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**

Markets vehicles in over 190 countries/regions.
50 overseas manufacturing companies in 27 countries/regions.

<table>
<thead>
<tr>
<th>AUTOMOTIVE</th>
<th>TOYOTA</th>
</tr>
</thead>
<tbody>
<tr>
<td>Design, Manufacturing, Distribution</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>TOYOTA FINANCIAL SERVICES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consumer Financing</td>
</tr>
<tr>
<td>Dealer Support &amp; Financing</td>
</tr>
<tr>
<td>Banking</td>
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<tr>
<td>Securities Services</td>
</tr>
<tr>
<td>Ancillary Products &amp; Services</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>OTHER BUSINESSES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Housing</td>
</tr>
<tr>
<td>Marine</td>
</tr>
<tr>
<td>Telecommunications</td>
</tr>
<tr>
<td>e-Business</td>
</tr>
<tr>
<td>Intelligent Transport Services</td>
</tr>
<tr>
<td>Biotechnology &amp; Afforestation</td>
</tr>
</tbody>
</table>
TMC Financial Highlights

Net Revenues
- Nine Months Ended, Dec 31
  - 2017: ¥21,796.9
  - 2018: ¥22,475.5
  - 2019: ¥22,830.1

Operating Income
- Nine Months Ended, Dec 31
  - 2017: ¥1,770.1
  - 2018: ¥1,937.9
  - 2019: ¥2,058.7

Net Income
- Nine Months Ended, Dec 31
  - 2017: ¥2,013.1
  - 2018: ¥1,423.3
  - 2019: ¥2,013.0

Total Liquid Assets (1)
- As of Dec 31
  - 2017: ¥9,309.1
  - 2018: ¥9,198.8
  - 2019: ¥9,072.4

Capital Expenditures
- Twelve Months Ended, Mar 31
  - 2018: ¥1,302.7
  - 2019: ¥1,465.8
  - 2020 Est.: ¥1,440.0

R&D Expenditures
- Twelve Months Ended, Mar 31
  - 2018: ¥1,064.2
  - 2019: ¥1,048.8
  - 2020 Est.: ¥1,100.0

Note: ¥ in billions

(1) Cash and cash equivalents, time deposits, marketable debt securities and its investment in monetary trust funds, excluding in each case those relating to financial services.

Source: TMC FY2019 Financial Summary; TMC FY2020 Q3 Financial Summary
## Toyota USA Operations By The Numbers

### Toyota By The Numbers

Toyota has been a part of the cultural fabric in the U.S. for 62 years. See below for a showcase of our commitment to the U.S.

<table>
<thead>
<tr>
<th>Category</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>YEARS MANUFACTURING IN THE U.S.</td>
<td>33</td>
</tr>
<tr>
<td>2018 VEHICLES SOLD IN THE U.S.</td>
<td>2,426,672</td>
</tr>
<tr>
<td>2018 VEHICLES PRODUCED IN THE U.S.</td>
<td>1,241,615</td>
</tr>
<tr>
<td>PARTS AND MATERIALS PURCHASED</td>
<td>$32.6B</td>
</tr>
<tr>
<td>DIRECT INVESTMENT IN THE U.S.</td>
<td>$27.3B</td>
</tr>
<tr>
<td>PEOPLE WORKING ACROSS THE U.S.</td>
<td>OVER 179,000</td>
</tr>
<tr>
<td>PLANTS IN THE U.S. AND 14 IN NORTH AMERICA</td>
<td>NEARLY 1,500</td>
</tr>
<tr>
<td>VEHICLES BUILT IN THE U.S. AND COUNTING</td>
<td>27.6M</td>
</tr>
<tr>
<td>DEALER INVESTMENT IN THE U.S.</td>
<td>$30B</td>
</tr>
<tr>
<td>SPENT GLOBALLY EVERY HOUR ON R&amp;D</td>
<td>OVER $1M</td>
</tr>
<tr>
<td>IN TOTAL U.S. DONATIONS</td>
<td>$1.05B</td>
</tr>
<tr>
<td>U.S.-BUILT TOYotas EXPORTED TO 32 COUNTRIES IN 2018</td>
<td>NEARLY 116,000</td>
</tr>
<tr>
<td>HYBRID MODELS IN THE U.S. PLUS THE MIRAI FCV IN SELECT MARKETS</td>
<td>15</td>
</tr>
<tr>
<td>SITES WITH CERTIFIED WILDLIFE HABITAT CONSERVATION PROGRAMS</td>
<td>12</td>
</tr>
<tr>
<td>JOBS CREATED IN THE U.S.</td>
<td>470,100</td>
</tr>
</tbody>
</table>

### Our History

- **1957**: Toyota Motor Sales, U.S.A established
- **1972**: Manufacturing operations begin in U.S.
- **1973**: Calty 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 2018, except where noted.
2. Toyota vehicles and components assembled using U.S. and globally sourced parts.
4. As of March 14, 2019.
5. Based on Toyota data. Includes direct and dealer employees.
6. Includes U.S. (not HI) and Puerto Rico.
7. Global estimate based on FY18 projections of Toyota Motor Corporation.
8. As of CY 2018.
9. Includes direct, dealer and supplier employees and jobs created through their spending.

Source: Toyota USA website
Toyota Operations Across the U.S.

Source: Toyota USA website
Toyota Motor North America, Inc.

- **$27.3B**: Direct investment in the U.S. as of March 2019
- **+26.3%**: Year-over-year change in Toyota hybrid sales as of December 2019
- **~50%**: New vehicles will be electrified in some form by 2025

- **46M**: Corolla vehicles sold globally since introduction in 1966
- **9**: Planned new and refreshed models in the Toyota and Lexus lineups in 2020
- **$13B**: Planned investment in U.S. manufacturing, R&D, and operations between FY18 and FY22

*Source: Toyota Motor North America, Inc. Reports*
## Toyota and Lexus Third Party Accolades

Quality, dependability, safety and product appeal remain high as reflected by numerous 3\textsuperscript{rd} party accolades

### 2020 Fortune
Toyota ranked one of the “World’s Most Admired Companies” and named the No. 1 Motor Vehicle company (6\textsuperscript{th} year running)

### 2020 IIHS
**Top Safety Pick Awards**
- 4 qualifying Toyota models (1 pick+)
- 4 qualifying Lexus models (2 pick+)

### 2019 Edmunds Buyers Most Wanted
- Toyota Highlander, Toyota Tacoma, Lexus ES 350, Lexus RX 350

### 2019 J.D. Power and Associates
**Vehicle Dependability Survey**
- Lexus ranked No. 1 overall
- Toyota ranked No. 2 overall

### 2019 Kelley Blue Book
**Best Overall Luxury Brand and Most Trusted Luxury Brand**
- Lexus Brand Winner

### 2019 Kelley Blue Book
**Best Resale Value**
- Toyota No. 1 Brand Winner (3 out of top 5 Best Resale Values for 2019)

### 2020 U.S. News
**Best Cars for the Money**
- Toyota RAV4 Hybrid,
- Toyota Corolla Hybrid, Toyota Camry

### 2019 Consumer Reports
Lexus & Toyota No. 1 and No. 3 brands in brand reliability

### 2019 Interbrand
**Best Global Brands**
- Toyota named world’s most valuable automotive brand

### 2019 Interbrand
**Best Global Brands**
- Toyota named world’s most valuable automotive brand

### 2019 U.S. News
**Best Cars for Families**
- 2019 Toyota Avalon

### 2018 IIHS Recommended Used Vehicle List for Teens
- 7 Toyota vehicles

### 2019 MY NHTSA
**5-Star Overall Rating**
- 18 Toyota and Lexus models

### 2020 Kelley Blue Book
**Best Resale Value**
- Toyota No. 1 Brand Winner (3 out of top 5 Best Resale Values for 2019)
Toyota and Lexus Vehicle Highlights

**RAV4** *(Hybrid/Prime)*

**Corolla** *(Hybrid/Hatchback)*

**Tacoma**

**Camry** *(Hybrid/AWD)*

**RX** *(Hybrid)*

**UX** *(Hybrid)*
Toyota Financial Services
TFS Group Global Presence

TOYOTA FINANCIAL SERVICES
GLOBAL REGIONS

EUROPE/AFRICA REGION
- Finland
- Sweden
- Norway
- Denmark
- Poland
- Czech
- Slovakia
- Hungary
- Portugal
- Spain
- Italy

CHINA REGION
- China
- Korea
- Japan
- Taiwan
- Vietnam
- Philippines
- Thailand

ASIA/PACIFIC REGION
- Malaysia
- Indonesia
- India
- Thailand

JAPAN REGION

AMERICAS REGION
- Mexico
- Puerto Rico
- Venezuela
- Brazil

OCEANIA REGION
- Australia
- New Zealand
- Argentina
Toyota Motor Credit Corporation (TMCC)

- Toyota Motor Corporation (TMC)
- Toyota Financial Services Corporation (TFSC)
- Toyota Motor Credit Corporation (TMCC)

- Over 4.5 million active finance contracts\(^{(1)}\)
- AA-\(^{(2)}\)/Aa3\(^{(3)}\) rated captive finance company by S&P/Moody’s
- Credit support agreement structure with TFSC/TMC\(^{(4)}\)

---

(1) As of December 2019. **Source:** Company Reports
(2) Outlook stable
(3) Outlook negative
(4) The Credit Support Agreements do not apply to securitization transactions
TMCC Products and Services

- **Dealer Financing**
  - Wholesale
  - Real Estate
  - Working Capital
  - Revolving Credit Lines

- **Consumer Financing**
  - Retail
  - Lease

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

$9.72B
FYTD 2020 Revenue

Source: TMCC December 31, 2019 10-Q. Reflects Operating Lease and Retail Financing revenues; Dealer Financing revenues; and Insurance earned premiums and contract revenues for the nine months ended December 31, 2019.
Extensive Field Organization

- Centralized servicing and collections (circled)
- Currently centralizing dealer and field support (1)

(1) The three TFS Regional Offices and 29 Dealer Sales and Service offices are in the process of consolidating into three new regional dealer service centers located in Chandler, Arizona (serving the West region), Plano, Texas (serving the Central region) and Atlanta, Georgia (serving the East region). The dealer lending function will be centralized at the new dealer service center located in Plano, Texas.
TMCC Earning Asset Composition

### Total Managed Assets

<table>
<thead>
<tr>
<th></th>
<th>Mar-16</th>
<th>Mar-17</th>
<th>Mar-18</th>
<th>Mar-19</th>
<th>Dec-19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lease</td>
<td>15.8</td>
<td>17.8</td>
<td>17.3</td>
<td>17.5</td>
<td>16.8</td>
</tr>
<tr>
<td>Retail</td>
<td>49.8</td>
<td>50.7</td>
<td>52.3</td>
<td>53.0</td>
<td>56.7</td>
</tr>
<tr>
<td>Wholesale</td>
<td>36.5</td>
<td>38.1</td>
<td>38.7</td>
<td>37.9</td>
<td>37.4</td>
</tr>
</tbody>
</table>

### Retail Assets

- **Mar-16**: $49.8 billion, 72% unencumbered, $14.1 billion sold
- **Mar-17**: $50.7 billion, 75% unencumbered, $12.9 billion sold
- **Mar-18**: $52.3 billion, 77% unencumbered, $11.9 billion sold
- **Mar-19**: $53.0 billion, 79% unencumbered, $11.1 billion sold
- **Dec-19**: $56.7 billion, 78% unencumbered, $12.4 billion sold

### Lease Assets

- **Mar-16**: $36.5 billion, 93% unencumbered, $2.5 billion sold
- **Mar-17**: $38.1 billion, 87% unencumbered, $4.9 billion sold
- **Mar-18**: $38.7 billion, 85% unencumbered, $5.7 billion sold
- **Mar-19**: $37.9 billion, 86% unencumbered, $5.3 billion sold
- **Dec-19**: $37.4 billion, 89% unencumbered, $4.2 billion sold

$ in billions

**Source**: TMCC March 31, 2017 10-K, March 31, 2019 10-K, & December 31, 2019 10-Q
TMCC Financial Performance

**Total Financing Revenues**
- Nine Months Ended, Dec 31
  - 2017: $7,951
  - 2018: $8,694
  - 2019: $9,025

**Net Revenues**
- Nine Months Ended, Dec 31
  - 2017: $2,312
  - 2018: $2,306
  - 2019: $3,004

**Net Income**
- Nine Months Ended, Dec 31
  - 2017: $3,358
  - 2018: $500
  - 2019: $999

**60+ Days Delinquent**
- As of Dec 31
  - 2017: 0.43%
  - 2018: 0.38%
  - 2019: 0.43%

**Allowance for Credit Losses**
- As of Dec 31
  - 2017: 0.58%
  - 2018: 0.55%
  - 2019: 0.53%

**Net Credit Losses**
- Nine Months Ended, Dec 31
  - 2017: 0.38%
  - 2018: 0.33%
  - 2019: 0.33%

$ in millions
(1) 60+ Days Delinquent, Allowance for Credit Losses, and Net Credit Losses: percentage of gross earning assets
(2) Allowance for Credit Losses: the quotient of allowance for credit losses divided by the sum of gross finance receivables (finance receivables before allowance for credit losses) plus gross investments in operating leases (investments in operating leases before allowance for credit losses)
(3) Net Credit Losses: results are annualized

Source: TMCC December 31, 2018 10-Q and December 31, 2019 10-Q
TMCC Funding Programs
TMCC Funding Program Objectives

Highly Liquid and Well Diversified

P-1 | A-1+
- Direct Issue Commercial Paper Program

$20.5B
- Committed Bank Credit Facilities

$6.5B
- Average Liquidity Portfolio Balance for FYTD20

$70B +
- Readily Salable Retail Loans and Leases

Global Issuance Capacity

Investor Focused

- Long-Term Perspective
- Best-in-Class Execution

Innovative

- Responsive
- Flexible

Diversity and Inclusion

Green Bonds

Source: TMCC December 31, 2019 10-Q and Company Reports
# Commercial Paper Program Highlights

**Highest Short-Term Ratings**
- Moody’s: P – 1
- S&P: A – 1+

**Five Distinct Programs**
- TCCI
- TMCC
- TMFNL
- TFA
- TCPR

**Backed by $20.5B of Committed Bank Credit**

**Average Outstanding Balance**
- $27.9B

**Investors**
- 700+
- State and Local, Corporates, Pension Funds, Asset Managers, Financial Institutions

**Rates Posted Daily on Bloomberg**

**Source:** TMCC December 31, 2019 10-Q and Company Reports
TMCC Q3 FY20 Funding Overview

$16.3B
Term Debt Funded Q3 FY2020

$9.4B
Unsecured

$5.1B
Public and 144A ABS(1)

$1.8B
Private ABS(2)

ABS, 42%
Global, 23%
MTN, 21%
Other, 7%
Uridashi, 7%

(1) Net of retained
(2) Funding from asset-backed loans and ABCP Conduits
Figures may not add up to 100% due to rounding

Source: Company Reports as of December 31, 2019
Diversification in Debt Offerings

TMCC Long Term Debt Outstanding

By Deal Type

- Global MTN, $27,014
- EMTN / Eurobonds, $17,528
- Public / Private ABS, $13,371
- MTN, $7,568
- Other, $4,050

By Currency

- USD, 56,918
- EUR, 7,047
- AUD, 3,682
- GBP, 1,399
- Other, 485

$ in millions

Source: Company Reports as of December 31, 2019
Funding Flexibility And Responsiveness

Diversification Across the USD Curve

(1) Unsecured U.S. MTN issuances, excluding Structured Notes and Retail Notes
Percentages may not add to 100% due to rounding

Source: Company Reports as of December 31, 2019
TMCC Retail Loan Collateral & ABS Transactions
Credit Decisioning & Collections

Disciplined Underwriting
Consistent and conservative underwriting standards designed to limit delinquencies and credit losses

- Key mission is to support Toyota and Lexus brand and vehicle sales
- Continued focus on prime originations
- Proprietary credit scores that leverage TMCC’s extensive origination history
  - Regular statistical validations of predictive power

Servicing Optimization
Optimization of collections strategy and staff supports loss mitigation while enabling portfolio growth

- Emphasis on early intervention
- Reinforcement of strong compliance management system
- Focus on analytics and technology to prioritize high risk accounts and manage loss severities
Cumulative Net Losses by Vintage

Source: Company Reports as of December 31, 2019
# Retail Managed Portfolio Performance

## Receivables Principal Balance ($B)

<table>
<thead>
<tr>
<th>Year</th>
<th>FY11</th>
<th>FY12</th>
<th>FY13</th>
<th>FY14</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec 2018</td>
<td>$45</td>
<td>$45</td>
<td>$47</td>
<td>$49</td>
<td>$50</td>
<td>$50</td>
<td>$51</td>
<td>$53</td>
<td>$53</td>
</tr>
<tr>
<td>Dec 2019</td>
<td>$53</td>
<td>$57</td>
<td>$50</td>
<td>$50</td>
<td>$51</td>
<td>$53</td>
<td>$53</td>
<td>$53</td>
<td>$53</td>
</tr>
</tbody>
</table>

## Contracts Outstanding (#M)

<table>
<thead>
<tr>
<th>Year</th>
<th>FY11</th>
<th>FY12</th>
<th>FY13</th>
<th>FY14</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec 2018</td>
<td>3.12</td>
<td>3.16</td>
<td>3.22</td>
<td>3.21</td>
<td>3.16</td>
<td>3.18</td>
<td>3.16</td>
<td>3.10</td>
<td>3.10</td>
</tr>
<tr>
<td>Dec 2019</td>
<td>3.19</td>
<td>3.12</td>
<td>3.16</td>
<td>3.22</td>
<td>3.21</td>
<td>3.16</td>
<td>3.18</td>
<td>3.16</td>
<td>3.10</td>
</tr>
</tbody>
</table>

## Performance by Principal Balance Outstanding

<table>
<thead>
<tr>
<th>Metric</th>
<th>FY11</th>
<th>FY12</th>
<th>FY13</th>
<th>FY14</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>% 60+D Past Due</td>
<td>0.60%</td>
<td>0.64%</td>
<td>0.59%</td>
<td>0.63%</td>
<td>0.49%</td>
<td>0.54%</td>
<td>0.49%</td>
<td>0.54%</td>
<td></td>
</tr>
<tr>
<td>Gross Charge Offs</td>
<td>0.59%</td>
<td>0.63%</td>
<td>0.49%</td>
<td>0.54%</td>
<td>0.49%</td>
<td>0.54%</td>
<td>0.49%</td>
<td>0.54%</td>
<td></td>
</tr>
<tr>
<td>Net Losses</td>
<td>0.49%</td>
<td>0.54%</td>
<td>0.49%</td>
<td>0.54%</td>
<td>0.49%</td>
<td>0.54%</td>
<td>0.49%</td>
<td>0.54%</td>
<td></td>
</tr>
</tbody>
</table>

## Performance by Contracts Outstanding

<table>
<thead>
<tr>
<th>Metric</th>
<th>FY11</th>
<th>FY12</th>
<th>FY13</th>
<th>FY14</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>% 60+D Past Due</td>
<td>0.68%</td>
<td>0.77%</td>
<td>1.15%</td>
<td>1.08%</td>
<td>0.68%</td>
<td>0.77%</td>
<td>1.15%</td>
<td>1.08%</td>
<td>1.08%</td>
</tr>
<tr>
<td>% Repossessed</td>
<td>1.15%</td>
<td>1.08%</td>
<td>1.15%</td>
<td>1.08%</td>
<td>1.15%</td>
<td>1.08%</td>
<td>1.15%</td>
<td>1.08%</td>
<td>1.08%</td>
</tr>
</tbody>
</table>

**Source:** Company Reports as of December 31, 2019
Origination Characteristics

### APR Distribution*

<table>
<thead>
<tr>
<th>Year</th>
<th>&lt;2.0%</th>
<th>2.0%-3.99%</th>
<th>&gt;=4.0%</th>
</tr>
</thead>
<tbody>
<tr>
<td>CY15</td>
<td>34%</td>
<td>30%</td>
<td>46%</td>
</tr>
<tr>
<td>CY16</td>
<td>20%</td>
<td>24%</td>
<td>46%</td>
</tr>
<tr>
<td>CY17</td>
<td>46%</td>
<td>42%</td>
<td>35%</td>
</tr>
<tr>
<td>CY18</td>
<td>32%</td>
<td>25%</td>
<td>20%</td>
</tr>
<tr>
<td>CY19</td>
<td>45%</td>
<td>23%</td>
<td>18%</td>
</tr>
</tbody>
</table>

### Weighted Average FICO

<table>
<thead>
<tr>
<th>Year</th>
<th>CY15</th>
<th>CY16</th>
<th>CY17</th>
<th>CY18</th>
<th>CY19</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>720</td>
<td>726</td>
<td>734</td>
<td>735</td>
<td>740</td>
</tr>
</tbody>
</table>

### Weighted Average Original Term

<table>
<thead>
<tr>
<th>Year</th>
<th>CY15</th>
<th>CY16</th>
<th>CY17</th>
<th>CY18</th>
<th>CY19</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>65</td>
<td>66</td>
<td>69</td>
<td>68</td>
<td>69</td>
</tr>
</tbody>
</table>

### New vs Used

<table>
<thead>
<tr>
<th>Year</th>
<th>Used</th>
<th>New</th>
</tr>
</thead>
<tbody>
<tr>
<td>CY15</td>
<td>25%</td>
<td>75%</td>
</tr>
<tr>
<td>CY16</td>
<td>26%</td>
<td>74%</td>
</tr>
<tr>
<td>CY17</td>
<td>23%</td>
<td>77%</td>
</tr>
<tr>
<td>CY18</td>
<td>23%</td>
<td>77%</td>
</tr>
<tr>
<td>CY19</td>
<td>27%</td>
<td>73%</td>
</tr>
</tbody>
</table>

*Percentages may not sum to 100% due to rounding.

Source: Company Reports as of December 31, 2019
ABS Deal Characteristics

**Weighted Average FICO**

- 2010-A: 748
- 2012-B: 757
- 2015-A: 766

**Average Principal Balance**

- 2010-A: $12,659
- 2012-B: $18,880

**Weighted Avg Orig and Rem Term (months)**

- 2010-A: Original Term 40, Remaining Term 22, Seasoning 22
- 2012-B: Original Term 47, Remaining Term 15, Seasoning 27
- 2015-A: Original Term 50, Remaining Term 16, Seasoning 34
- 2016-D: Original Term 62, Remaining Term 16, Seasoning 46
- 2018-B: Original Term 66, Remaining Term 16, Seasoning 50
- 2019-D: Original Term 66, Remaining Term 16, Seasoning 50

**Receivables by Vehicle Type (%)**

- Sedans and Vans:
  - 2010-A: 41%
  - 2012-B: 59%
  - 2015-A: 43%
  - 2016-D: 57%
  - 2018-B: 58%
  - 2019-D: 58%

- Trucks and SUVs:
  - 2010-A: 59%
  - 2012-B: 41%
  - 2015-A: 57%
  - 2016-D: 43%
  - 2018-B: 42%
  - 2019-D: 42%

*Percentages may not sum to 100% due to rounding.

**Source:** Company Reports as of December 31, 2019
TAOT Cumulative Net Losses


2013, 2014, 2015 Series

2016 and 2017 Series

2018 and 2019 Series

Source: Company Reports as of January 15, 2020 payment date
Appendix
## TMC Consolidated Financials Summary

### Consolidated Income Statement

<table>
<thead>
<tr>
<th></th>
<th>Fiscal Year Ended March 31,</th>
<th>Nine Months Ended December 31, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2018</td>
<td>2019</td>
</tr>
<tr>
<td>Net Revenues</td>
<td>29,379.5</td>
<td>30,225.6</td>
</tr>
<tr>
<td>Operating Income</td>
<td>2,399.8</td>
<td>2,467.5</td>
</tr>
<tr>
<td>Net Income</td>
<td>2,493.9</td>
<td>1,882.8</td>
</tr>
</tbody>
</table>

### Consolidated Balance Sheet

<table>
<thead>
<tr>
<th></th>
<th>Fiscal Year Ended March 31,</th>
<th>Nine Months Ended December 31, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2018</td>
<td>2019</td>
</tr>
<tr>
<td>Current assets</td>
<td>18,152.6</td>
<td>18,879.2</td>
</tr>
<tr>
<td>Noncurrent finance receivables, net</td>
<td>9,481.6</td>
<td>10,281.1</td>
</tr>
<tr>
<td>Investment &amp; other assets</td>
<td>12,406.3</td>
<td>12,091.1</td>
</tr>
<tr>
<td>Property, plant &amp; equipment, net</td>
<td>10,267.6</td>
<td>10,685.4</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>50,308.2</strong></td>
<td><strong>51,936.9</strong></td>
</tr>
<tr>
<td>Liabilities</td>
<td>30,386.1</td>
<td>31,371.7</td>
</tr>
<tr>
<td>Shareholders' equity</td>
<td>19,922.0</td>
<td>20,565.2</td>
</tr>
<tr>
<td><strong>Total Liabilities &amp; Shareholders' Equity</strong></td>
<td><strong>50,308.2</strong></td>
<td><strong>51,936.9</strong></td>
</tr>
</tbody>
</table>

Numbers may not sum to total due to rounding.

**Source:** TMC FY2019 Financial Summary; FY2020 Q3 Financial Summary
### Consolidated Income Statement

<table>
<thead>
<tr>
<th></th>
<th>Fiscal Year Ended March 31, 2018</th>
<th>2019</th>
<th>Nine Months Ended December 31, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Financing Revenues</strong></td>
<td>10,717</td>
<td>11,640</td>
<td>9,025</td>
</tr>
<tr>
<td>less: Interest Expense and Depreciation</td>
<td>8,892</td>
<td>9,656</td>
<td>6,985</td>
</tr>
<tr>
<td>add: Other Income</td>
<td>1,139</td>
<td>1,196</td>
<td>964</td>
</tr>
<tr>
<td><strong>Net Financing Revenues</strong></td>
<td>2,964</td>
<td>3,180</td>
<td>3,004</td>
</tr>
<tr>
<td><strong>Net Income</strong></td>
<td>3,410</td>
<td>795</td>
<td>999</td>
</tr>
</tbody>
</table>

### Credit Performance

<table>
<thead>
<tr>
<th></th>
<th>March 31, 2018</th>
<th>2019</th>
<th>Nine Months Ended December 31, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Over 60 Days Delinquent <em>(1)</em></td>
<td>0.30%</td>
<td>0.31%</td>
<td>0.43%</td>
</tr>
<tr>
<td>Allowance for Credit Losses *(1) <em>(2)</em></td>
<td>0.55%</td>
<td>0.55%</td>
<td>0.53%</td>
</tr>
<tr>
<td>Net Credit Losses <em>(1)</em></td>
<td>0.39%</td>
<td>0.34%</td>
<td>0.33%</td>
</tr>
</tbody>
</table>

*(1)* Percentage of gross earning assets  
*(2)* The quotient of allowance for credit losses divided by the sum of gross finance receivables (finance receivables before allowance for credit losses) plus gross investments in operating leases (investments in operating leases before allowance for credit losses)
Credit Support Agreements

TFSC Credit Support Agreement
Securities\(^{(1)}\) 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

TMC Credit Support Agreement
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

\(^{(1)}\) “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.
# Origination Profile

## TMCC Retail Auto Loan Originations

<table>
<thead>
<tr>
<th>Original Summary Characteristics</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Pool Assets</td>
<td>925,631</td>
<td>883,424</td>
<td>882,329</td>
<td>847,020</td>
<td>948,970</td>
</tr>
<tr>
<td>Average Initial Loan Balance</td>
<td>$26,169</td>
<td>$27,104</td>
<td>$27,993</td>
<td>$28,697</td>
<td>$29,062</td>
</tr>
<tr>
<td>Weighted Average Interest Rate</td>
<td>3.35%</td>
<td>3.24%</td>
<td>3.22%</td>
<td>4.09%</td>
<td>5.02%</td>
</tr>
<tr>
<td>Weighted Average Original Term</td>
<td>65 Months</td>
<td>66 Months</td>
<td>69 Months</td>
<td>68 Months</td>
<td>69 Months</td>
</tr>
<tr>
<td>Weighted Average FICO</td>
<td>720</td>
<td>726</td>
<td>734</td>
<td>735</td>
<td>740</td>
</tr>
<tr>
<td>Minimum FICO</td>
<td>383</td>
<td>383</td>
<td>383</td>
<td>395</td>
<td>382</td>
</tr>
<tr>
<td>Maximum FICO</td>
<td>886</td>
<td>900</td>
<td>900</td>
<td>900</td>
<td>900</td>
</tr>
</tbody>
</table>

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

- **State 1**: CA - 21.3%, CA - 21.4%, CA - 23.3%, CA - 23.5%, CA - 21.3%
- **State 2**: TX - 15.7%, TX - 15.5%, TX - 14.4%, TX - 15.0%, TX - 15.2%
- **State 3**: NY - 4.9%, NY - 4.8%, NY - 4.2%, IL - 4.0%, VA - 4.5%
- **State 4**: NJ - 3.8%, NJ - 4.0%, PA - 3.8%, PA - 3.7%, NY - 4.0%
- **State 5**: IL - 3.8%, IL - 3.8%, NJ - 3.7%, NY - 3.7%, PA - 3.9%

### Distribution of Receivables by Contract Rate: (1)

<table>
<thead>
<tr>
<th>Contract Rate</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Less than 2.0%</td>
<td>46.2%</td>
<td>46.0%</td>
<td>42.4%</td>
<td>34.9%</td>
<td>17.6%</td>
</tr>
<tr>
<td>2.0% - 3.99%</td>
<td>19.9%</td>
<td>23.7%</td>
<td>25.3%</td>
<td>19.7%</td>
<td>22.6%</td>
</tr>
<tr>
<td>4.0% - 5.99%</td>
<td>14.0%</td>
<td>13.6%</td>
<td>17.0%</td>
<td>21.1%</td>
<td>31.1%</td>
</tr>
<tr>
<td>6.0% - 7.99%</td>
<td>8.7%</td>
<td>7.6%</td>
<td>6.7%</td>
<td>12.6%</td>
<td>15.3%</td>
</tr>
<tr>
<td>8.0% - 9.99%</td>
<td>4.9%</td>
<td>4.2%</td>
<td>3.7%</td>
<td>5.1%</td>
<td>6.0%</td>
</tr>
<tr>
<td>10.0% - 11.99%</td>
<td>2.7%</td>
<td>2.3%</td>
<td>2.2%</td>
<td>2.6%</td>
<td>2.8%</td>
</tr>
<tr>
<td>12.0% - 13.99%</td>
<td>1.4%</td>
<td>1.2%</td>
<td>1.2%</td>
<td>1.5%</td>
<td>1.8%</td>
</tr>
<tr>
<td>14.0% - 15.99%</td>
<td>0.9%</td>
<td>0.7%</td>
<td>0.7%</td>
<td>0.9%</td>
<td>1.0%</td>
</tr>
<tr>
<td>16.0% and greater</td>
<td>1.2%</td>
<td>0.7%</td>
<td>0.8%</td>
<td>1.6%</td>
<td>1.8%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>100.00%</td>
<td>100.00%</td>
<td>100.00%</td>
<td>100.00%</td>
<td>100.00%</td>
</tr>
</tbody>
</table>

### Share of Original Assets:

- **Percentage of Non-Toyota/Non-Lexus**: 4.0%, 3.3%, 3.0%, 3.3%, 3.6%
- **Percentage of 75+ Month Term**: 13.2%, 13.4%, 15.2%, 15.4%, 23.0%
- **Percentage of Used Vehicles**: 24.6%, 25.7%, 23.0%, 23.0%, 26.9%

---

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

**Source**: Company Reports as of December 31, 2019
## Managed Portfolio Performance

### TMCC Retail Loan Delinquency Experience \(^{(1)}\)

<table>
<thead>
<tr>
<th></th>
<th>At December 31,</th>
<th>At March 31,</th>
</tr>
</thead>
<tbody>
<tr>
<td>Outstanding Contracts (^{(2)})</td>
<td>3,156,567</td>
<td>3,115,010</td>
</tr>
<tr>
<td>Number of Accounts Past Due</td>
<td></td>
<td></td>
</tr>
<tr>
<td>30 - 59 days</td>
<td>48,914</td>
<td>45,442</td>
</tr>
<tr>
<td>60 - 89 days</td>
<td>13,096</td>
<td>11,941</td>
</tr>
<tr>
<td>Over 89 days</td>
<td>11,340</td>
<td>9,205</td>
</tr>
<tr>
<td>Delinquencies as a Percentage of Contracts Outstanding (^{(3)})</td>
<td></td>
<td></td>
</tr>
<tr>
<td>30 - 59 days</td>
<td>1.55%</td>
<td>1.46%</td>
</tr>
<tr>
<td>60 - 89 days</td>
<td>0.41%</td>
<td>0.38%</td>
</tr>
<tr>
<td>Over 89 days</td>
<td>0.36%</td>
<td>0.30%</td>
</tr>
</tbody>
</table>

\(^{(1)}\) 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.

**Source:** Company Reports
# Performance – Retail Loan

## TMCC Managed Portfolio Net Loss and Repossession Experience (dollars in thousands)\(^{(1)}\)

<table>
<thead>
<tr>
<th></th>
<th>For the Month Ended</th>
<th>For the Fiscal Years Ended</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>December 31,</td>
<td>March 31,</td>
</tr>
<tr>
<td></td>
<td>2019</td>
<td>2018</td>
</tr>
<tr>
<td>Principal Balance Outstanding(^{(2)})</td>
<td>$56,579,394</td>
<td>$53,328,709</td>
</tr>
<tr>
<td>Average Principal Balance Outstanding(^{(3)})</td>
<td>$54,907,887</td>
<td>$53,044,375</td>
</tr>
<tr>
<td>Number of Contracts Outstanding</td>
<td>$3,156,567</td>
<td>$3,115,010</td>
</tr>
<tr>
<td>Average Number of Contracts Outstanding(^{(3)})</td>
<td>3,127,016</td>
<td>3,136,693</td>
</tr>
<tr>
<td>Number of Repossessions(^{(4)})</td>
<td>25,618</td>
<td>26,904</td>
</tr>
<tr>
<td>Number of Repossessions as a Percent of the Number of Contracts Outstanding</td>
<td>1.08% (7)</td>
<td>1.15% (7)</td>
</tr>
<tr>
<td>Number of Repossessions as a Percent of the Average Number of Contracts Outstanding</td>
<td>1.09% (7)</td>
<td>1.14% (7)</td>
</tr>
<tr>
<td>Gross Charge-Offs(^{(5),(8)})</td>
<td>$265,809</td>
<td>$234,334</td>
</tr>
<tr>
<td>Recoveries(^{(6)})</td>
<td>$38,476</td>
<td>$37,776</td>
</tr>
<tr>
<td>Net Losses</td>
<td>$227,333</td>
<td>$196,558</td>
</tr>
<tr>
<td>Net Losses as a Percentage of Principal Balance Outstanding</td>
<td>0.54% (7)</td>
<td>0.49% (7)</td>
</tr>
<tr>
<td>Net Losses as a Percentage of Average Principal Balance Outstanding</td>
<td>0.55% (7)</td>
<td>0.49% (7)</td>
</tr>
</tbody>
</table>

\(^{(1)}\) 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.

\(^{(7)}\) Annualized = [Result] Divide By [Number of Periods] Multiply By [12]

**Source:** Company Reports
## ABS Deal Comparison

### Original Summary Characteristics by Prior Securitization:

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Pool Assets</td>
<td>94,829</td>
<td>109,467</td>
<td>73,125</td>
<td>101,380</td>
<td>101,380</td>
<td>102,324</td>
<td>72,045</td>
</tr>
<tr>
<td>Original Pool Balance</td>
<td>$1,767,851,358.52</td>
<td>$2,101,423,565.52</td>
<td>$1,390,010,109.85</td>
<td>$1,930,929,363.46</td>
<td>$1,930,929,363.46</td>
<td>$1,907,216,811.97</td>
<td>$1,344,769,909.63</td>
</tr>
<tr>
<td>Average Principal Balance</td>
<td>$18,642.52</td>
<td>$19,196.87</td>
<td>$19,008.69</td>
<td>$19,046.45</td>
<td>$19,046.45</td>
<td>$18,639.00</td>
<td>$18,665.69</td>
</tr>
<tr>
<td>Weighted Average Interest Rate</td>
<td>2.15%</td>
<td>2.14%</td>
<td>2.13%</td>
<td>2.32%</td>
<td>2.32%</td>
<td>2.56%</td>
<td>2.74%</td>
</tr>
<tr>
<td>Weighted Average Original Term</td>
<td>66</td>
<td>66</td>
<td>66</td>
<td>66</td>
<td>66</td>
<td>66</td>
<td>66</td>
</tr>
<tr>
<td>Weighted Average Remaining Term</td>
<td>51</td>
<td>52</td>
<td>51</td>
<td>51</td>
<td>51</td>
<td>50</td>
<td>50</td>
</tr>
<tr>
<td>Weighted Average FICO</td>
<td>761</td>
<td>761</td>
<td>762</td>
<td>762</td>
<td>762</td>
<td>761</td>
<td>762</td>
</tr>
<tr>
<td>Minimum FICO</td>
<td>620</td>
<td>620</td>
<td>620</td>
<td>620</td>
<td>620</td>
<td>620</td>
<td>620</td>
</tr>
<tr>
<td>Maximum FICO</td>
<td>900</td>
<td>900</td>
<td>900</td>
<td>900</td>
<td>900</td>
<td>900</td>
<td>900</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>State</th>
<th>CA - 24.5%</th>
<th>CA - 24.7%</th>
<th>CA - 23.5%</th>
<th>CA - 23.9%</th>
<th>CA - 23.9%</th>
<th>CA - 24.7%</th>
<th>CA - 24.8%</th>
<th>CA - 25.0%</th>
</tr>
</thead>
<tbody>
<tr>
<td>State 1</td>
<td>Less than 2.0%</td>
<td>57.27%</td>
<td>58.86%</td>
<td>60.89%</td>
<td>57.41%</td>
<td>57.41%</td>
<td>52.99%</td>
<td>50.71%</td>
</tr>
<tr>
<td></td>
<td>2.0% - 3.99%</td>
<td>26.44%</td>
<td>24.84%</td>
<td>23.29%</td>
<td>24.22%</td>
<td>24.22%</td>
<td>25.69%</td>
<td>24.81%</td>
</tr>
<tr>
<td></td>
<td>4.0% - 5.99%</td>
<td>10.46%</td>
<td>10.68%</td>
<td>10.31%</td>
<td>11.70%</td>
<td>11.70%</td>
<td>13.35%</td>
<td>15.33%</td>
</tr>
<tr>
<td></td>
<td>6.0% - 7.99%</td>
<td>3.17%</td>
<td>3.09%</td>
<td>3.06%</td>
<td>3.84%</td>
<td>3.84%</td>
<td>4.67%</td>
<td>5.74%</td>
</tr>
<tr>
<td></td>
<td>8.0% - 9.99%</td>
<td>1.67%</td>
<td>1.55%</td>
<td>1.43%</td>
<td>1.67%</td>
<td>1.67%</td>
<td>1.88%</td>
<td>1.93%</td>
</tr>
<tr>
<td></td>
<td>10.0% - 11.99%</td>
<td>0.76%</td>
<td>0.74%</td>
<td>0.73%</td>
<td>0.77%</td>
<td>0.77%</td>
<td>0.96%</td>
<td>0.99%</td>
</tr>
<tr>
<td></td>
<td>12.0% - 13.99%</td>
<td>0.21%</td>
<td>0.21%</td>
<td>0.23%</td>
<td>0.30%</td>
<td>0.30%</td>
<td>0.32%</td>
<td>0.36%</td>
</tr>
<tr>
<td></td>
<td>14.0% - 15.99%</td>
<td>0.02%</td>
<td>0.03%</td>
<td>0.05%</td>
<td>0.05%</td>
<td>0.05%</td>
<td>0.11%</td>
<td>0.12%</td>
</tr>
<tr>
<td></td>
<td>16.0% and greater</td>
<td>0.01%</td>
<td>0.00%</td>
<td>0.01%</td>
<td>0.01%</td>
<td>0.01%</td>
<td>0.02%</td>
<td>0.03%</td>
</tr>
<tr>
<td>Total</td>
<td>100.00%</td>
<td>100.00%</td>
<td>100.00%</td>
<td>100.00%</td>
<td>100.00%</td>
<td>100.00%</td>
<td>100.00%</td>
<td>100.00%</td>
</tr>
</tbody>
</table>

### Distribution of Receivables by Contract Rate:

<table>
<thead>
<tr>
<th>Rate Range</th>
<th>Less than 2.0%</th>
<th>2.0% - 3.99%</th>
<th>4.0% - 5.99%</th>
<th>6.0% - 7.99%</th>
<th>8.0% - 9.99%</th>
<th>10.0% - 11.99%</th>
<th>12.0% - 13.99%</th>
<th>14.0% - 15.99%</th>
<th>16.0% and greater</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>100.00%</td>
<td>100.00%</td>
<td>100.00%</td>
<td>100.00%</td>
<td>100.00%</td>
<td>100.00%</td>
<td>100.00%</td>
<td>100.00%</td>
<td>100.00%</td>
</tr>
</tbody>
</table>

### Distribution of Receivables by Vehicle Type:

<table>
<thead>
<tr>
<th>Vehicle Type</th>
<th>Passenger Cars</th>
<th>Minivans</th>
<th>Light Duty Trucks</th>
<th>SUVs</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>42.06%</td>
<td>6.44%</td>
<td>12.64%</td>
<td>38.86%</td>
<td>100.00%</td>
</tr>
<tr>
<td>Minivans</td>
<td>41.45%</td>
<td>6.34%</td>
<td>13.38%</td>
<td>38.84%</td>
<td>100.00%</td>
</tr>
<tr>
<td>Light Duty Trucks</td>
<td>40.79%</td>
<td>5.88%</td>
<td>14.82%</td>
<td>38.50%</td>
<td>100.00%</td>
</tr>
<tr>
<td>SUVs</td>
<td>40.19%</td>
<td>5.79%</td>
<td>16.00%</td>
<td>38.03%</td>
<td>100.00%</td>
</tr>
<tr>
<td>Total</td>
<td>40.19%</td>
<td>5.79%</td>
<td>16.00%</td>
<td>38.03%</td>
<td>100.00%</td>
</tr>
</tbody>
</table>

### Distribution of Receivables by Make:

<table>
<thead>
<tr>
<th>Make</th>
<th>Toyota and Scion</th>
<th>Lexus</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Toyota and Scion</td>
<td>87.20%</td>
<td>12.80%</td>
<td>100.00%</td>
</tr>
<tr>
<td>Lexus</td>
<td>87.72%</td>
<td>12.28%</td>
<td>100.00%</td>
</tr>
<tr>
<td>Total</td>
<td>88.92%</td>
<td>11.08%</td>
<td>100.00%</td>
</tr>
</tbody>
</table>

### Share of Original Assets:

<table>
<thead>
<tr>
<th>Share Type</th>
<th>Percentage</th>
<th>Percentage</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Percentage with Original Scheduled Payments &gt; 60 months</td>
<td>54.10%</td>
<td>56.39%</td>
<td>56.17%</td>
</tr>
<tr>
<td>Percentage of Used Vehicles</td>
<td>19.98%</td>
<td>19.14%</td>
<td>17.97%</td>
</tr>
<tr>
<td>Percentage of Original Scheduled Payments with &gt; 60 months</td>
<td>55.1%</td>
<td>55.1%</td>
<td>55.1%</td>
</tr>
</tbody>
</table>

*Source: Company Reports*