



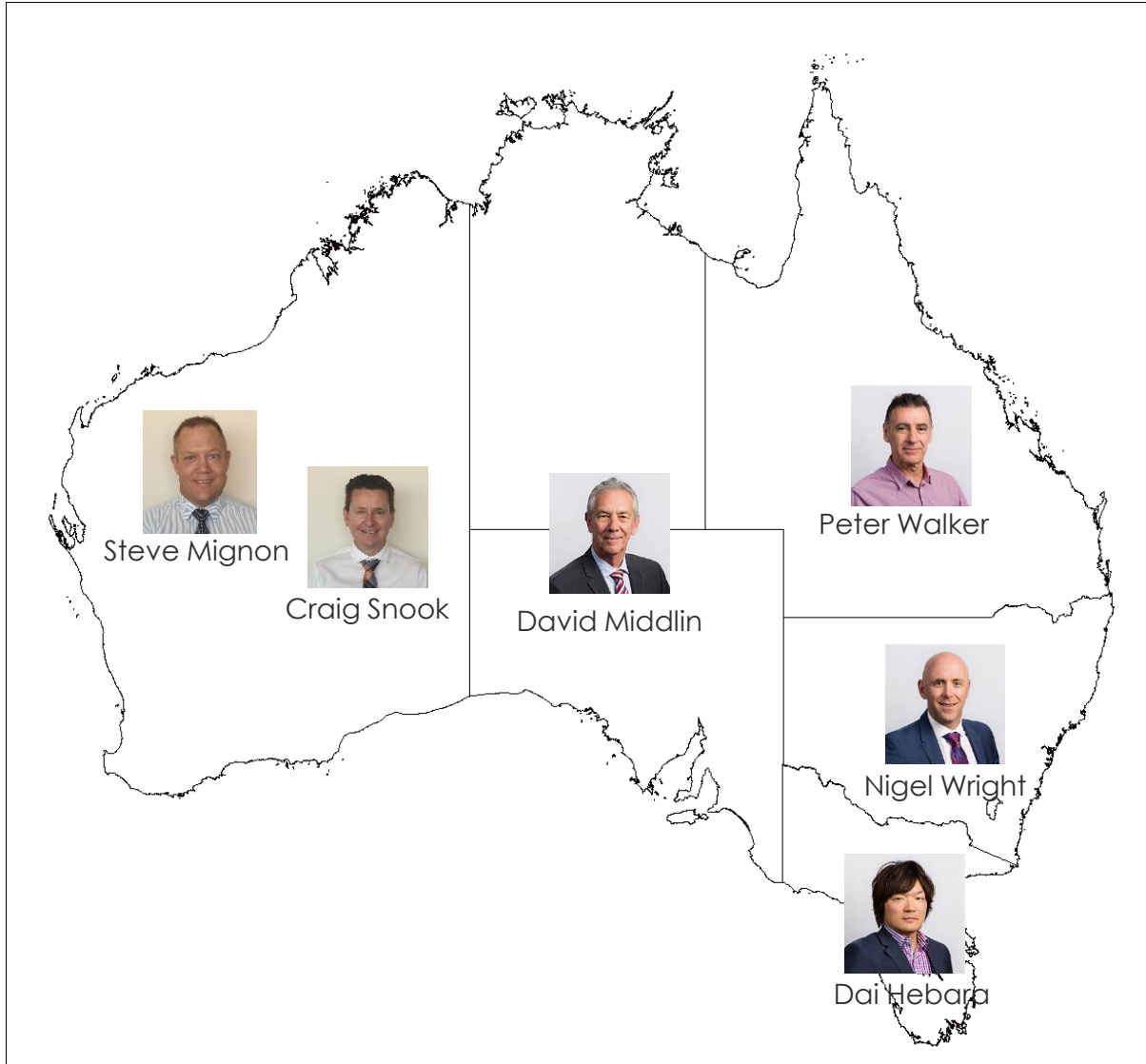
Toyota – Today and Tomorrow

National Public Sector Fleet Manager's Conference 2019

Aman Gupta & David Middlin

Toyota Motor Corporation Australia

The Toyota Team



Phil Iannunzio
Senior Manager
National Fleet & Strategic
Operations



Aman Gupta
Manager
National Government
& Rental Fleet Sales

Toyota Highlights

217K

Sales in 2018

19.0%

Market share YTD 2019

#1

Automotive Manufacturer
17 years running

New Product Update

REFRESH, UPDATE, OR CHANGE

63%



ALL-NEW
RAV4





Blind-spot monitoring



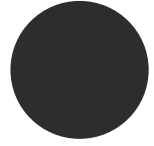
Rear Cross-traffic alert



Rear-view
Camera



Parking Sensor



Seven
Airbags



Active Cruise
Control



Lane Departure
Alert



CO₂

REDUCTION

ALL-NEW HIACE



6TH GENERATION



The logo consists of a black hexagon with the text 'Toyota Safety Sense' in white. The hexagon is set against a background of three overlapping triangles: a teal one at the top, a blue one on the left, and a yellow one on the right.

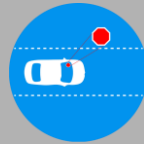
Toyota
Safety
Sense



Pre-Collision System,
autonomous
emergency braking



Lane Departure Alert
with brake control



Road Sign Assist



Automatic High
Beam

Q **UALITY**

D **URABILITY**

R **ELIABILITY**

Future Product Update

Coming Soon...

Apple CarPlay & Android Auto introduction:

- RAV4
- CAMRY
- HIACE
- C-HR
- COROLLA HB
- PRIUS



New Model Releases:

- ** All New Toyota Supra
- ** All New Toyota Corolla Sedan (Hybrid Variant)
- ** All New Toyota Granvia
- ** All New Toyota C-HR (Hybrid Variant)

HYBRID 

HYBRID 

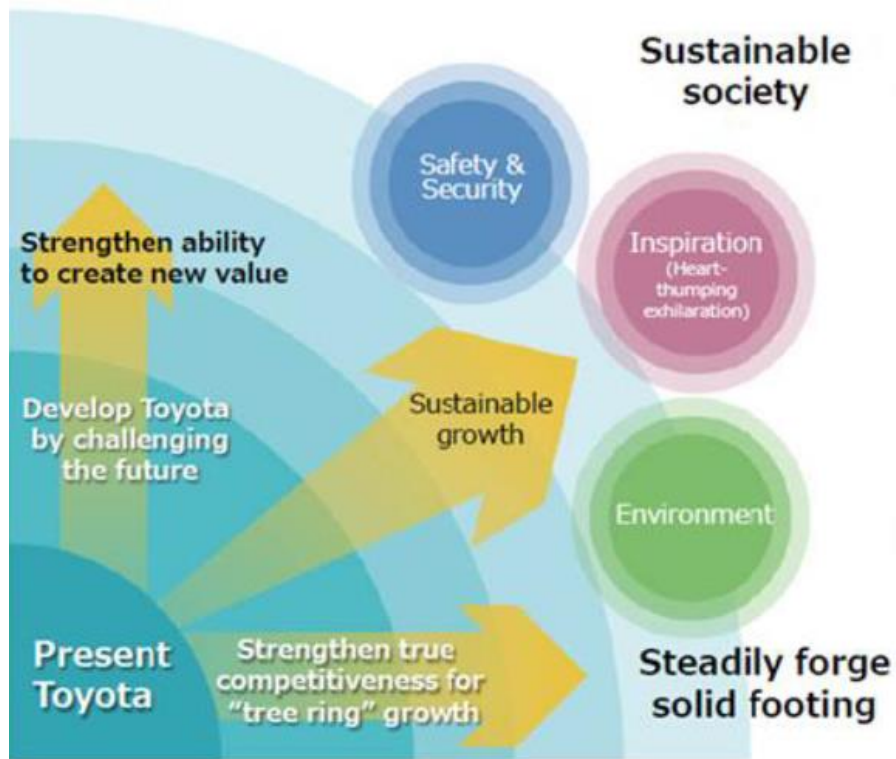
8 MODELS

BY 2020



Toyota and the Environment

Toyotas Global Values



Towards a Sustainable Society:

1. Safety and Security
- 2. Environment**
3. Inspiration (Heart-thumping exhilaration)

Implementing Environmental Actions

Management Support

Toyota has a dedicated Sustainability and Environment Committee

Product Support

- 20% Hybrid Mix by 2020 = reduction of 37,000 TONNES of CO₂ in 2020 alone
- Mirai Hydrogen vehicle - Australian trial and lobbying
- R&D – \$13.5 Billion investment in electric vehicle & battery technology by 2030

Annual Plan

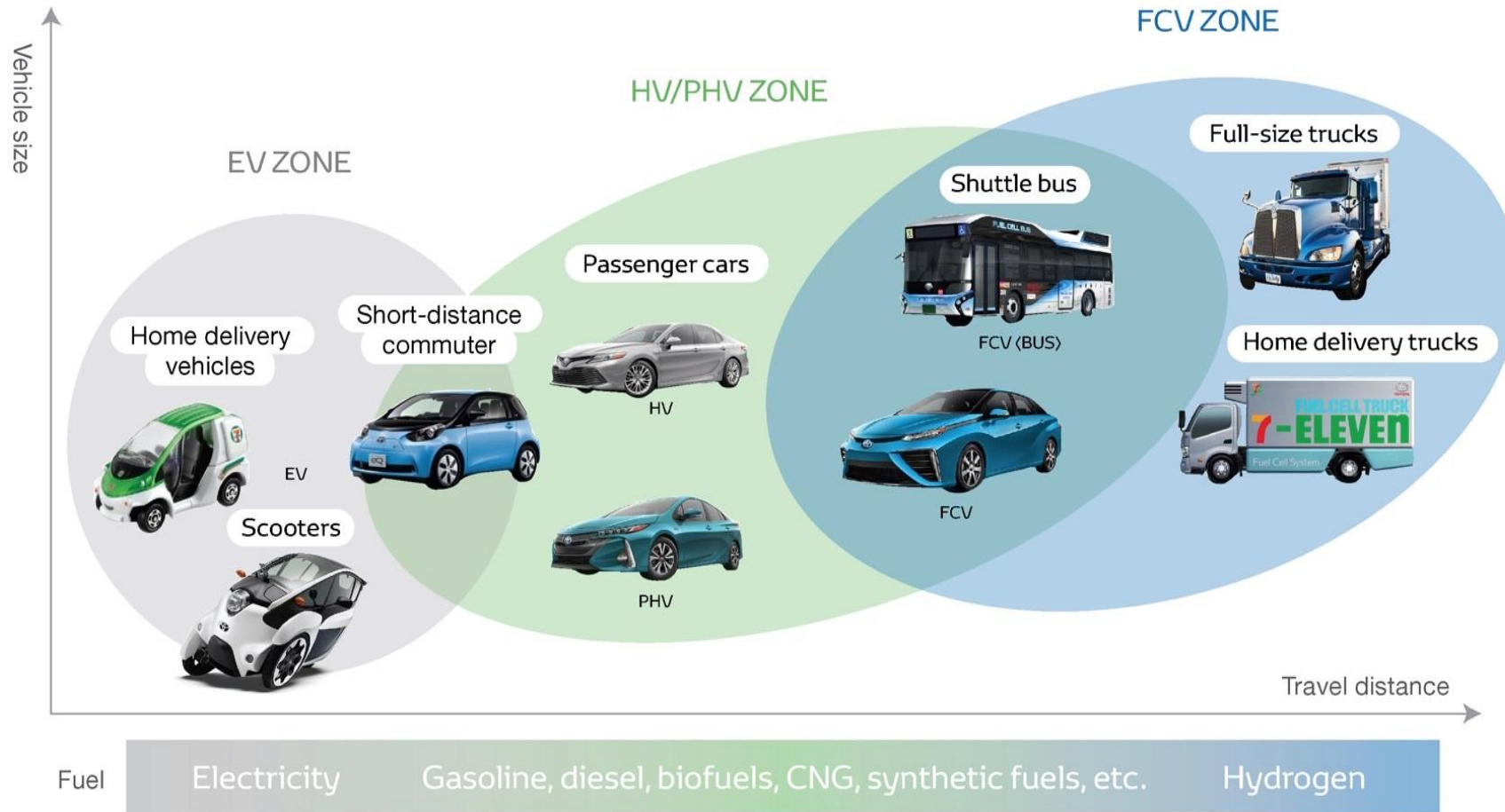
Our Environment Action Plan helps us

It includes:

- Environment Performance Objectives
- Measures
- Responsibilities



Mid-Term Thinking



EV: Short-distance, HV & PHV: Wide-use, FCV: Medium-to-long distance

Toyota and the Community

●●●○ Confidential

Community Involvement

- National Tree Day – 2019 20th Anniversary
 - Over 40,000 trees planted @ Altona Plant in 2017/18
- Toyota Community Foundation – Long term partnerships to create lasting change in Aussie communities
 - \$2 million invested each year towards 400+ community groups
 - School Road Safety Program – 500k Students since 2010
 - Endeavour STEM High school program – created to increase participation in Science, Technology, Engineering and Maths
- 24 years of Toyota Star Maker @ Tamworth Country Music Festival
- Good for Footy & Good for Cricket Grass Roots Program
 - Over \$7 Million raised for over 2000+ grass roots clubs since 2008
- Toyota Employee Engagement Programs
 - \$255K to Employee Communities Annually
- TSSC Australia – Sharing our experience with the business community (Not for Profit)





Thank You