

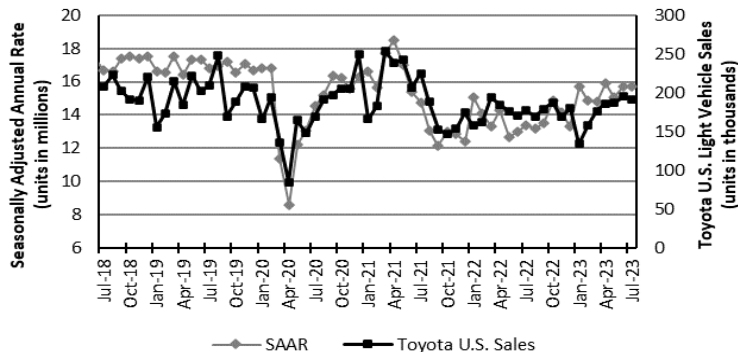


## TOYOTA MOTOR NORTH AMERICA, INC. (Toyota U.S.)

### MONTHLY RESULTS

- The U.S. automobile SAAR figure for July 2023 came in at 15.7M units, up from July 2022 at 13.4M units.
- Toyota U.S. reported July 2023 sales of 191,684 units, an increase of 12.4% on a daily selling rate (DSR) basis and 8.1% on a volume basis versus July 2022.
- Toyota division posted July 2023 sales of 166,833 units, an increase of 13.2% on a DSR basis and increase of 8.8% on a volume basis versus July 2022.
- Lexus division posted July 2023 sales of 24,851 units, an increase of 7.5% on a DSR basis and 3.3% on a volume basis versus July 2022.

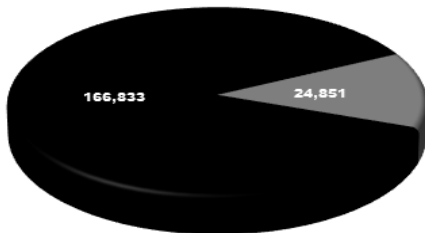
U.S. Light Vehicle Seasonally Adjusted Annual Rate (SAAR) and Toyota U.S. Sales  
July 2018 - July 2023



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

### Toyota U.S. July 2023 Vehicle Sales

■ Toyota Division ■ Lexus Division



### Toyota U.S. July Vehicles Sales Toyota Division Top 5 Models\*

	Jul-23	Jul-22
RAV4	37,821	37,749
Camry	25,110	25,119
Corolla	21,382	18,206
Tacoma	20,126	23,917
4Runner	11,206	7,682

### Toyota U.S. July Vehicles Sales Lexus Division Top 5 Models\*

	Jul-23	Jul-22
RX	8,815	9,677
NX	5,951	4,433
ES	3,222	3,926
GX	2,418	2,570
IS	2,042	1,948

\*Bar chart represents vehicles sales as % of Top 5 Models sales

## TOYOTA MOTOR CORPORATION (TMC) FINANCIAL RESULTS

### TMC Consolidated Financial Performance

	Yen in millions	
	Q1 FY24	Q1 FY23
Sales Revenues	¥10,546,831	¥8,491,116
Operating income	1,120,900	578,655
Net income attributable to TMC	1,311,372	736,820

### TMC Consolidated Balance Sheet

	Q1 FY24	Q1 FY23
Current assets	¥28,943,999	¥25,304,067
Receivables related to financial services, non-current	18,213,507	16,163,485
Investments and other assets	19,682,310	17,551,395
Property, plant and equipment, net	13,291,392	12,916,244
<b>Total assets</b>	<b>¥80,131,208</b>	<b>¥71,935,191</b>

Liabilities	¥48,856,804	¥43,626,648
Shareholders' equity	31,274,404	28,308,543
<b>Total liabilities and shareholders' equity</b>	<b>¥80,131,208</b>	<b>¥71,935,191</b>

### Operating Income by Geographic Region

	Yen in billions	
	Q1 FY24	Q1 FY23
Japan	¥702	¥337
North America	120	15
Europe	83	20
Asia	186	213
Other‡	85	46
Elimination	(55)	(51)



	Units in thousands	
Production (units)	Q1 FY24	Q1 FY23
Japan	1,025	802
North America	520	452
Europe	223	201
Asia	437	372
Other‡	141	109

Sales (units)	Q1 FY24	Q1 FY23
Japan	532	403
North America	682	635
Europe	286	248
Asia	417	361
Other‡	409	367

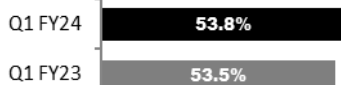
‡ "Other" consists of Central and South America, Oceania, Africa, Middle East and Other. Source: TMC company filings.

# TOYOTA MOTOR CREDIT CORPORATION (TMCC)

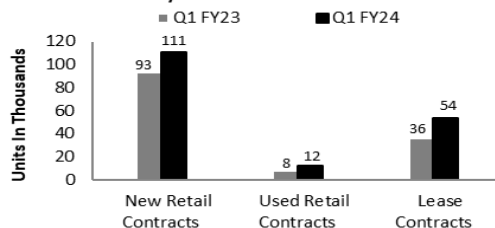
## FINANCIAL RESULTS

TMCC Financial Performance	U.S. dollars in millions	
	Q1 FY23	Q1 FY24
Total financing revenues	\$2,831	\$2,904
Income before income taxes	221	522
Net Income	170	468
Debt-to-Equity Ratio	6.1x	6.6x

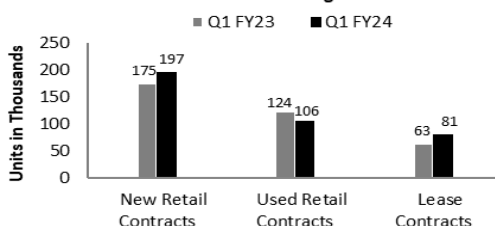
### TMCC - Market Share<sup>1</sup>



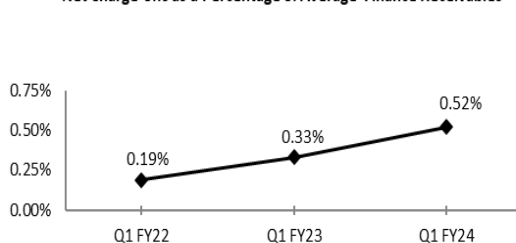
### TMCC - Toyota U.S. Contracts Subvented



### TMCC - Vehicle Financing Volume



### Net Charge-offs as a Percentage of Average Finance Receivables



- Our consolidated net income was \$468 million for the first quarter of fiscal 2024, compared to \$170 million for the same period in fiscal 2023. The increase in net income for the first quarter of fiscal 2024, compared to the same period in fiscal 2023, was primarily due to a \$468 million increase in investment and other income, net, a \$252 million decrease in depreciation on operating leases, and a \$73 million increase in total financing revenues, partially offset by a \$336 million increase in interest expense, a \$87 million increase in provision for credit losses, a \$42 million increase in operating and administrative expense, and a \$39 million increase in Voluntary protection contract expenses and insurance losses.
- We recorded a provision for credit losses of \$165 million for the first quarter of fiscal 2024, compared to \$78 million for the same period in fiscal 2023. The increase in the provision for credit losses for the first quarter of fiscal 2024, compared to the same period in fiscal 2023, was due to an increase in size of our retail loan portfolio, an increase in consumer delinquencies and charge-offs as well as higher expectations of credit losses in the retail loan portfolio.
- Net charge-offs as a percentage of average finance receivables for the first quarter of fiscal 2024 increased to 0.52 percent from 0.33 percent for the same period in fiscal 2023. Our default frequency as a percentage of outstanding finance receivable contracts increased to 1.19 percent for the first quarter of fiscal 2024, compared to 0.83 percent in the same period in fiscal 2023. Our average finance receivables loss severity per unit for the first quarter of fiscal 2024 increased to \$13,441 from \$10,588 in the first quarter of fiscal 2023. The increase in net charge-offs, default frequency, and loss severity per unit were due to an increase in full balance charge-offs, higher average amounts financed, and higher delinquencies.

<sup>1</sup>TMCC 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, sales of a private Toyota distributors and private label vehicles financed.

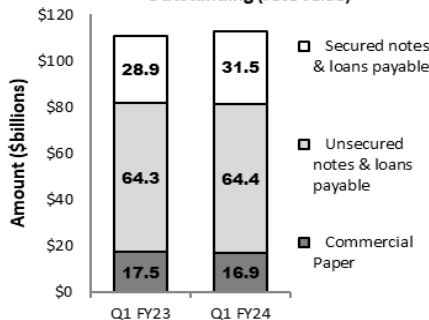
## SHORT-TERM FUNDING PROGRAMS

- 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.
- Short-term funding needs are met through the issuance of commercial paper in the U.S. Commercial paper outstanding under our commercial paper programs ranged from approximately \$16.7 billion to \$17.8 billion during the quarter ended June 30, 2023, with an average outstanding balance of \$17.1 billion.

<sup>†</sup>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.

<sup>‡</sup>TMCC consolidated financial liabilities include TMCC and its consolidated subsidiaries, which includes TCPR.

### TMCC Consolidated Financial Liabilities Outstanding (Face Value)



## LET'S GO PLACES

Legends never die. Revealed on August 1, 2023, Toyota's longest-running nameplate returns to the North American market after a three-year hiatus and stays true to its heritage as a durable off-roader at a more accessible MSRP in the mid-\$50,000 range. The 2024 Land Cruiser will be built in Toyota Motor Corporation's Tahara and Hino plants in Japan and arrive in the U.S. in the spring of 2024.

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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