### TOYOTA IN MARYLAND

<table>
<thead>
<tr>
<th>EMPLOYMENT</th>
<th>INVESTMENT</th>
<th>PHILANTHROPY</th>
<th>DEALERSHIPS</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>4,355</strong></td>
<td><strong>$887M</strong></td>
<td><strong>$2.2M</strong></td>
<td><strong>31</strong></td>
</tr>
<tr>
<td><strong>TOTAL JOBS</strong></td>
<td><strong>TOTAL INVESTMENT</strong></td>
<td><strong>STATE CONTRIBUTION</strong>&lt;sup&gt;4&lt;/sup&gt; CY19</td>
<td><strong>TOTAL DEALERSHIPS</strong>&lt;sup&gt;4&lt;/sup&gt;</td>
</tr>
<tr>
<td><strong>625</strong></td>
<td><strong>$53M</strong></td>
<td><strong>OVER $31.3M</strong></td>
<td></td>
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<tr>
<td><strong>DIRECT JOBS</strong></td>
<td><strong>DIRECT INVESTMENT</strong></td>
<td><strong>STATE CONTRIBUTION</strong>&lt;sup&gt;3&lt;/sup&gt; CUMULATIVE</td>
<td></td>
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<tr>
<td><strong>3,730</strong></td>
<td><strong>$834M</strong></td>
<td><strong>OVER $1.1B</strong></td>
<td></td>
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<tr>
<td><strong>INDIRECT JOBS</strong></td>
<td><strong>INDIRECT INVESTMENT</strong>&lt;sup&gt;3&lt;/sup&gt;</td>
<td><strong>U.S. CONTRIBUTION</strong>&lt;sup&gt;3&lt;/sup&gt; CUMULATIVE</td>
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</tbody>
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### 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). More than 3.2 million hybrids have been sold to date.

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<sup>1</sup> 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.<sup>2</sup> Represents direct dealer and Toyota-dedicated supplier employees.<sup>3</sup> Includes U.S. (not HI) and Puerto Rico.<sup>4</sup> CY 2019.<sup>5</sup> Cumulative to Date.<sup>6</sup> May represent more than one location.<sup>7</sup> 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 nonprofits across the U.S. In Maryland, we've contributed more than $31.3 million to organizations, including:

- Boys & Girls Clubs of Metropolitan Baltimore
- Boys & Girls Clubs of Westminster
- Community College of Baltimore County Foundation
- Community Crisis Center, Inc.
- Terps Against Hunger
- Junior Achievement of Central Maryland
- The Bea Gaddy Family Centers, Inc.
- House of Ruth Baltimore, Inc.
- Reginald F. Lewis Museum
- Discovery Education

1 Cumulative to Date.