TOYOTA IN MASSACHUSETTS

<table>
<thead>
<tr>
<th>EMPLOYMENT</th>
<th>INVESTMENT</th>
<th>PHILANTHROPY</th>
<th>DEALERSHIPS</th>
</tr>
</thead>
<tbody>
<tr>
<td>4,174</td>
<td>$801.8M</td>
<td>$169K</td>
<td>43</td>
</tr>
<tr>
<td>TOTAL JOBS</td>
<td>TOTAL INVESTMENT</td>
<td>STATE CONTRIBUTION</td>
<td>TOTAL DEALERSHIPS</td>
</tr>
<tr>
<td>215</td>
<td>$45.2M</td>
<td>OVER $7.2M</td>
<td></td>
</tr>
<tr>
<td>DIRECT JOBS</td>
<td>INDIRECT INVESTMENT</td>
<td>OVER $982M</td>
<td></td>
</tr>
<tr>
<td>3,959</td>
<td>$756.6M</td>
<td>STATE CONTRIBUTION</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 $25 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.

FEATURED LOCATIONS

- Toyota Research Institute, Inc. (TRI-CAM)

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1 All data as of December 2017, except where noted. All figures are rounded and reported in U.S. dollars, except where noted. State and location investment figures are based on different parameters, therefore, figures may vary.2 Represents 2017 dealer and supplier jobs.3 Includes U.S. and Puerto Rico.4 CY 2017.5 Cumulative to Date.6 May represent more than one location.7 As of CY 2017.
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 $982 million\(^1\) to nonprofits across the U.S. In Massachusetts, we've contributed more than $7.2 million\(^1\) to organizations, including:

- Boys & Girls Clubs of Greater Lowell
- Boston University
- West Springfield Boys & Girls Club Inc.
- Baystate Health Foundation Inc
- The Ally Coalition
- SADD, Inc.
- United Veterans of America, Soldier On
- Roger L Putnam Vocational Technical High School

\(^1\) Cumulative to Date.