Toyota Financial Services Danmark A/S

Dynamovej 10, DK-2860 Søborg

Annual Report for 1 April 2018 - 31 March 2019

CVR No 26 24 19 60

The Annual Report was presented and adopted at the Annual General Meeting of the Company on 22/07 2019

Douglas Frank Gillies Chairman of the General Meeting

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Management's Statement

The Executive Board and Board of Directors have today considered and adopted the Annual Report of Toyota Financial Services Danmark A/S for the financial year 1 April 2018 - 31 March 2019.

The Annual Report is prepared in accordance with the Danish Financial Statements Act.

In our opinion the Financial Statements give a true and fair view of the financial position at 31 March 2019 of the Company and of the results of the Company operations for 2018/19.

In our opinion, Management's Review includes a true and fair account of the matters addressed in the Review.

We recommend that the Annual Report be adopted at the Annual General Meeting.

Søborg, 22 July 2019

Executive Board

Michael Junker

Board of Directors

Douglas Frank Gillies Chairman Frank Chukwuma Okoisor

Jes Rosendal

Michael Junker

Independent Auditor's Report

To the Shareholders of Toyota Financial Services Danmark A/S

Opinion

In our opinion, the Financial Statements give a true and fair view of the financial position of the Company at 31 March 2019 and of the results of the Company's operations for the financial year 1 April 2018 - 31 March 2019 in accordance with the Danish Financial Statements Act.

We have audited the Financial Statements of Toyota Financial Services Danmark A/S for the financial year 1 April 2018 - 31 March 2019, which comprise income statement, balance sheet, statement of changes in equity and notes, including a summary of significant accounting policies ("the Financial Statements").

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs) and the additional requirements applicable in Denmark. Our responsibilities under those standards and requirements are further described in the "Auditor's responsibilities for the audit of the Financial Statements" section of our report. We are independent of the Company in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code) and the additional requirements applicable in Denmark, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Statement on Management's Review

Management is responsible for Management's Review.

Our opinion on the Financial Statements does not cover Management's Review, and we do not express any form of assurance conclusion thereon.

In connection with our audit of the Financial Statements, our responsibility is to read Management's Review and, in doing so, consider whether Management's Review is materially inconsistent with the Financial Statements or our knowledge obtained during the audit, or otherwise appears to be materially misstated.

Moreover, it is our responsibility to consider whether Management's Review provides the information required under the Danish Financials Statements Act.

Based on the work we have performed, in our view, Management's Review is in accordance with the Financial Statements and has been prepared in accordance with the requirements of the Danish Financial Statements Act. We did not identify any material misstatement in Management's Review.

Management's responsibilities for the Financial Statements

Management is responsible for the preparation of financial statements that give a true and fair view in accordance with the Danish Financial Statements Act, and for such internal control as Management determines is necessary to enable the preparation of financial statements that are free from material misstate-

Independent Auditor's Report

ment, whether due to fraud or error.

In preparing the Financial Statements, Management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting in preparing the Financial Statements unless Management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Auditor's responsibilities for the audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the Financial Statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs and the additional requirements applicable in Denmark will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these Financial Statements.

As part of an audit conducted in accordance with ISAs and the additional requirements applicable in Denmark, we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the Financial Statements, whether due to
 fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a
 material misstatement resulting from fraud is higher than for one resulting from error as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures
 that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by Management.
- Conclude on the appropriateness of Management's use of the going concern basis of accounting in preparing the Financial Statements and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the Financial Statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and contents of the Financial Statements, including the disclosures, and whether the Financial Statements represent the underlying transactions and events

Independent Auditor's Report

in a manner that gives a true and fair view.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

Hellerup, 22 July 2019 **PricewaterhouseCoopers** Statsautoriseret Revisionspartnerselskab *CVR No 33 77 12 31*

Jesper O. Edelbo statsautoriseret revisor mne10901

Company Information

The Company Toyota Financial Services Danmark A/S

Dynamovej 10 DK-2860 Søborg

CVR No: 26 24 19 60

Financial period: 1 April - 31 March Municipality of reg. office: Gladsaxe

Consolidated Financial

Statements

The Company is included in the Group Annual Report of Toyota Motor

Corporation.

Board of Directors Douglas Frank Gillies, Chairman

Frank Chukwuma Okoisor

Jes Rosendal Michael Junker

Executive Board Michael Junker

Auditors PricewaterhouseCoopers

Statsautoriseret Revisionspartnerselskab

Strandvejen 44 DK-2900 Hellerup

Financial Highlights

Seen over a five-year period, the development of the Company is described by the following financial highlights:

	2018/19	2017/18	2016/17	2015/16	2014/15
	TDKK	TDKK	TDKK	TDKK	TDKK
Key figures					
Profit/loss					
Revenue	318,173	278,977	252,579	216,761	223,626
Operating profit/loss	100,041	91,938	97,998	94,285	99,316
Profit/loss before financial income and					
expenses	99,112	92,539	98,155	94,495	99,346
Net financials	275	-2,606	-11,069	-16,842	-25,449
Net profit/loss for the year	77,617	70,176	69,204	58,717	57,587
Balance sheet					
Balance sheet total	5,923,838	5,368,865	5,090,516	4,485,371	4,101,260
Equity	455,227	433,733	403,481	376,106	345,563
Investment in property, plant and equipment	0	0	-96,473	-61,113	21,433
Number of employees	11	10	10	10	9
Ratios					
Profit margin	31.2%	33.2%	38.9%	43.6%	44.4%
Return on assets	1.7%	1.7%	1.9%	2.1%	2.4%
Solvency ratio	7.7%	8.1%	7.9%	8.4%	8.4%
Return on equity	17.5%	16.8%	17.8%	16.3%	17.5%

The ratios have been prepared in accordance with the recommendations and guidelines issued by the Danish Society of Financial Analysts. For definitions, see under accounting policies.

Management's Review

Main activity

Toyota Financial Services Danmark A/S is a joint venture owned be Toyota Financial Services (UK) PLC and Jyske Finans A/S with 80.1 % and 19.9 % respectively. The Company is therefore a part of the Toyota group.

The main activity of the Company is financing of vehicles and related services, primarily of all new and used Toyota models for both the private consumer as well as businesses.

Development in the year

The income statement of the Company for 2018/19 shows a profit of DKK 77,617,484, and at 31 March 2019 the balance sheet of the Company shows equity of DKK 455,226,923.

The past year and follow-up on development expectations from last year

The result for the year exceeds the expected level of a result on the same level as that of last year. The higher result before taxes is primarily due to stability on the financial markets which affect the car industry and financing. The market for cars in 2018/19 was at the same level as in 2017/18.

Management considers the result to be satisfactory.

Capital resources

Toyota Financial Services Danmark A/S has a finance agreement with Toyota Motor Finance (Netherlands) B.V. and has in this way secured the availability of the necessary capital. The period of the finance agreement is not restricted. In addition, Toyota Financial Services Danmark A/S has entered into loan arrangements with Nordea Bank Danmark A/S and The Bank of Tokyo-Mitsubishi UFJ, Ltd.

Special risks - operating risks and financial risks

Operating risks

The main risks of the company relate to credit risks and residual value risk.

The Company has established procedures to follow the development of residual values closely. Scrap values on cars are measured at market value at the time when the contract period has ended. A further change in the registration tax is to be expected.

Strategy

The Company continues to establish its vehicles portfolio. It is therefore expected that further capital will be tied in the portfolio over the next 2 - 3 years. The Company - apart from this investment - does not expect any major investments during the next financial year.

Management's Review

Unusual events

The financial position at 31 March 2019 of the Company and the results of the activities of the Company for the financial year for 2018/19 have not been affected by any unusual events.

Subsequent events

No events materially affecting the assessment of the Annual Report have occurred after the balance sheet date.

Income Statement 1 April - 31 March

	Note	2018/19	2017/18
		DKK	DKK
Revenue		318,172,982	278,976,640
Other operating income		-929,674	600,968
Other external expenses		-128,134,325	-115,583,753
Gross profit/loss		189,108,983	163,993,855
Staff expenses Depreciation, amortisation and impairment of property, plant and	1	-10,069,424	-8,206,033
equipment	2	-61,996,172	-43,686,383
Impairment of current assets		-17,931,728	-19,562,864
Profit/loss before financial income and expenses		99,111,659	92,538,575
Financial income	3	906,966	1,056,616
Financial expenses	4	-631,786	-3,662,889
Profit/loss before tax		99,386,839	89,932,302
Tax on profit/loss for the year	5	-21,769,355	-19,756,237
Net profit/loss for the year		77,617,484	70,176,065
Distribution of profit			
Proposed distribution of profit			
Proposed dividend for the year		77,617,484	49,123,246
Retained earnings		0	21,052,819
		77,617,484	70,176,065

Balance Sheet 31 March 2019

Assets

	Note	2018/19	2017/18
		DKK	DKK
Operating leases - Motor vehicles		335,539,700	245,775,772
Other fixtures and fittings, tools and equipment		2,812,443	2,683,639
Property, plant and equipment	6	338,352,143	248,459,411
Fixed assets		338,352,143	248,459,411
Receivable loans		5,547,070,006	5,104,277,126
Other receivables		38,412,006	16,120,187
Prepayments		0	4,191
Receivables		5,585,482,012	5,120,401,504
Cash at bank and in hand		4,320	4,320
Currents assets		5,585,486,332	5,120,405,824
Assets		5,923,838,475	5,368,865,235

Balance Sheet 31 March 2019

Liabilities and equity

	Note	2018/19	2017/18
		DKK	DKK
Share capital		190,000,000	190,000,000
Retained earnings		187,609,439	194,609,438
Proposed dividend for the year		77,617,484	49,123,246
Equity	7	455,226,923	433,732,684
Provision for deferred tax	9	87,540,869	76,928,634
Provisions		87,540,869	76,928,634
Payables to group enterprises		2,389,123,246	1,817,910,454
Long-term debt	10	2,389,123,246	1,817,910,454
Credit institutions		110,848,332	84,355,193
Trade payables		37,908,127	24,492,750
Payables to group enterprises	10	2,694,689,046	2,782,000,000
Corporation tax		11,157,105	15,833,838
Other payables		45,762,038	54,919,537
Deferred income		91,582,789	78,692,145
Short-term debt		2,991,947,437	3,040,293,463
Debt		5,381,070,683	4,858,203,917
Liabilities and equity		5,923,838,475	5,368,865,235
Distribution of profit	8		
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Statement of Changes in Equity

			Proposed	
		Retained	dividend for the	
	Share capital	earnings	year	Total
	DKK	DKK	DKK	DKK
2018/19				
Equity at 1 April	190,000,000	194,609,439	49,123,246	433,732,685
Net effect from change of accounting policy	0	-7,000,000	0	-7,000,000
Adjusted equity at 1 April	190,000,000	187,609,439	49,123,246	426,732,685
Ordinary dividend paid	0	0	-49,123,246	-49,123,246
Net profit/loss for the year	0	0	77,617,484	77,617,484
Equity at 31 March	190,000,000	187,609,439	77,617,484	455,226,923
2017/18				
Equity 1 April	190,000,000	173,556,619	39,924,060	403,480,679
Ordinary dividend paid	0	0	-39,924,060	-39,924,060
Net profit/loss for the year	0	21,052,819	49,123,246	70,176,065
Equity at 31 March	190,000,000	194,609,438	49,123,246	433,732,684

		2018/19	2017/18
1	Staff expenses	DKK	DKK
•	Starr expenses		
	Wages and salaries	9,125,270	7,437,172
	Pensions	836,818	708,542
	Other social security expenses	107,336	60,319
		10,069,424	8,206,033
	Average number of employees	11	10
2	Remuneration to the Executive Board has not been disclosed in accordance Financial Statement Act. Depreciation, amortisation and impairment of property,	200101. 20 2(0)	
	plant and equipment		
	Depreciation of property, plant and equipment	61,996,172	43,686,383
		61,996,172	43,686,383
	Which is specified as follows:		
	Operating lease - Motor vehicles	61,480,848	43,141,886
	Other fixtures and fittings, tools and equipment	515,324	544,497
		61,996,172	43,686,383
3	Financial income		
	Interest received from group enterprises	906,966	1,056,616
		906,966	1,056,616
4	Financial expenses		
	Interest paid to group enterprises	22,760	3,561,801
	Other financial expenses	609,026	101,088
		631,786	3,662,889

		2018/19	2017/18
5	Tax on profit/loss for the year	DKK	DKK
	Current tax for the year	11,157,105	17,833,838
	Deferred tax for the year	10,612,250	1,922,399
		21,769,355	19,756,237
6	Property plant and equipment		

Property, plant and equipment

	Operating leases - Motor vehicles DKK	Other fixtures and fittings, tools and equipment DKK
Cost at 1 April	313,565,085	3,075,413
Additions for the year	249,976,533	4,655,645
Disposals for the year	-126,231,560	-4,574,273
Cost at 31 March	437,310,058	3,156,785
Impairment losses and depreciation at 1 April	73,855,248	391,774
Depreciation for the year	61,480,848	515,324
Reversal of impairment and depreciation of sold assets	-33,565,738	-562,756
Impairment losses and depreciation at 31 March	101,770,358	344,342
Carrying amount at 31 March	335,539,700	2,812,443

Equity

The share capital consists of 190,000,000 shares of a nominal value of DKK 100. No shares carry any special rights.

There have been no changes in the share capital during the last 5 years.

Distribution of profit

	77,617,484	70,176,065
Retained earnings	0	21,052,819
Proposed dividend for the year	77,617,484	49,123,246

		2018/19	2017/18
9	Provision for deferred tax	DKK	DKK
	Other Fixtures and fittings	519,361	475,801
	Operating Lease - Motor Vehicies	15,302,668	10,867,158
	Financial leasing	80,227,018	72,983,330
	Provision for loss on loans	-8,508,178	-7,397,655
		87,540,869	76,928,634

10 Long-term debt

Payments due within 1 year are recognised in short-term debt. Other debt is recognised in long-term debt.

The debt falls due for payment as specified below:

Payables to group enterprises

	5,083,812,292	4,599,910,454
Within 1 year	2,694,689,046	2,782,000,000
Long-term part	2,389,123,246	1,817,910,454
Between 1 and 5 years	2,389,123,246	1,817,910,454

11 Contingent assets, liabilities and other financial obligations

Contingent liabilities

The company is jointly taxed with other Danish entities controlled by Toyota Motor Corporations Group. Under the Danish tax regime all Danish companies are jointly and severally liable for the Danish tax Group's tax payment.

The company has given bankguarantees for SKAT and Tinglysningsretten at DKK respectively 200k and 2,000k regarding the legislations in Denmark for the business the company execute.

12 Related parties

	Basis	
Controlling interest		
Toyota Financial Services (UK) PLC Great Burgh	Controlling shareholder	
Burgh Heath, Epson		
Surrey KT18 5UZ		
England (United Kingdom)		
Other related parties		
Toyota Danmark A/S	Copenhagen, Group related	
	Denmark	
Toyota Motor Finance	Amsterdam, Group related	
(Netherlands) B.V.	The Netherlands	

12 Related parties (continued)

Transactions

The Company has chosen only to disclose transactions which have not been made on an arm's length basis in accordance with section 98(c)(7) of the Danish Financial Statements Act.

The vehicles recorded under other fixtures and fittings, tools and equipment as well as the vehicles relating to the outstanding financial leasing and operating leasing are mainly of the brand Toyota and have been purchased from Toyota Danmark A/S.

The company obtains finance for the purchase of vehicles for subsequent leasing as well as car loans from Toyota Motor Finance (Netherlands) B.V. The amount financed is separately shown in the balance sheet. The related interest expense has been recorded under interest expenses.

Ownership

The following shareholders are recorded in the Company's register of shareholders as holding at least 5% of the votes or at least 5% of the share capital:

Toyota Financial Services (UK) PLC, Surrey, UK

Consolidated Financial Statements

The Company is included in the Group Annual Report of

Name Place of registered office

Toyota Motor Corporation

The Group Annual Report of Toyota Motor Corporation may be obtained at the following address:

Toyota Motor Corporation Toyota-Cho 1 Toyota Aichi 471 8571 Japan www.toyota-global.com

13 Changes in accounting policies

	31 March 2018 before changes	1 April 2018 after changes	Effect
DKK			
Receivable loans	5,104,277,126	5,097,277,126	-7,000,000
Assets	5,368,865,235	5,361,865,235	-7,000,000
Equity	433,732,685	426,732,685	-7,000,000
Liabilities and equity	5,368,865,235	5,361,865,235	-7,000,000

14 Accounting Policies

The Annual Report of Toyota Financial Services Danmark A/S for 2018/19 has been prepared in accordance with the provisions of the Danish Financial Statements Act applying to medium-sized enterprises of reporting class C.

The Financial Statements for 2018/19 are presented in DKK.

Changes in accounting policies

The accounting policies have been changed with effect from 1 April 2018 as a result of the adaptation of the method for measurement of impairments and provisions on loans and operating leases according to the international IFRS 9 standard. The changes has been incorporated in the financial statements 2018/19. The implementation of the new standard has led to changes in amounts due to impairments and provisions for expected losses.

The comparative figures related to impairments for 2017/18 have not been adjusted, as it has been impractically to calculate the items for earlier periods.

The total effect of changes as of April 1, 2018 is disclosed in note 13 above.

In addition to the adaptation to the international IFRS 9 standard, accounting policies are unchanged

Cash flow statement

With reference to section 86(4) of the Danish Financial Statements Act and to the cash flow statement included in the consolidated financial statements of Toyota Motor Corporation, the Company has not prepared a cash flow statement.

Recognition and measurement

Revenues are recognised in the income statement as earned. Furthermore, value adjustments of financial assets and liabilities measured at fair value or amortised cost are recognised. Moreover, all expenses incurred to achieve the earnings for the year are recognised in the income statement, including depreciation, amortisation, impairment losses and provisions, and reversals due to changed accounting estimates of amounts, which previously have been recognised in the income statement.

Assets are recognised in the balance sheet when it is probable that future economic benefits attributable to the asset will flow to the Company, and the value of the asset can be measured reliably.

Liabilities are recognised in the balance sheet when it is probable that future economic benefits will flow out of the Company, and the value of the liability can be measured reliably.

Assets and liabilities are initially measured at cost. Subsequently, assets and liabilities are measured as described for each item below.

14 Accounting Policies (continued)

Recognition and measurement take into account predictable losses and risks occurring before the presentation of the Annual Report which confirm or invalidate affairs and conditions existing at the balance sheet date.

Translation policies

Danish krones is used as the presentation currency. All other currencies are regarded as foreign currencies.

Transactions in foreign currencies are translated at the exchange rates at the dates of transaction. Exchange differences arising due to differences between the transaction date rates and the rates at the dates of payment are recognised in financial income and expenses in the income statement.

Income Statement

Revenue

Revenue from loans and leasing are recognised in the income statement when delivery and transfer of risk to the buyer have been made before year end, and the revenue can be measured reliably and it is probable that the economic benefits relating to the sale will flow to the Company.

Other external expenses

Other external expenses comprise loan and leasing costs and expenses for premises, sales and office expenses, etc.

Staff expenses

Staff expenses comprise wages and salaries as well as payroll expenses.

Amortisation, depreciation and impairment losses

Amortisation, depreciation and impairment losses comprise amortisation, depreciation and impairment of property, plant and equipment.

Other operating income and expenses

Other operating income and other operating expenses comprise items of a secondary nature to the main activities of the Company, including gains and losses on the sale of property, plant and equipment.

Financial income and expenses

Financial income and expenses are recognised in the income statement at the amounts relating to the financial year.

14 Accounting Policies (continued)

Tax on profit/loss for the year

Tax for the year consists of current tax for the year and changes in deferred tax for the year. The tax attributable to the profit for the year is recognised in the income statement, whereas the tax attributable to equity transactions is recognised directly in equity.

14 Accounting Policies (continued)

Balance Sheet

Property, plant and equipment

Property, plant and equipment are measured at cost less accumulated depreciation and less any accumulated impairment losses.

Cost comprises the cost of acquisition and expenses directly related to the acquisition up until the time when the asset is ready for use.

Depreciation based on cost reduced by any residual value is calculated on a straight-line basis over the expected useful lives of the assets, which are:

Operating lease - cars 3-5 years

Other fixtures and fittings,

tools and equipment 6 years

Depreciation period and residual value are reassessed annually.

Assets costing less than DKK 13,800 are expensed in the year of acquisition.

Impairment of fixed assets

The carrying amounts of property, plant and equipment are reviewed on an annual basis to determine whether there is any indication of impairment other than that expressed by amortisation and depreciation.

If so, the asset is written down to its lower recoverable amount.

Receivables, loans and leasing

Receivables are measured in the balance sheet at the lower of amortised cost and net realisable value, which corresponds to nominal value less provisions for bad debts. Provisions for bad debts are determined on the basis of an individual assessment og each receivable, and in respect of trade receivables, a general provision is also made based on the Company's experience from previous years.

Prepayments

Prepayments comprise prepaid expenses concerning insurance premiums and interest.

Equity

Dividend

Dividend distribution proposed by Management for the year is disclosed as a separate equity item.

14 Accounting Policies (continued)

Deferred tax assets and liabilities

Deferred income tax is measured using the balance sheet liability method in respect of temporary differences arising between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes on the basis of the intended use of the asset and settlement of the liability, respectively.

Deferred tax assets are measured at the value at which the asset is expected to be realised, either by elimination in tax on future earnings or by set-off against deferred tax liabilities within the same legal tax entity.

Deferred tax is measured on the basis of the tax rules and tax rates that will be effective under the legislation at the balance sheet date when the deferred tax is expected to crystallise as current tax. Any changes in deferred tax due to changes to tax rates are recognised in the income statement or in equity if the deferred tax relates to items recognised in equity.

Current tax receivables and liabilities

Current tax liabilities and receivables are recognised in the balance sheet as the expected taxable income for the year adjusted for tax on taxable incomes for prior years and tax paid on account. Extra payments and repayment under the on-account taxation scheme are recognised in the income statement in financial income and expenses.

Financial debts

Debts are measured at amortised cost, substantially corresponding to nominal value.

Deferred income

Deferred income comprises payments received in respect of income in subsequent years.

14 Accounting Policies (continued)

Financial Highlights

Explanation of financial ratios

Profit margin Profit before financials x 100

Revenue

Return on assets Profit before financials x 100

Total assets

Solvency ratio Equity at year end x 100

Total assets at year end

Return on equity Net profit for the year x 100

Average equity