



# Presentation Materials for Investors

February 2024

# 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.

# 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 (“TMCC”).
- 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 or form part of and should not be construed as, an offer to sell or issue or the solicitation of an offer to purchase or subscribe for securities of TMCC in any jurisdiction or an inducement to enter into investment activity in any jurisdiction. Neither this presentation nor any part thereof, nor the fact of its distribution, shall form the basis of, or be relied on in connection with, any contract or commitment or investment decision whatsoever. Any offer or sale of securities by TMCC will be made only by means of a prospectus and related documentation.
- Investors and prospective investors in securities of TMCC are required to make their own independent investigation and appraisal of the business and financial condition of TMCC and the nature of its securities. This presentation does not constitute a recommendation regarding securities of TMCC. Any prospective purchaser of securities in TMCC is recommended to seek its own independent financial advice.
- This presentation and its contents are directed only at and may only be communicated to (a) persons in member states of the European Economic Area who are “qualified investors” within the meaning of Article 2 of the Prospectus Regulation (EU) 2017/1129 and (b) persons in the United Kingdom who are “qualified investors” within the meaning of Article 2 of the Prospectus Regulation (EU) 2017/1129 as it forms part of United Kingdom domestic law by virtue of the European Union (Withdrawal) Act 2018, as amended (“EUWA”) who are (i) persons who have professional experience in matters relating to investments falling within Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (the “Order”), or (ii) high net worth entities and other persons to whom it may lawfully be communicated, falling within Article 49(2)(a) to (d) of the Order, or (iii) other persons to whom it may otherwise lawfully be communicated (all such persons in (a) through (b) are collectively referred to as “Relevant Persons”); and in all cases are capable of being categorized as (i) in the European Economic Area, an eligible counterparty or a professional client, each as defined in Directive 2014/65/EU (as amended) or (ii) in the United Kingdom, an eligible counterparty (as defined in the FCA Handbook Conduct of Business Sourcebook) or a professional client (as defined in Regulation (EU) No 600/2014 as it forms part of United Kingdom domestic law by virtue of the EUWA) (such persons in (i) and (ii) being referred to as “Eligible Persons”).
- This presentation must not be acted or relied on by persons who are not both Relevant Persons and Eligible Persons. Any investment or investment activity to which this presentation relates is available only to persons who are both Relevant Persons and Eligible Persons and will be engaged in only with persons who are both Relevant Persons and Eligible Persons.
- 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, 15 September 2023, 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 <https://www.londonstockexchange.com/news?tab=news-explorer>. 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 United Kingdom’s 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 26 countries and regions besides Japan


**AUTOMOTIVE**  
Design, Manufacturing,  
Distribution

 **TOYOTA**

 **LEXUS**

 **DAIHATSU**

 **HINO**  **TRUCKS**

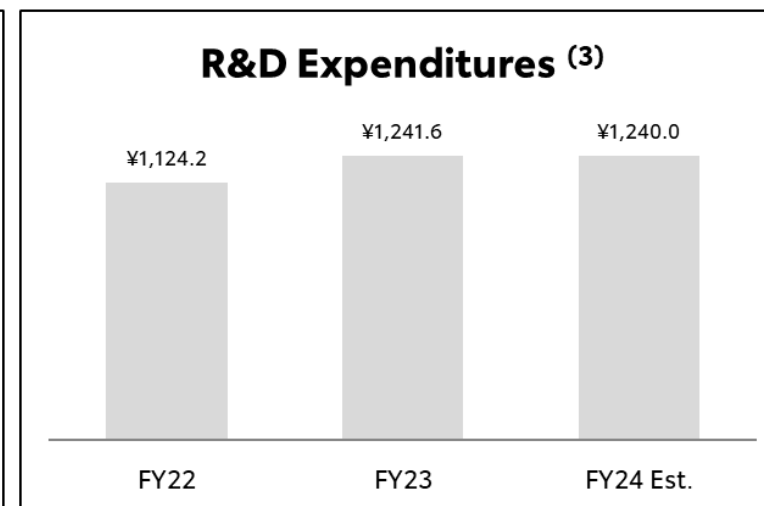
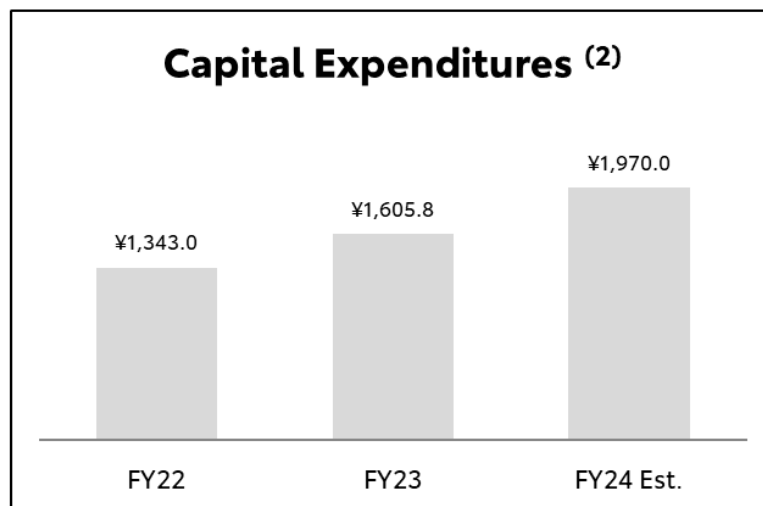
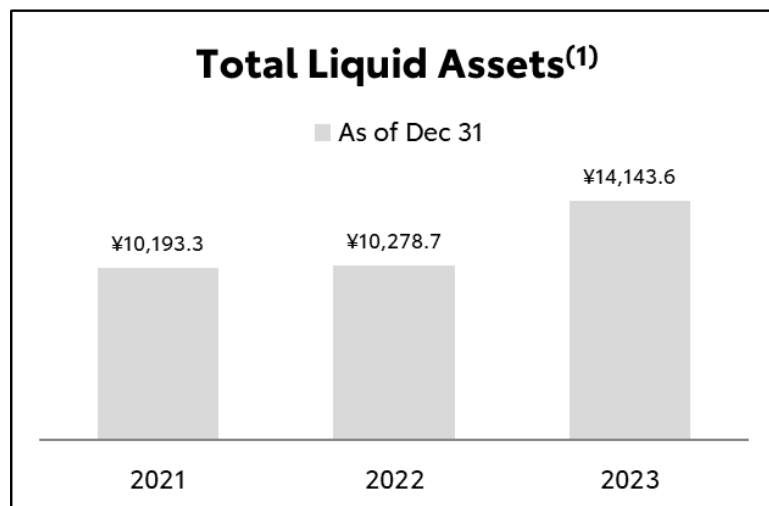
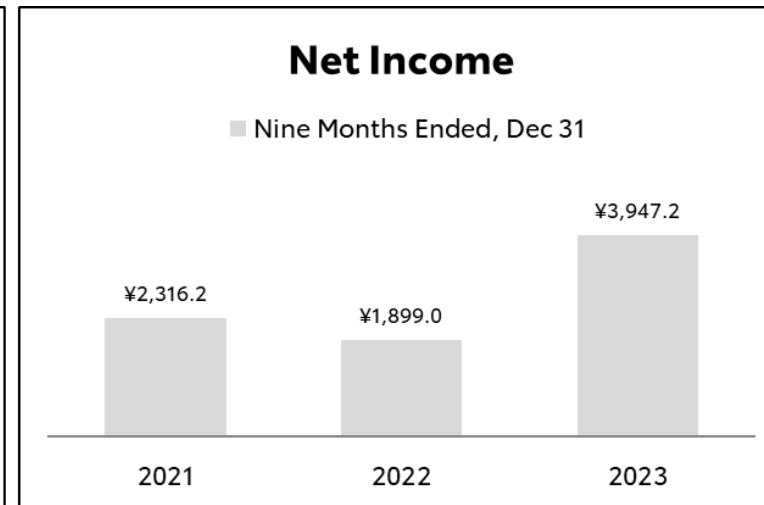
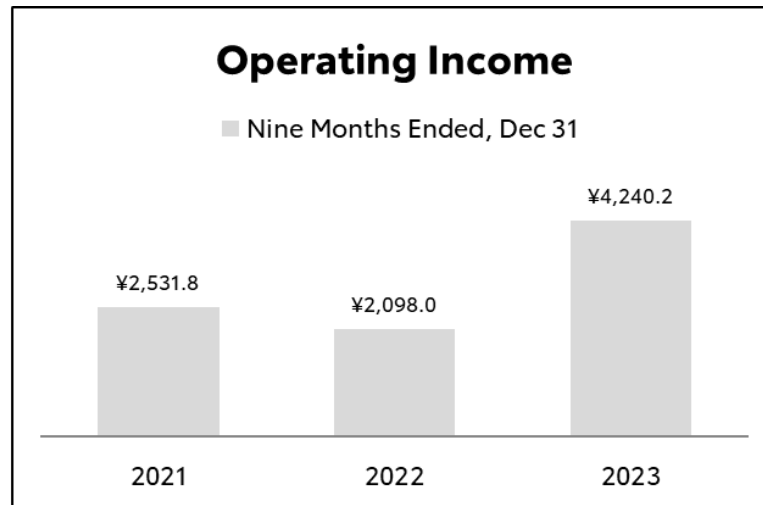
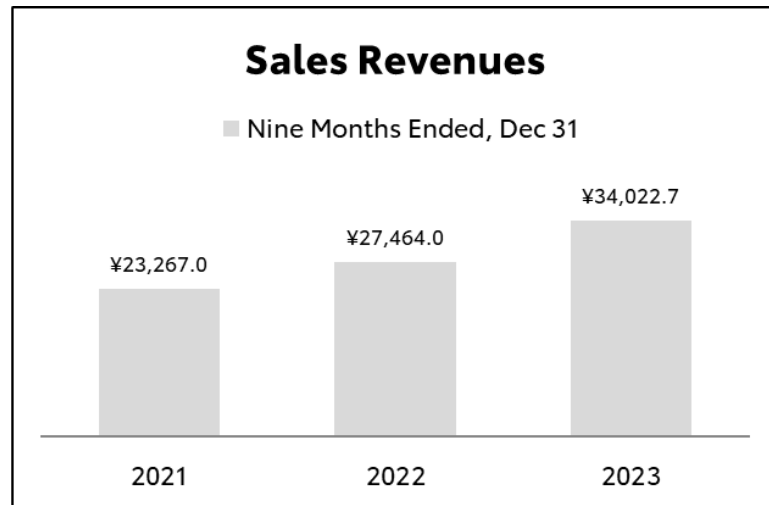
 **TOYOTA**  
**FINANCIAL SERVICES**

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

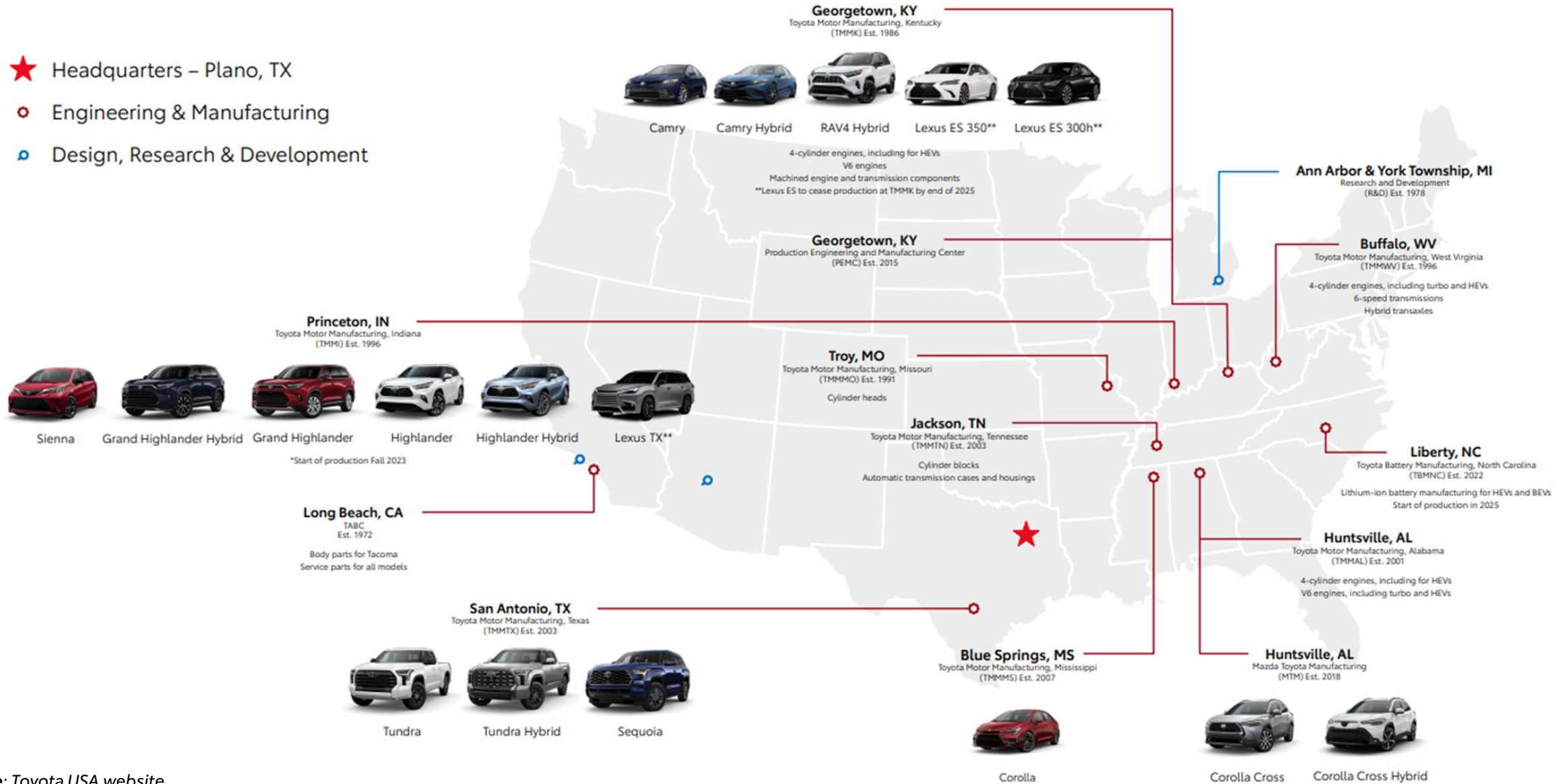
(2) Capital Expenditures do not include vehicles in operating lease or right of use assets

(3) R&D activity related expenditures incurred during the reporting period

Source: TMC Q3 FY2022 Financial Summary; TMC Q3 FY2023 Financial Summary, TMC Q3 FY2024 Financial Summary

# Toyota Operations Across the US

- ★ Headquarters – Plano, TX
- Engineering & Manufacturing
- ◐ Design, Research & Development



Source: Toyota USA website

# Toyota Motor North America, Inc.

**\$44.4B+**

Direct investment in the U.S.  
as of January 31, 2024

**34M+**

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

**~\$16B**

Announced new investments into U.S.  
manufacturing operations in the last three years to  
support electrification efforts

**29%**

TMNA sales came from alternative power vehicles  
in CY2023

**#1**

Toyota was the number one retail brand for the 12<sup>th</sup>  
consecutive year

**30**

BEV models expected globally by 2030

Source: Toyota Motor North America, Inc. Reports

# Toyota and Lexus 3<sup>rd</sup> Party Accolades

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

## 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

## 2023 U.S. News Best Cars for the Money

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

## US News: The 14 Cars with the Best Gas Mileage in 2023

3 Toyota models  
2 Lexus models

## 2023 Fortune

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 third consecutive year in its annual ranking.

## 2023 Kelley Blue Book Brand Image Awards

Most Trusted Brand: Toyota  
Most Trusted Luxury Brand: Lexus  
Best Truck Brand: Toyota

## 2023 Kelley Blue Book Best Resale Value - Brand

Toyota- sixth time in seven years with four category wins  
Lexus- earning this award for the eighth time

## 2023 U.S. News Best Cars for Families

Highlander Hybrid winner for best hybrid SUV; Camry Hybrid winner for best hybrid car; Camry and RAV4 finalists in their categories.

## 2022 Interbrand Best Global Brands

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

## 2023 Kelley Blue Book Lowest 5-Year Cost to Own Brand

Toyota and Lexus

## 2023 MY NHTSA 5-Star Overall Rating

19 Toyota models  
10 Lexus models

## May 2023 IIHS Used Vehicle List Best Choices for Teens

7 Toyota vehicles

## 2023 IIHS Top Safety Pick Awards

10 qualifying Toyota models (5 pick+)  
5 qualifying Lexus models (4 pick+)



# Toyota and Lexus Vehicle Highlights

**RAV4** *(Hybrid/PHEV)*



**Lexus RX** *(Hybrid/PHEV)*



**Lexus TX** *(Hybrid/PHEV)*



**Lexus RZ** *(BEV)*



**Prius** *(Hybrid/PHEV)*



**Tacoma** *(Hybrid)*



**Land Cruiser** *(Hybrid)*



**bZ4x** *(BEV)*



# Battery EV Development

## Global Battery EV vehicles sales by 2030

**Total BEVs 3.5 million**

(Lexus 100% BEVs in N. America, Europe, and China)

**10 models and 1.5 million units by 2026**



## 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	<b>4 trillion yen</b>
FCEVs	
Total	<b>9 trillion yen</b>

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

Source: Company Reports.

# Toyota CASE Technologies

Connected



Autonomous



TRI-P4

Shared



e-Palette

Electric



Fuel Cell and Battery Electric



# 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)**

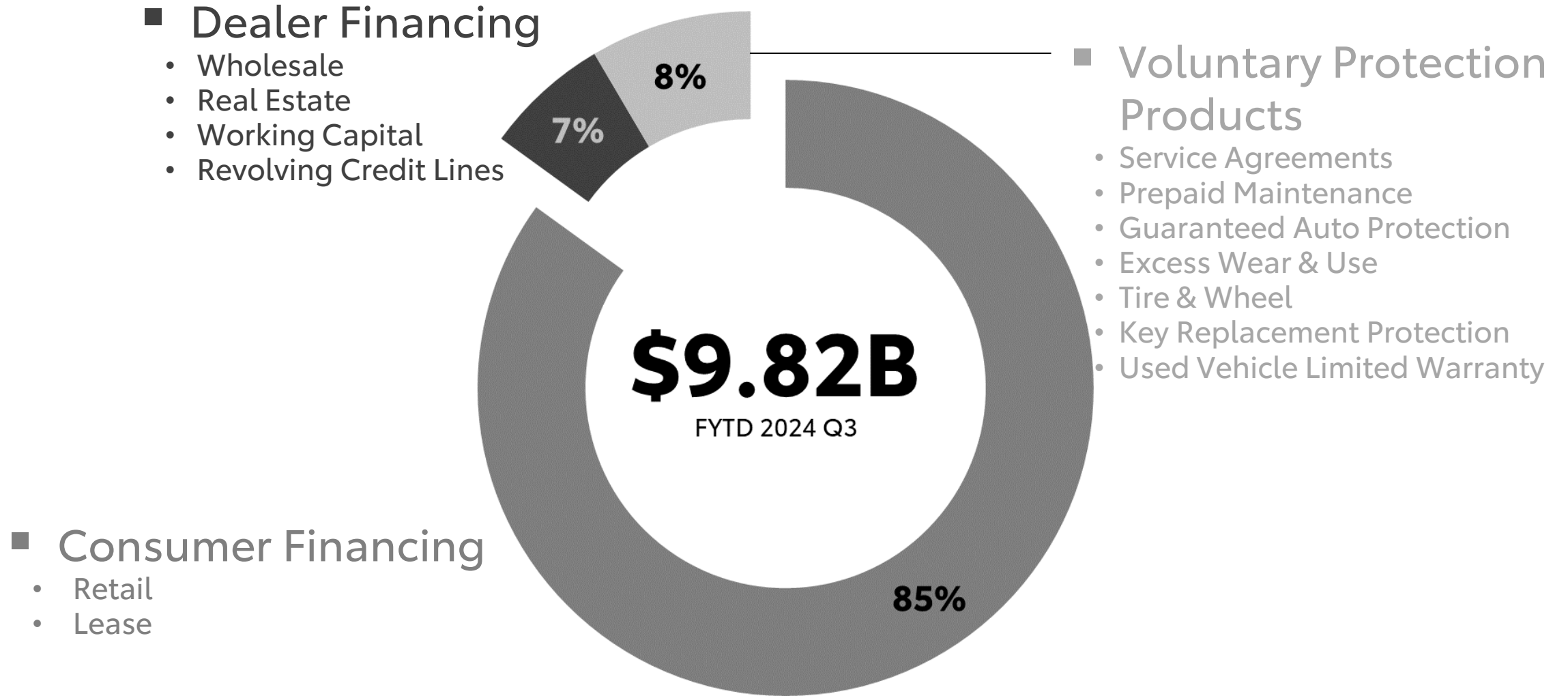
- Nearly 5.0 million active finance contracts<sup>(1)</sup>
- A+/A1/A+<sup>(2)</sup> rated captive finance company by S&P/Moody's/Fitch
- Credit support agreement structure with TFSC/TMC<sup>(3)</sup>

(1) As of January 31, 2024. **Source:** Company Reports

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

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

# TMCC Products and Services

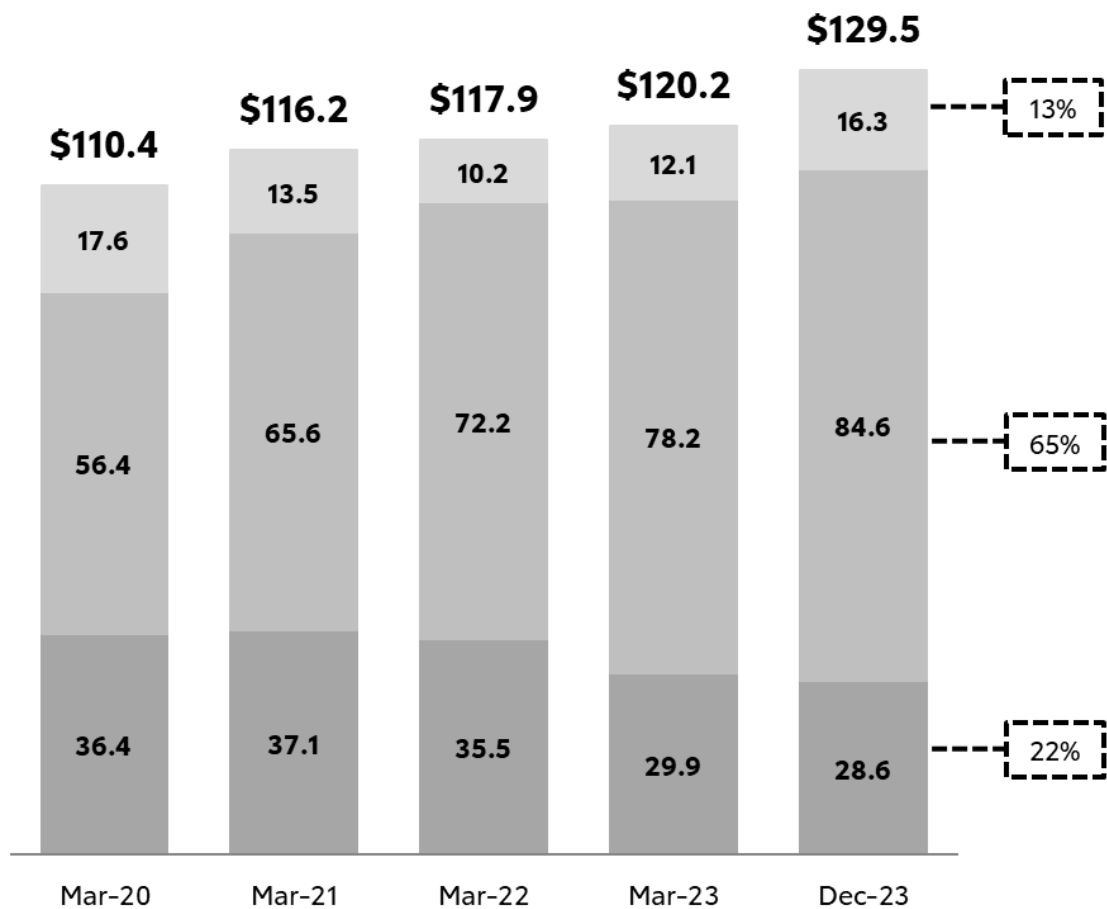


**Source:** TMCC December 31, 2023, 10-Q. Reflects Operating Lease and Retail Financing revenues; Dealer Financing revenues; and Voluntary protection contract revenues and insurance earned premiums for the nine months ended December 31, 2023

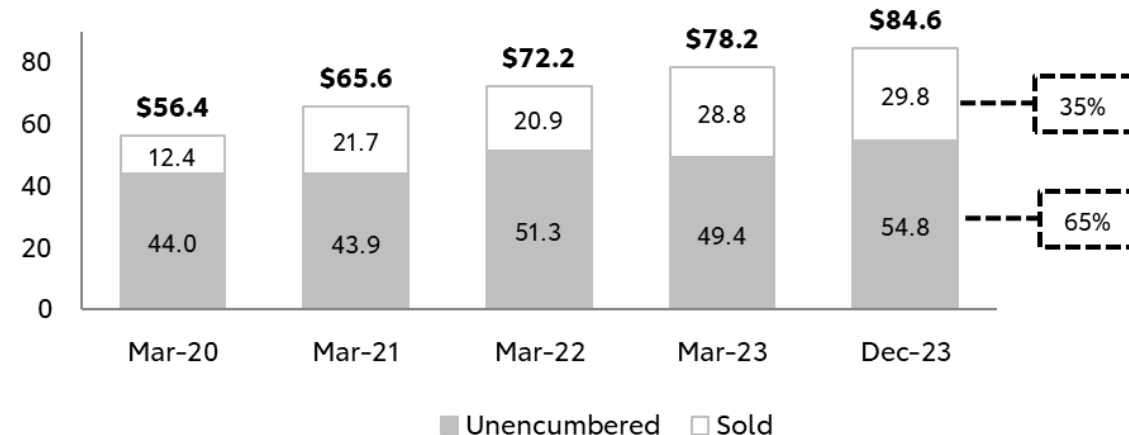
# TMCC Earning Asset Composition

## Total Managed Assets

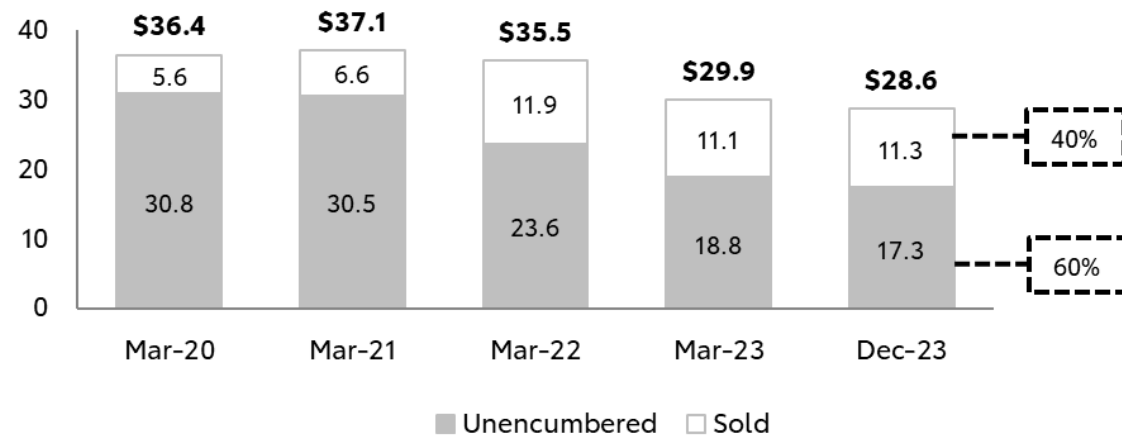
■ Lease ■ Retail ■ Wholesale



## Retail Assets



## Lease Assets



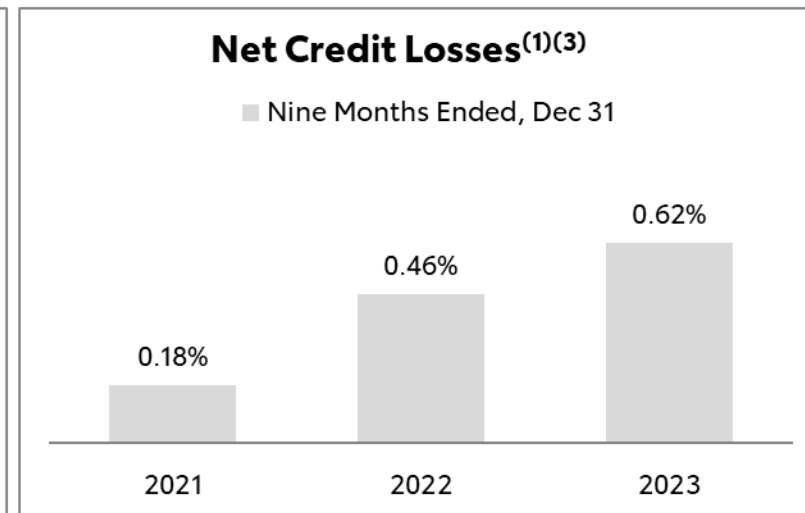
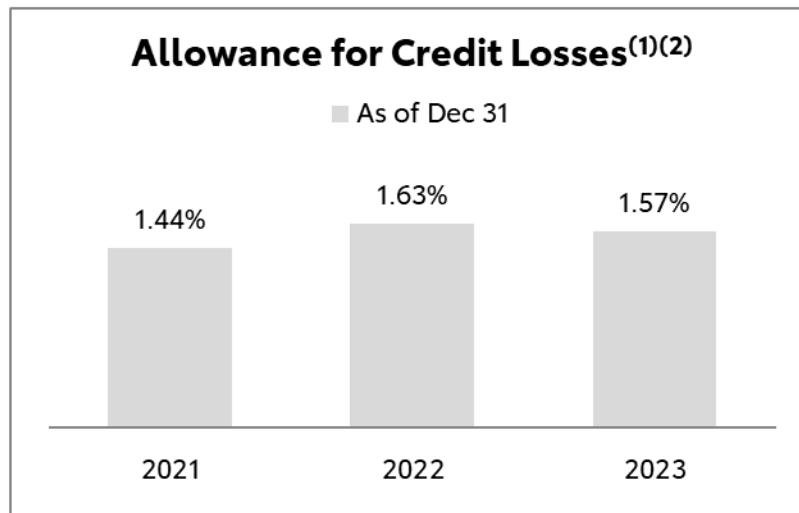
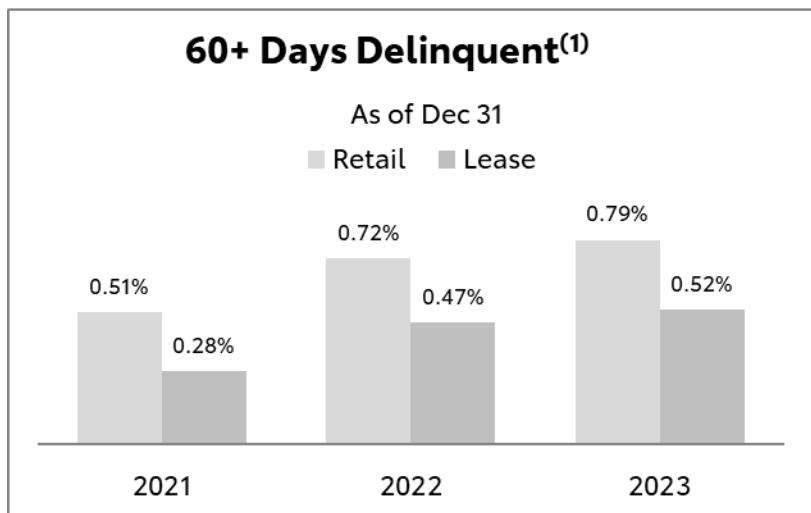
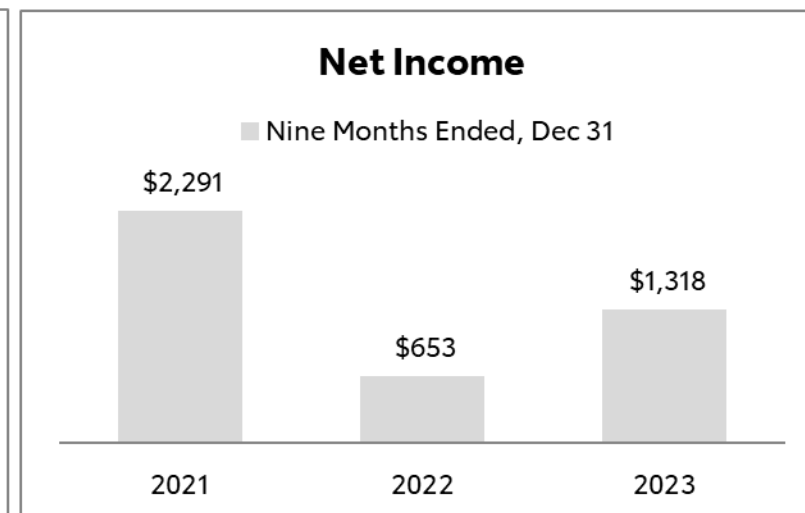
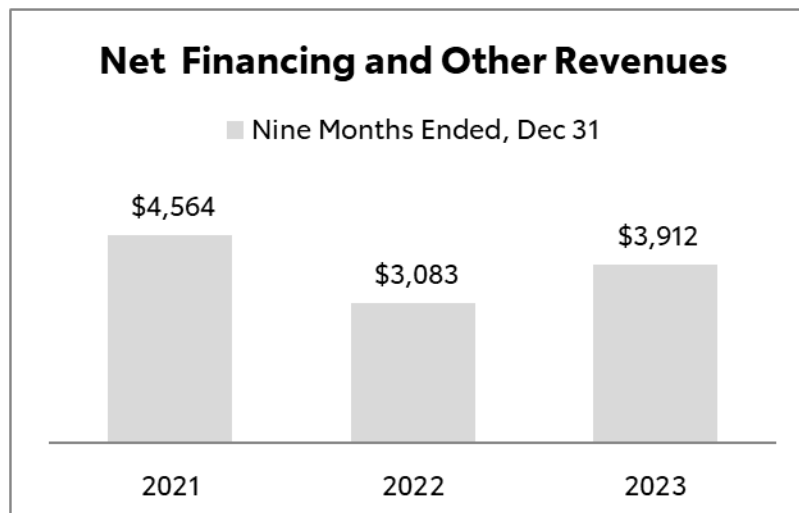
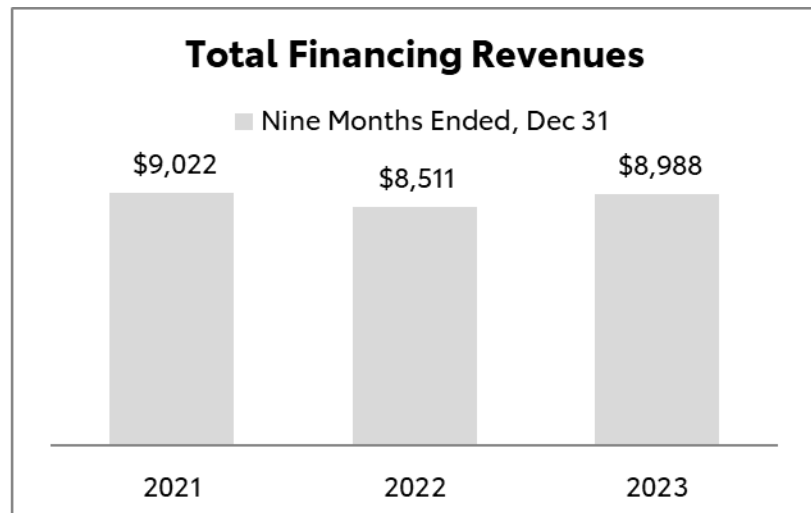
\$ in billions (Percentages may not add to 100% due to rounding)

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

Source: TMCC March 31, 2021 10-K, March 31, 2022 10-K, March 31, 2023 10-K, and December 31, 2023 10-Q



# TMCC Financial Performance



\$ in millions

(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).

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

Source: TMCC December 31, 2022 10-Q & December 31, 2023 10-Q



# TMCC Funding Programs



# Commercial Paper Highlights

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

S&P

Moody's

Fitch

Highest Short-Term Ratings

TCCI TFA  
**TMCC**  
TMFNL TCPR

Five Distinct Programs

**\$15.0B | \$4.4B**

Syndicated

Other

Backed by \$19.4B of  
Committed Bank Credit<sup>(1)</sup>

**\$17.5B**

Average Outstanding Balance  
TMCC and TCPR during Q3FY24

**700+**

Investors

State and Local, Corporates, Pension Funds,  
Asset Managers, Financial Institutions

**DOCP**

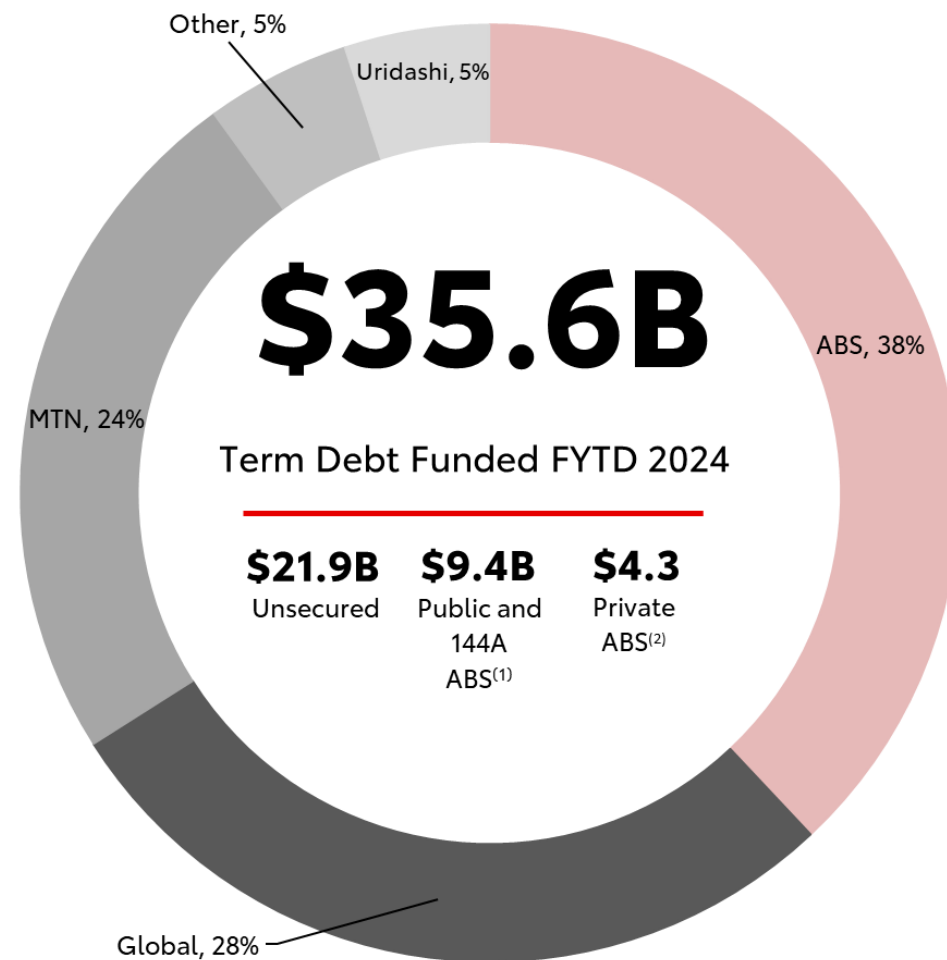
<GO>

Rates Posted Daily on  
Bloomberg

**Source:** TMCC December 31, 2023, 10-Q and Company Reports

(1) As of December 31, 2023

# TMCC FY 2024 Funding Overview



As of January 31, 2023

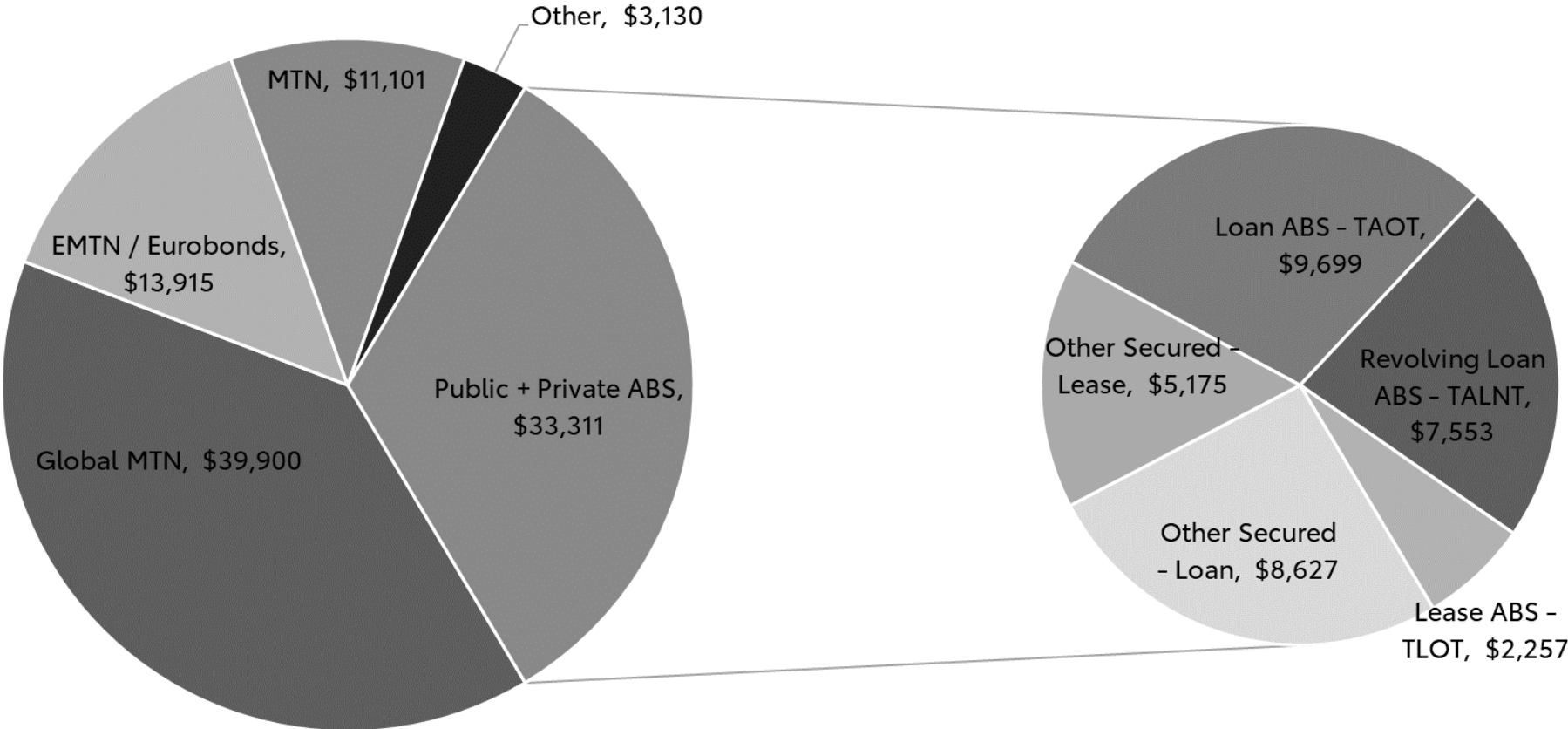
(1) Net of retained

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

Figures may not add up to 100% due to rounding

# Diversification in Debt Offerings

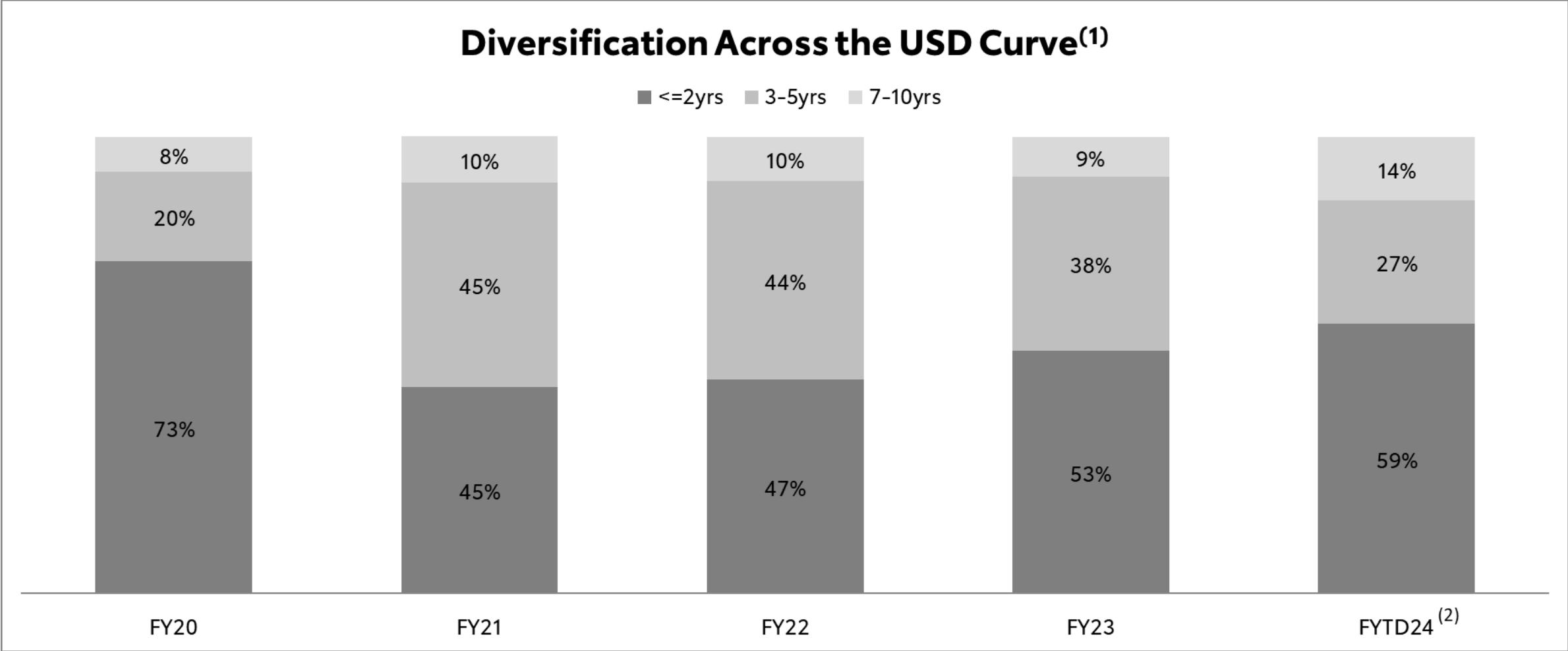
TMCC Outstanding Term Debt - \$101.4 billion<sup>1</sup>



As of December 31, 2023  
\$ 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.

# Funding Flexibility and Responsiveness



(1) Unsecured U.S. MTN issuances, excluding Structured Notes and Retail Demand Notes

(2) FYTD24 as of January 31, 2024

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

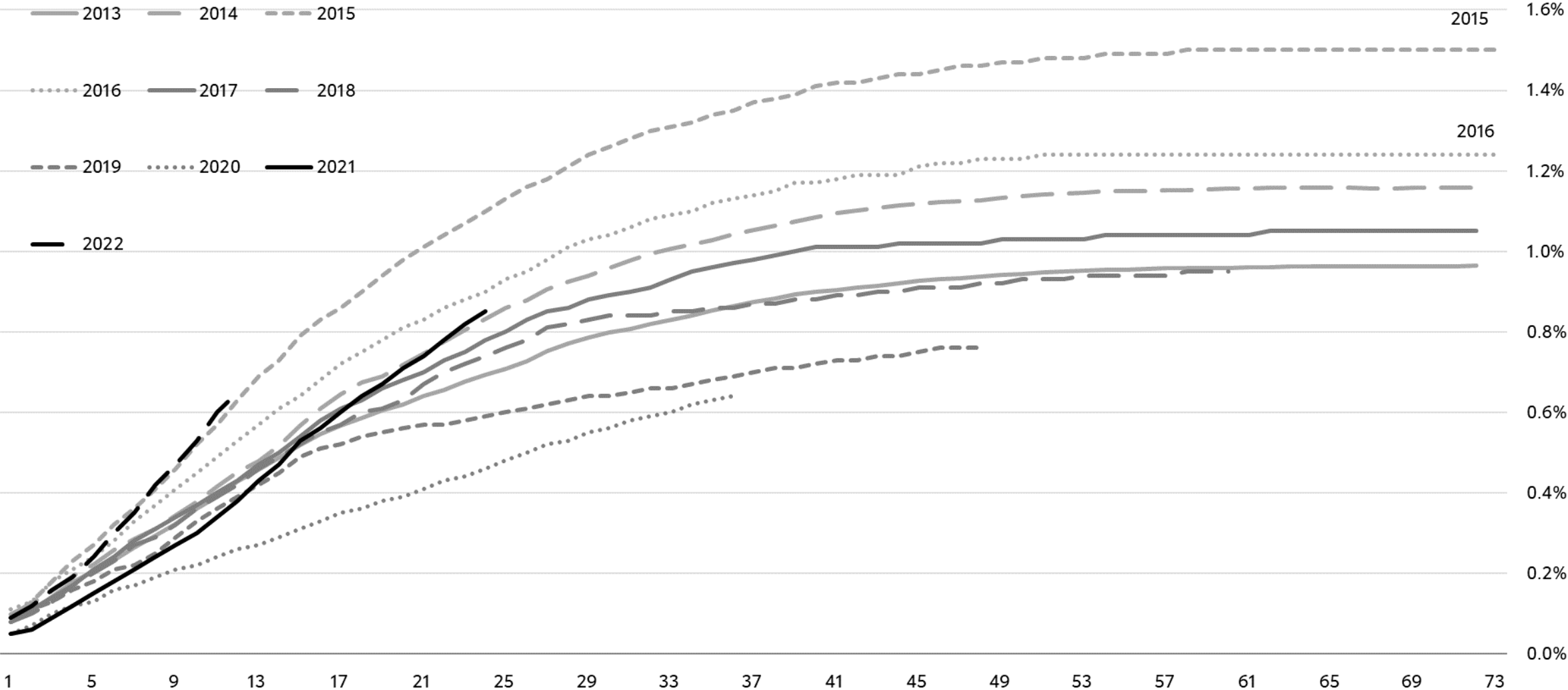
Optimization of collections strategy and staff supports loss mitigation while enabling portfolio growth

---

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



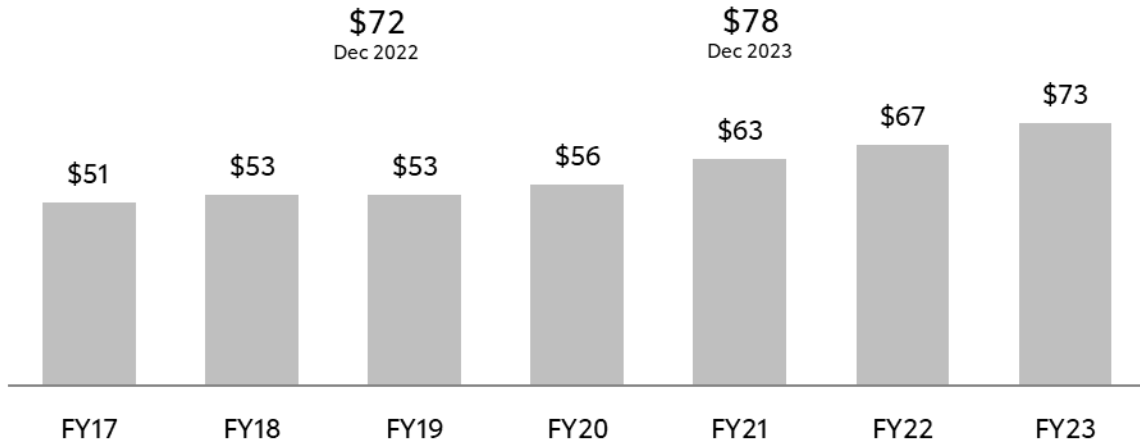
# Retail Loan: Cumulative Net Losses by Vintage



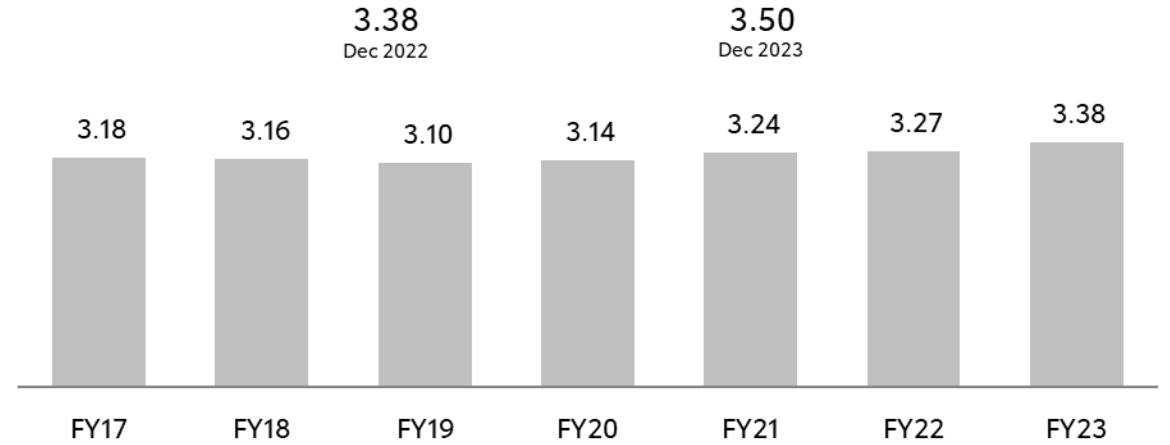
Source: Company Reports as of December 31, 2023

# Retail Loan Managed Portfolio Performance

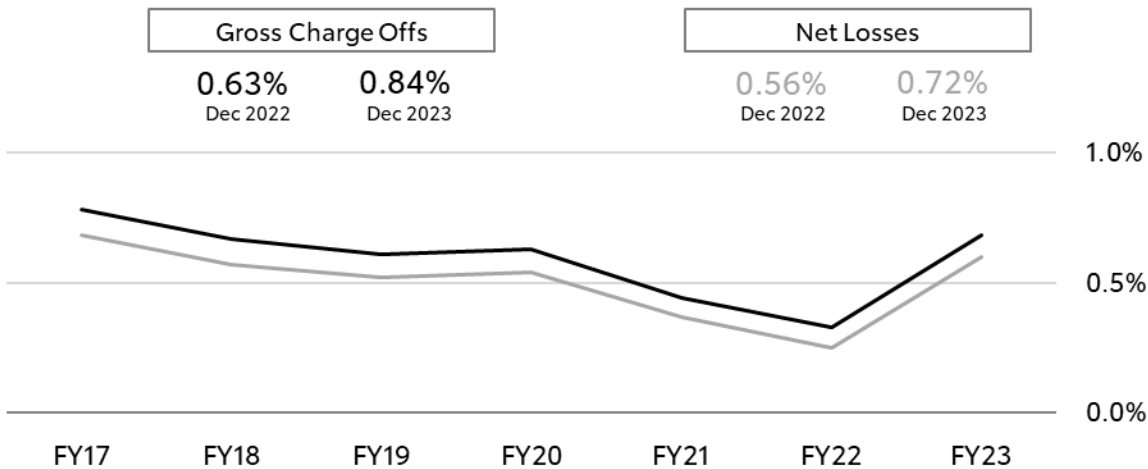
## Receivables Principal Balance (\$B)



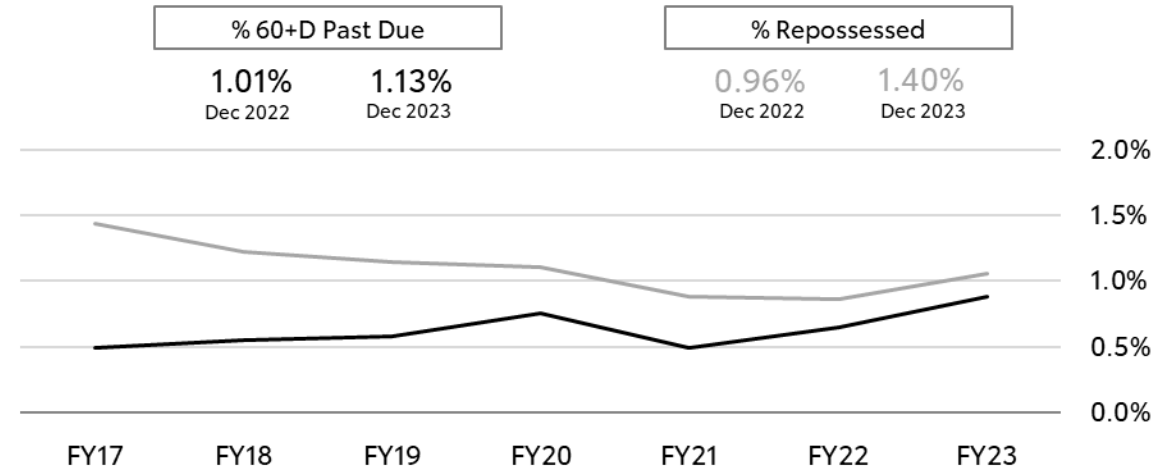
## Contracts Outstanding (#M)



## Performance by Principal Balance Outstanding

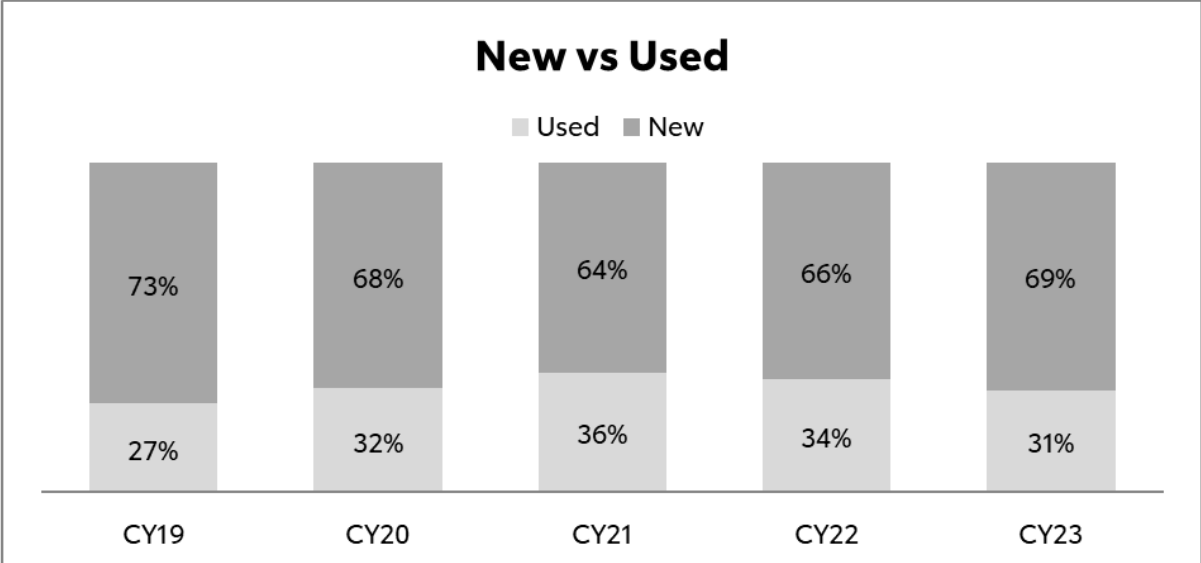
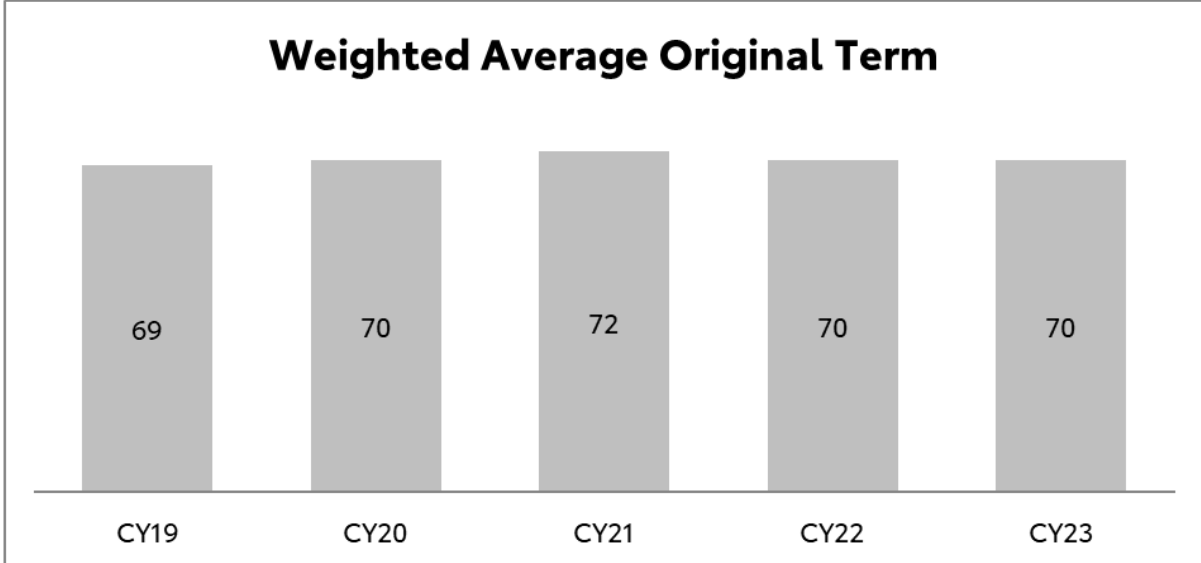
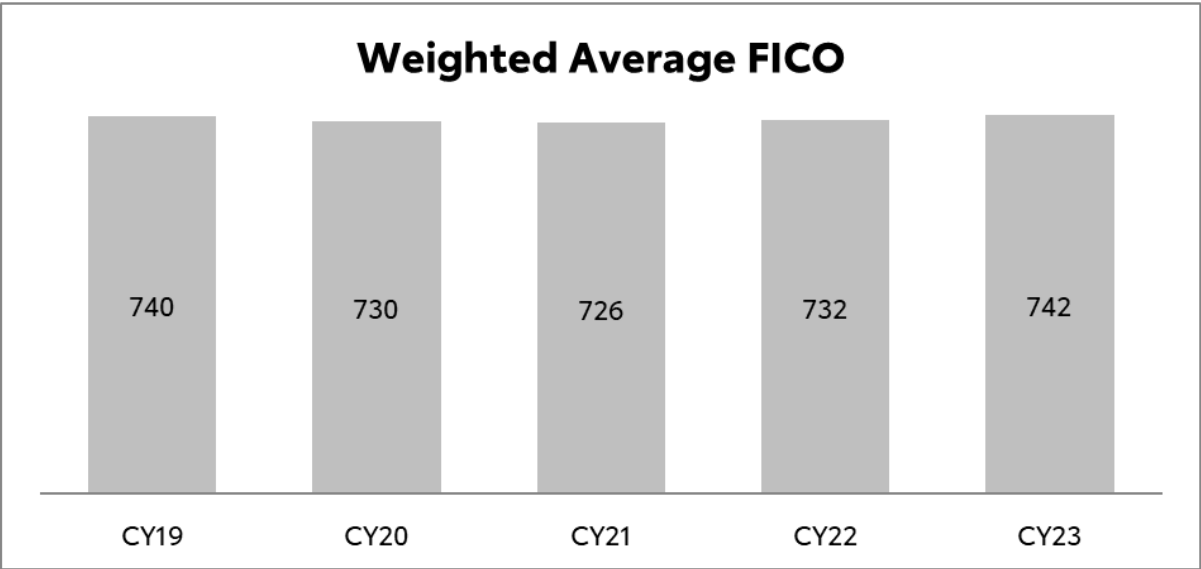
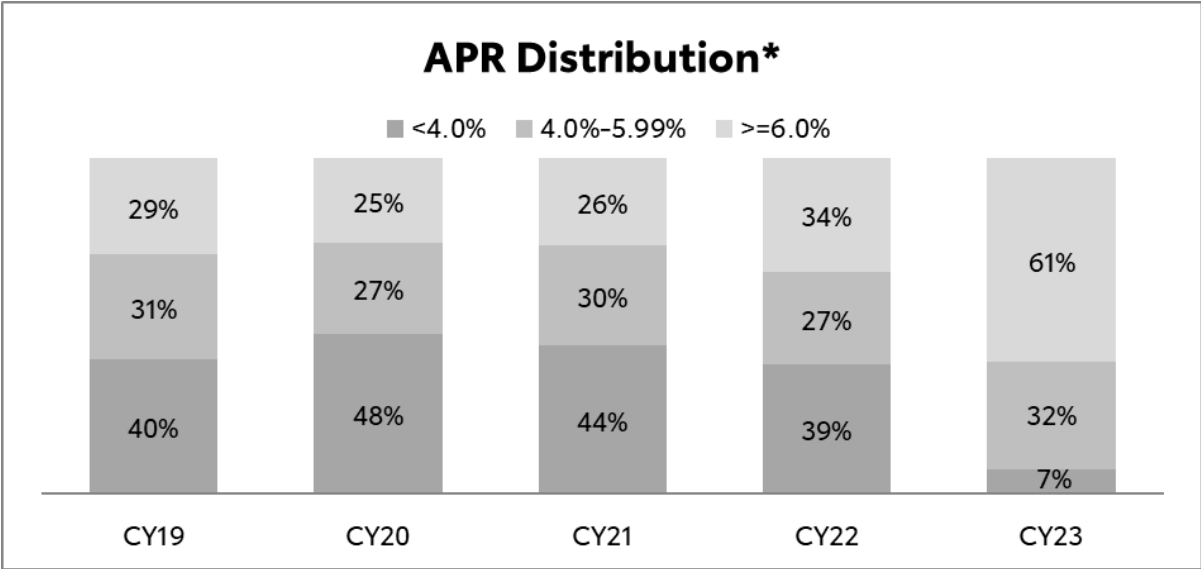


## Performance by Contracts Outstanding



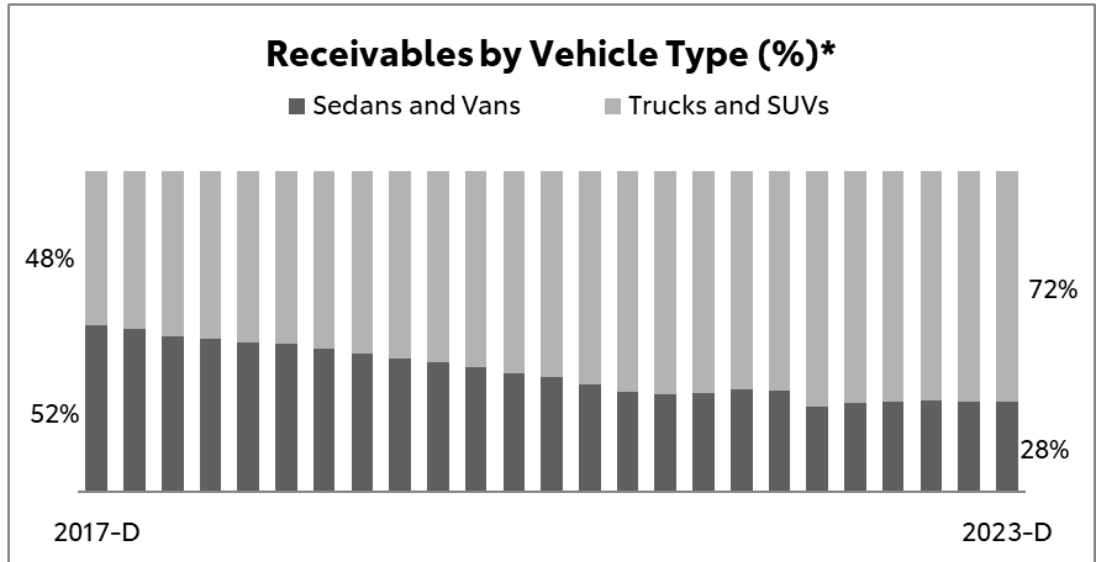
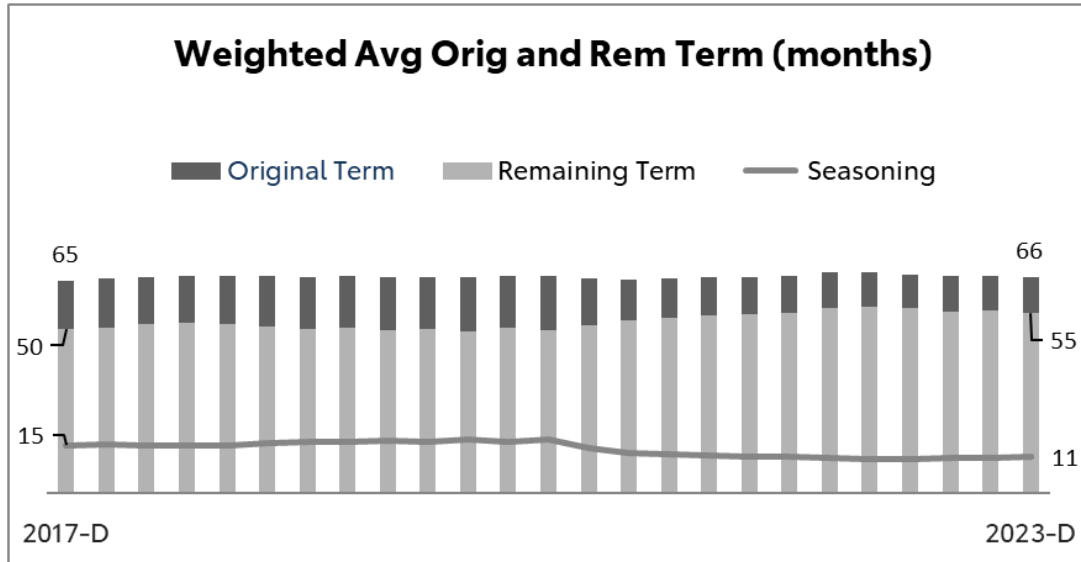
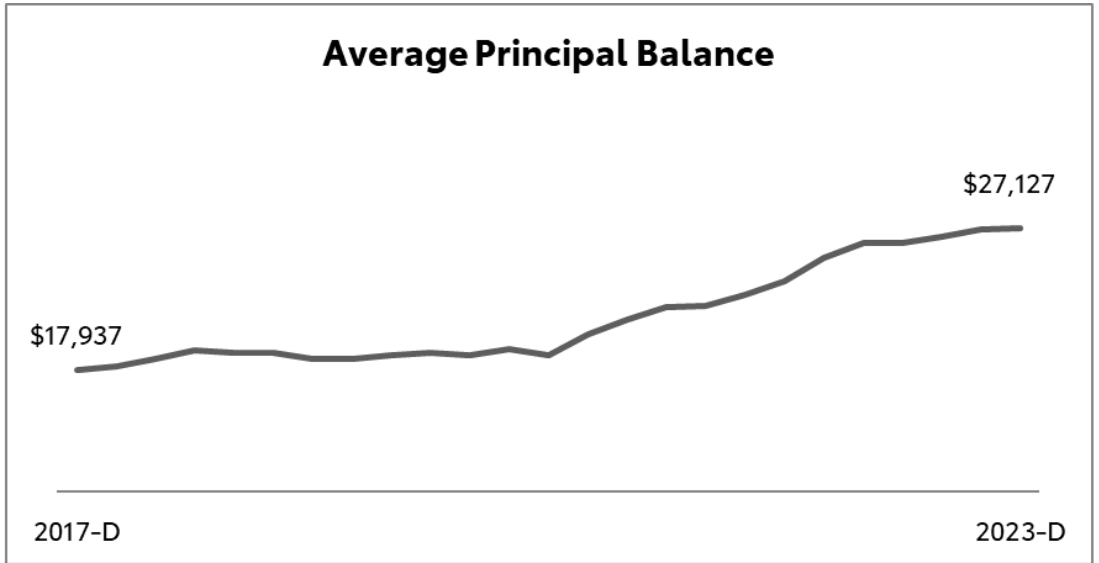
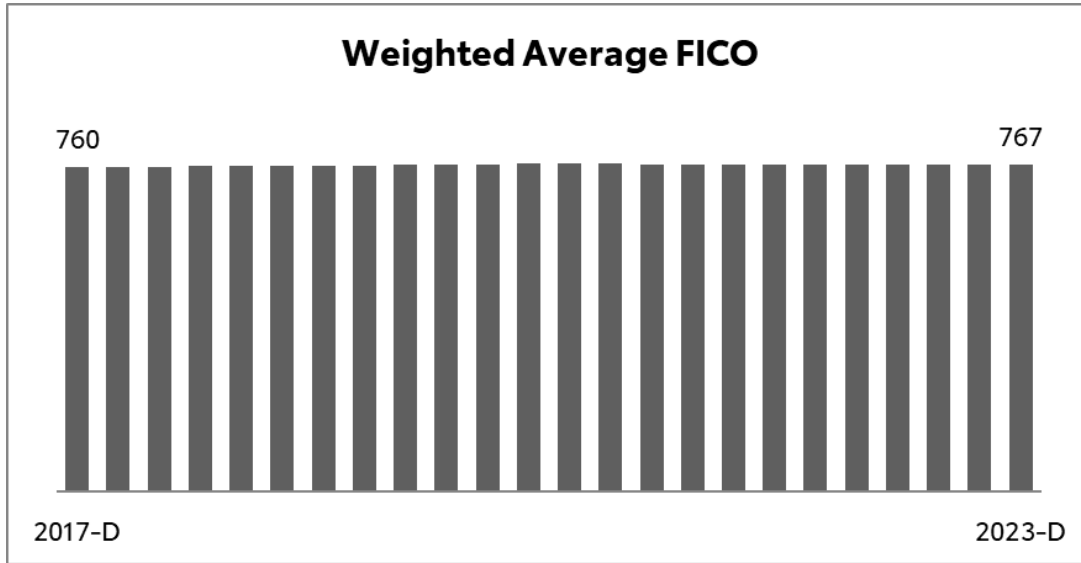
Source: Company Reports as of December 31, 2023

# Retail Loan Origination Characteristics



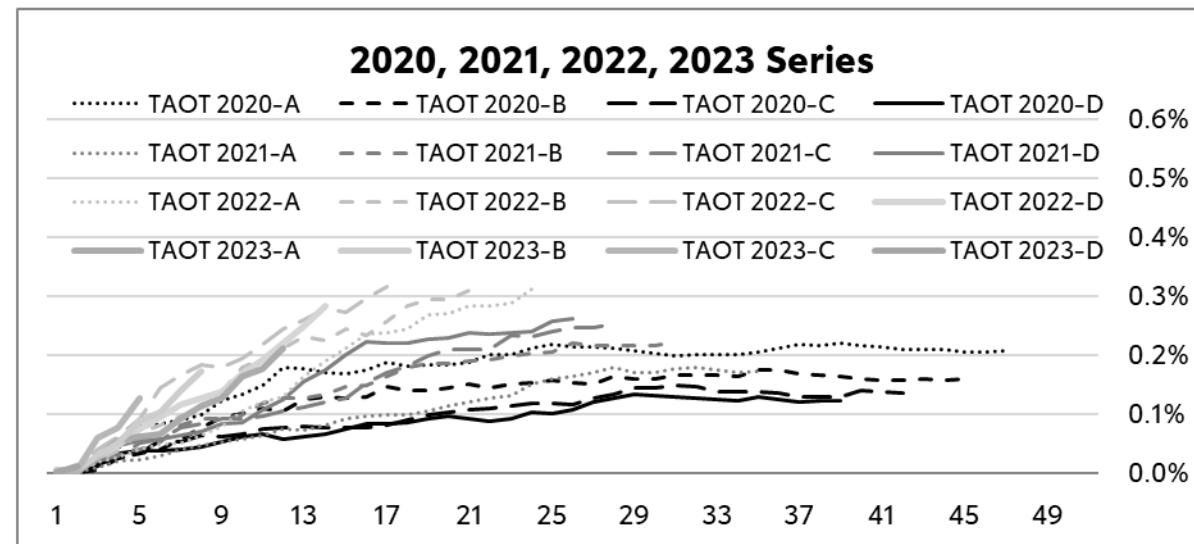
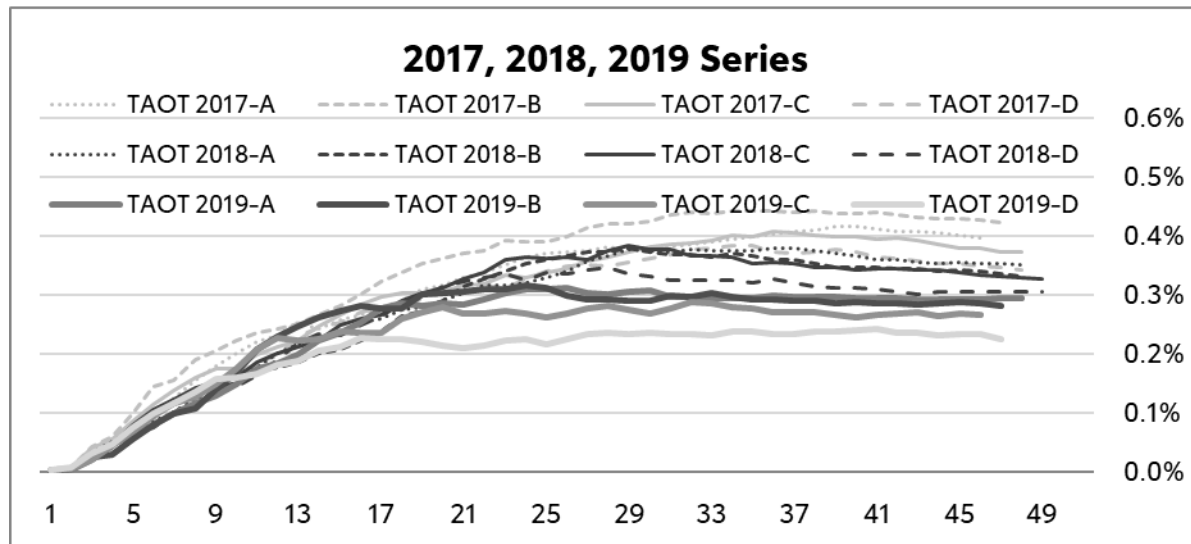
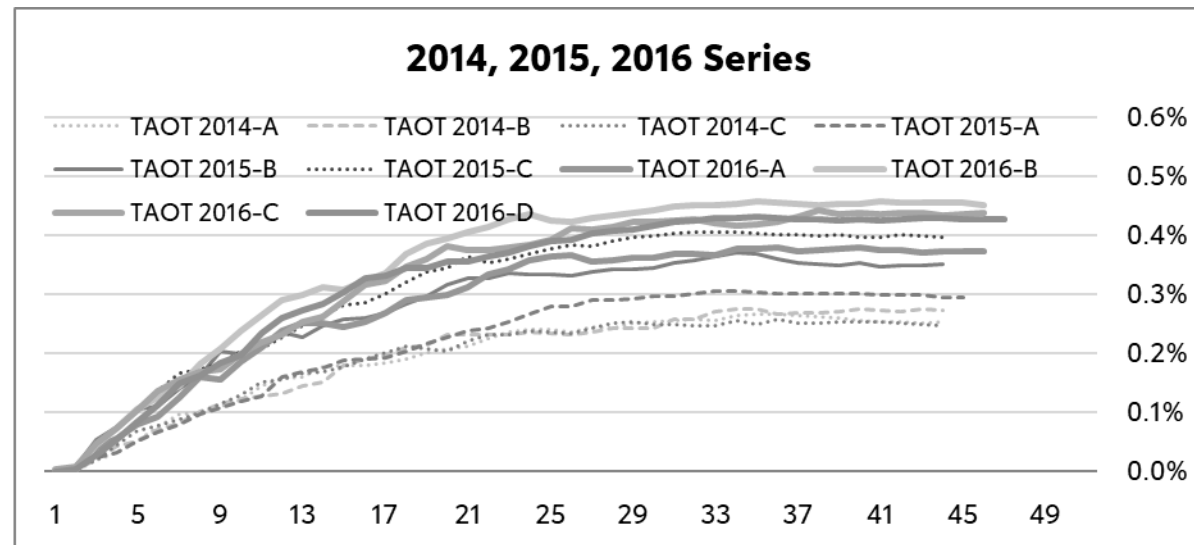
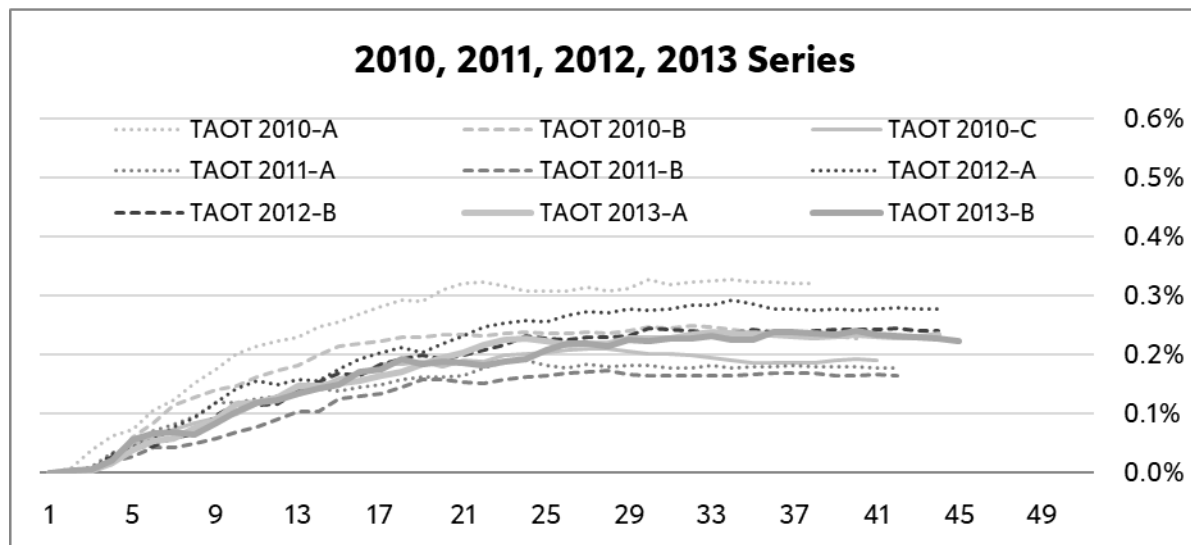
\*Percentages may not sum to 100% due to rounding.  
**Source:** Company Reports as of December 31, 2023. Includes retail loans for Toyota and Lexus brands only

# TAOT ABS Characteristics



\*Percentages may not sum to 100% due to rounding.  
**Source:** Company Reports as of December 31, 2023

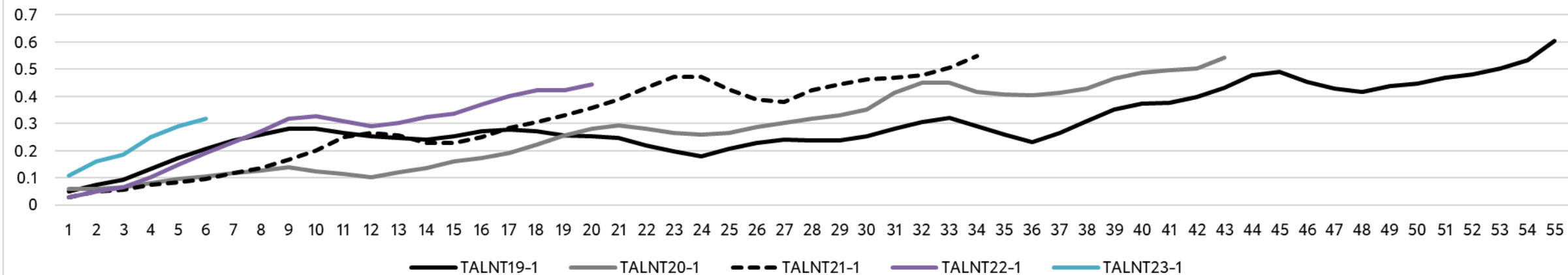
# TAOT ABS Cumulative Net Losses



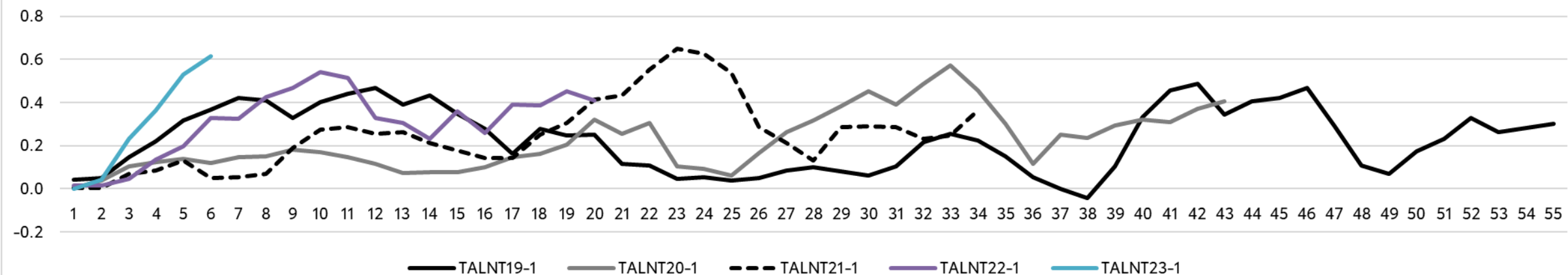
Source: Company Reports as of January 2024 payment date

# TALNT ABS Performance

## 3mo Average 60+ Days Delinquencies Metric (%)

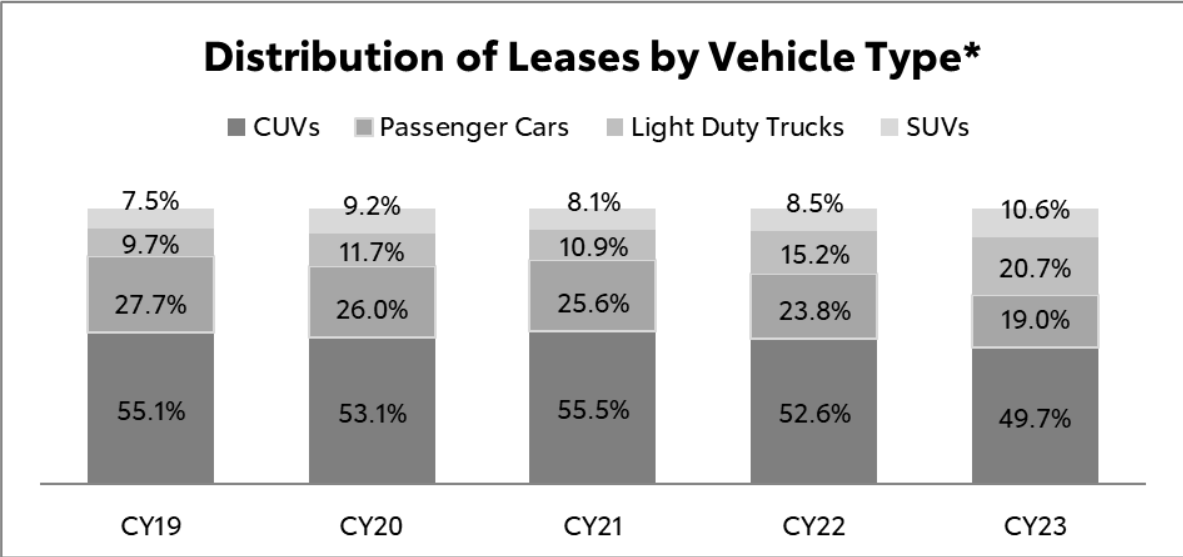
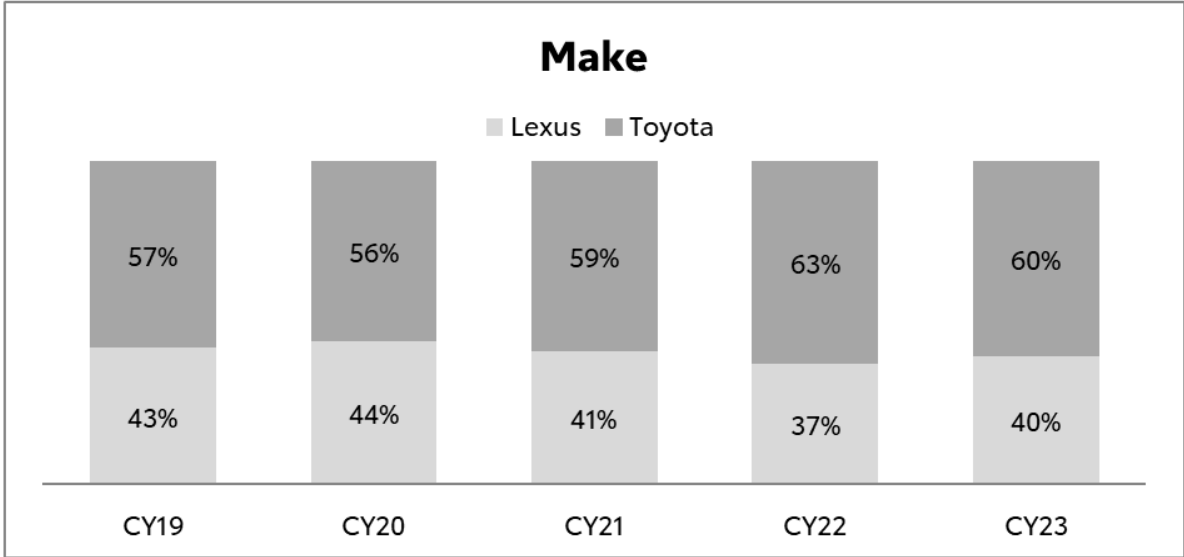
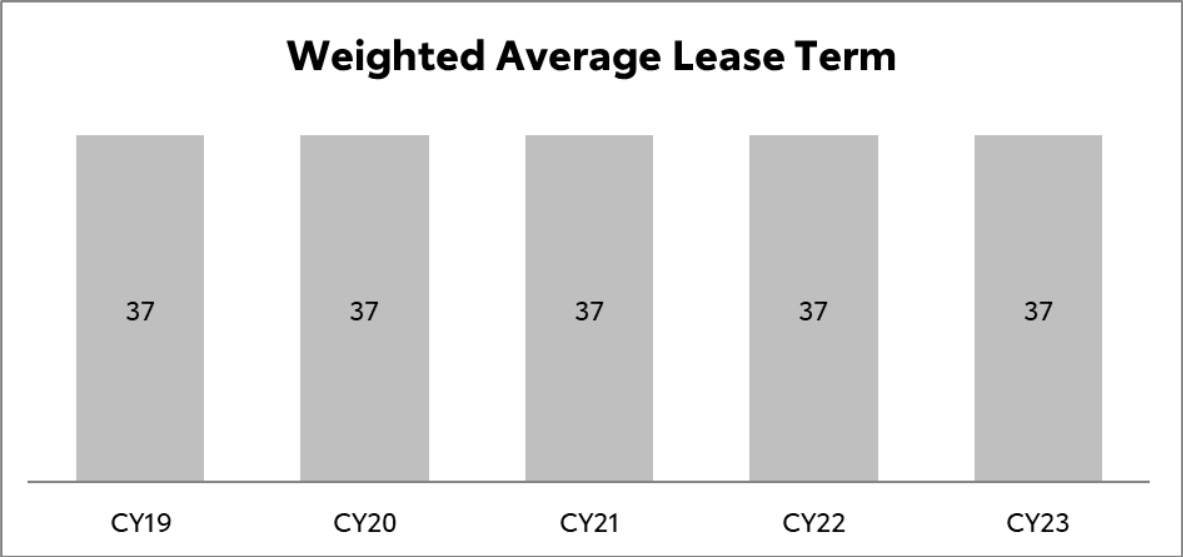
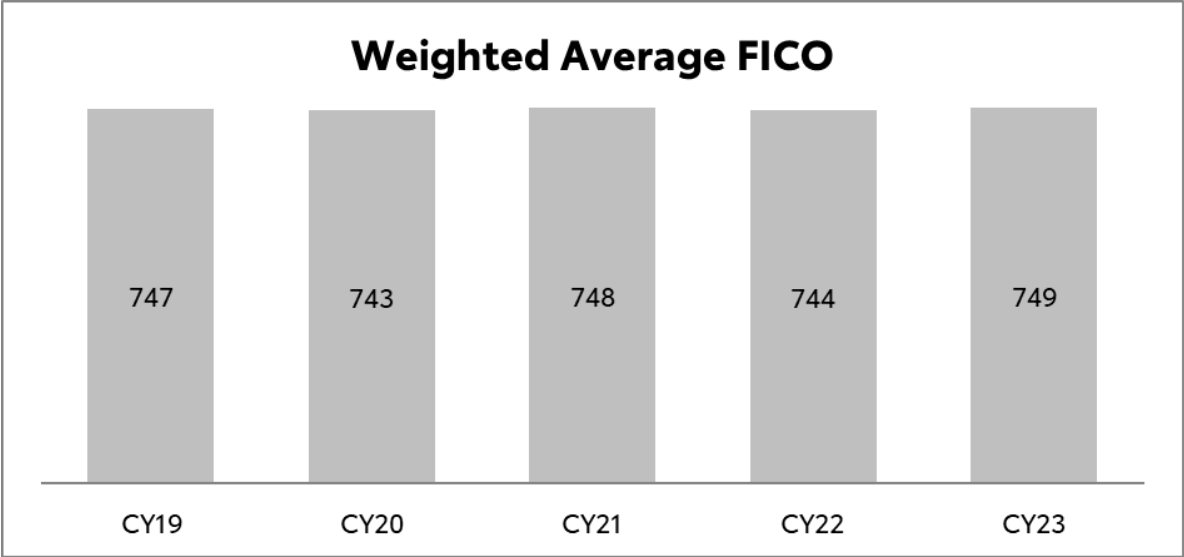


## Annualized 3mo Average Net Credit Loss Metric (%)



Source: Company Reports as of January 2024 payment date

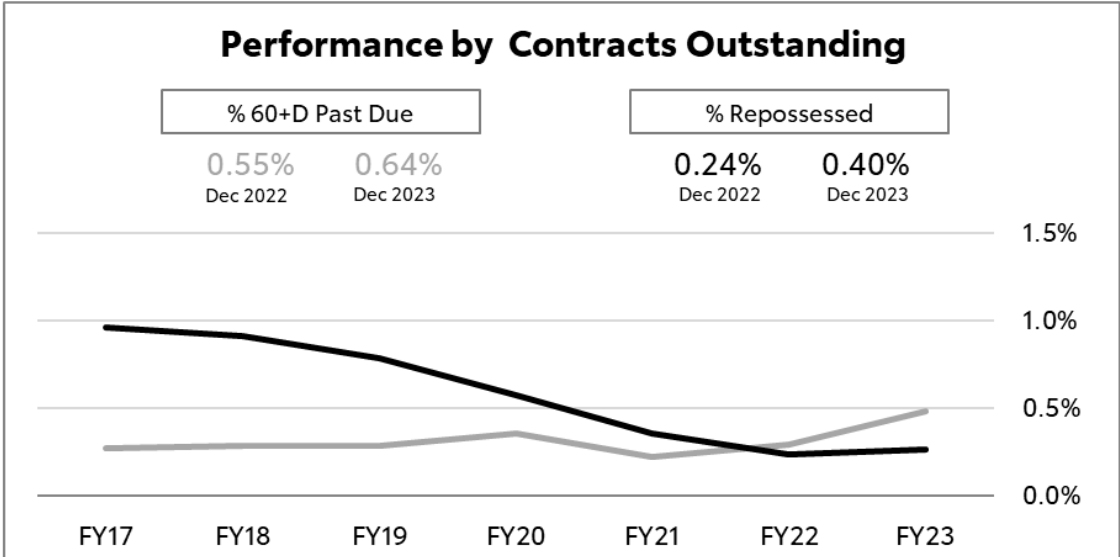
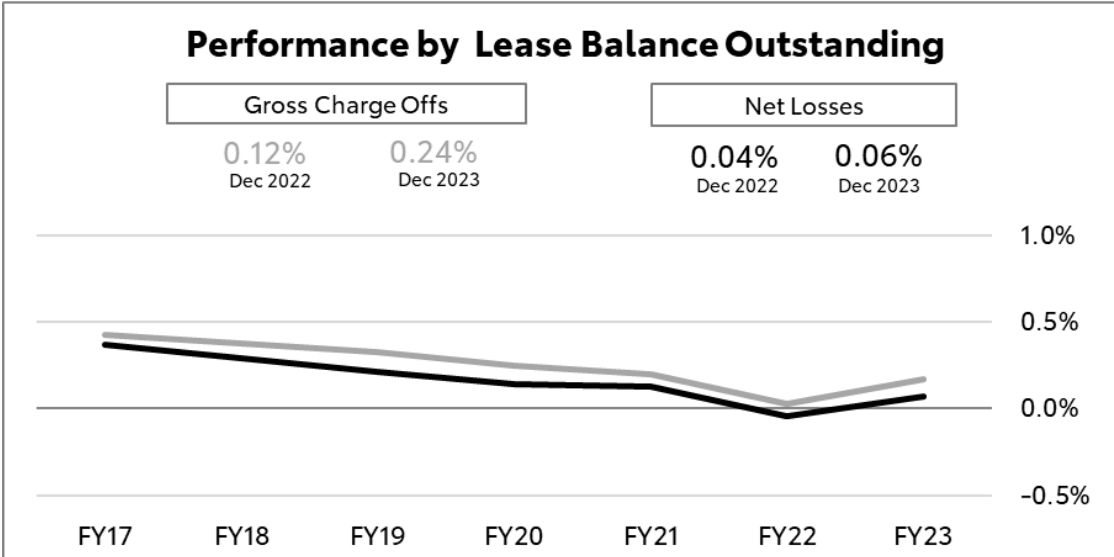
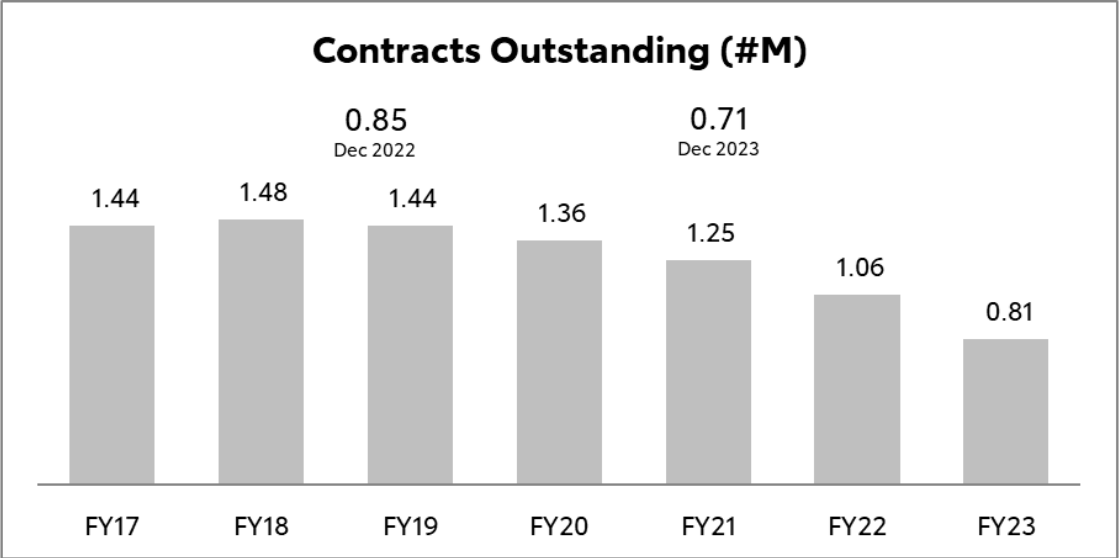
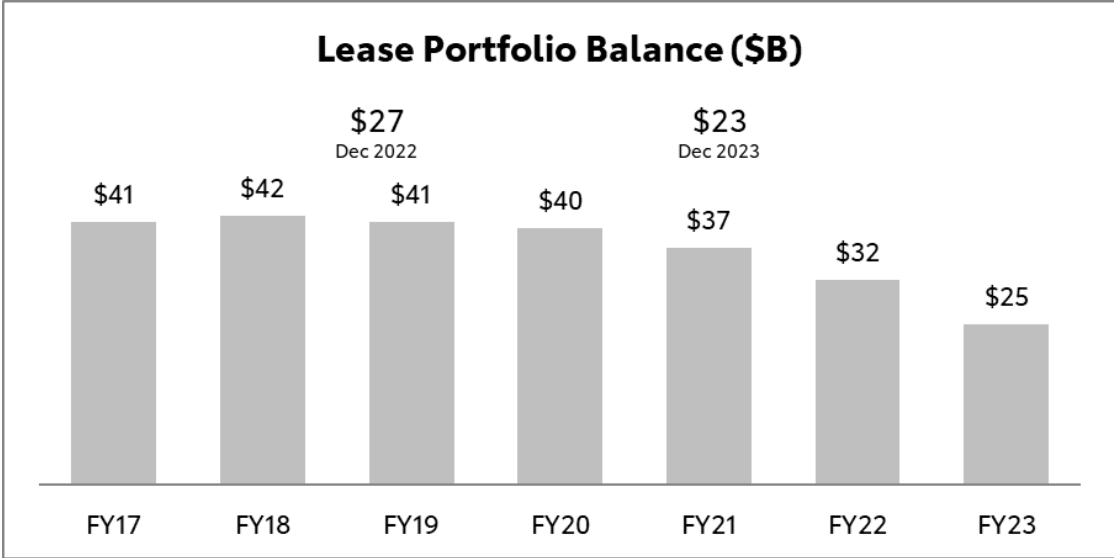
# Lease Origination Characteristics



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

Source: Company Reports as of December 31, 2023. Includes leases for Toyota and Lexus brands only

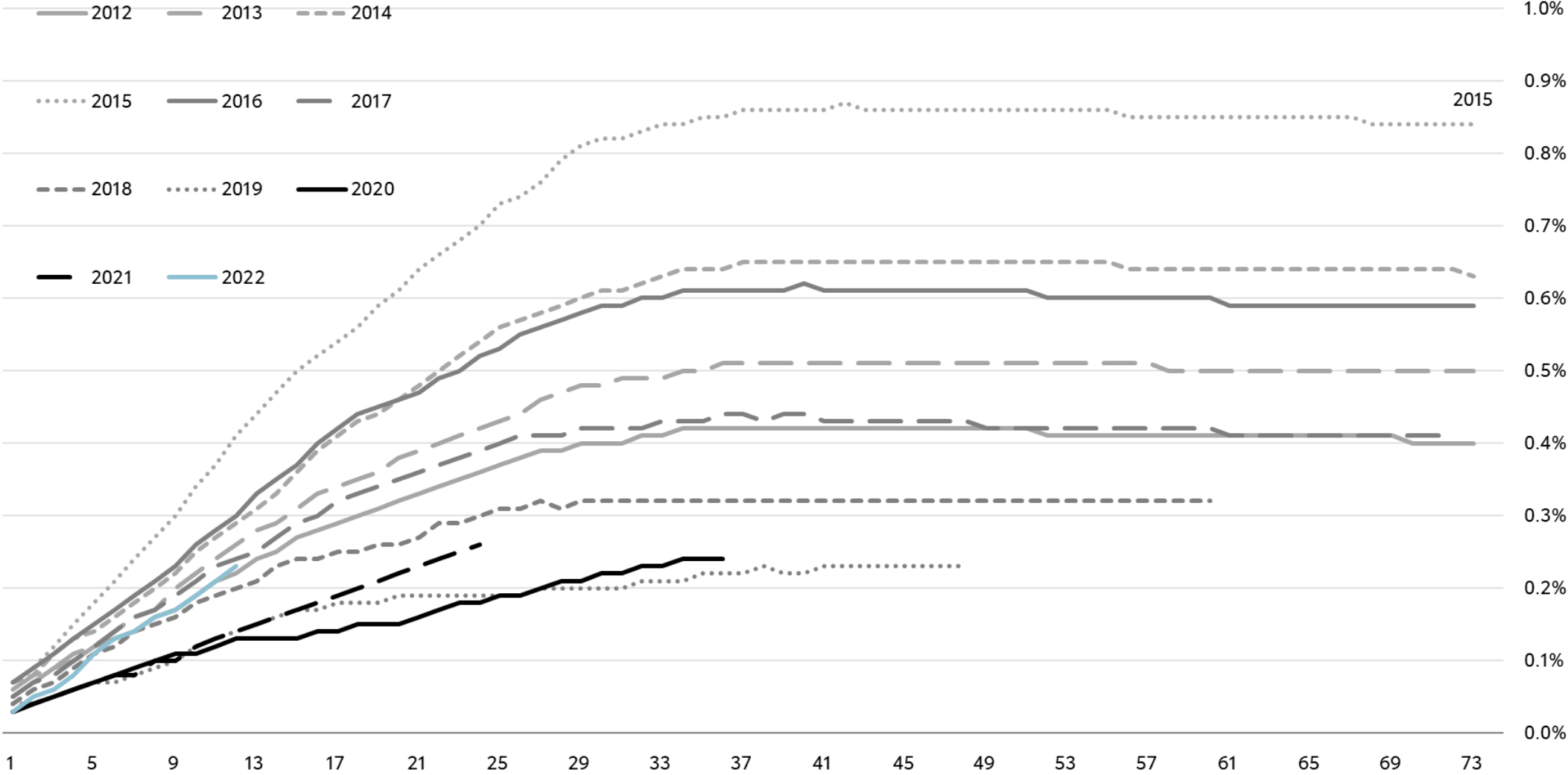
# Lease Managed Portfolio Performance



Source: Company Reports as of December 31, 2023

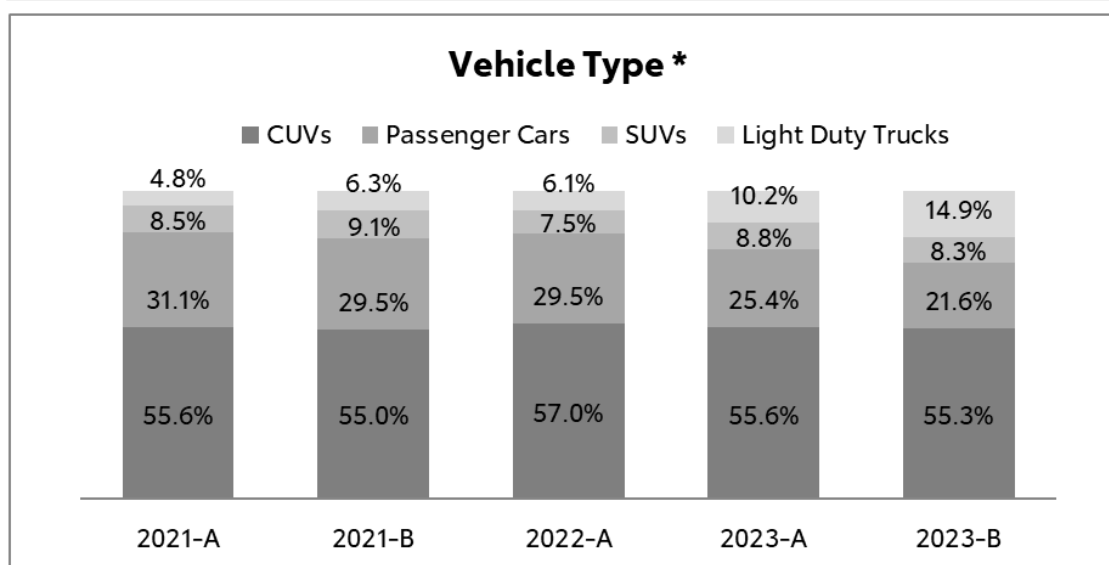
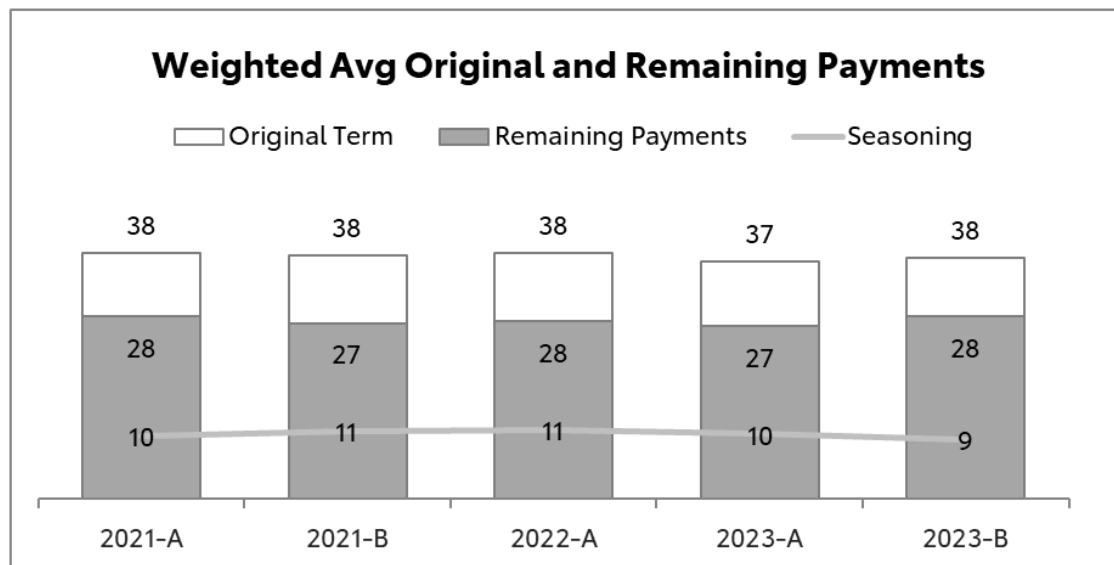
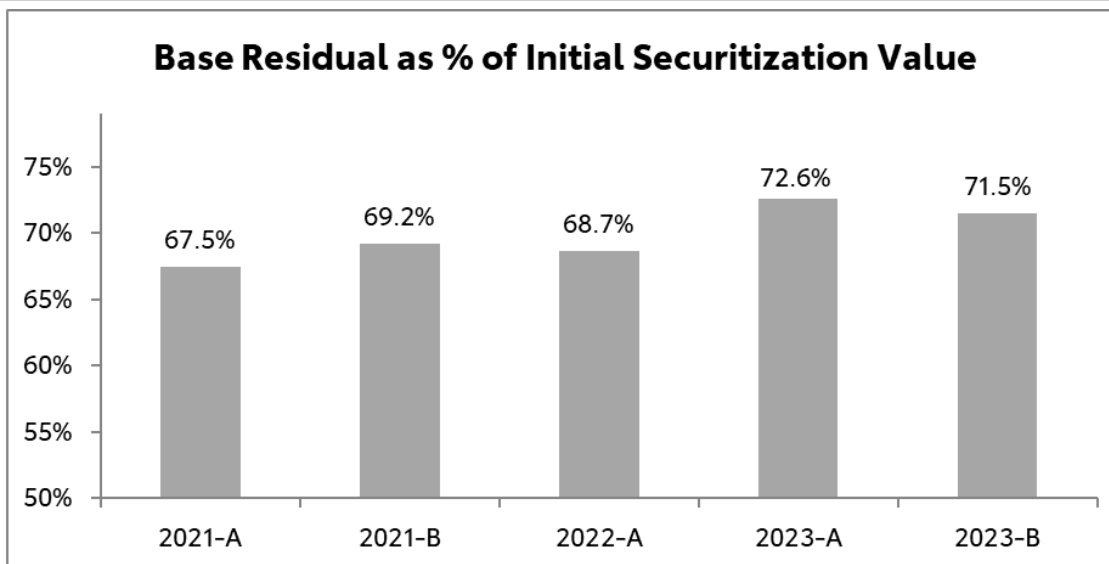
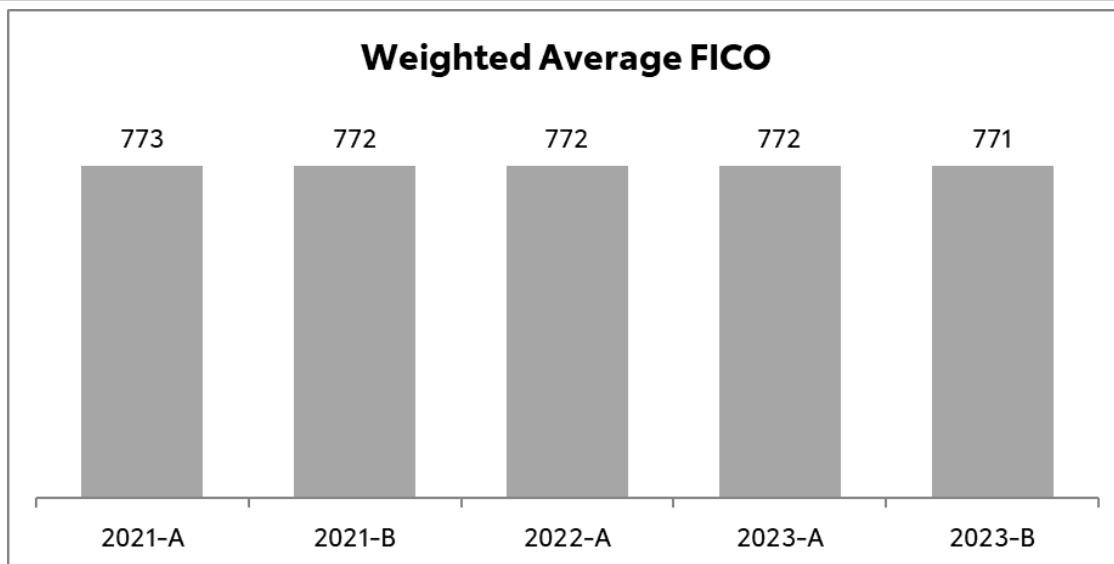


# Lease: Cumulative Net Credit Losses by Vintage



Source: Company Reports as of December 31, 2023

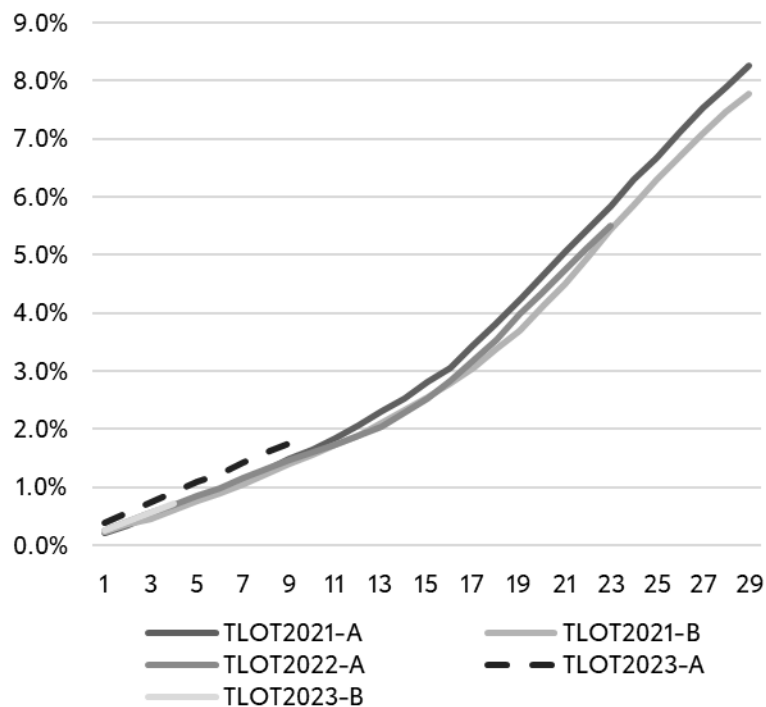
# TLOT ABS Characteristics



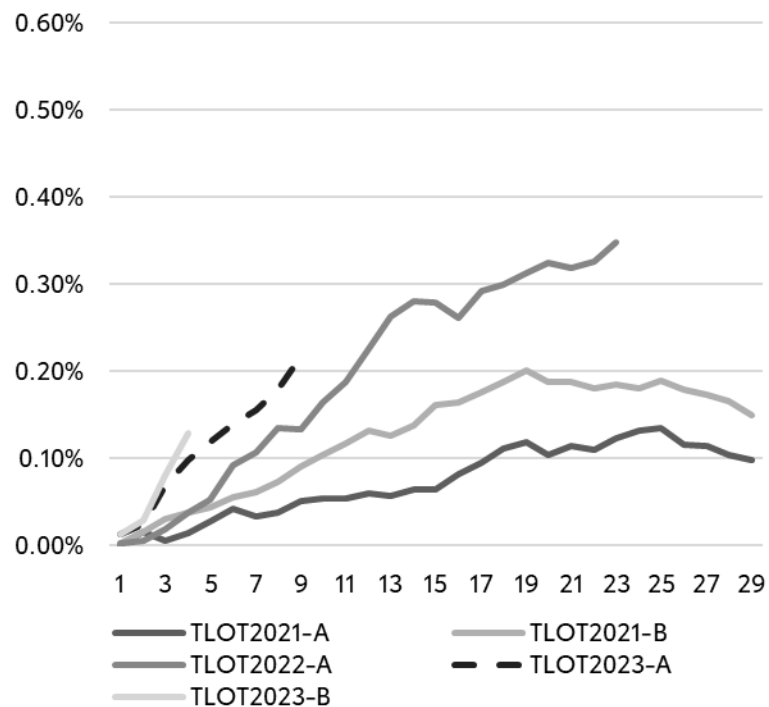
\*Percentages may not sum to 100% due to rounding  
**Source:** Company Reports as of December 31, 2023

# TLOT Performance

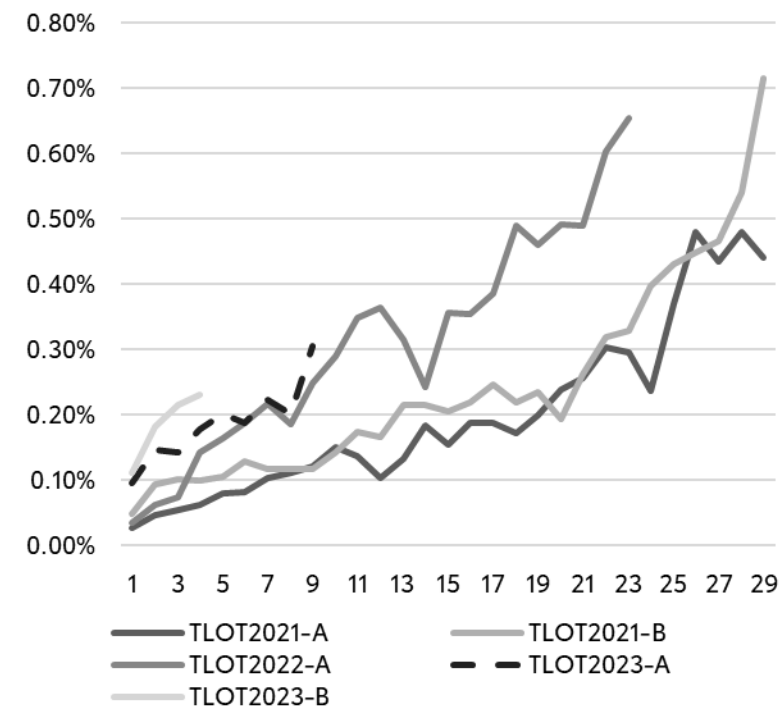
## Cumulative Residual Gain (Loss)



## Cumulative Net Loss



## 60+ Days Delinquencies



Source: Company Reports as of January 2024 payment date



## Appendix



# TMCC Financial Performance

## Consolidated Income Statement

(USD millions)	Fiscal Quarter Ended December 31,	
	2022	2023
Total Financing Revenues	8,511	8,988
less: Interest Expense and Depreciation	6,009	6,546
add: Other Income	581	1,470
Net Financing Revenues and Other	3,083	3,912
Net Income	653	1,318

## Credit Performance

	December 31,	
	2022	2023
Over 60 Days Delinquent <sup>(1)</sup>		
Retail	0.72%	0.79%
Lease	0.47%	0.52%
Allowance for Credit Losses <sup>(1)(2)</sup>	1.63%	1.57%
	Fiscal Quarter Ended December 31,	
	2022	2023
Net Credit Losses <sup>(1)</sup>	0.46%	0.62%

(1) Percentage of gross earning assets

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

Source: TMCC December 31, 2023, 10-Q

# Credit Support Agreement

---

## 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.

# Retail Loan Origination Profile

## TMCC Retail Auto Loan Originations

Original Summary Characteristics by Vintage Origination Year:	2019	2020	2021	2022	2023
Number of Pool Assets	948,970	1,007,542	1,053,629	1,043,884	1,034,754
Original Pool Balance	\$27,579,012,944	\$30,738,117,735	\$34,544,936,474	\$36,849,953,504	\$36,701,259,863
Average Initial Loan Balance	\$29,062	\$30,508	\$32,787	\$35,301	\$35,469
Weighted Average Interest Rate	5.02%	4.48%	4.91%	5.59%	7.71%
Weighted Average Original Term	69 Months	70 Months	72 Months	70 Months	70 Months
Weighted Average FICO	740	730	726	732	742
Minimum FICO	382	376	395	397	392
Maximum FICO	900	900	900	900	900
Geographic Distribution of Receivables representing the 5 states with the greatest aggregate original principal balance:					
State 1	CA - 21.3%	CA - 22.0%	CA - 23.2%	CA - 23.0%	CA - 21.1%
State 2	TX - 15.2%	TX - 15.0%	TX - 15.6%	TX - 16.2%	TX - 15.3%
State 3	VA - 4.5%	VA - 4.6%	NY - 4.2%	NY - 4.4%	NY - 4.6%
State 4	NY - 4.0%	NY - 4.1%	VA - 4.1%	MD - 3.8%	VA - 3.7%
State 5	PA - 3.9%	PA - 4.0%	MD - 3.9%	PA - 3.7%	PA - 3.5%
Distribution of Receivables by Contract Rate: <sup>(1)</sup>					
Less than 2.0%	17.6%	24.6%	16.3%	5.9%	0.5%
2.0% - 3.99%	22.6%	23.1%	28.0%	32.8%	6.7%
4.0% - 5.99%	31.1%	27.2%	29.7%	27.4%	32.2%
6.0% - 7.99%	15.3%	12.6%	13.2%	15.9%	19.9%
8.0% - 9.99%	6.0%	5.1%	5.4%	9.6%	22.5%
10.0% - 11.99%	2.8%	2.6%	2.4%	3.8%	10.5%
12.0% - 13.99%	1.8%	1.6%	1.6%	1.6%	3.9%
14.0% - 15.99%	1.0%	1.2%	1.2%	0.9%	1.4%
16.0% and greater	1.8%	2.0%	2.1%	2.0%	2.3%
Total	100.00%	100.00%	100.00%	100.00%	100.00%
Share of Original Assets:					
Percentage of Non-Toyota/Non-Lexus	3.6%	5.9%	8.2%	7.3%	4.8%
Percentage of 75+ Month Term	23.0%	28.0%	29.1%	19.1%	22.4%
Percentage of Used Vehicles	26.9%	31.6%	36.5%	34.3%	31.0%

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

Source: Company Reports as of December 31, 2023

# Managed Portfolio Performance – Retail Loan

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

	At December 31,		At March 31,				
	2023	2022	2023	2022	2021	2020	2019
Outstanding Contracts <sup>(2)</sup>	3,501,849	3,379,245	3,382,927	3,267,466	3,237,181	3,142,143	3,097,464
Number of Accounts Past Due in the following categories							
30 - 59 days	74,092	58,531	50,632	40,744	27,476	40,205	38,498
60 - 89 days	21,423	17,648	15,348	10,731	7,223	11,604	9,576
Over 89 days	18,302	16,383	14,344	10,389	8,500	12,219	8,240
Delinquencies as a Percentage of Contracts Outstanding <sup>(3)</sup>							
30 - 59 days	2.12%	1.73%	1.50%	1.25%	0.85%	1.28%	1.24%
60 - 89 days	0.61%	0.52%	0.45%	0.33%	0.22%	0.37%	0.31%
Over 89 days	0.52%	0.48%	0.42%	0.32%	0.26%	0.39%	0.27%

(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 Performance – Retail Loan

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

	For the Nine Months Ended		For the Fiscal Years Ended				
	December 31,		March 31,				
	2023	2022	2023	2022	2021	2020	2019
Principal Balance Outstanding <sup>(2)</sup>	\$77,669,286	\$72,224,058	\$72,573,179	\$67,146,402	\$62,833,053	\$56,265,888	\$53,236,380
Average Principal Balance Outstanding <sup>(3)</sup>	\$75,121,233	\$69,685,230	\$69,859,790	\$64,989,727	\$59,549,471	\$54,751,134	\$52,998,211
Number of Contracts Outstanding	3,501,849	3,379,245	3,382,927	3,267,466	3,237,181	3,142,143	3,097,464
Average Number of Contracts Outstanding <sup>(3)</sup>	3,442,388	3,323,356	3,325,197	3,252,324	3,189,662	3,119,804	3,127,920
Number of Repossessions <sup>(4)</sup>	36,897	24,210	35,962	28,180	28,423	34,899	35,694
Number of Repossessions as a Percent of the Number of Contracts Outstanding	1.40% <sup>(7)</sup>	0.96% <sup>(7)</sup>	1.06%	0.86%	0.88%	1.11%	1.15%
Number of Repossessions as a Percent of the Average Number of Contracts Outstanding	1.43% <sup>(7)</sup>	0.97% <sup>(7)</sup>	1.08%	0.87%	0.89%	1.12%	1.14%
Gross Charge-Offs <sup>(5)</sup>	\$490,114	\$342,704	\$495,938	\$222,023	\$278,833	\$352,213	\$323,962
Recoveries <sup>(6)</sup>	\$71,701	\$38,119	\$58,752	\$54,989	\$47,917	\$49,191	\$48,871
Net Losses	\$418,413	\$304,585	\$437,186	\$167,034	\$230,916	\$303,022	\$275,091
Net Losses as a Percentage of Principal Balance Outstanding	0.72% <sup>(7)</sup>	0.56% <sup>(7)</sup>	0.60%	0.25%	0.37%	0.54%	0.52%
Net Losses as a Percentage of Average Principal Balance Outstanding	0.74% <sup>(7)</sup>	0.58% <sup>(7)</sup>	0.63%	0.26%	0.39%	0.55%	0.52%

(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 TMC. 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.

(7) Annualized

Source: Company Reports

# Retail Loan ABS Comparison

Original Summary Characteristics by Prior Securitization:	TAOT 2021-A	TAOT 2021-B	TAOT 2021-C	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
Number of Pool Assets	89,958	78,636	75,689	75,426	77,985	77,626	65,964	68,972	69,360	67,500	65,736	65,406
Initial Pool Balance	\$1,822,777,183.00	\$1,666,956,330.00	\$1,666,028,014.87	\$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
Average Principal Balance	\$20,263.00	\$21,198.00	\$22,011.49	\$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
Weighted Average Interest Rate	3.06%	3.08%	3.05%	3.15%	3.27%	3.27%	3.37%	3.44%	3.64%	4.05%	4.64%	5.10%
Weighted Average Original Term	65	65	65	66	66	66	67	67	66	66	66	66
Weighted Average Remaining Term	51	53	53	54	55	55	56	57	56	55	55	55
Weighted Average FICO	769	767	767	765	765	766	765	765	766	765	766	767
Minimum FICO	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
Geographic Distribution of Receivables representing the 5 states with the greatest aggregate Initial principal balance:												
State 1	CA – 23.7%	CA – 26.0%	CA – 26.4%	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%
State 2	TX – 12.5%	TX – 13.0%	TX – 12.7%	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%
State 3	IL – 4.7%	IL – 4.5%	PA – 4.3%	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%
State 4	PA – 4.4%	PA – 4.4%	IL – 4.2%	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%
State 5	VA – 3.8%	VA – 3.6%	NJ – 3.7%	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%
Distribution of Receivables by Contract Rate: <sup>(1)</sup>												
Less than 2.0%	45.00%	43.08%	42.69%	40.45%	37.10%	32.70%	30.57%	22.28%	19.25%	18.44%	8.28%	5.80%
2.0% - 3.99%	24.94%	27.06%	29.02%	30.30%	32.36%	38.79%	41.21%	50.81%	51.68%	46.97%	35.43%	28.07%
4.0% - 5.99%	19.64%	19.84%	19.23%	19.84%	20.96%	19.78%	19.83%	18.88%	19.58%	21.51%	39.42%	44.55%
6.0% - 7.99%	6.37%	6.08%	5.56%	5.75%	5.92%	5.34%	5.11%	4.91%	6.18%	8.40%	9.22%	12.20%
8.0% - 9.99%	2.10%	2.15%	1.91%	2.00%	2.14%	2.03%	1.92%	1.88%	2.01%	2.96%	5.14%	6.13%
10.0% - 11.99%	1.17%	1.08%	0.93%	0.98%	0.92%	0.78%	0.90%	0.74%	0.75%	1.02%	1.53%	2.10%
12.0% - 13.99%	0.53%	0.47%	0.45%	0.47%	0.40%	0.39%	0.31%	0.36%	0.37%	0.40%	0.59%	0.68%
14.0% - 15.99%	0.18%	0.18%	0.17%	0.18%	0.17%	0.15%	0.14%	0.11%	0.14%	0.20%	0.26%	0.27%
16.0% and greater	0.07%	0.05%	0.04%	0.04%	0.02%	0.04%	0.03%	0.03%	0.04%	0.10%	0.14%	0.20%
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%
Distribution of Receivables by Vehicle Type: <sup>(1)</sup>												
Passenger Cars	30.27%	31.22%	30.22%	30.89%	32.03%	31.46%	26.58%	27.49%	28.21%	28.55%	27.88%	27.91%
Minivans	3.04%	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Light Duty Trucks	16.81%	15.87%	15.19%	14.00%	13.77%	12.83%	12.12%	12.09%	13.51%	16.86%	18.50%	18.15%
SUVs	49.87%	6.63%	6.93%	7.08%	7.01%	7.06%	7.05%	6.50%	6.09%	6.28%	6.28%	6.13%
CUVs <sup>(2)</sup>	NA	46.29%	47.66%	48.02%	47.20%	48.65%	54.25%	53.70%	51.78%	48.50%	47.34%	47.82%
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%
Distribution of Receivables by Make: <sup>(1)</sup>												
Toyota and Scion	83.91%	83.73%	82.42%	82.40%	82.76%	80.71%	80.18%	79.83%	80.01%	81.72%	82.91%	81.44%
Lexus	16.09%	16.27%	17.58%	17.60%	17.24%	19.29%	19.82%	20.17%	19.99%	18.28%	17.09%	18.56%
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%
Share of Original Assets:												
Percentage with Original Scheduled Payments > 60 month	49.18%	50.61%	50.46%	52.33%	54.48%	55.04%	65.07%	65.50%	63.10%	62.35%	63.31%	62.61%
Percentage of Used Vehicles	26.33%	25.41%	26.34%	27.45%	27.34%	23.26%	22.78%	21.56%	20.94%	18.72%	18.75%	17.38%

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

<sup>(2)</sup> 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

# Lease Origination Profile

Original Summary Characteristics by Vintage Origination Year:	2019	2020	2021	2022	2023
Number of Pool Assets	481,778	385,379	383,011	184,817	215,589
Original Pool Balance	\$17,527,285,319	\$14,392,981,563	\$14,903,774,629	\$7,419,017,197	\$9,461,838,737
Average Initial Lease Balance	\$36,380	\$37,348	\$38,912	\$40,143	\$43,888
Weighted Average Original Term	37	37	37	37	37
Weighted Average FICO	747	743	748	744	749
Minimum FICO	395	394	369	426	417
Maximum FICO	900	900	900	900	900

Geographic Distribution of Receivables representing the 5 states with the greatest aggregate Net Capital Cost:

State 1	CA - 22.6%	CA - 21.4%	CA - 22.0%	CA - 20.2%	CA - 23.1%
State 2	NY - 11.4%	NY - 11.0%	NY - 11.5%	NY - 11.1%	TX - 12.2%
State 3	NJ - 7.2%	NJ - 6.8%	NJ - 7.3%	TX - 8.4%	NY - 9.3%
State 4	FL - 7.0%	FL - 8.3%	FL - 8.6%	FL - 8.3%	FL - 7.6%
State 5	TX - 6.8%	TX - 7.6%	TX - 6.9%	NJ - 7.6%	NJ - 6.2%

Distribution of Receivables by Vehicle Type: <sup>(1)</sup>

Passenger Cars	27.7%	26.0%	25.6%	23.8%	19.0%
Light Duty Trucks	9.7%	11.7%	10.9%	15.2%	20.7%
SUVs	7.5%	9.2%	8.1%	8.5%	10.6%
CUVs	55.1%	53.1%	55.5%	52.6%	49.7%
Total	100.00%	100.00%	100.00%	100.00%	100.00%

Distribution of Receivables by Make: <sup>(1)</sup>

Toyota	57.5%	55.8%	58.8%	62.5%	60.3%
Lexus	42.5%	44.2%	41.2%	37.5%	39.7%
Total	100.00%	100.00%	100.00%	100.00%	100.00%

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

Source: Company Reports as of December 31, 2023

# Managed Portfolio Performance - Lease

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

	At December 31,		At March 31,				
	2023	2022	2023	2022	2021	2020	2019
Outstanding Contracts <sup>(2)</sup>	710,079	847,595	813,606	1,057,438	1,248,019	1,362,691	1,441,680
Number of Accounts Past Due in the following categories							
30 - 59 days	9,625	9,155	7,589	7,421	6,356	12,379	10,497
60 - 89 days	2,715	2,682	2,198	1,777	1,615	3,017	2,613
Over 89 days	1,819	1,950	1,691	1,287	1,100	1,724	1,456
Delinquencies as a Percentage of Contracts Outstanding <sup>(3)</sup>							
30 - 59 days	1.36%	1.08%	0.93%	0.70%	0.51%	0.91%	0.73%
60 - 89 days	0.38%	0.32%	0.27%	0.17%	0.13%	0.22%	0.18%
Over 89 days	0.26%	0.23%	0.21%	0.12%	0.09%	0.13%	0.10%

(1) Data presented in the table is based upon Lease Balance for new and used vehicles.

(2) 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

# Managed Portfolio Performance - Lease

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

	For the Nine Months Ended		For the Fiscal Years Ended				
	Dec 31,		March 31,				
	2023	2022	2023	2022	2021	2020	2019
Lease Contracts Outstanding (\$) <sup>(2)</sup>	\$23,211,516	\$26,566,613	\$25,245,328	\$32,383,470	\$37,225,686	\$39,532,930	\$41,228,179
Average Lease Contracts Outstanding (\$)	\$23,971,408	\$28,978,052	\$28,145,158	\$35,446,715	\$37,593,542	\$40,586,875	\$41,961,871
Number of Lease Contracts Outstanding (Units)	710,079	847,595	813,606	1,057,438	1,248,110	1,362,756	1,441,680
Average Number of Lease Contracts Outstanding (Units) <sup>(3)</sup>	751,135	943,149	914,831	1,162,957	1,290,643	1,400,448	1,473,405
Number of Repossessions Sold (Units) <sup>(4)</sup>	2,274	1,687	2,377	2,656	4,454	8,052	11,474
Number of Repossessions Sold as a Percent of the Average Number of Lease Contracts Outstanding <sup>(7)</sup>	0.40%	0.24%	0.26%	0.23%	0.35%	0.57%	0.78%
Charge-Offs (\$) <sup>(5)</sup>	\$42,260	\$24,085	\$42,578	\$8,914	\$74,646	\$100,313	\$134,435
Charge-Offs (Units)	9,300	9,766	13,263	16,223	19,121	21,124	30,396
Recoveries (\$) <sup>(6)</sup>	\$30,935	\$15,969	\$22,415	\$22,291	\$27,503	\$44,452	\$46,525
Net (Gains)/Losses (\$)	\$11,325	\$8,116	\$20,163	(\$13,377)	\$47,143	\$55,861	\$87,910
Net (Gains)/Losses as a Percentage of Average Dollar Amount of Lease Contracts Outstanding <sup>(7)</sup>	0.06%	0.04%	0.07%	-0.04%	0.13%	0.14%	0.21%

(1) Includes contracts that have been sold but are still being serviced by TMCC (excluding TCPR). Excludes private label.

(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 vehicle after the related charge-off. Also includes recoveries for dealer reserve charge-offs and dealer reserve chargebacks.

(7) Annualized

Source: Company Reports as of December 31, 2023

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

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

	For the Calendar Years Ended				
	December 31,				
	2023	2022	2021	2020	2019
Total Number of Vehicles Scheduled to Terminate	314,896	435,424	456,075	447,288	512,295
Total ALG Residuals on Vehicles Scheduled to Terminate	\$6,554,119,605	\$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>	6,408	9,881	48,893	173,672	272,630
Number of Vehicles Going to Full Term <sup>(4)</sup>	144,061	224,364	238,456	273,229	305,965
Vehicles Returned to TMCC Ratio	2.0%	2.3%	10.7%	38.8%	53.2%
Total Gain/(Loss) on ALG Residuals on Vehicles Returned to TMCC <sup>(5)</sup>	\$20,467,089	\$32,107,018	\$175,597,275	\$290,069,952	\$410,323,395
Average Gain/(Loss) on ALG Residuals on Vehicles Returned to TMCC <sup>(5)</sup>	\$3,194	\$3,249	\$3,591	\$1,670	\$1,505
Total ALG Residuals on Vehicles Returned to TMCC	\$128,213,718	\$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	16.0%	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	0.3%	0.4%	2.0%	3.4%	4.3%
Average Contract Residual Value as a Percentage of Adjusted MSRP <sup>(6)</sup>	58.2%	57.5%	56.2%	58.5%	60.6%
Average ALG Residual as a Percentage of Adjusted MSRP <sup>(6)</sup>	51.9%	51.6%	50.6%	51.2%	51.5%
Percentage Difference	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

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

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

	For the Calendar Years Ended				
	December 31,				
	2023	2022	2021	2020	2019
Total Number of Vehicles Scheduled to Terminate	126,890	159,351	141,593	142,290	161,989
Total ALG Residuals on Vehicles Scheduled to Terminate	\$3,069,316,895	\$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>	2,182	2,750	24,295	77,970	115,316
Number of Vehicles Going to Full Term <sup>(4)</sup>	56,033	80,962	70,312	80,793	88,182
Vehicles Returned to TMCC Ratio	1.7%	1.7%	17.2%	54.8%	71.2%
Total Gain/(Loss) on ALG Residuals on Vehicles Returned to TMCC <sup>(5)</sup>	\$7,977,315	\$11,243,714	\$110,510,332	\$169,363,733	\$141,199,460
Average Gain/(Loss) on ALG Residuals on Vehicles Returned to TMCC <sup>(5)</sup>	\$3,656	\$4,089	\$4,549	\$2,172	\$1,224
<b>Lexus</b> Total ALG Residuals on Vehicles Returned to TMCC	\$52,095,368	\$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	15.3%	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	0.3%	0.3%	3.2%	4.9%	3.6%
Average Contract Residual Value as a Percentage of Adjusted MSRP <sup>(6)</sup>	53.2%	52.7%	53.0%	56.2%	58.4%
Average ALG Residual as a Percentage of Adjusted MSRP <sup>(6)</sup>	48.0%	47.3%	46.9%	47.9%	49.1%
Percentage Difference	5.2%	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® 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

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

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

	For the Calendar Years Ended				
	December 31,				
	2023	2022	2021	2020	2019
Total Number of Vehicles Scheduled to Terminate	188,006	276,073	314,482	304,998	350,306
Total ALG Residuals on Vehicles Scheduled to Terminate	\$3,484,802,710	\$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>	4,226	7,131	24,598	95,702	157,314
Number of Vehicles Going to Full Term <sup>(4)</sup>	88,028	143,402	168,144	192,436	217,783
Vehicles Returned to TMCC Ratio	2.2%	2.6%	7.8%	31.4%	44.9%
Total Gain/(Loss) on ALG Residuals on Vehicles Returned to TMCC <sup>(5)</sup>	\$12,489,774	\$20,863,304	\$65,086,943	\$120,706,219	\$269,123,935
Average Gain/(Loss) on ALG Residuals on Vehicles Returned to TMCC <sup>(5)</sup>	\$2,955	\$2,926	\$2,646	\$1,261	\$1,711
<b>Toyota</b> Total ALG Residuals on Vehicles Returned to TMCC	\$76,118,350	\$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	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%	1.2%	2.4%	4.9%
Average Contract Residual Value as a Percentage of Adjusted MSRP <sup>(6)</sup>	63.3%	61.8%	58.5%	60.2%	62.4%
Average ALG Residual as a Percentage of Adjusted MSRP <sup>(6)</sup>	56.0%	55.6%	53.4%	53.8%	53.2%
Percentage Difference	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® 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



# Lease ABS Comparison

## Toyota Lease Owner Trust (TLOT)

### Original Summary Characteristics by Prior Securitization:

	TLOT 2021-A	TLOT 2021-B	TLOT 2022-A	TLOT 2023-A	TLOT 2023-B
Number of Specified Leases	51,807	52,975	42,773	47,881	37,154
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
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
Base Residual as a Percentage of Aggregate Securitization Value	67.5%	69.2%	68.7%	72.6%	71.5%
Average Securitization Value	\$28,809.57	\$29,301.35	\$30,436.61	\$29,926.57	\$32,137.99
Average Base Residual Value	\$19,435.02	\$20,287.55	\$20,900.59	\$21,717.79	\$22,983.91
Original Number of Monthly Payments	38	38	38	37	38
Remaining Number of Monthly Payments	28	27	28	27	28
Weighted Average FICO	773	772	772	772	771
Minimum FICO	620	620	620	620	620
Maximum FICO	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%
State 2	NY – 11.7%	NY – 11.9%	NY – 11.3%	NY – 13.6%	NY – 11.8%
State 3	FL – 8.8%	FL – 9.1%	FL – 10.6%	TX – 9.0%	TX – 10.5%
State 4	NJ – 8.1%	NJ – 7.9%	TX – 7.8%	FL – 8.3%	FL – 9.9%
State 5	TX – 7.9%	TX – 7.4%	NJ – 7.6%	NJ – 8.1%	NJ – 7.3%
Distribution of Receivables by Vehicle Type: <sup>(1)</sup>					
Passenger Cars	31.1%	29.5%	29.5%	25.4%	21.6%
Light Duty Trucks	4.8%	6.3%	6.1%	10.2%	14.9%
SUVs	8.5%	9.1%	7.5%	8.8%	8.3%
CUVs	55.6%	55.0%	57.0%	55.6%	55.3%
Total	100.00%	100.00%	100.00%	100.00%	100.00%
Distribution of Receivables by Make: <sup>(1)</sup>					
Toyota	49.6%	51.0%	47.9%	60.0%	55.4%
Lexus	50.4%	49.0%	52.1%	40.0%	44.6%
Total	100.00%	100.00%	100.00%	100.00%	100.00%

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

Source: Company Reports