease of -8.3% on a DSR basis and -8.3% on a volume basis versus July 2023.
- Lexus division posted July 2024 sales of 28,854 units, an increase of 16.1% on a DSR basis and 16.1% on a volume basis versus July 2023.

U.S. Light Vehicle Seasonally Adjusted Annual Rate (SAAR) and Toyota U.S. Sales  
July 2019 - July 2024



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

### Toyota U.S. July 2024 Vehicle Sales



### Toyota U.S. July Vehicles Sales Toyota Division Top 5 Models\*

	Jul-24	Jul-23
RAV4	35,593	37,821
Camry	24,313	25,110
Corolla	19,749	21,382
Tacoma	18,571	20,126
Tundra	12,388	10,457

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

	Jul-24	Jul-23
RX	9,591	8,815
NX	6,604	5,951
GX	4,746	2,418
ES	3,778	3,222
IS	1,458	2,042

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

## TOYOTA MOTOR CORPORATION (TMC) FINANCIAL RESULTS

TMC Consolidated Financial Performance	Yen in millions	
	Q1 FY25	Q1 FY24
Sales Revenues	¥11,837,879	¥10,546,831
Operating income	1,308,462	1,120,900
Net income Attributable to Toyota Motor Corporation	1,333,347	1,311,372

TMC Consolidated Balance Sheet	Q1 FY25		Q1 FY24	
	Q1 FY25	Q1 FY24	Q1 FY25	Q1 FY24
Current assets	¥35,723,850	¥28,943,999		
Receivables related to financial services, non-current	22,468,466	18,213,507		
Investments and other assets	20,830,746	19,682,310		
Property, plant and equipment, net	15,014,257	13,291,392		
Total assets	¥94,037,319	¥80,131,208		
Liabilities	¥57,257,947	¥48,856,804		
Shareholders' equity	36,779,372	31,274,404		
Total liabilities and shareholders' equity	¥94,037,319	¥80,131,208		



Production (units)	Units in thousands	
	Q1 FY25	Q1 FY24
Japan	901	1,025
North America	523	520
Europe	215	223
Asia	434	437
Other‡	113	141

Sales (units)	Units in thousands	
	Q1 FY25	Q1 FY24
Japan	421	532
North America	705	682
Europe	291	286
Asia	436	417
Other‡	398	409

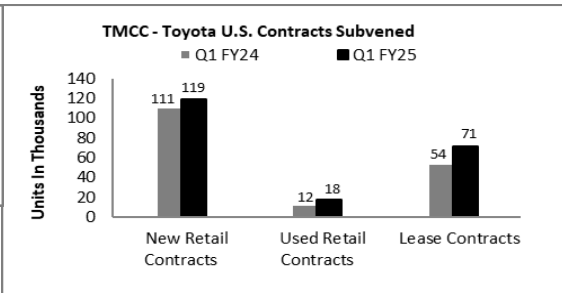
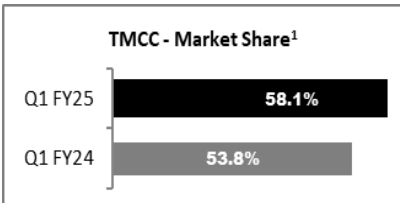
Operating Income by Geographic Region	Yen in billions	
	Q1 FY25	Q1 FY24
Japan	¥881	¥702
North America	85	120
Europe	125	83
Asia	246	186
Other‡	42	85
Elimination	(70)	(55)

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

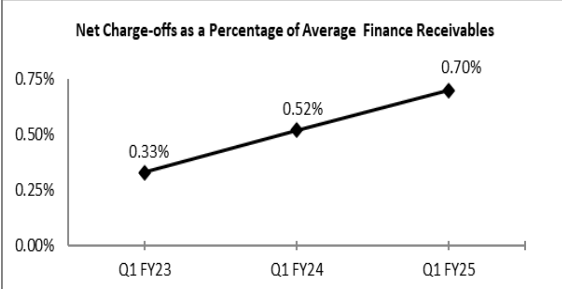
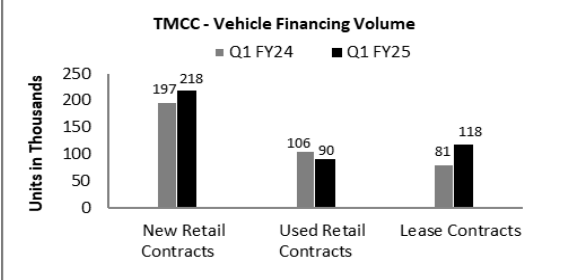
# TOYOTA MOTOR CREDIT CORPORATION (TMCC)

## FINANCIAL RESULTS

TMCC Financial Performance	U.S. dollars in millions	
	Q1 FY24	Q1 FY25
Total financing revenues	\$2,904	\$3,209
Income before income taxes	524	462
Net Income	392	357
Debt-to-Equity Ratio	6.6x	7.0x



- Our consolidated net income was \$357 million for the first quarter of fiscal 2025, compared to \$392 million for the same period in fiscal 2024. The decrease in net income for the first quarter of fiscal 2025, compared to the same period in fiscal 2024, was primarily due to a \$544 million increase in interest expense, partially offset by a \$305 million increase in total financing revenues, a \$121 million decrease in depreciation on operating leases, a \$61 million increase in investment and other income, net, and a \$27 million decrease in provision for income taxes.
- We recorded a provision for credit losses of \$189 million for the first quarter of fiscal 2025, compared to \$165 million for the same period in fiscal 2024. The economic conditions have resulted in an increase in consumer delinquencies and charge-offs. These factors combined with the increase in size of our retail loan portfolio have led to an increase in provision for credit losses for first quarter of fiscal 2025 compared to the same period in fiscal 2024.
- Our net charge-offs as a percentage of average finance receivables for the first quarter of fiscal 2025 increased to 0.70 percent from 0.52 percent for the same period in fiscal 2024. Our default frequency as a percentage of outstanding finance receivable contracts increased to 1.46 percent for the first quarter of fiscal 2025, compared to 1.19 percent in the same period in fiscal 2024. Our average finance receivables loss severity per unit for the first quarter of fiscal 2025 increased to \$14,546 from \$13,441 in the first quarter of fiscal 2024. The increases in net charge-offs, default frequency, and loss severity per unit were due to an increase in full balance charge-offs, higher average amounts financed, and higher delinquencies.



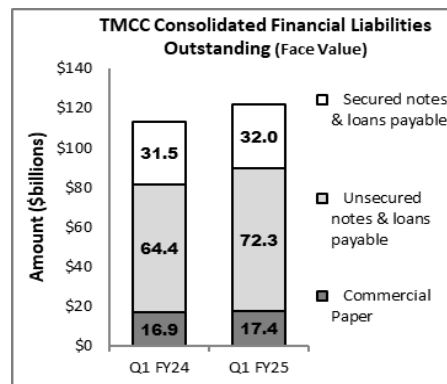
<sup>1</sup>TMCC market share represents the percentage of total domestic Toyota U.S. sales of new Toyota and Lexus vehicles financed by us, excluding sales under dealer rental car and commercial fleet programs, sales of a private Toyota distributors and private label vehicles financed.

## 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.
- Short-term funding needs are met through the issuance of commercial paper in the U.S. Commercial paper outstanding under our commercial paper programs ranged from approximately \$17.3 billion to \$17.9 billion during the quarter ended June 30, 2024, with an average outstanding balance of \$17.6 billion.

<sup>†</sup>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.

<sup>‡</sup>TMCC consolidated financial liabilities include TMCC and its consolidated subsidiaries, which includes TCPR.



## LET'S GO PLACES

Toyota and The Kids In Need Foundation (KINF) are teaming up for their third annual Big Summer Giveback program, with over 600 Toyota Dealers participating in the program, to ensure students in underserved communities start the year with the necessary supplies.

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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