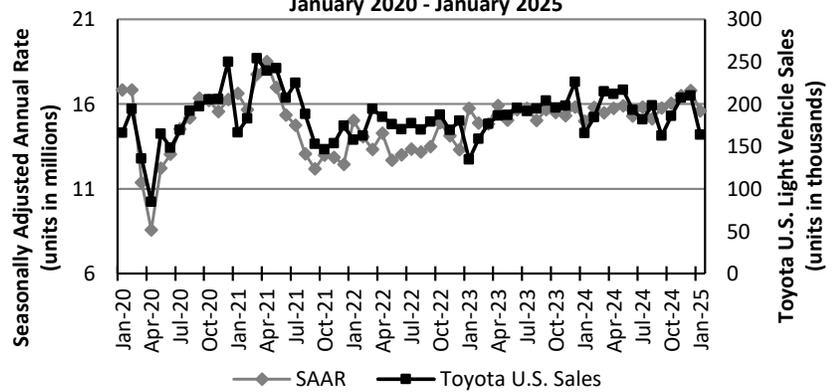




TOYOTA MOTOR NORTH AMERICA, INC. (Toyota U.S.)
MONTHLY RESULTS

- The U.S. automobile SAAR figure for January 2025 came in at 15.6M units, up from January 2024 at 15.0M units.
- Toyota U.S. reported January 2025 sales of 163,585 units, a decrease of -1.3% on a daily selling rate (DSR) basis and -1.3% on a volume basis versus January 2024.
- Toyota division posted January 2025 sales of 140,967 units, a decrease of -1.6% on a DSR basis and -1.6% on a volume basis versus January 2024.
- Lexus division posted January 2025 sales of 22,618 units, an increase of 0.5% on a DSR basis and 0.5% on a volume basis versus January 2024.

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 2025 Vehicle Sales

Toyota U.S. January Vehicles Sales Toyota Division Top 5 Models*

	Jan-25	Jan-24
RAV4	36,250	36,273
Camry	19,007	22,061
Tacoma	18,766	8,203
Corolla	17,341	17,689
Tundra	10,364	9,631

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

	Jan-25	Jan-24
RX	6,521	7,016
NX	5,573	5,079
GX	3,181	1,926
ES	2,273	2,112
TX	1,928	2,911

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

TOYOTA MOTOR CORPORATION (TMC) FINANCIAL RESULTS



TMC Consolidated Financial Performance	Yen in millions	
	FY25	FY24
Sales Revenues	¥35,673,545	¥34,022,720
Operating income	3,679,491	4,240,238
Net income Attributable to Toyota Motor Corporation	4,100,389	3,947,242

TMC Consolidated Balance Sheet	FY25	FY24
Current assets	¥35,760,980	¥31,854,717
Receivables related to financial services, non-current	22,884,954	19,124,065
Investments and other assets	20,623,658	19,828,673
Property, plant and equipment, net	15,404,824	13,424,699
Total assets	¥94,674,416	¥84,232,154
Liabilities	¥57,817,889	¥50,708,188
Shareholders' equity	36,856,527	33,523,966
Total liabilities and shareholders' equity	¥94,674,416	¥84,232,154

Operating Income by Geographic Region	Yen in billions	
	FY25	FY24
Japan	¥2,337	¥2,685
North America	172	517
Europe	373	286
Asia	685	650
Other‡	180	199
Elimination	(68)	(96)

Production (units)	Units in thousands	
	FY25	FY24
Japan	2,945	3,230
North America	1,436	1,477
Europe	602	622
Asia	1,355	1,423
Other‡	378	416

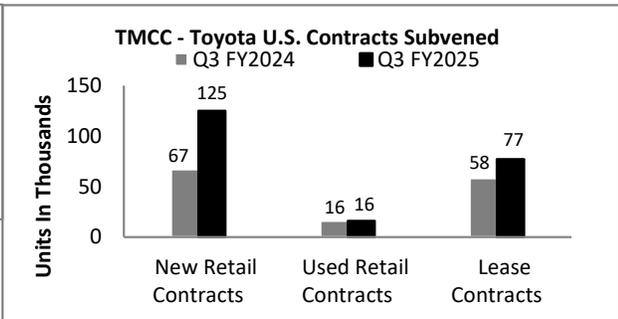
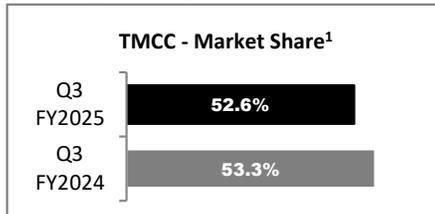
Sales (units)	Units in thousands	
	FY25	FY24
Japan	1,454	1,630
North America	2,043	2,161
Europe	866	884
Asia	1,378	1,376
Other‡	1,259	1,244

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

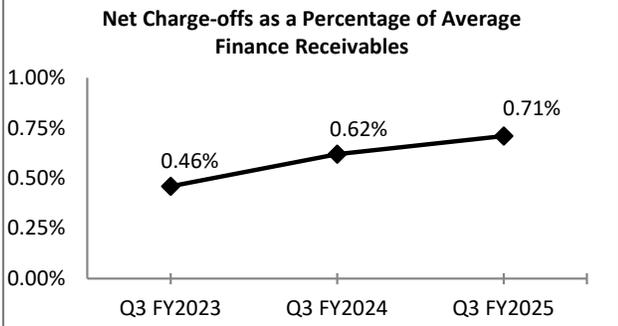
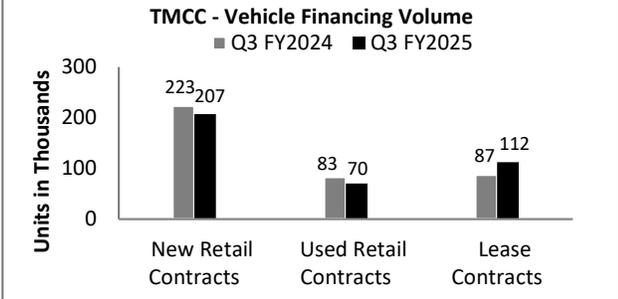
TOYOTA MOTOR CREDIT CORPORATION (TMCC)

FINANCIAL RESULTS

	U.S. dollars in millions	
TMCC Financial Performance	Q3 FY2024	Q3 FY2025
Total financing revenues	\$3,098	\$3,368
Income before income taxes	735	565
Net Income	561	429
Debt-to-Equity Ratio	6.7x	6.9x



- Our consolidated net income was \$429 million for the third quarter of fiscal 2025, compared to \$561 million for the same period in fiscal 2024. The decrease in net income for the third quarter of fiscal 2025, compared to the same period in fiscal 2024, was primarily due to a \$384 million decrease in investment and other income, net, and a \$184 million increase in interest expense, partially offset by a \$270 million increase in total financing revenues, a \$66 million decrease in operating and administrative expense, a \$38 million decrease in provision for income taxes, a \$32 million decrease in depreciation on operating leases, and a \$25 million decrease in provision for credit losses.
- We recorded a provision for credit losses of \$181 million for the third quarter of fiscal 2025, compared to \$206 million for the same period in fiscal 2024. The decrease in the provision for credit losses for the third quarter of fiscal 2025, compared to the same period in fiscal 2024, was due to slower growth of our retail loan and dealer portfolios, partially offset by an increase in charge-offs.
- Our net charge-offs as a percentage of average finance receivables for the first nine months of fiscal 2025 increased to 0.71 percent from 0.62 percent for the same period in fiscal 2024. Our default frequency as a percentage of outstanding finance receivable contracts increased to 1.52 percent for the first nine months of fiscal 2025, compared to 1.22 percent in the same period in fiscal 2024. The increases in net charge-offs and default frequency were due to an increase in higher average amounts financed and economic conditions, including consumer price increases and higher interest rates which have negatively impacted some consumers' ability to make scheduled payments. Our average finance receivables loss severity per unit for the first nine months of fiscal 2025 increased to \$14,081 from \$13,738 in the first nine months of fiscal 2024. The increase in loss severity is primarily due to higher average amounts financed, partially offset by a decrease in full balance charge offs in the third quarter of fiscal 2025.



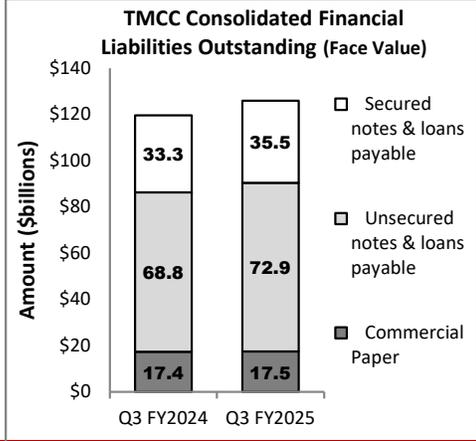
¹TMCC market share represents the percentage of total domestic Toyota U.S. sales of new Toyota and Lexus vehicles financed by us, excluding sales under dealer rental car and commercial fleet programs, sales of a private Toyota distributors and private label vehicles financed.

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 \$17.2 billion to \$17.9 billion during the quarter ended December 31, 2024, with an average outstanding balance of \$17.6 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

At CES 2025, Toyota Motor Corporation announced the completion of Phase 1 construction of Toyota Woven City, its test course for mobility. The launch of Phase 1 is planned for fall 2025 or shortly thereafter.