

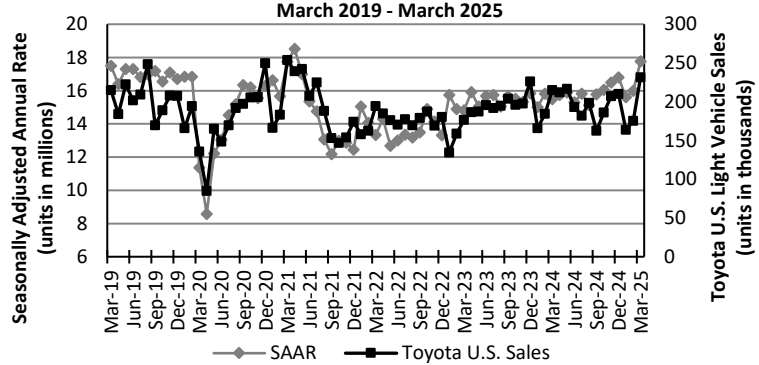


TOYOTA MOTOR NORTH AMERICA, INC. (Toyota U.S.)

MONTHLY RESULTS

- The U.S. automobile SAAR figure for March 2025 came in at 17.8M units, up from March 2024 at 15.5M units.
- Toyota U.S. reported March 2025 sales of 231,335 units, an increase of 11.8% on a daily selling rate (DSR) basis and 7.7% on a volume basis versus March 2024.
- Toyota division posted March 2025 sales of 196,240 units, an increase of 10.7% on a DSR basis and 6.6% on a volume basis versus March 2024.
- Lexus division posted March 2025 sales of 35,095 units, an increase of 18.4% on a DSR basis and 14.1% on a volume basis versus March 2024.

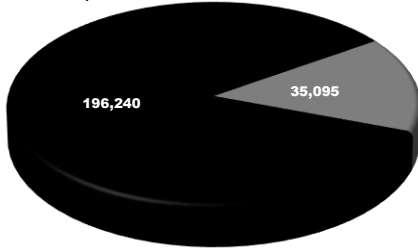
U.S. Light Vehicle Seasonally Adjusted Annual Rate (SAAR) and Toyota U.S. Sales



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

Toyota U.S. March 2025 Vehicle Sales

■ Toyota Division ■ Lexus Division



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

	Mar-24	Mar-25
RAV4	45,340	41,509
Camry	30,323	29,661
Tacoma	8,310	23,949
Corolla	22,328	21,495
Tundra	15,337	14,405

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

	Mar-24	Mar-25
RX	10,599	10,452
NX	6,724	7,077
TX	3,649	4,584
ES	3,799	4,020
GX	583	3,922

*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	¥48,036,704	¥45,095,325
Operating income	4,795,586	5,352,934
Net income	4,789,755	5,071,421

TMC Consolidated Balance Sheet

	FY25	FY24
Current assets	¥37,078,676	¥34,714,279
Receivables related to financial services, non-current	22,171,786	20,637,090
Investments and other assets	19,017,195	20,505,139
Property, plant and equipment, net	15,333,693	14,257,788
Total assets	¥93,601,350	¥90,114,296
Liabilities	¥56,722,437	¥54,874,958
Shareholders' equity	36,878,913	35,239,338
Total liabilities and shareholders' equity	¥93,601,350	¥90,114,296

Operating Income by Geographic Region

	Yen in billions	
	FY25	FY24
Japan	¥3,151	¥3,484
North America	109	506
Europe	416	388
Asia	897	866
Other†	253	198
Elimination	(29)	(90)



	Units in thousands	
Production (units)	FY25	FY24
Japan	4,000	4,042
North America	1,958	1,976
Europe	811	846
Asia	1,790	1,876
Other†	490	523

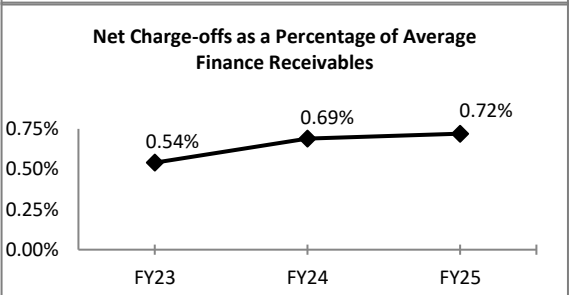
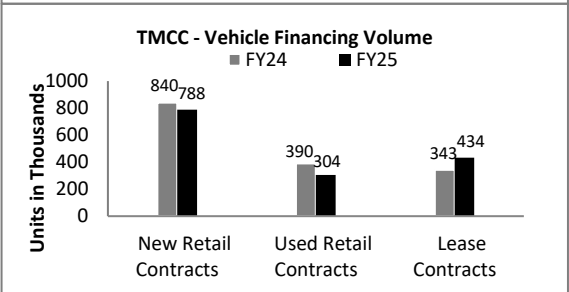
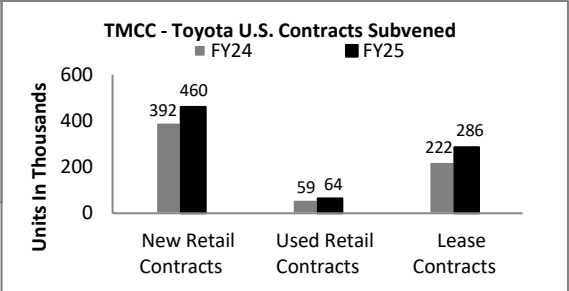
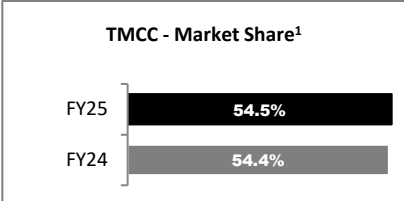
	FY25	FY24
Sales (units)		
Japan	1,991	1,993
North America	2,703	2,816
Europe	1,172	1,192
Asia	1,838	1,804
Other†	1,658	1,638

TOYOTA MOTOR CREDIT CORPORATION (TMCC)

FINANCIAL RESULTS

TMCC Financial Performance	U.S. dollars in millions	
	FY24	FY25
Total financing revenues	\$12,144	\$13,232
Income before income taxes	1,902	2,234
Net Income	1,460	1,712
Debt-to-Equity Ratio	7.2x	7.4x

- Our consolidated net income was \$1.7 billion in fiscal 2025, compared to \$1.5 billion in fiscal 2024. The increase in net income for fiscal 2025 compared to fiscal 2024 was primarily due to a \$1.1 billion increase in total financing revenues, a \$111 million increase in investment and other income, net, a \$93 million decrease in operating and administrative expense, a \$90 million increase in voluntary protection contract revenues and insurance earned premiums, and a \$71 million decrease in provision for credit losses, partially offset by a \$1.1 billion increase in interest expense, and an \$80 million increase in provision for income taxes.
- We recorded a provision for credit losses of \$768 million for fiscal 2025, compared to \$839 million for fiscal 2024. The decrease in provision for credit losses for fiscal 2025 compared to the same period in fiscal 2024 was due to slower growth of our retail loan and dealer portfolios as well as improvements in delinquencies, partially offset by an increase in net charge-offs.
- Net charge-offs as a percentage of average finance receivables increased to 0.72 percent at March 31, 2025 from 0.69 percent at March 31, 2024 and default frequency as a percentage of outstanding finance receivables contracts increased to 1.59 percent for fiscal 2025 compared to 1.25 percent for 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 fiscal 2025 decreased to \$13,989 from \$14,113 in fiscal 2024. The decrease in loss severity per unit is primarily due to a decrease in full balance charge-offs, partially offset by higher average amounts financed.



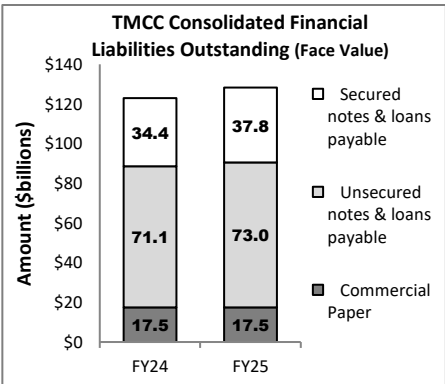
¹TMCC market share represents the percentage of total domestic Toyota U.S. sales of new Toyota and Lexus vehicles financed by us, excluding sales under dealer rental car and commercial fleet programs, sales of a private Toyota distributors and private label vehicles financed.

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 \$18.0 billion during fiscal 2025, 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 (TMCO). 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

On April 28, 2025, Toyota reaffirmed its commitment to a Hydrogen Society at the 2025 Advanced Clean Transportation Expo, introducing hydrogen-related plans, investments and debuting new fuel cell technologies and products. Toyota also debuted its next-generation fuel cell technology in North America, the Toyota Gen 3 FC system.

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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