# **TOYOTA** FINANCIAL SERVICES

## Presentation Materials for Investors

November 2024

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- 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.
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  factors, including the risk factors set forth in the most recent annual and periodic reports of Toyota Motor
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- Investors and others should note that we announce material financial information using the investor relations section of our corporate website (<a href="http://www.toyotafinancial.com">http://www.toyotafinancial.com</a>) 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 (<a href="http://www.twitter.com/toyotafinancial">http://www.twitter.com/toyotafinancial</a>). We may update our social media channels from time to time on the investor relations section of our corporate website.

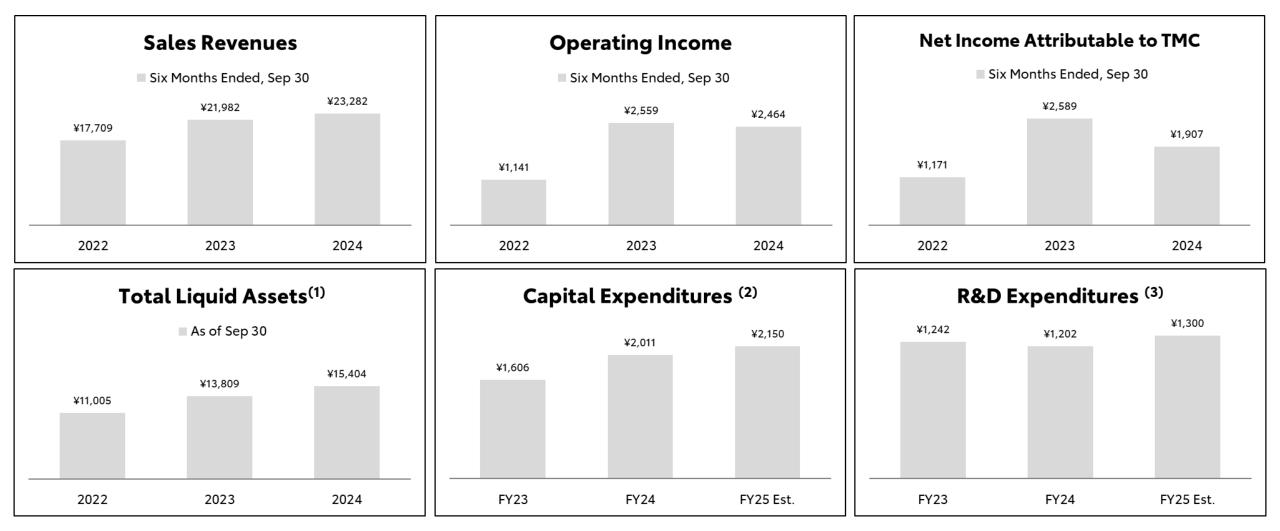
### **Toyota's Global Business**

# ΤΟΥΟΤΑ

Markets vehicles in approximately 200 countries and regions 50 overseas manufacturing organizations in 26 countries and regions besides Japan



## **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

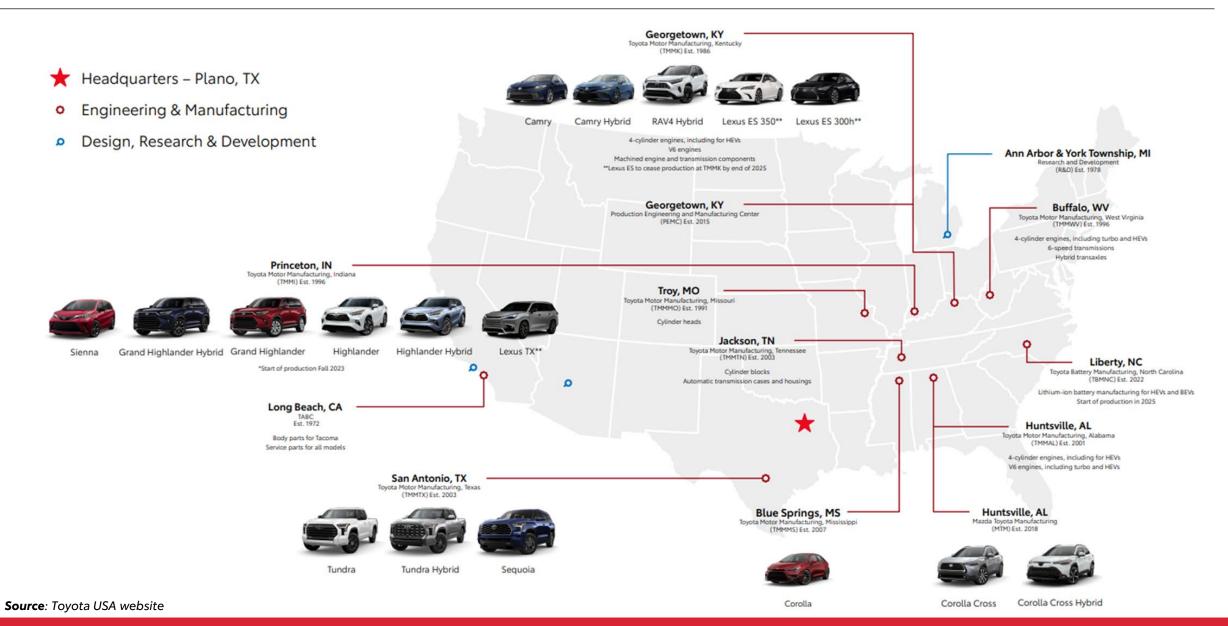
(1) Cash and cash equivalents, time deposits, public and corporate bonds and its investment in monetary trust funds, excluding in each case those relating to financial services

(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

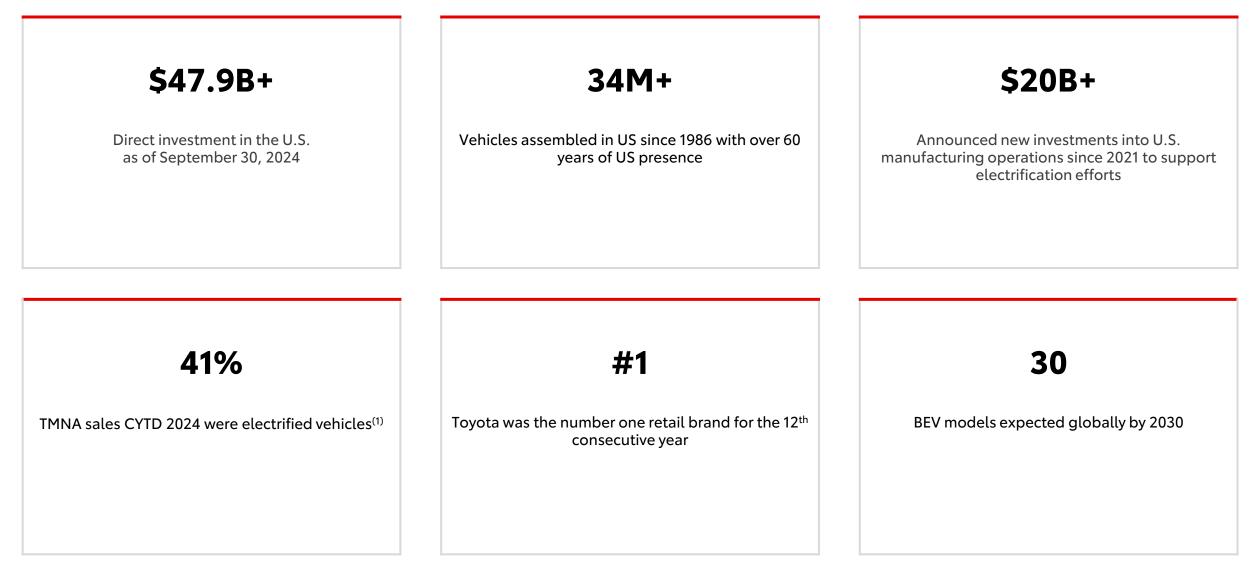
Source: TMC Q2 FY2023 Financial Summary; TMC Q2 FY2024 Financial Summary, TMC Q2 FY2025 Financial Summary

#### **Toyota Operations Across the US**



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#### **Toyota Motor North America, Inc.**



**Source**: Toyota Motor North America, Inc. Reports <sup>(1)</sup> Electrified vehicles include hybrid, plug-in hybrid, battery electric, and fuel cell.

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

#### 2024 Kelley Blue Book Best Buy Awards

Best New Model – Prius Best Minivan – Sienna Best Mid Sized Truck - Tacoma

#### 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.

2024 IIHS

**Top Safety Pick Awards** 

10 qualifying Toyota models

5 qualifying Lexus models

2024 Fortune

#### 2024 J.D. Power and Associates Vehicle Dependability Survey

Lexus and Toyota ranked 1<sup>st</sup> and 2<sup>nd</sup> in overall dependability, while TMC received 9 model-level awards, the most of any parent corporation

#### 2024 U.S. News Best Cars for the Money

Camry Hybrid, RAV4 Hybrid, and RAV4 Prime are all finalists in their categories.

#### US News: The 19 Cars with the Best Gas Mileage in 2024

5 Toyota models 2 Lexus models

#### 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

#### 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

#### 2024 IIHS Used Vehicle List Best Choices for Teens

8 Toyota vehicles 2 Lexus vehicles

#### 2024 Interbrand Best Global Brands

Toyota named world's No. 1 most valuable automotive brand and No. 6 most valuable overall sectors

> 2024 MY NHTSA 5-Star Overall Rating 25 Toyota models 14 Lexus models (includes multiple trims)

2024 Kelley Blue Book Best Resale Value Awards Toyota and Lexus

2023 Kelley Blue Book Lowest 5-Year Cost to Own Brand Toyota and Lexus

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### **Toyota and Lexus Vehicle Highlights**



#### Prius (Hybrid/PHEV)



#### Tacoma (Hybrid)

#### Land Cruiser (Hybrid)

#### 4Runner (Hybrid)





**Global Battery EV vehicles sales by 2030** 

# Total BEVs 3.5 million

**30 models** across Toyota and Lexus by **2030** with Lexus all-electric by **2035** 





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

#### Toyota's investment in electrification<sup>1</sup> (R&D and CAPEX)

BEVs	<b>5 trillion yen</b> (incl. 2 trillion yen for batteries)	
HEVs PHEVs	4 trillion yen	
	4 trinion yen	
FCEVs		
Total	9 trillion yen	

### **Toyota CASE Technologies**





TRI-P4

#### Shared



e-Palette



Electric

Fuel Cell and Battery Electric

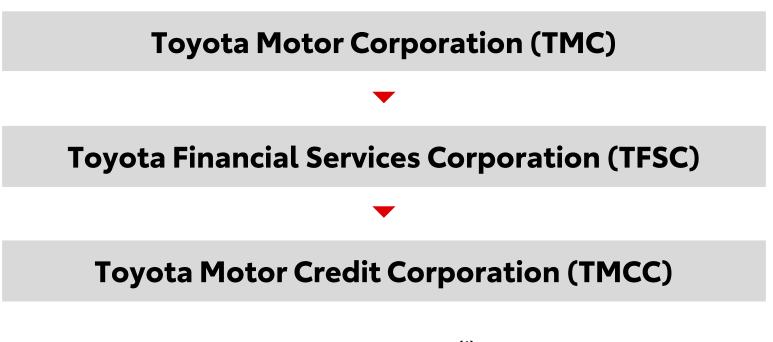
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# **TOYOTA** FINANCIAL SERVICES

# **Toyota Financial Services**

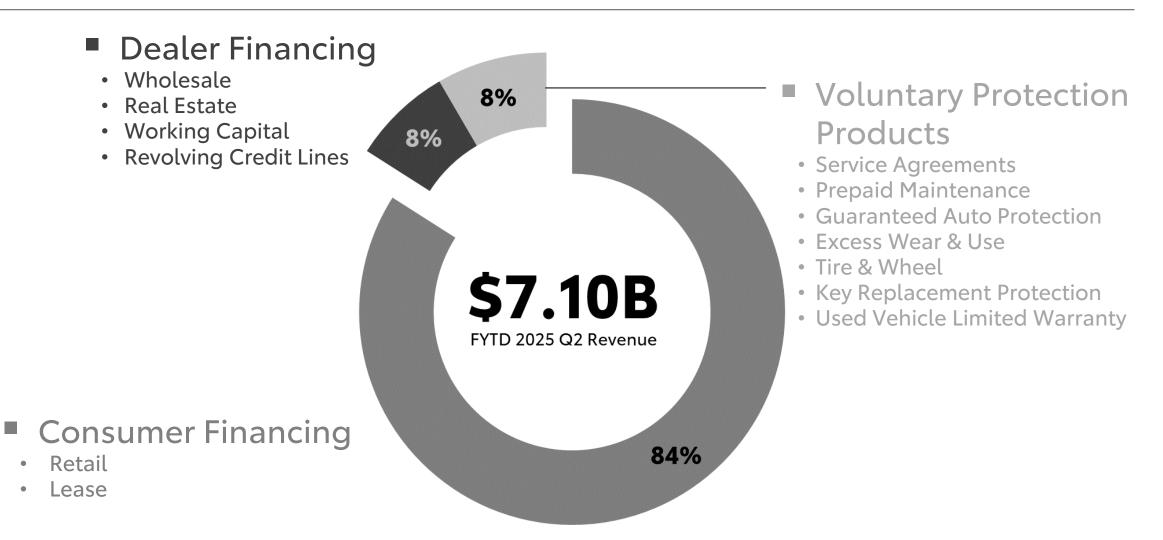
#### **TFS Group Global Presence**





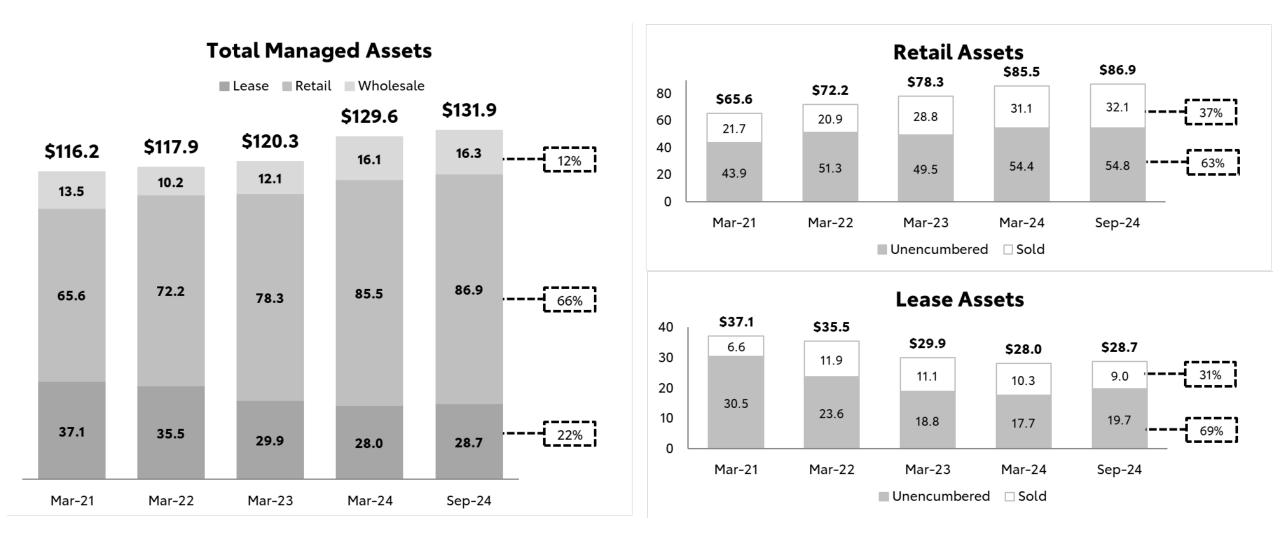
- Nearly 5.0 million active finance contracts<sup>(1)</sup>
- A+/A1/A+<sup>(2)</sup> rated captive finance company by S&P/Moody's/Fitch
- Credit support agreement structure with TFSC/TMC<sup>(3)</sup>
- (1) As of September 30, 2024. Source: Company Reports
- (2) S&P (Stable), Moody's (Positive) and Fitch (Stable)
- (3) The Credit Support Agreements do not apply to securitization transactions

## **TMCC Products and Services**



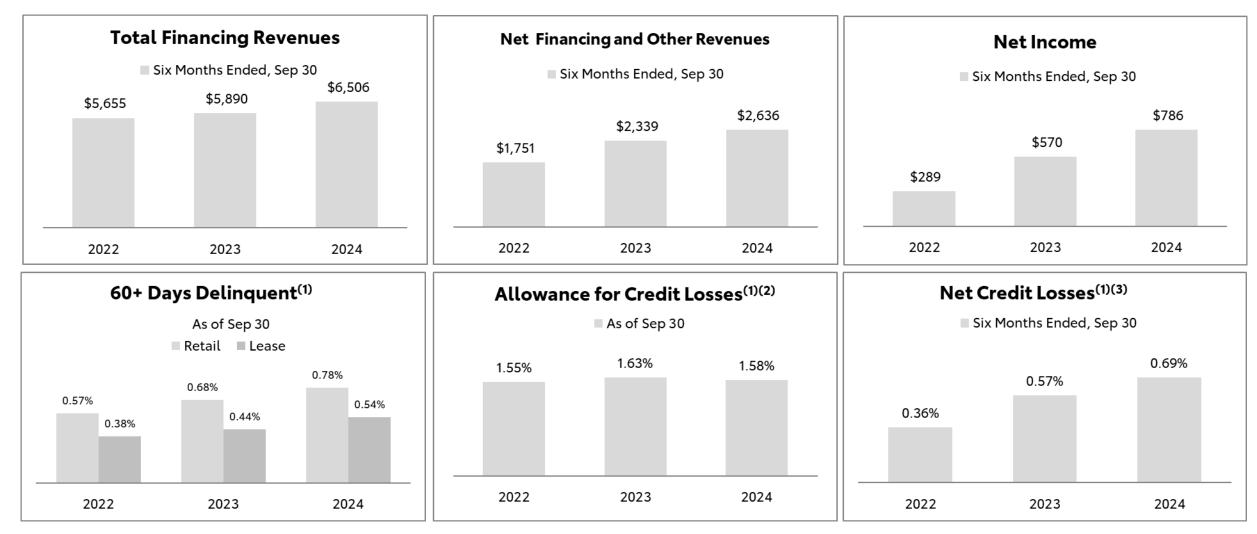
**Source**: TMCC September 30, 2024, 10-Q. Reflects Operating Lease and Retail Financing revenues; Dealer Financing revenues; and Voluntary protection contract revenues and insurance earned premiums for the fiscal six months ended September 30, 2024

### **TMCC Earning Asset Composition**



\$ 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, 2022 10-K, March 31, 2023 10-K, March 31, 2024 10-K, and September 30, 2024 10-Q

## **TMCC Financial Performance**



\$ in millions

(1) <u>60+ Days Delinquent, Allowance for Credit Losses, and Net Credit Losses</u>: percentage of gross earning assets
 (2) <u>Allowance for Credit Losses</u>: the quotient of allowance for credit losses divided by the sum of gross finance receivables (finance receivables before allowance for credit losses).

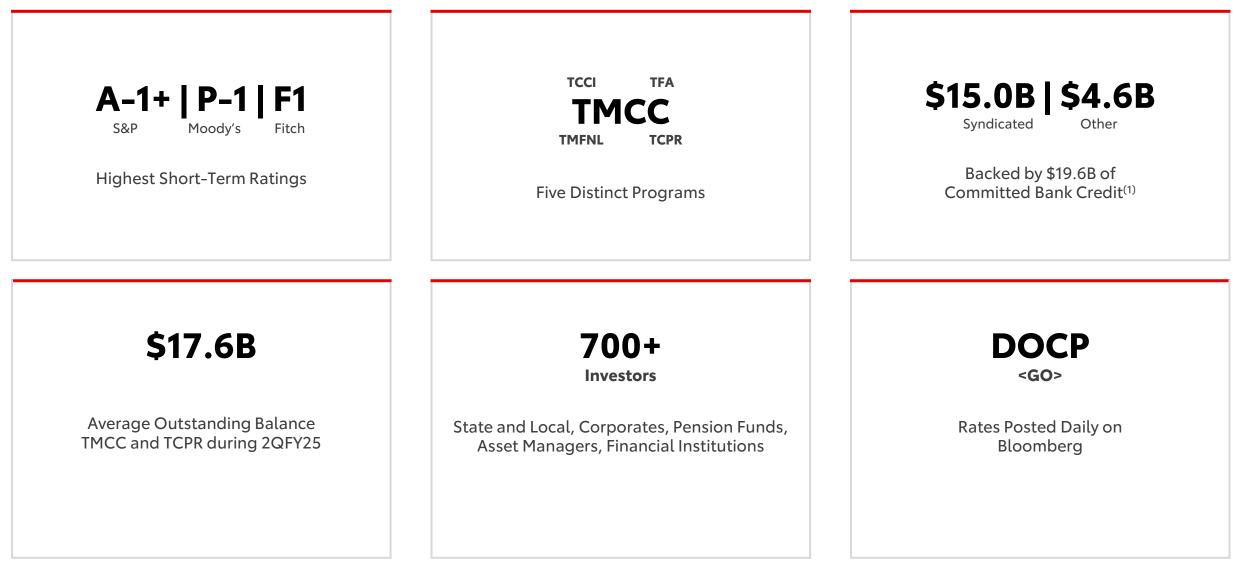
(3) Net Credit Losses: results are annualized and for Finance Receivables only

Source: TMCC September 30, 2023 10-Q, and September 30, 2024 10-Q

# **TOYOTA** FINANCIAL SERVICES

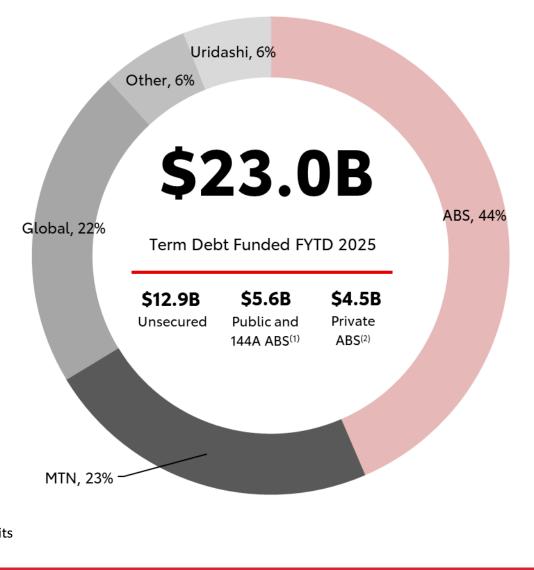
# **TMCC Funding Programs**

### **Commercial Paper Highlights**



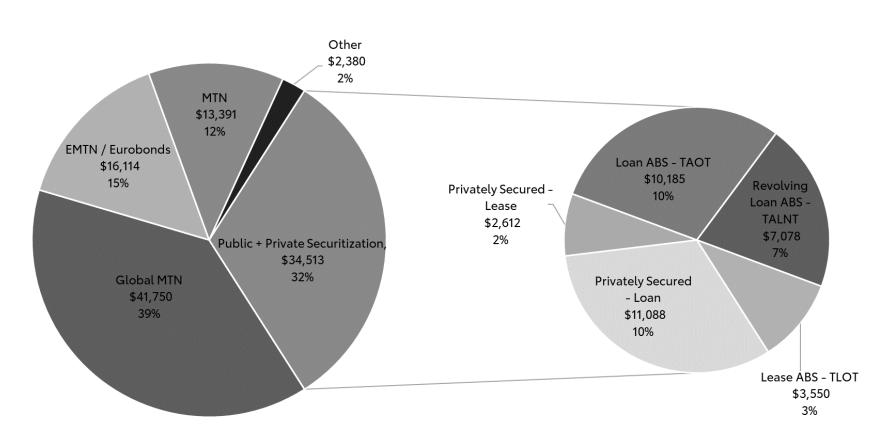
**Source**: TMCC September 30, 2024, 10-Q and Company Reports (1) As of September 30, 2024

#### **TMCC FY2025 Funding Overview**



As of September 30, 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**



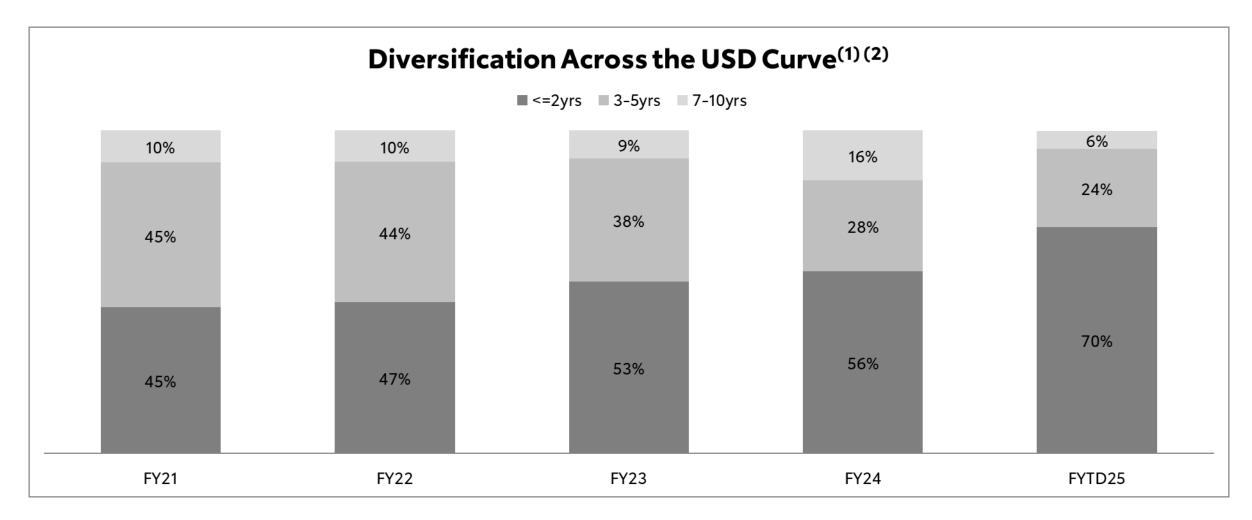
#### TMCC Outstanding Term Debt - \$108.1 billion<sup>1</sup>

As of September 30, 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.



(1) Unsecured U.S. MTN issuances, excluding Structured Notes and Retail Demand Notes. FYTD25 as of September 30, 2024.

(2) Does not include EMTN issuances (e.g., 7yr EMTN issued in FY2025).

Percentages may not add to 100% due to rounding

Source: Company Reports

# **TOYOTA** FINANCIAL SERVICES

## Retail Loan and Lease Origination and Portfolio Performance

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## **Credit Decisioning & Collections**

#### **Disciplined Underwriting**

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

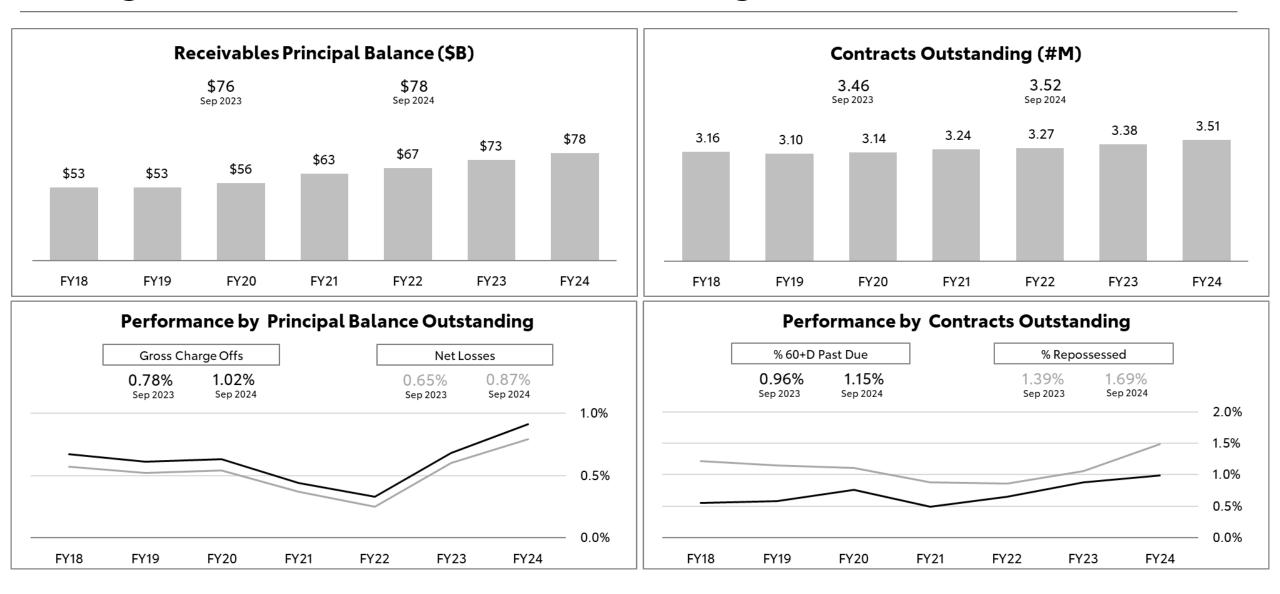
- Key mission is to support Toyota and Lexus brand and vehicle sales
- Continued focus on prime originations
- Proprietary credit scores that leverage TMCC's extensive origination history
- Regular statistical validations of predictive power

#### **Servicing Optimization**

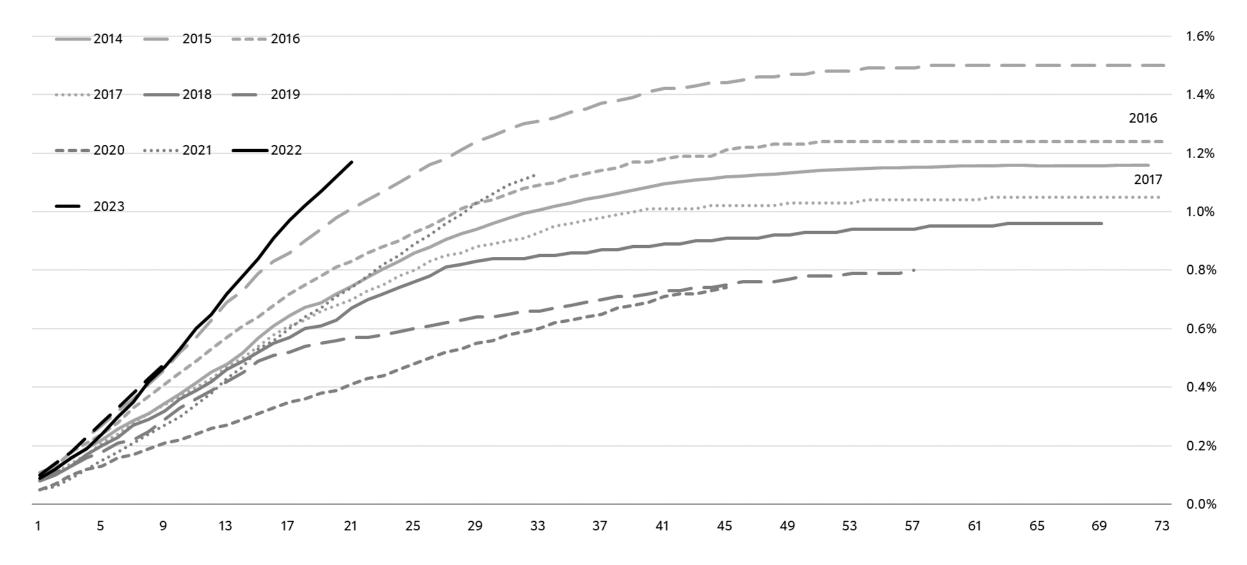
Optimization of collections strategy and staff supports loss mitigation while enabling portfolio growth

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

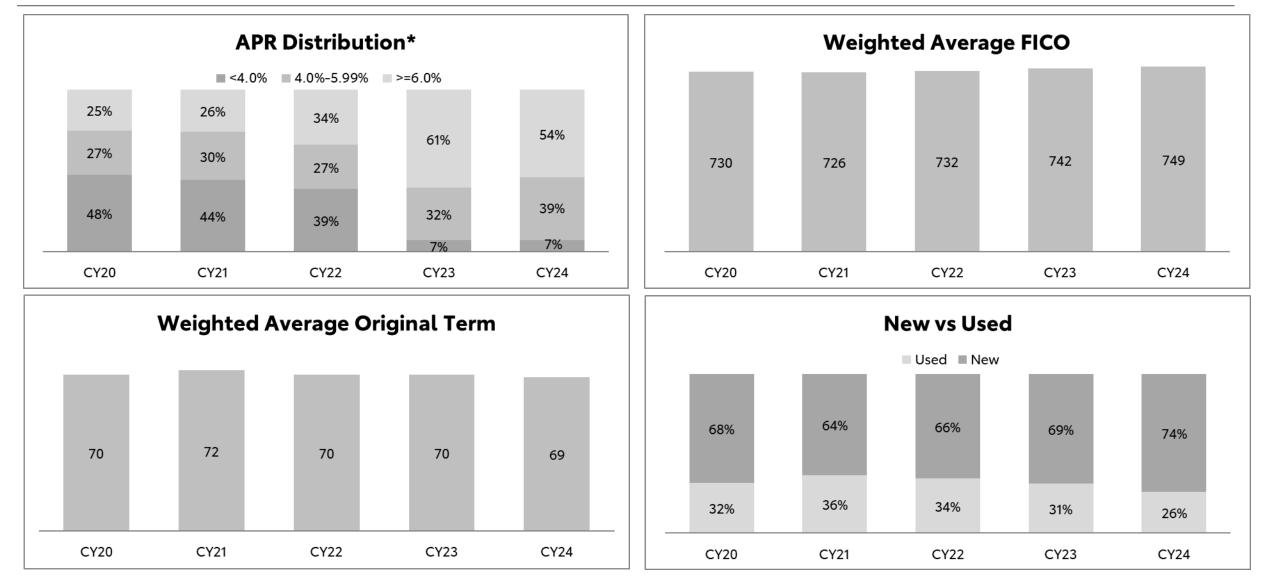
### Managed Portfolio - Retail Loan Outstanding and Performance



#### Managed Portfolio - Retail Loan Cumulative Net Losses by Vintage



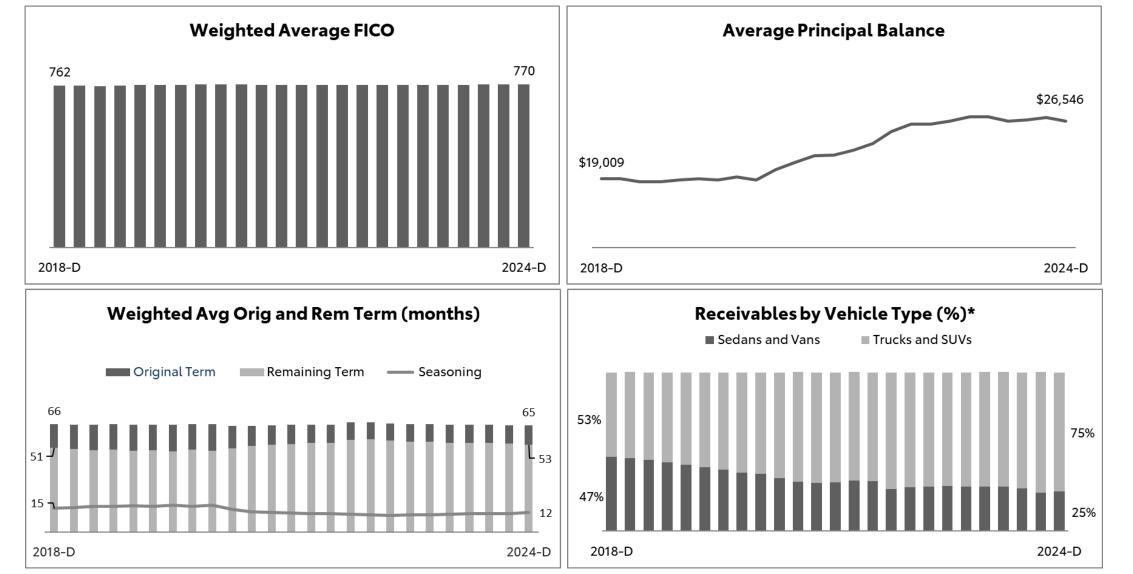
### Managed Portfolio - Retail Loan Origination Characteristics



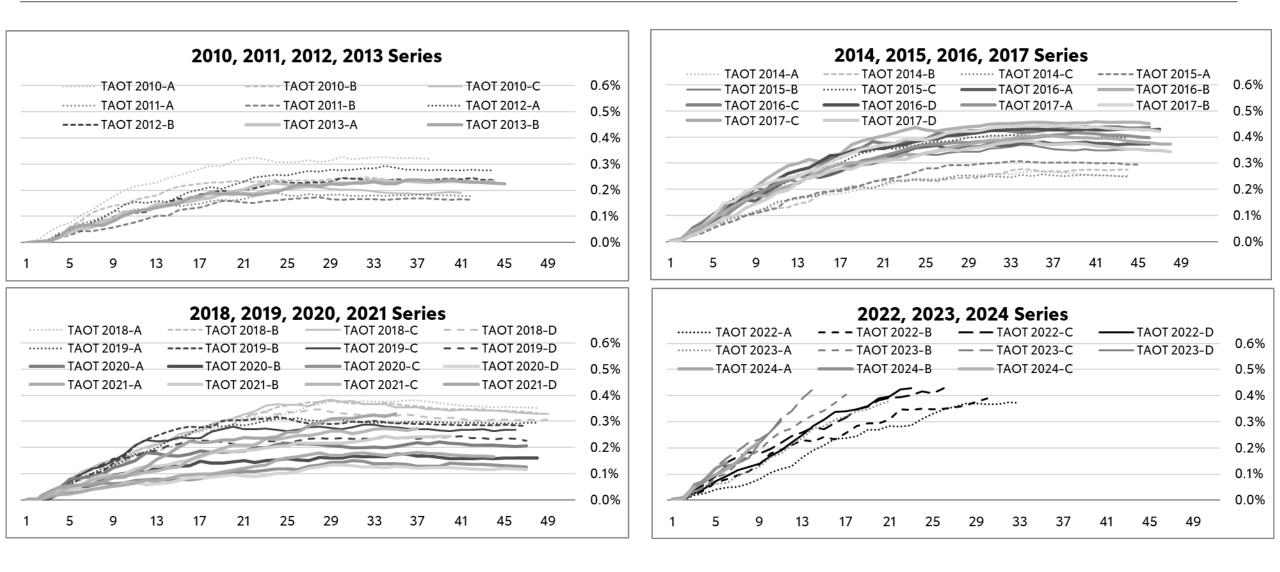
\*Percentages may not sum to 100% due to rounding.

Source: Company Reports as of September 30, 2024. Includes retail loans for Toyota and Lexus brands only

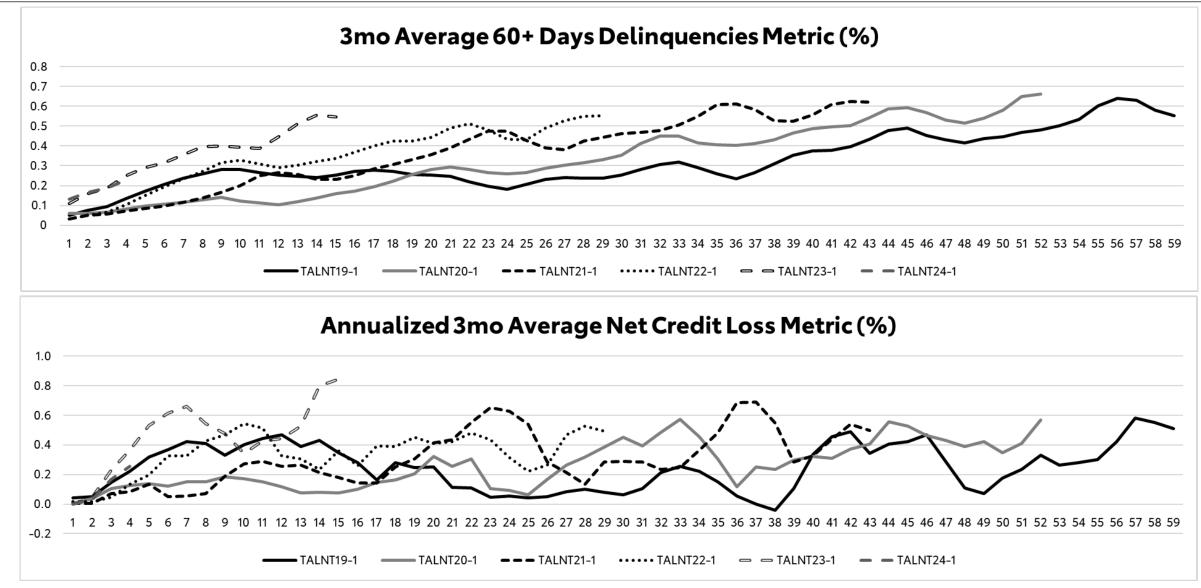
### **ABS – TAOT Characteristics**



\*Percentages may not sum to 100% due to rounding. **Source:** Company Reports

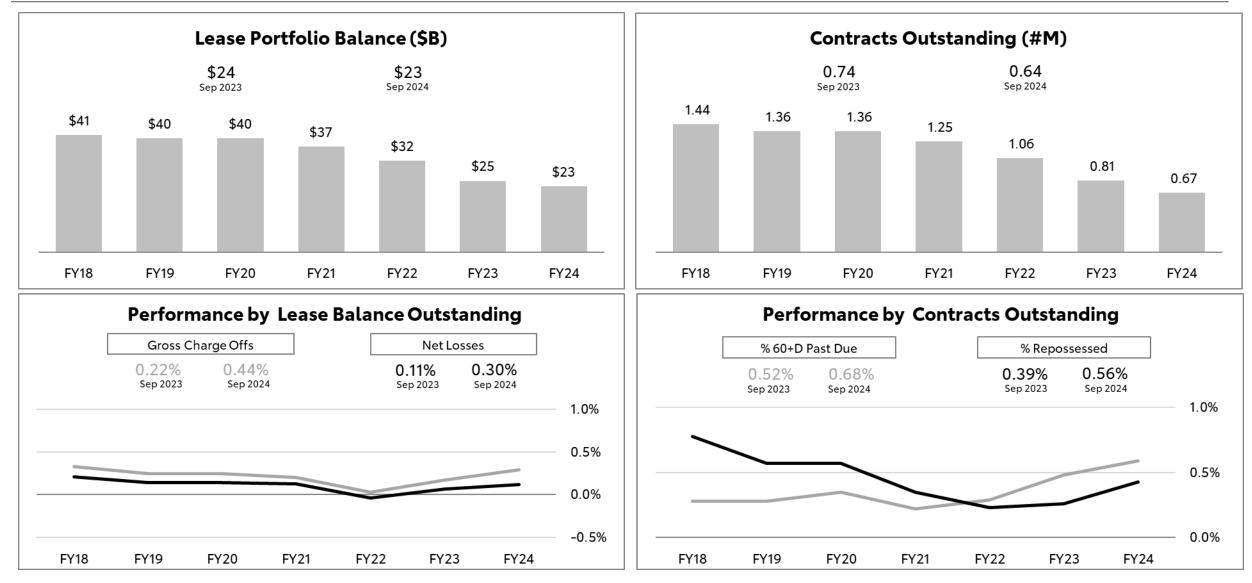


#### **ABS - TALNT Revolving Series Performance**



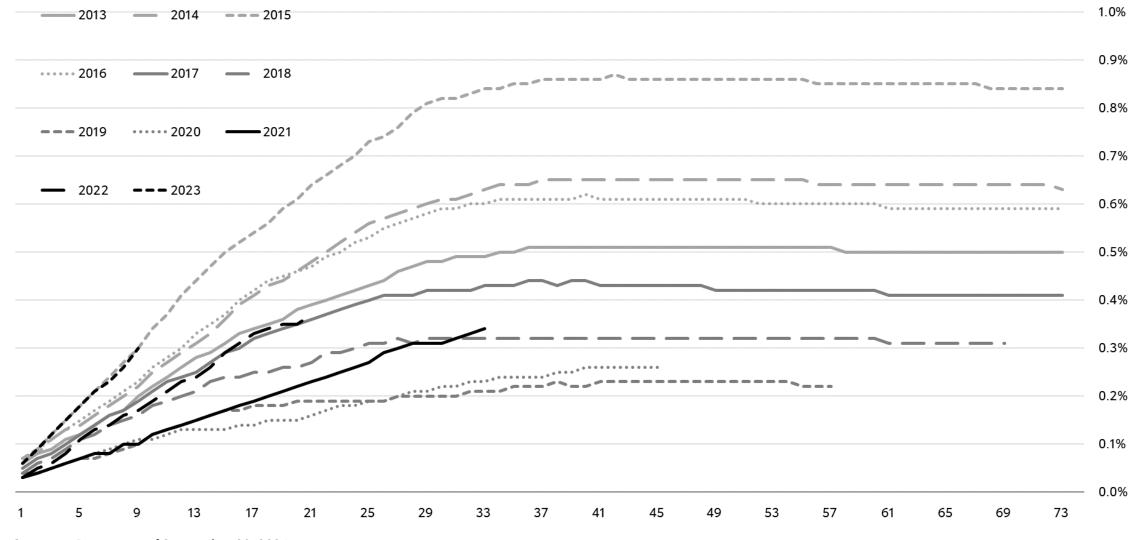
Source: Company Reports as of October 2024 payment date

#### **Managed Portfolio – Lease Outstanding and Performance**



Source: Company Reports as of September 30, 2024

#### Managed Portfolio – Lease Cumulative Net Losses by Vintage



Source: Company Reports as of September 30, 2024

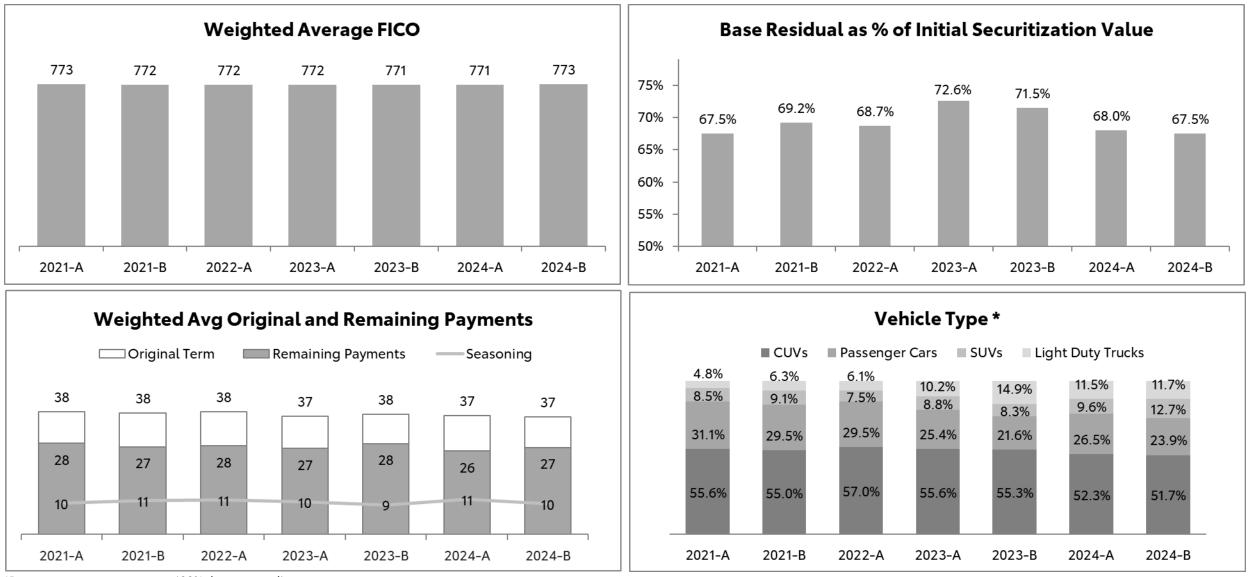
### **Managed Portfolio - Lease Origination Characteristics**



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

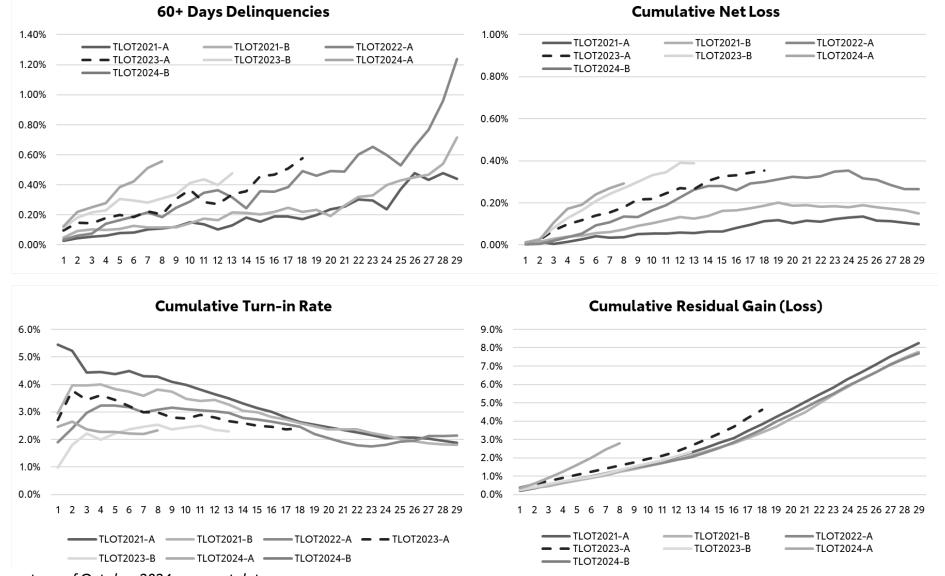
Source: Company Reports as of September 30, 2024. Includes leases for Toyota and Lexus brands only

### **ABS - TLOT Characteristics**



\*Percentages may not sum to 100% due to rounding **Source:** Company Reports as of September 30, 2024

#### **ABS - TLOT Performance**



Source: Company Reports as of October 2024 payment date



# Appendix

# **TMCC Financial Performance**

### **Consolidated Income Statement**

	Six Months Ended, Sep 30				
(USD millions)	2023	2024			
Total Financing Revenues	5,890	6,506			
less: Interest Expense and Depreciation	4,244	5,076			
add: Other Income	693	1,206			
Net Financing Revenues and Other	2,339	2,636			
Net Income	570	786			

#### **Credit Performance**

	September 30,				
	2023	2024			
Over 60 Days Delinquent <sup>(1)</sup>					
Retail	0.68%	0.78%			
Lease	0.44%	0.54%			
Allowance for Credit Losses <sup>(1) (2)</sup>	1.63%	1.58%			

	Six Months End	ded, Sep 30
	2023	2024
Net Credit Losses <sup>(1)</sup>	0.57%	0.69%

Percentage of gross earning assets
 The quotient of allowance for credit losses divided by the sum of gross finance receivables (finance receivables before allowance for credit losses)

Source: TMCC September 30, 2024, 10-Q

### **TFSC Credit Support Agreement**

Securities<sup>(1)</sup> 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

<sup>(1)</sup> "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.

## Managed Portfolio - Retail Loan Origination Profile

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	729,698
Original Pool Balance	\$30,738,117,735	\$34,544,936,474	\$36,849,953,504	\$36,701,259,863	\$26,702,013,747
Average Initial Loan Balance	\$30,508	\$32,787	\$35,301	\$35,469	\$36,593
Weighted Average Interest Rate	4.48%	4.91%	5.59%	7.71%	7.479
Weighted Average Original Term	70 Months	72 Months	70 Months	70 Months	69 Month
Weighted Average FICO	730	726	732	742	749
Minimum FICO	376	395	397	392	415
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 - 19.8%
State 2	TX - 15.0%	TX - 15.6%	TX - 16.2%	TX - 15.3%	TX - 17.29
State 3	VA - 4.6%	NY - 4.2%	NY - 4.4%	NY - 4.6%	NY - 4.29
State 4	NY - 4.1%	VA - 4.1%	MD - 3.8%	VA - 3.7%	IL - 3.69
State 5	PA - 4.0%	MD - 3.9%	PA - 3.7%	MD - 3.5%	VA - 3.69
Distribution of Receivables by Contract Rate: <sup>(1)</sup>					
Less than 2.0%	24.6%	16.3%	5.9%	0.5%	2.0%
2.0% - 3.99%	23.1%	28.0%	32.8%	6.7%	5.19
4.0% - 5.99%	27.2%	29.7%	27.4%	32.2%	38.99
6.0% - 7.99%	12.6%	13.2%	15.9%	19.9%	16.49
8.0% - 9.99%	5.1%	5.4%	9.6%	22.5%	18.19
10.0% - 11.99%	2.6%	2.4%	3.8%	10.5%	10.89
12.0% - 13.99%	1.6%	1.6%	1.6%	3.9%	4.69
14.0% - 15.99%	1.2%	1.2%	0.9%	1.4%	1.79
16.0% and greater	2.0%	2.1%	2.0%	2.3%	2.59
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%	17.59
Percentage of Used Vehicles	31.6%	36.5%	34.3%	31.0%	26.19
Percentage of New Vehicles	68.4%	63.5%	65.7%	69.0%	73.9
rounding.	00.476	03.5%	03.7%	09.0%	73.9

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

**Source:** Company Reports as of September 30, 2024

	At Septemb	er 30,		At March 31,							
	2024	2023	2024	2023	2022	2021	2020				
Outstanding Contracts <sup>(2)</sup>	3,520,808	3,458,166	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	67,901	61,854	62,787	50,632	40,744	27,476	40,205				
60 - 89 days	21,483	17,945	18,023	15,348	10,731	7,223	11,604				
Over 89 days	19,034	15,418	16,806	14,344	10,389	8,500	12,219				
Delinquencies as a Percentage											
of Contracts Outstanding <sup>(3)</sup>											
30 - 59 days	1.93%	1.79%	1.79%	1.50%	1.25%	0.85%	1.289				
60 - 89 days	0.61%	0.52%	0.51%	0.45%	0.33%	0.22%	0.379				
Over 89 days	0.54%	0.45%	0.48%	0.42%	0.32%	0.26%	0.399				

### TMCC Retail Loan Delinquency Experience<sup>(1)</sup>

(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 – Retail Loan Performance

### TMCC Managed Portfolio Net Loss and Repossession Experience (dollars in thousands)<sup>(1)</sup>

	For the Six Mor	nths Ended		For	the Fiscal Years Ended		
	Septembe	er 30,			March 31,		
	2024	2023	2024	2023	2022	2021	2020
Principal Balance Outstanding (2)	\$78,312,114	\$76,302,528	\$78,003,407	\$72,573,179	\$67,146,402	\$62,833,053	\$56,265,888
Average Principal Balance Outstanding (3)	\$78,157,761	\$74,437,854	\$75,288,293	\$69,859,790	\$64,989,727	\$59,549,471	\$54,751,134
Number of Contracts Outstanding Average Number of	3,520,808	3,458,166	3,514,336	3,382,927	3,267,466	3,237,181	3,142,143
Contracts Outstanding (3)	3,517,572	3,420,547	3,448,632	3,325,197	3,252,324	3,189,662	3,119,804
Number of Repossessions (4)	29,744	24,081	52,499	35,962	28,180	28,423	34,899
Number of Repossessions as a Percent of the Number of Contracts Outstanding Number of Repossessions as a Percent of	1.69% <sup>(7)</sup>	1.39% <sup>(7)</sup>	1.49%	1.06%	0.86%	0.88%	1.11%
the Average Number of Contracts Outstanding	1.69% <sup>(7)</sup>	1.41% <sup>(7)</sup>	1.52%	1.08%	0.87%	0.89%	1.129
Gross Charge-Offs (5)	\$400,086	\$296,056	\$710,294	\$495,938	\$222,023	\$278,833	\$352,213
Recoveries (6)	\$58,771	\$49,007	\$96,200	\$58,752	\$54,989	\$47,917	\$49,19
Net Losses	\$341,315	\$247,049	\$614,094	\$437,186	\$167,034	\$230,916	\$303,022
Net Losses as a Percentage of Principal							
Balance Outstanding	0.87% <sup>(7)</sup>	0.65% (7)	0.79%	0.60%	0.25%	0.37%	0.54%
Net Losses as a Percentage of Average							
Principal Balance Outstanding	0.87% <sup>(7)</sup>	0.66% (7)	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 TMCC. 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.

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(7) Annualized
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Source: Company Reports
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# **ABS – TAOT Collateral History**

Original Summary Characteristics by Prior Securitization:	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	TAOT 2024-C	TAOT 2024-D
Number of Pool Assets	75,426	77,985	77,626	65,964	68,972	69,360	67,500	65,736	65,406	71,726	70,254	68,850	69,385
Initial Pool Balance	\$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	\$1,864,834,545.38	\$1,841,920,697.79
Average Principal Balance	\$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	\$27,085.47	\$26,546.38
Weighted Average Interest Rate	3.15%	3.27%	3.27%	3.37%	3.44%	3.64%	4.05%	4.64%	5.10%	5.37%	5.70%	6.04%	5.96%
Weighted Average Original Term	66	66	66	67	67	66	66	66	66	66	66	65	65
Weighted Average Remaining Term	54	55	55	56	57	56	55	55	55	55	55	54	53
Weighted Average FICO	765	765	766	765	765	766	765	766	767	767	768	769	770
Minimum FICO	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
Geographic Distribution of Receivables representing the 5													
states with the greatest aggregate Initial principal balance:													
State 1	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%	CA – 16.32%	TX – 17.31%
State 2	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%	TX – 16.21%	CA – 15.58%
State 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%	PA – 4.58%	PA – 4.55%
State 4	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%	IL – 4.04%	IL – 4.37%
State 5	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%	VA – 4.00%	VA – 4.00%
Distribution of Receivables by Contract Rate: (1)													
Less than 2.0%	40.45%	37.10%	32.70%	30.57%	22.28%	19.25%	18.44%	8.28%	5.80%	4.46%	3.10%	2.09%	2.99%
2.0% - 3.99%	30.30%	32.36%	38.79%	41.21%	50.81%	51.68%	46.97%	35.43%	28.07%	22.76%	17.46%	16.27%	14.64%
4.0% - 5.99%	19.84%	20.96%	19.78%	19.83%	18.88%	19.58%	21.51%	39.42%	44.55%	47.92%	49.23%	44.54%	48.37%
6.0% - 7.99%	5.75%	5.92%	5.34%	5.11%	4.91%	6.18%	8.40%	9.22%	12.20%	14.63%	18.01%	19.44%	18.57%
8.0% - 9.99%	2.00%	2.14%	2.03%	1.92%	1.88%	2.01%	2.96%	5.14%	6.13%	6.92%	8.87%	12.56%	10.96%
10.0% - 11.99%	0.98%	0.92%	0.78%	0.90%	0.74%	0.75%	1.02%	1.53%	2.10%	2.23%	2.27%	3.38%	2.88%
12.0% - 13.99%	0.47%	0.40%	0.39%	0.31%	0.36%	0.37%	0.40%	0.59%	0.68%	0.68%	0.67%	1.09%	1.02%
14.0% - 15.99%	0.18%	0.17%	0.15%	0.14%	0.11%	0.14%	0.20%	0.26%	0.27%	0.23%	0.23%	0.37%	0.36%
16.0% and greater	0.04%	0.02%	0.04%	0.03%	0.03%	0.04%	0.10%	0.14%	0.20%	0.18%	0.17%	0.26%	0.21%
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%
Distribution of Receivables by Vehicle Type: (1)													
Passenger Cars	30.89%	32.03%	31.46%	26.58%	27.49%	28.21%	28.55%	27.88%	27.91%	27.96%	26.81%	24.25%	24.85%
Light Duty Trucks	14.00%	13.77%	12.83%	12.12%	12.09%	13.51%	16.86%	18.50%	18.15%	17.84%	18.22%	18.61%	18.78%
SUVs	7.08%	7.01%	7.06%	7.05%	6.72%	6.50%	6.09%	6.28%	6.13%	6.35%	6.93%	7.51%	6.88%
CUVs <sup>(2)</sup>	48.02%	47.20%	48.65%	54.25%	53.70%	51.78%	48.50%	47.34%	47.82%	47.86%	48.04%	49.64%	49.49%
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%
Distribution of Receivables by Make: <sup>(1)</sup>													
Toyota and Scion	82.40%	82.76%	80.71%	80.18%	79.83%	80.01%	81.72%	82.91%	81.44%	81.45%	81.41%	79.01%	81.19%
Lexus	17.60%	17.24%	19.29%	19.82%	20.17%	19.99%	18.28%	17.09%		18.55%	18.59%	20.99%	18.81%
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%
Share of Original Assets:													
Percentage with Original Scheduled Payments > 60 mont	h 52.33%	54.48%	55.04%	65.07%	65.50%	63.10%	62.35%	63.31%	62.61%	62.19%	62.98%	60.99%	59.38%
Percentage of Used Vehicles	27.45%	27.34%	23.26%		21.56%	20.94%				15.82%	13.38%	13.04%	9.97%
-													

<sup>(1)</sup> Percentages may not add to 100.00% due to rounding

(2) Vehicles categorized in this table as "CUVs" are included in the category of "SUVs" prior to TAOT 2021-B, and vehicles categorized as "Minivans" in each securitization prior to TAOT 2021-B are categorized as "CUVs" in TAOT 2021-B.

#### Source: Company Reports

# Managed Portfolio - Lease Origination Profile

Original Summary Characteristics	2020	2021	2022	2023	2024
by Vintage Origination Year:	2020	2021	2022	2023	2024
Number of Pool Assets	385,379	383,011	184,817	215,589	223,372
Original Pool Balance	\$14,392,981,563	\$14,903,774,629	\$7,419,017,197	\$9,461,838,737	\$9,943,752,005
Average Initial Lease Balance	\$37,348	\$38,912	\$40,143	\$43,888	\$44,517
Weighted Average Original Term	37	37	37	37	36
Weighted Average FICO	743	748	744	749	750
Minimum FICO	394	369	426	417	39
Maximum FICO	900	900	900	900	90
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 - 26.7
State 2	NY - 11.0%	NY - 11.5%	NY - 11.%	TX - 12.2%	TX - 10.8
State 3	NJ - 6.8%	NJ - 7.3%	TX - 8.4%	NY - 9.3%	NY - 8.7
State 4	FL - 8.3%	FL - 8.6%	FL - 8.3%	FL - 7.6%	FL - 6.5
State 5	TX - 7.6%	TX - 6.9%	NJ - 7.6%	NJ - 6.2%	NJ - 5.7
Distribution of Receivables by Vehicle Type: <sup>(1)</sup>					
Passenger Cars	26.0%	25.6%	23.8%	19.0%	19.4
Light Duty Trucks	11.7%	10.9%	15.2%	20.6%	19.8
SUVs	9.2%	8.1%	8.5%	10.8%	10.9
CUVs	53.1%	55.5%	52.6%	49.7%	49.9
Total	100.00%	100.00%	100.00%	100.00%	100.00
Distribution of Receivables by Make: <sup>(1)</sup>					
Toyota	55.8%	58.8%	62.5%	60.3%	61.5
Lexus	44.2%	41.2%	37.5%	39.7%	38.5
Total	100.00%	100.00%	100.00%	100.00%	100.00

(1) Percentages may not add to 100.0% due to roundir **Source:** Company Reports as of September 30, 2024

	At Septembe	er 30,			At March 31,					
	2024	2023	2024	2023	2022	2021	2020			
Outstanding Contracts <sup>(2)</sup>	642,770	735,993	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	8,616	8,302	7,952	7,589	7,421	6,356	12,379			
60 - 89 days	2,569	2,257	2,235	2,198	1,777	1,615	3,017			
Over 89 days	1,819	1,573	1,708	1,691	1,287	1,100	1,724			
Delinquencies as a Percentage										
of Contracts Outstanding <sup>(3)</sup>										
30 - 59 days	1.34%	1.13%	1.18%	0.93%	0.70%	0.51%	0.91%			
60 - 89 days	0.40%	0.31%	0.33%	0.27%	0.17%	0.13%	0.22%			
Over 89 days	0.28%	0.21%	0.25%	0.21%	0.12%	0.09%	0.13%			

### TMCC Lease Delinquency Experience<sup>(1)</sup>

Data presented in the table is based upon lease units for Toyota and Lexus vehicles. Excludes contracts purchased by a subsidiary of TMCC in Puerto Rico and the private label business.
 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

### TMCC Managed Portfolio Net Loss and Repossession Experience (dollars in thousands)<sup>(1)</sup>

	For the Six Mo	nths Ended		For	the Fiscal Years Ended					
	Septembe	er 30,		March 31,						
-	2024	2023	2024	2023	2022	2021	2020			
Lease Contracts Outstanding (\$) <sup>(2)</sup>	\$23,168,144	\$23,577,996	\$22,714,668	\$25,245,328	\$32,383,470	\$37,225,686	\$39,532,930			
Average Lease Contracts Outstanding (\$)	\$22,990,586	\$24,284,191	\$23,690,962	\$28,145,158	\$35,446,715	\$37,593,542	\$40,586,875			
Number of Lease Contracts Outstanding (Units)	642,770	735,993	672,664	813,606	1,057,438	1,248,110	1,362,756			
Average Number of Lease Contracts Outstanding (Units) <sup>(3)</sup>	652,924	767,970	734,641	914,831	1,162,957	1,290,643	1,400,448			
Number of Repossessions Sold (Units) <sup>(4)</sup>	1,815	1,481	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 <sup>(7)</sup>	0.56%	0.39%	0.43%	0.26%	0.23%	0.35%	0.57%			
Charge-Offs (\$) <sup>(5)</sup>	\$51,282	\$25,990	\$66,000	\$42,578	\$8,914	\$74,646	\$100,313			
Charge-Offs (Units)	5,587	6,278	12,690	13,263	16,223	19,121	21,124			
Recoveries (\$) <sup>(6)</sup>	\$16,785	\$12,922	\$37,916	\$22,415	\$22,291	\$27,503	\$44,452			
Net (Gains)/Losses (\$)	\$34,497	\$13,069	\$28,085	\$20,163	(\$13,377)	\$47,143	\$55,861			
Net (Gains)/Losses as a Percentage of Average Dollar Amount of Lease Contracts Outstanding <sup>(7)</sup>	0.30%	0.11%	0.12%	0.07%	-0.04%	0.13%	0.14%			

(1) Includes contracts that are sold but still serviced by TMCC, but excludes those contracts purchased by a subsidiary of TMCC in Puerto Rico and the private label business.

(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 charge-off. Also includes recoveries for dealer reserve charge-offs and dealer reserve chargebacks.

(7) Amounts are annualized to reflect the average number of repo units sold and the average amount of lease contracts as a percentage of the total outstanding portfolio.

(8) Represents total charge-offs less recoveries

Source: Company Reports

## TMCC Managed Lease Portfolio Residual Loss Experience - Aggregate Portfolio<sup>(1)(2)</sup>

	For the Ca	lendar YTD		F	or the Calendar Years End	led	
	Septen	nber 30,			December 31,		
	2024	2023	2023	2022	2021	2020	2019
Total Number of Vehicles Scheduled to Terminate	275,407	260,165	344,031	435,424	456,075	447,288	512,295
Total ALG Residuals on Vehicles Scheduled to Terminate	\$5,960,347,640	\$5,282,017,230	\$7,214,594,225	\$8,853,916,925	\$8,708,633,563	\$8,481,913,698	\$9,454,199,686
Number of Vehicles Returned to TMCC <sup>(3)</sup>	6,692	5,672	7,469	9,881	48,893	173,672	272,630
Number of Vehicles Going to Full Term <sup>(4)</sup>	128,441	130,887	173,186	224,364	238,456	273,229	305,965
Vehicles Returned to TMCC Ratio	2.4%	2.2%	2.2%	2.3%	10.7%	38.8%	53.2%
Total Gain/(Loss) on ALG Residuals on Vehicles Returned to TMCC <sup>(5)</sup>	\$25,407,824	\$18,769,723	\$24,661,225	\$32,107,018	\$175,597,275	\$290,069,952	\$410,323,395
Average Gain/(Loss) on ALG Residuals on Vehicles Returned to $TMCC^{(5)}$	\$3,797	\$3,309	\$3,302	\$3,249	\$3,591	\$1,670	\$1,505
Total ALG Residuals on Vehicles Returned to TMCC	\$151,448,538	\$111,476,924	\$153,669,771	\$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	16.8%	16.8%	16.1%	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	0.4%	0.4%	0.3%	0.4%	2.0%	3.4%	4.3%
Average Contract Residual Value as a Percentage of Adjusted $MSRP^{(6)}$	61.0%	57.7%	58.2%	57.5%	56.2%	58.5%	60.6%
Average ALG Residual as a Percentage of Adjusted MSRP <sup>(6)</sup>	54.8%	51.4%	52.0%	51.6%	50.6%	51.2%	51.5%
Percentage Difference	6.2%	6.4%	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

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# TMCC Managed Lease Portfolio Residual Loss Experience – By Make<sup>(1)(2)</sup>

		For the Ca	alendar YTD		For the Calendar Years Ended December 31,					
		Septer	nber 30,							
		2024	2023	2023	2022	2021	2020	2019		
	Total Number of Vehicles Scheduled to Terminate	188,057	157,587	202,404	276,073	314,482	304,998	350,306		
	Total ALG Residuals on Vehicles Scheduled to Terminate	\$3,810,922,505	\$2,835,684,220	\$3,771,257,270	\$5,014,246,322	\$5,308,078,891	\$5,054,817,378	\$5,549,702,819		
	Number of Vehicles Returned to TMCC <sup>(3)</sup>	4,751	3,822	4,872	7,131	24,598	95,702	157,314		
	Number of Vehicles Going to Full Term <sup>(4)</sup>	90,039	79,574	102,425	143,402	168,144	192,436	217,783		
	Vehicles Returned to TMCC Ratio	2.5%	2.4%	2.4%	2.6%	7.8%	31.4%	44.9%		
	Total Gain/(Loss) on ALG Residuals on Vehicles Returned to $TMCC^{^{(5)}}$	\$16,021,579	\$11,805,690	\$14,838,529	\$20,863,304	\$65,086,943	\$120,706,219	\$269,123,935		
	Average Gain/(Loss) on ALG Residuals on Vehicles Returned to $TMCC^{^{(5)}}$	\$3,372	\$3,089	\$3,046	\$2,926	\$2,646	\$1,261	\$1,711		
Toyota	Total ALG Residuals on Vehicles Returned to TMCC	\$102,515,292	\$67,706,496	\$90,560,281	\$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	15.6%	17.4%	16.4%	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	0.4%	0.4%	0.4%	0.4%	1.2%	2.4%	4.9%		
	Average Contract Residual Value as a Percentage of Adjusted ${\sf MSRP}^{^{(6)}}$	65.5%	62.8%	63.4%	61.8%	58.5%	60.2%	62.4%		
	Average ALG Residual as a Percentage of Adjusted MSRP <sup>(6)</sup>	58.3%	55.4%	56.1%	55.6%	53.4%	53.8%	53.2%		
	Percentage Difference	7.2%	7.4%	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<sup>®</sup> 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

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# TMCC Managed Lease Portfolio Residual Loss Experience – By Make<sup>(1)(2)</sup>

		For the Ca	lendar YTD	For the Calendar Years Ended December 31,					
		Septen	nber 30,						
		2024	2023	2023	2022	2021	2020	2019	
	Total Number of Vehicles Scheduled to Terminate	87,350	102,578	141,627	159,351	141,593	142,290	161,989	
	Total ALG Residuals on Vehicles Scheduled to Terminate	\$2,149,425,135	\$2,446,333,010	\$3,443,336,955	\$3,839,670,603	\$3,400,554,672	\$3,427,096,320	\$3,904,496,867	
	Number of Vehicles Returned to TMCC <sup>(3)</sup>	1,941	1,850	2,597	2,750	24,295	77,970	115,316	
	Number of Vehicles Going to Full Term <sup>(4)</sup>	38,402	51,313	70,761	80,962	70,312	80,793	88,182	
	Vehicles Returned to TMCC Ratio	2.2%	1.8%	1.8%	1.7%	17.2%	54.8%	71.2%	
	Total Gain/(Loss) on ALG Residuals on Vehicles Returned to $TMCC^{^{(5)}}$	\$9,386,245	\$6,964,033	\$9,822,696	\$11,243,714	\$110,510,332	\$169,363,733	\$141,199,460	
	Average Gain/(Loss) on ALG Residuals on Vehicles Returned to $TMCC^{^{(5)}}$	\$4,836	\$3,764	\$3,782	\$4,089	\$4,549	\$2,172	\$1,224	
Lexus	Total ALG Residuals on Vehicles Returned to TMCC	\$48,933,246	\$43,770,428	\$63,109,490	\$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	19.2%	15.9%	15.6%	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 ${\sf MSRP}^{(6)}$	54.3%	52.7%	53.4%	52.7%	53.0%	56.2%	58.4%	
	Average ALG Residual as a Percentage of Adjusted MSRP <sup>(6)</sup>	49.5%	47.4%	48.2%	47.3%	46.9%	47.9%	49.1%	
	Percentage Difference	4.7%	5.3%	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<sup>®</sup> 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

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# **ABS – TLOT Collateral History**

Original Summary Characteristics by Prior Securitization:	TLOT 2021-A	TLOT 2021-B	TLOT 2022-A	TLOT 2023-A	TLOT 2023-B	TLOT 2024-A	TLOT 2024-B
Number of Specified Leases	51,807	52,975	42,773	47,881	37,154	44,088	47,787
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	\$1,671,641,801.36
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	\$1,128,283,868.71
Base Residual as a Percentage of Aggregate Securitization Value	67.5%	69.2%	68.7%	72.6%	71.5%	68.0%	67.5%
Average Securitization Value	\$28,809.57	\$29,301.35	\$30,436.61	\$29,926.57	\$32,137.99	\$32,499.66	\$34,981.10
Average Base Residual Value	\$19,435.02	\$20,287.55	\$20,900.59	\$21,717.79	\$22,983.91	\$22,107.46	\$23,610.69
Original Number of Monthly Payments	38	38	38	37	38	37	37
Remaining Number of Monthly Payments	28	27	28	27	28	26	27
Weighted Average FICO	773	772	772	772	771	771	773
Minimum FICO	620	620	620	620	620	620	620
Maximum FICO	900	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%	CA – 19.9%
State 2	NY – 11.7%	NY – 11.9%	NY – 11.3%	NY – 13.6%	NY – 11.8%	TX – 13.4%	TX – 13.6%
State 3	FL – 8.8%	FL – 9.1%	FL – 10.6%	TX – 9.0%	TX – 10.5%	NY – 11.3%	NY – 10.6%
State 4	NJ – 8.1%	NJ – 7.9%	TX – 7.8%	FL – 8.3%	FL – 9.9%	FL – 7.5%	FL – 8.6%
State 5	TX – 7.9%	TX – 7.4%	NJ – 7.6%	NJ – 8.1%	NJ – 7.3%	NJ – 7.1%	NJ – 6.6%
Distribution of Receivables by Vehicle Type: <sup>(1)</sup>							
Passenger Cars	31.1%	29.5%	29.5%	25.4%	21.6%	26.5%	23.9%
Light Duty Trucks	4.8%	6.3%	6.1%	10.2%	14.9%	11.5%	11.7%
SUVs	8.5%	9.1%	7.5%	8.8%	8.3%	9.6%	12.7%
CUVs	55.6%	55.0%	57.0%	55.6%	55.3%	52.3%	51.7%
Total	100.00%	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%	55.8%
Lexus	50.4%	49.0%	52.1%	40.0%	44.6%	39.6%	44.3%
Total	100.00%	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