

#### **Presentation Materials for Investors**

February 2017

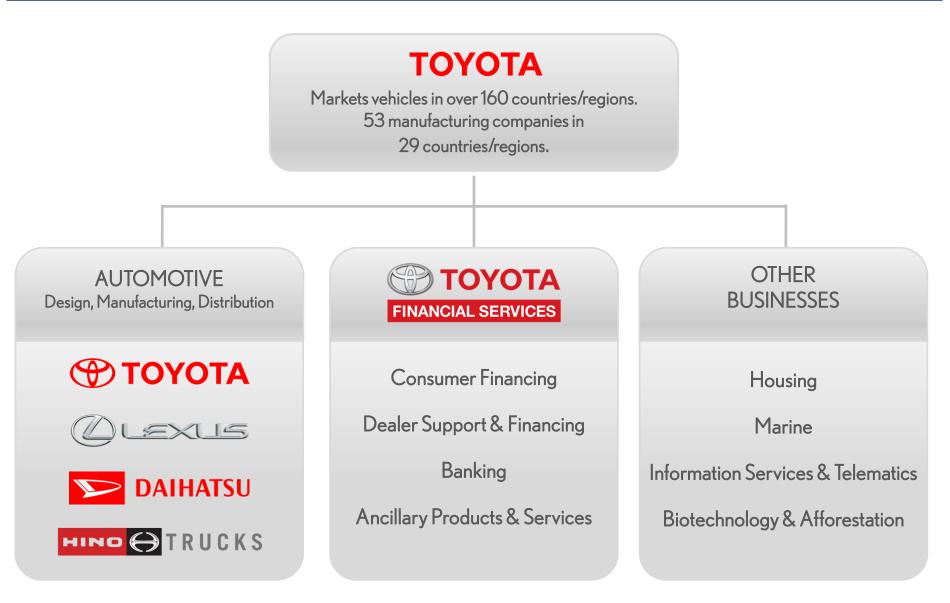
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- This presentation includes certain "forward-looking statements" within the meaning of The U.S. Private Securities Litigation Reform Act of 1995.
- These statements are based on current expectations and currently available information.
- Actual results 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.
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## Toyota's Global Businesses



#### TMC Consolidated Financial Results

	Fiscal Year Er	December 31,	
(JPY billions)	2015	2016	2016
Net Revenues	27,234.5	28,403.1	20,154.7
Operating Income	2,750.6	2,854.0	1,555.4
Net Income	2,173.3	2,312.7	1,432.7

Nine Months Ended

## TMC Consolidated Balance Sheet

	FY2015	FY2016	FY2017
(JPY billions)	As of March 31, 2015	As of March 31, 2016	As of December 31, 2016
Current assets	17,936.4	18,209.6	17,038.1
Noncurrent finance receivables, net	9,202.5	8,642.9	9,135.1
Investment & other assets	11,295.2	10,834.7	11,741.1
Property, plant & equipment, net	9,295.7	9,740.4	10,197.2
Total Assets	47,729.8	47,427.6	48,111.5
Liabilities	30,082.5	29,339.4	29,722.4
Shareholders' equity	17,647.3	18,088.2	18,389.1
Total Liabilities & Shareholders' Equity	47,729.8	47,427.6	48,111.5

#### Toyota Across the United States

#### Toyota By The Numbers 1 Our History Toyota has been a part of the cultural fabric in the U.S. for nearly 60 years. See O below for a showcase of our commitment to the U.S. 1957 Toyota Motor Sales, U.S.A established 1972 Manufacturing operations begin in U.S. 30 \$35.3B 2,449,630 1,382,268 0 1973 Calty Design Research established YEARS 2016 VEHICLES 2016 VEHICLES PARTS AND 0 MANUFACTURING SOLD IN THE U.S. PRODUCED IN THE MATERIALS 1977 Toyota Technical Center, U.S.A. incorporated **PURCHASED**<sup>3</sup> IN THE U.S. U.S. 2 0 1986 Vehicle production begins in U.S. with the opening of TMMK in Georgetown, KY 0 1987 Toyota U.S.A. Foundation established NEARLY 136,000 \$22B 10 1.500 0 1993 Arizona Proving Ground established O 1996 North American manufacturing headquarters established DIRECT EMPLOYEES IN PLANTS IN THE TOYOTA AND INVESTMENT IN THE U.S.<sup>4</sup> U.S. AND 14 IN LEXUS DEALERS THE U.S. NORTH AMERICA O 1997 Five millionth North American vehicle produced 0 2000 First hybrid vehicle sold in U.S. OVER OVER 0 2002 Ten millionth North American vehicle produced 25M \$26.6B \$1M \$850M 0 2006 Hybrid production begins in U.S. VEHICLES BUILT DEALER SPENT EVERY IN TOTAL U.S. IN THE U.S. AND INVESTMENT IN HOUR ON R&D 6 DONATIONS 0 2008 One millionth Prius sold globally COUNTING THE U.S.<sup>5</sup> 0 2010 Toyota North American Center for Quality Excellence established 0 2011 Collaborative Safety Research Center (CSRC) launched OVER 160.000 13 8 470,100 O 25 Millionth North American vehicle produced 2012 Ô 2015 Toyota breaks ground on its new North American headquarters in Plano, Texas U.S. - BUILT HYBRID MODELS OF TOYOTA'S U.S. JOBS CREATED IN TOYOTAS IN THE U.S. PLUS PLANTS HAVE THE U.S.<sup>8</sup> EXPORTED TO 40 THE MIRAI FCV IN ACHIEVED ZERO-COUNTRIES SELECT LANDFILL IN 2015 MARKETS 7 TARGETS

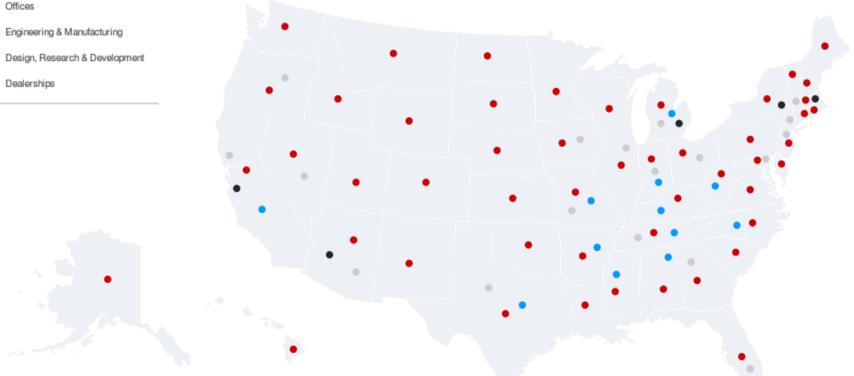
<sup>1</sup> All data as of December 2015, except where noted.<sup>2</sup> Toyota vehicles and components assembled using U.S. and globally sourced parts. All data as of December 2015.<sup>3</sup> Parts, materials and components (FY ending 3/15). Goods and Services (CY 2015).<sup>4</sup> 2015 Center for Automotive Research Study.<sup>5</sup> Includes U.S. and Puerto Rico.<sup>6</sup> Global estimate based on FY16 projections of Toyota Motor Corporation.<sup>7</sup> As of 2016.<sup>8</sup> 2015 Center for Automotive Research Study. Includes direct dealer and supplier employees and jobs created through their spending.

## Toyota Across the United States

#### **Operations By State**

#### \*Dots represent category presence within a state and not quantity of location.

- Offices
- ۲
- ٠



#### Toyota Motor Sales, USA

- TMS sold 2.45 million vehicles in 2016
  - Camry was the best-selling passenger car in America for the 15<sup>th</sup> consecutive year
- Industry-leading investment in next-generation technologies in power-train, safety and production
  - TMS has one of the most fuel-efficient line-ups of any full-line OEM
  - Over 3.0 million hybrids sold in the US and over 10.0 million worldwide<sup>(1)</sup>
  - 13 hybrid models<sup>(2)</sup> and 1 fuel cell model across the TMS line-up
  - Mirai is Toyota's first mass-produced hydrogen fuel cell vehicle
  - Toyota Research Institute announced with R&D focus on artificial intelligence and robotics
  - TMS is launching 9 new or refreshed models in 2017. Recent and upcoming vehicle launches:

- Camry	- Tundra	- Lexus LS
- Sienna	- Prius C	- Lexus LC 500
- C-HR	- Lexus NX	- Lexus RX350L

(1) As of January 2017

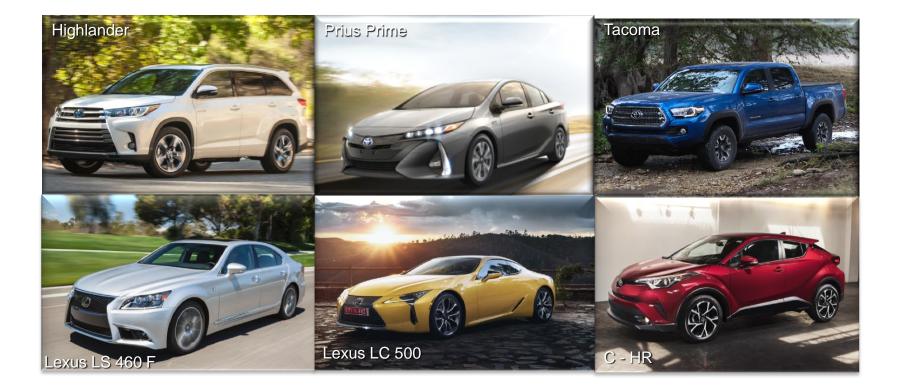
(2) Includes cars and light trucks

#### Toyota Motor Sales, USA (2)

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

2017 IIHS Top Safety Pick+ Awards 9 Toyota & Lexus models took the highest award, the most of any manufacturer	<b>2017 Kelley Blue Book</b> <b>Best Electric/Hybrid Buy of 2017</b> 2017 Toyota Prius Prime	<b>2017 Kelley Blue Book</b> <b>Best Resale Value</b> Toyota No. 1 Brand Winner (3 out of top 5 Best Resale Values for 2017)
<b>2016 Forbes</b>	<b>2016 Kelley Blue Book</b>	<b>2016 J.D. Power and Associates</b>
Toyota ranked No. 1 most valuable	<b>Best Resale Value for Luxury Brand</b>	<b>Vehicle Dependability Survey</b>
automotive brand	Lexus (5 <sup>th</sup> year running)	Lexus ranked No. 1 overall
<b>2016 J.D. Power IQS</b> 6 Toyota/Lexus/Scion models Rank highest in their segments	<b>2016 NHTSA 5-Star</b> <b>Overall Safety</b> 10 Toyota/Lexus/Scion models	<b>2016 Consumer Reports</b> Lexus & Toyota No. 1 brands
<b>2016 NY International Auto Show</b>	<b>2016 U.S. News</b>	<b>2015 Fast Company</b>
Mirai received the World Green Car	<b>Best Cars for the Money</b>	Toyota ranked among World's 50 Most
Award	Camry, Prius, RAV4 Hybrid & Lexus NX	Innovative Companies

## Toyota Motor Sales, USA (3)



## **Toyota Financial Services**

## TFS Group Global Presence

#### **TOYOTA FINANCIAL SERVICES**

**Global Network** 

#### **AMERICAS**

- Argenting
- Brazil
- Canada
- Mexico
- Puerto Rico
- U.S.A.
- Venezuela

 Czech Italy Denmark Kazakhstan

**EUROPE/AFRICA** 

Finland

- Netherlands
- France Norway
- Germany Poland
- Hungary Russia

- Slovakia South Africa

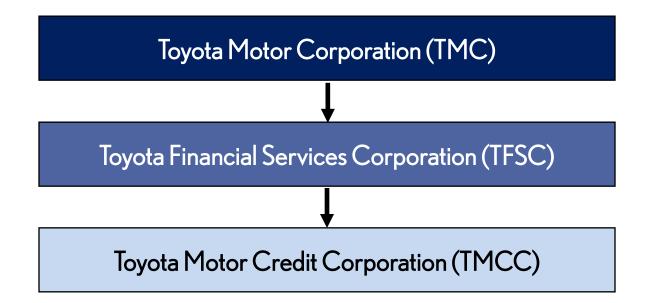
- U.K.
- Sweden
- Spain

#### ASIA/PACIFIC

- Australia
- China
- India
- Indonesia
- Japan
- Korea
- Malaysia New Zealand
- Philippines
- Taiwan
- Thailand
- Vietnam



## Toyota Motor Credit Corporation (TMCC)



- Over 4.6 million active finance contracts<sup>(1)</sup>
- AA-<sup>(2)</sup>/Aa3<sup>(2)</sup> rated captive finance company by S&P/Moody's
- Credit support agreement structure with TFSC/TMC<sup>(3)</sup>

## Credit Support Agreements

- Securities<sup>\*</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
- 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>\* &</sup>quot;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.

#### Consumer Finance



Lease

#### Dealer Finance

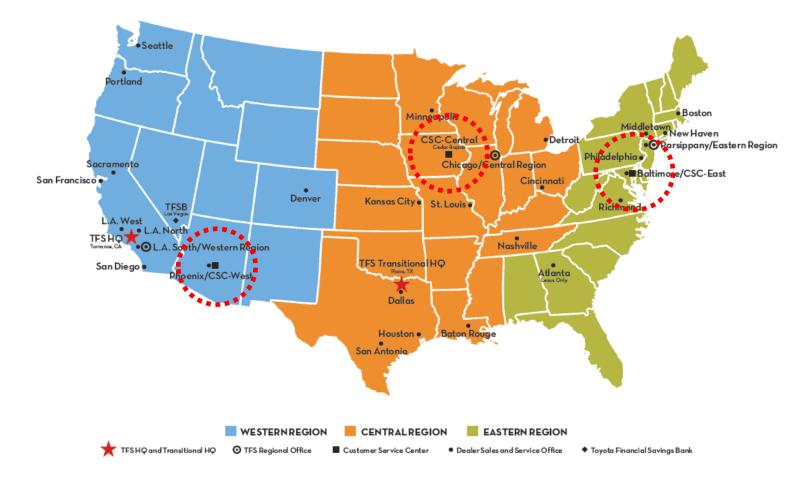
- Wholesale
- Real Estate
- Working Capital
- Revolving Credit Lines

#### Insurance

- Service Agreements
- Prepaid Maintenance
- Guaranteed Auto Protection
- Excess Wear & Use
- Tire & Wheel

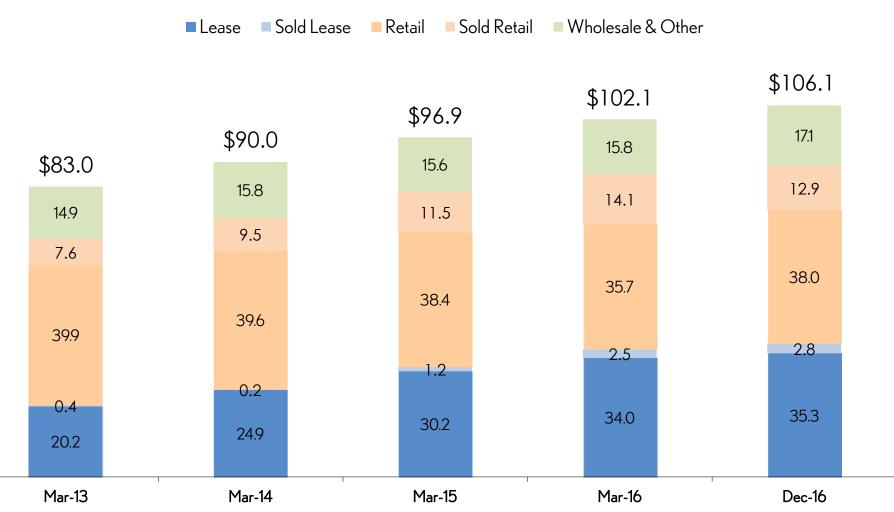
#### **Extensive Field Organization**

- Decentralized dealer and field support
- Centralized servicing and collections (circled)



## TMCC Earning Asset Composition

#### Managed Assets (USD Billions)



## TMCC Financial Performance - Select Data

	Fis	Nine Months Ended December 31,			
(USD millions)	2013	2014	2015	2016	2016
Total Financing Revenues	7,244	7,397	8,310	9,403	7,491
add: Other Income	744	702	832	1,080	967
less: Interest Expense and Depreciation	4,508	5,352	5,593	7,051	6,299
Net Financing Revenues and Other Revenues	3,480	2,747	3,549	3,432	2,159
Net Income	1,331	857	1,197	932	358

Source: TMCC March 31, 2015 10-K , March 31, 2016 10-K & December 31, 2016 10-Q

## TMCC Financial Performance - Select Data

	Fis	cal Year End	Nine Months Ended December 31,		
	2013	2014	2015	2016	2016
Over 60 Days Delinquent <sup>(1)</sup>	0.19%	0.18%	0.21%	0.26%	0.38%
Allowance for Credit Losses <sup>(1) (2)</sup>	0.63%	0.50%	0.50%	0.52%	0.53%
Net Credit Losses <sup>(1)</sup>	0.27%	0.28%	0.29%	0.38%	0.46%

(1) Percentage of gross earning assets

(2) The quotient of allowance for credit losses divided by the sum of gross finance receivables (net finance receivables less allowance for credit losses) plus gross investments in operating leases (net investments in operating leases less allowance for credit losses)

# **TMCC Funding Programs**

#### **Exceptional Liquidity**

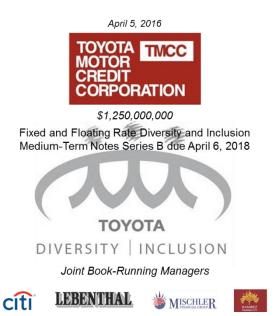
- A-1+/P-1 rated direct commercial paper program
- \$20.4 billion committed credit facilities<sup>(1)</sup>
- \$7.9 billion short-term liquidity investment portfolio<sup>(2)</sup>
- Over \$60 billion in readily salable consumer retail loan & lease assets
- Access to various domestic and international capital markets
- Billions of additional capacity in global benchmark markets
- Extensive inter-company lending infrastructure
- Credit support agreements: TMCC  $\rightarrow$  TFSC  $\rightarrow$  TMC

## TMCC Funding Program Objectives

- TMCC is committed to:
  - Maintaining funding diversity and exceptional liquidity
  - Issuing into strong demand with attractive deals
  - Identifying & developing new markets and investor relationships
  - Responding quickly to opportunities with best-in-class execution
  - Managing our business and stakeholder relationships with a long-term view

## Innovative Funding Platforms

- Diversity and Inclusion (D&I) bond
  - Four issuances to date totaling \$2.25 billion
  - \$1.25 billion offering in April 2016 set record for largest corporate D&I bond
  - Delivers Tier 2 & Tier 3 investor diversification
- Auto industry's first ever Green Bond ABS
  - Three offerings to date totaling \$4.6 billion
  - Proceeds used exclusively to finance loans and leases for new hybrid and alternativefuel Toyota and Lexus vehicles



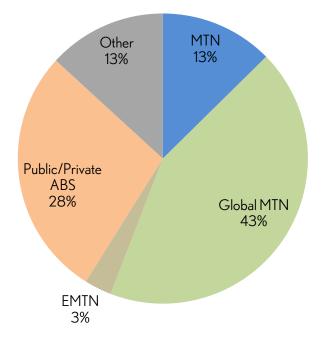


Our commitment to green innovation extends even to our capital markets programs. The Tayota Financial Services Green Band is the first of its kind in the automobile industry, providing fonding to enable consumer financing of Tayota's wide range of environmentally friendly vehicles. This eco-leaderthip has helped us sell over 6 million hybrids worldwide, which have resulted in the reduction of approximately 41 million tons (C), emissions' compared to gasoline-only powered vehicles.

\* Ls of December 37, 2013, calculated by number of registered vehicles \* distance traveled \* fuel efficiency (actual fuel efficiency in each country of usle) \* CO, convenion factor #2014 Toynte Financial Services. All Rights Reserved, Toynte Financial Services is a service mark used by Toynte Moter Credit Corporation, Toynte Moter Insurance Services, Inc. and Toynte Laose Trust

## TMCC FYTD17 Funding Overview

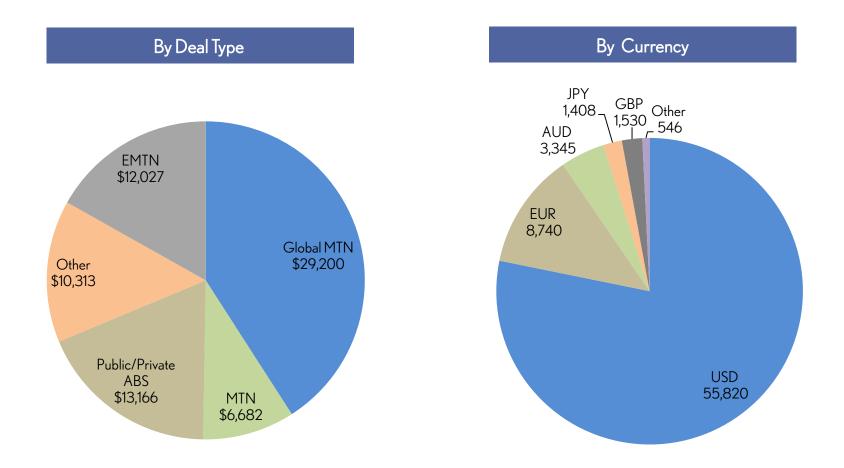
#### \$21.3 billion of long term debt funded FYTD2017\*



- \$15.4 billion in unsecured debt
- \$5.9 billion in secured debt (net of amount retained)
  - \$2.6 billion comprised of public term secured funding (net of amount retained)

## Diversification in Debt Offerings

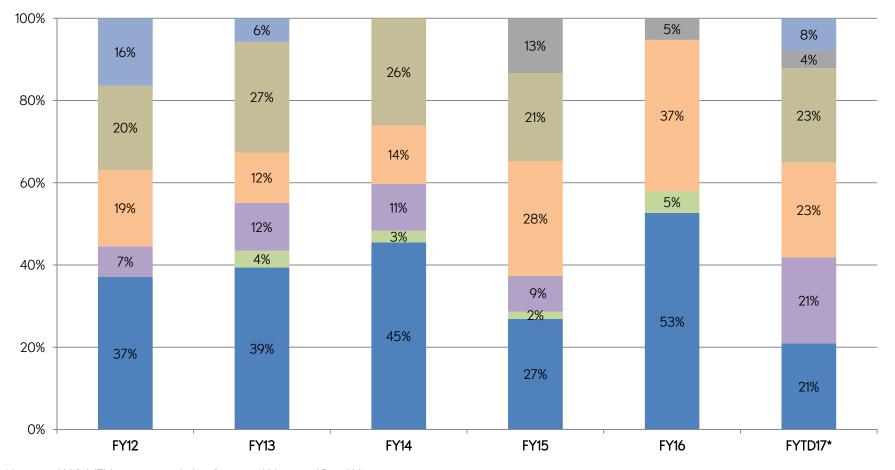
#### TMCC Long Term Debt Outstanding (USD millions)\*



## Funding Flexibility And Responsiveness

#### Diversification Across USD Curve <sup>(1)</sup>

■ 1yr ■ 18mth ■ 2yr ■ 3yr ■ 5yr ■ 7yr ■ 10yr



(1) Unsecured U.S. MTN issuance, excluding Structured Notes and Retail Notes Percentages may not add to 100% due to rounding \*As of January 31, 2017

Source: Company Reports

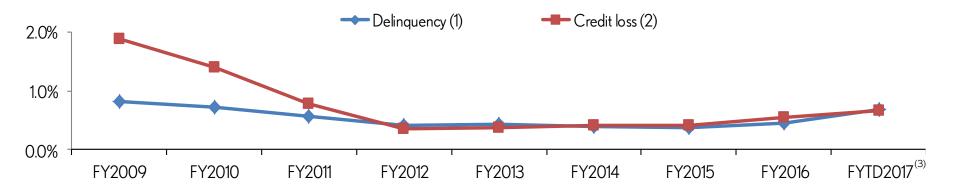
## Key Investment Highlights

- Financial strength supported by strong credit ratings
- Transparent business model with exceptional liquidity
- Rational funding programs with long-term perspective
  - Diversification in bond offerings
  - Focus on proactively meeting needs of market
  - Strong emphasis placed on flexibility and responsiveness
- Industry-leading in:
  - Liquidity management framework
  - Balance sheet strength
  - Business model resiliency

# TMCC Retail Loan Collateral & ABS Transactions

#### **Credit Decisioning & Collections**

- Consistent and conservative underwriting standards have produced low levels of delinquencies and credit losses
  - Focus on prime origination
  - Ongoing focus on Toyota and Lexus business
- Optimization of collections strategy and staff supports loss mitigation while enabling portfolio growth
  - Emphasis on early intervention
  - Reinforcement of strong compliance management system

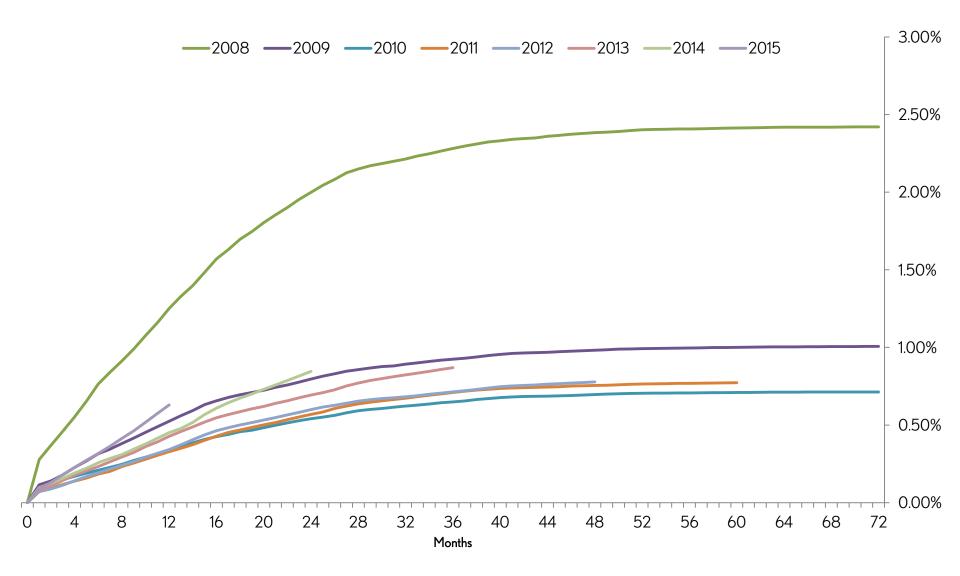


<sup>(1)</sup> Delinquency is 60+ day delinquencies as a percentage of retail receivable contracts outstanding

(2) Credit loss is annual net credit loss as a percentage of retail receivable principal balance outstanding

(3) As of December 31, 2016

#### Cumulative Net Losses: Annual Origination Vintages



Source: Company Reports

#### Managed Portfolio Performance

#### TMCC Retail Loan Delinquency Experience (1)

	At Decer	At December 31,		At March 31,			
	2016	2015	2016	2015	2014	2013	2012
Outstanding Contracts <sup>(2)</sup>	3,190,526	3,204,795	3,163,189	3,209,872	3,220,641	3,156,247	3,119,781
Number of Accounts Past Due							
in the following categories							
30 - 59 days	52,127	46,257	35,795	31,130	32,920	35,672	35,162
60 - 89 days	12,525	10,945	7,822	6,569	6,660	7,182	6,786
Over 89 days	9,186	10,278	6,776	5,616	5,799	6,362	5,870
Delinquencies as a Percentage							
of Contracts Outstanding <sup>(3)</sup>							
30 - 59 days	1.63%	1.44%	1.13%	0.97%	1.02%	1.13%	1.13%
60 - 89 days	0.39%	0.34%	0.25%	0.20%	0.21%	0.23%	0.22%
Over 89 days	0.29%	0.32%	0.21%	0.17%	0.18%	0.20%	0.19%

(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.

(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.

#### Performance – Retail Loan

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

	For the Mont	h Ended		For the Fiscal Years Ended				
	Decembe	er 31,		March 31,				
	2016	2015	2016	2015	2014	2013	2012	
Principal Balance Outstanding <sup>(2)</sup>	\$50,941,646	\$50,570,615	\$49,716,914	\$49,645,354	\$48,761,164	\$46,932,720	\$44,648,020	
Average Principal Balance Outstanding <sup>(3)</sup>	\$50,329,280	\$50,107,985	\$49,681,134	\$49,203,259	\$47,846,942	\$45,790,370	\$44,850,661	
Number of Contracts Outstanding Average Number of	3,190,526	3,204,795	3,163,189	3,209,872	3,220,641	3,156,247	3,119,781	
Contracts Outstanding (3)	3,176,858	3,207,334	3,186,531	3,215,257	3,188,444	3,138,014	3,154,686	
Number of Repossessions <sup>(4)</sup>	35,296	26,259	37,741	34,780	34,923	34,353	42,937	
Number of Repossessions as a Percent of the Number of Contracts Outstanding	1.48% (7)	1.09% (7)	1.19%	1.08%	1.08%	1.09%	1.38%	
Number of Repossessions as a Percent of the Average Number of Contracts								
Outstanding	1.48% (7)	1.09% (7)	1.18%	1.08%	1.10%	1.09%	1.36%	
Gross Charge-Offs <sup>(5)</sup>	\$291,112	\$232,390	\$322,814	\$267,835	\$257,586	\$244,432	\$240,736	
Recoveries (6)	\$37,898	\$36,296	\$47,966	\$59,931	\$62,714	\$69,088	\$78,593	
Net Losses	\$253,214	\$196,094	\$274,848	\$207,904	\$194,872	\$175,344	\$162,143	
Net Losses as a Percentage of Principal								
Balance Outstanding	0.66% (7)	0.52% (7)	0.55%	0.42%	0.40%	0.37%	0.36%	
Net Losses as a Percentage of Average								
Principal Balance Outstanding	0.67% (7)	0.52% (7)	0.55%	0.42%	0.41%	0.38%	0.36%	

(1) The net loss and repossession data reported in this table includes all retail 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.

(2) Principal Balance Outstanding includes payoff amount for simple interest contracts and net principal amount 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 bankruptcy-related 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 vehicle after the related charge-off. Also includes recoveries for dealer reserve charge-offs and chargebacks.
 (7) Annualized

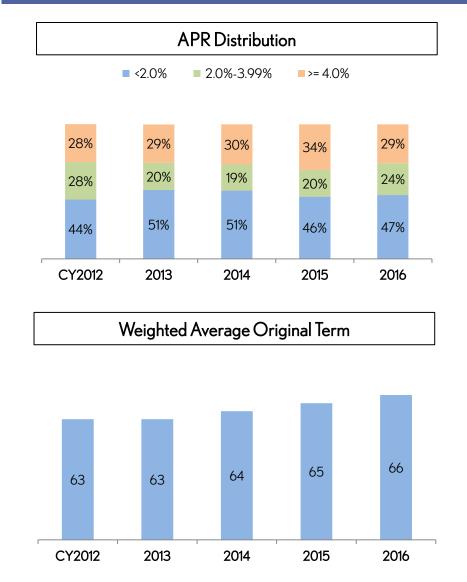
Source: Company Reports

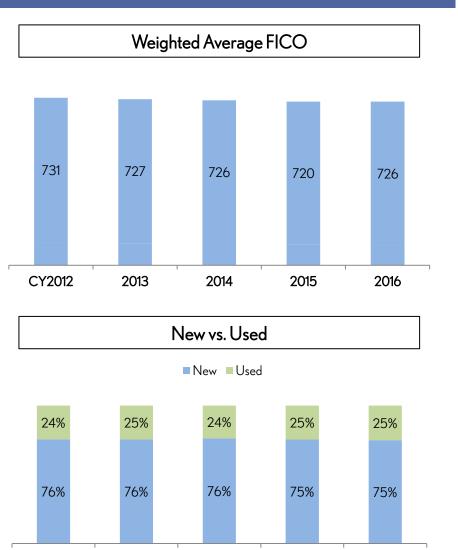
## **Origination Profile**

#### TMCC Retail Auto Loan Originations

Original Summary Characteristics by Vintage Origination Year:	2012	2013	2014	2015	2016
Number of Pool Assets	973,979	1,008,958	951,133	925,631	757,369
Original Pool Balance	\$24,029,119,369	\$25,332,328,542	\$24,516,581,298	\$24,222,949,274	\$20,661,504,403
Average Initial Loan Balance	\$24,671	\$25,107	\$25,776	\$26,169	\$27,281
Weighted Average Interest Rate	3.15%	2.94%	3.07%	3.35%	3.29%
Weighted Average Original Term	63 Months	63 Months	64 Months	65 Months	66 Months
Weighted Average FICO	731	727	726	720	726
Minimum FICO	371	388	381	383	380
Maximum FICO	886	886	887	886	900
Geographic Distribution of Receivables representing the 5					
states with the greatest aggregate original principal balance:					
State 1	CA - 19.3%	CA - 21.4%	CA - 21.0%	CA - 21.3%	CA - 21.3%
State 2	TX - 14.1%	TX - 13.3%	TX - 14.0%	TX - 15.7%	TX - 15.2%
State 3	NY - 5.1%	NY - 4.6%	NY - 4.7%	NY - 4.9%	NY - 4.8%
State 4	NJ - 4.5%	NJ - 4.4%	NJ - 4.0%	NJ - 3.8%	NJ - 4.0%
State 5	VA - 4.2%	IL - 3.9%	IL-4.2%	IL - 3.8%	IL - 3.9%
Distribution of Receivables by Contract Rate: <sup>(1)</sup>					
Less than 2.0%	44.1%	51.2%	50.8%	46.2%	47.5%
2.0% - 3.99%	27.8%	20.2%	19.4%	19.9%	23.6%
4.0% - 5.99%	15.1%	14.0%	13.5%	14.0%	13.2%
6.0% - 7.99%	6.6%	6.7%	7.7%	8.7%	7.1%
8.0% - 9.99%	2.7%	3.2%	3.6%	4.9%	4.0%
10.0% - 11.99%	1.4%	1.5%	1.7%	2.7%	2.1%
12.0% - 13.99%	0.5%	0.6%	0.7%	1.4%	1.1%
14.0% - 15.99%	0.5%	0.6%	0.6%	0.9%	0.7%
16.0% and greater	1.4%	2.0%	1.9%	1.2%	0.6%
Total	100.00%	100.00%	100.00%	100.00%	100.00%
Share of Original Assets:					
Percentage of Non-Toyota/Non-Lexus	3.3%	3.3%	3.8%	4.0%	3.1%
Percentage of 72+ Month Term	10.0%	10.6%	11.1%	13.2%	13.2%
Percentage of Used Vehicles	24.4%	24.5%	23.7%	24.6%	25.0%

#### **Origination Characteristics**





CY2012

#### ABS Deal Comparison

#### Toyota Auto Owner Trust (TAOT)\*

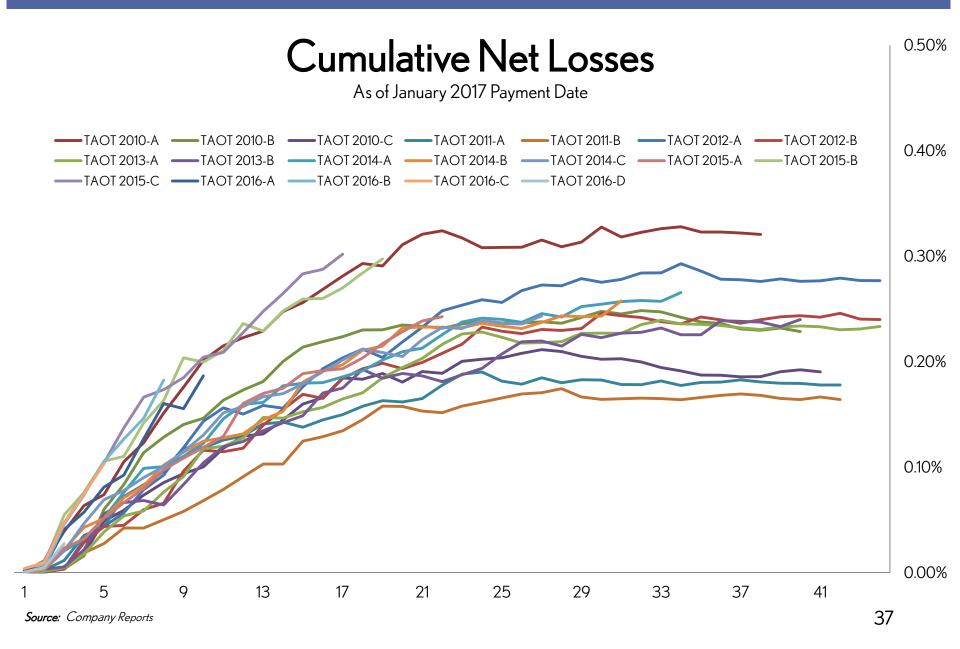
Original Summary Characteristics by Prior Securitization:	TAOT 2015-B	TAOT 2015-C	TAOT 2016-A	TAOT 2016-B	TAOT 2016-C	TAOT 2016-D
Number of Pool Assets	80,216	113,017	75,279	100,329	79,847	77,139
Original Pool Balance	\$1,325,639,344.01	\$1,852,012,326.06	\$1,331,797,102.57	\$1,702,881,151.52	\$1,327,630,184.94	\$1,327,874,627.72
Average Principal Balance	\$16,525.87	\$16,387.02	\$17,691.48	\$16,972.97	\$16,627.18	\$17,214.05
Weighted Average Interest Rate	2.03%	2.10%	2.00%	2.11%	2.20%	2.23%
Weighted Average Original Term	61	62	62	62	62	62
Weighted Average Remaining Term	46	46	47	47	47	48
Weighted Average FICO	757	755	757	755	755	755
Minimum FICO	620	620	620	620	620	620
Maximum FICO	883	885	883	883	883	883
Geographic Distribution of Receivables representing the 5 states with the greatest aggregate original principal balance:						
State 1	CA - 24.0%	CA - 24.3%	CA - 25.1%	CA - 24.7%	CA - 24.8%	CA - 24.6%
State 2	TX - 13.7%	TX - 14.3%	TX - 15.4%	TX - 15.5%	TX - 16.3%	TX - 16.3%
State 3	IL - 4.8%	IL - 4.8%	IL - 4.5%	IL - 4.7%	IL - 4.5%	IL - 4.6%
State 4	PA - 4.0%	PA - 4.0%	PA - 4.1%	PA - 4.0%	PA - 3.9%	PA - 3.9%
State 5	NJ - 3.9%	VA - 3.8%	NY - 3.8%	NJ - 3.8%	NJ - 3.7%	NJ - 3.9%
Distribution of Receivables by Contract Rate: (1)						
Less than 2.0%	62.81%	61.50%	62.39%	60.76%	57.93%	57.70%
2.0% - 3.99%	22.22%	22.38%	22.01%	22.69%	24.54%	24.33%
4.0% - 5.99%	9.23%	9.86%	9.57%	9.58%	10.32%	10.40%
6.0% - 7.99%	3.25%	3.58%	3.67%	3.78%	3.90%	4.25%
8.0% - 9.99%	1.45%	1.56%	1.71%	1.97%	2.06%	2.13%
10.0% - 11.99%	0.56%	0.63%	0.56%	0.86%	0.89%	0.88%
12.0% - 13.99%	0.17%	0.20%	0.09%	0.25%	0.25%	0.23%
14.0% - 15.99%	0.20%	0.20%	0.00%	0.08%	0.07%	0.06%
16.0% and greater	0.11%	0.09%	0.00%	0.04%	0.04%	0.02%
Total	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Distribution of Receivables by Vehicle Type: (1)						
Passenger Cars	51.60%	50.93%	49.06%	48.63%	48.31%	47.55%
Minivans	7.80%	7.60%	8.00%	7.82%	7.87%	7.82%
Light Duty Trucks	11.52%	12.40%	13.45%	13.77%	13.66%	13.65%
SUVs	29.08%	29.06%	29.49%	29.78%	30.15%	30.98%
Total	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Distribution of Receivables by Make: (1)						
Toyota and Scion	85.52%	85.64%	86.76%	86.61%	86.59%	86.26%
Lexus	14.48%	14.36%	13.24%	13.39%	13.41%	13.74%
Total	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Share of Original Assets:						
Percentage with Original Scheduled Payments > 60 months	26.08%	28.82%	29.41%	29.22%	31.11%	30.75%
Percentage of Used Vehicles	19.61%	19.56%	18.92%	19.40%	20.09%	21.08%
* Abbreviated for presentation purposes						

\* Abbreviated for presentation purposes

(1) Percentages may not add to 100.00% due to rounding

Source: Company Reports

#### TAOT Deal Performance



# Sales & Trading Update

## Commercial Paper Programs Highlights

- A-1+/P-1 Direct Commercial Paper Programs
  - 3 distinct USD commercial paper programs (TMCC, TCPR, TCCI)
  - \$15.0 billion multi-party committed credit facilities
  - \$5.4 billion bilateral committed credit facilities
  - \$28.8 billion USCP combined average outstanding for TMCC and TCPR
  - Over 700 diverse institutional investors
    - State and local municipalities
    - Large corporations
    - Pension and retirement funds
    - Financial institutions
    - Money managers and mutual fund companies
  - Rates are posted daily on Bloomberg DOCP screen

