

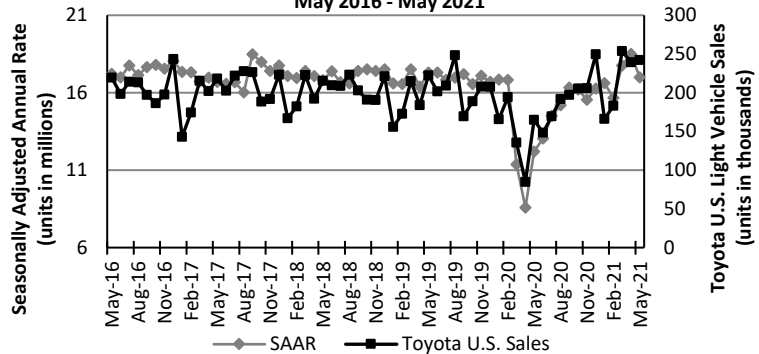


## TOYOTA MOTOR NORTH AMERICA, INC. (Toyota U.S.)

### MONTHLY RESULTS

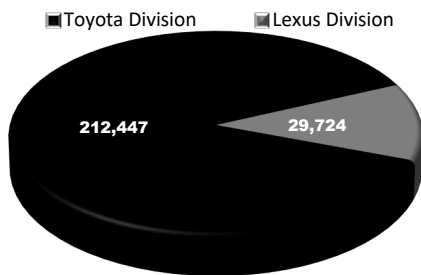
- The U.S. automobile SAAR figure for May 2021 came in at 17.0M units, up from May 2020 at 12.2M units.
- Toyota U.S. reported May 2021 sales of 242,171 units, an increase of 46.7% on a daily selling rate (DSR) basis and on a volume basis versus May 2020.
- Toyota division posted May 2021 sales of 212,447 units, an increase of 46.5% on a DSR basis and on a volume basis versus May 2020.
- Lexus division posted May 2021 sales of 29,724 units, an increase of 48.6% on a DSR basis and on a volume basis versus May 2020.

U.S. Light Vehicle Seasonally Adjusted Annual Rate (SAAR) and Toyota U.S. Sales  
May 2016 - May 2021



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

Toyota U.S. May 2021 Vehicle Sales



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

	May-21	May-20
CAMRY	37,676	21,182
COROLLA	30,433	16,063
RAV4	30,018	36,428
HIGHLANDER	28,834	10,962
TACOMA	23,488	24,853

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

	May-21	May-20
RX	8,953	6,393
NX	6,453	4,707
ES	4,996	2,899
GX	2,938	2,489
IS	2,774	982

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

## TOYOTA MOTOR CORPORATION (TMC) FINANCIAL RESULTS

Yen in millions

TMC Consolidated Financial Performance	FY21	FY20
Sales Revenues	¥27,214,594	¥29,866,547
Operating income	2,197,748	2,399,232
Net income attributable to TMC	2,245,261	2,036,140

TMC Consolidated Balance Sheet	FY21	FY20
Current assets	¥22,776,800	¥18,963,320
Receivables related to financial services	12,449,525	10,417,797
Investments and other assets	15,629,662	14,057,230
Property, plant and equipment, net	11,411,153	10,534,016
<b>Total assets</b>	<b>¥62,267,140</b>	<b>¥53,972,363</b>
Liabilities	¥37,978,811	¥32,633,351
Shareholders' equity	24,288,329	21,339,012
<b>Total liabilities and shareholders' equity</b>	<b>¥62,267,140</b>	<b>¥53,972,363</b>



Units in thousands

Production (units)	FY21	FY20
Japan	3,948	4,413
North America	1,642	1,807
Europe	642	674
Asia	1,015	1,522
Other‡	306	403

Operating Income by Geographic Region	FY21	FY20
Japan	¥1,149	¥1,585
North America	401	253
Europe	108	144
Asia	436	364
Other‡	60	84
Elimination	43	(31)

Sales (units)	FY21	FY20
Japan	2,125	2,240
North America	2,313	2,713
Europe	959	1,029
Asia	1,222	1,600
Other‡	1,027	1,372

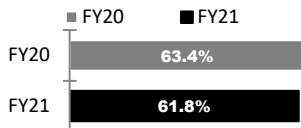
‡ "Other" consists of Central and South America, Oceania, Africa, Middle East and Other. Source: TMC company filings.

# TOYOTA MOTOR CREDIT CORPORATION (TMCC)

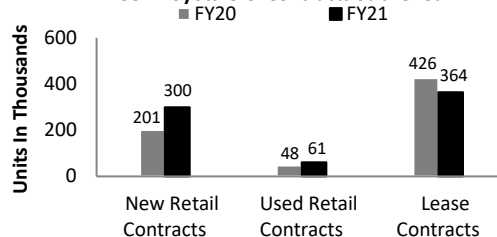
## FINANCIAL RESULTS

TMCC Financial Performance	U.S. dollars in millions	
	FY20	FY21
Total financing revenues	\$12,029	\$11,799
Income before income taxes	1,024	2,649
Net Income	913	2,017
Debt-to-Equity Ratio	6.7x	7.0x

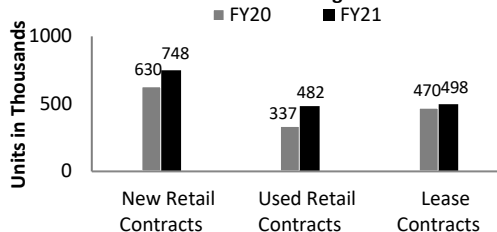
### TMCC - Market Share<sup>1</sup>



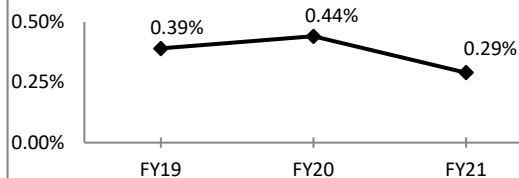
### TMCC – Toyota U.S. Contracts Subvented



### TMCC - Vehicle Financing Volume



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



- Our consolidated net income was \$2,017 million in fiscal 2021, compared to \$913 million in fiscal 2020. The increase in net income for fiscal 2021 compared to fiscal 2020 was primarily due to an \$888 million decrease in depreciation on operating leases, a \$532 million decrease in interest expense, a \$164 million decrease in provision for credit losses, an \$88 million increase in investment and other income, net, an \$86 million decrease in voluntary protection contract expenses and insurance losses, and a \$74 million decrease in operating and administrative expense, partially offset by a \$521 million increase in provision for income taxes, and a \$230 million decrease in total financing revenues.
- We recorded a provision for credit losses of \$426 million for fiscal 2021, compared to \$590 million for fiscal 2020. The sharp decline in economic conditions in the fourth quarter of fiscal 2020 due to the COVID-19 pandemic resulted in a significant increase in probable credit losses on both our consumer and dealer portfolios for which \$264 million additional provision for credit losses was recorded in fiscal 2020.
- Net charge-offs as a percentage of average finance receivables decreased to 0.29 percent at March 31, 2021 from 0.44 percent at March 31, 2020 and default frequency as a percentage of outstanding finance receivables contracts decreased to 0.90 percent for fiscal 2021 compared to 1.09 percent for fiscal 2020, due to the payment extension programs offered to our customers impacted by COVID-19 as well as influenced by government stimulus and other external programs.

<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 Mazda vehicles financed.

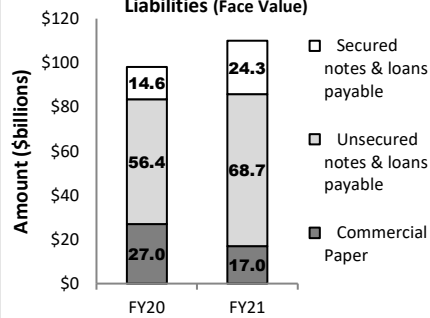
## SHORT-TERM FUNDING PROGRAMS

- 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.
- TMCC‡ commercial paper outstanding under our commercial paper programs ranged from approximately \$16.8 billion to \$28.4 billion during fiscal 2021, with an average outstanding balance of \$22.1 billion.

<sup>†</sup>TCCI, TFA, and TMFNL are subsidiaries of Toyota Financial Services Corporation (TFSC), a wholly-owned subsidiary of Toyota Motor Corporation (TMC). 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 (Face Value)



## LET'S GO PLACES

In June 2021, Toyota bZ4X Concept touched down to make its North American debut at Toyota Motor North America's headquarters. Already a leader in electrification, the company has taken a major step forward with the introduction of the Toyota bZ4X Concept, the vision for the first of a global series of battery-electric vehicles to be introduced under the "Toyota bZ" brand umbrella.

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.

### Sales and Trading Contacts

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