Hybrid Electric Vehicles (HEVs)

Battery Electric Vehicles (BEVs)

Fuel Cell Electric Vehicles (FCEVs)

-Toyota's Pathway to Sustainable Electrification
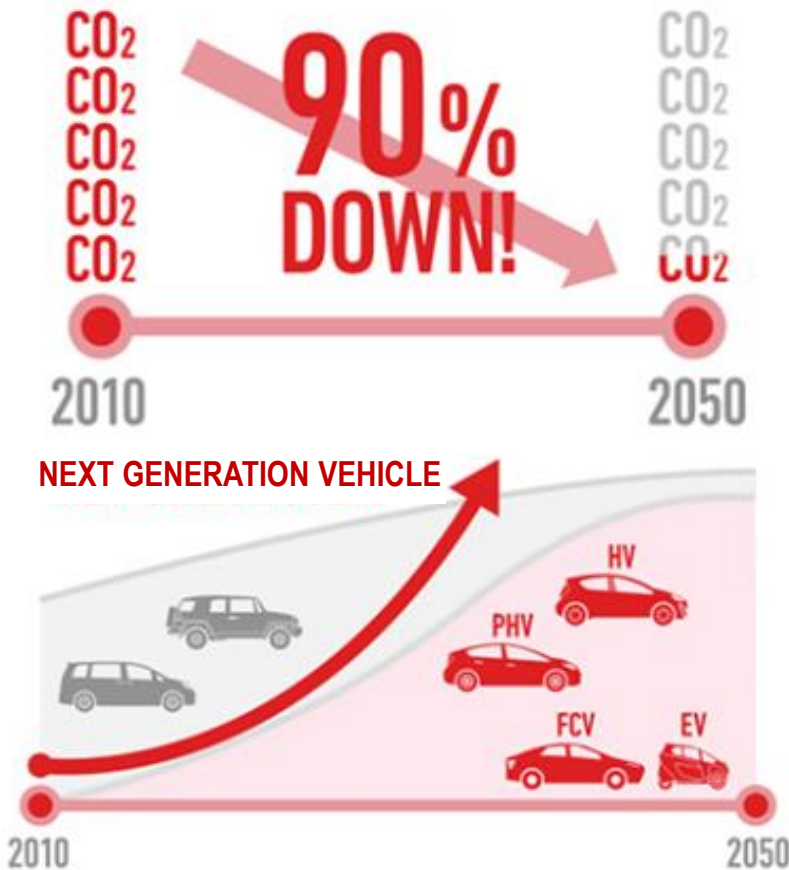
Kim Menke

Regional Director Government Affairs

Toyota Motor North America

October 18, 2022

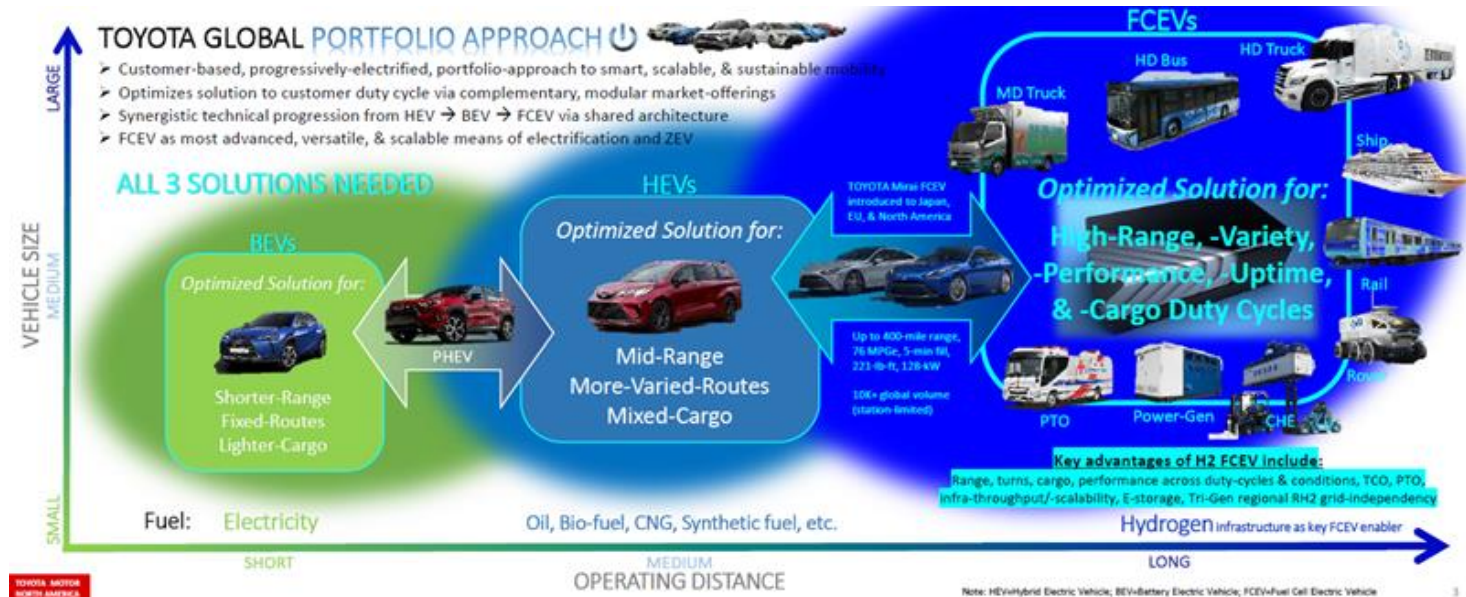**TOYOTA MOTOR NORTH AMERICA**

Sustainability & Regulatory Affairs

Toyota Motivation

Toyota 2050 Environmental Challenge

- Seek a **90% reduction in tailpipe emissions by 2050**, from 2010 levels, on a global basis

- Meet customer transport needs anywhere in the world with a portfolio of electrified vehicle options

- Accelerate vehicle electrification globally to achieve by 2030
  - **Sales of 8M electrified vehicles per year**
  - **$70B for new electrified development**

Toyota US Electric-Drive Portfolio

Compact/Medium

Corolla Hybrid

Prius

Prius AWD

LC 500h

Large/Premium

Camry Hybrid

Avalon Hybrid

ES 300h

LS 500h

Toyota Hybrid

Venza

UX 250h

Lexus Hybrid

SUV

RAV4 Hybrid

NX 300h

Highlander Hybrid

Minivan

Sienna

RX 450h

Prius Prime PHEV

RAV4 Prime PHEV

Plug-In Electric

Hydrogen Fuel Cell

Mirai FCEV

Battery Electric

bZ4x

Electrification Progress Takes Time

- 1st Prius hybrid launched in US in 1999

- +4M electric-drive Toyota & Lexus sold in US

- ~25% of current Toyota & Lexus sales electrified

- Expect +75% electrified by 2030

TOYOTA MOTOR NORTH AMERICA

Sustainability & Regulatory Affairs

3

Commercial Class 8 Truck Project with PACCAR

10
CLASS 8 TRUCKS

4
UNIQUE OPERATORS

2
NEW HD H2 FUELING STATIONS

TOYOTA MOTOR NORTH AMERICA

TMMK MILESTONES

- Established: January 23, 1986
- Initial Capital: $1.18 billion
- Total Investment: $12 billion
- Area: 1,350 acres
- Building Space: 9.2 million sq. feet

TRANSFORM TMMK

TMMK Established 1986

Start of Engine Production 1989

5 Millionth Vehicle Produced 2003

10 Millionth Vehicle Produced

Today

1986 — 1990 — 1994 — 1998 — 2002 — 2006 — 2010 — 2014 — 2018 — 2019 — 2020 — 2022

Start of Vehicle Production 1988

Vehicle Plant 2 Start Production 1994

Start of Lexus Production 2015

TNGA Platform *Toyota New Global Architecture* 2017

Start of RAV4 Production

35 YEARS TOYOTA | CY

33 Years of Production

RAV4 HYBRID

All-New CAMRY

TMMK PRODUCTION – POWERTRAIN & DIEs

THE FOCUS OF TRANSFORM TMMK

❖ *TMMK transformation is focused on our people, our plant, and our products*

TEAM TMMK

TRANSFORM TMMK

2012 · 2013 · 2017 · 2018 · 2019 · 2020 · 2021 · 2022 · 2023 ~25

PEOPLE

PLANT

PRODUCTS

Hydrogen Fuel Cell Day
Kentucky Transportation Cabinet
May 16, 2022

Email: kim.menke@toyota.com

Thank You