



Presentation Materials for Investors

May 2022



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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- 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 17 September 2021 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 www.londonstockexchange.com/exchange/news/market-news/marketnewshome.html. 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 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 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 27 countries and regions besides Japan

AUTOMOTIVE

Design, Manufacturing,
Distribution



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

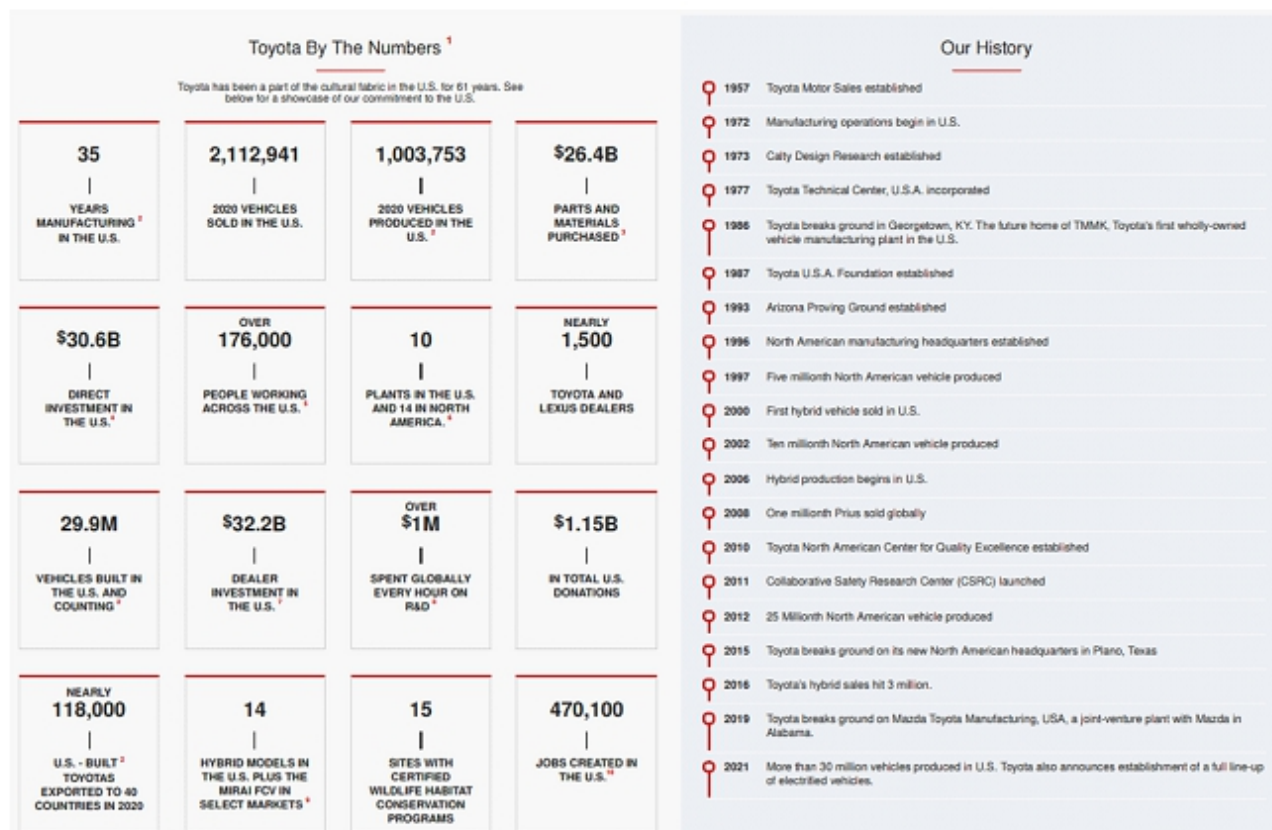
(1) Cash and cash equivalents, time deposits, public and corporate bonds and its investment in monetary trust funds, excluding in each case those relating to financial services

(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 FY2020 Financial Summary; TMC Q4 FY2021 Financial Summary; TMC Q4 FY2022 Financial Summary

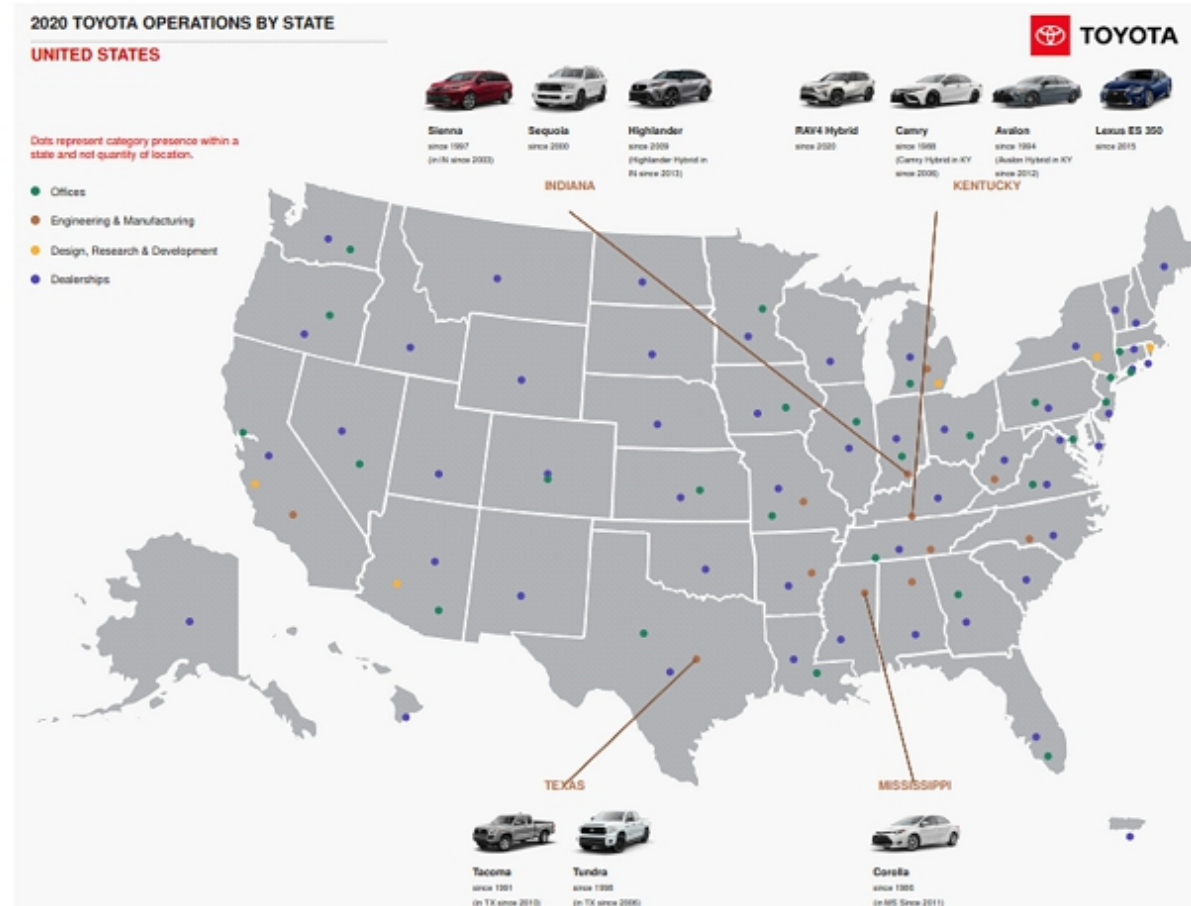
Toyota USA Operations by the Numbers



1. All data as of December 2020, except where noted 2. Toyota vehicles and components assembled using U.S. and globally sourced parts 3. Parts, materials and components (CY2020). Goods and Services (CY 2020) 4. As of Dec. 31, 2020 5. Based on Toyota data. Includes direct and dealer employees 6. Including our joint venture plant in Alabama. 7. Includes U.S. (not HI) and Puerto Rico 8. Global estimate based on FY18 projections of Toyota Motor Corporation 9. As of CY 2020 10. 2015 Center for Automotive Research Study. Includes direct, dealer and supplier employees, and jobs created through their spending.

Source: Toyota USA website

Toyota Operations Across the US



Source: Toyota USA website

Toyota Motor North America, Inc.

\$33.5B+

Direct investment in the U.S.
as of December 30, 2021

30M+

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

\$5.1B

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

25%

TMNA sales came from alternative power vehicles
in CY2021

41%+

Share of the total alternative fuel vehicle market
(includes HEVs, BEVs, PHEVs, FCEVs)

70

Electrified models expected globally by 2025

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

2021 Fortune

Toyota ranked one of the "World's Most Admired Companies" and named the No. 1 Motor Vehicle company (7th year running)

2022 IIHS

Top Safety Pick Awards

12 qualifying Toyota models (8 pick+)
6 qualifying Lexus models (4 pick+)

2022 Kelley Blue Book

Lowest 5-Year Cost to Own Brand

Toyota and Lexus

2022 J.D. Power and Associates

Vehicle Dependability Survey

Toyota tied for the most segment awards. Toyota listed as the brand with the fewest reported problems after three years of ownership.

2021 Kelley Blue Book

Most Awarded Brands

No. 1 on Kelley Blue Book's 10 most Awarded Brands

2022 MY NHTSA

5-Star Overall Rating

21 Toyota models
10 Lexus models

2022 U.S. News

Best Cars for the Money

Toyota Avalon winner of best large car; RAV4 Hybrid, Corolla, Camry and Camry Hybrid all finalists in their categories

2022 Kelley Blue Book

Best Resale Value Brand

Toyota/Lexus takes title with 5 category wins; Lexus with 3 category wins.

May 2021 IIHS Used Vehicle List Best Choices for Teens

6 Toyota vehicles
1 Lexus vehicle

US News: The 14 Cars with the Best Gas Mileage in 2022

5 Toyota models
2 Lexus models

2021 Interbrand Best Global Brands

Toyota named world's most valuable automotive brand

2022 U.S. News Best Cars for Families

Highlander Hybrid winner for best hybrid & electric SUV; Avalon winner for best large car; Camry, Camry Hybrid, Avalon Hybrid and RAV4 are all finalists in their categories

Toyota and Lexus Vehicle Highlights

RAV4 *(Hybrid/Prime)*



Sienna *(Hybrid)*



Tundra



Lexus RZ *(BEV)*



Camry *(Hybrid/AWD)*



Sequoia



Venza *(Hybrid)*



bZ4x *(BEV)*



Battery EV Development

Global Battery EV vehicles sales by 2030

Total BEVs **3.5 million**

Includes **1 million** Lexus BEVs
(Lexus 100% BEVs in N. America, Europe, and China)



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

BEVs	4 trillion yen (incl. 2 trillion yen for batteries)
HEVs PHEVs FCEVs	4 trillion yen
Total	8 trillion yen

(1) Investment amount from 2022 to 2030 [9 years]

Source: Toyota Global Newsroom website (December 2021)



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)

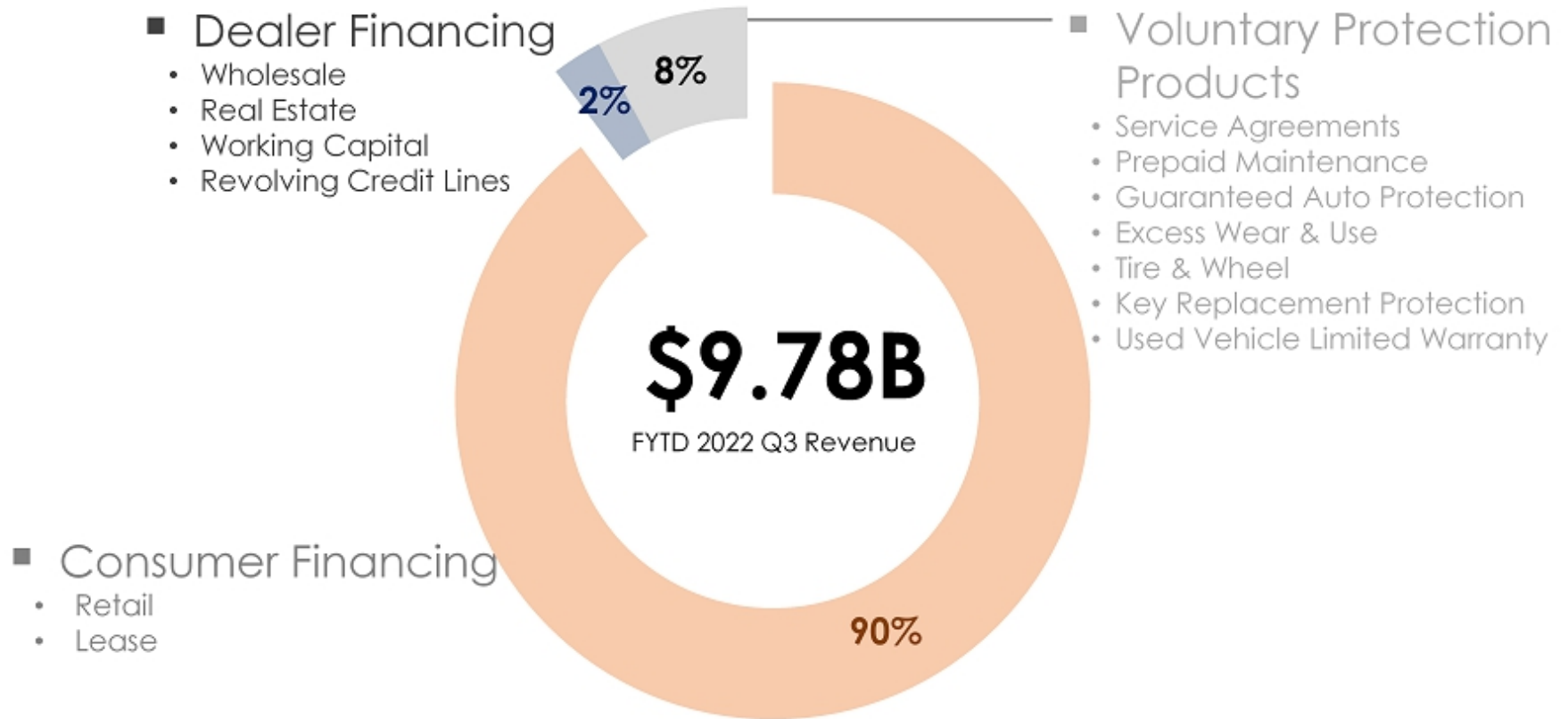
- Over 4.4 million active finance contracts⁽¹⁾
- A+/A1/A+⁽²⁾ rated captive finance company by S&P/Moody's/Fitch
- Credit support agreement structure with TFSC/TMC⁽³⁾

(1) As of December 2021. **Source:** Company Reports

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

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

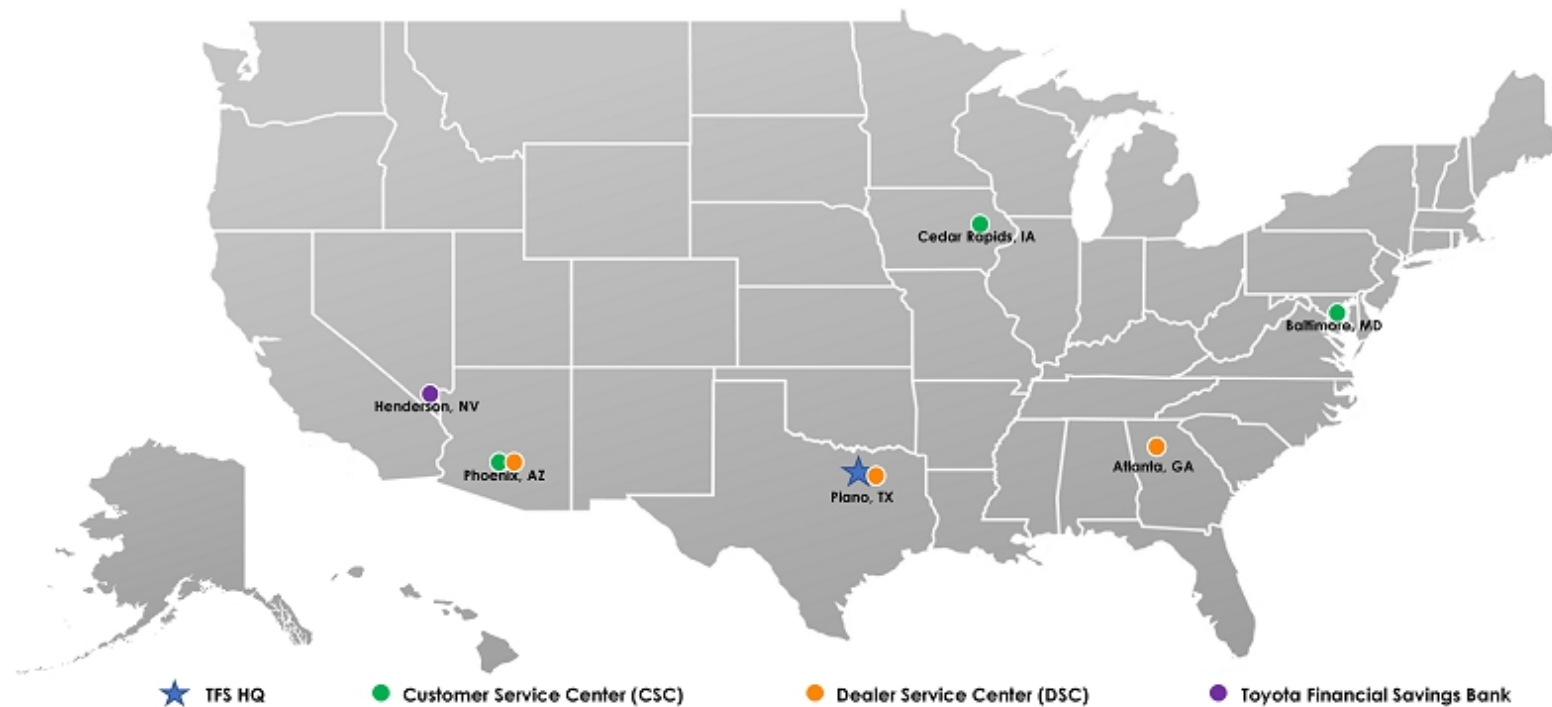
TMCC Products and Services



Source: TMCC December 31, 2021, 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, 2021

Field Organization Overview

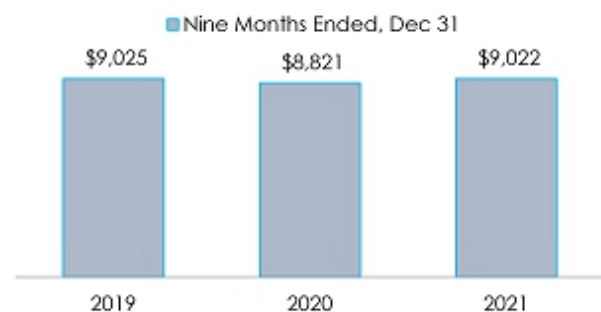
Restructuring to better serve customers by relocating and streamlining customer service operations and investing in new technology⁽¹⁾



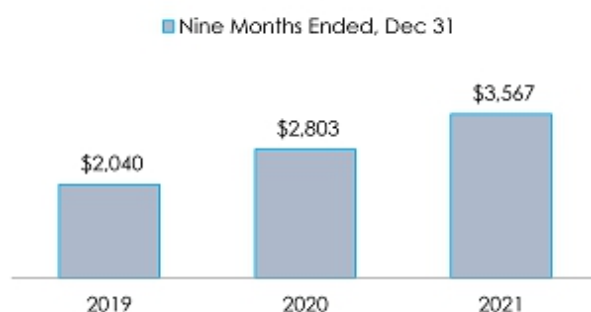
⁽¹⁾ On March 24, 2021, TMCC announced it will restructure its customer service operations to better serve its customers by relocating and streamlining customer service operations and investing in new technology. TMCC is in the process of moving its three regional customer service centers to be co-located with regional dealer service centers in Chandler, AZ (West Region), Plano, TX (Central Region) and Alpharetta, GA (East Region)

TMCC Financial Performance

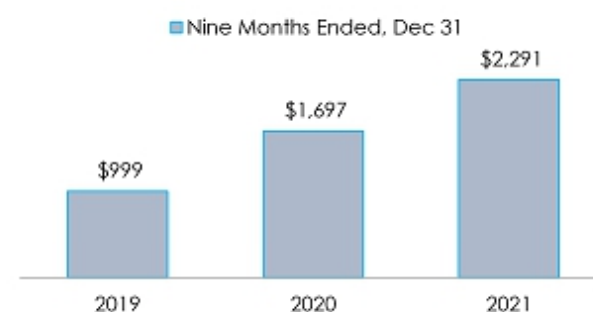
Total Financing Revenues



Net Financing Revenues



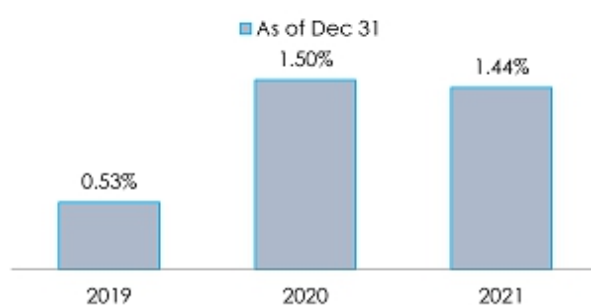
Net Income



60+ Days Delinquent⁽¹⁾



Allowance for Credit Loss⁽¹⁾⁽²⁾



Net Credit Losses⁽¹⁾⁽³⁾



\$ in millions

TMCC has adopted Accounting Standard Update "ASU" 2016-13 effective starting April 1, 2020.

(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) plus gross investments in operating leases (investments in operating leases before allowance for credit losses). Starting April 1, 2020, quotient for credit losses divided by sum of gross finance receivables (finance receivables before allowance for credit losses).

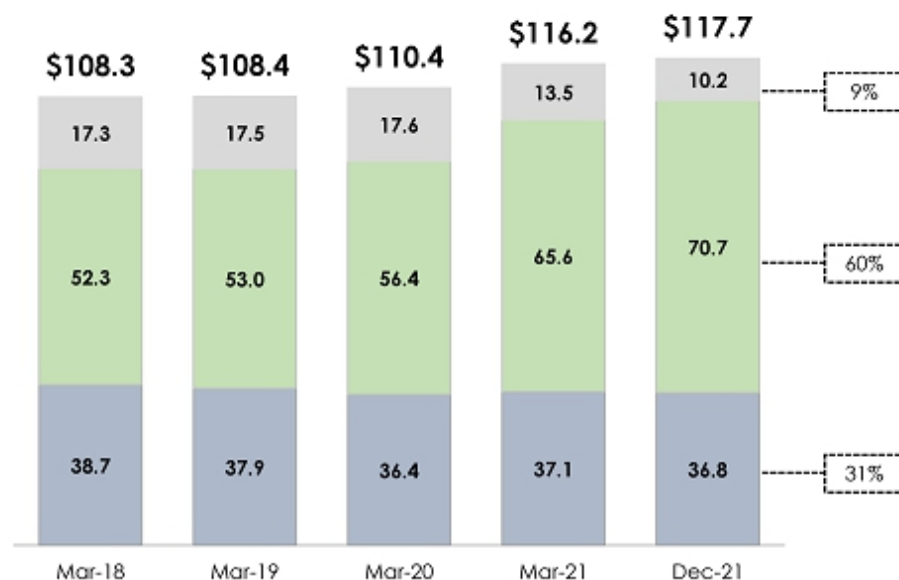
(3) Net Credit Losses: results are annualized and for Finance Receivables only.

Source: TMCC December 31, 2020 10-Q & December 31, 2021 10-Q

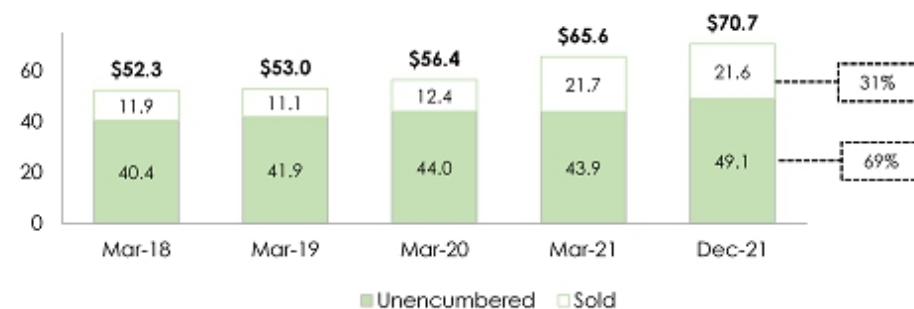
TMCC Earning Asset Composition

Total Managed Assets

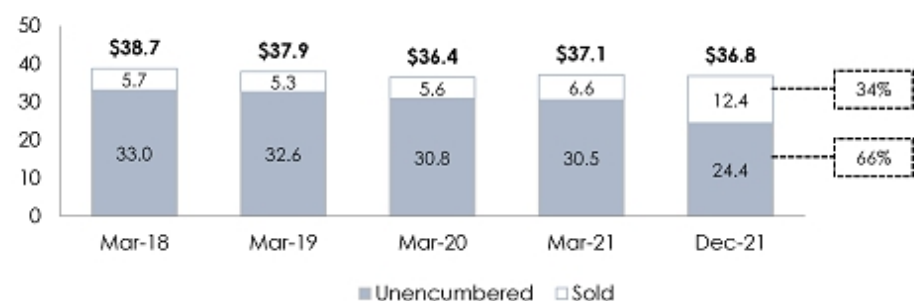
■ Lease ■ Retail ■ Wholesale



Retail Assets



Lease Assets



\$ in billions

TMCC has adopted Accounting Standard Update "ASU" 2016-13 effective starting April 1, 2020

Source: TMCC March 31, 2019 10-K, March 31, 2020 10-K, March 31, 2021 10-K, & December 31, 2021 10-Q



TMCC Funding Programs



TMCC Funding Program Overview

Highly Liquid and Well Diversified

P-1 | A-1+ | F-1

Direct Issue
Commercial Paper Program

\$73B +

Unencumbered
Retail Loans and Leases

\$23B

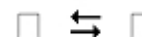
Undrawn Committed Bank
Credit Facilities⁽¹⁾

EUR
NZD JPY
USD
GBP AUD

Global Issuance Capacity

\$9.2B

Average Liquidity Portfolio
Balance for FY22Q3



Intercompany Lending
Infrastructure

Investor Focused



Long-Term
Perspective

Best-in-Class
Execution



Responsive

Flexible



Innovative

Diversity & Inclusion



November 2017



Toyota Motor Credit Corporation

4600mn 0.00% Green Notes due 2021

4600mn 0.425% Notes due 2024

BARCLAYS JPM CHASE

SEI TRISTAR CAPITAL

ING UNICREDIT

April 2018



Toyota Motor Credit Corporation

Paid and Floating Rate Green and Inclusion

Notes due 2021 and 2024

TOYOTA

DIVERSITY & INCLUSION

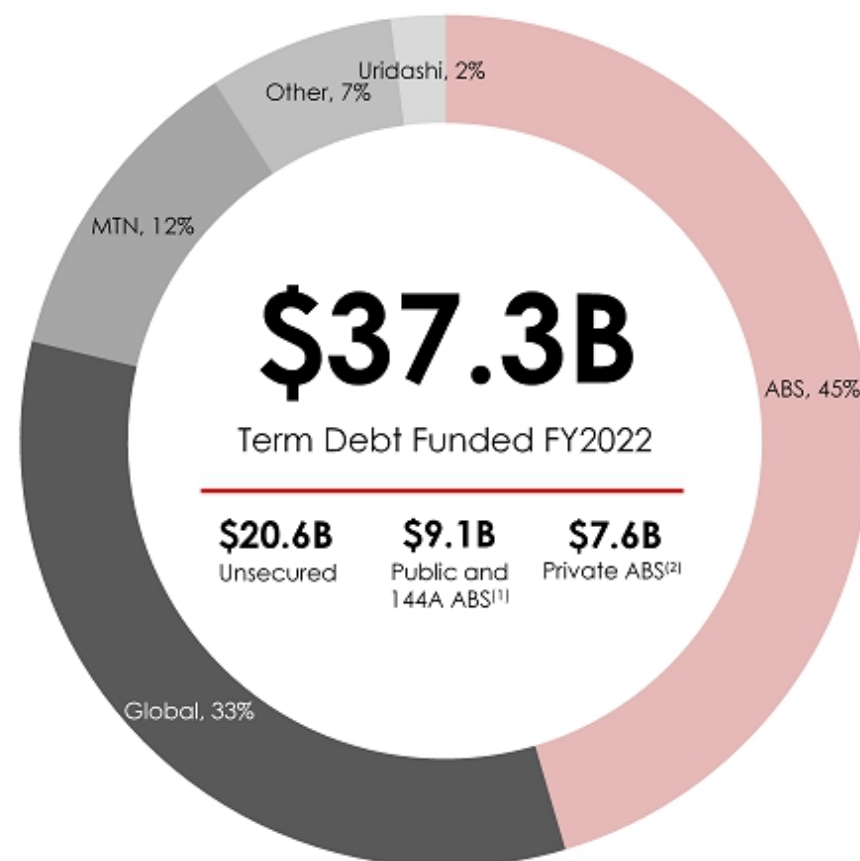
Green Backed Notes

Green Bonds

Source: TMCC December 31, 2021, 10-Q and Company Reports

(1) As of December 31, 2021, includes \$3.3B of available credit in a revolving asset-backed facility

TMCC FY 2022 Funding Overview



As of March 31, 2022

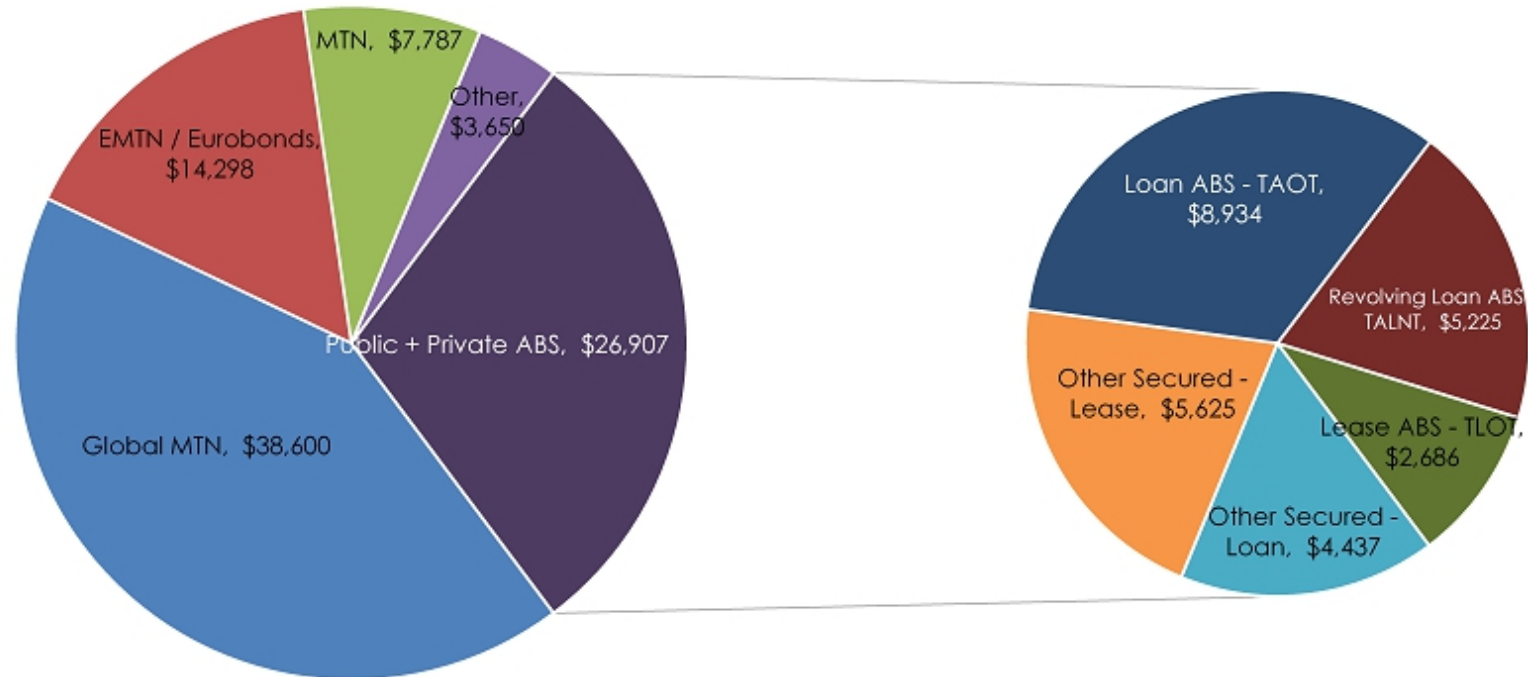
(1) Net of retained

(2) Funding from asset-backed loans and ABCP Conduits

Figures may not add up to 100% due to rounding

Diversification in Debt Offerings

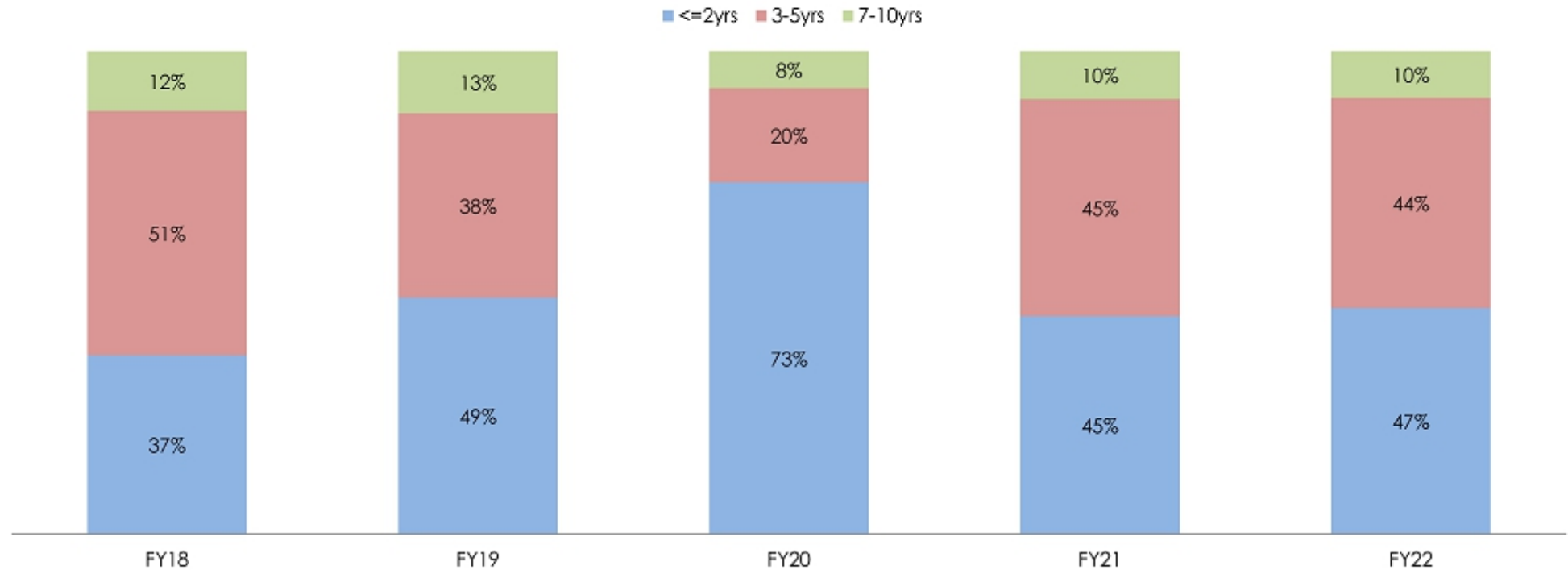
TMCC Outstanding Term Debt - \$91.2 billion



As of March 31, 2022
\$ in millions

Funding Flexibility and Responsiveness

Diversification Across the USD Curve⁽¹⁾



(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

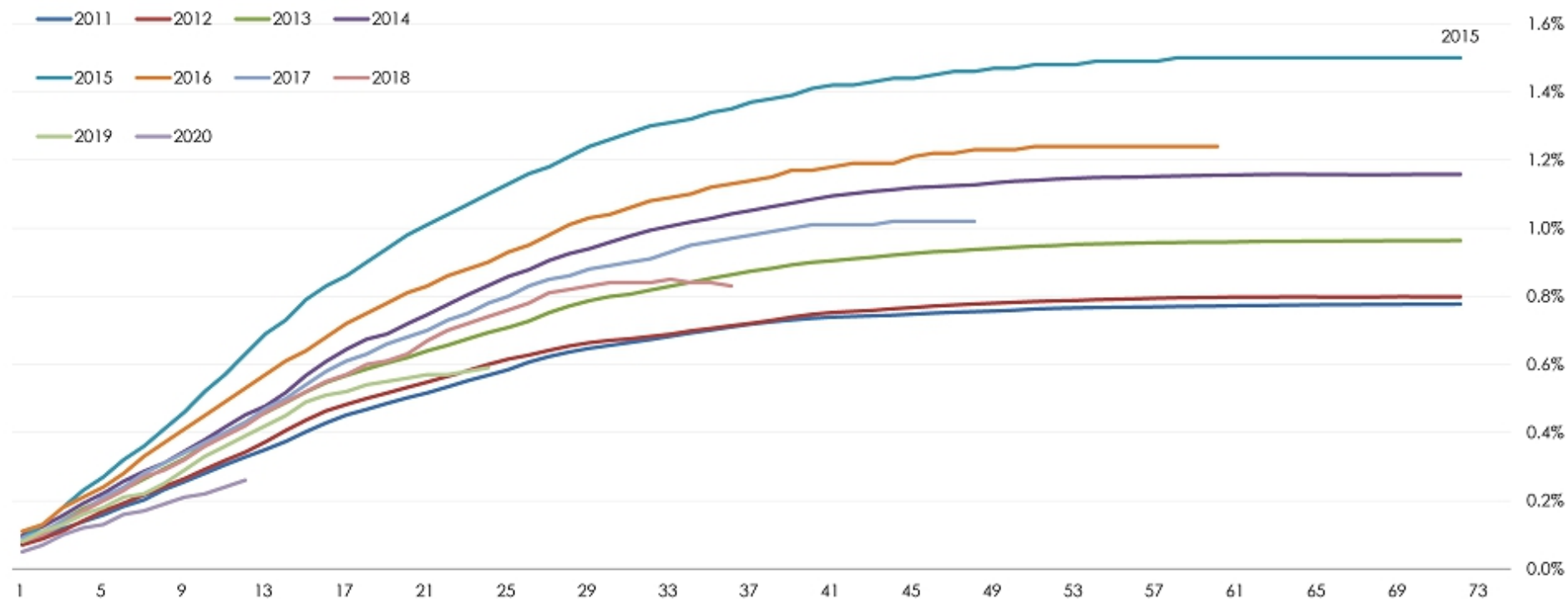
- Key mission is to support Toyota and Lexus brand and vehicle sales
- Continued focus on prime originations
- Proprietary credit scores that leverage TMCC's extensive origination history
 - Regular statistical validations of predictive power

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 December 31, 2021

Retail Loan Managed Portfolio Performance

Receivables Principal Balance (\$B)



Contracts Outstanding (#M)



Performance by Principal Balance Outstanding



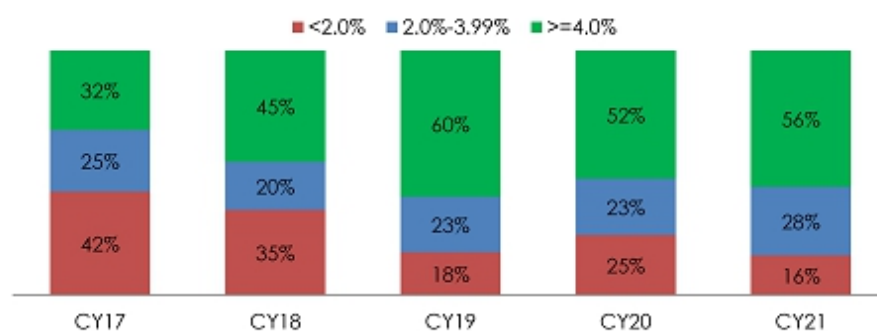
Performance by Contracts Outstanding



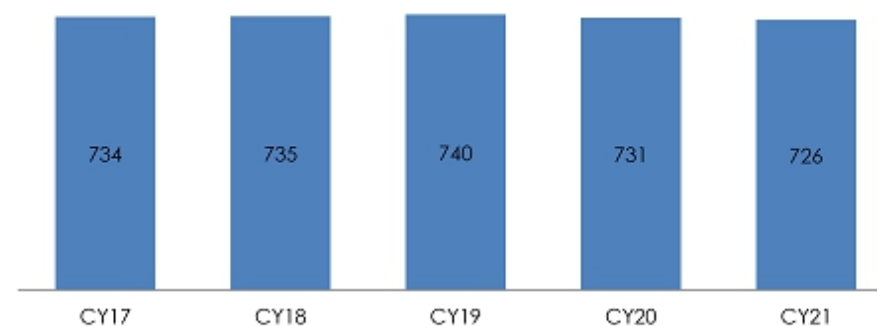
Source: Company Reports as of December 31, 2021

Retail Loan Origination Characteristics

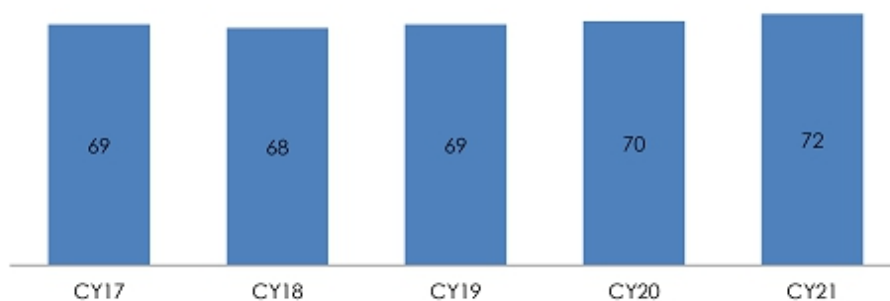
APR Distribution*



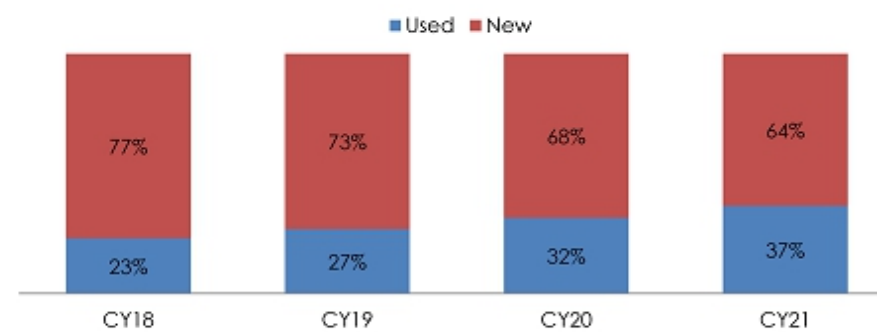
Weighted Average FICO



Weighted Average Original Term



New vs Used

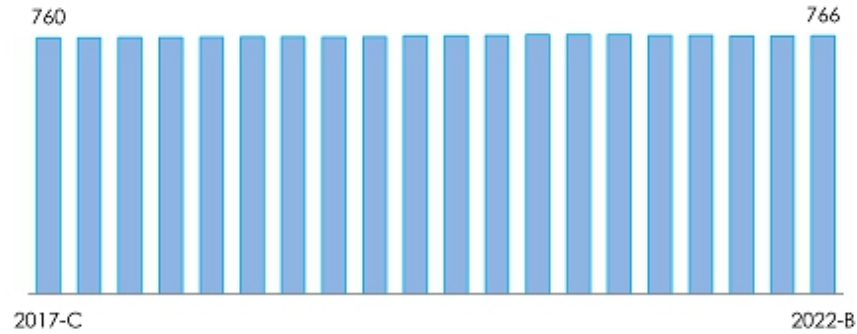


*Percentages may not sum to 100% due to rounding.

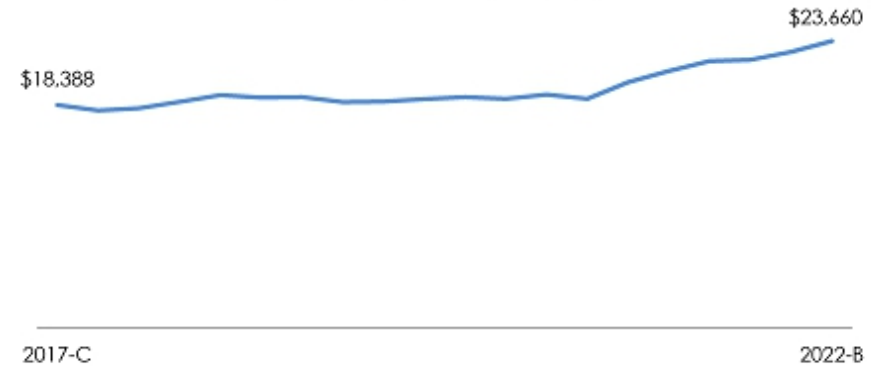
Source: Company Reports as of December 31, 2021. Includes retail loans for Toyota and Lexus brands only

TAOT ABS Characteristics

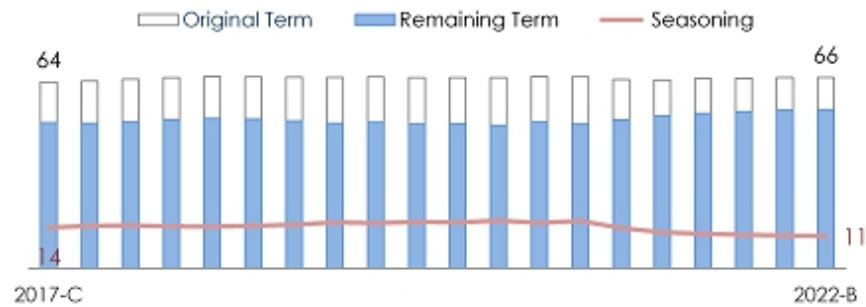
Weighted Average FICO



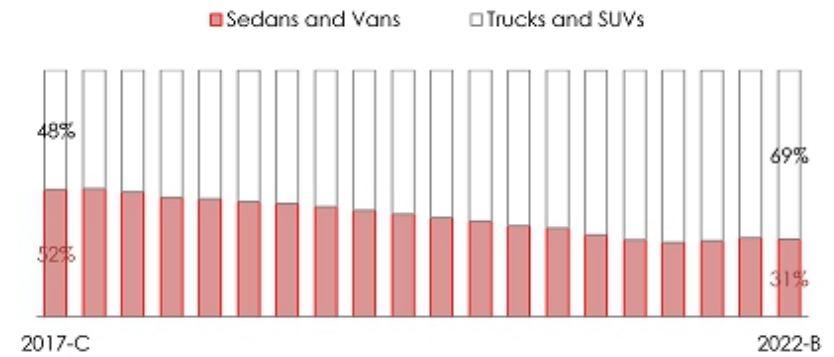
Average Principal Balance



Weighted Avg Orig and Rem Term (months)



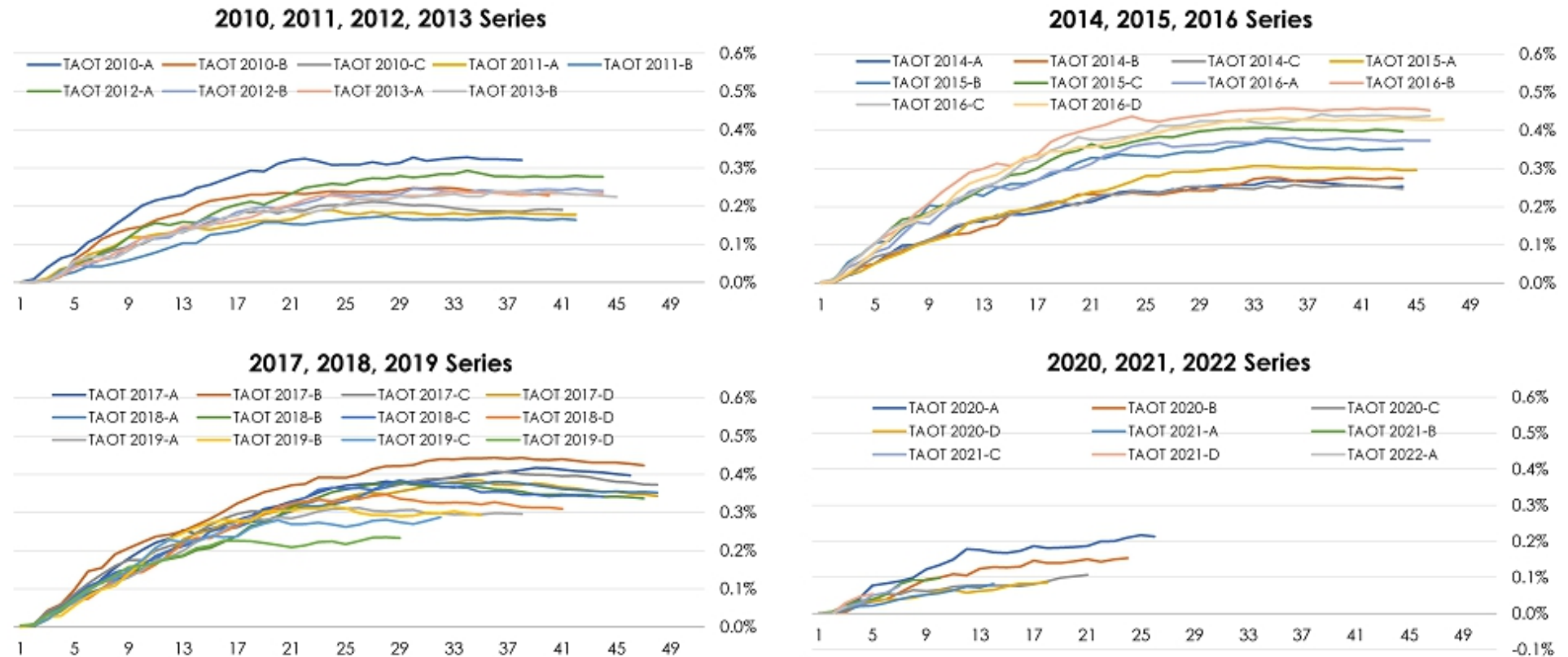
Receivables by Vehicle Type (%)*



*Percentages may not sum to 100% due to rounding.

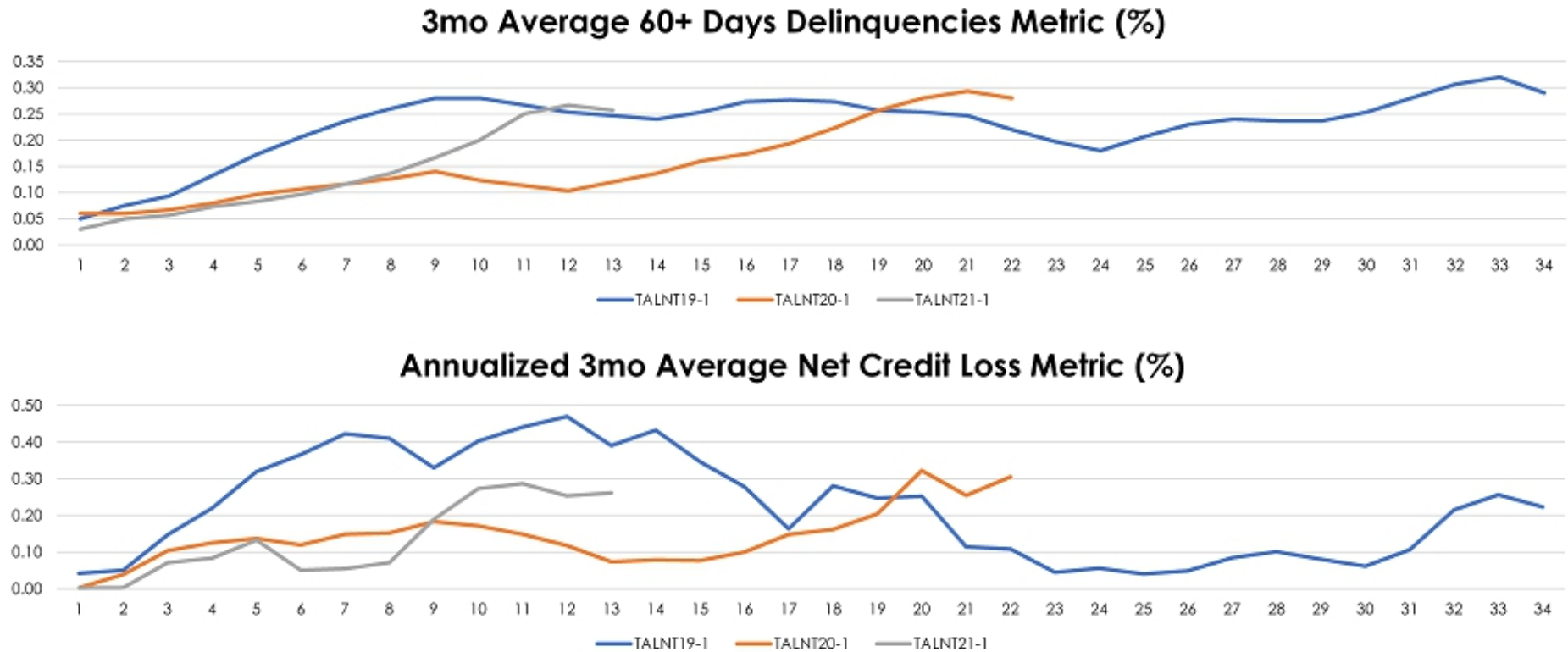
Source: Company Reports

TAOT ABS Cumulative Net Losses



Source: Company Reports as of April 15, 2022 payment date

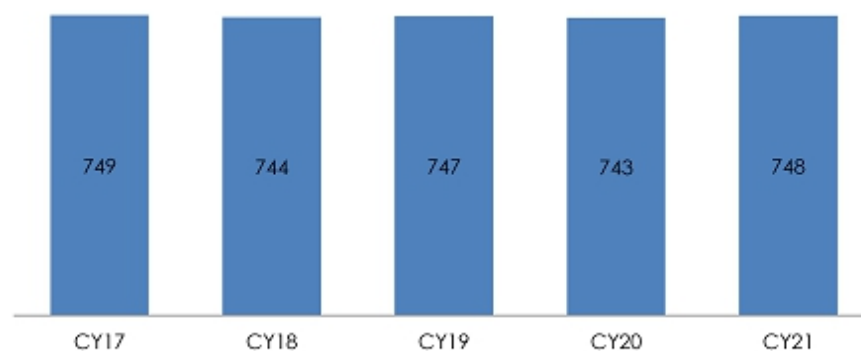
TALNT ABS Performance



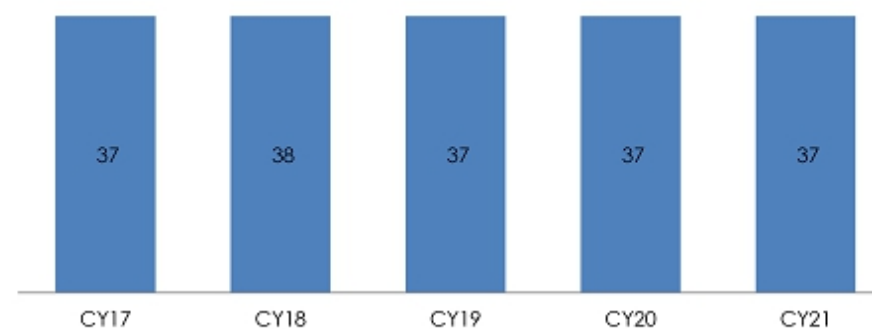
Source: Company Reports as of April 25, 2022 payment date

Lease Origination Characteristics

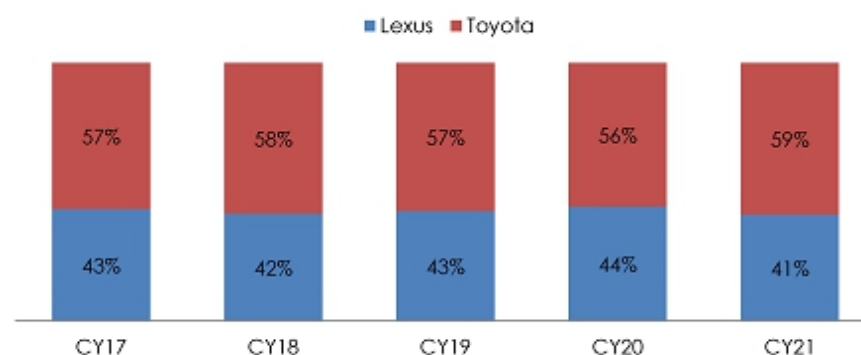
Weighted Average FICO



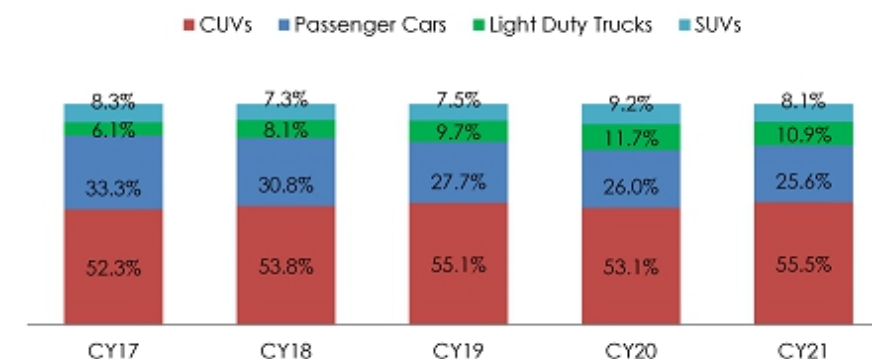
Weighted Average Lease Term



Make



Vehicle Type *

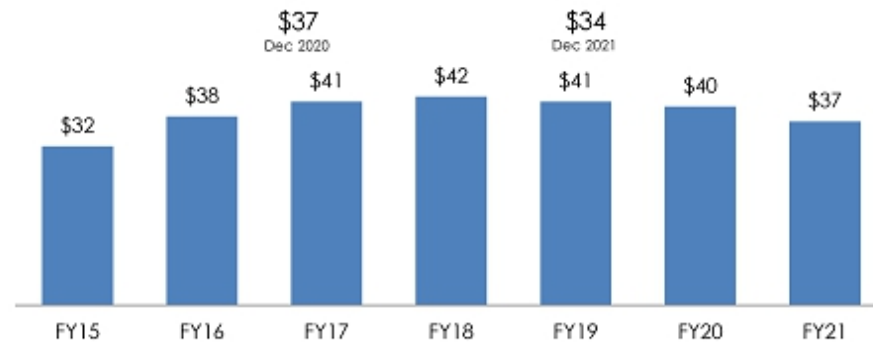


*Percentages may not sum to 100% due to rounding.

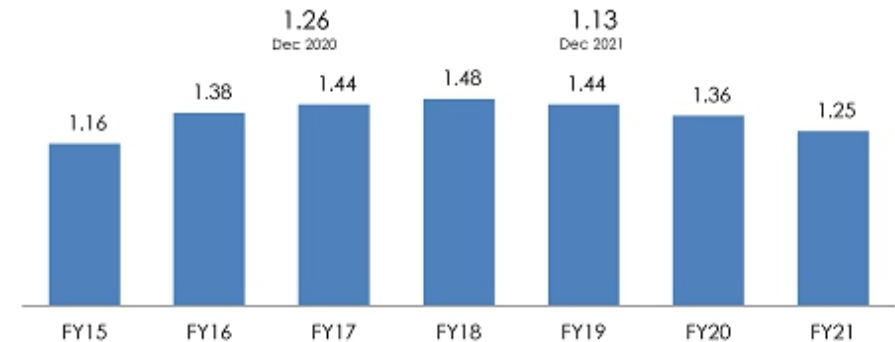
Source: Company Reports as of December 31, 2021. Includes leases for Toyota and Lexus brands only

Lease Managed Portfolio Performance

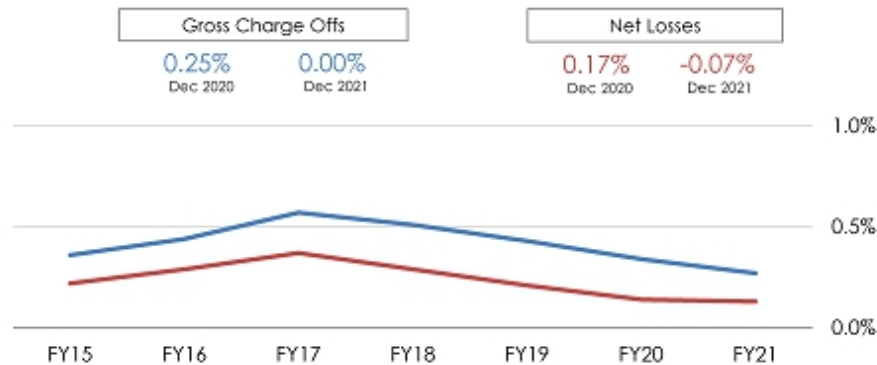
Lease Portfolio Balance (\$B)



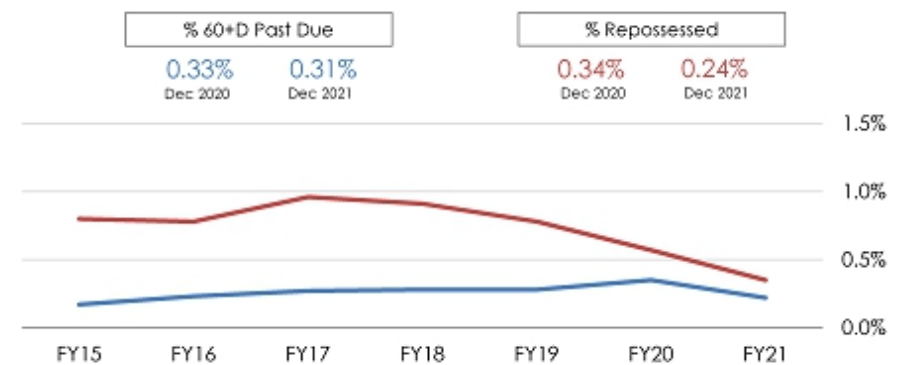
Contracts Outstanding (#M)



Performance by Lease Balance Outstanding

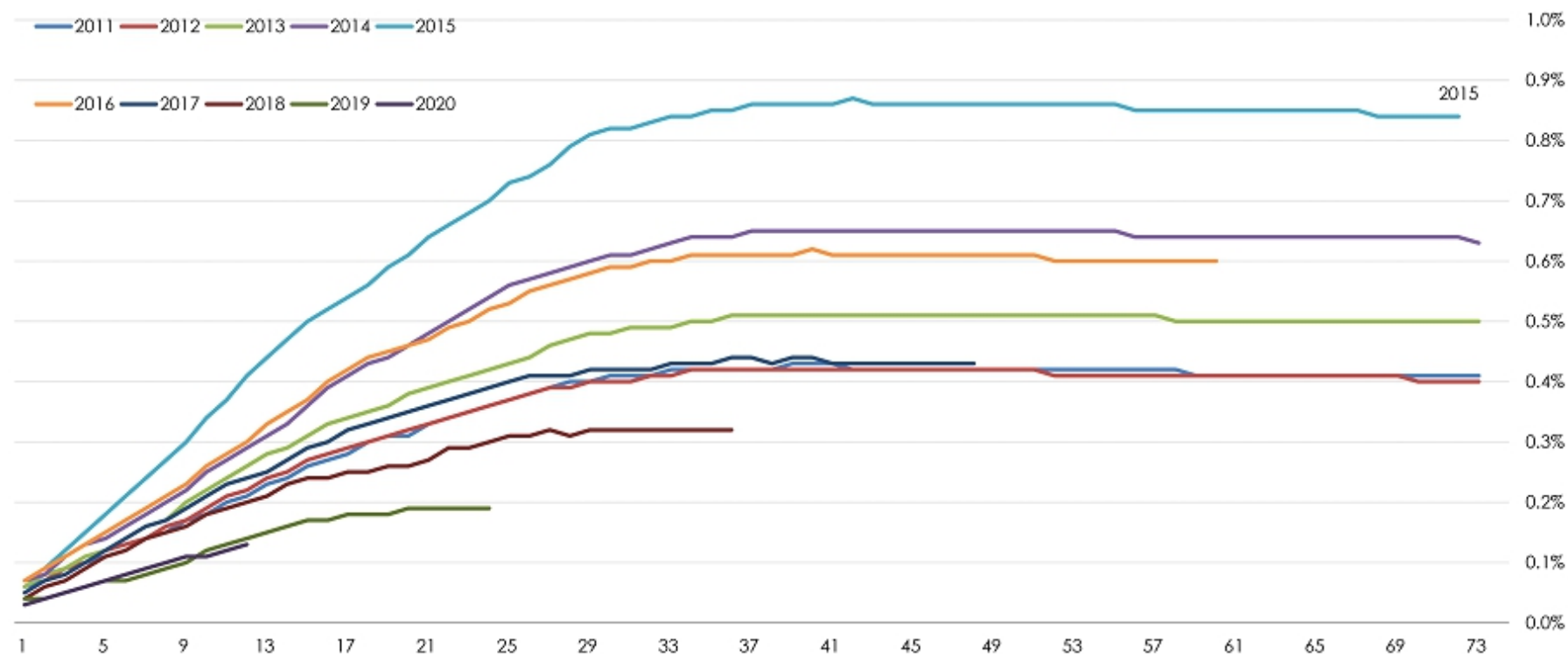


Performance by Contracts Outstanding



Source: Company Reports as of December 31, 2021

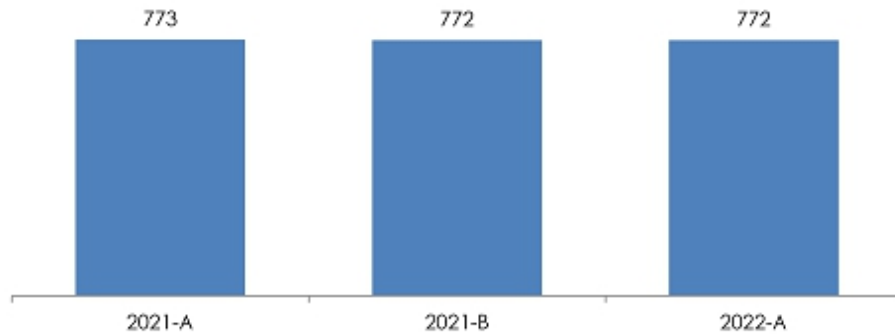
Lease: Cumulative Net Credit Losses by Vintage



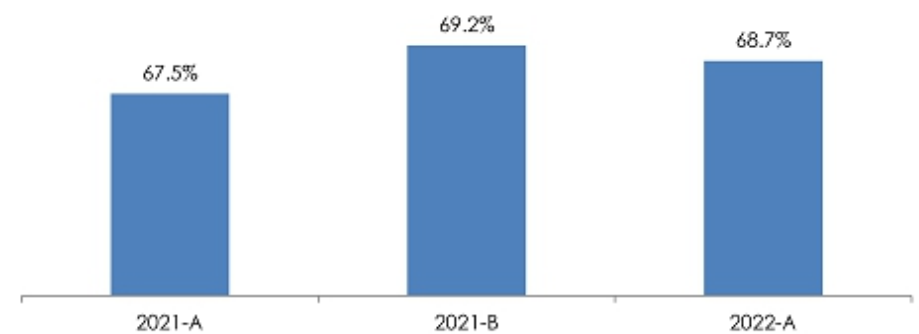
Source: Company Reports as of December 31, 2021

TLOT ABS Characteristics

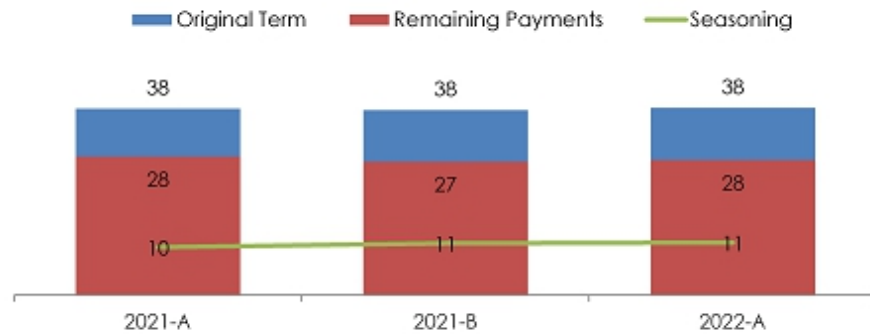
Weighted Average FICO



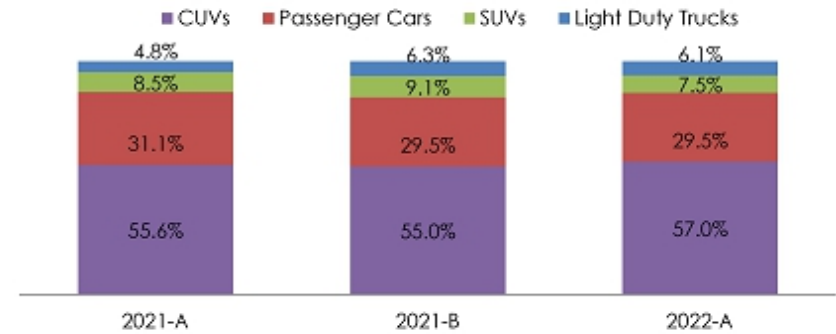
Base Residual as % of Initial Securitization Value



Weighted Avg Original and Remaining Payments



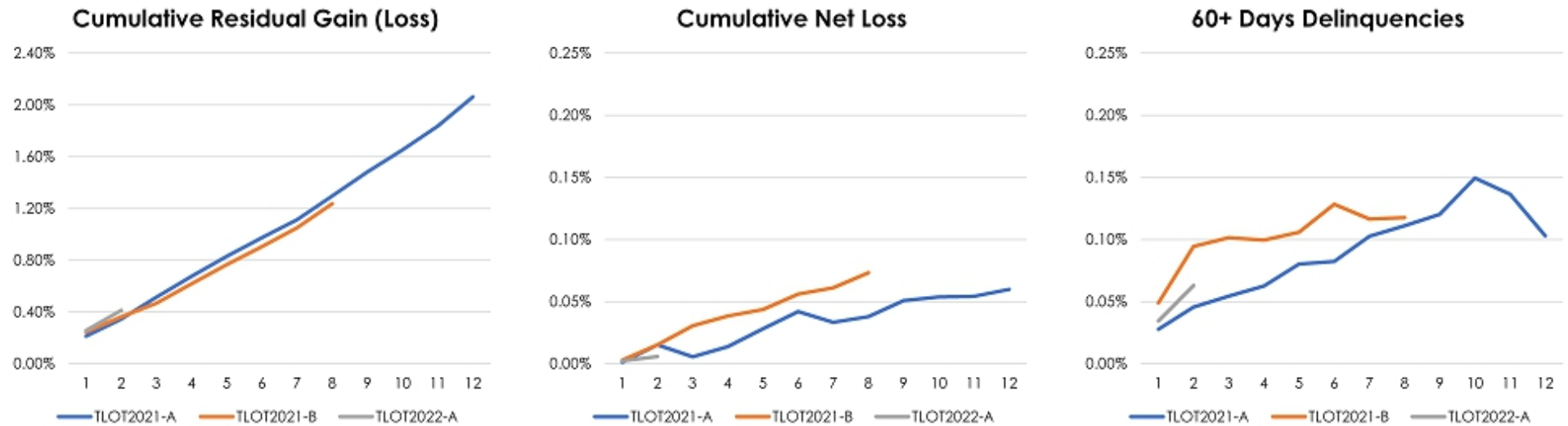
Vehicle Type *



*Percentages may not sum to 100% due to rounding

Source: Company Reports

TLOT Performance



Source: Company Reports as of April 20, 2022 payment date

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

	For the Calendar Years Ended December 31,				
	2021	2020	2019	2018	2017
Total Number of Vehicles Scheduled to Terminate	454,712	479,174	549,909	521,566	417,523
Total ALG Residuals on Vehicles Scheduled to Terminate	\$8,602,663,675	\$8,996,342,832	\$10,061,005,205	\$9,372,887,926	\$7,660,962,912
Number of Vehicles Returned to TMCC ⁽³⁾	55,268	185,933	290,257	288,208	220,707
Number of Vehicles Going to Full Term ⁽⁴⁾	221,591	290,760	326,435	293,215	219,393
Vehicles Returned to TMCC Ratio	12.2%	38.8%	52.8%	55.3%	52.9%
Total Gain/(Loss) on ALG Residuals on Vehicles Returned to TMCC ⁽⁵⁾	\$160,325,940	\$265,614,400	\$403,918,445	\$199,052,612	(\$63,041,052)
Average Gain/(Loss) on ALG Residuals on Vehicles Returned to TMCC ⁽⁵⁾	\$2,901	\$1,429	\$1,392	\$691	(\$286)
Total ALG Residuals on Vehicles Returned to TMCC	\$1,156,122,000	\$3,677,196,256	\$5,384,755,018	\$5,238,378,419	\$4,101,976,771
Total Gain/(Loss) on ALG Residuals on Vehicles Returned to TMCC as a Percentage of ALG Residuals of Returned Vehicles sold by TMCC	13.9%	7.2%	7.5%	3.8%	(1.5%)
Total Gain/(Loss) on ALG Residuals on Vehicles Returned to TMCC as a Percentage of ALG Residuals of Vehicles Scheduled to Terminate	1.9%	2.9%	4.0%	2.1%	(0.8%)
Average Contract Residual Value as a Percentage of Adjusted MSRP ⁽⁶⁾	56.2%	58.4%	60.4%	60.2%	59.6%
Average ALG Residual as a Percentage of Adjusted MSRP ⁽⁶⁾	50.8%	51.3%	51.4%	51.8%	54.2%
Percentage Difference	5.4%	7.1%	9.0%	8.4%	5.5%

(1) The residual value loss data reported in this table includes all lease contracts purchased by TMCC or the Tilling Trust (Toyota Lease Trust). 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