



Presentation Materials for Investors

March 2018

Disclaimer

- This presentation includes certain “forward-looking statements” within the meaning of The U.S. Private Securities Litigation Reform Act of 1995.
- These statements are based on current expectations and currently available information.
- Actual results may differ materially from these expectations due to certain risks, uncertainties and other important factors, including the risk factors set forth in the most recent annual and periodic reports of Toyota Motor Corporation and Toyota Motor Credit Corporation.
- We do not undertake to update the forward-looking statements to reflect actual results or changes in the factors affecting the forward-looking statements.
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Toyota's Global Businesses

TOYOTA

Markets vehicles in over 170 countries/regions.
51 overseas manufacturing companies in
28 countries/regions.

AUTOMOTIVE

Design, Manufacturing, Distribution



Consumer Financing

Dealer Support & Financing

Banking

Ancillary Products & Services

OTHER BUSINESSES

Housing

Marine

Information Services & Telematics

Biotechnology & Afforestation

TMC Consolidated Financial Results

(JPY billions)	Fiscal Year Ended March 31,		Nine Months Ended December 31, 2017
	2016	2017	
Net Revenues	28,403.1	27,597.2	21,797.0
Operating Income	2,854.0	1,994.4	1,770.1
Net Income	2,312.7	1,831.1	2,013.1

TMC Consolidated Balance Sheet

(JPY billions)	FY 2016 As of March 31, 2016	FY 2017 As of March 31, 2017	FY 2018 As of December 31, 2017
Current assets	18,209.6	17,833.7	18,504.6
Noncurrent finance receivables, net	8,642.9	9,012.2	9,836.9
Investment & other assets	10,834.7	11,707.2	12,411.6
Property, plant & equipment, net	9,740.4	10,197.1	10,463.3
Total Assets	47,427.6	48,750.2	51,216.5
Liabilities	29,339.4	30,081.2	31,046.1
Shareholders' equity	18,088.2	18,669.0	20,170.4
Total Liabilities & Shareholders' Equity	47,427.6	48,750.2	51,216.5

Toyota Across the United States

Toyota By The Numbers ¹

Toyota has been a part of the cultural fabric in the U.S. for 60 years. See below for a showcase of our commitment to the U.S.



Our History

- 1957 Toyota Motor Sales, U.S.A established
- 1972 Manufacturing operations begin in U.S.
- 1973 Caltex Design Research established
- 1977 Toyota Technical Center, U.S.A. incorporated
- 1986 Toyota breaks ground in Georgetown, KY. The future home of TMMK, Toyota's first wholly-owned vehicle manufacturing plant in the U.S.
- 1987 Toyota U.S.A. Foundation established
- 1993 Arizona Proving Ground established
- 1996 North American manufacturing headquarters established
- 1997 Five millionth North American vehicle produced
- 2000 First hybrid vehicle sold in U.S.
- 2002 Ten millionth North American vehicle produced
- 2006 Hybrid production begins in U.S.
- 2008 One millionth Prius sold globally
- 2010 Toyota North American Center for Quality Excellence established
- 2011 Collaborative Safety Research Center (CSRC) launched
- 2012 25 Millionth North American vehicle produced
- 2015 Toyota breaks ground on its new North American headquarters in Plano, Texas

¹ All data as of December 2016, except where noted. ² Toyota vehicles and components assembled using U.S. and globally sourced parts. ³ Parts, materials and components (FY ending 3/16). Goods and Services (CY 2016). ⁴ 2015 Center Automotive Research Study. Includes direct employees, contingent workers and dealer employees. ⁵ Includes U.S. and Puerto Rico. ⁶ Global estimate based on FY17 projections of Toyota Motor Corporation. ⁷ As of 2016. ⁸ 2015 Center for Automotive Research Study. Includes direct, dealer and supplier employees and jobs created through their spending.

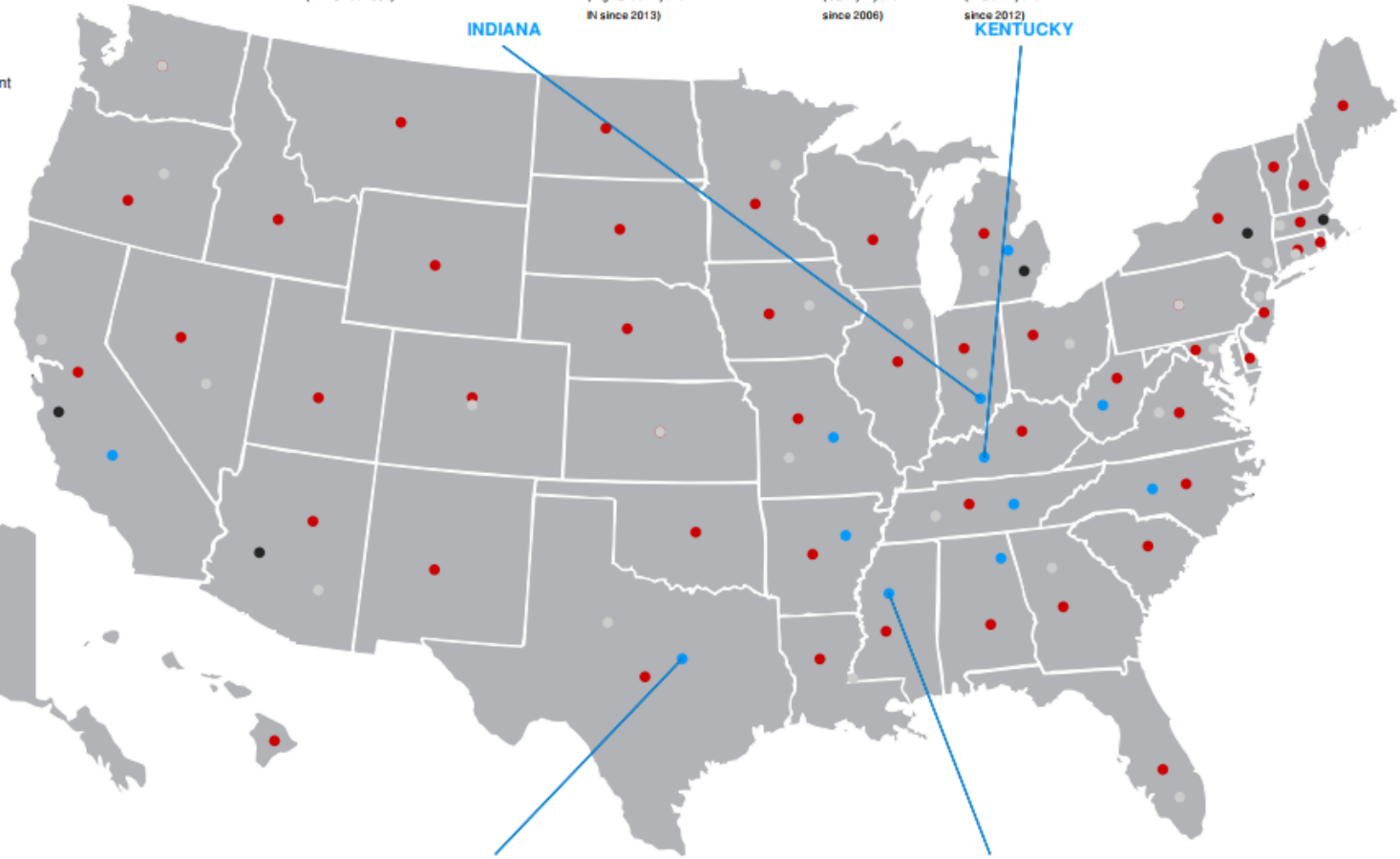
Toyota Across the United States

Dots represent category presence within a state and not quantity of location.

- Offices
- Engineering & Manufacturing
- Design, Research & Development
- Dealerships



Sienna since 1997 (in IN since 2003)	Sequoia since 2000	Highlander since 2009 (Highlander Hybrid in IN since 2013)	Camry since 1988 (Camry Hybrid in KY since 2006)	Avalon since 1994 (Avalon Hybrid in KY since 2012)	Lexus ES 350 since 2015
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INDIANA

KENTUCKY

TEXAS

MISSISSIPPI



Tacoma since 1991 (in TX since 2010)	Tundra since 1998 (in TX since 2006)
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Corolla
since 1986
(in MS Since 2011)

Toyota Motor North America

- Toyota Motor Sales, USA (TMS) sold 2.4 million vehicles in FY 2017
 - Camry was the best-selling passenger car in America for the 16th consecutive year
- Industry-leading investment in next-generation technologies in power-train, safety and production
 - TMS has one of the most fuel-efficient line-ups of any full-line OEM
 - Over 3.0 million hybrids sold in the US and over 11.0 million worldwide⁽¹⁾
 - 13 hybrid models⁽²⁾ and 1 fuel cell vehicle across the North American line-up, and 34 hybrid models worldwide
 - Mirai is Toyota's first mass-produced hydrogen fuel cell vehicle
 - Toyota Research Institute announced with R&D focus on artificial intelligence and robotics
- TMS is launching new or refreshed models in 2018. Recent and upcoming vehicle launches:
 - Avalon
 - Tundra TRD Pro
 - RAV4 Adventure
 - Lexus LX
 - 4Runner TRD Pro
 - Tacoma TRD Pro
 - Lexus LS
 - Lexus RXL

(1) As of January 2018

(2) Includes cars and light trucks

Toyota Motor North America (2)

- Quality, dependability, safety and product appeal remain high as reflected by numerous 3rd party accolades

<p>2018 Kelley Blue Book Best Resale Value Toyota No. 1 Brand Winner (3 out of top 5 Best Resale Values for 2017)</p>	<p>2017 Kelley Blue Book Best Electric/Hybrid Buy of 2017 2017 Toyota Prius Prime</p>	<p>2017 IIHS Top Safety Pick+ Awards 9 Toyota & Lexus models took the highest award, the most of any manufacturer</p>
<p>2017 NY International Auto Show Prius Prime received the World Green Car Award (Toyota held the title for a second year, with the 2016 award going to the Mirai)</p>	<p>2017 Fortune Toyota ranked one of the "World's Most Admired Companies" and named the No. 1 Motor Vehicle company (3rd year running)</p>	<p>2017 J.D. Power and Associates Vehicle Dependability Survey Lexus ranked No. 1 overall</p>
<p>2017 J.D. Power IQS 13 Toyota/Lexus/Scion models Rank "Top Three" in their segments</p>	<p>2017 U.S. News Best Car for the Money 2017 Toyota Prius</p>	<p>2017 Forbes Toyota ranked No. 1 most valuable automotive brand</p>
<p>2017 Consumer Reports Lexus & Toyota No. 1 brands</p>	<p>2016 NHTSA 5-Star Overall Safety 10 Toyota/Lexus/Scion models</p>	<p>2016 Kelley Blue Book Best Resale Value for Luxury Brand Lexus (5th year running)</p>

Toyota Motor North America (3)



Toyota Financial Services

TFS Group Global Presence

TOYOTA FINANCIAL SERVICES

Global Network

AMERICAS

- Argentina
- Brazil
- Canada
- Mexico
- Puerto Rico
- U.S.A.
- Venezuela

EUROPE/AFRICA

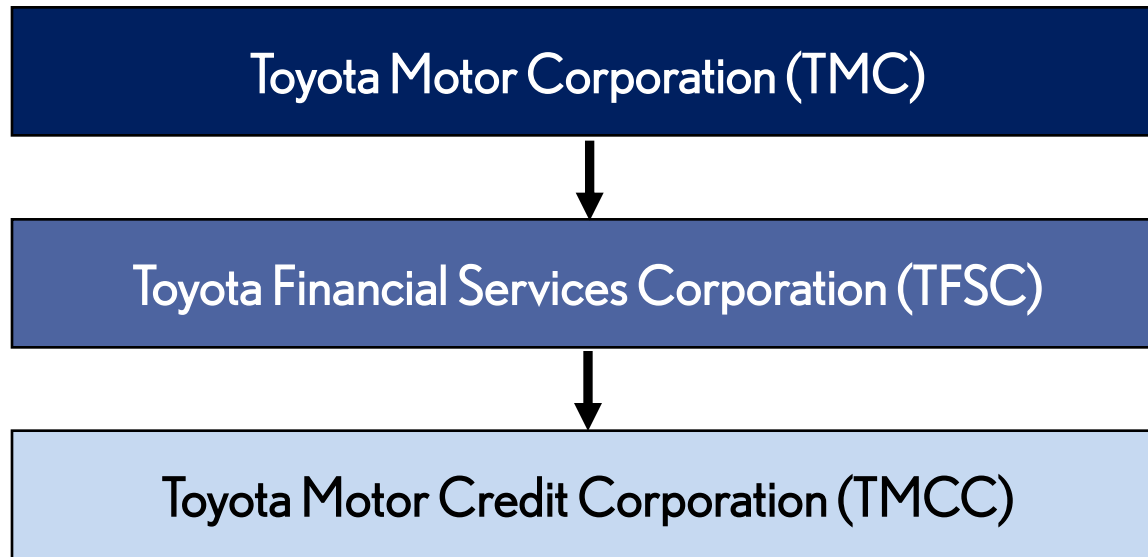
- Czech
- Denmark
- Finland
- France
- Germany
- Hungary
- Italy
- Kazakhstan
- Netherlands
- Norway
- Poland
- Russia
- Slovakia
- South Africa
- Spain
- Sweden
- U.K.

ASIA/PACIFIC

- Australia
- China
- India
- Indonesia
- Japan
- Korea
- Malaysia
- New Zealand
- Philippines
- Taiwan
- Thailand
- Vietnam



Toyota Motor Credit Corporation (TMCC)



- Over 4.6 million active finance contracts⁽¹⁾
- AA-⁽²⁾/Aa3⁽²⁾ rated captive finance company by S&P/Moody's
- Credit support agreement structure with TFSC/TMC⁽³⁾

(1) As of December 2017
Source: Company Reports

(2) Outlook stable

(3) The Credit Support Agreements do not apply to securitization transactions

Credit Support Agreements

- Securities* issued by TMCC (and various other TFSC subsidiaries) have the benefit of a credit support agreement with TFSC
 - TFSC will own 100% of TMCC
 - TFSC will cause TMCC to maintain a tangible net worth of at least \$100,000 as long as covered securities are outstanding
 - If TMCC determines it will be unable to meet its payment obligations on any securities, TFSC will make sufficient funds available to TMCC to ensure that all such payment obligations are paid as due
 - Agreement cannot be terminated until (1) repayment of all outstanding securities or (2) each rating agency requested by Toyota to provide a rating has confirmed no change in rating of all such securities
- TFSC in turn has the benefit of a credit support agreement with TMC
 - Same key features as TFSC/TMCC credit support agreement
 - TMC will cause TFSC to maintain a tangible net worth of at least JPY10mm as long as covered securities are outstanding
- TFSC's and/or TMC's credit support obligations will rank *pari passu* with all other senior unsecured debt obligations

* "Securities" defined as outstanding bonds, debentures, notes and other investment securities and commercial paper, but does not include asset-backed securities issued by TMCC's securitization trusts.

TMCC Products and Services

Consumer Finance

- Retail
- Lease

Dealer Finance

- Wholesale
- Real Estate
- Working Capital
- Revolving Credit Lines

Insurance

- Service Agreements
- Prepaid Maintenance
- Guaranteed Auto Protection
- Excess Wear & Use
- Tire & Wheel
- Key Replacement Protection

Extensive Field Organization

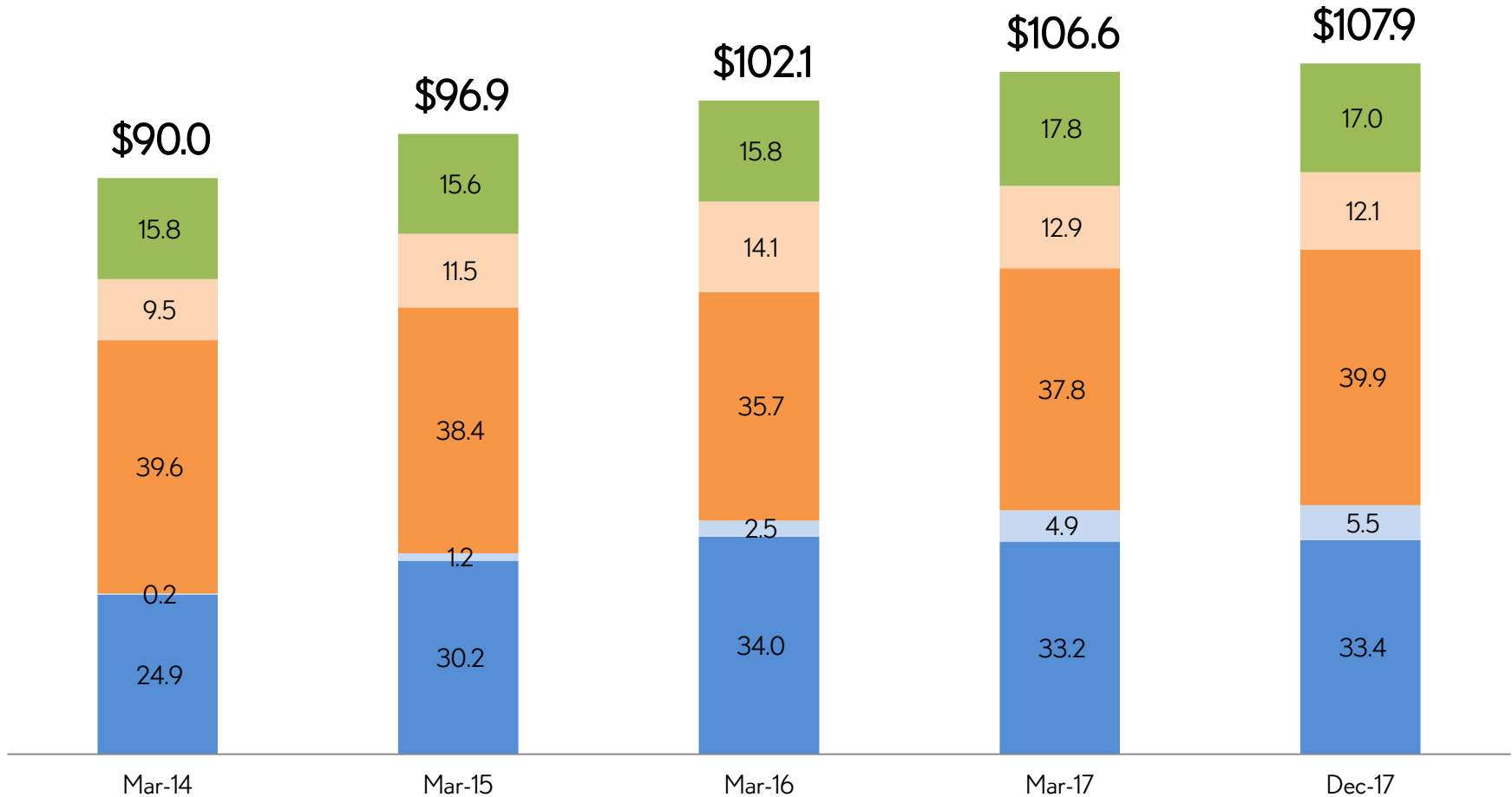
- Decentralized dealer and field support
- Centralized servicing and collections (circled)



TMCC Earning Asset Composition

Managed Assets (USD Billions)

■ Lease ■ Sold Lease ■ Retail ■ Sold Retail ■ Wholesale & Other



TMCC Financial Performance - Select Data

(USD millions)	Fiscal Year Ended March 31,				Nine Months Ended
	2014	2015	2016	2017	December 31, 2017
Total Financing Revenues	7,397	8,310	9,403	10,046	7,951
add: Other Income	702	832	1,080	1,200	867
less: Interest Expense and Depreciation	5,352	5,593	7,051	8,607	6,506
Net Financing Revenues and Other Revenues	2,747	3,549	3,432	2,639	2,312
Net Income	857	1,197	932	267	3,358

Source: TMCC March 31, 2016 10-K, March 31, 2017 10-K & December 31, 2017 10-Q

TMCC Financial Performance - Select Data

	Fiscal Year Ended March 31,				Nine Months Ended December 31,
	2014	2015	2016	2017	2017
Over 60 Days Delinquent ⁽¹⁾	0.18%	0.21%	0.26%	0.27%	0.43%
Allowance for Credit Losses ^{(1) (2)}	0.50%	0.50%	0.52%	0.58%	0.58%
Net Credit Losses ⁽¹⁾⁽³⁾	0.28%	0.29%	0.38%	0.47%	0.38%

(1) Percentage of gross earning assets

(2) The quotient of allowance for credit losses divided by the sum of gross finance receivables (net finance receivables less allowance for credit losses) plus gross investments in operating leases (net investments in operating leases less allowance for credit losses)

(3) Charge-off ratio is annualized using nine month results for the periods ended December 31, 2017

Note: All percentage figures calculated were based on a 120-day charge-off policy

Source: TMCC March 31, 2015 10-K, March 31, 2016 10-K, March 31, 2017 10-K & December 31, 2017 10-Q

TMCC Funding Programs

Exceptional Liquidity

- A-1+/P-1 rated direct commercial paper program
- \$20.5 billion committed credit facilities⁽¹⁾
- \$8.3 billion short-term liquidity investment portfolio⁽²⁾
- Over \$70 billion in readily salable consumer retail loan & lease assets
- Access to various domestic and international capital markets
- Billions of additional capacity in global benchmark markets
- Extensive inter-company lending infrastructure
- Credit support agreements: TMCC → TFSC → TMC

(1) As of December 31, 2017

(2) Average balance for the quarter ended December 31, 2017

Source: TMCC December 31, 2017 10-Q

TMCC Funding Program Objectives

- TMCC is committed to:
 - Maintaining funding diversity and exceptional liquidity
 - Issuing into strong demand with attractive deals
 - Identifying & developing new markets and investor relationships
 - Responding quickly to opportunities with best-in-class execution
 - Managing our business and stakeholder relationships with a long-term view

Innovative Funding Platforms

- Diversity and Inclusion (D&I) bond
 - Four issuances to date totaling \$2.25 billion
 - \$1.25 billion offering in April 2016 set record for largest corporate D&I bond
 - Delivers Tier 2 & Tier 3 investor diversification
- Auto industry's first ever Green Bond ABS
 - Three secured offerings to date totaling \$4.6 billion
 - Proceeds used exclusively to finance loans and leases for new hybrid and alternative-fuel Toyota and Lexus vehicles
- TMCC's first unsecured green bond issuance in the Euro market in November 2017 totaling €600mm

April 5, 2016



\$1,250,000,000

Fixed and Floating Rate Diversity and Inclusion
Medium-Term Notes Series B due April 6, 2018



Joint Book-Running Managers



November 2017



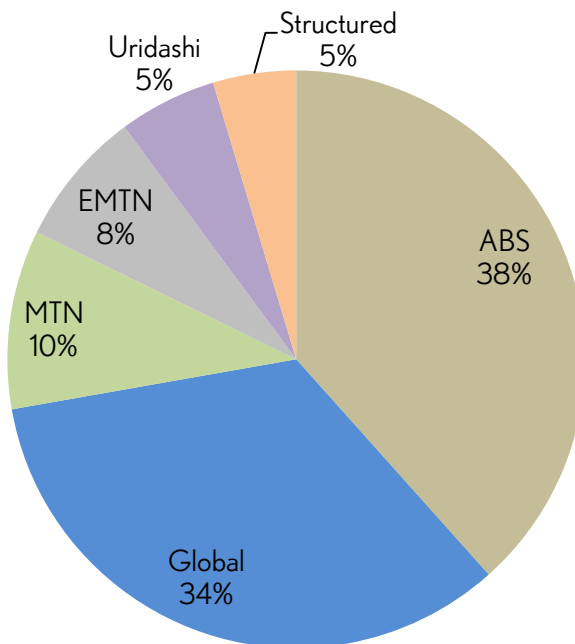
Toyota Motor Credit Corporation

€600mn 0.00% Green Notes due 2021
€600mn 0.625% Notes due 2024



TMCC FYTD 18 Funding Overview

\$18.5 billion of long term debt funded FYTD 2018*



- \$11.4 billion in unsecured debt
- \$7.1 billion in secured debt (net of amount retained)
 - \$4.8 billion comprised of public term secured funding (net of amount retained)

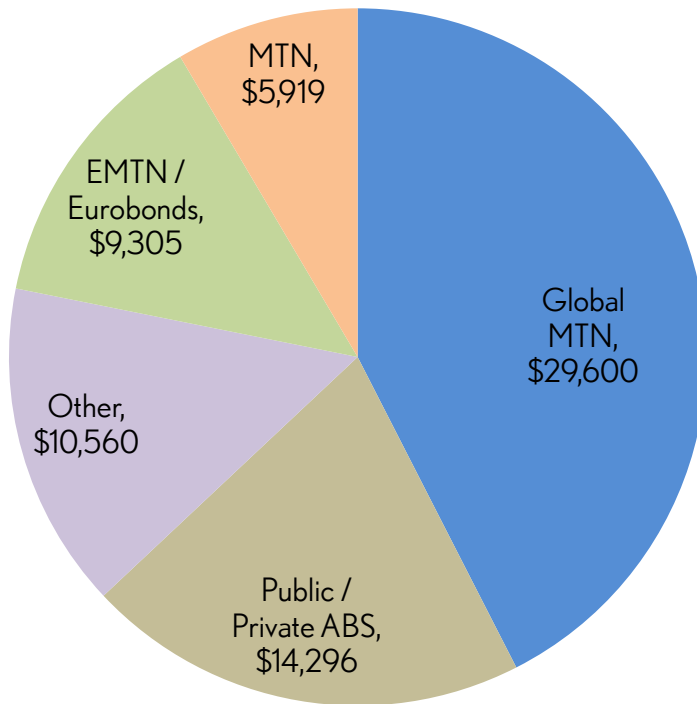
*As of January 31, 2018. Percentages may not add to 100% due to rounding

Source: Company Reports

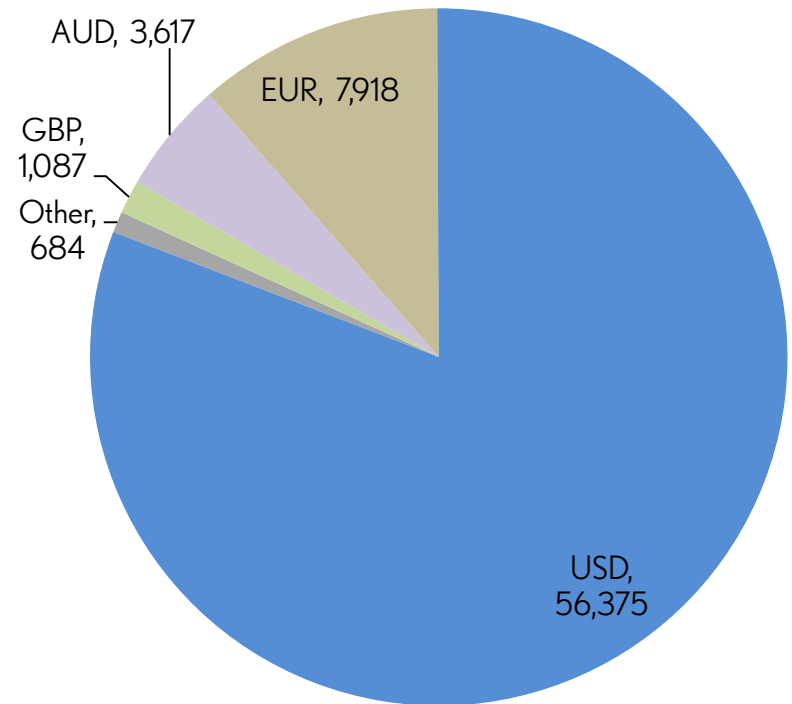
Diversification in Debt Offerings

TMCC Long Term Debt Outstanding (USD millions) *

By Deal Type



By Currency

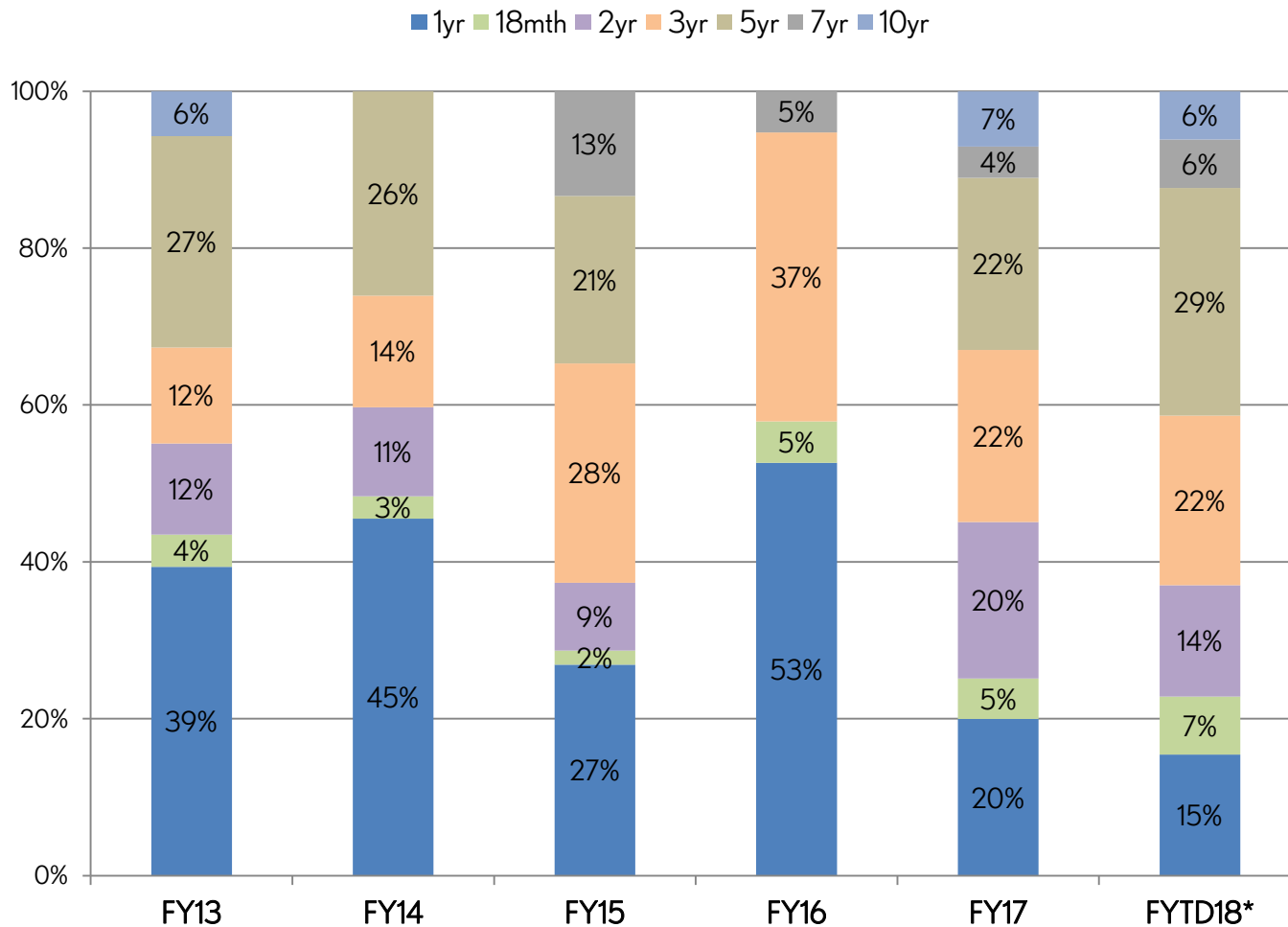


*As of January 31, 2018

Source: Company Reports

Funding Flexibility And Responsiveness

Diversification Across USD Curve ⁽¹⁾



(1) Unsecured U.S. MTN issuance, excluding Structured Notes and Retail Notes

Percentages may not add to 100% due to rounding

* As of January 31, 2018

Source: Company Reports

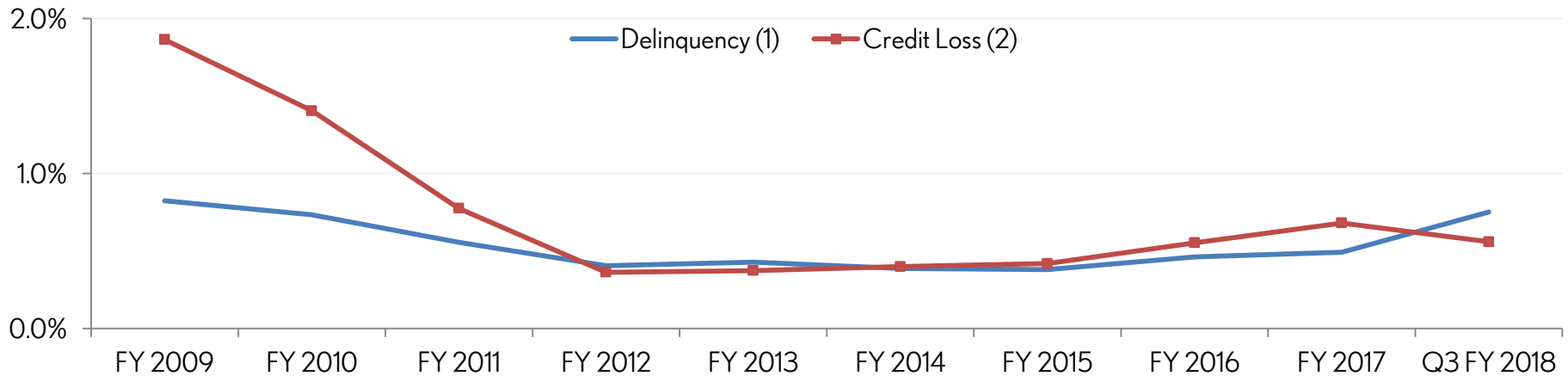
Key Investment Highlights

- Financial strength supported by strong credit ratings
- Transparent business model with exceptional liquidity
- Rational funding programs with long-term perspective
 - Diversification in bond offerings
 - Focus on proactively meeting needs of market
 - Strong emphasis placed on flexibility and responsiveness
- Industry-leading in:
 - Liquidity management framework
 - Balance sheet strength
 - Business model resiliency

TMCC Retail Loan Collateral & ABS Transactions

Credit Decisioning & Collections

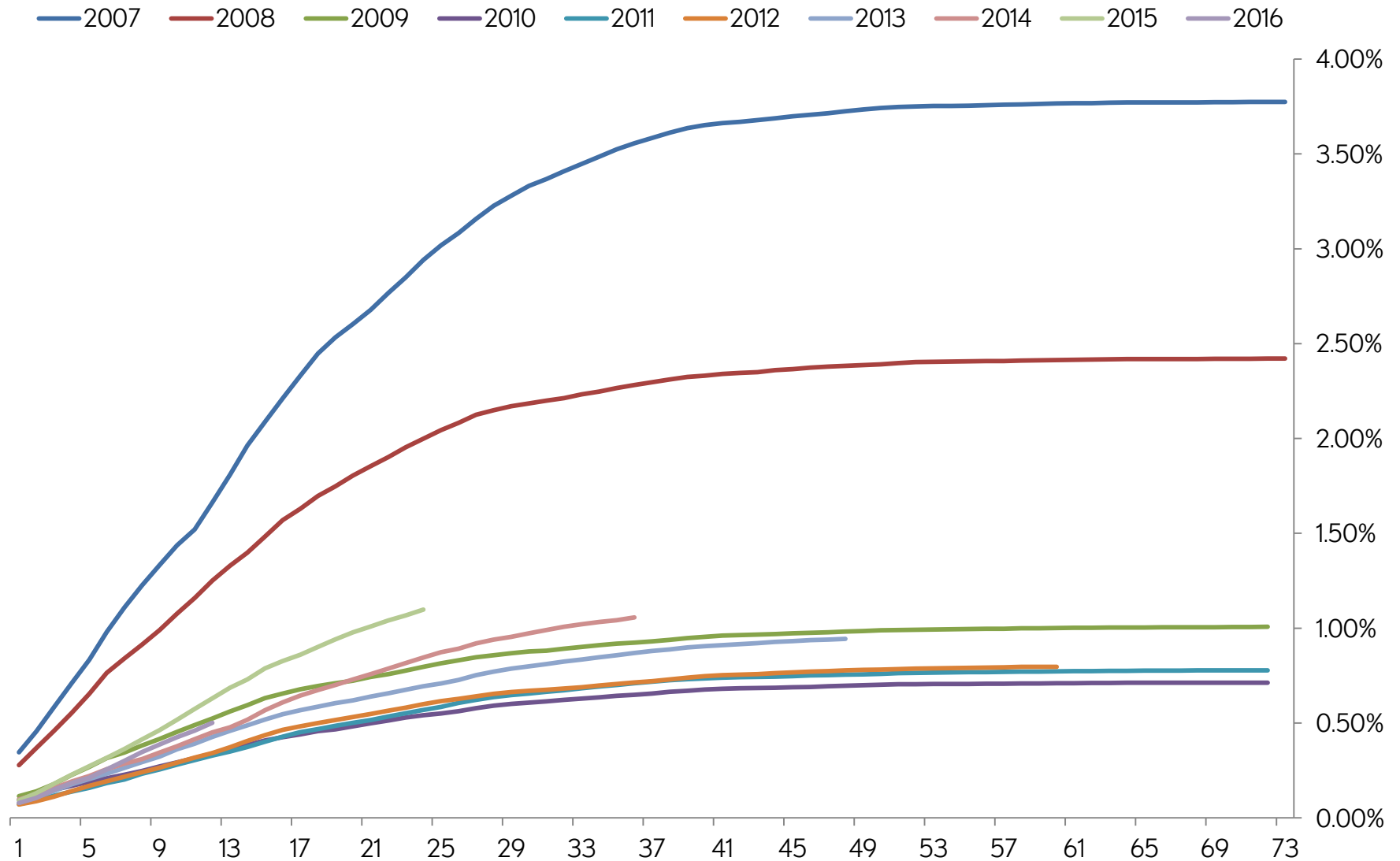
- Consistent and conservative underwriting standards have produced low levels of delinquencies and credit losses
 - Focus on prime origination
 - Ongoing focus on Toyota and Lexus business
- Optimization of collections strategy and staff supports loss mitigation while enabling portfolio growth
 - Emphasis on early intervention
 - Reinforcement of strong compliance management system



(1) Delinquency is 60+ day delinquencies as a percentage of retail receivable contracts outstanding

(2) Credit loss is annual net credit loss as a percentage of retail receivable principal balance outstanding

Cumulative Net Losses: Annual Origination Vintages



Source: Company Reports

Managed Portfolio Performance

TMCC Retail Loan Delinquency Experience ⁽¹⁾

	At December 31,				At March 31,		
	2017	2016	2017	2016	2015	2014	2013
Outstanding Contracts ⁽²⁾	3,163,857	3,190,526	3,181,143	3,163,189	3,209,872	3,220,641	3,156,247
Number of Accounts Past Due in the following categories							
30 - 59 days	53,245	51,127	36,396	35,795	31,130	32,920	35,672
60 - 89 days	14,094	12,525	8,018	7,822	6,569	6,660	7,182
Over 89 days	9,689	9,186	7,633	6,776	5,616	5,799	6,362
Delinquencies as a Percentage of Contracts Outstanding ⁽³⁾							
30 - 59 days	1.68%	1.60%	1.14%	1.13%	0.97%	1.02%	1.13%
60 - 89 days	0.45%	0.39%	0.25%	0.25%	0.20%	0.21%	0.23%
Over 89 days	0.31%	0.29%	0.24%	0.21%	0.17%	0.18%	0.20%

(1) The historical delinquency data reported in this table includes all retail vehicle installment sales contracts purchased by TMCC, excluding those purchased by a subsidiary of TMCC operating in Puerto Rico. Includes contracts that have been sold but are still being serviced by TMCC.

(2) Number of contracts outstanding at end of period.

(3) The period of delinquency is based on the number of days payments are contractually past due. A payment is deemed to be past due if less than 90% of such payment is made.

Performance – Retail Loan

TMCC Managed Portfolio Net Loss and Repossession Experience (dollars in thousands) ⁽¹⁾

	For the Nine Months Ended		For the Fiscal Years Ended				
	December 31,		March 31,				
	2017	2016	2017	2016	2015	2014	2013
Principal Balance Outstanding ⁽²⁾	\$ 52,262,196	\$ 50,941,646	\$ 50,759,341	\$ 49,716,914	\$ 49,645,354	\$ 48,761,164	\$ 46,932,720
Average Principal Balance Outstanding ⁽³⁾	\$ 51,510,768	\$ 50,329,280	\$ 50,238,127	\$ 49,681,134	\$ 49,203,259	\$ 47,846,942	\$ 45,790,370
Number of Contracts Outstanding	3,163,857	3,190,526	3,181,143	3,163,189	3,209,872	3,220,641	3,156,247
Average Number of Contracts Outstanding ⁽³⁾	3,172,500	3,176,858	3,172,166	3,186,531	3,215,257	3,188,444	3,138,014
Number of Repossessions ⁽⁴⁾	27,511	35,296	45,883	37,741	34,780	34,923	34,353
Number of Repossessions as a Percent of the Number of Contracts Outstanding	1.16%	1.48%	1.44%	1.19%	1.08%	1.08%	1.09%
Number of Repossessions as a Percent of the Average Number of Contracts Outstanding	1.16%	1.48%	1.45%	1.18%	1.08%	1.10%	1.09%
Gross Charge-Offs ⁽⁵⁾	\$ 253,715	\$ 291,112	\$ 395,109	\$ 322,814	\$ 267,835	\$ 257,586	\$ 244,432
Recoveries ⁽⁶⁾	\$ 34,513	\$ 37,898	\$ 49,474	\$ 47,966	\$ 59,931	\$ 62,714	\$ 69,088
Net Losses	\$ 219,202	\$ 253,214	\$ 345,635	\$ 274,848	\$ 207,904	\$ 194,872	\$ 175,344
Net Losses as a Percentage of Principal Balance Outstanding	0.56%	0.66%	0.68%	0.55%	0.42%	0.40%	0.37%
Net Losses as a Percentage of Average Principal Balance Outstanding	0.57%	0.67%	0.69%	0.55%	0.42%	0.41%	0.38%

(1) The net loss and repossession data reported in this table includes all retail installment sales contracts purchased by TMCC, excluding those purchased by a subsidiary of TMCC operating in Puerto Rico. Includes contracts that have been sold but are still being serviced by TMCC.

(2) Principal Balance Outstanding includes payoff amount for simple interest contracts and net principal amount for actuarial contracts. Actuarial contracts do not comprise any of the Receivables.

(3) Average of the principal balance or number of contracts outstanding as of the beginning and end of the indicated periods.

(4) Includes bankruptcy-related repossessions but excludes bankruptcies.

(5) Amount charged-off is the net remaining principal balance, including earned but not yet received finance charges, repossession expenses and unpaid extension fees, less any proceeds from the liquidation of the related vehicle. Also includes dealer reserve charge-offs.

(6) Includes all recoveries from post-disposition monies received on previously charged-off contracts including any proceeds from the liquidation of the related vehicle after the related charge-off. Also includes recoveries for dealer reserve charge-offs and chargebacks.

Source: Company Reports

Origination Profile

TMCC Retail Auto Loan Originations

Original Summary Characteristics by Vintage Origination Year:

	2013	2014	2015	2016	2017*
Number of Pool Assets	1,008,958	951,133	925,631	883,424	882,329
Original Pool Balance	\$25,332,328,542	\$24,516,581,298	\$24,222,949,274	\$23,944,624,507	\$24,699,290,739
Average Initial Loan Balance	\$25,107	\$25,776	\$26,169	\$27,104	\$27,993
Weighted Average Interest Rate	2.94%	3.07%	3.35%	3.24%	3.22%
Weighted Average Original Term	63 Months	64 Months	65 Months	66 Months	69 Months
Weighted Average FICO	727	726	720	726	734
Minimum FICO	388	381	383	383	383
Maximum FICO	886	887	886	900	900

Geographic Distribution of Receivables representing the 5 states with the greatest aggregate original principal balance:

State 1	CA - 21.4%	CA - 21.0%	CA - 21.3%	CA - 21.4%	CA - 23.3%
State 2	TX - 13.3%	TX - 14.0%	TX - 15.7%	TX - 15.5%	TX - 14.4%
State 3	NY - 4.6%	NY - 4.7%	NY - 4.9%	NY - 4.8%	NY - 4.2%
State 4	NJ - 4.4%	NJ - 4.0%	NJ - 3.8%	NJ - 4.0%	PA - 3.8%
State 5	IL - 3.9%	IL - 4.2%	IL - 3.8%	IL - 3.8%	NJ - 3.7%

Distribution of Receivables by Contract Rate:⁽¹⁾

Less than 2.0%	51.2%	50.8%	46.2%	46.0%	42.4%
2.0% - 3.99%	20.2%	19.4%	19.9%	23.7%	25.3%
4.0% - 5.99%	14.0%	13.5%	14.0%	13.6%	17.0%
6.0% - 7.99%	6.7%	7.7%	8.7%	7.6%	6.7%
8.0% - 9.99%	3.2%	3.6%	4.9%	4.2%	3.7%
10.0% - 11.99%	1.5%	1.7%	2.7%	2.3%	2.2%
12.0% - 13.99%	0.6%	0.7%	1.4%	1.2%	1.2%
14.0% - 15.99%	0.6%	0.6%	0.9%	0.7%	0.7%
16.0% and greater	2.0%	1.9%	1.2%	0.7%	0.8%
Total	100.00%	100.00%	100.00%	100.00%	100.00%

Share of Original Assets:

Percentage of Non-Toyota/Non-Lexus	3.3%	3.8%	4.0%	3.3%	3.0%
Percentage of 72+ Month Term	10.6%	11.1%	13.2%	13.4%	15.2%
Percentage of Used Vehicles	24.5%	23.7%	24.6%	25.7%	23.0%

(1) Percentages may not add to 100.0% due to rounding.

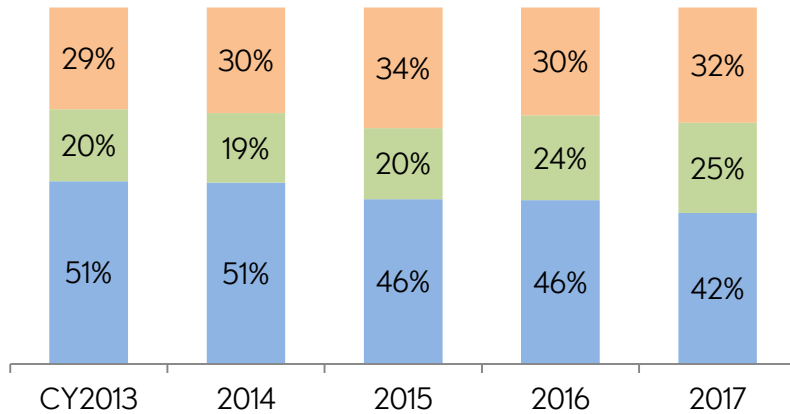
*2017 data as of December 31, 2017.

Source: Company Reports

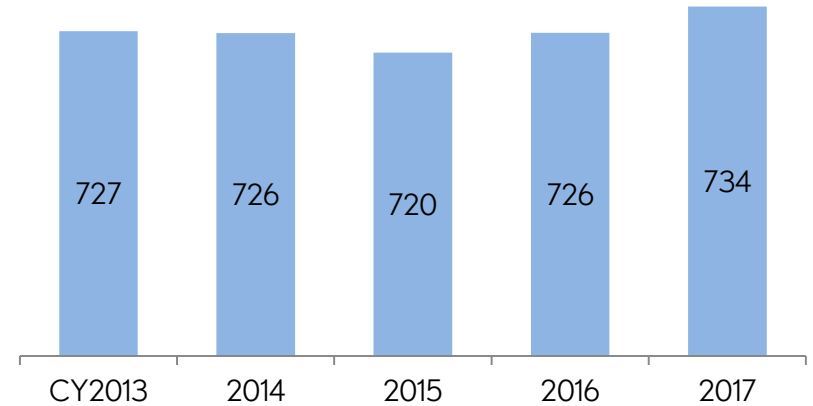
Origination Characteristics

APR Distribution

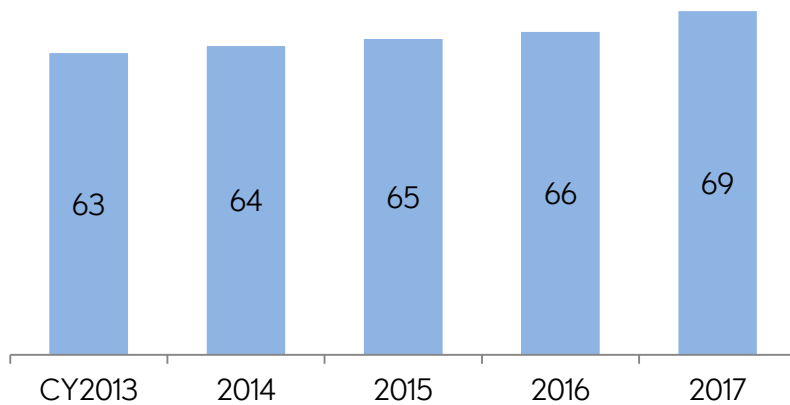
■ <2.0% ■ 2.0%-3.99% ■ >=4.0%



Weighted Average FICO

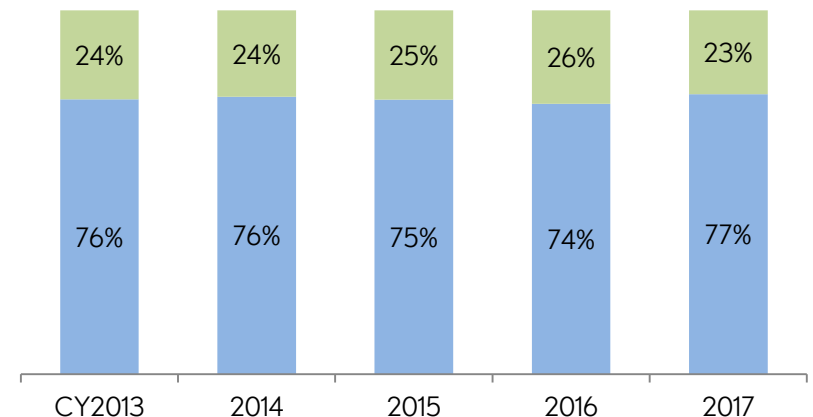


Weighted Average Original Term



New vs. Used

■ New ■ Used



*As of December 31, 2017

Source: Company Reports

ABS Deal Comparison

Toyota Auto Owner Trust (TAOT)*

Original Summary Characteristics by Prior Securitization:

	TAOT 2016-D	TAOT 2017-A	TAOT 2017-B	TAOT 2017-C	TAOT 2017-D	TAOT 2018-A
Number of Pool Assets	77,139	93,151	106,118	102,754	106,107	105,677
Original Pool Balance	\$1,327,874,627.72	\$1,610,505,281.69	\$1,884,009,090.55	\$1,889,438,548.44	\$1,903,254,413.53	\$1,914,792,886.79
Average Principal Balance	\$17,214.05	\$17,289.19	\$17,753.91	\$18,387.98	\$17,937.12	\$18,119.30
Weighted Average Interest Rate	2.23%	2.20%	2.17%	2.09%	2.12%	2.15%
Weighted Average Original Term	62	63	64	64	65	65
Weighted Average Remaining Term	48	48	49	50	50	50
Weighted Average FICO	755	757	758	760	760	761
Minimum FICO	620	620	620	620	620	620
Maximum FICO	886	900	900	900	900	900

Geographic Distribution of Receivables representing the 5 states with the greatest aggregate original principal balance:

State 1	CA - 24.6%	CA - 24.1%	CA - 23.6%	CA - 23.9%	CA - 25.8%	CA - 24.4%
State 2	TX - 16.3%	TX - 16.3%	TX - 16.1%	TX - 15.9%	TX - 11.0%	TX - 15.1%
State 3	IL - 4.6%	IL - 4.5%	IL - 4.7%	IL - 4.6%	IL - 4.7%	IL - 4.4%
State 4	PA - 3.9%	NJ - 4.1%	PA - 4.0%	NJ - 4.1%	NJ - 4.4%	PA - 4.2%
State 5	NJ - 3.9%	PA - 4.0%	NY - 3.9%	PA - 3.9%	PA - 4.4%	NJ - 4.0%

Distribution of Receivables by Contract Rate: ⁽¹⁾

Less than 2.0%	57.70%	57.96%	58.12%	58.96%	58.12%	56.67%
2.0% - 3.99%	24.33%	24.60%	25.23%	25.80%	26.47%	27.25%
4.0% - 5.99%	10.40%	10.16%	9.70%	9.06%	9.36%	10.25%
6.0% - 7.99%	4.24%	4.10%	3.89%	3.36%	3.22%	3.17%
8.0% - 9.99%	2.13%	2.05%	1.91%	1.88%	1.81%	1.66%
10.0% - 11.99%	0.88%	0.87%	0.88%	0.73%	0.74%	0.76%
12.0% - 13.99%	0.23%	0.20%	0.23%	0.16%	0.22%	0.20%
14.0% - 15.99%	0.06%	0.04%	0.03%	0.03%	0.03%	0.02%
16.0% and greater	0.03%	0.02%	0.01%	0.02%	0.01%	0.00%
Total	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

Distribution of Receivables by Vehicle Type: ⁽¹⁾

Passenger Cars	47.55%	45.50%	45.10%	44.49%	44.45%	43.83%
Minivans	7.82%	8.04%	7.50%	7.13%	7.42%	6.81%
Light Duty Trucks	13.65%	13.01%	12.40%	11.92%	11.64%	11.88%
SUVs	30.98%	33.44%	35.00%	36.46%	36.49%	37.48%
Total	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

Distribution of Receivables by Make: ⁽¹⁾

Toyota and Scion	86.26%	85.70%	84.72%	84.80%	86.02%	85.69%
Lexus	13.74%	14.30%	15.28%	15.20%	13.98%	14.31%
Total	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

Share of Original Assets:

Percentage with Original Scheduled Payments > 60 months	30.75%	34.58%	38.87%	42.48%	45.27%	50.29%
Percentage of Used Vehicles	21.08%	21.40%	21.42%	21.47%	21.82%	21.39%

*Abbreviated for presentation purposes

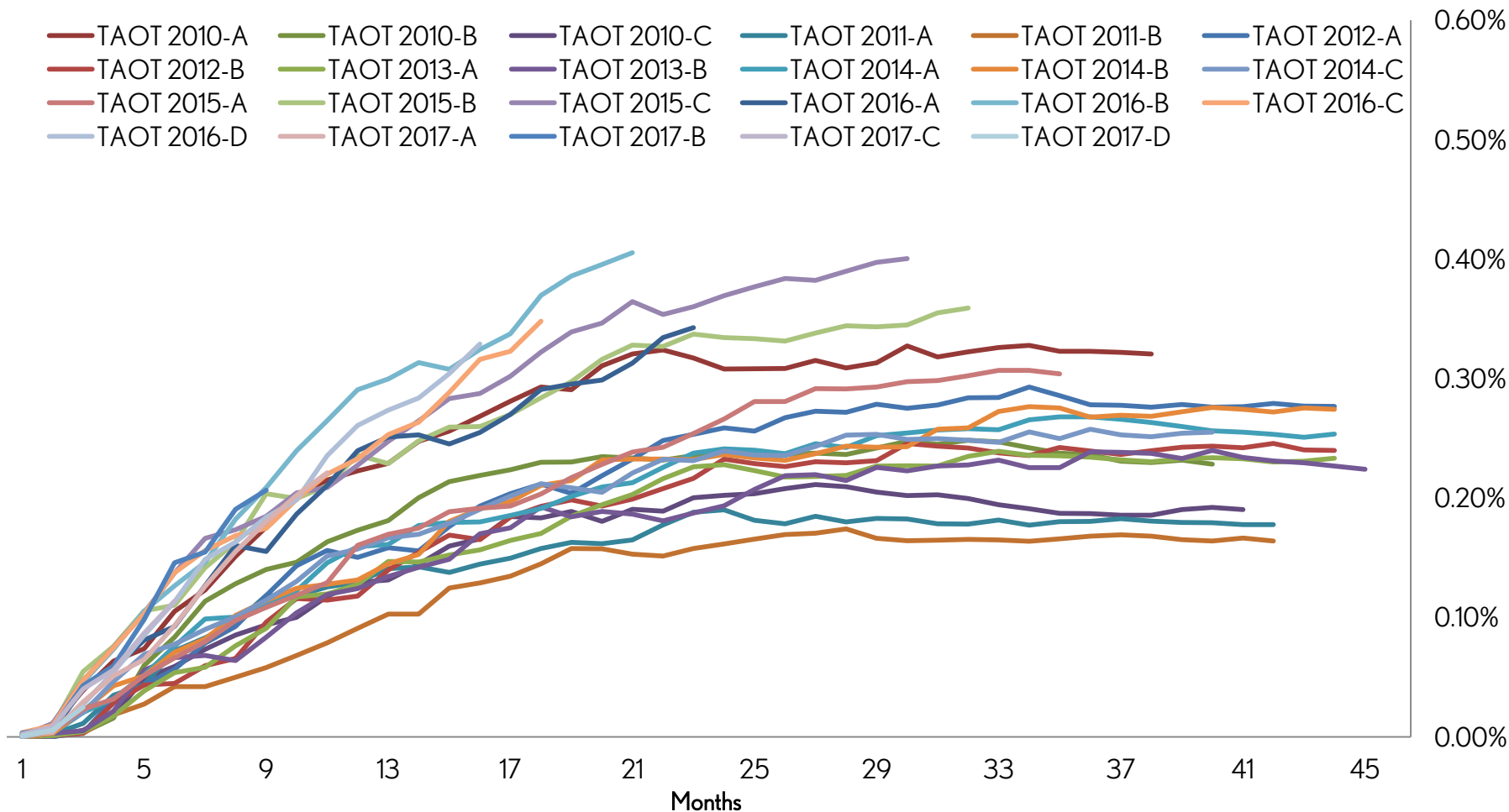
(1) Percentages may not add to 100.00% due to rounding

Source: Company Reports

TAOT Deal Performance

Cumulative Net Losses

As of February 2018 Payment Date



Source: Company Reports.

Sales & Trading Update

Commercial Paper Programs Highlights

- A-1+/P-1 Direct Commercial Paper Programs
 - 5 distinct USD commercial paper programs (TMCC, TCPR, TCCI, TFA, and TMFNL)
 - \$15.0 billion multi-party committed credit facilities
 - \$5.5 billion bilateral committed credit facilities
 - \$27.0 billion USCP combined average outstanding for TMCC and TCPR*
 - Over 700 diverse institutional investors
 - State and local municipalities
 - Large corporations
 - Pension and retirement funds
 - Financial institutions
 - Money managers and mutual fund companies
 - Rates are posted daily on Bloomberg DOCP screen

**For the quarter ended December 31, 2017*

Source: TMCC December 31, 2017 10-Q and Company Reports

