



Presentation Materials for Investors

June 2024

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.
- 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 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 Toyota Motor Credit Corporation Twitter Feed (<http://www.twitter.com/toyotafinancial>). We may update our social media channels from time to time on the investor relations section of our corporate website.

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- 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 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 Toyota Motor Credit Corporation Twitter Feed (<http://www.twitter.com/toyotafinancial>). 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
50 overseas manufacturing organizations in 26 countries and regions besides Japan

AUTOMOTIVE
Design, Manufacturing,
Distribution

 **TOYOTA**

 **LEXUS**

 **DAIHATSU**

 **HINO**  **TRUCKS**

 **TOYOTA**
FINANCIAL SERVICES

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

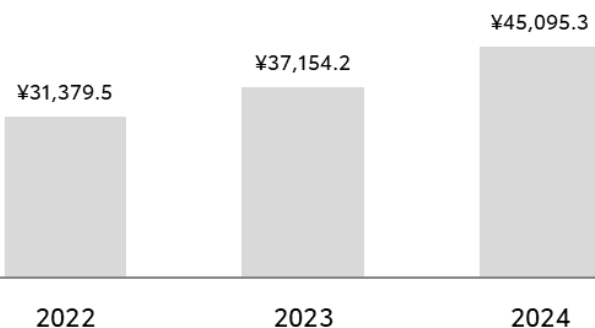
**OTHER
BUSINESSES**

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

TMC Financial Highlights

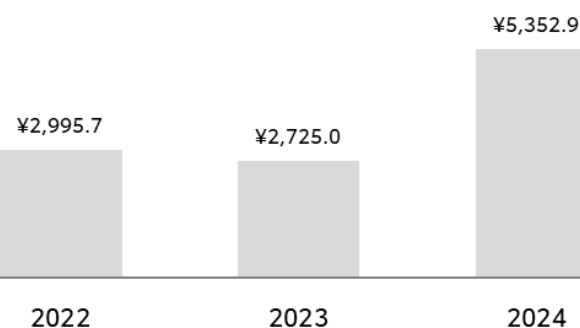
Sales Revenues

■ Twelve Months Ended, Mar 31



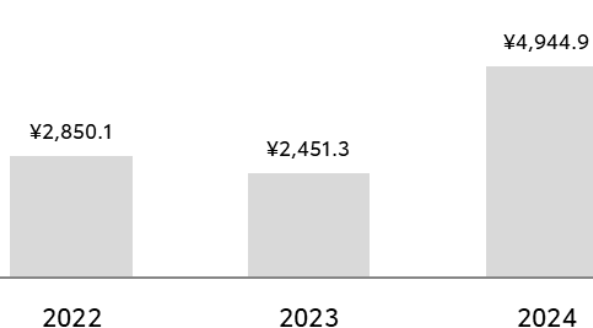
Operating Income

■ Twelve Months Ended, Mar 31



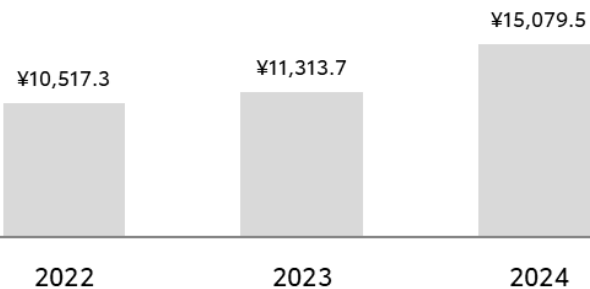
Net Income

■ Twelve Months Ended, Mar 31

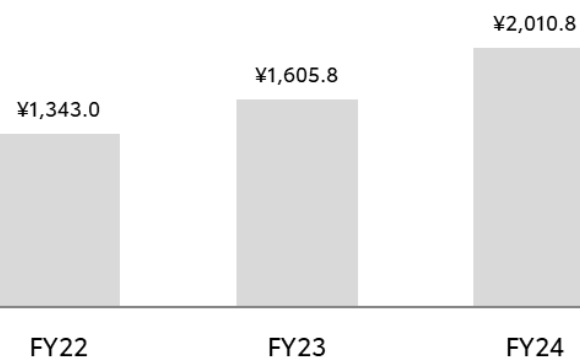


Total Liquid Assets⁽¹⁾

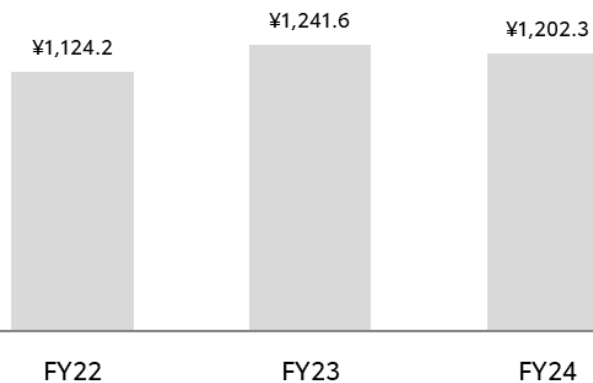
■ As of Mar 31



Capital Expenditures ⁽²⁾



R&D Expenditures ⁽³⁾



¥ 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

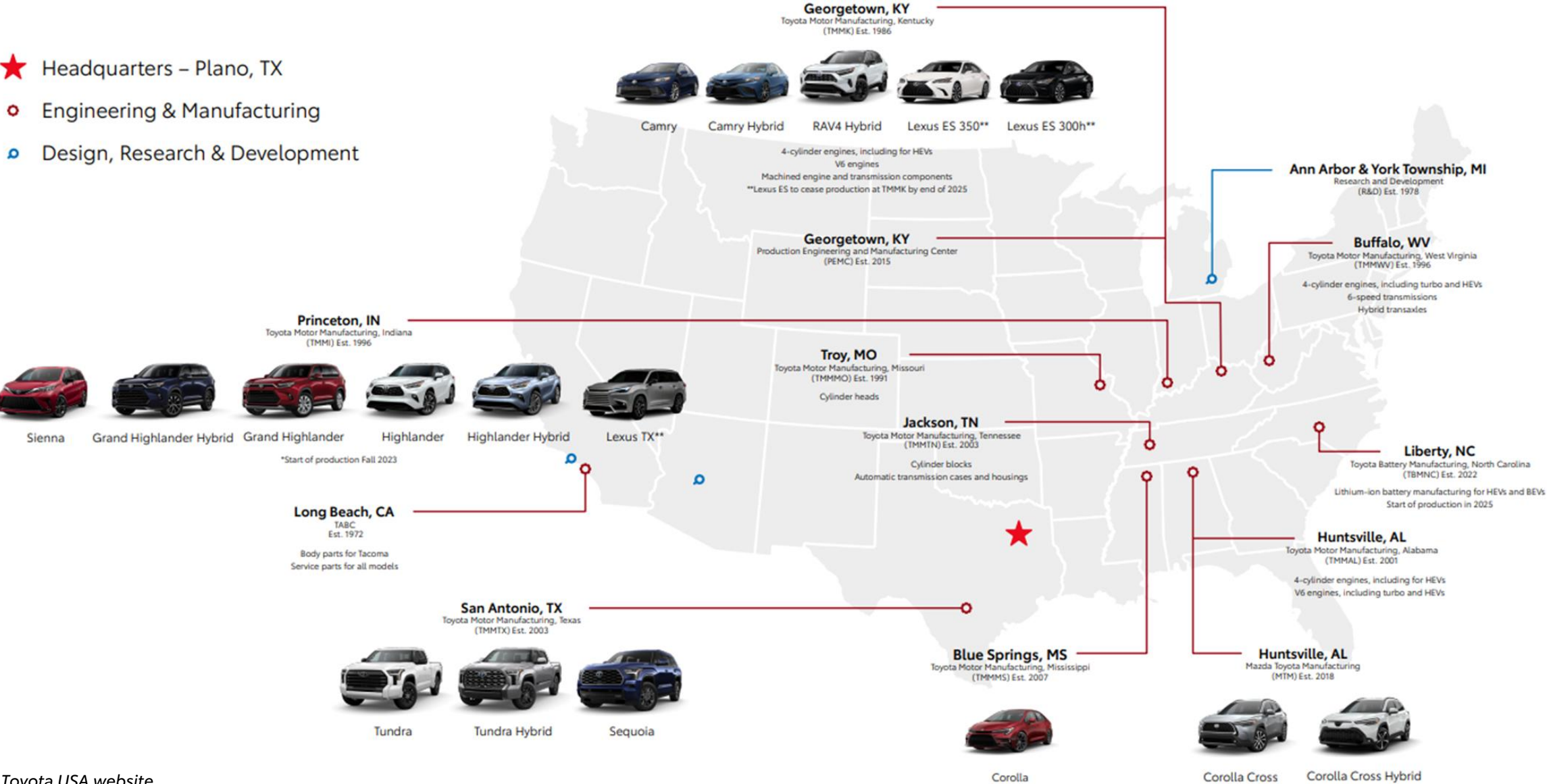
(2) Capital Expenditures do not include vehicles in operating lease or right of use assets

(3) R&D activity related expenditures incurred during the reporting period

Source: TMC Q4 FY2022 Financial Summary; TMC Q4 FY2023 Financial Summary, TMC Q4 FY2024 Financial Summary

Toyota Operations Across the US

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



Source: Toyota USA website

Toyota Motor North America, Inc.

\$47.3B+

Direct investment in the U.S.
as of June 6, 2024

34M+

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

~\$19B

Announced new investments into U.S.
manufacturing operations since 2021 to support
electrification efforts

37%

TMNA sales came from alternative power vehicles
in YTD2024

#1

Toyota was the number one retail brand for the 12th
consecutive year

30

BEV models expected globally by 2030

Source: Toyota Motor North America, Inc. Reports

Toyota and Lexus 3rd Party Accolades

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

2024 Kelley Blue Book Best Buy Awards Best New Model – Prius Best Minivan – Sienna Best Mid Sized Truck – Tacoma	2024 Fortune Toyota has been again named by Fortune as one of the “World’s Most Admired Companies” and was named the No. 1 Motor Vehicle company for the fourth consecutive year in its annual ranking.	2023 Interbrand Best Global Brands Toyota named world’s No. 1 most valuable automotive brand and No. 6 most valuable overall sectors
2024 J.D. Power and Associates Vehicle Dependability Survey Lexus and Toyota ranked 1 st and 2 nd in overall dependability, while TMC received 9 model-level awards, the most of any parent corporation	2024 IIHS Top Safety Pick Awards 10 qualifying Toyota models 5 qualifying Lexus models	2023 MY NHTSA 5-Star Overall Rating 19 Toyota models 10 Lexus models
2024 U.S. News Best Cars for the Money Camry Hybrid, RAV4 Hybrid, and RAV4 Prime are all finalists in their categories.	2024 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	2023 Kelley Blue Book Lowest 5-Year Cost to Own Brand Toyota and Lexus
US News: The 19 Cars with the Best Gas Mileage in 2024 5 Toyota models 2 Lexus models	2024 U.S. News Best Cars for Families Highlander Hybrid winner for best hybrid SUV; Camry Hybrid winner for best hybrid car; Camry winner for best midsize car; RAV4 finalist for best compact SUV	2023 Kelley Blue Book Brand Image Awards Most Trusted Brand: Toyota Most Trusted Luxury Brand: Lexus Best Truck Brand: Toyota
	2024 IIHS Used Vehicle List Best Choices for Teens 8 Toyota vehicles 2 Lexus vehicles	

Toyota and Lexus Vehicle Highlights

RAV4 (Hybrid/PHEV)



Lexus RX (Hybrid/PHEV)



Lexus TX (Hybrid/PHEV)



Lexus RZ (BEV)



Prius (Hybrid/PHEV)



Tacoma (Hybrid)



Land Cruiser (Hybrid)



4Runner (Hybrid)



Battery EV Development

Global Battery EV vehicles sales by 2030

Total BEVs 3.5 million

(Lexus 100% BEVs in N. America, Europe, and China)

10 models and 1.5 million units by 2026



Toyota's investment in electrification¹ (R&D and CAPEX)

BEVs	5 trillion yen (incl. 2 trillion yen for batteries)
HEVs PHEVs FCEVs	4 trillion yen
Total	9 trillion yen

(1) Investment amount from 2022 to 2030 (9 years)
Source: Company Reports.

Toyota CASE Technologies

Connected



Autonomous



TRI-P4

Shared



e-Palette

Electric



Fuel Cell and Battery Electric



Toyota Financial Services



TFS Group Global Presence



Toyota Motor Credit Corp (TMCC)

Toyota Motor Corporation (TMC)



Toyota Financial Services Corporation (TFSC)



Toyota Motor Credit Corporation (TMCC)

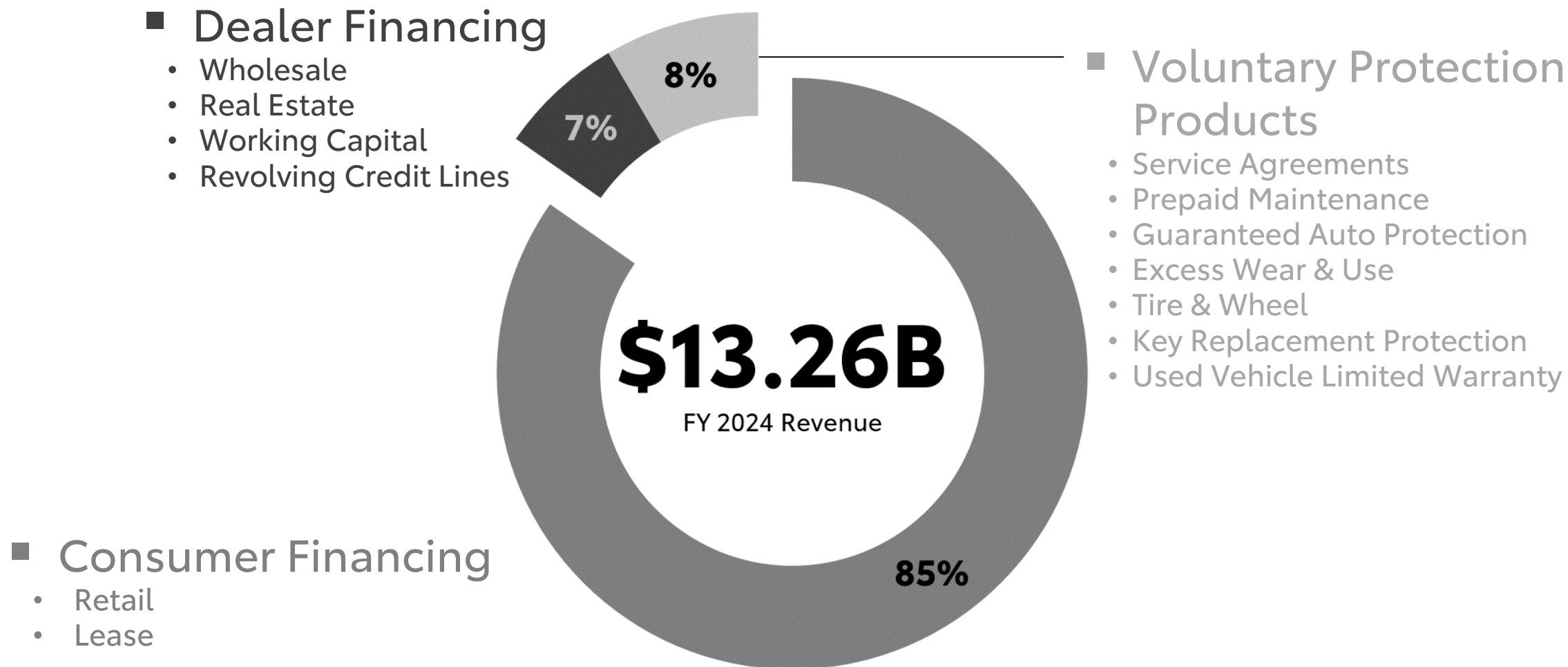
- Nearly 5.0 million active finance contracts⁽¹⁾
- A1/A+/A+⁽²⁾ rated captive finance company by S&P/Moody's/Fitch
- Credit support agreement structure with TFSC/TMC⁽³⁾

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

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

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

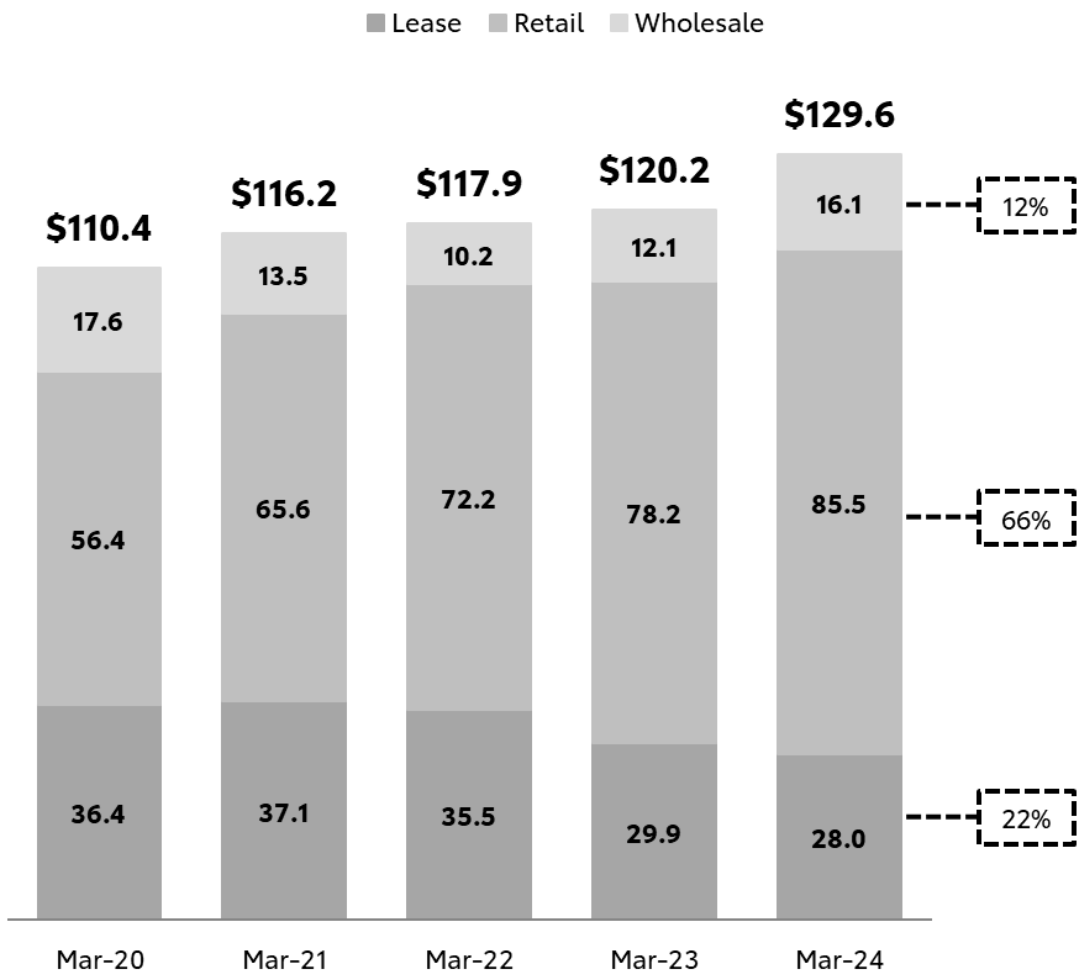
TMCC Products and Services



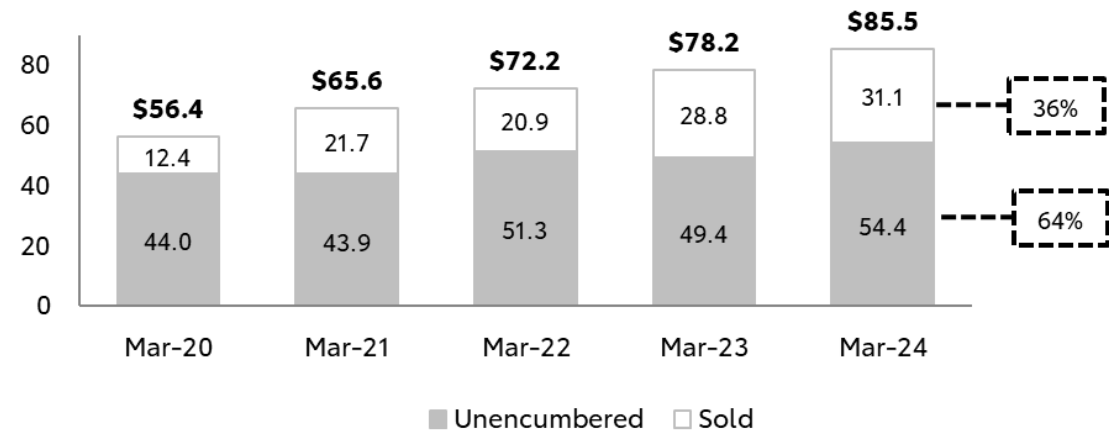
Source: TMCC March 31, 2024 10-K. Reflects Operating Lease and Retail Financing revenues; Dealer Financing revenues; and Voluntary protection contract revenues and insurance earned premiums for the year ended March 31, 2024

TMCC Earning Asset Composition

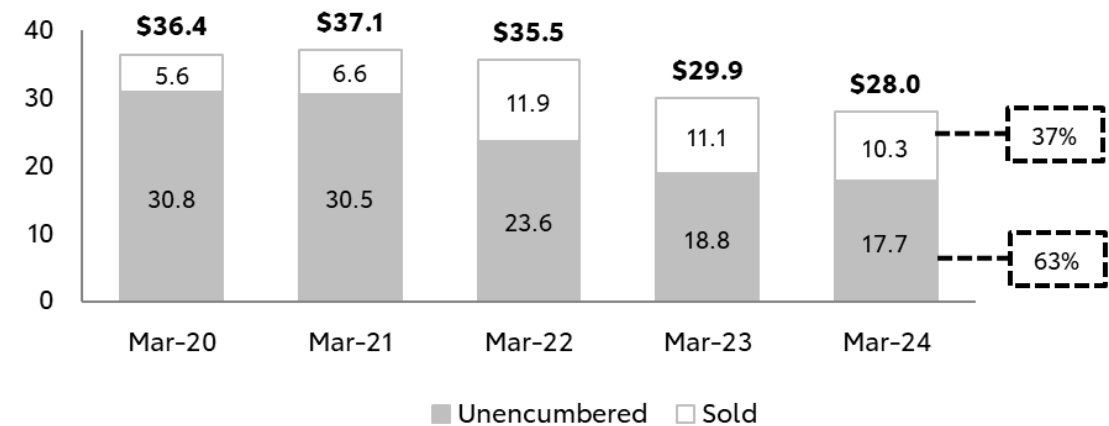
Total Managed Assets



Retail Assets

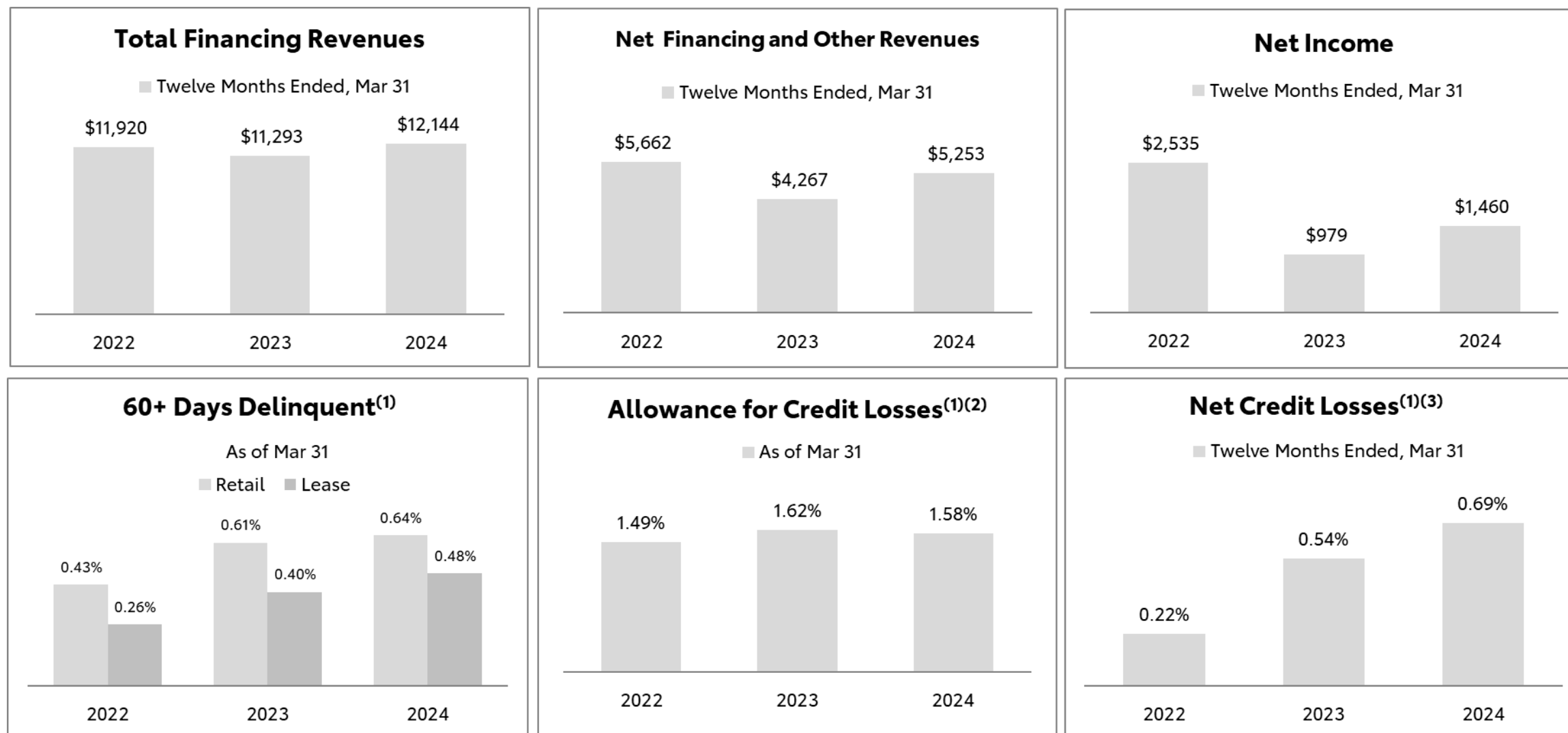


Lease Assets



\$ 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, 2021 10-K, March 31, 2022 10-K, March 31, 2023 10-K, and March 31, 2024 10-K

TMCC Financial Performance



\$ 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 March 31, 2023 10-K, March 31, 2024 10-K



TMCC Funding Programs



Commercial Paper Highlights

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

Highest Short-Term Ratings

TCCI TFA
TMCC
TMFNL TCPR

Five Distinct Programs

\$15.0B | \$4.4B
Syndicated Other

Backed by \$19.4B of
Committed Bank Credit⁽¹⁾

\$17.3B

Average Outstanding Balance
TMCC and TCPR during FY24

700+
Investors

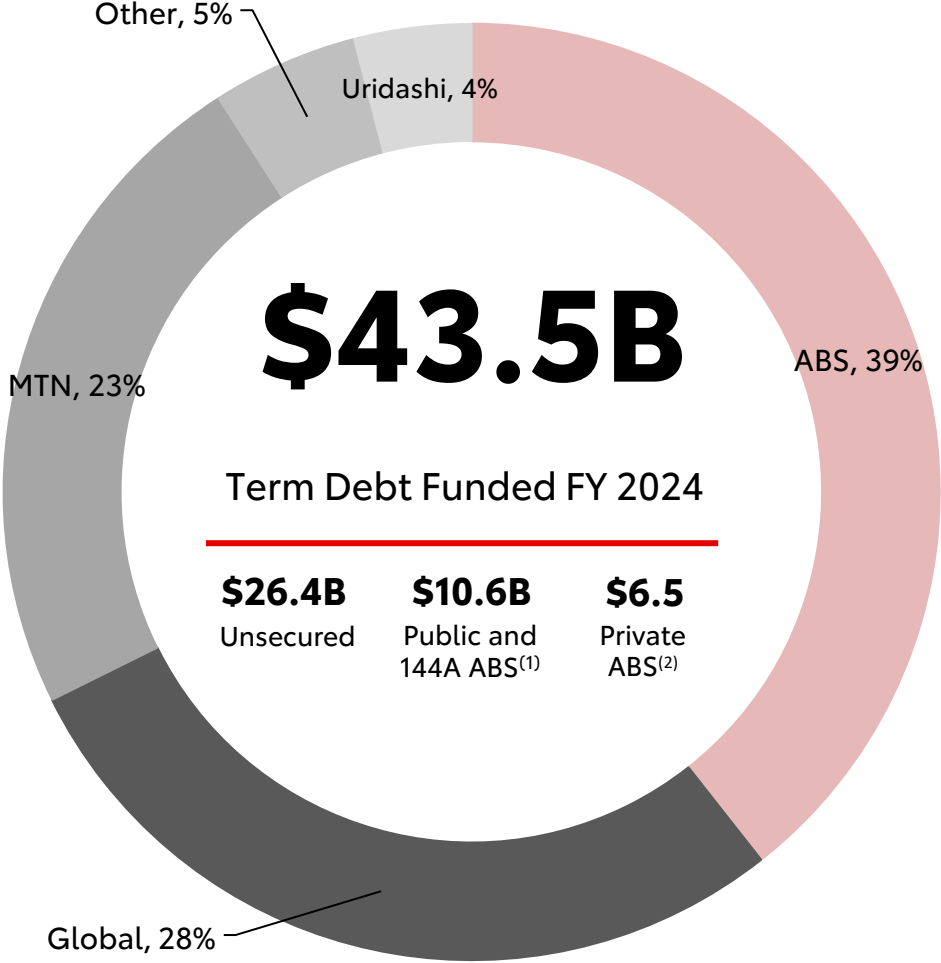
State and Local, Corporates, Pension Funds,
Asset Managers, Financial Institutions

DOCP
<GO>

Rates Posted Daily on
Bloomberg

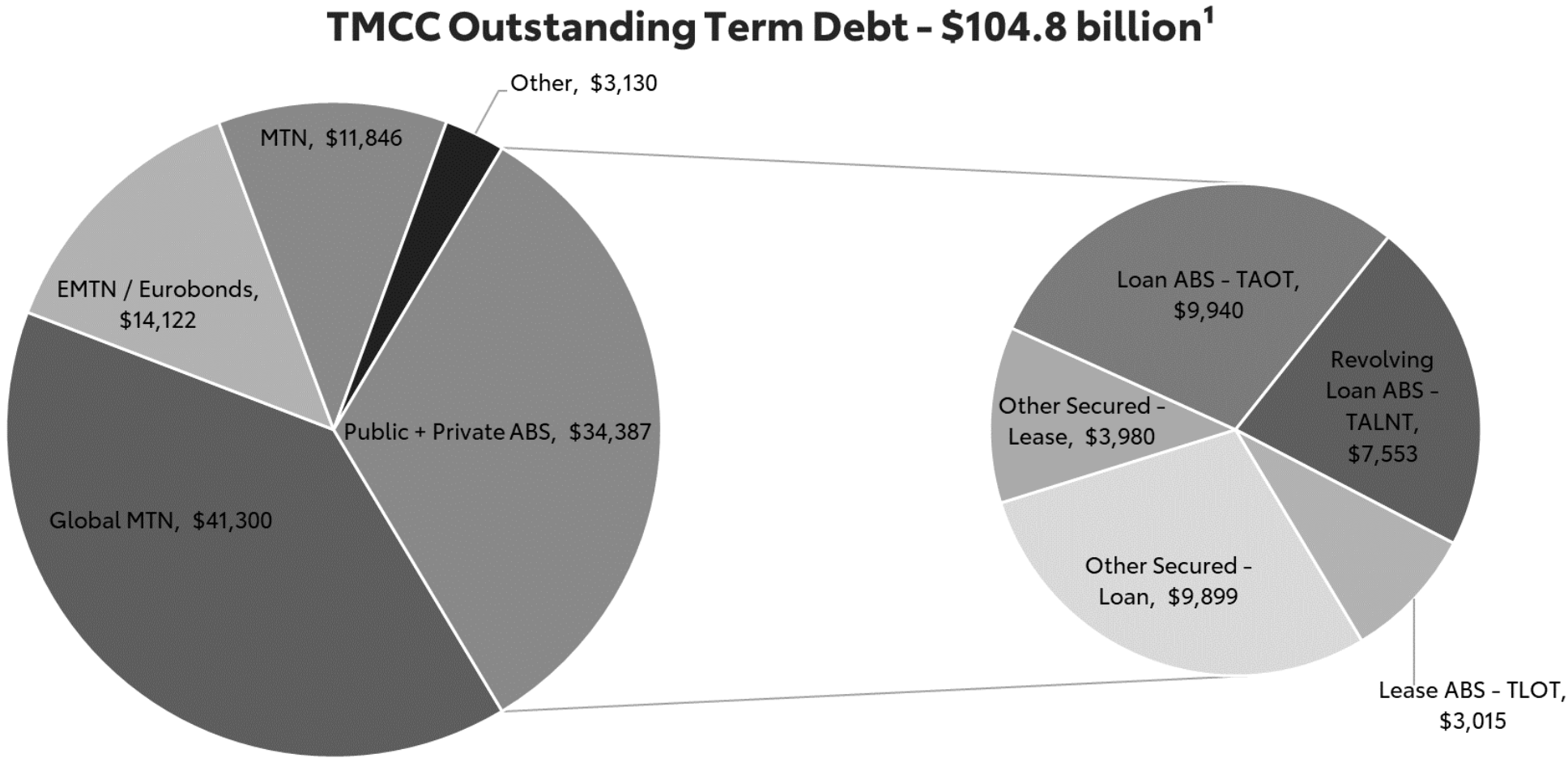
Source: TMCC March 31, 2024, 10-K and Company Reports
(1) As of March 31, 2024

TMCC FY 2024 Funding Overview



As of March 31, 2024
(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



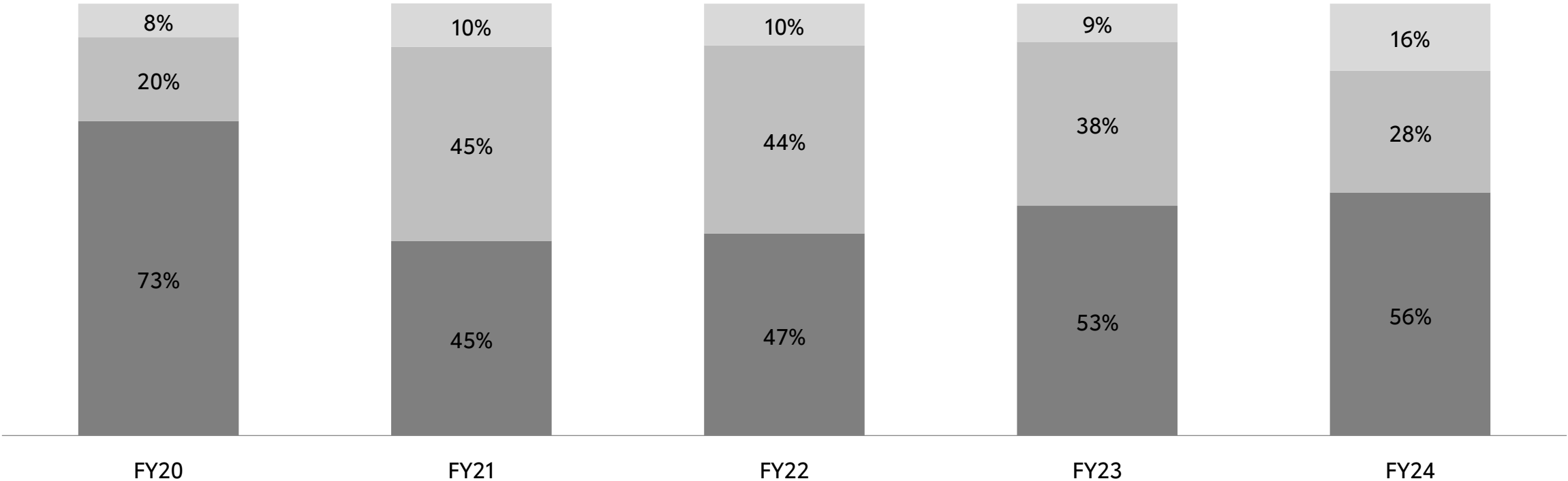
As of March 31, 2024
\$ in millions

(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⁽¹⁾

■ ≤2yrs ■ 3-5yrs ■ 7-10yrs



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



Retail Loan and Lease Origination and Portfolio Performance



Credit Decisioning & Collections

Disciplined Underwriting

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

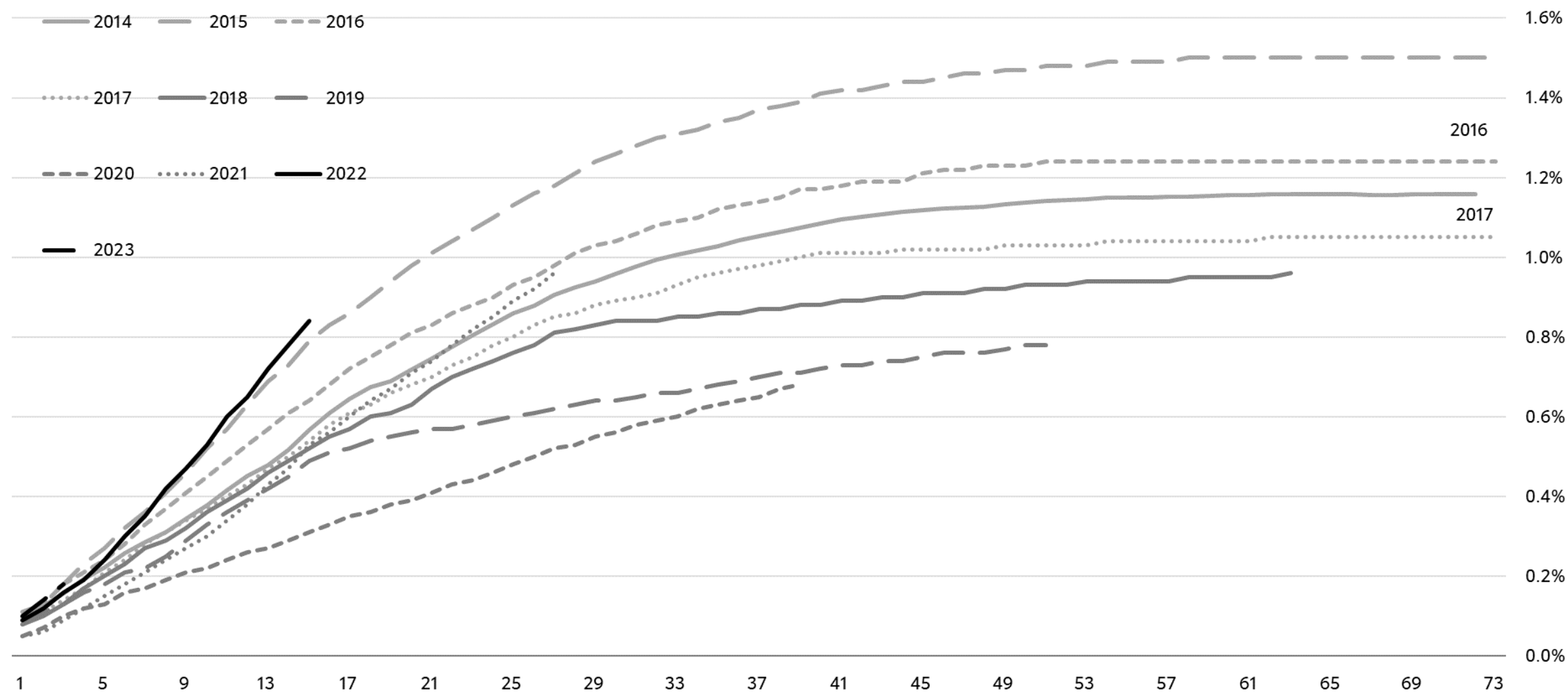
- Key mission is to support Toyota and Lexus brand and vehicle sales
- Continued focus on prime originations
- Proprietary credit scores that leverage TMCC's extensive origination history
- Regular statistical validations of predictive power

Servicing Optimization

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

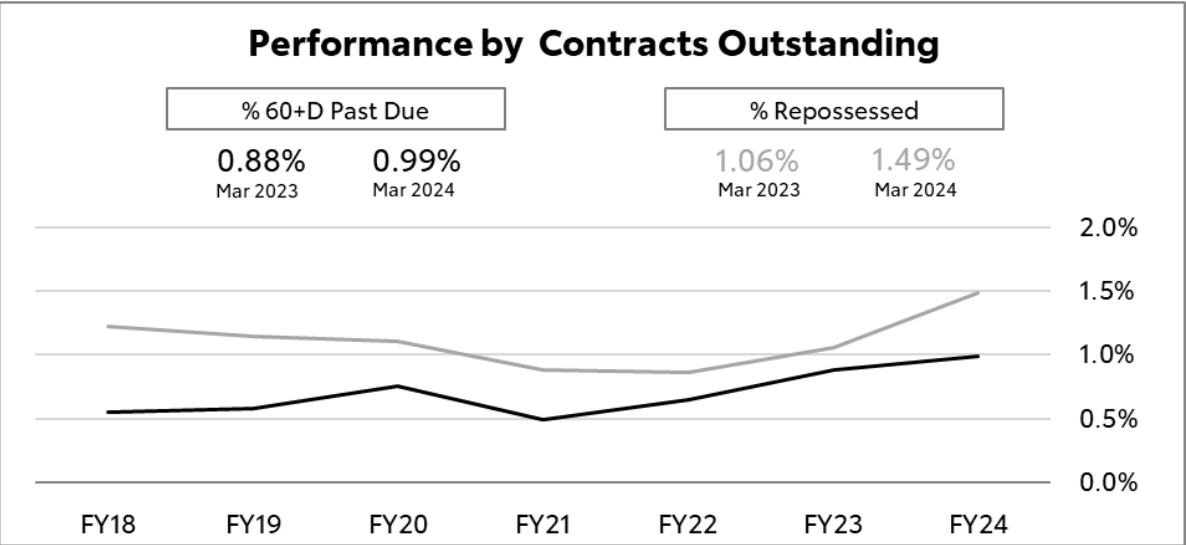
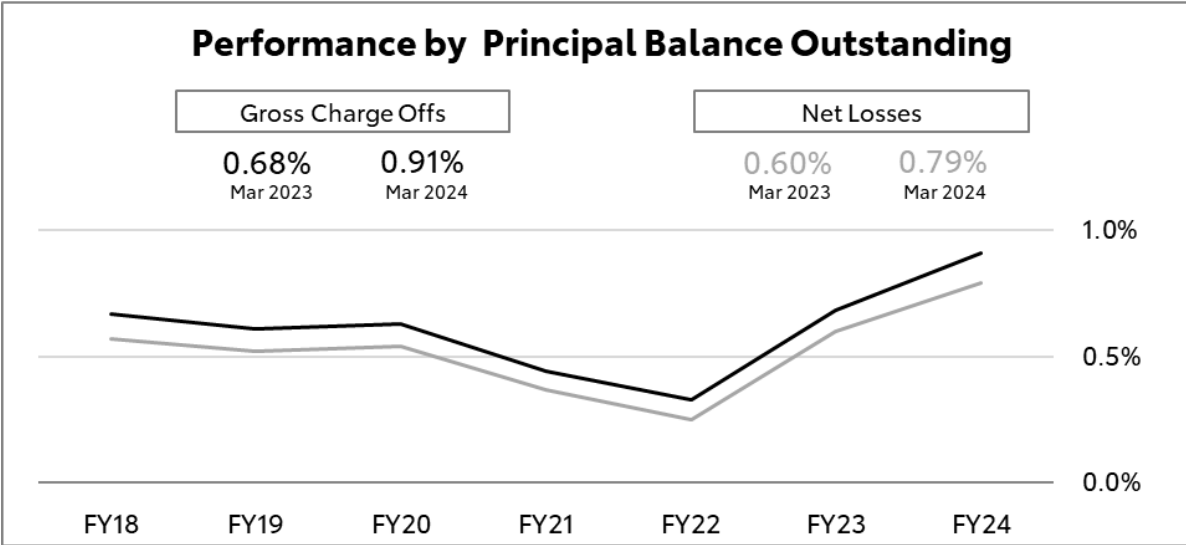
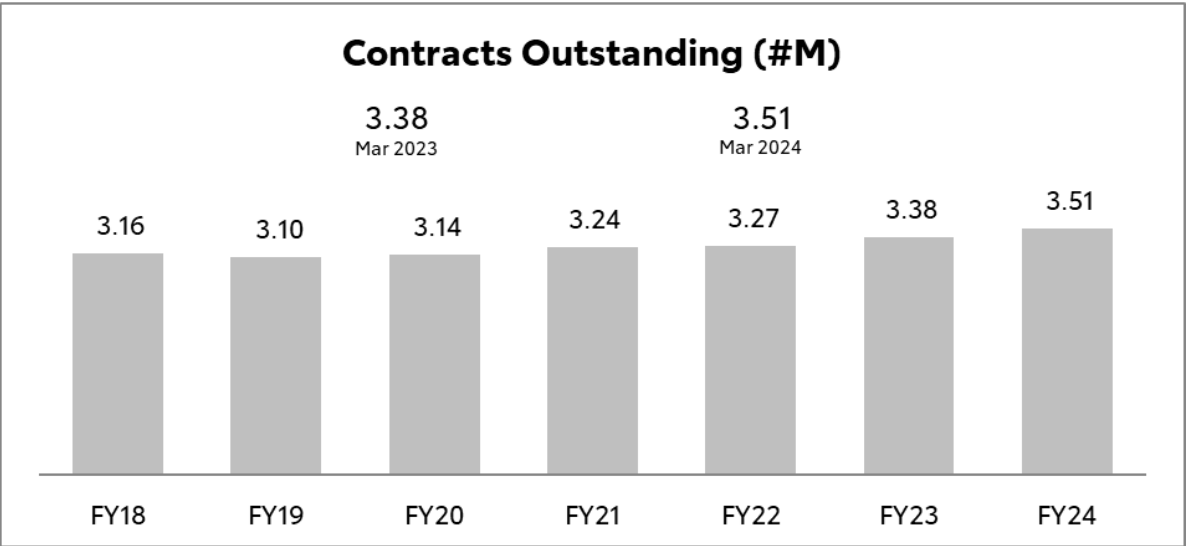
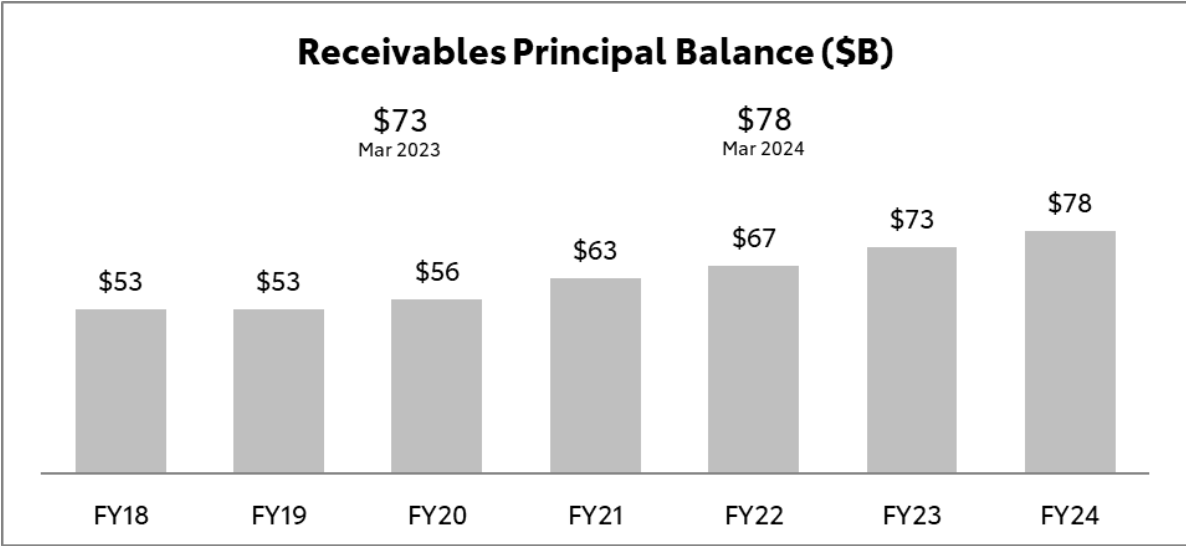
- Emphasis on early intervention
- Reinforcement of strong compliance management system
- Focus on analytics and technology to prioritize high risk accounts and manage loss severities

Retail Loan: Cumulative Net Losses by Vintage



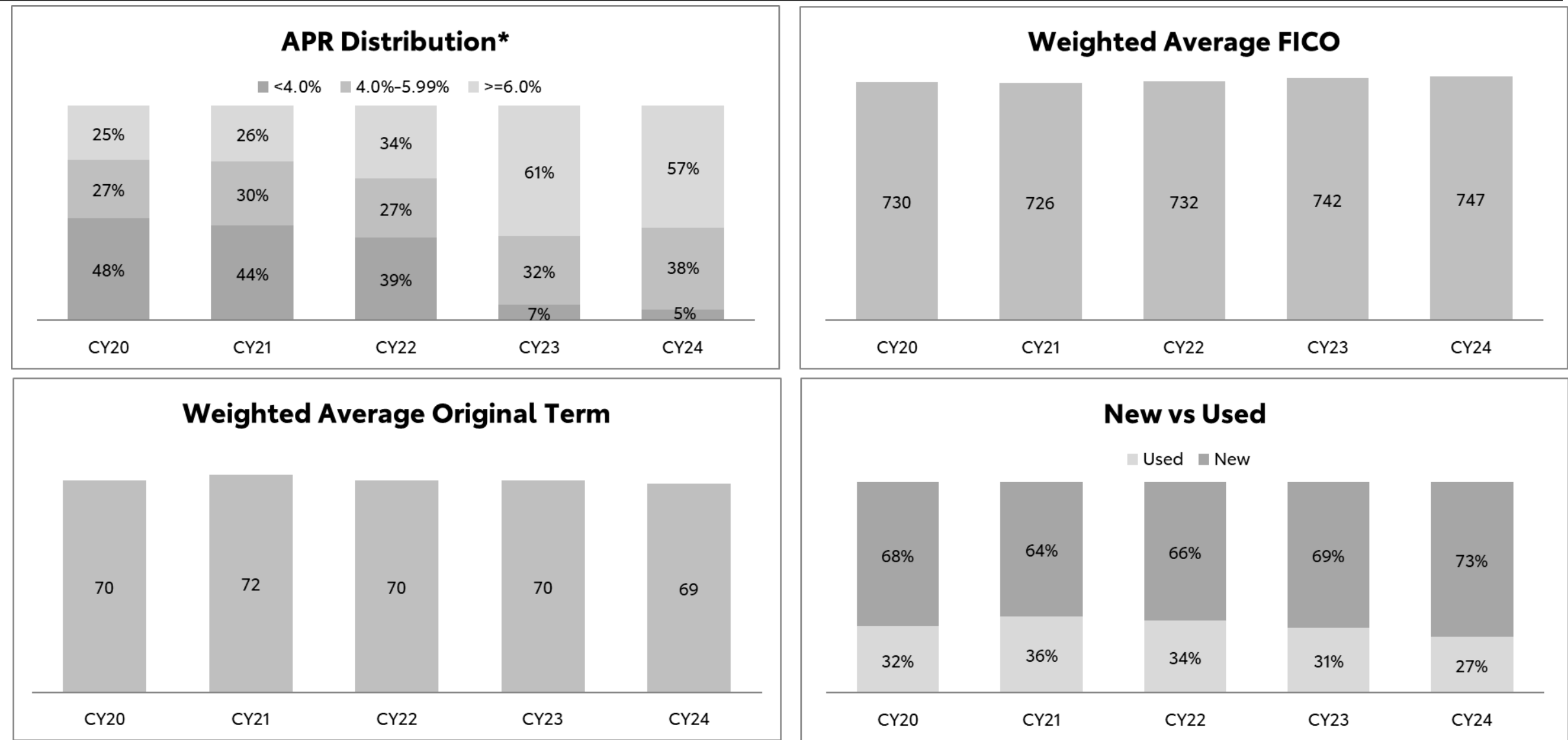
Source: Company Reports as of March 31, 2024

Retail Loan Managed Portfolio Performance



Source: Company Reports as of March 31, 2024

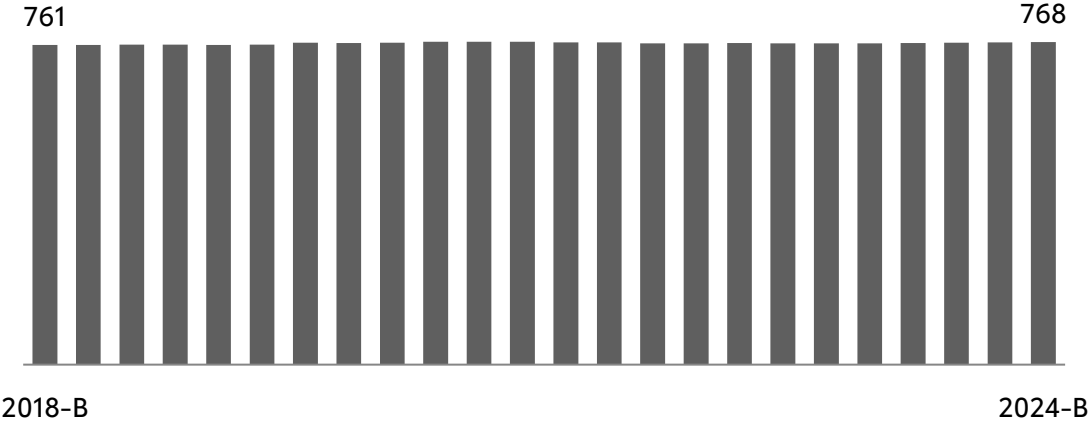
Retail Loan Origination Characteristics



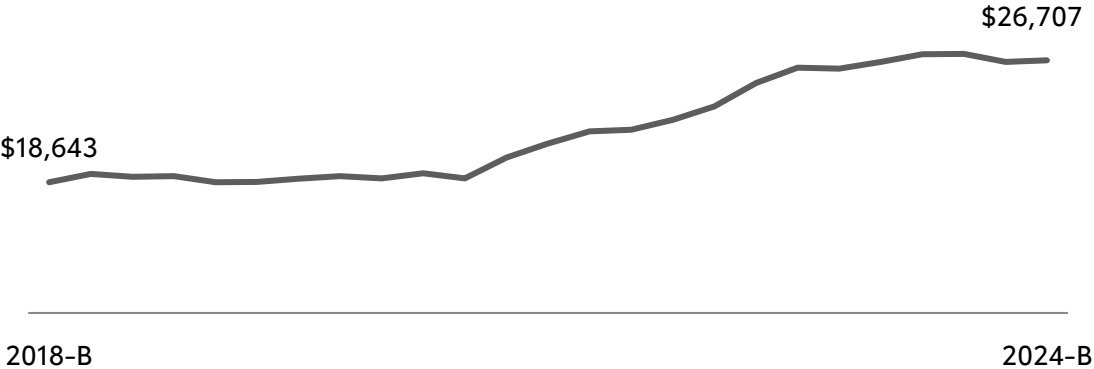
*Percentages may not sum to 100% due to rounding.
Source: Company Reports as of March 31, 2024. Includes retail loans for Toyota and Lexus brands only

TAOT ABS Characteristics

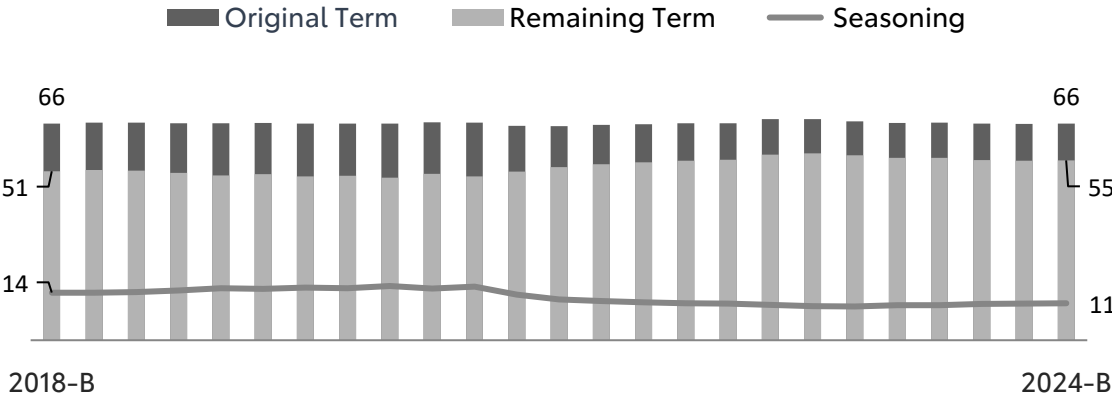
Weighted Average FICO



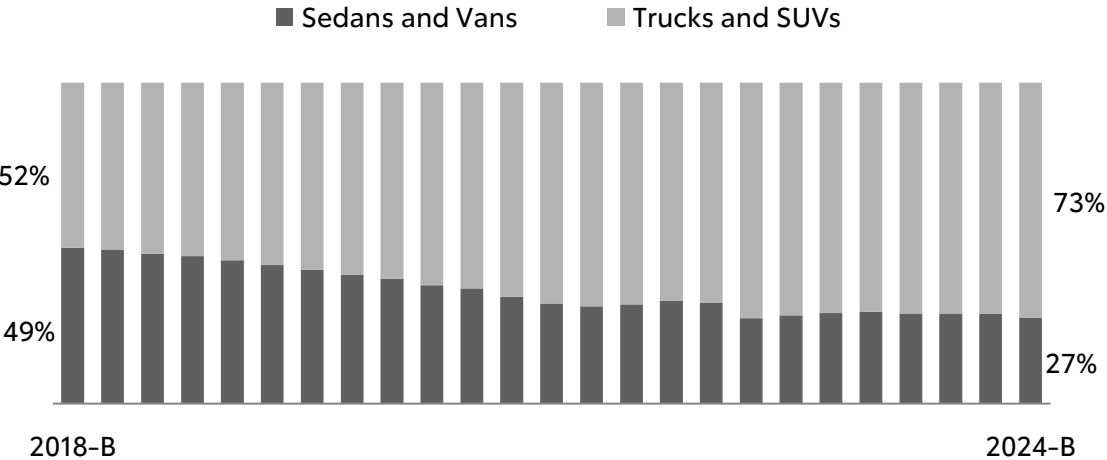
Average Principal Balance



Weighted Avg Orig and Rem Term (months)



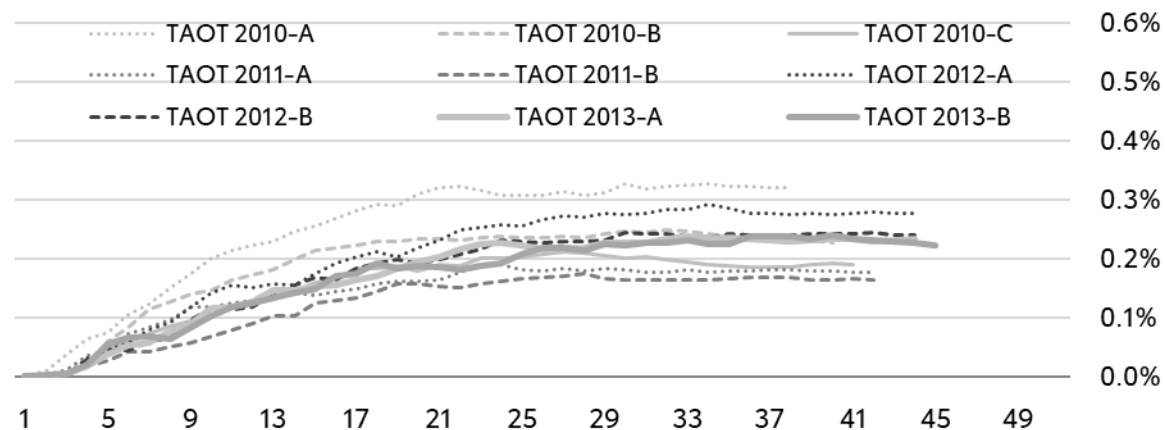
Receivables by Vehicle Type (%)*



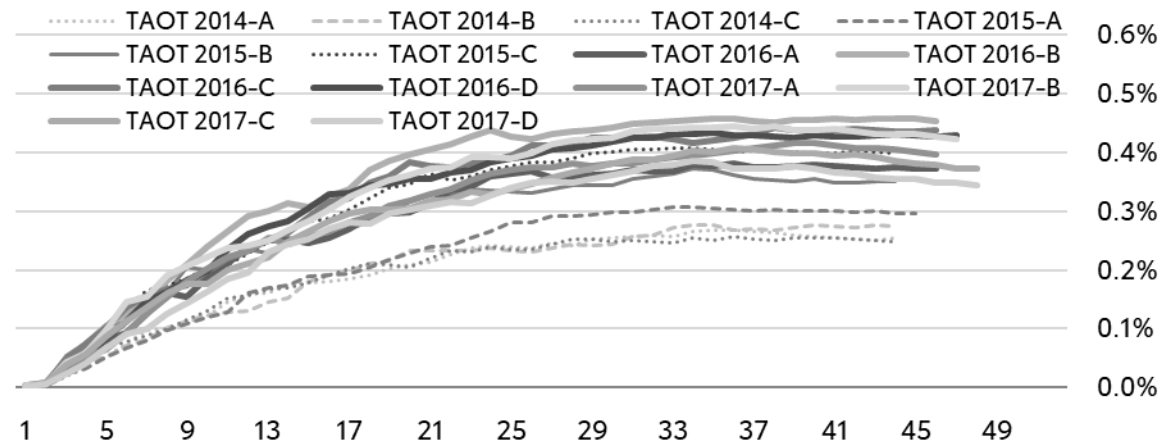
*Percentages may not sum to 100% due to rounding.
Source: Company Reports as of May 31, 2024

TAOT ABS Cumulative Net Losses

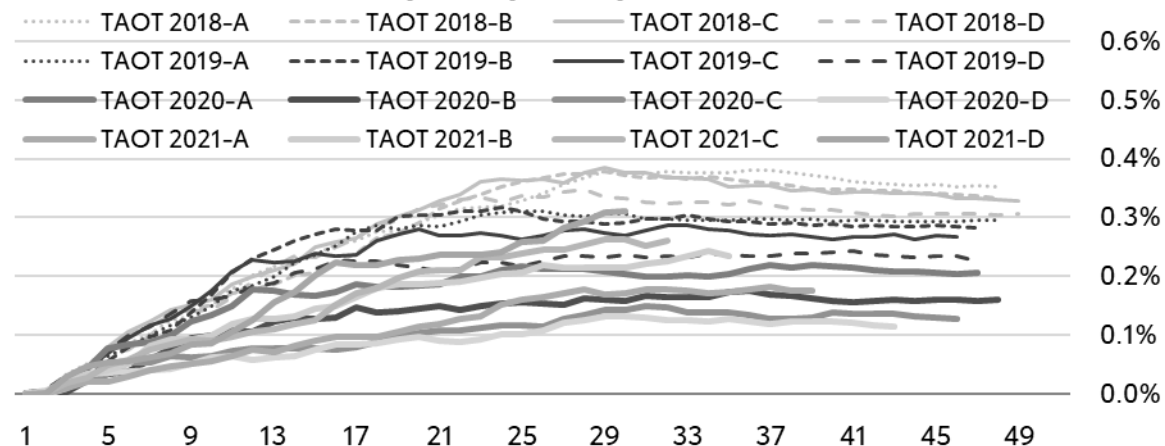
2010, 2011, 2012, 2013 Series



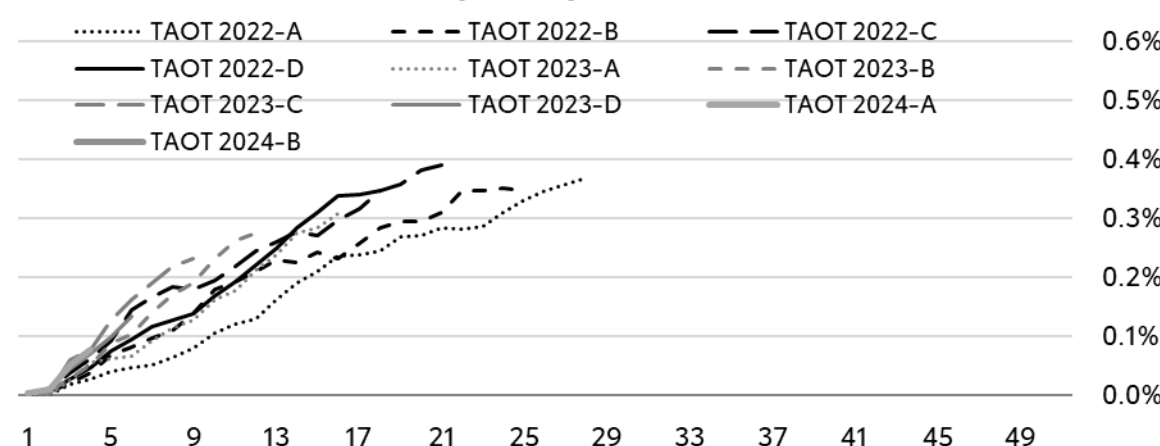
2014, 2015, 2016, 2017 Series



2018, 2019, 2020, 2021 Series

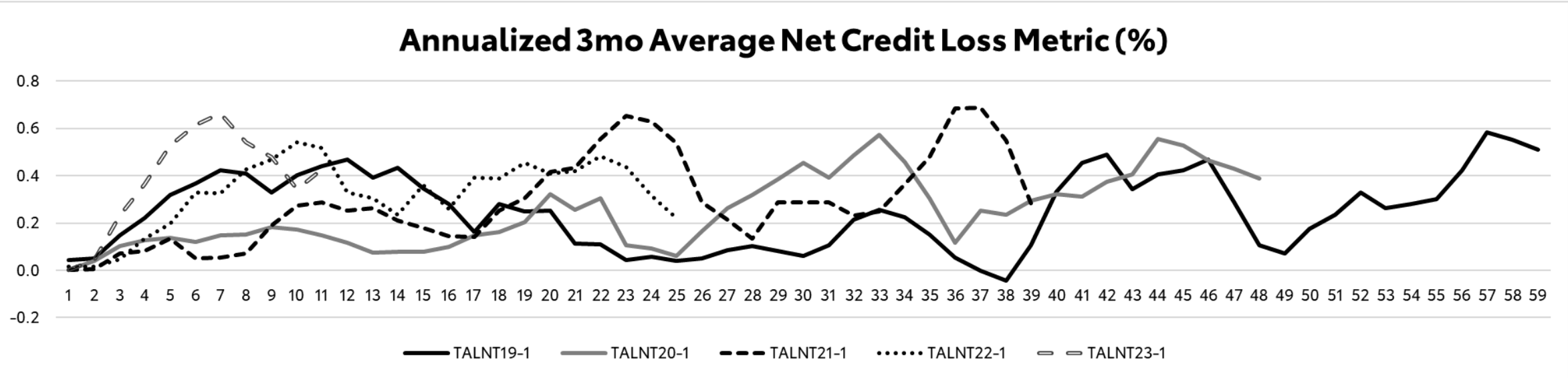
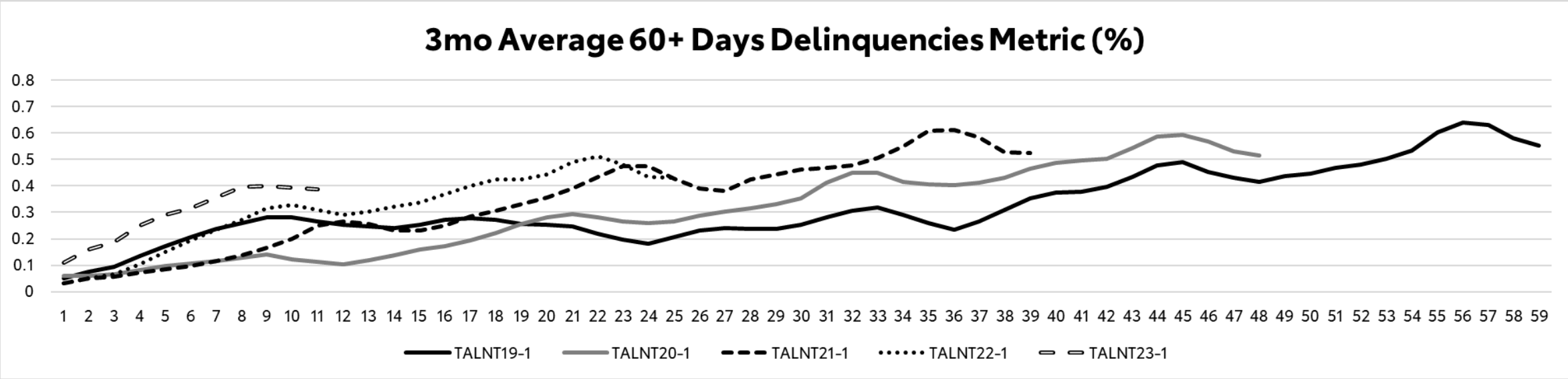


2022, 2023, 2024 Series



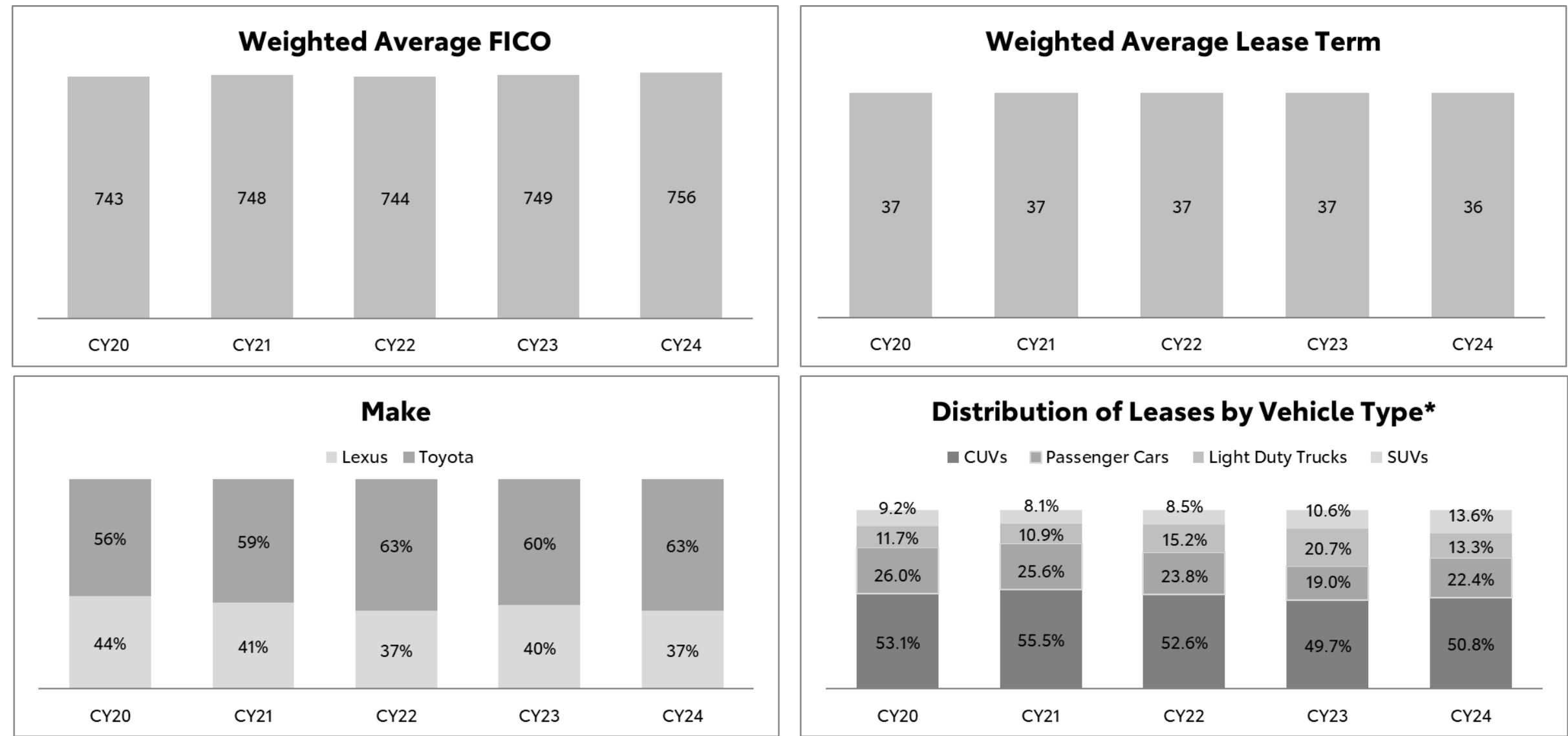
Source: Company Reports as of May 2024 payment date

TALNT ABS Performance



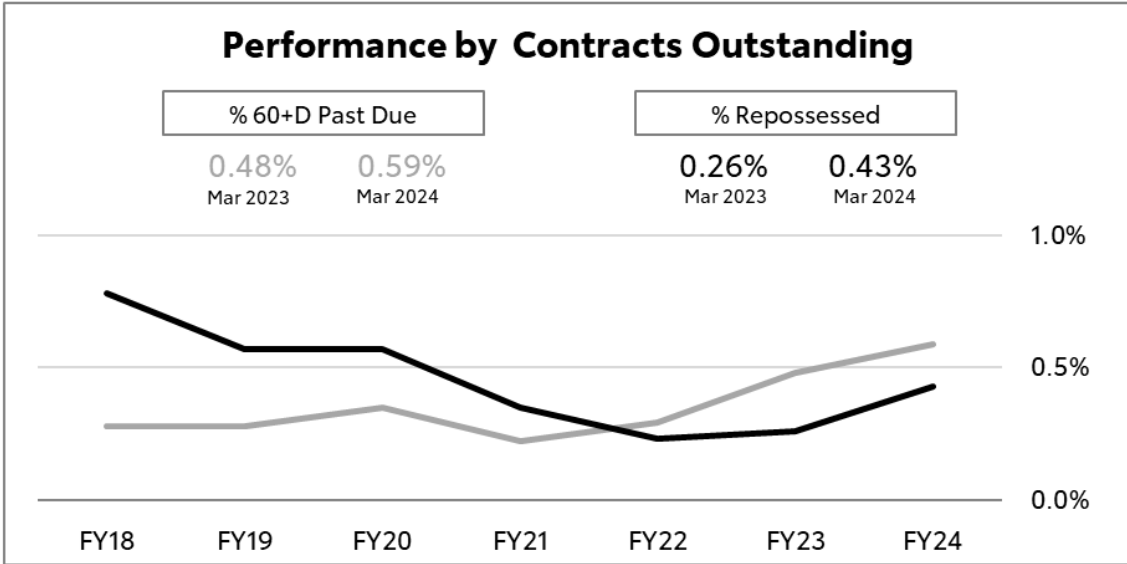
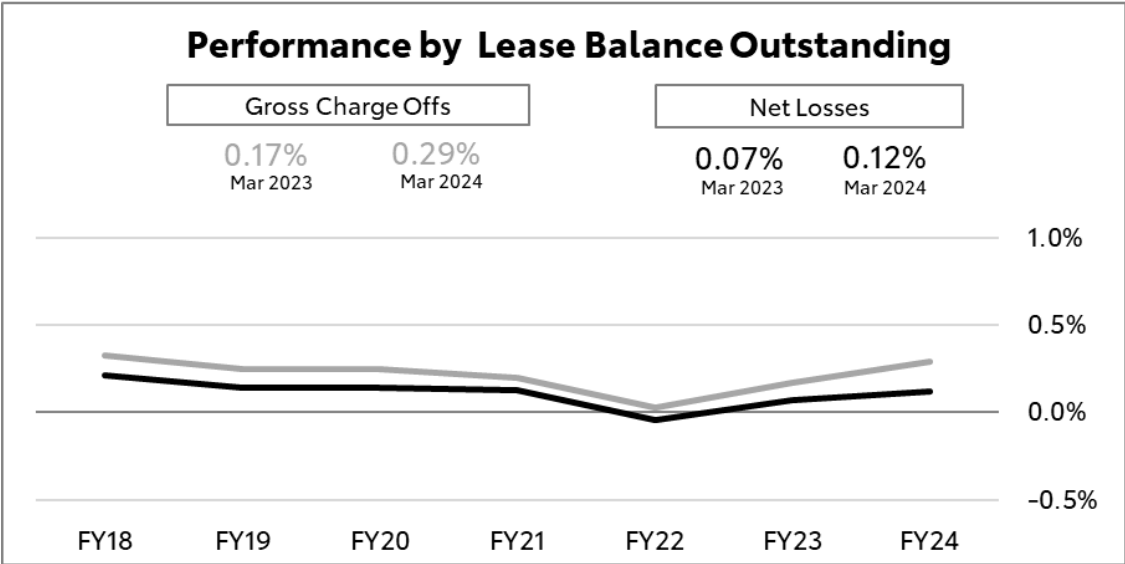
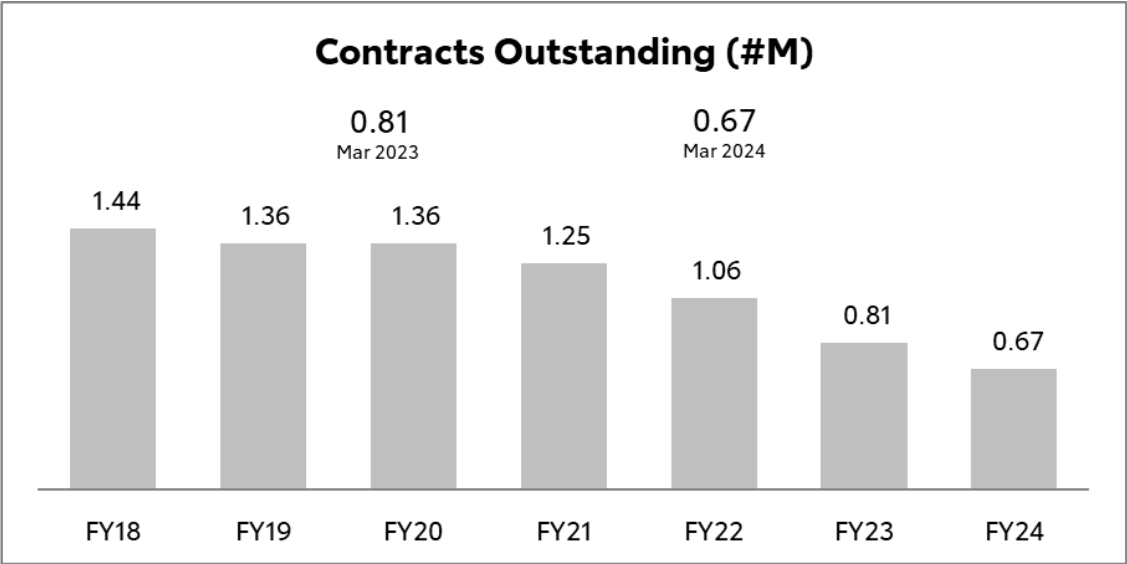
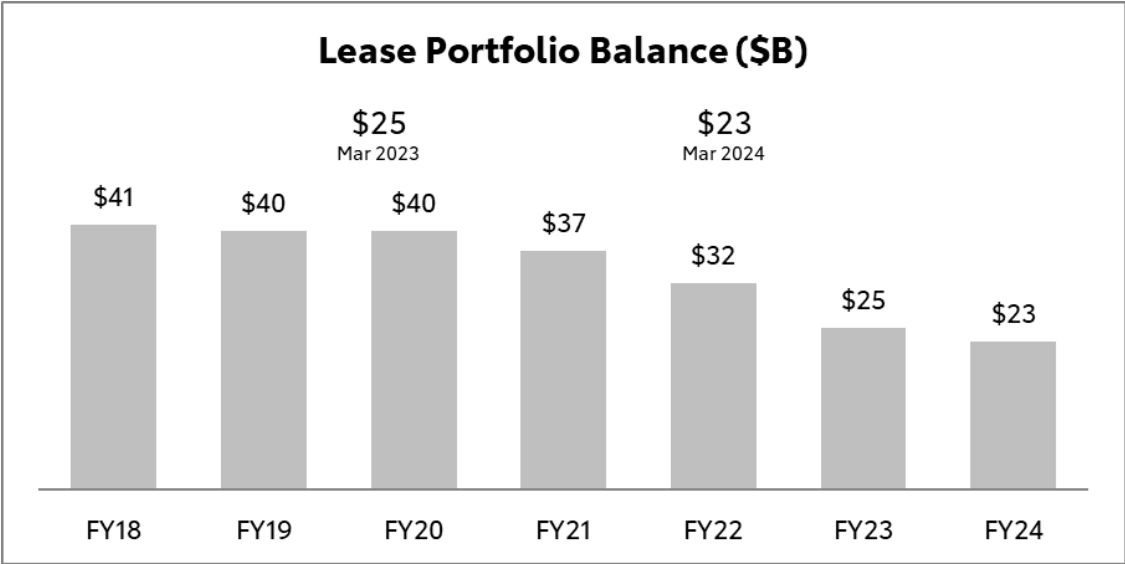
Source: Company Reports as of May 2024 payment date

Lease Origination Characteristics



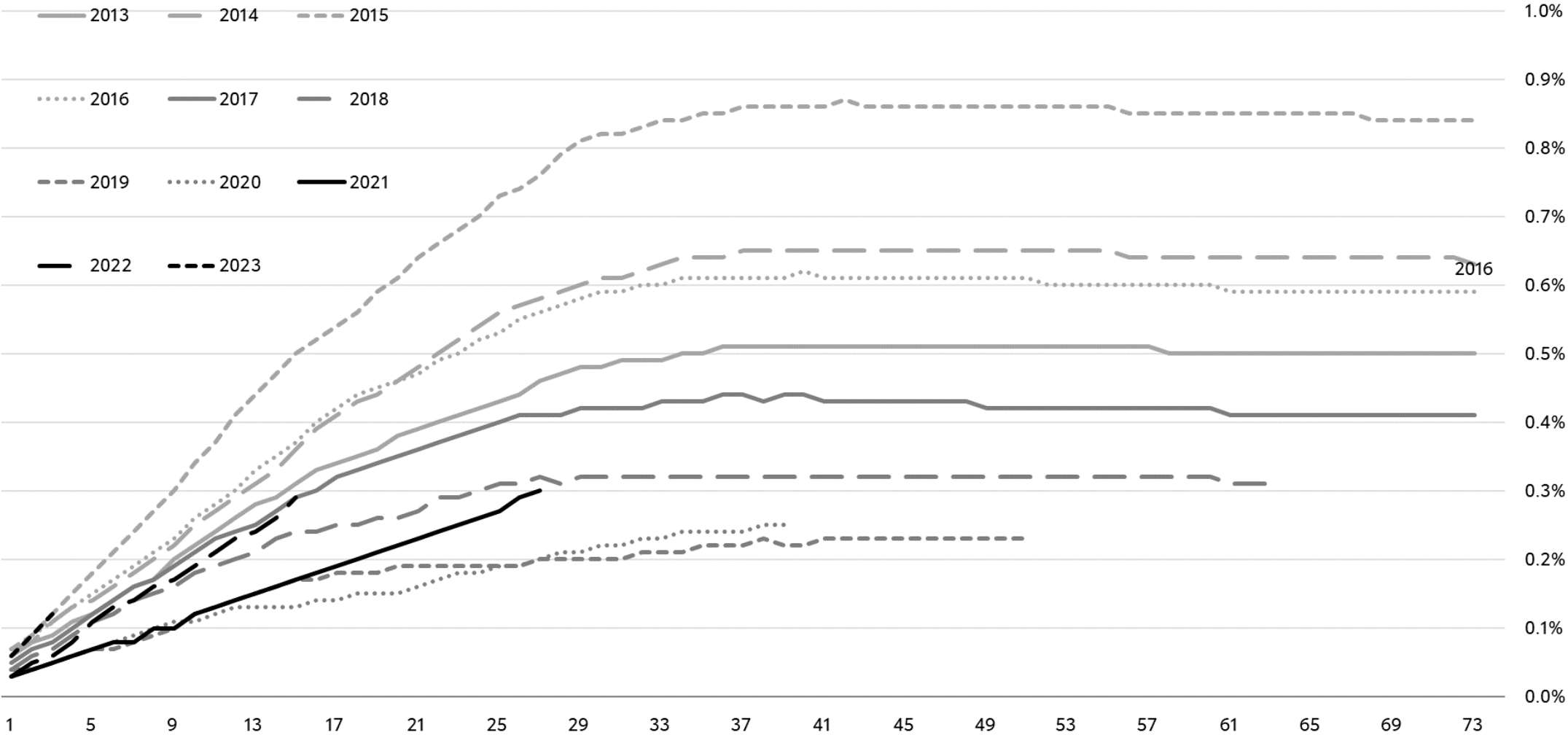
*Percentages may not sum to 100% due to rounding.
Source: Company Reports as of March 31, 2024. Includes leases for Toyota and Lexus brands only

Lease Managed Portfolio Performance



Source: Company Reports as of March 31, 2024

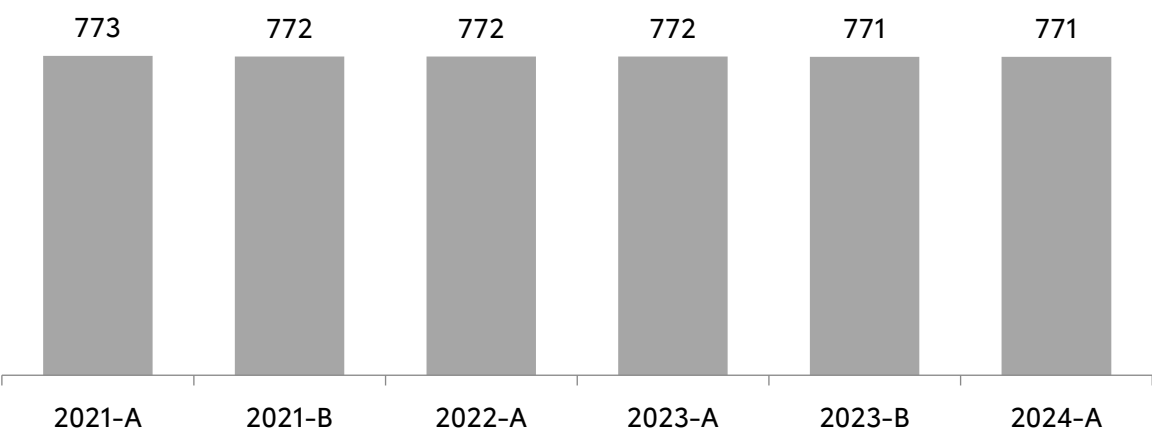
Lease: Cumulative Net Credit Losses by Vintage



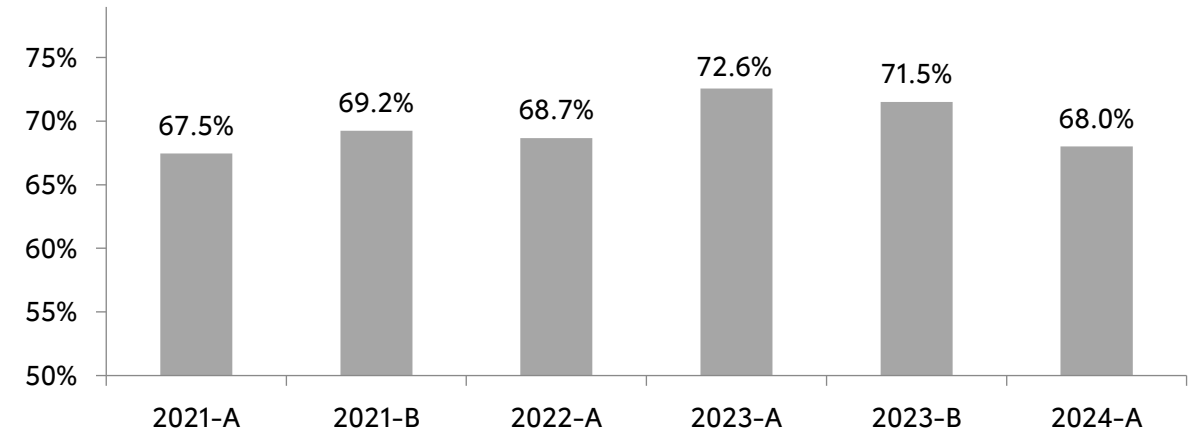
Source: Company Reports as of March 31, 2024

TLOT ABS Characteristics

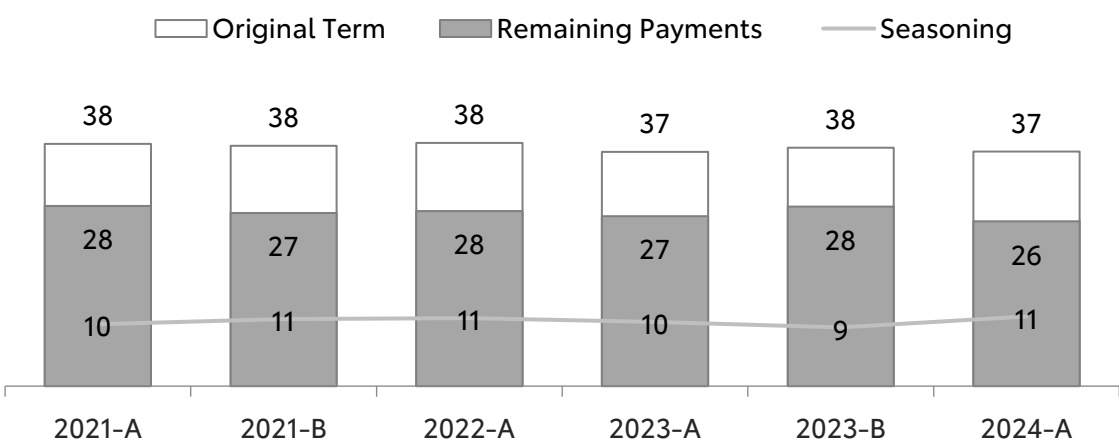
Weighted Average FICO



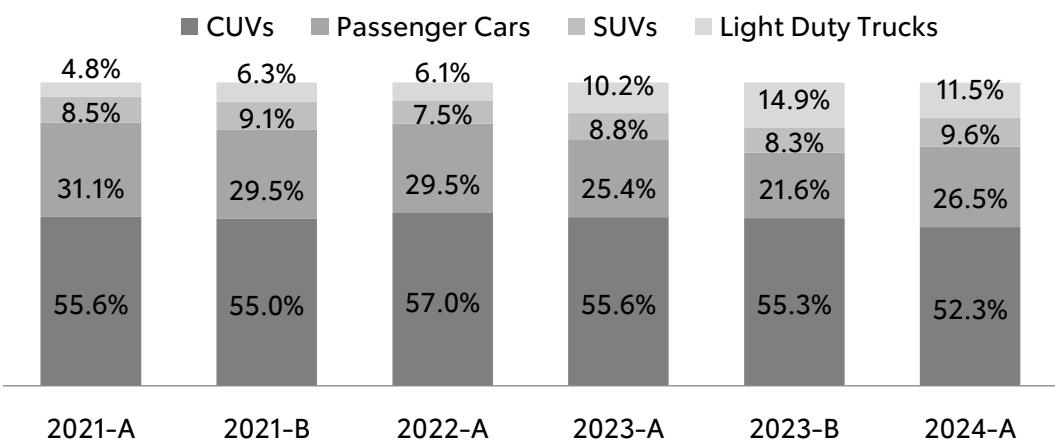
Base Residual as % of Initial Securitization Value



Weighted Avg Original and Remaining Payments

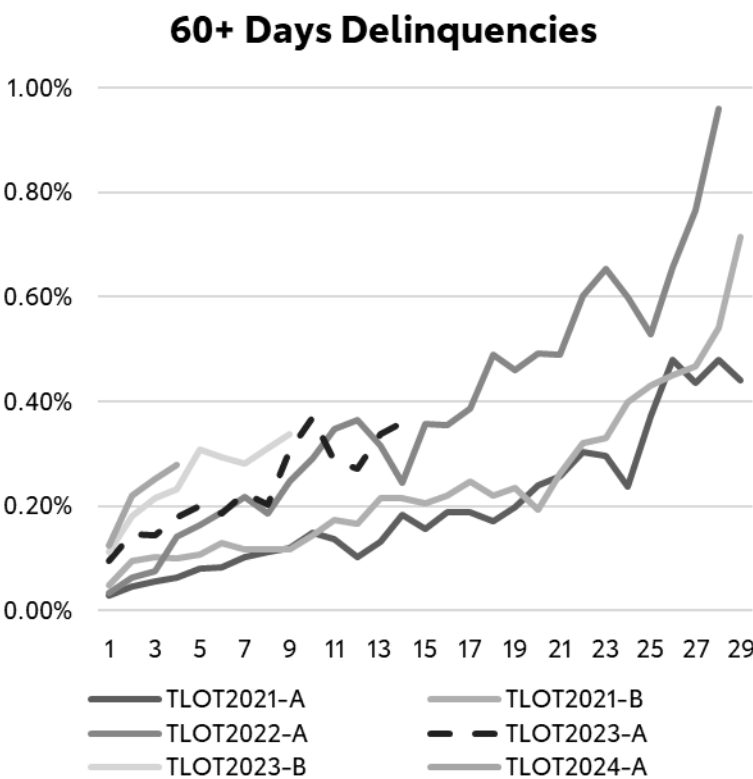
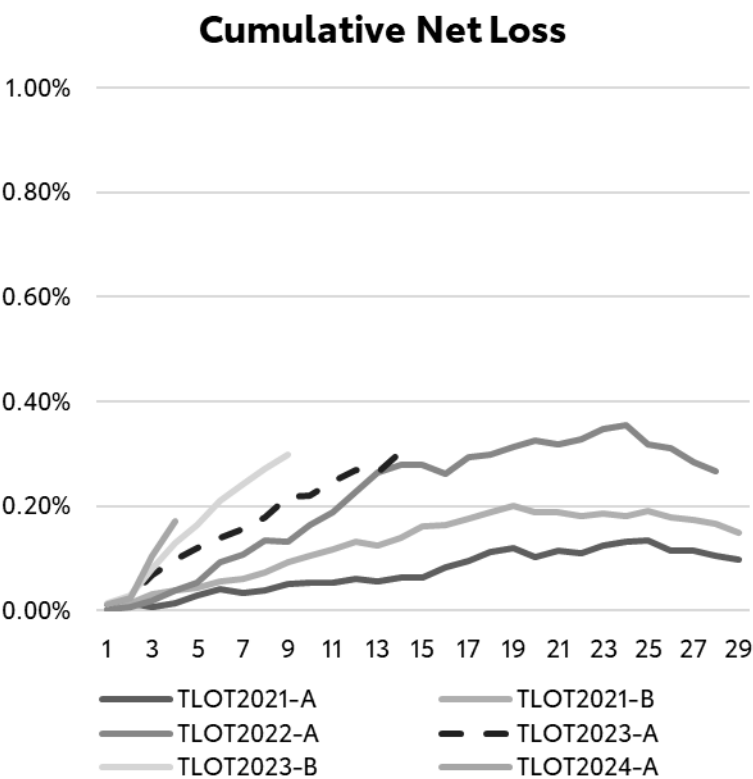
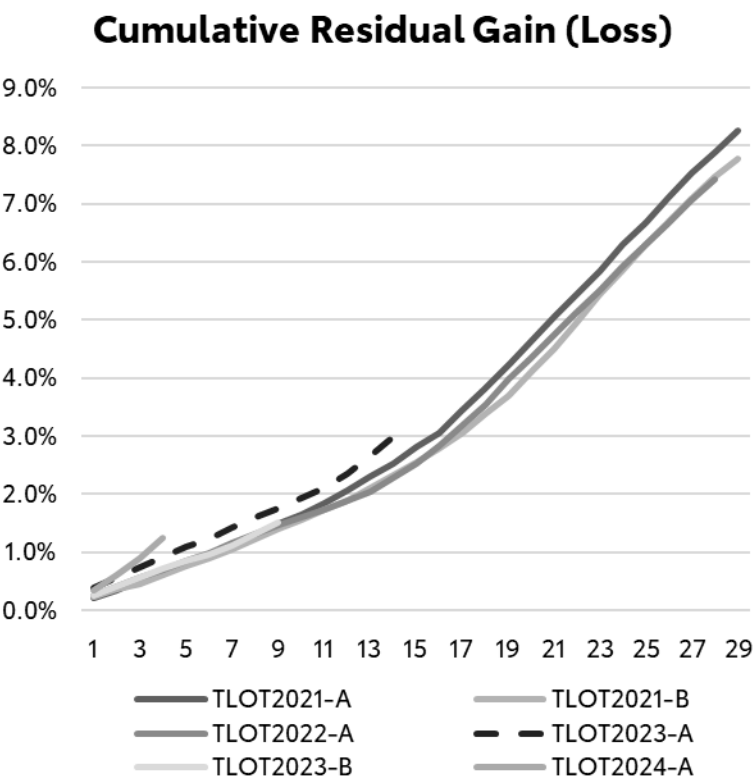


Vehicle Type *



*Percentages may not sum to 100% due to rounding
Source: Company Reports as of March 31, 2024

TLOT Performance



Source: Company Reports as of May 2024 payment date



Appendix



TMCC Financial Performance

Consolidated Income Statement

(USD millions)	Fiscal Year Ended March 31,	
	2023	2024
Total Financing Revenues	11,293	12,144
less: Interest Expense and Depreciation	8,176	8,884
add: Other Income	1,150	1,993
Net Financing Revenues and Other	4,267	5,253
Net Income	979	1,460

Credit Performance

	March 31,	
	2023	2024
Over 60 Days Delinquent ⁽¹⁾		
Retail	0.61%	0.64%
Lease	0.40%	0.48%
Allowance for Credit Losses ^{(1) (2)}	1.62%	1.58%
	Fiscal Year Ended March 31,	
	2023	2024
Net Credit Losses ⁽¹⁾	0.54%	0.69%

(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)

Source: TMCC March 31, 2024 10-K

Credit Support Agreement

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.

Retail Loan Origination Profile

TMCC Retail Auto Loan Originations

Original Summary Characteristics by Vintage Origination Year:	2020	2021	2022	2023	2024
Number of Pool Assets	1,007,542	1,053,629	1,043,884	1,034,754	250,863
Original Pool Balance	\$30,738,117,735	\$34,544,936,474	\$36,849,953,504	\$36,701,259,863	\$8,986,115,068
Average Initial Loan Balance	\$30,508	\$32,787	\$35,301	\$35,469	\$35,821
Weighted Average Interest Rate	4.48%	4.91%	5.59%	7.71%	7.74%
Weighted Average Original Term	70 Months	72 Months	70 Months	70 Months	69 Months
Weighted Average FICO	730	726	732	742	747
Minimum FICO	376	395	397	392	422
Maximum FICO	896	897	898	899	900
Geographic Distribution of Receivables representing the 5 states with the greatest aggregate original principal balance:					
State 1	CA - 22.0%	CA - 23.2%	CA - 23.0%	CA - 21.1%	CA - 20.1%
State 2	TX - 15.0%	TX - 15.6%	TX - 16.2%	TX - 15.3%	TX - 16.5%
State 3	VA - 4.6%	NY - 4.2%	NY - 4.4%	NY - 4.6%	NY - 4.3%
State 4	NY - 4.1%	VA - 4.1%	MD - 3.8%	VA - 3.7%	VA - 3.7%
State 5	PA - 4.0%	MD - 3.9%	PA - 3.7%	MD - 3.5%	IL - 3.6%
Distribution of Receivables by Contract Rate: ⁽¹⁾					
Less than 2.0%	24.6%	16.3%	5.9%	0.5%	0.8%
2.0% - 3.99%	23.1%	28.0%	32.8%	6.7%	4.3%
4.0% - 5.99%	27.2%	29.7%	27.4%	32.2%	38.2%
6.0% - 7.99%	12.6%	13.2%	15.9%	19.9%	16.4%
8.0% - 9.99%	5.1%	5.4%	9.6%	22.5%	20.3%
10.0% - 11.99%	2.6%	2.4%	3.8%	10.5%	11.2%
12.0% - 13.99%	1.6%	1.6%	1.6%	3.9%	4.5%
14.0% - 15.99%	1.2%	1.2%	0.9%	1.4%	1.8%
16.0% and greater	2.0%	2.1%	2.0%	2.3%	2.6%
Total	100.00%	100.00%	100.00%	100.00%	100.00%
Share of Original Assets:					
Percentage of Non-Toyota/Non-Lexus	5.9%	8.2%	7.3%	4.8%	2.6%
Percentage of 75+ Month Term	28.0%	29.1%	19.1%	22.4%	19.1%
Percentage of Used Vehicles	31.6%	36.5%	34.3%	31.0%	26.8%

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

Source: Company Reports as of March 31, 2024

Managed Portfolio Performance – Retail Loan

TMCC Retail Loan Delinquency Experience⁽¹⁾

	At March 31,				
	2024	2023	2022	2021	2020
Outstanding Contracts ⁽²⁾	3,514,336	3,382,927	3,267,466	3,237,181	3,142,143
Number of Accounts Past Due in the following categories					
30 – 59 days	62,787	50,632	40,744	27,476	40,205
60 – 89 days	18,023	15,348	10,731	7,223	11,604
Over 89 days	16,806	14,344	10,389	8,500	12,219
Delinquencies as a Percentage of Contracts Outstanding ⁽³⁾					
30 – 59 days	1.79%	1.50%	1.25%	0.85%	1.28%
60 – 89 days	0.51%	0.45%	0.33%	0.22%	0.37%
Over 89 days	0.48%	0.42%	0.32%	0.26%	0.39%

(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. Excludes private label.

(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

Managed Portfolio Performance – Retail Loan

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

	For the Fiscal Years Ended				
	March 31,				
	2024	2023	2022	2021	2020
Principal Balance Outstanding ⁽²⁾	\$78,003,407	\$72,573,179	\$67,146,402	\$62,833,053	\$56,265,888
Average Principal Balance Outstanding ⁽³⁾	\$75,288,293	\$69,859,790	\$64,989,727	\$59,549,471	\$54,751,134
Number of Contracts Outstanding	3,514,336	3,382,927	3,267,466	3,237,181	3,142,143
Average Number of Contracts Outstanding ⁽³⁾	3,448,632	3,325,197	3,252,324	3,189,662	3,119,804
Number of Repossessions ⁽⁴⁾	52,499	35,962	28,180	28,423	34,899
Number of Repossessions as a Percent of the Number of Contracts Outstanding	1.49%	1.06%	0.86%	0.88%	1.11%
Number of Repossessions as a Percent of the Average Number of Contracts Outstanding	1.52%	1.08%	0.87%	0.89%	1.12%
Gross Charge-Offs ⁽⁵⁾	\$710,294	\$495,938	\$222,023	\$278,833	\$352,213
Recoveries ⁽⁶⁾	\$96,200	\$58,752	\$54,989	\$47,917	\$49,191
Net Losses	\$614,094	\$437,186	\$167,034	\$230,916	\$303,022
Net Losses as a Percentage of Principal Balance Outstanding	0.79%	0.60%	0.25%	0.37%	0.54%
Net Losses as a Percentage of Average Principal Balance Outstanding	0.82%	0.63%	0.26%	0.39%	0.55%

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

(2) Principal Balance Outstanding includes payoff amount for simple interest contracts and net principal balance 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 bankrupt repossessions but excludes bankruptcies.

(5) Amount charged off is the 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 dealer reserve chargebacks.

Source: Company Reports

Retail Loan ABS Comparison

Original Summary Characteristics by Prior Securitization:	TAOT 2020-D	TAOT 2021-A	TAOT 2021-B	TAOT 2021-C	TAOT 2021-D	TAOT 2022-A	TAOT 2022-B	TAOT 2022-C	TAOT 2022-D	TAOT 2023-A	TAOT 2023-B	TAOT 2023-C	TAOT 2023-D	TAOT 2024-A	TAOT 2024-B
Number of Pool Assets	87,460	89,958	78,636	75,689	75,426	77,985	77,626	65,964	68,972	69,360	67,500	65,736	65,406	71,726	70,254
Initial Pool Balance	\$1,652,997,849.97	\$1,822,777,183.00	\$1,666,956,330.00	\$1,666,028,014.87	\$1,667,553,462.91	\$1,775,873,551.06	\$1,836,639,189.92	\$1,661,936,432.71	\$1,807,594,097.92	\$1,813,667,857.76	\$1,795,999,450.37	\$1,781,678,265.26	\$1,774,239,151.48	\$1,908,468,799.65	\$1,876,256,589.10
Average Principal Balance	\$18,900.04	\$20,263.00	\$21,198.00	\$22,011.49	\$22,108.47	\$22,771.99	\$23,660.10	\$25,194.60	\$26,207.65	\$26,148.61	\$26,607.40	\$27,103.54	\$27,126.55	\$26,607.77	\$26,706.76
Weighted Average Interest Rate	3.46%	3.06%	3.08%	3.05%	3.15%	3.27%	3.27%	3.37%	3.44%	3.64%	4.05%	4.64%	5.10%	5.37%	5.70%
Weighted Average Original Term	66	65	65	65	66	66	66	67	67	66	66	66	66	66	66
Weighted Average Remaining Term	50	51	53	53	54	55	55	56	57	56	55	55	55	55	55
Weighted Average FICO	769	769	767	767	765	765	766	765	765	765	765	766	767	767	768
Minimum FICO	620	620	620	620	620	620	620	620	620	620	620	620	620	620	620
Maximum FICO	900	900	900	900	900	900	900	900	900	900	900	900	900	900	900
Geographic Distribution of Receivables representing the 5 states with the greatest aggregate Initial principal balance:															
State 1	CA – 23.3%	CA – 23.7%	CA – 26.0%	CA – 26.4%	CA – 26.8%	CA – 26.9%	CA – 28.2%	CA – 26.9%	CA – 27.29%	CA – 26.46%	CA – 25.24%	CA – 23.59%	CA – 21.26%	CA – 19.62%	CA – 17.43%
State 2	TX – 13.9%	TX – 12.5%	TX – 13.0%	TX – 12.7%	TX – 13.3%	TX – 13.7%	TX – 12.9%	TX – 12.9%	TX – 13.09%	TX – 13.30%	TX – 14.61%	TX – 14.89%	TX – 15.28%	TX – 16.00%	TX – 16.09%
State 3	IL – 4.5%	IL – 4.7%	IL – 4.5%	PA – 4.3%	PA – 4.1%	IL – 4.5%	PA – 4.0%	PA – 4.2%	PA – 4.09%	PA – 4.35%	IL – 4.15%	PA – 4.03%	PA – 4.12%	PA – 4.24%	PA – 4.30%
State 4	PA – 4.1%	PA – 4.4%	PA – 4.4%	IL – 4.2%	IL – 4.1%	PA – 4.4%	IL – 4.0%	IL – 4.0%	NJ – 3.86%	IL – 4.00%	PA – 4.12%	IL – 3.91%	IL – 4.05%	IL – 4.03%	IL – 4.05%
State 5	VA – 3.9%	VA – 3.8%	VA – 3.6%	NJ – 3.7%	NJ – 3.7%	VA – 3.5%	NJ – 3.7%	NJ – 3.7%	IL – 3.83%	NJ – 3.81%	MD – 3.62%	NJ – 3.62%	MD – 3.79%	VA – 3.98%	VA – 4.00%
Distribution of Receivables by Contract Rate: ⁽¹⁾															
Less than 2.0%	36.96%	45.00%	43.08%	42.69%	40.45%	37.10%	32.70%	30.57%	22.28%	19.25%	18.44%	8.28%	5.80%	4.46%	3.10%
2.0% - 3.99%	28.73%	24.94%	27.06%	29.02%	30.30%	32.36%	38.79%	41.21%	50.81%	51.68%	46.97%	35.43%	28.07%	22.76%	17.46%
4.0% - 5.99%	22.83%	19.64%	19.84%	19.23%	19.84%	20.96%	19.78%	19.83%	18.88%	19.58%	21.51%	39.42%	44.55%	47.92%	49.23%
6.0% - 7.99%	7.14%	6.37%	6.08%	5.56%	5.75%	5.92%	5.34%	5.11%	4.91%	6.18%	8.40%	9.22%	12.20%	14.63%	18.01%
8.0% - 9.99%	2.33%	2.10%	2.15%	1.91%	2.00%	2.14%	2.03%	1.92%	1.88%	2.01%	2.96%	5.14%	6.13%	6.92%	8.87%
10.0% - 11.99%	1.16%	1.17%	1.08%	0.93%	0.98%	0.92%	0.78%	0.90%	0.74%	0.75%	1.02%	1.53%	2.10%	2.23%	2.27%
12.0% - 13.99%	0.61%	0.53%	0.47%	0.45%	0.47%	0.40%	0.39%	0.31%	0.36%	0.37%	0.40%	0.59%	0.68%	0.68%	0.67%
14.0% - 15.99%	0.18%	0.18%	0.18%	0.17%	0.18%	0.17%	0.15%	0.14%	0.11%	0.14%	0.20%	0.26%	0.27%	0.23%	0.23%
16.0% and greater	0.06%	0.07%	0.05%	0.04%	0.04%	0.02%	0.04%	0.03%	0.03%	0.04%	0.10%	0.14%	0.20%	0.18%	0.17%
Total	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Distribution of Receivables by Vehicle Type: ⁽¹⁾															
Passenger Cars	31.67%	30.27%	31.22%	30.22%	30.89%	32.03%	31.46%	26.58%	27.49%	28.21%	28.55%	27.88%	27.91%	27.96%	26.81%
Minivans	4.22%	3.04%	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Light Duty Trucks	17.08%	16.81%	15.87%	15.19%	14.00%	13.77%	12.83%	12.12%	12.09%	13.51%	16.86%	18.50%	18.15%	17.84%	18.22%
SUVs	47.03%	49.87%	6.63%	6.93%	7.08%	7.01%	7.06%	7.05%	6.72%	6.50%	6.09%	6.28%	6.13%	6.35%	6.93%
CUVs ⁽²⁾	NA	NA	46.29%	47.66%	48.02%	47.20%	48.65%	54.25%	53.70%	51.78%	48.50%	47.34%	47.82%	47.86%	48.04%
Total	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Distribution of Receivables by Make: ⁽¹⁾															
Toyota and Scion	85.87%	83.91%	83.73%	82.42%	82.40%	82.76%	80.71%	80.18%	79.83%	80.01%	81.72%	82.91%	81.44%	81.45%	81.41%
Lexus	14.13%	16.09%	16.27%	17.58%	17.60%	17.24%	19.29%	19.82%	20.17%	19.99%	18.28%	17.09%	18.56%	18.55%	18.59%
Total	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Share of Original Assets:															
Percentage with Original Scheduled Payments > 60 month	56.23%	49.18%	50.61%	50.46%	52.33%	54.48%	55.04%	65.07%	65.50%	63.10%	62.35%	63.31%	62.61%	62.19%	62.98%
Percentage of Used Vehicles	23.33%	26.33%	25.41%	26.34%	27.45%	27.34%	23.26%	22.78%	21.56%	20.94%	18.72%	18.75%	17.38%	15.82%	13.38%

Source: Company Reports

Lease Origination Profile

Original Summary Characteristics by Vintage Origination Year:	2020	2021	2022	2023	2024
Number of Pool Assets	385,379	383,011	184,817	215,589	67,600
Original Pool Balance	\$14,392,981,563	\$14,903,774,629	\$7,419,017,197	\$9,461,838,737	\$2,978,514,035
Average Initial Lease Balance	\$37,348	\$38,912	\$40,143	\$43,888	\$44,061
Weighted Average Original Term	37	37	37	37	36
Weighted Average FICO	743	748	744	749	756
Minimum FICO	394	369	426	417	432
Maximum FICO	900	900	900	900	900
Geographic Distribution of Receivables representing the 5 states with the greatest aggregate Net Capital Cost:					
State 1	CA - 21.4%	CA - 22.0%	CA - 20.2%	CA - 23.1%	CA - 26.3%
State 2	NY - 11.0%	NY - 11.5%	NY - 11.%	TX - 12.2%	TX - 11.3%
State 3	NJ - 6.8%	NJ - 7.3%	TX - 8.4%	NY - 9.3%	NY - 8.8%
State 4	FL - 8.3%	FL - 8.6%	FL - 8.3%	FL - 7.6%	FL - 7.2%
State 5	TX - 7.6%	TX - 6.9%	NJ - 7.6%	NJ - 6.2%	NJ - 5.9%
Distribution of Receivables by Vehicle Type: ⁽¹⁾					
Passenger Cars	26.0%	25.6%	23.8%	19.0%	22.4%
Light Duty Trucks	11.7%	10.9%	15.2%	20.7%	13.3%
SUVs	9.2%	8.1%	8.5%	10.6%	13.6%
CUVs	53.1%	55.5%	52.6%	49.7%	50.8%
Total	100.00%	100.00%	100.00%	100.00%	100.00%
Distribution of Receivables by Make: ⁽¹⁾					
Toyota	55.8%	58.8%	62.5%	60.3%	62.6%
Lexus	44.2%	41.2%	37.5%	39.7%	37.4%
Total	100.00%	100.00%	100.00%	100.00%	100.00%

(1) Percentages may not add to 100.0% due to rounding.
Source: Company Reports as of March 31, 2024

Managed Portfolio Performance - Lease

TMCC Lease Delinquency Experience⁽¹⁾

	At March 31,				
	2024	2023	2022	2021	2020
Outstanding Contracts ⁽²⁾	672,664	813,606	1,057,438	1,248,019	1,362,691
Number of Accounts Past Due in the following categories					
30 - 59 days	7,952	7,589	7,421	6,356	12,379
60 - 89 days	2,235	2,198	1,777	1,615	3,017
Over 89 days	1,708	1,691	1,287	1,100	1,724
Delinquencies as a Percentage of Contracts Outstanding ⁽³⁾					
30 - 59 days	1.18%	0.93%	0.70%	0.51%	0.91%
60 - 89 days	0.33%	0.27%	0.17%	0.13%	0.22%
Over 89 days	0.25%	0.21%	0.12%	0.09%	0.13%

(1) Data presented in the table is based upon Lease Balance for new and used vehicles.

(2) Number of contracts outstanding at end of period. Excludes private label.

(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

Managed Portfolio Performance - Lease

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

	For the Fiscal Years Ended				
	March 31,				
	2024	2023	2022	2021	2020
Lease Contracts Outstanding (\$) ⁽²⁾	\$22,714,668	\$25,245,328	\$32,383,470	\$37,225,686	\$39,532,930
Average Lease Contracts Outstanding (\$)	\$23,690,962	\$28,145,158	\$35,446,715	\$37,593,542	\$40,586,875
Number of Lease Contracts Outstanding (Units)	672,664	813,606	1,057,438	1,248,110	1,362,756
Average Number of Lease Contracts Outstanding (Units) ⁽³⁾	734,641	914,831	1,162,957	1,290,643	1,400,448
Number of Repossessions Sold (Units) ⁽⁴⁾	3,148	2,377	2,656	4,454	8,052
Number of Repossessions Sold as a Percent of the Average Number of Lease Contracts Outstanding	0.43%	0.26%	0.23%	0.35%	0.57%
Charge-Offs (\$) ⁽⁵⁾	\$66,000	\$42,578	\$8,914	\$74,646	\$100,313
Charge-Offs (Units)	12,690	13,263	16,223	19,121	21,124
Recoveries (\$) ⁽⁶⁾	\$37,916	\$22,415	\$22,291	\$27,503	\$44,452
Net (Gains)/Losses (\$)	\$28,085	\$20,163	(\$13,377)	\$47,143	\$55,861
Net (Gains)/Losses as a Percentage of Average Dollar Amount of Lease Contracts Outstanding	0.12%	0.07%	-0.04%	0.13%	0.14%

(1) Includes contracts that have been sold but are still being serviced by TMCC (excluding TCPR). Excludes private label.

(2) Outstanding balance is equal to the net book value of the related Lease.

(3) Averages are computed by taking an average of the month end outstanding amounts for each period presented.

(4) Includes bankrupt 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 dealer reserve chargebacks.

Source: Company Reports

TMCC Managed Lease Portfolio Residual Loss Experience - Aggregate Portfolio⁽¹⁾⁽²⁾

TMCC Managed Lease Portfolio Residual Loss Experience - Aggregate Portfolio⁽¹⁾⁽²⁾

	For the Calendar YTD		For the Calendar Years Ended				
	March 31,		December 31,				
	2024	2023	2023	2022	2021	2020	2019
Total Number of Vehicles Scheduled to Terminate	97,710	94,287	335,719	435,424	456,075	447,288	512,295
Total ALG Residuals on Vehicles Scheduled to Terminate	\$2,129,278,205	\$1,848,500,105	\$7,024,885,635	\$8,853,916,925	\$8,708,633,563	\$8,481,913,698	\$9,454,199,686
Number of Vehicles Returned to TMCC ⁽³⁾	2,649	2,164	7,261	9,881	48,893	173,672	272,630
Number of Vehicles Going to Full Term ⁽⁴⁾	45,724	48,293	164,877	224,364	238,456	273,229	305,965
Vehicles Returned to TMCC Ratio	2.7%	2.3%	2.2%	2.3%	10.7%	38.8%	53.2%
Total Gain/(Loss) on ALG Residuals on Vehicles Returned to TMCC ⁽⁵⁾	\$9,610,550	\$7,694,733	\$24,153,327	\$32,107,018	\$175,597,275	\$290,069,952	\$410,323,395
Average Gain/(Loss) on ALG Residuals on Vehicles Returned to TMCC ⁽⁵⁾	\$3,628	\$3,556	\$3,326	\$3,249	\$3,591	\$1,670	\$1,505
Total ALG Residuals on Vehicles Returned to TMCC	\$60,566,640	\$40,904,325	\$148,742,971	\$189,977,850	\$997,449,401	\$3,424,893,778	\$5,077,031,398
Total Gain/(Loss) on ALG Residuals on Vehicles Returned to TMCC as a Percentage of ALG Residuals of Returned Vehicles sold by TMCC	15.9%	18.8%	16.2%	16.9%	17.6%	8.5%	8.1%
Total Gain/(Loss) on ALG Residuals on Vehicles Returned to TMCC as a Percentage of ALG Residuals of Vehicles Scheduled to Terminate	0.5%	0.4%	0.3%	0.4%	2.0%	3.4%	4.3%
Average Contract Residual Value as a Percentage of Adjusted MSRP ⁽⁶⁾	62.3%	57.5%	58.2%	57.5%	56.2%	58.5%	60.6%
Average ALG Residual as a Percentage of Adjusted MSRP ⁽⁶⁾	55.9%	50.9%	52.0%	51.6%	50.6%	51.2%	51.5%
Percentage Difference	6.4%	6.6%	6.2%	5.8%	5.5%	7.3%	9.2%

(1) The residual value loss data reported in this table includes all lease contracts purchased by TMCC or the Titling Trust with FICO® scores of at least 620 and original terms between 24 and 48 months, excluding full Battery Electric and Hydrogen Fuel Cell Vehicles. The residual value loss data reported in this table also includes lease contracts that have been sold but are still being serviced by TMCC.

(2) For purposes of this table, the "ALG Residual" for each leased vehicle is equal to the related residual value estimate produced by Automotive Lease Guide at the time of origination of the related lease with average condition and standard mileage (15,000 miles/year) or, if such estimate is unavailable, the related Contract Residual Value.

(3) Excludes repossessions, charge-offs, and vehicles in inventory, but includes early terminations

(4) Includes all vehicles terminating at scheduled maturity, terminating past scheduled maturity and terminating within 30 days prior to scheduled maturity.

(5) Residual gain/(loss) is net of remarketing expenses, and excess wear and tear and excess mileage collections.

(6) Adjusted MSRP includes value added vehicle adjustments.

Source: Company Reports

TMCC Managed Lease Portfolio Residual Loss Experience – By Make⁽¹⁾⁽²⁾

TMCC Managed Lease Portfolio Residual Loss Experience – By Make⁽¹⁾⁽²⁾

	For the Calendar YTD		For the Calendar Years Ended				
	March 31,		December 31,				
	2024	2023	2023	2022	2021	2020	2019
Total Number of Vehicles Scheduled to Terminate	25,922	34,411	137,166	159,351	141,593	142,290	161,989
Total ALG Residuals on Vehicles Scheduled to Terminate	\$665,119,925	\$826,809,625	\$3,330,603,615	\$3,839,670,603	\$3,400,554,672	\$3,427,096,320	\$3,904,496,867
Number of Vehicles Returned to TMCC ⁽³⁾	621	604	2,518	2,750	24,295	77,970	115,316
Number of Vehicles Going to Full Term ⁽⁴⁾	11,744	17,977	66,303	80,962	70,312	80,793	88,182
Vehicles Returned to TMCC Ratio	2.4%	1.8%	1.8%	1.7%	17.2%	54.8%	71.2%
Total Gain/(Loss) on ALG Residuals on Vehicles Returned to TMCC ⁽⁵⁾	\$2,641,449	\$2,443,561	\$9,616,133	\$11,243,714	\$110,510,332	\$169,363,733	\$141,199,460
Average Gain/(Loss) on ALG Residuals on Vehicles Returned to TMCC ⁽⁵⁾	\$4,254	\$4,046	\$3,819	\$4,089	\$4,549	\$2,172	\$1,224
Lexus Total ALG Residuals on Vehicles Returned to TMCC	\$16,208,135	\$14,410,370	\$61,022,865	\$65,735,190	\$579,452,262	\$1,874,853,641	\$2,756,487,617
Total Gain/(Loss) on ALG Residuals on Vehicles Returned to TMCC as a Percentage of ALG Residuals of Returned Vehicles sold by TMCC	16.3%	17.0%	15.8%	17.1%	19.1%	9.0%	5.1%
Total Gain/(Loss) on ALG Residuals on Vehicles Returned to TMCC as a Percentage of ALG Residuals of Vehicles Scheduled to Terminate	0.4%	0.3%	0.3%	0.3%	3.2%	4.9%	3.6%
Average Contract Residual Value as a Percentage of Adjusted MSRP ⁽⁶⁾	54.7%	52.9%	53.4%	52.7%	53.0%	56.2%	58.4%
Average ALG Residual as a Percentage of Adjusted MSRP ⁽⁶⁾	50.3%	47.7%	48.1%	47.3%	46.9%	47.9%	49.1%
Percentage Difference	4.4%	5.2%	5.3%	5.4%	6.0%	8.3%	9.2%

(1) The residual value loss data reported in this table includes all lease contracts purchased by TMCC or the Titling Trust with FICO® scores of at least 620 and original terms between 24 and 48 months, excluding full Battery Electric and Hydrogen Fuel Cell Vehicles. The residual value loss data reported in this table also includes lease contracts that have been sold but are still being serviced by TMCC.

(2) For purposes of this table, the “ALG Residual” for each leased vehicle is equal to the related residual value estimate produced by Automotive Lease Guide at the time of origination of the related lease with average condition and standard mileage (15,000 miles/year) or, if such estimate is unavailable, the related Contract Residual Value.

(3) Excludes reposessions, charge-offs, and vehicles in inventory, but includes early terminations

(4) Includes all vehicles terminating at scheduled maturity, terminating past scheduled maturity and terminating within 30 days prior to scheduled maturity.

(5) Residual gain/(loss) is net of remarketing expenses, and excess wear and tear and excess mileage collections.

(6) Adjusted MSRP includes value added vehicle adjustments.

Source: Company Reports

TMCC Managed Lease Portfolio Residual Loss Experience – By Make⁽¹⁾⁽²⁾

TMCC Managed Lease Portfolio Residual Loss Experience - By Make⁽¹⁾⁽²⁾

	For the Calendar YTD		For the Calendar Years Ended				
	March 31,		December 31,				
	2024	2023	2023	2022	2021	2020	2019
Total Number of Vehicles Scheduled to Terminate	71,788	59,876	198,553	276,073	314,482	304,998	350,306
Total ALG Residuals on Vehicles Scheduled to Terminate	\$1,464,158,280	\$1,021,690,480	\$3,694,282,020	\$5,014,246,322	\$5,308,078,891	\$5,054,817,378	\$5,549,702,819
Number of Vehicles Returned to TMCC ⁽³⁾	2,028	1,560	4,743	7,131	24,598	95,702	157,314
Number of Vehicles Going to Full Term ⁽⁴⁾	33,980	30,316	98,574	143,402	168,144	192,436	217,783
Vehicles Returned to TMCC Ratio	2.8%	2.6%	2.4%	2.6%	7.8%	31.4%	44.9%
Total Gain/(Loss) on ALG Residuals on Vehicles Returned to TMCC ⁽⁵⁾	\$6,969,101	\$5,251,172	\$14,537,195	\$20,863,304	\$65,086,943	\$120,706,219	\$269,123,935
Average Gain/(Loss) on ALG Residuals on Vehicles Returned to TMCC ⁽⁵⁾	\$3,436	\$3,366	\$3,065	\$2,926	\$2,646	\$1,261	\$1,711
Toyota Total ALG Residuals on Vehicles Returned to TMCC	\$44,358,505	\$26,493,955	\$87,720,106	\$124,242,660	\$417,997,138	\$1,550,040,137	\$2,320,543,781
Total Gain/(Loss) on ALG Residuals on Vehicles Returned to TMCC as a Percentage of ALG Residuals of Returned Vehicles sold by TMCC	15.7%	19.8%	16.6%	16.8%	15.6%	7.8%	11.6%
Total Gain/(Loss) on ALG Residuals on Vehicles Returned to TMCC as a Percentage of ALG Residuals of Vehicles Scheduled to Terminate	0.5%	0.5%	0.4%	0.4%	1.2%	2.4%	4.9%
Average Contract Residual Value as a Percentage of Adjusted MSRP ⁽⁶⁾	66.4%	61.7%	63.3%	61.8%	58.5%	60.2%	62.4%
Average ALG Residual as a Percentage of Adjusted MSRP ⁽⁶⁾	58.9%	53.8%	56.1%	55.6%	53.4%	53.8%	53.2%
Percentage Difference	7.5%	7.9%	7.2%	6.2%	5.1%	6.5%	9.2%

(1) The residual value loss data reported in this table includes all lease contracts purchased by TMCC or the Titling Trust with FICO® scores of at least 620 and original terms between 24 and 48 months, excluding full Battery Electric and Hydrogen Fuel Cell Vehicles. The residual value loss data reported in this table also includes lease contracts that have been sold but are still being serviced by TMCC.

(2) For purposes of this table, the “ALG Residual” for each leased vehicle is equal to the related residual value estimate produced by Automotive Lease Guide at the time of origination of the related lease with average condition and standard mileage (15,000 miles/year) or, if such estimate is unavailable, the related Contract Residual Value.

(3) Excludes reposessions, charge-offs, and vehicles in inventory, but includes early terminations

(4) Includes all vehicles terminating at scheduled maturity, terminating past scheduled maturity and terminating within 30 days prior to scheduled maturity.

(5) Residual gain/(loss) is net of remarketing expenses, and excess wear and tear and excess mileage collections.

(6) Adjusted MSRP includes value added vehicle adjustments.

Source: Company Reports

Lease ABS Comparison

Toyota Lease Owner Trust (TLOT)

Original Summary Characteristics by Prior Securitization:

	TLOT 2021-A	TLOT 2021-B	TLOT 2022-A	TLOT 2023-A	TLOT 2023-B	TLOT 2024-A
Number of Specified Leases	51,807	52,975	42,773	47,881	37,154	44,088
Aggregate Securitization Value	\$1,492,537,313.75	\$1,552,238,806.88	\$1,301,865,323.91	\$1,432,914,189.44	\$1,194,054,920.63	\$1,432,844,945.60
Total of Base Residual Values	\$1,006,870,109.91	\$1,074,733,012.67	\$893,980,936.98	\$1,039,869,534.36	\$853,944,137.03	\$974,673,550.99
Base Residual as a Percentage of Aggregate Securitization Value	67.5%	69.2%	68.7%	72.6%	71.5%	68.0%
Average Securitization Value	\$28,809.57	\$29,301.35	\$30,436.61	\$29,926.57	\$32,137.99	\$32,499.66
Average Base Residual Value	\$19,435.02	\$20,287.55	\$20,900.59	\$21,717.79	\$22,983.91	\$22,107.46
Original Number of Monthly Payments	38	38	38	37	38	37
Remaining Number of Monthly Payments	28	27	28	27	28	26
Weighted Average FICO	773	772	772	772	771	771
Minimum FICO	620	620	620	620	620	620
Maximum FICO	900	900	900	900	900	900
Geographic Distribution of Receivables representing the 5 states with the greatest aggregate securitization value:						
State 1	CA – 19.3%	CA – 19.8%	CA – 20.0%	CA – 19.4%	CA – 18.8%	CA – 18.6%
State 2	NY – 11.7%	NY – 11.9%	NY – 11.3%	NY – 13.6%	NY – 11.8%	TX – 13.4%
State 3	FL – 8.8%	FL – 9.1%	FL – 10.6%	TX – 9.0%	TX – 10.5%	NY – 11.3%
State 4	NJ – 8.1%	NJ – 7.9%	TX – 7.8%	FL – 8.3%	FL – 9.9%	FL – 7.5%
State 5	TX – 7.9%	TX – 7.4%	NJ – 7.6%	NJ – 8.1%	NJ – 7.3%	NJ – 7.1%
Distribution of Receivables by Vehicle Type: ⁽¹⁾						
Passenger Cars	31.1%	29.5%	29.5%	25.4%	21.6%	26.5%
Light Duty Trucks	4.8%	6.3%	6.1%	10.2%	14.9%	11.5%
SUVs	8.5%	9.1%	7.5%	8.8%	8.3%	9.6%
CUVs	55.6%	55.0%	57.0%	55.6%	55.3%	52.3%
Total	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Distribution of Receivables by Make: ⁽¹⁾						
Toyota	49.6%	51.0%	47.9%	60.0%	55.4%	60.4%
Lexus	50.4%	49.0%	52.1%	40.0%	44.6%	39.6%
Total	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%

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

Source: Company Reports