



## **Presentation Materials for Investors**

May 2025

# Disclaimer

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- 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.
- This presentation does not constitute an offer to sell or a solicitation of an offer to purchase any securities. Any offer or sale of securities will be made only by means of a prospectus and related documentation.
- Investors and others should note that we announce material financial information using the investor relations section of our corporate website (<http://www.toyotafinancial.com>) and SEC filings. We use these channels, press releases, as well as social media to communicate with our investors, customers and the general public about our company, our services and other issues. While not all of the information that we post on our website or social media is of a material nature, some information could be material. Therefore, we encourage investors, the media, and others interested in our company to review the information we post on the investor relations section of our website and on our social media. We may update our social media channels from time to time on the investor relations section of our corporate website.

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- This presentation is an advertisement and not a prospectus and investors should not subscribe for or purchase any securities of TMCC referred to in this presentation or otherwise except on the basis of information in the Euro Medium Term Note Programme base prospectus of Toyota Motor Finance (Netherlands) B.V., Toyota Credit Canada Inc., Toyota Finance Australia Limited and Toyota Motor Credit Corporation dated, 13 September 2024, as supplemented from time to time (together, the “Prospectus”) together with the applicable final terms which are or will be, as applicable, available on the website of the London Stock Exchange plc at <https://www.londonstockexchange.com/news?tab=news-explorer>. Investors should read the Prospectus before making an investment decision in order to fully understand the potential risks and rewards associated with the decision to invest in any securities of TMCC issued under the Euro Medium Term Note Programme. Approval of the Prospectus by the Central Bank of Ireland and the United Kingdom’s Financial Conduct Authority should not be understood as an endorsement of securities issued by TMCC under the Euro Medium Term Note Programme.
- Investors and others should note that we announce material financial information using the investor relations section of our corporate website (<http://www.toyotafinancial.com>) and SEC filings. We use these channels, press releases, as well as social media to communicate with our investors, customers and the general public about our company, our services and other issues. While not all of the information that we post on our website or social media is of a material nature, some information could be material. Therefore, we encourage investors, the media, and others interested in our company to review the information we post on the investor relations section of our website and on our social media. We may update our social media channels from time to time on the investor relations section of our corporate website.



# Toyota's Global Business

## TOYOTA

Markets vehicles in approximately 200 countries and regions  
53 overseas manufacturing organizations in 26 countries and regions besides Japan  
Over 380,000 employees worldwide

**AUTOMOTIVE**  
Design, Manufacturing,  
Distribution

 **TOYOTA**

 **LEXUS**

 **DAIHATSU**

 **HINO**  **TRUCKS**

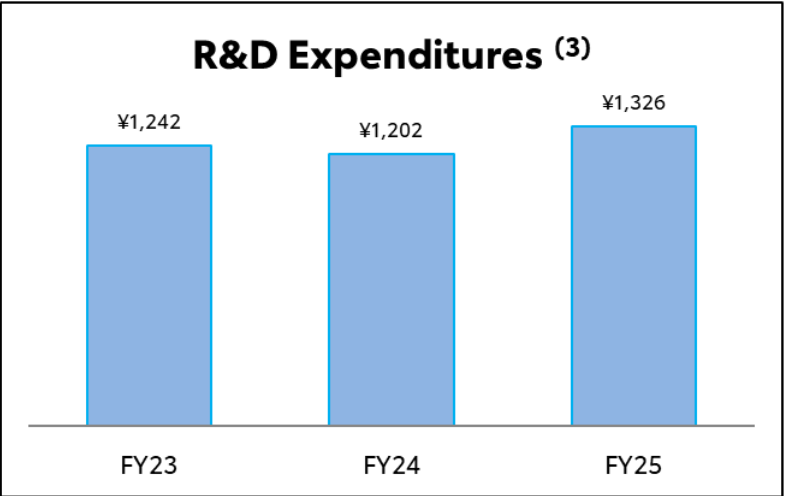
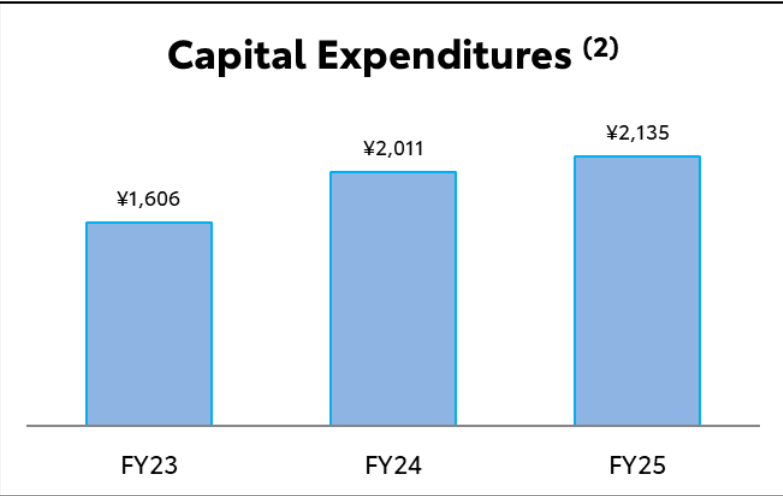
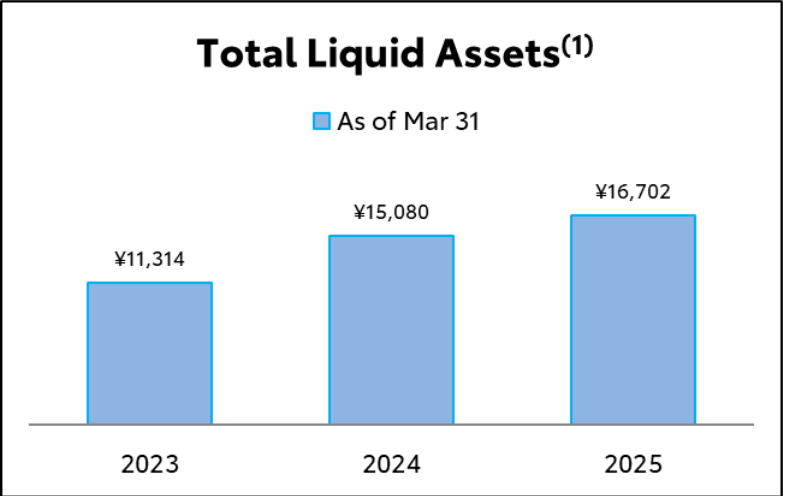
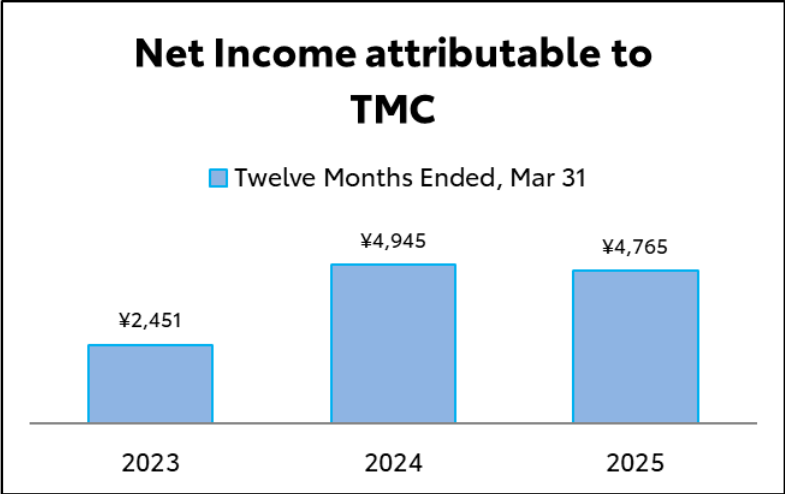
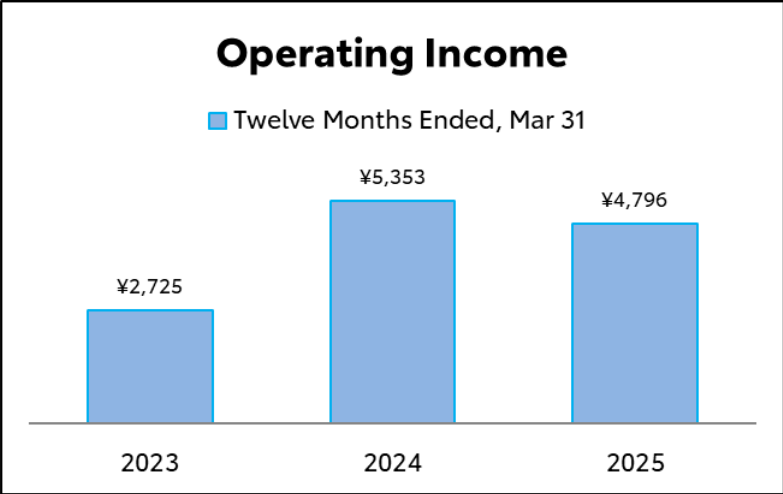
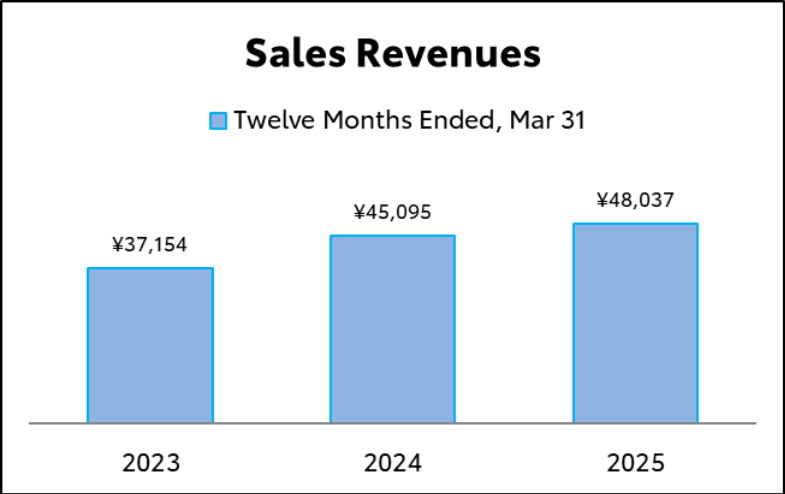
 **TOYOTA**  
**FINANCIAL SERVICES**

Consumer Financing  
Dealer Support & Financing  
Banking  
Securities Services  
Ancillary Products & Services

**OTHER  
BUSINESSES**

Housing  
Marine  
Telecommunications  
e-Business  
Intelligent Transport Services  
Biotechnology & Afforestation

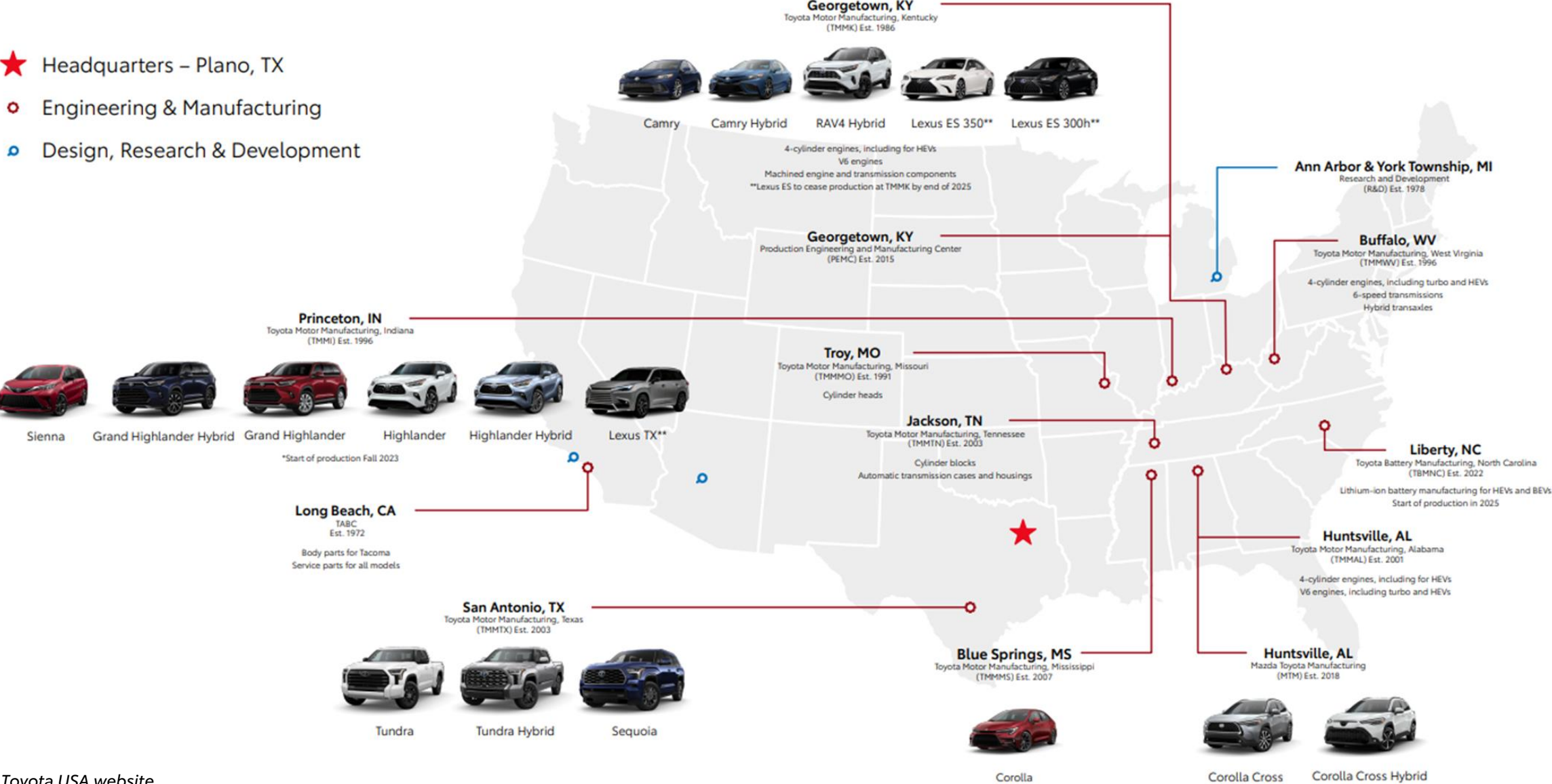
# TMC Financial Highlights



¥ in billions  
TMC has adopted International Financial Reporting Standards (IFRS) beginning with the first quarter of the fiscal year ended March 2021  
(1) Cash and cash equivalents, time deposits, public and corporate bonds and its investment in monetary trust funds, excluding in each case those relating to financial services  
(2) Capital Expenditures do not include vehicles in operating lease or right of use assets  
(3) R&D activity related expenditures incurred during the reporting period  
Source: TMC Q4 FY2023 Financial Summary; TMC Q4 FY2024 Financial Summary, TMC Q4 FY2025 Financial Summary

# Toyota Operations Across the US

- ★ Headquarters – Plano, TX
- Engineering & Manufacturing
- Design, Research & Development



Source: Toyota USA website

# Toyota Motor North America, Inc.

**\$49B+**

Direct investment in the U.S.  
as of April 30, 2025

**35.3M+**

Vehicles assembled in US since 1986 with over 60  
years of US presence

**\$21B+**

Announced new investments into U.S.  
manufacturing operations since 2020 to support  
electrification efforts

**49.8%**

TMNA sales CYTD 2025 were electrified vehicles<sup>(1)</sup>

**#1**

Toyota was the number one retail brand for the 12<sup>th</sup>  
consecutive year

**30**

BEV models expected globally by 2030

**Source:** Toyota Motor North America, Inc. Reports

<sup>(1)</sup> Electrified vehicles include hybrid, plug-in hybrid, battery electric, and fuel cell.

# Toyota and Lexus 3<sup>rd</sup> Party Accolades

Quality, dependability, safety and product appeal remain high as reflected by numerous 3<sup>rd</sup> party accolades

**2025 Kelley Blue Book Best Buy Awards**

Best New Model & Midsize Car – Camry  
Best Minivan – Sienna  
Best Hatchback – Prius  
Best Luxury Hybrid SUV – Lexus RX  
Best Luxury Hybrid Car– Lexus ES  
Best Hybrid & Mid-Size Truck – Tacoma

**2025 Fortune**

Toyota has been again named by Fortune as one of the  
“World’s Most Admired Companies”

**2025 MY NHTSA  
5-Star Overall Rating**

26 Toyota models  
17 Lexus models  
(includes multiple trims)

**2025 Edmunds Top Rated Awards**

Top Rated SUV – Grand Highlander  
Highly Recommended – Toyota Camry and Lexus GX

**2025 IIHS**

**Top Safety Pick Awards**

2 qualifying Toyota models  
1 qualifying Lexus models

**2025 IIHS Used Vehicle List  
Best Choices for Teens**

6 Toyota vehicles  
2 Lexus vehicles

**2025 J.D. Power and Associates  
Vehicle Dependability Survey**

Lexus and Toyota ranked 1<sup>st</sup> and 4<sup>th</sup> in overall  
dependability, while TMC received 7 model-level  
awards, the most of any parent corporation

**2025 Kelley Blue Book  
Best Resale Value – Brand**

Toyota- seventh time in eight years with five category wins  
Lexus- earning this award for the ninth time

**2025 U.S. News  
Best Gas Mileage**

5 Toyota models  
2 Lexus models

**2025 U.S. News  
Best Cars for the Money**

Camry, Corolla, and Prius were all finalists in their  
categories. Tacoma was named the Best Midsize  
Pickup Truck

**2025 U.S. News**

**Best Cars for Families**

Best Hybrid SUV – Highlander

**2024 Interbrand  
Best Global Brands**

Toyota named world’s No. 1 most valuable  
automotive brand and No. 6 most valuable overall  
sectors



# Toyota and Lexus Vehicle Highlights

Lexus RX (Hybrid/PHEV)



Lexus GX



Lexus TX (Hybrid/PHEV)



Lexus RZ (BEV)



Prius (Hybrid/PHEV)



Tacoma (Hybrid)



Land Cruiser (Hybrid)



RAV4 (Hybrid/PHEV)







## Toyota Financial Services



# TFS Group Global Presence



# Toyota Motor Credit Corp (TMCC)

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**Toyota Motor Corporation (TMC)**



**Toyota Financial Services Corporation (TFSC)**



**Toyota Motor Credit Corporation (TMCC)**

- Nearly 5.0 million active finance contracts<sup>(1)</sup>
- A+/A1/A+<sup>(2)</sup> rated captive finance company by S&P/Moody's/Fitch
- Credit support agreement structure with TFSC/TMC<sup>(3)</sup>

(1) As of December 31, 2024. **Source:** Company Reports

(2) S&P (Stable), Moody's (Positive) and Fitch (Stable)

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

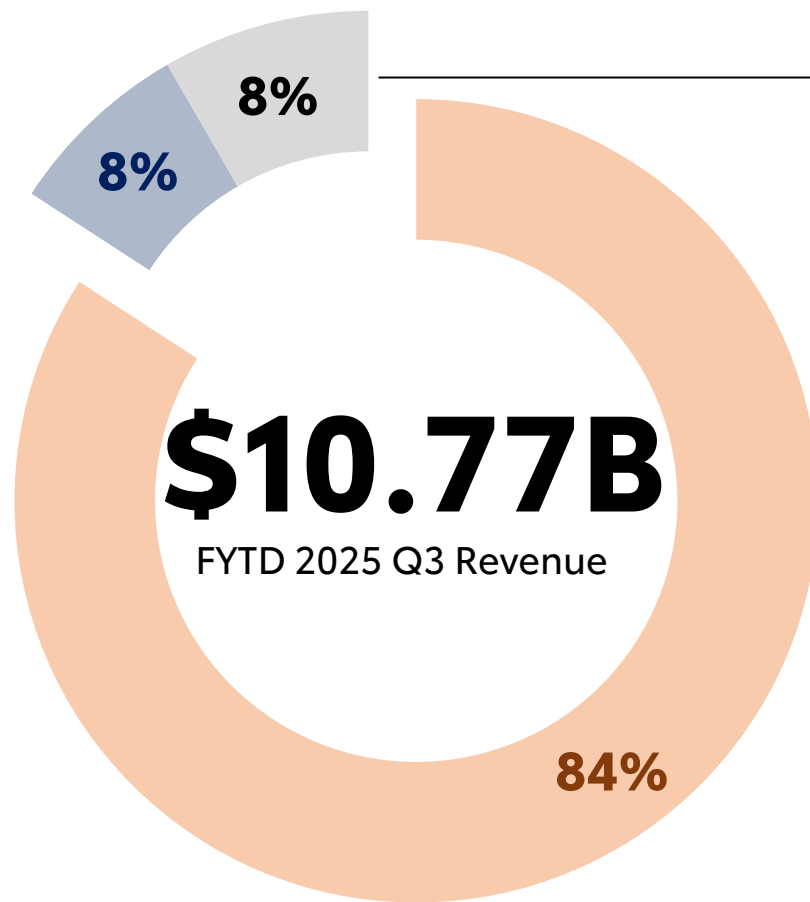
# TMCC Products and Services

## ■ Dealer Financing

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

## ■ Consumer Financing

- Retail
- Lease



## ■ Voluntary Protection Products

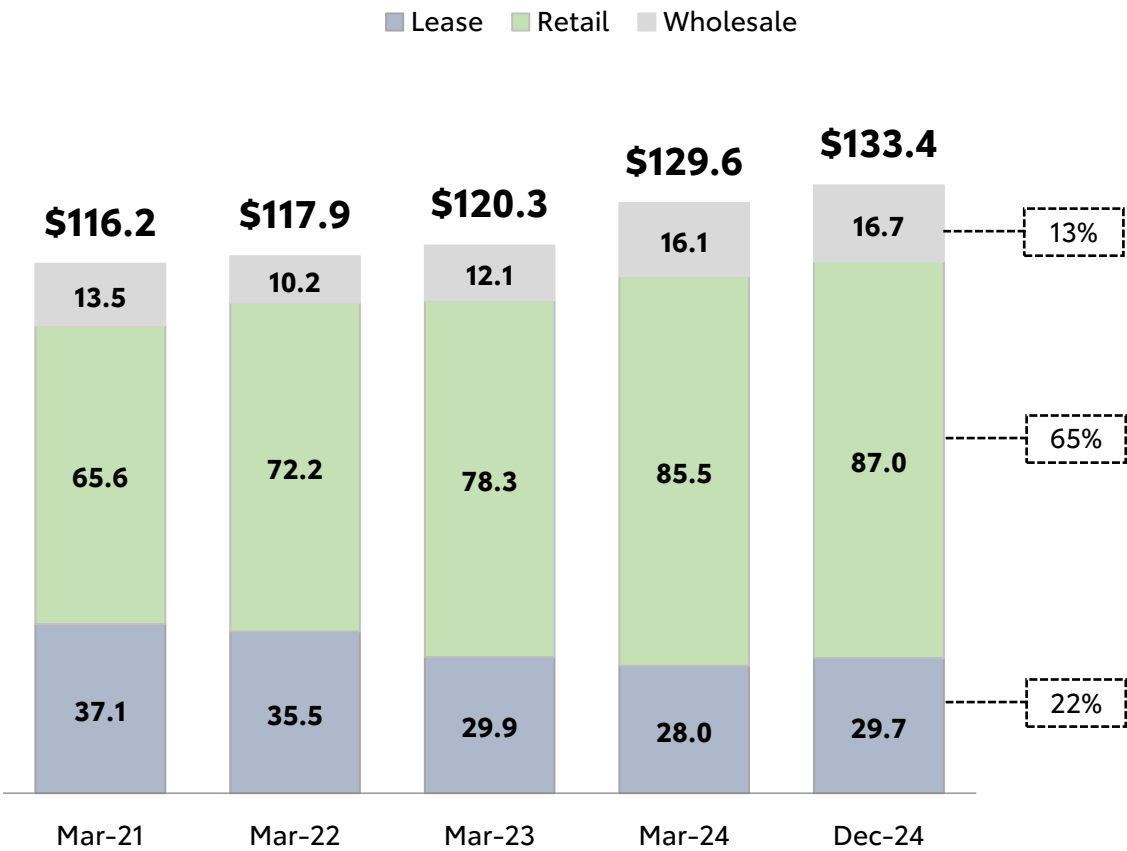
- Service Agreements
- Prepaid Maintenance
- Guaranteed Auto Protection
- Excess Wear & Use
- Tire & Wheel
- Key Replacement Protection
- Used Vehicle Limited Warranty

**Source:** TMCC December 31, 2024, 10-Q. Reflects Operating Lease and Retail Financing revenues; Dealer Financing revenues; and Voluntary protection contract revenues and insurance earned premiums for the nine months ended December 31, 2024

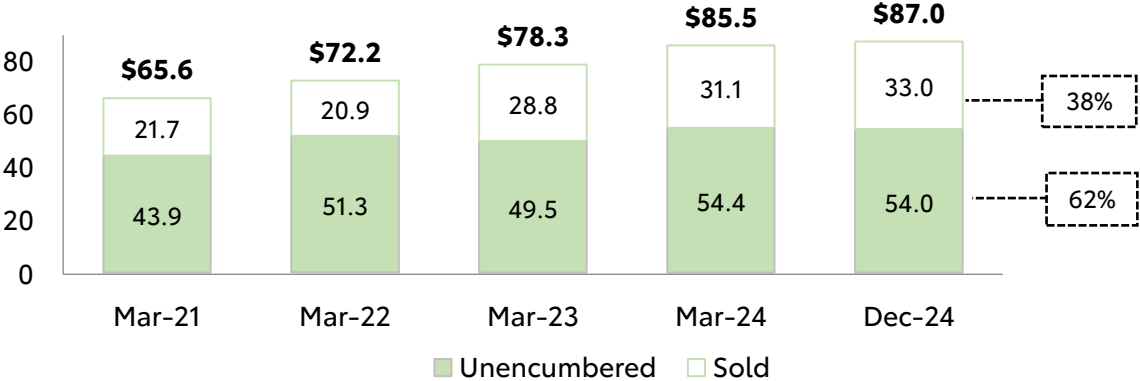


# TMCC Earning Asset Composition

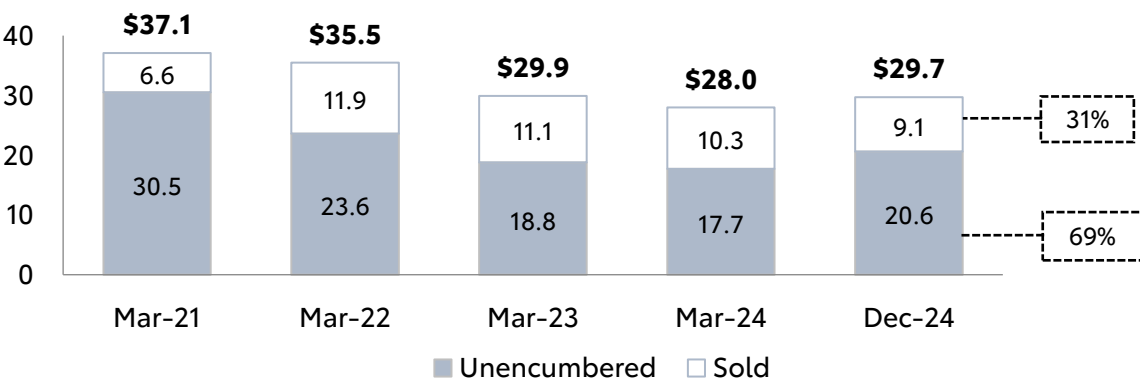
Total Managed Assets



Retail Assets



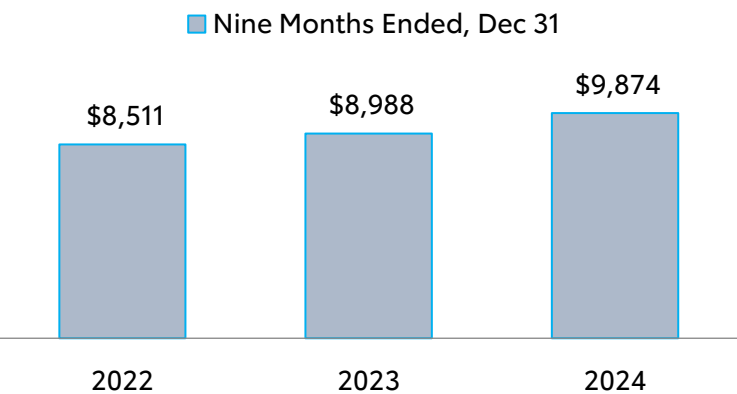
Lease Assets



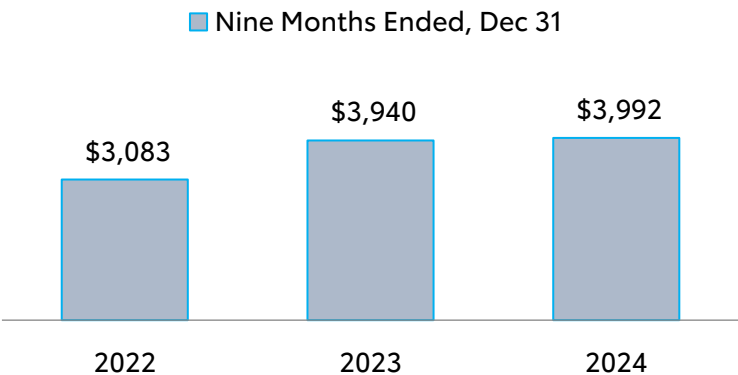
\$ in billions (Percentages may not add to 100% due to rounding)  
TMCC has adopted Accounting Standard Update "ASU" 2016-13 effective starting April 1, 2020  
**Source:** TMCC March 31, 2022 10-K, March 31, 2023 10-K, March 31, 2024 10-K, and December 31, 2024 10-Q

# TMCC Financial Performance

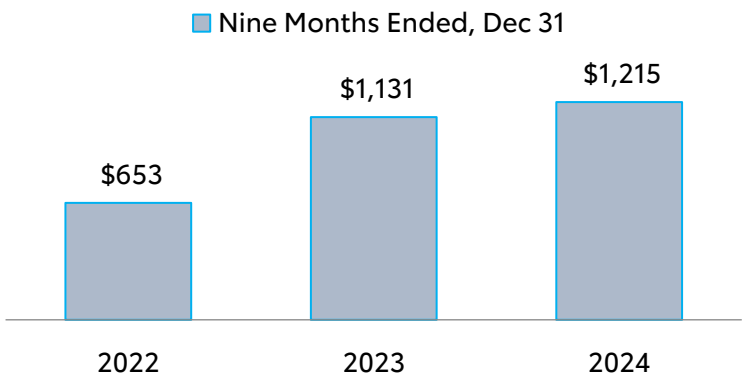
Total Financing Revenues



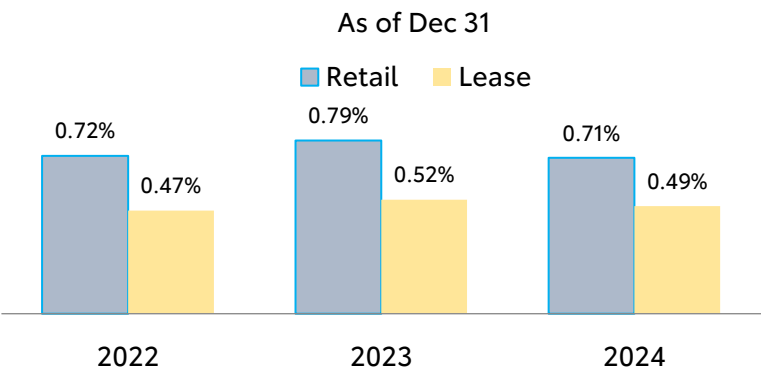
Net Financing and Other Revenues



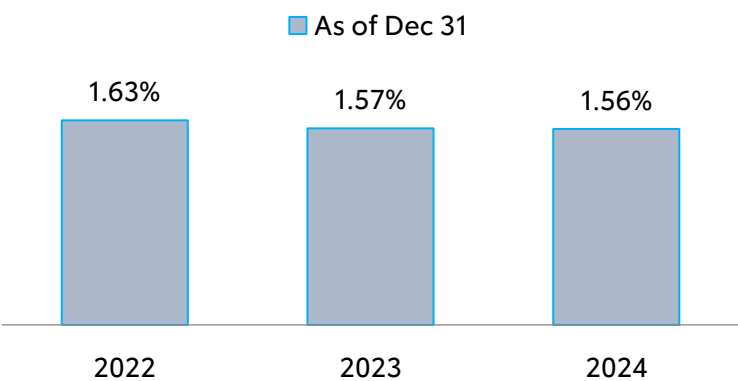
Net Income



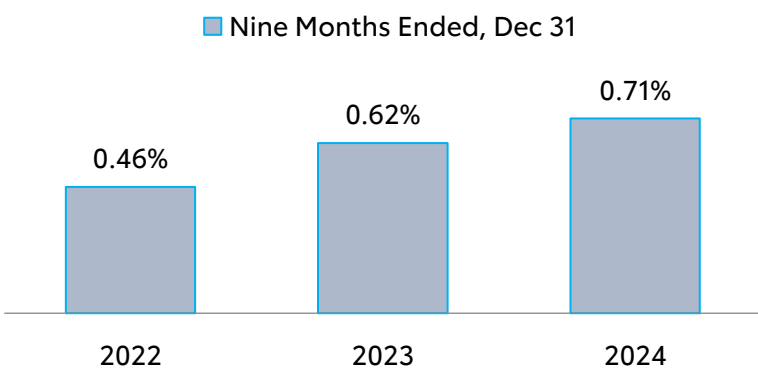
60+ Days Delinquent<sup>(1)</sup>



Allowance for Credit Loss<sup>(1)(2)</sup>



Net Credit Losses<sup>(1)(3)</sup>



\$ 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).  
(3) Net Credit Losses: results are annualized and for Finance Receivables only  
Source: TMCC December 31, 2023 10-Q, and December 31, 2024 10-Q



## TMCC Funding Programs



# Commercial Paper Highlights

**A-1+ | P-1 | F1**  
S&P      Moody's      Fitch

Highest Short-Term Ratings

TCCI      TFA  
**TMCC**  
TMFNL      TCPR

Five Distinct Programs

**\$15.0B | \$4.1B**  
Syndicated      Other

Backed by \$19.1B of  
Committed Bank Credit<sup>(1)</sup>

**\$17.3B**

Average Outstanding Balance  
TMCC and TCPR during 3QFY25

**700+**  
Investors

State and Local, Corporates, Pension Funds,  
Asset Managers, Financial Institutions

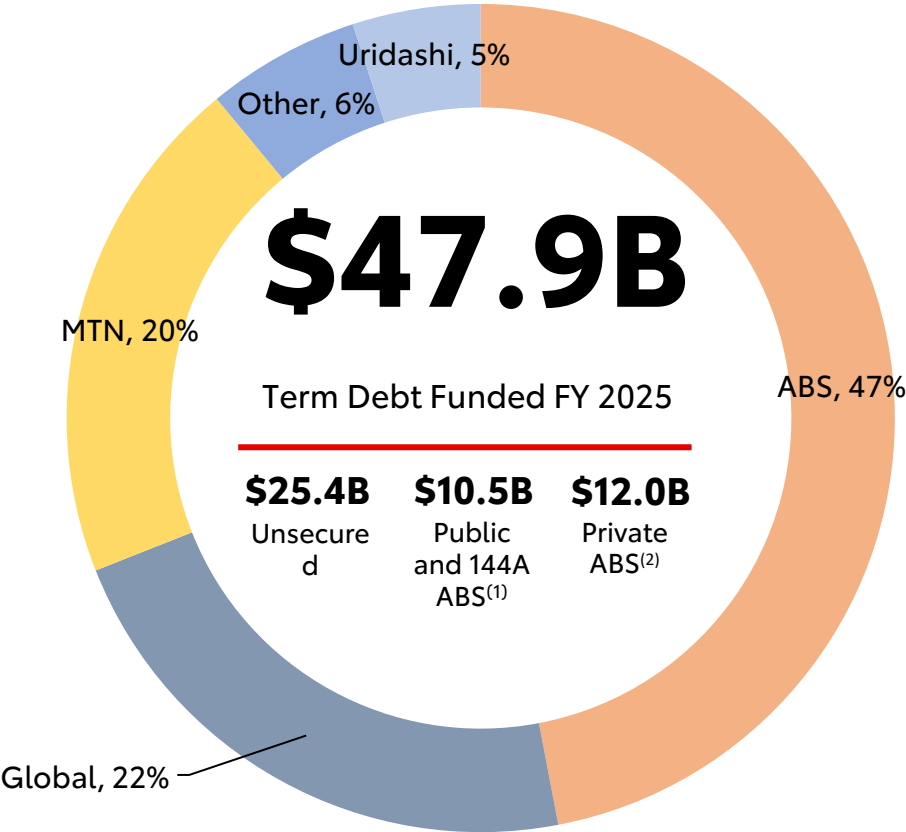
**DOCP**  
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Rates Posted Daily on  
Bloomberg

**Source:** TMCC December 31, 2024, 10-Q and Company Reports  
(1) As of December 31, 2024



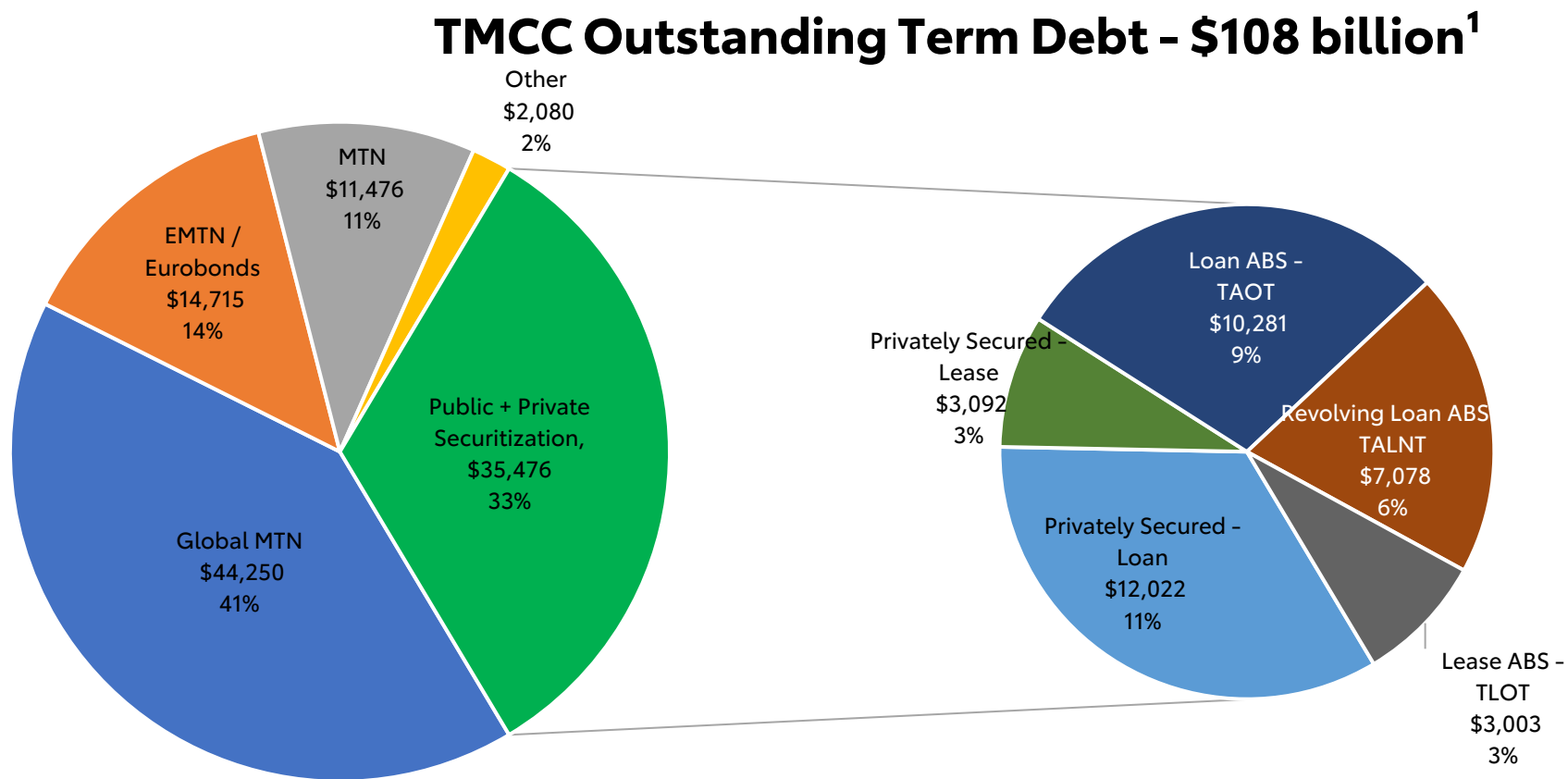
# TMCC FY2025 Funding Overview



As of March 31, 2025  
(1) Net of retained  
(2) Funding from asset-backed loans and ABCP Conduits  
Figures may not add up to 100% due to rounding



# Diversification in Debt Offerings

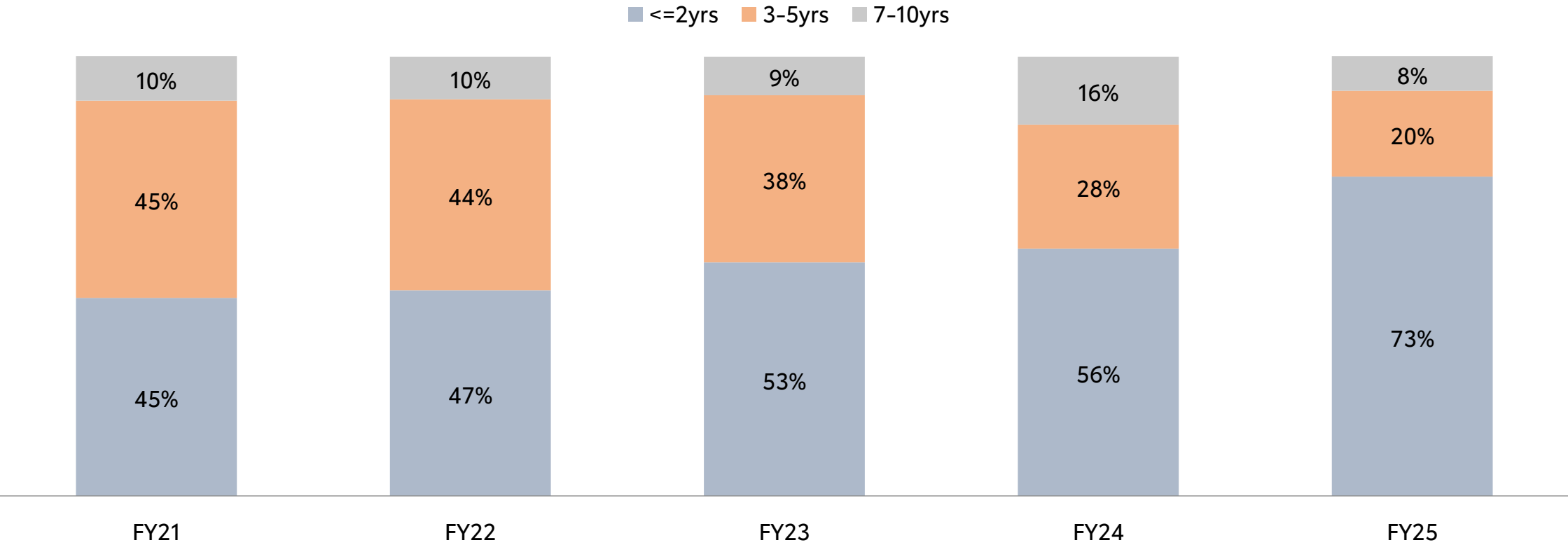


As of December 31, 2024  
\$ in millions

(1) EMTN total outstanding balance includes the effect of cross-currency interest rate swaps and differs from amounts shown in TMCC's financial statements.

# Funding Flexibility and Responsiveness

## Diversification Across the USD Curve<sup>(1)(2)</sup>



(1) Unsecured U.S. MTN issuances, excluding Structured Notes and Retail Demand Notes. FY25 as of March 31, 2025.

(2) Does not include EMTN issuances (e.g., 7yr EMTN issued in FY2025).

Percentages may not add to 100% due to rounding

Source: Company Reports



## **Retail Loan and Lease Origination and Portfolio Performance**



# Credit Decisioning & Collections

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## Disciplined Underwriting

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

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- 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

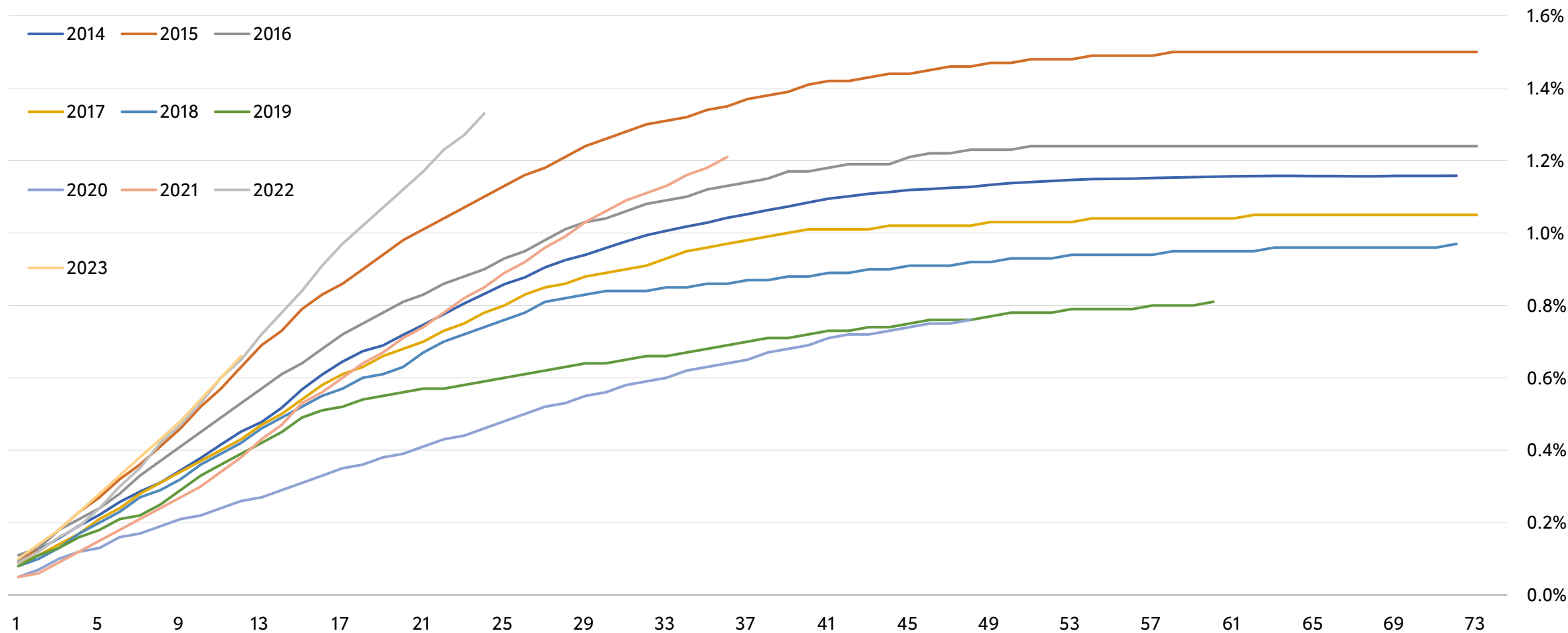
## Servicing Optimization

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

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

# Retail Loan Cumulative Net Losses by Vintage

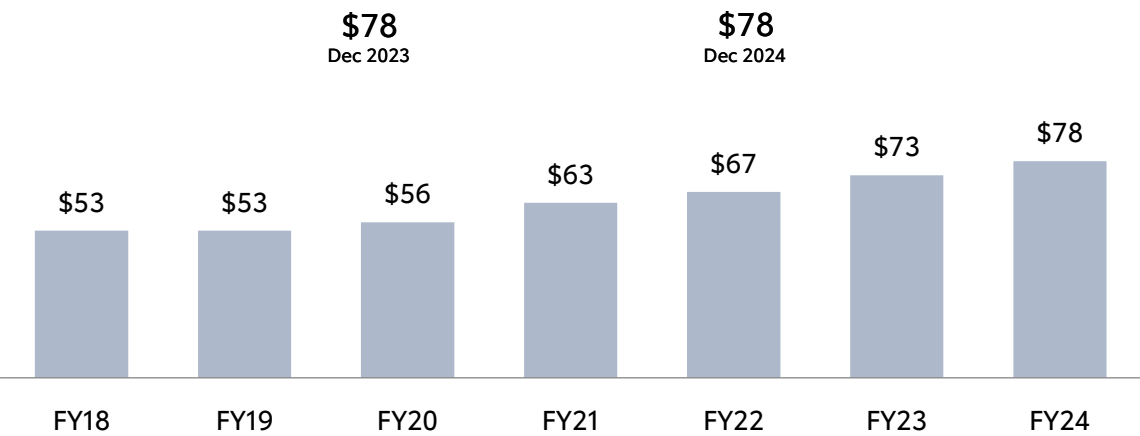


Source: Company Reports as of December 31, 2024.

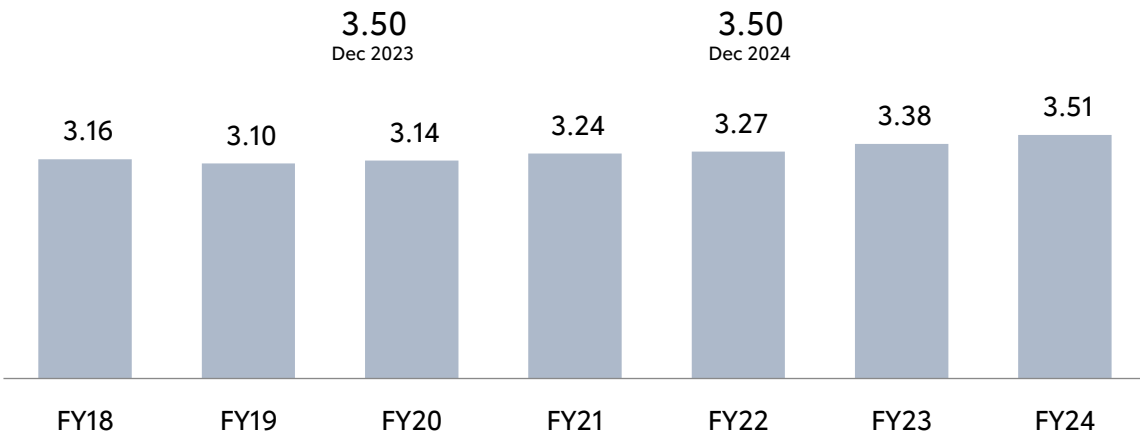


# Retail Loan Managed Portfolio Performance

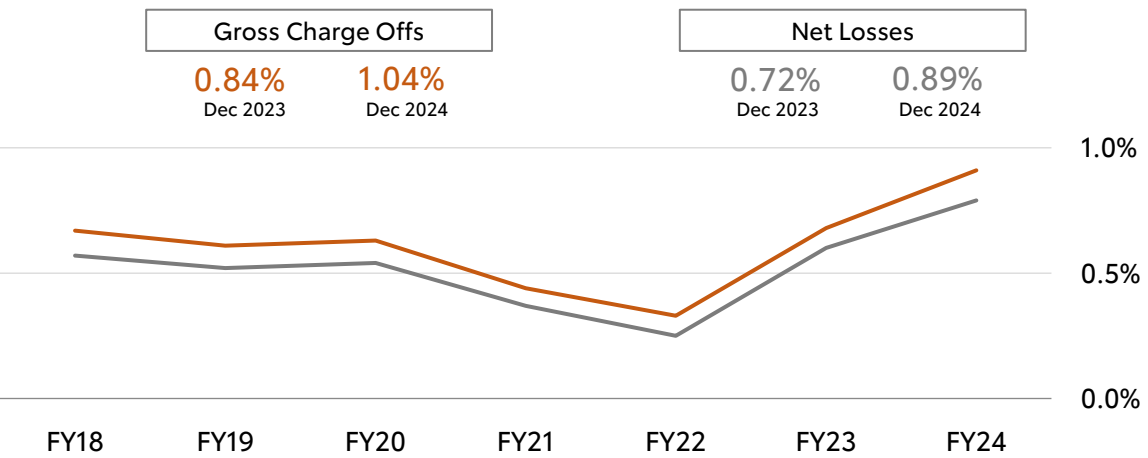
Receivables Principal Balance (\$B)



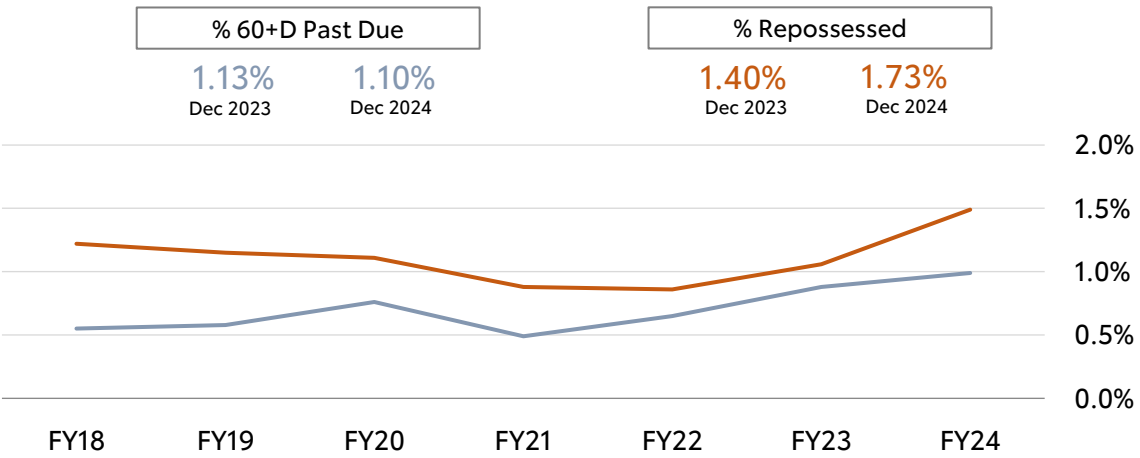
Contracts Outstanding (#M)



Performance by Principal Balance Outstanding



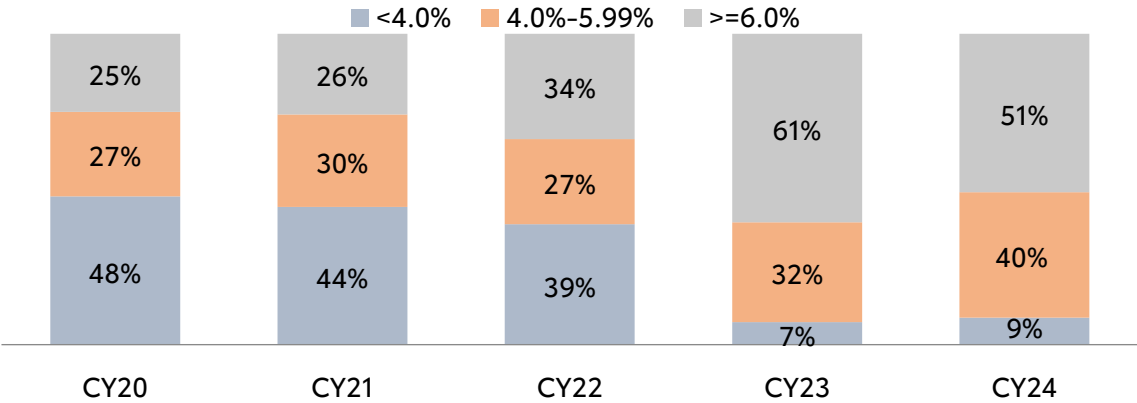
Performance by Contracts Outstanding



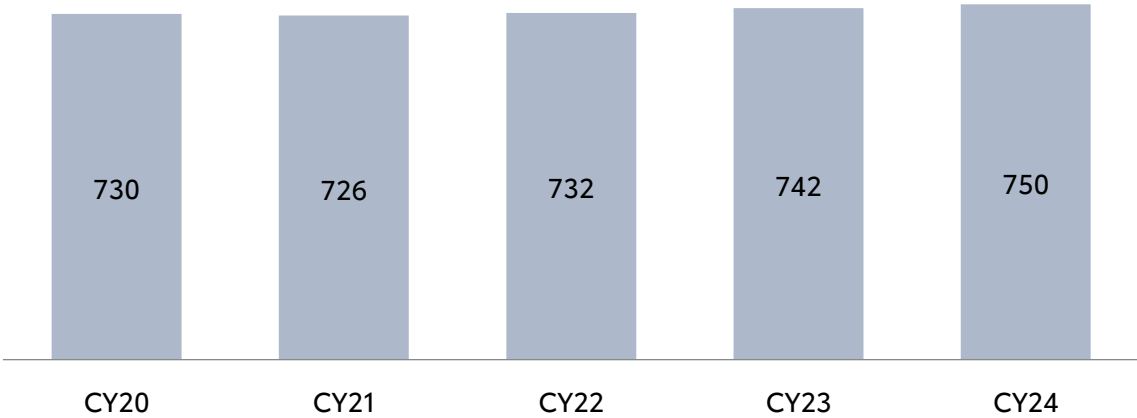
\*Excludes contracts purchased by a subsidiary of TMCC in Puerto Rico and the private label business and includes contracts that have been sold but are still being serviced by TMCC.  
Source: Company Reports as of December 31, 2024

# Retail Loan Origination Characteristics

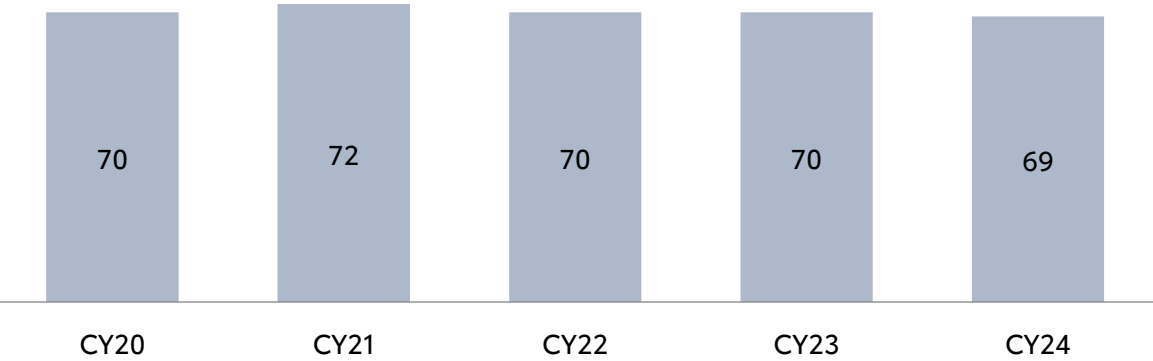
APR Distribution\*



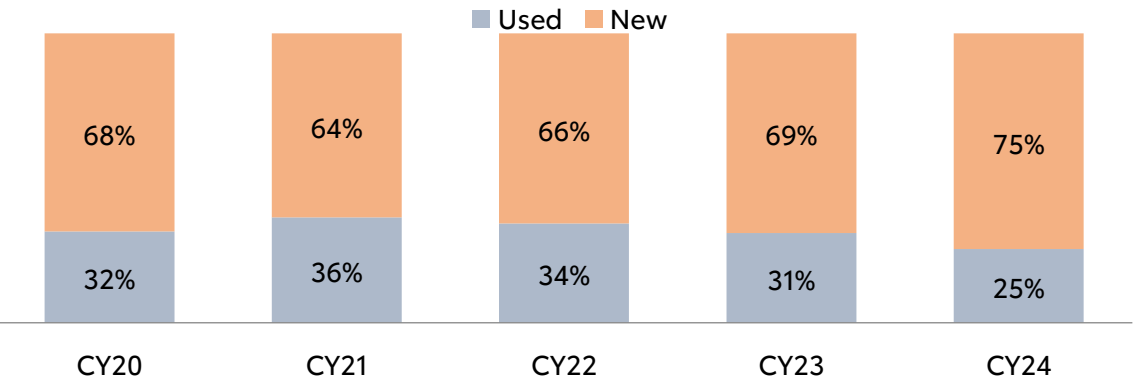
Weighted Average FICO



Weighted Average Original Term



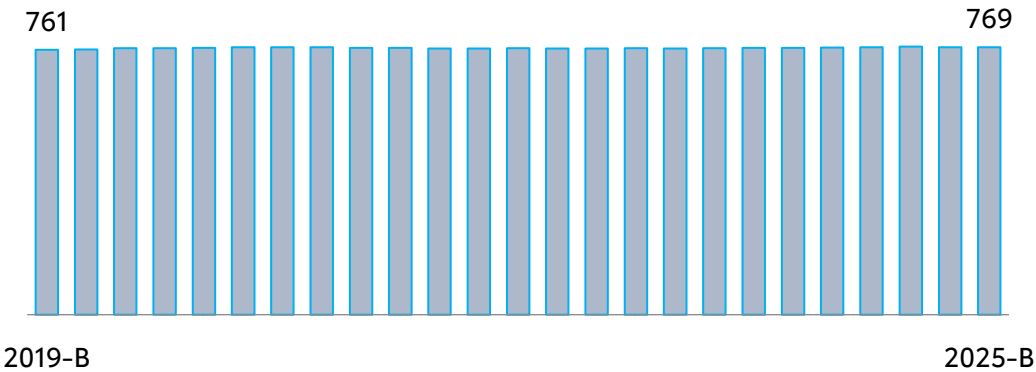
New vs Used



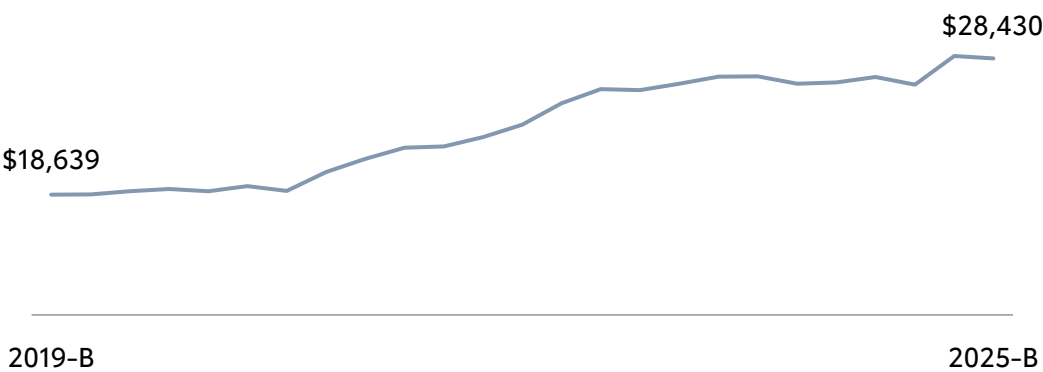
\*Percentages may not sum to 100% due to rounding.  
**Source:** Company Reports as of December 31, 2024. Includes retail loans for Toyota and Lexus brands only

# TAOT ABS Characteristics

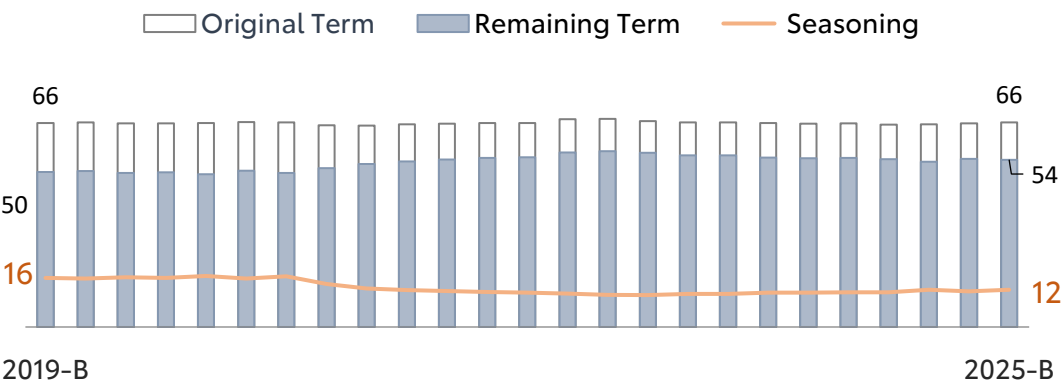
Weighted Average FICO



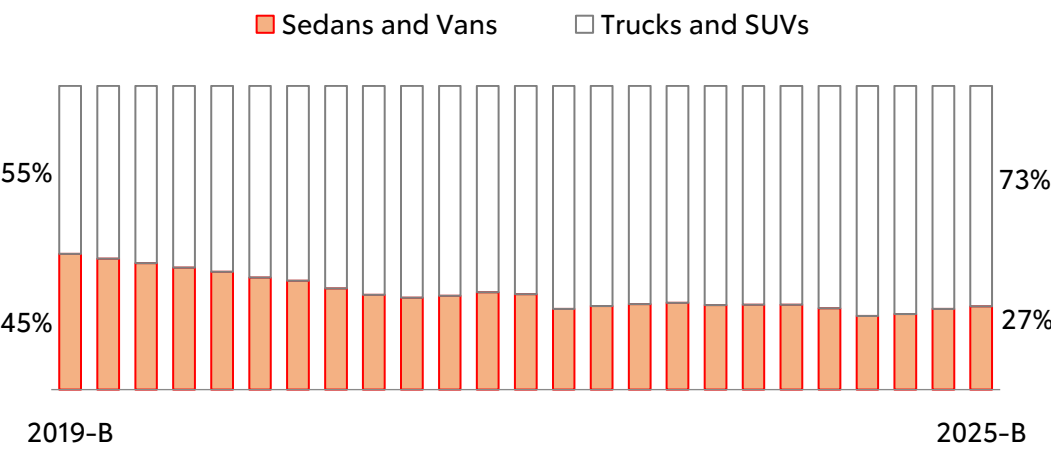
Average Principal Balance



Weighted Avg Orig and Rem Term (months)

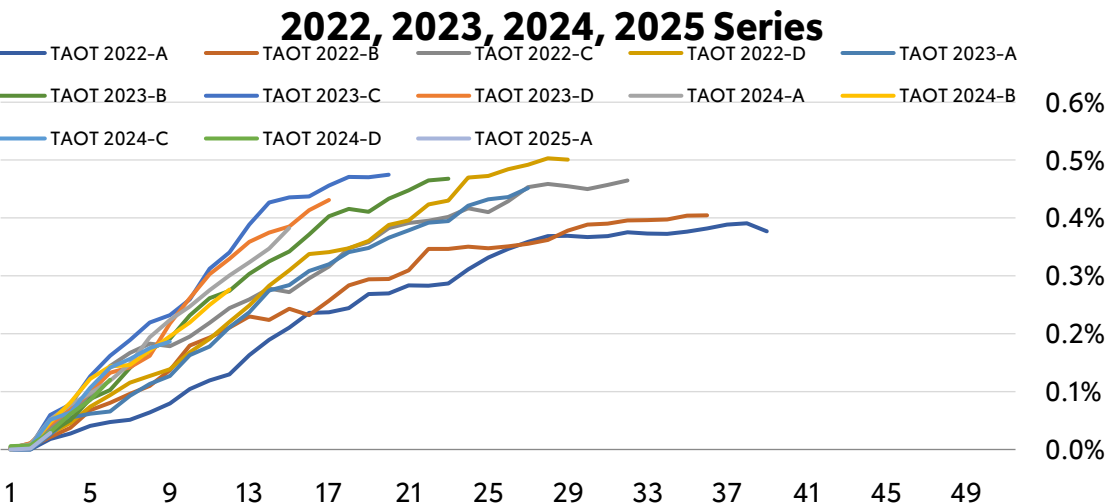
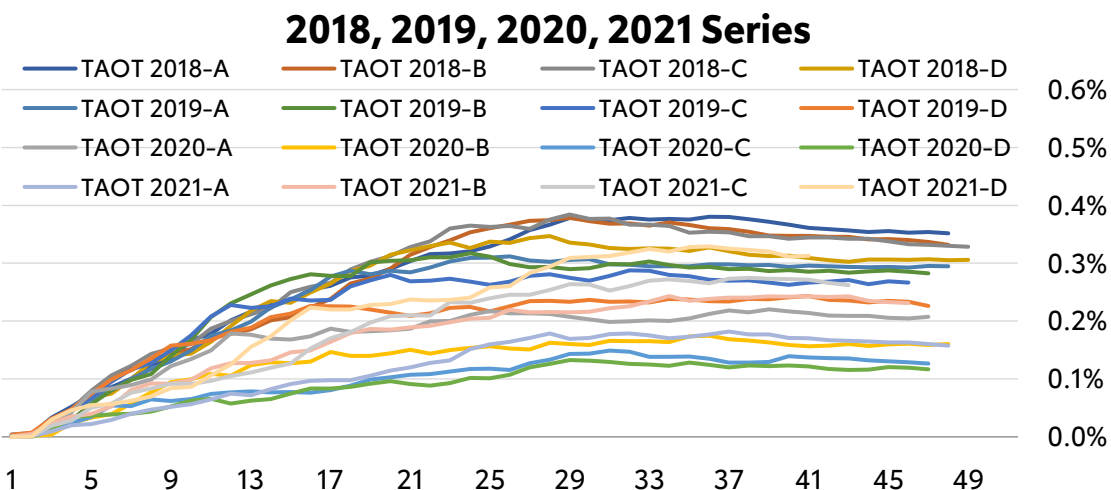
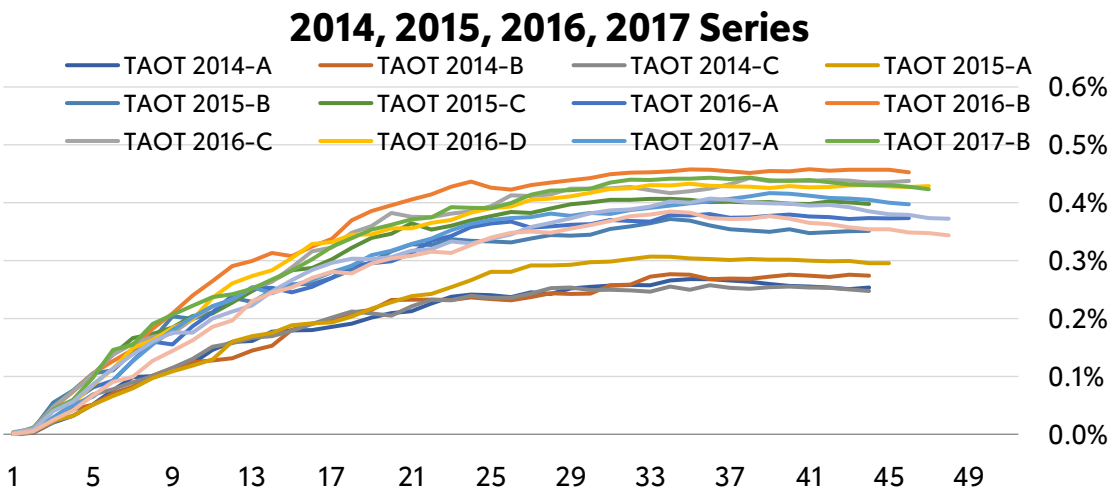
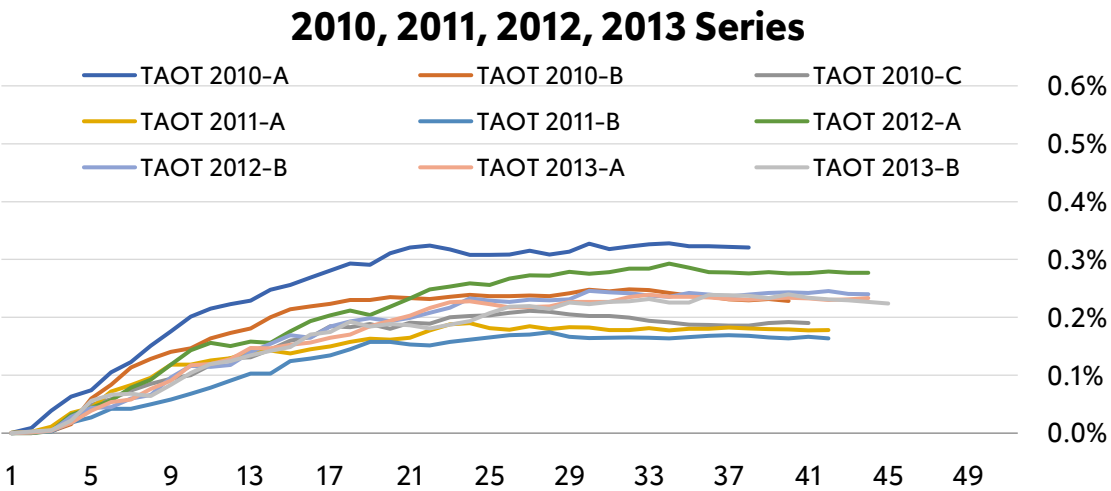


Receivables by Vehicle Type (%)\*



\*Percentages may not sum to 100% due to rounding.  
**Source:** Company Reports as of April 30, 2025

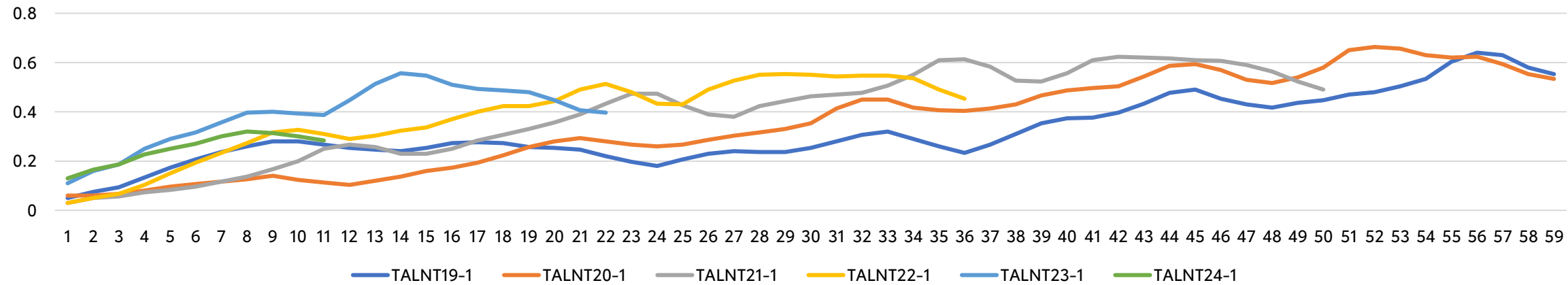
# TAOT ABS Cumulative Net Losses



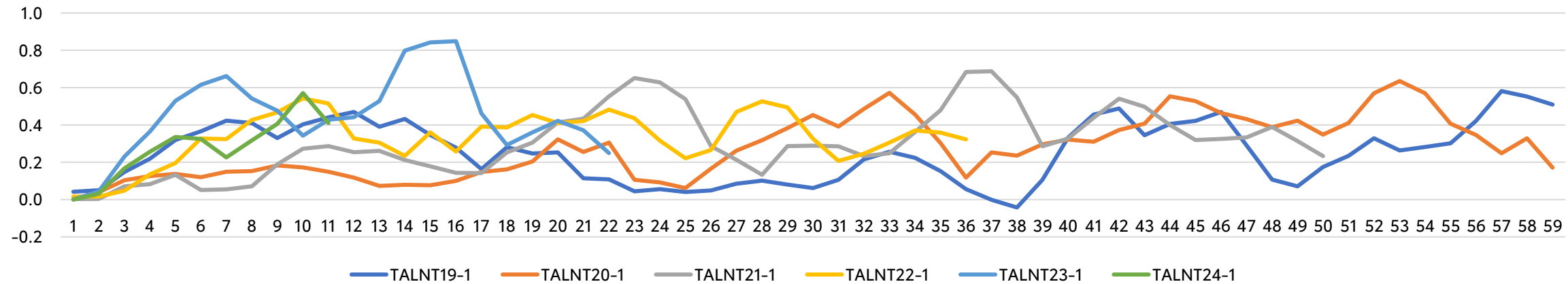
Source: Company Reports as of April 2025 payment date

# TALNT ABS Performance

## 3mo Average 60+ Days Delinquencies Metric (%)



## Annualized 3mo Average Net Credit Loss Metric (%)

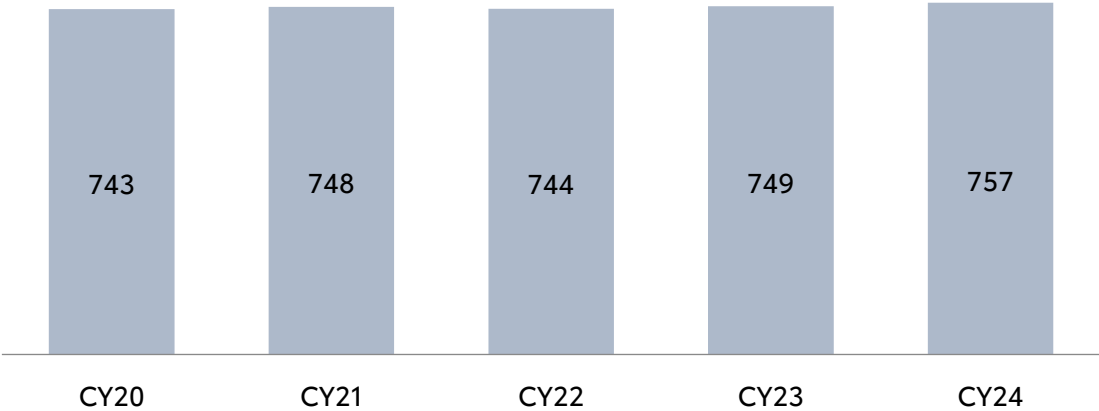


Source: Company Reports as of April 2025 payment date

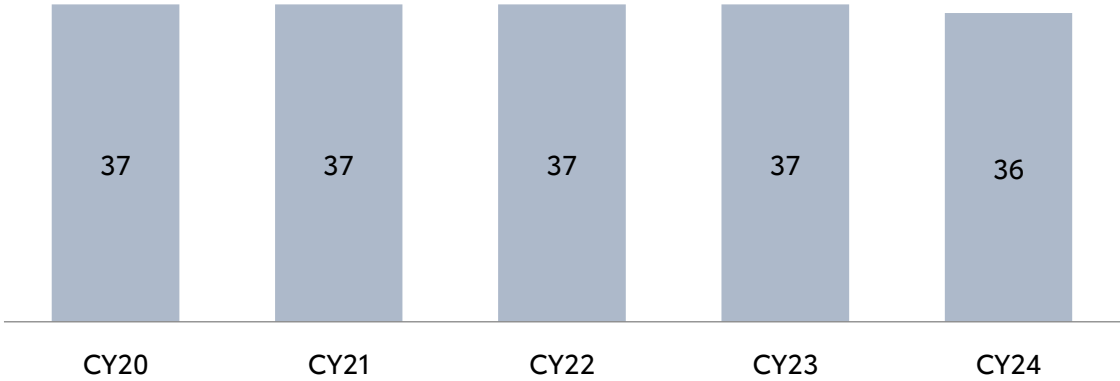


# Lease Origination Characteristics

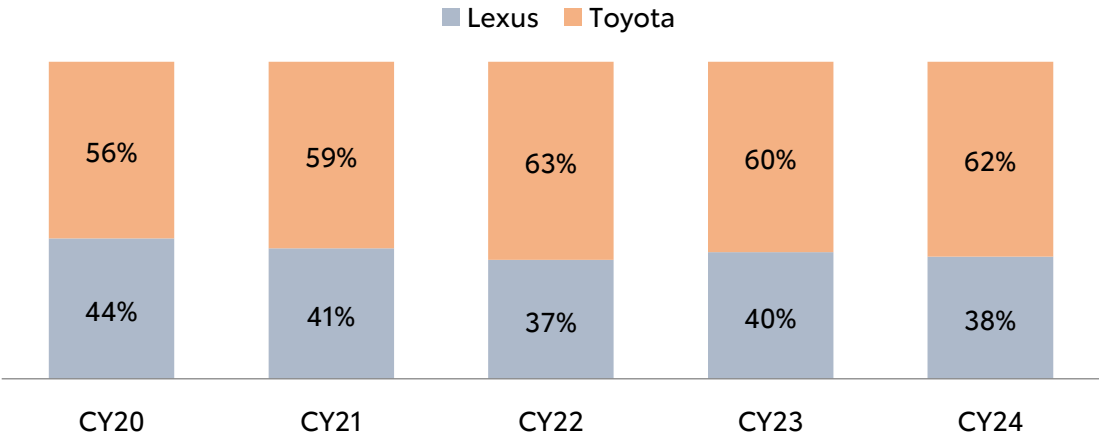
Weighted Average FICO



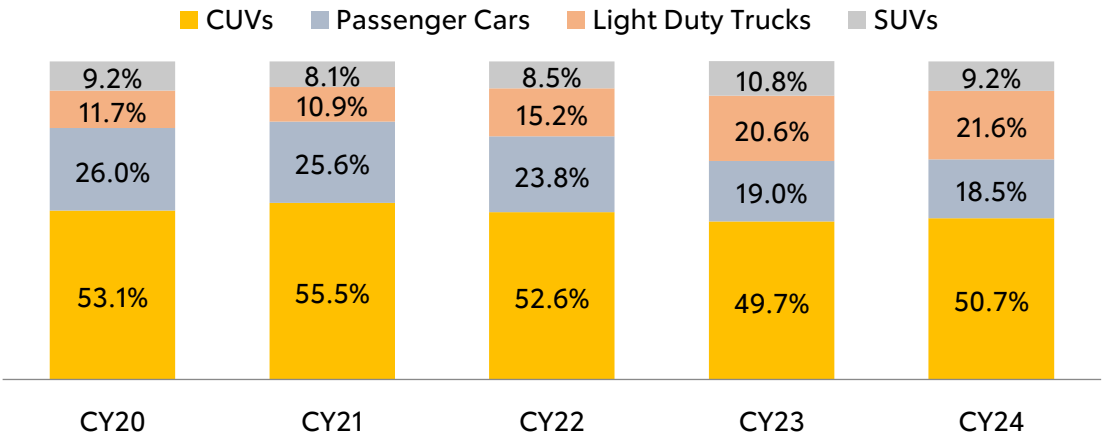
Weighted Average Lease Term



Make



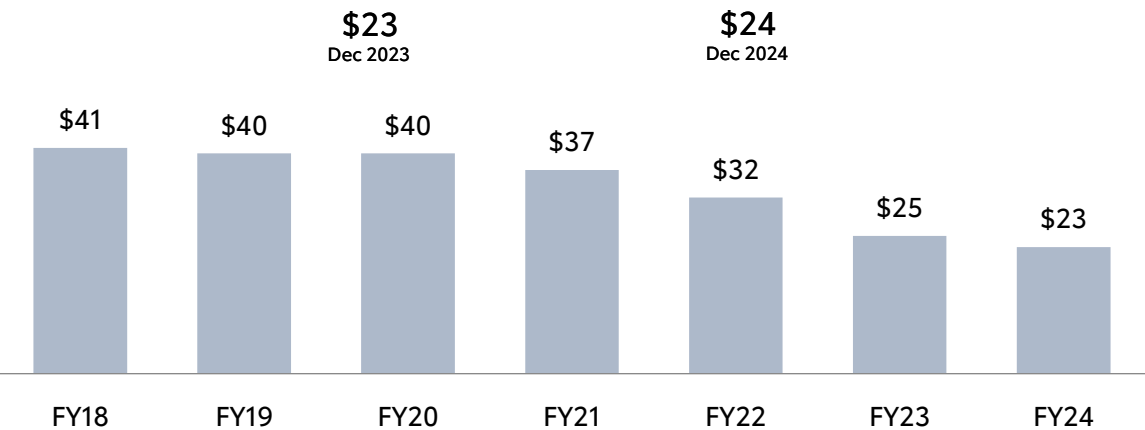
Distribution of Leases by Vehicle Type\*



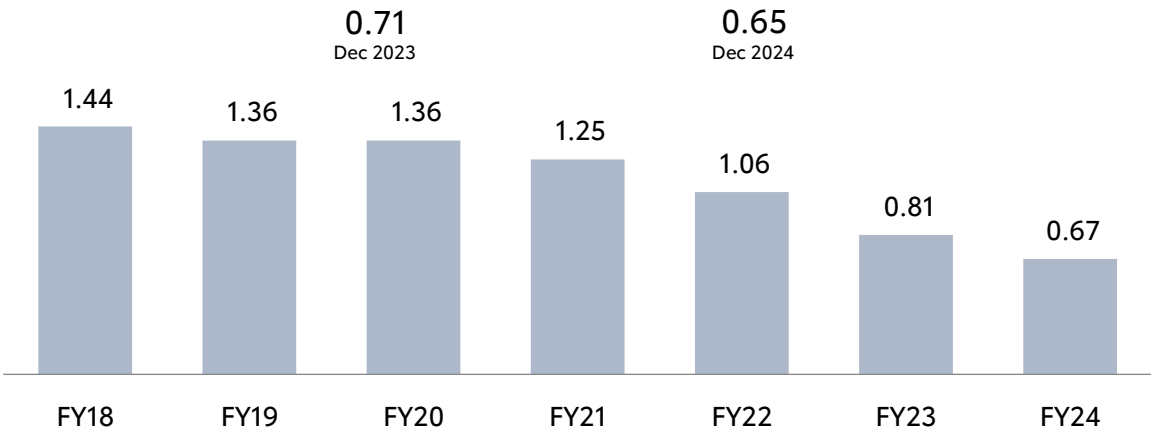
\*Percentages may not sum to 100% due to rounding.  
**Source:** Company Reports as of December 31, 2024. Includes leases for Toyota and Lexus brands only

# Lease Managed Portfolio Performance

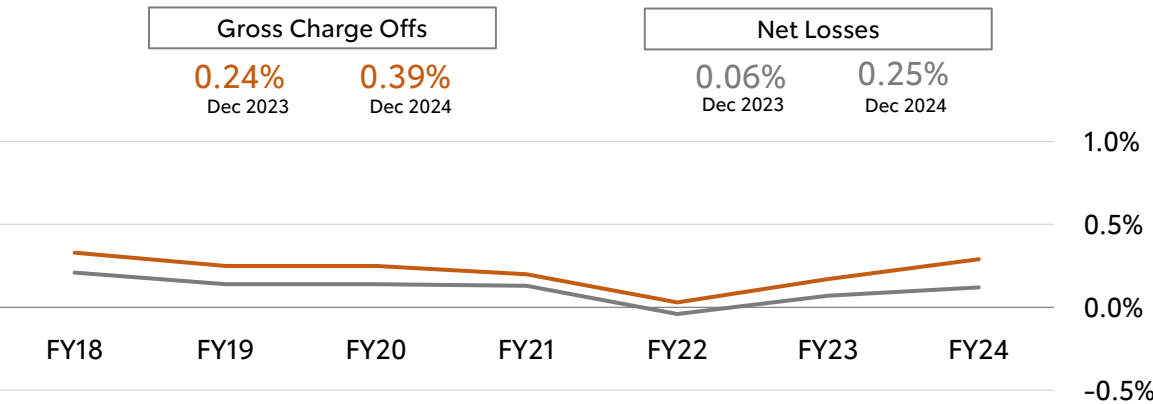
Lease Portfolio Balance (\$B)



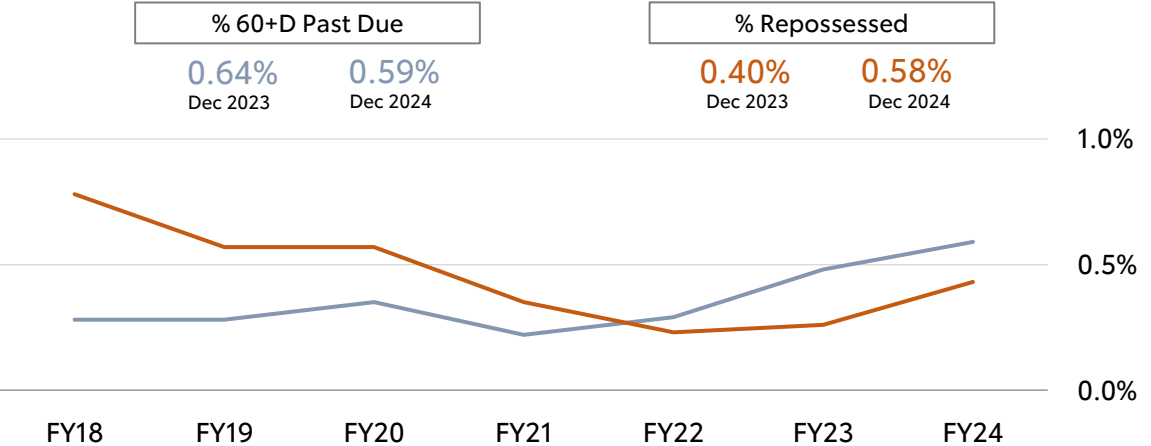
Contracts Outstanding (#M)



Performance by Lease Balance Outstanding

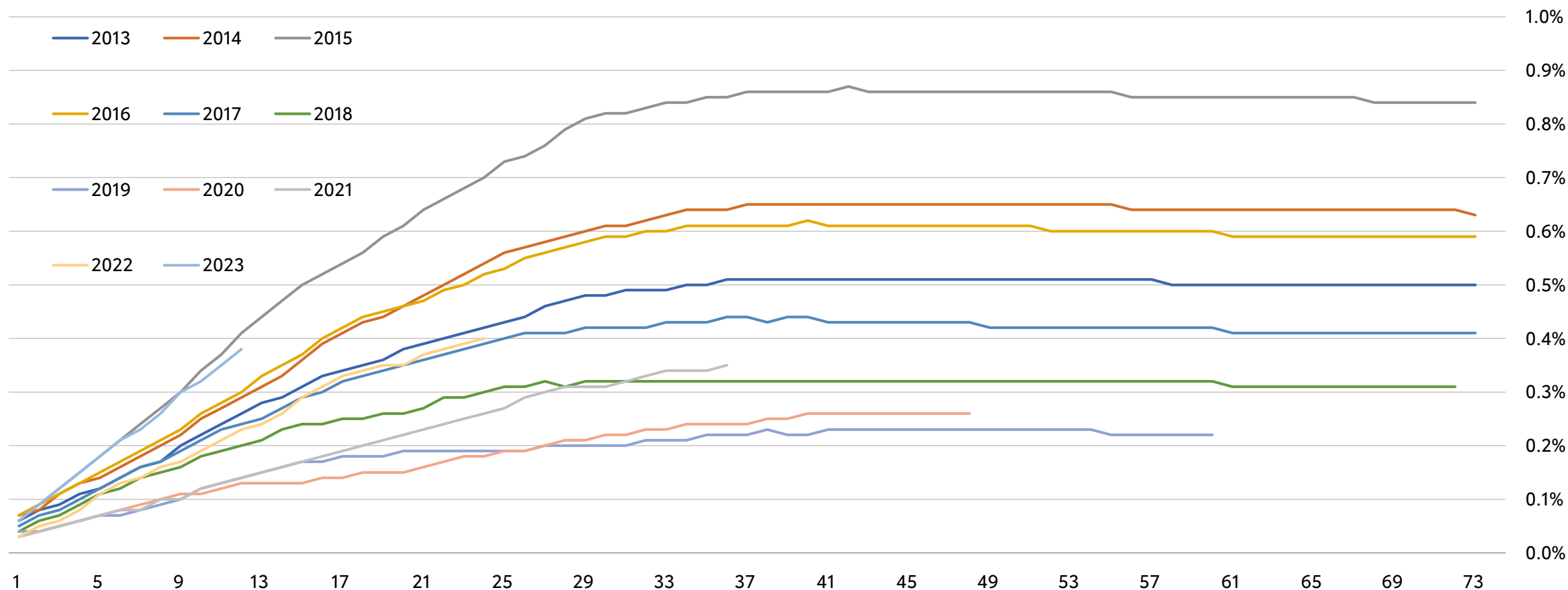


Performance by Contracts Outstanding



*\*Excludes contracts purchased by a subsidiary of TMCC in Puerto Rico and the private label business, and includes contracts that have been sold but are still being serviced by TMCC*  
**Source:** Company Reports as of December 31, 2024

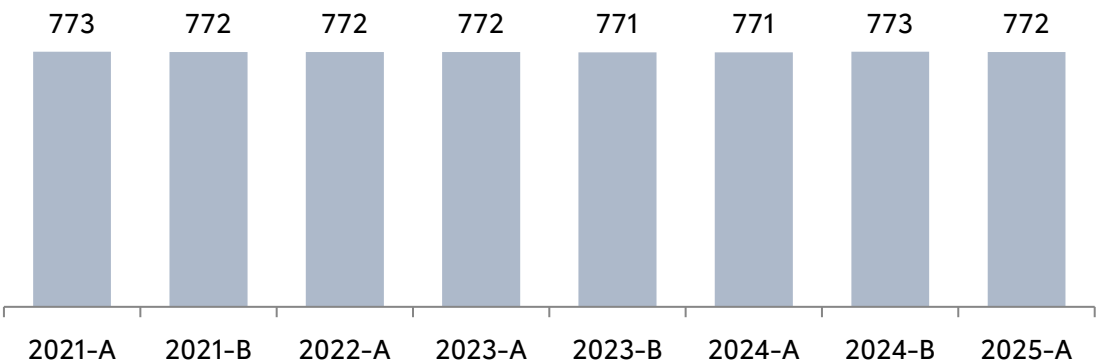
# Lease Cumulative Net Credit Losses by Vintage



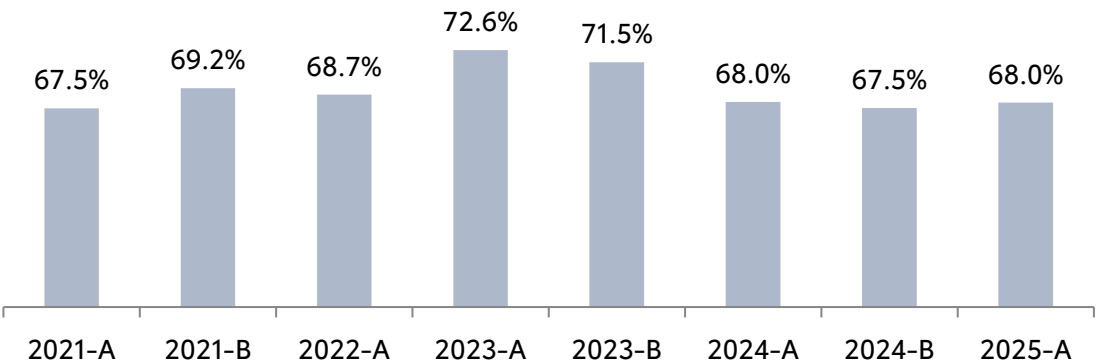
Source: Company Reports as of December 31, 2024

# TLOT ABS Characteristics

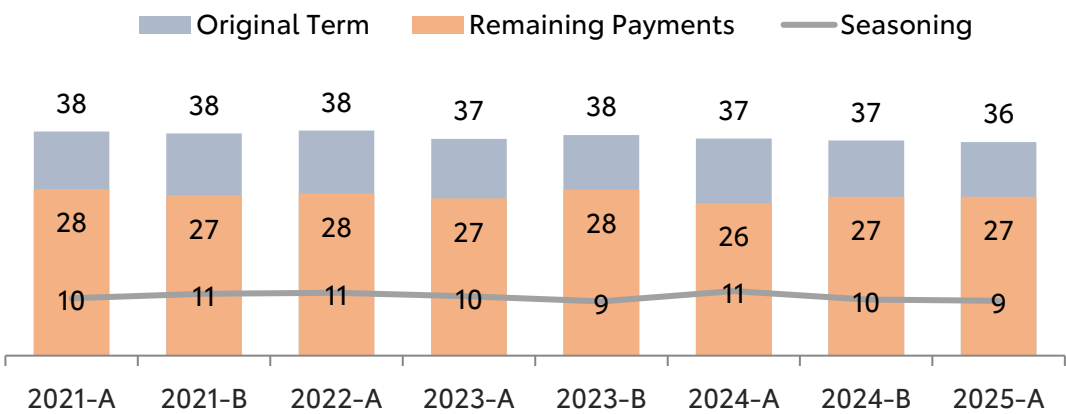
Weighted Average FICO



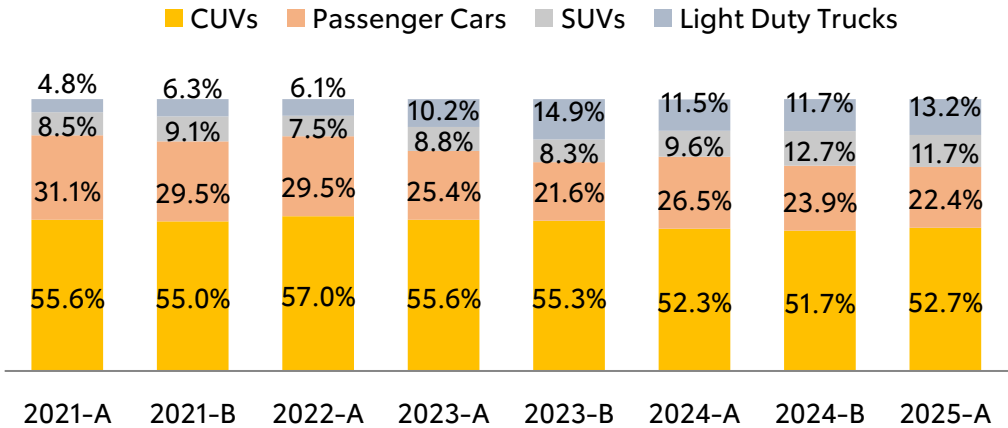
Base Residual as % of Initial Securitization Value



Weighted Avg Original and Remaining Payments



Vehicle Type \*

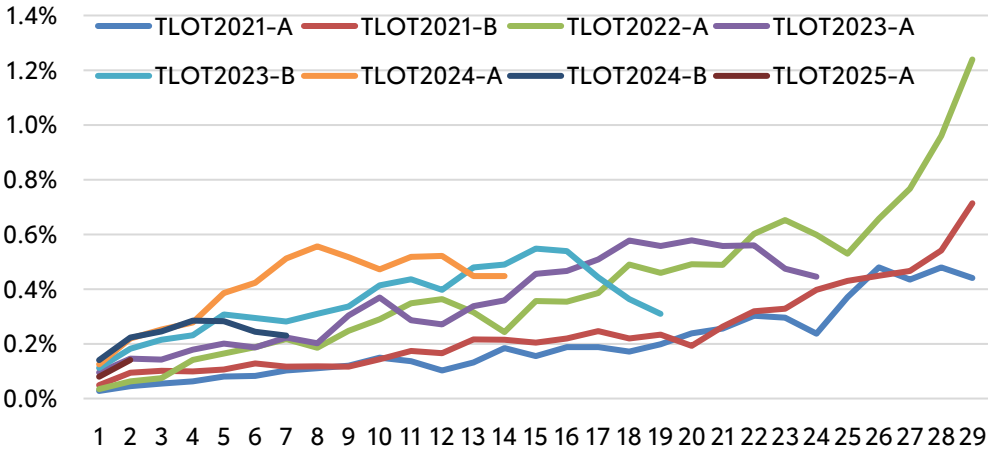


\*Percentages may not sum to 100% due to rounding  
**Source:** Company Reports as of March 31, 2025

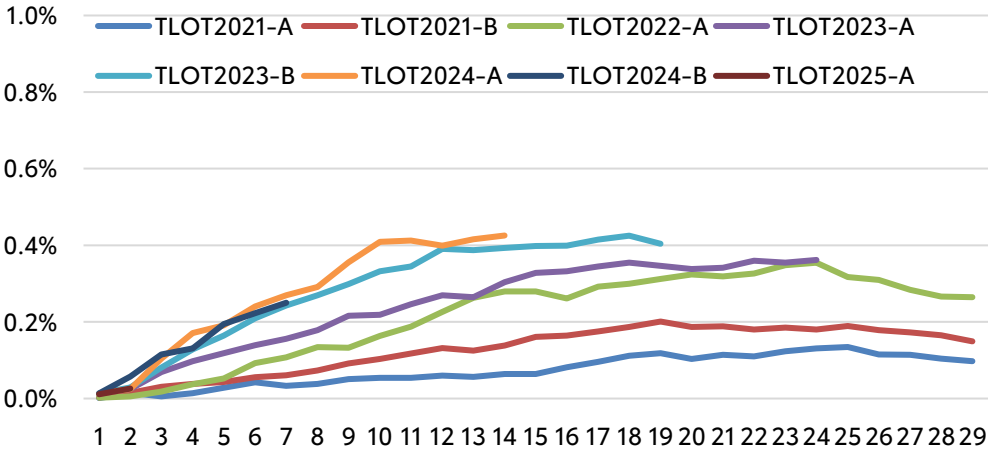


# TLOT Performance

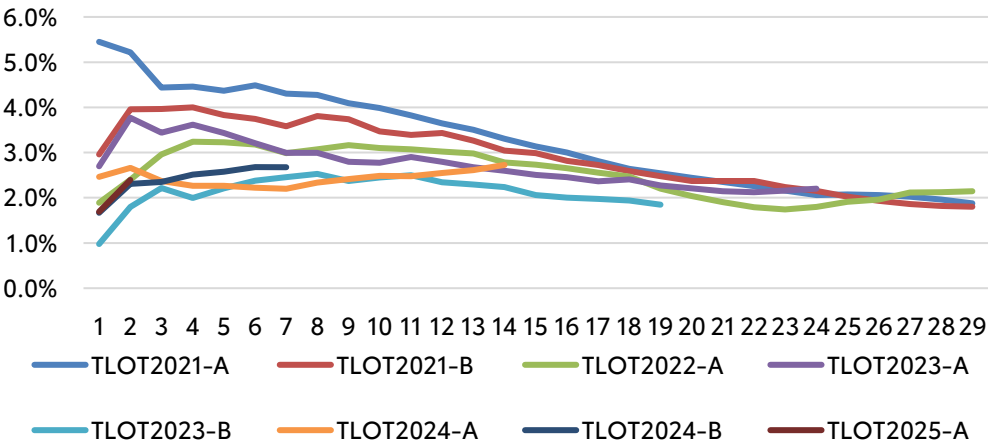
60+ Days Delinquencies



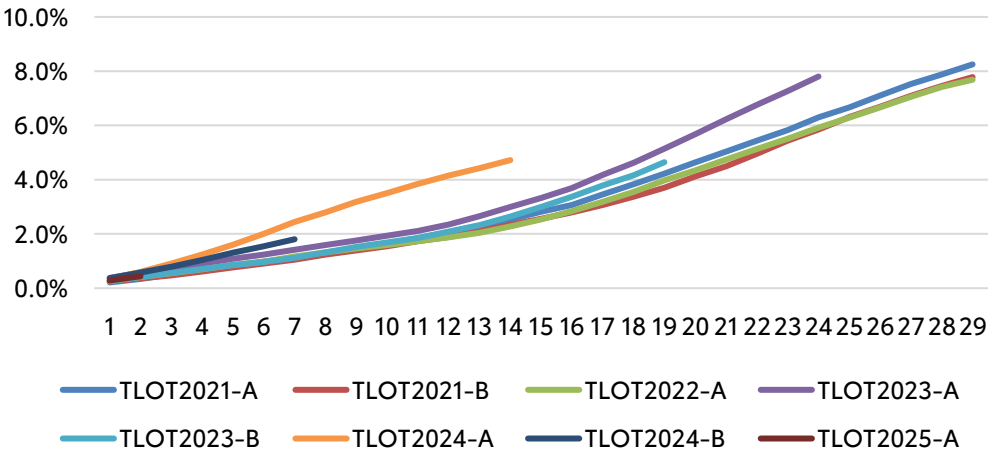
Cumulative Net Loss



Cumulative Turn-in Rate



Cumulative Residual Gain (Loss)



Source: Company Reports as of April 2025 payment date