<table>
<thead>
<tr>
<th>EMPLOYMENT</th>
<th>INVESTMENT</th>
<th>PHILANTHROPY</th>
<th>DEALERSHIPS</th>
</tr>
</thead>
<tbody>
<tr>
<td>1,675 TOTAL JOBS</td>
<td>$154M TOTAL INVESTMENT</td>
<td>$172K STATE CONTRIBUTION (^4) CY19</td>
<td>18 TOTAL DEALERSHIPS (^4)</td>
</tr>
<tr>
<td>648 DIRECT JOBS</td>
<td>$62M DIRECT INVESTMENT</td>
<td>OVER $3.2M STATE CONTRIBUTION (^3) CUMULATIVE</td>
<td></td>
</tr>
<tr>
<td>1,027 INDIRECT JOBS (^3)</td>
<td>$192M INDIRECT INVESTMENT</td>
<td>OVER $1.1B U.S. CONTRIBUTION (^3) CUMULATIVE</td>
<td></td>
</tr>
</tbody>
</table>

**OUR IMPACT**

- We have received 12 Energy Star Sustained Excellence Awards recognizing our U.S. manufacturing operations’ long-term commitment to energy efficiency.
- Toyota's total investment in the U.S. has grown to $28.2 billion.
- Since 1986, over 26 million Toyotas have rolled off the line in the U.S.
- Toyota and Lexus offer 14 hybrid models in the U.S., plus the Mirai FCV (in select markets). \(^7\) More than 3.2 million hybrids have been sold to date.

**LOCATIONS**

- Toyota Financial Services (TFS)

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\(^1\) All data as of December 31, 2019, except where noted. All figures are rounded and reported as U.S. dollars, except where noted. State and location investment figures are based on different parameters; therefore, figures may vary. \(^2\) Represents direct dealer and Toyota-dedicated supplier employees. \(^3\) Includes U.S. (not HI) and Puerto Rico. \(^4\) CY 2019. \(^5\) Cumulative to Date. \(^6\) May represent more than one location. \(^7\) As of CY 2019.
At Toyota, we believe an automobile company can be a vehicle for change. That’s why we are committed to helping make the world a better place. Our giving focus reflects our company’s core areas of expertise and concern: personal mobility, education, the environment and the safety of drivers and passengers of all ages.

To date, Toyota has donated over $1.1 billion to non-profits across the U.S. In Iowa, we’ve contributed more than $3.2 million to organizations, including:

- Cedar Rapids Freedom Festival
- Boys & Girls Clubs of Cedar Rapids
- Big Brothers Big Sisters of Cedar Rapids & East Central Iowa
- LBA Foundation
- Shoes That Fit
- Cedar Rapids Kernels Foundation
- Mercy Medical Center
- United Way of Clinton County Iowa
- Variety Club-The Children's Charity
- Junior Achievement of Eastern Iowa

1 Cumulative to Date.