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## APPLICABLE PRICING SUPPLEMENT

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**FINANCIAL  
SERVICES**



**Toyota Financial Services (South Africa) Limited**  
*(Registration Number 1982/010082/06)*  
*(Incorporated with limited liability in the Republic of South Africa)*

Unconditionally and irrevocably guaranteed by

**Toyota Motor Finance (Netherlands) B.V.**  
*(Incorporated in the Netherlands with limited liability under registration number 33194984)*

**Issue of ZAR394,000,000 Senior Unsecured Floating Rate Notes due 6 July 2023**

**Under its ZAR7,000,000,000 Domestic Medium Term Note Programme**

This Applicable Pricing Supplement must be read in conjunction with the Programme Memorandum, dated 23 August 2013, prepared by Toyota Financial Services (South Africa) Limited in connection with the Toyota Financial Services (South Africa) Limited ZAR7,000,000,000 Domestic Medium Term Note Programme, as amended and/or supplemented from time to time (the **Programme Memorandum**).

Any capitalised terms not defined in this Applicable Pricing Supplement shall have the meanings ascribed to them in the section of the Programme Memorandum headed “*Terms and Conditions of the Notes*”.

This document constitutes the Applicable Pricing Supplement relating to the issue of Notes described herein. The Notes described herein are issued on and subject to the Terms and Conditions as amended and/or supplemented by the Terms and Conditions contained in this Applicable Pricing Supplement. To the extent that there is any conflict or inconsistency between the contents of this Applicable Pricing Supplement and the Programme Memorandum, the provisions of this Applicable Pricing Supplement shall prevail.

### **PARTIES**

1. Issuer	Toyota Financial Services (South Africa) Limited
2. Guarantor	Toyota Motor Finance (Netherlands) B.V.
3. Dealer	Rand Merchant Bank, a division of FirstRand Bank Limited
4. Managers	N/A
5. Debt Sponsor	FirstRand Bank Limited, acting through its Rand Merchant Bank division
6. Paying Agent	FirstRand Bank Limited, acting through its Rand Merchant Bank division
Specified Office	14 <sup>th</sup> Floor, 1 Merchant Place, Cnr Fredman Drive and Rivonia Road, Sandton, 2196, South Africa

7. Calculation Agent	FirstRand Bank Limited, acting through its Rand Merchant Bank division
Specified Office	14 <sup>th</sup> Floor, 1 Merchant Place, Cnr Fredman Drive and Rivonia Road, Sandton, 2196, South Africa
8. Transfer Agent	FirstRand Bank Limited, acting through its Rand Merchant Bank division
Specified Office	14 <sup>th</sup> Floor, 1 Merchant Place, Cnr Fredman Drive and Rivonia Road, Sandton, 2196, South Africa

#### **PROVISIONS RELATING TO THE NOTES**

9. Status of Notes	Senior, Unsecured
10. Series Number	154
11. Tranche Number	1
12. Aggregate Nominal Amount:	
(a) Series	ZAR394,000,000
(b) Tranche	ZAR394,000,000
13. Interest	Interest bearing
14. Interest Payment Basis	Floating Rate
15. Automatic/Optional Conversion from one Interest/Redemption/Payment Basis to another	N/A
16. Form of Notes	The Notes in this Tranche are listed registered notes
17. Issue Date	6 July 2018
18. Nominal Amount per Note	ZAR1,000,000
19. Specified Denomination	ZAR1,000,000
20. Specified Currency	ZAR
21. Issue Price	100%
22. Interest Commencement Date	6 July 2018
23. Maturity Date	6 July 2023
24. Applicable Business Day Convention	Following Business Day
25. Definition of Business Day (if different from that set out in Condition 1 ( <i>Interpretation</i> ))	N/A
26. Final Redemption Amount	100% of the Aggregate Nominal Amount
27. Last Day to Register	By 17h00 on 26 March, 25 June, 25 September and 26 December of each year until the Maturity Date

28. Books Closed Period(s)	The Register will be closed from 27 March to 5 April; 26 June to 5 July; 26 September to 5 October and from 27 December to 5 January (all dates inclusive) of each year until the Maturity Date
29. Default Rate	N/A
30. <b>FIXED RATE NOTES</b>	N/A
31. <b>FLOATING RATE NOTES</b>	
(a) Interest Payment Date(s)	6 January, 6 April, 6 July and 6 October of each year until the Maturity Date with the first Interest Payment Date being 6 October 2018
(b) Interest Period(s)	From and including one Interest Payment Date to but excluding the following Interest Payment Date, with the first Interest Period commencing on the Interest Commencement Date and ending the day before the next Interest Payment Date
(c) Minimum Rate of Interest	N/A
(d) Maximum Rate of Interest	N/A
(e) Other terms relating to the method of calculating interest (e.g.: Day Count Fraction, rounding up provision)	N/A
32. Manner in which the Rate of Interest is to be determined	Screen Rate Determination
33. Margin	120 basis points, to be added to the Reference Rate
34. If ISDA Determination	N/A
35. If Screen Rate Determination:	
(a) Reference Rate (including relevant period by reference to which the Rate of Interest is to be calculated)	3-month-ZAR-JIBAR
(b) Interest Rate Determination Date(s)	6 January, 6 April, 6 July and 6 October of each year until the Maturity Date, with the first Interest Rate Determination Date being 2 July 2018
(c) Relevant Screen Page and Reference Code	Reuters page SAFETY code 01209 or any successor page
36. If Rate of Interest to be calculated otherwise than by ISDA Determination or Screen Rate Determination, insert basis for determining Rate of Interest/Margin/ Fallback provisions	N/A
37. Calculation Agent responsible for calculating amount of principal and interest	FirstRand Bank Limited, acting through its Rand Merchant Bank division
38. <b>ZERO COUPON NOTES</b>	N/A

39.	<b>PARTLY PAID NOTES</b>	N/A
40.	<b>INSTALMENT NOTES</b>	N/A
41.	<b>MIXED RATE NOTES</b>	N/A
42.	<b>INDEX-LINKED NOTES</b>	N/A
43.	<b>DUAL CURRENCY NOTES</b>	N/A
44.	<b>EXCHANGEABLE NOTES</b>	N/A
45.	<b>OTHER NOTES</b>	N/A
	<b>PROVISIONS REGARDING REDEMPTION/MATURITY</b>	
46.	Redemption at the option of the Issuer	No
47.	Redemption at the Option of the Senior Noteholders	No
48.	Redemption in the event of a Change of Control at the election of Noteholders pursuant to Condition 11.5 ( <i>Redemption in the event of a Change of Control</i> ) or any other terms applicable to a Change of Control Event.	Yes
49.	Redemption in the event of a failure to maintain JSE Listing or Rating at the election of Noteholders pursuant to Condition 11.6 ( <i>Redemption in the event of a failure to maintain JSE Listing or Rating</i> ).	Yes
50.	Early Redemption Amount(s) payable on redemption for taxation reasons other than the reasons pursuant to Condition 11.2 ( <i>Redemption for Tax Reasons</i> ) or due to an Event of Default (if required) pursuant to Condition 11.7 ( <i>Early Redemption Amounts</i> ).	No
	<b>GENERAL</b>	
51.	Financial Exchange	Interest Rate Market of the JSE Limited
52.	Additional selling restrictions	N/A
53.	ISIN No.	ZAG000152422
54.	Stock Code	TFS154
55.	Stabilising manager	N/A
56.	Provisions relating to stabilisation	N/A
57.	Method of distribution	Dutch Auction
58.	Credit Rating assigned to the Issuer and the Programme	Moody's Aaa.za as at 29 September 2017, reviewed from time to time
59.	Credit Rating assigned to the Guarantor	Moody's Aa3 as at 3 December 2014, to be reviewed from time to time; and S&P AA- as at 21 May 2015, to be reviewed from time to time
60.	Applicable Rating Agency	Moody's Investors Services Limited (in

- respect of the Issuer and the Guarantor); and  
Standard & Poor's Rating Services (in respect of the Guarantor)
61. Governing law (if the laws of South Africa are not applicable) N/A
62. Other provisions N/A

**DISCLOSURE REQUIREMENTS IN TERMS OF PARAGRAPH 3(5) OF THE COMMERCIAL PAPER REGULATIONS**

63. Paragraph 3(5)(a)  
The “*ultimate borrower*” (as defined in the Commercial Paper Regulations) is the Issuer.
64. Paragraph 3(5)(b)  
The Issuer is a going concern and can in all circumstances be reasonably expected to meet its commitments under the Notes.
65. Paragraph 3(5)(c)  
The auditor of the Issuer is Deloitte and Touche.
66. Paragraph 3(5)(d)  
As at the date of this issue:
- (i) the Issuer has issued ZAR6,293,000,000 (exclusive of this issue and the series TFS153 which settles on the same day) Commercial Paper (as defined in the Commercial Paper Regulations) and has not exceed the authorised Programme Amount; and
  - (ii) the Issuer estimates that it will issue up to ZAR2,242,000,000 Commercial Paper during the current financial year, ending 31 March 2019
67. Paragraph 3(5)(e)  
All information that may reasonably be necessary to enable the investor to ascertain the nature of the financial and commercial risk of its investment in the Notes is contained in the Programme Memorandum and the Applicable Pricing Supplement.
68. Paragraph 3(5)(f)  
There has been no material adverse change in the Issuer's financial position since the date of its last audited financial statements.
69. Paragraph 3(5)(g)  
The Notes issued will be listed.
70. Paragraph 3(5)(h)  
The funds to be raised through the issue of the Notes are to be used by the Issuer for its general corporate purposes.
71. Paragraph 3(5)(i)  
The obligations of the Issuer in respect of the Notes are guaranteed by TMFNL but are otherwise unsecured.
72. Paragraph 3(5)(j)  
Deloitte and Touche, the statutory auditors of the Issuer, have confirmed that their review did not reveal anything which indicates that this issue of Notes issued under the Programme will not comply in all respects with the relevant provisions of the Commercial Paper Regulations.

**Responsibility:**

The Issuer certifies that to the best of its knowledge and belief there are no facts that have been omitted which would make any statement false or misleading and that all reasonable enquiries to ascertain such facts have been made as well as that the placing document contains all information required by law and the Debt Listings Requirements. The Issuer accepts full responsibility for the accuracy of the information contained in the placing document and the annual financial statements and the Applicable Pricing Supplement and any amendments or supplements to the aforementioned documents, except as otherwise stated therein.

The JSE takes no responsibility for the contents of the placing document, the annual financial statements, annual report and this Applicable Pricing Supplement of the Issuer and any amendments or supplements to the aforementioned documents. The JSE makes no representation as to the accuracy or completeness of the placing document and the annual financial statements, the annual report or this Applicable Pricing Supplement of the Issuer and any amendments or supplements to the aforementioned documents and expressly disclaims any liability for any loss arising from or in reliance upon the whole or any part of the aforementioned documents. The JSE's approval of the registration of the placing document and listing of the debt securities is not to be taken in any way as an indication of the merits of the Issuer or of the debt securities and, to the extent permitted by law, the JSE will not be liable for any claim whatsoever.

Noteholders are advised that there was no material change in the issuer's financial or trading position since 31 March 2018.

As at the date of this Applicable Pricing Supplement, the Issuer confirms that the Programme Amount of ZAR7,000,000,000 has not been exceeded.

Application is hereby made to list this issue of Notes on 6 July 2018.

**SIGNED** at Sandton on this 3 day of July 2018.

For and on behalf of  
**TOYOTA FINANCIAL SERVICES (SOUTH AFRICA) LIMITED**



\_\_\_\_\_  
Name: Marius Burger  
Capacity: Director  
Who warrants his authority hereto



\_\_\_\_\_  
Name: Shinji Sugimori  
Capacity: Director  
Who warrants his authority hereto