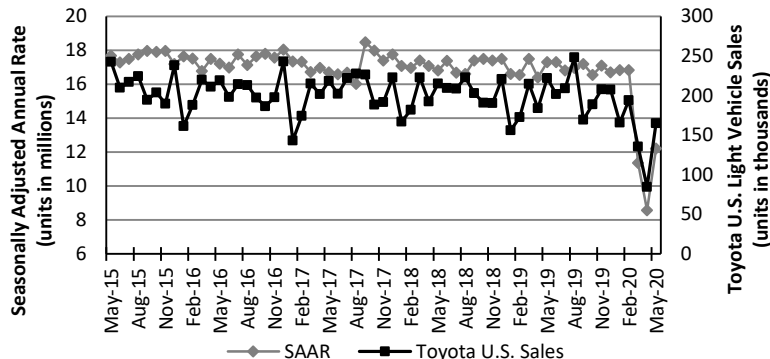




TOYOTA MOTOR NORTH AMERICA, INC. (Toyota U.S.)
MONTHLY RESULTS

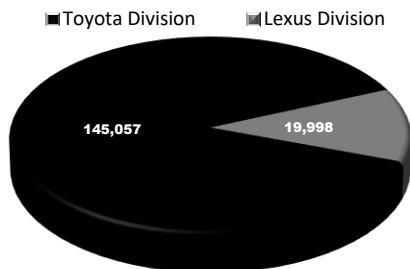
- The U.S. automobile SAAR figure for May 2020 came in at 12.2M units, down from May 2019 at 17.3M units.
- Toyota U.S. reported May 2020 sales of 165,055 units, a decrease of 25.7% on both a volume basis and a daily selling rate (DSR) basis versus May 2019.
- Lexus division posted May 2020 sales of 19,998 units, a decrease of 18.5% on both a volume basis and a DSR basis versus May 2019.
- North American production as a percentage of U.S. sales for May 2020 was 63.6%, down from 65.9% in May 2019.

U.S. Light Vehicle Seasonally Adjusted Annual Rate (SAAR) and Toyota U.S. Sales
May 2015 - May 2020



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

Toyota U.S. May 2020 Vehicle Sales



Toyota U.S. May Vehicles Sales - Toyota Division Top 5 Models

	May-20	May-19
RAV4	36,428	43,499
TACOMA	24,853	22,832
CAMRY	21,182	36,208
COROLLA	16,063	25,712
TUNDRA	11,529	10,657

Toyota U.S. May Vehicles Sales - Lexus Division Top 5 Models

	May-20	May-19
RX	6,393	8,782
NX	4,707	4,612
ES	2,899	4,741
GX	2,489	1,809
UX	1,296	1,420

TOYOTA MOTOR CORPORATION (TMC) FINANCIAL RESULTS

TMC Consolidated Financial Performance

	Yen in millions	
	FY20	FY19
Net Revenues	¥29,929,992	¥30,225,681
Operating Income	2,442,869	2,467,545
Net Income attributable to TMC	2,076,183	1,882,873

TMC Consolidated Balance Sheet

	Yen in millions	
Current Assets	¥18,642,531	¥18,879,237
Noncurrent finance receivables, net	10,423,858	10,281,118
Total Investments and other assets	13,012,522	12,091,100
Property, plant and equipment, net	10,601,525	10,685,494
Total Assets	¥52,680,436	¥51,936,949
Liabilities	¥31,438,585	¥31,371,739
Mezzanine equity	504,169	498,073
Shareholders' equity	20,737,682	20,067,137
Total Liabilities and Shareholders' Equity	¥52,680,436	¥51,936,949

Operating Income by Geographic Region

	Yen in billions	
Japan	¥1,568	¥1,692
North America	271	115
Europe	151	125
Asia	371	457
Other‡	91	91
Inter-segment elimination and/or unallocated amount	(8)	(12)



	Units in thousands	
Production (units)	FY20	FY19
Japan	4,413	4,309
North America	1,807	1,841
Europe	674	679
Asia	1,522	1,682
Other‡	403	474

	Units in thousands	
Sales (units)	FY20	FY19
Japan	2,240	2,226
North America	2,713	2,745
Europe	1,029	994
Asia	1,605	1,684
Other‡	1,372	1,326

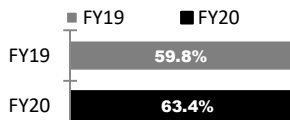
‡ "Other" consists of Central and South America, Oceania, Africa, Middle East and Other. Source: TMC company filings.

TOYOTA MOTOR CREDIT CORPORATION (TMCC)

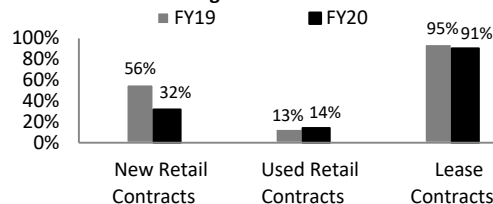
FINANCIAL RESULTS

TMCC Financial Performance	U.S. dollars in millions	
	FY19	FY20
Total financing revenues	\$11,640	\$12,029
Income before income taxes	977	1,024
Net income	795	913
Debt-to-Equity Ratio	6.8x	6.7x

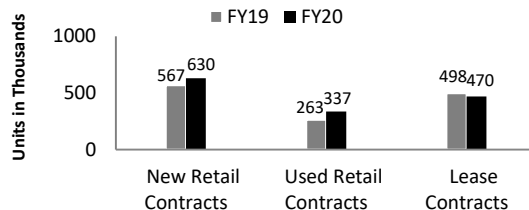
TMCC - Market Share¹



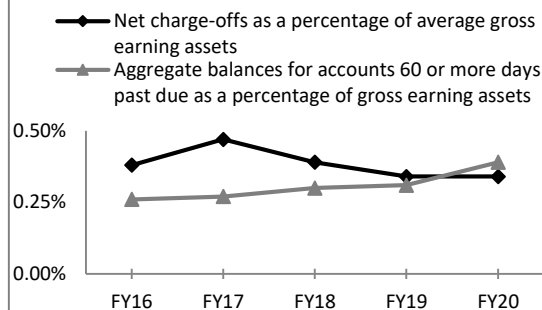
TMCC - Percentage of Contracts Subvended



TMCC - Vehicle Financing Volume



TMCC - Consumer Portfolio Credit Performance*



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

*TMCC consumer portfolio includes TMCC and its consolidated subsidiaries.

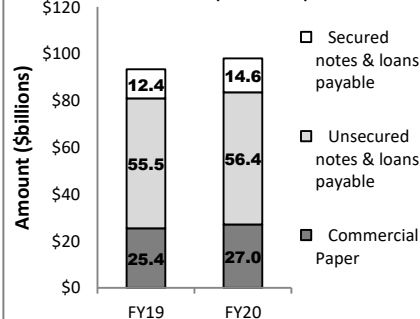
SHORT-TERM FUNDING PROGRAMS

- TMCC‡, Toyota Credit de Puerto Rico Corp. (TCPR), Toyota Credit Canada Inc. (TCCI)†, Toyota Finance Australia Limited (TFA)† and Toyota Motor Finance (Netherlands) B.V. (TMFNL)† maintain direct relationships with institutional commercial paper investors through TMCC's **Sales & Trading team**, providing each access to a variety of domestic and global markets through five, distinct 3(a)(3) programs.
- TMCC‡ commercial paper outstanding under our commercial paper programs ranged from approximately \$24.7 billion to \$28.7 billion during fiscal 2020, with an average outstanding balance of \$26.7 billion.

[†]TCCI, TFA, and TMFNL are subsidiaries of Toyota Financial Services Corporation (TFSC), a wholly-owned subsidiary of Toyota Motor Corporation (TMCO). TMCC is a wholly-owned subsidiary of Toyota Financial Service International Corporation (TFSIC), a wholly-owned subsidiary of TFSC.

[‡]TMCC consolidated financial liabilities include TMCC and its consolidated subsidiaries, which includes TCPR.

TMCC Consolidated Financial Liabilities (Face Value)



LET'S GO PLACES

In May 2020, Toyota announced that its two newest vehicles – redesigned Sienna minivan and Venza crossover – will be available only as hybrids.

The Sales and Trading team engages in direct dialogue with institutional investors delivering a variety of fixed income products to meet our clients' investment objectives and risk tolerances. We focus on providing simple, personal, and proactive service in the execution of all trades.

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