## TOYOTA IN MICHIGAN

<table>
<thead>
<tr>
<th>EMPLOYMENT</th>
<th>INVESTMENT</th>
<th>PHILANTHROPY</th>
<th>DEALERSHIPS</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>11,688</strong></td>
<td><strong>$1.8B</strong></td>
<td><strong>$1.8M</strong></td>
<td><strong>33</strong></td>
</tr>
<tr>
<td>TOTAL JOBS</td>
<td>TOTAL INVESTMENT</td>
<td>STATE CONTRIBUTION° CY19</td>
<td>TOTAL DEALERSHIPS°</td>
</tr>
<tr>
<td><strong>2,019</strong></td>
<td><strong>$1.46B</strong></td>
<td>OVER $39.9M</td>
<td></td>
</tr>
<tr>
<td>DIRECT JOBS</td>
<td>DIRECT INVESTMENT</td>
<td>STATE CONTRIBUTION° CUMULATIVE</td>
<td></td>
</tr>
<tr>
<td><strong>9,669</strong></td>
<td><strong>$342M</strong></td>
<td>OVER $1.1B</td>
<td></td>
</tr>
<tr>
<td>INDIRECT JOBS°</td>
<td>INDIRECT INVESTMENT°</td>
<td>U.S. CONTRIBUTION° 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.
- We partner with nearly 80 parts and materials suppliers throughout the state.
- Toyota’s total investment in the U.S. has grown to $28.2 billion.
- Since 1986, over 27 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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° 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. Represents direct dealer and Toyota-dedicated supplier employees. Includes U.S. (not HI) and Puerto Rico. CY 2019. Cumulative to Date. May represent more than one location. As of CY 2019.
FEATURED LOCATIONS

- Toyota Motor North America, Research and Development (TMNA R&D)
- Toyota Research Institute, Inc. (TRI-ANN)
- Toyota Research Institute, North America (TRI-NA)
- Collaborative Safety Research Center (CSRC)
- Calty Design Research
- Hino Motors Manufacturing U.S.A., Inc.

FEATURED NON-PROFITS

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 billion¹ to nonprofits across the U.S. In Michigan, we’ve contributed more than 39.9 million¹ to organizations, including:

- Boys & Girls Clubs of Southeastern Michigan - Dauch
- NFL/YET
- Habitat for Humanity of Huron Valley
- FIRST Robotics (FIRST in Michigan)
- Detroit Institute of Arts Founders Society
- United Way
- Leukemia & Lymphoma Society
- Michigan Science Center
- Society of Women Engineers
- Science and Engineering Fair of Metro Detroit

¹ Cumulative to Date.