

Toyota. Investing in Canada.



Toyota. Grandir avec le Canada.

**TOYOTA**

**W**ith 40-plus years in Canada, Toyota creates stronger communities, a cleaner environment and no compromise vehicles as part of its goal to make things better.

Building a strong dealer network, investing in manufacturing operations and developing a sales, service and marketing infrastructure that extends coast-to-coast, Toyota is where Canadians live, work and play.

Toyota employs thousands of Canadians – and helps create tens of thousands of indirect jobs in Canada. Toyota's four Canadian-built models – the Toyota Corolla, Toyota Matrix, Toyota RAV4 and Lexus RX – account for approximately 50 percent of all vehicles sold in Canada, validating our commitment to build our most popular models where they're driven.

Toyota's commitment to Canada isn't about a line on a balance sheet, but an approach to helping Canadians and their communities thrive as we create vehicles with a greener footprint.



**P**résente au Canada depuis plus de 40 ans, Toyota renforce les communautés, contribue à un environnement plus propre et fabrique des véhicules sans compromis dans le cadre de son objectif qui consiste à faire toujours mieux.

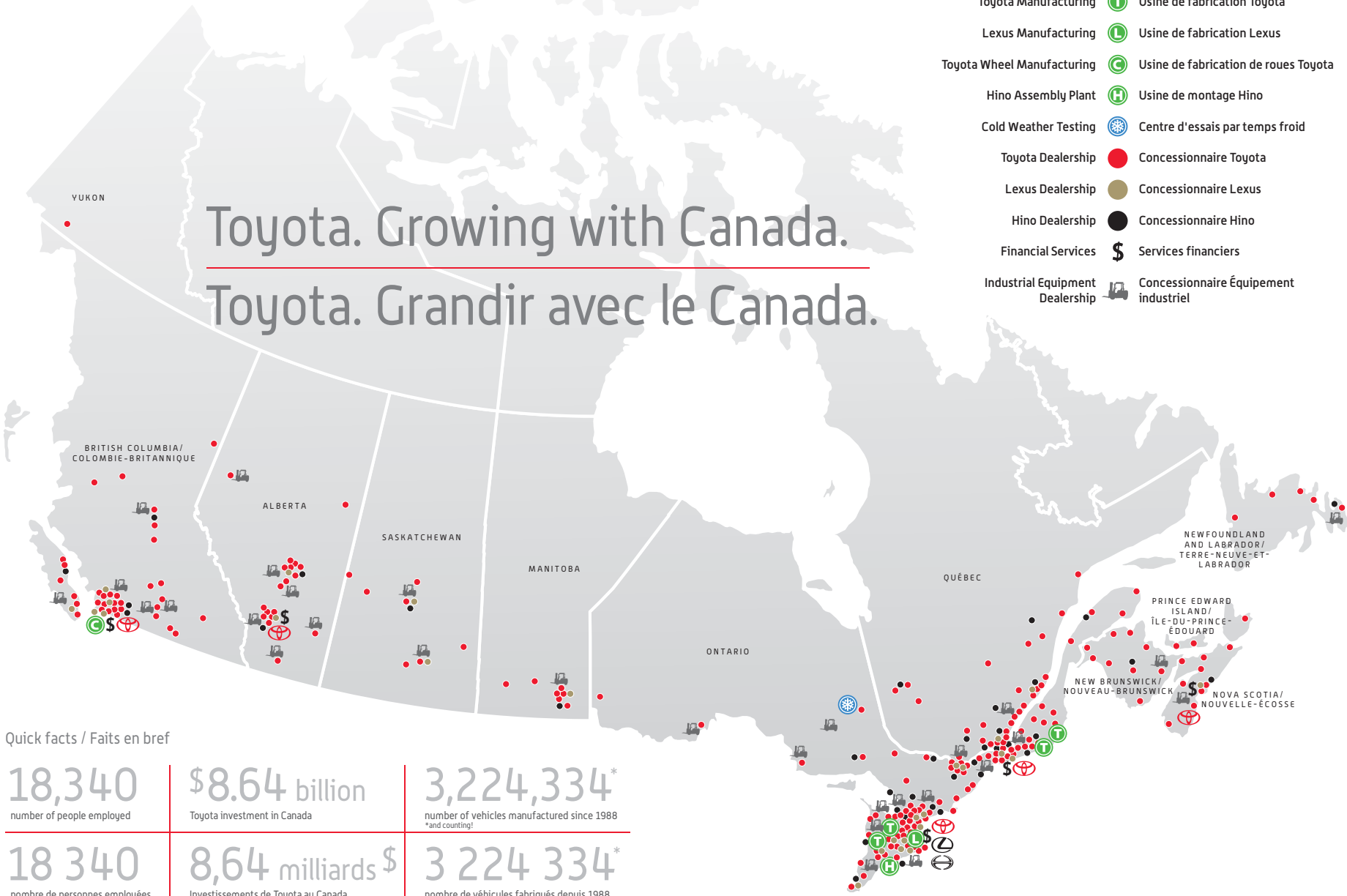
S'appuyant sur un réseau de concessionnaires solide, investissant dans les opérations de fabrication et mettant en place une infrastructure de ventes, de service et de marketing qui s'étend d'est en ouest à l'échelle du pays, Toyota est présente partout où les Canadiens vivent, travaillent et se divertissent.

Toyota emploie des milliers de Canadiens – et aide à créer des dizaines de milliers d'emplois indirects au Canada. Les quatre modèles fabriqués au Canada par Toyota – la Toyota Corolla, la Toyota Matrix, le Toyota RAV4 et le Lexus RX – représentent près de 50 % de tous nos véhicules vendus au Canada, ce qui valide notre engagement de fabriquer les modèles les plus populaires sur place.

L'engagement de Toyota envers le Canada ne se limite pas à une ligne sur un bilan financier, c'est une démarche visant à aider les Canadiens et leurs communautés à prospérer tandis que nous créons des véhicules plus respectueux de l'environnement.

# Toyota. Growing with Canada. Toyota. Grandir avec le Canada.

- Sales, Marketing and Distribution  Ventes, marketing et distribution
- Hino Head Office  Siège social Hino
- Toyota Manufacturing  Usine de fabrication Toyota
- Lexus Manufacturing  Usine de fabrication Lexus
- Toyota Wheel Manufacturing  Usine de fabrication de roues Toyota
- Hino Assembly Plant  Usine de montage Hino
- Cold Weather Testing  Centre d'essais par temps froid
- Toyota Dealership  Concessionnaire Toyota
- Lexus Dealership  Concessionnaire Lexus
- Hino Dealership  Concessionnaire Hino
- Financial Services  Services financiers
- Industrial Equipment Dealership  Concessionnaire Équipement industriel



## Quick facts / Faits en bref

18,340

number of people employed

\$8.64 billion

Toyota investment in Canada

3,224,334\*

number of vehicles manufactured since 1988  
\*and counting!

18 340

nombre de personnes employées

8,64 milliards \$

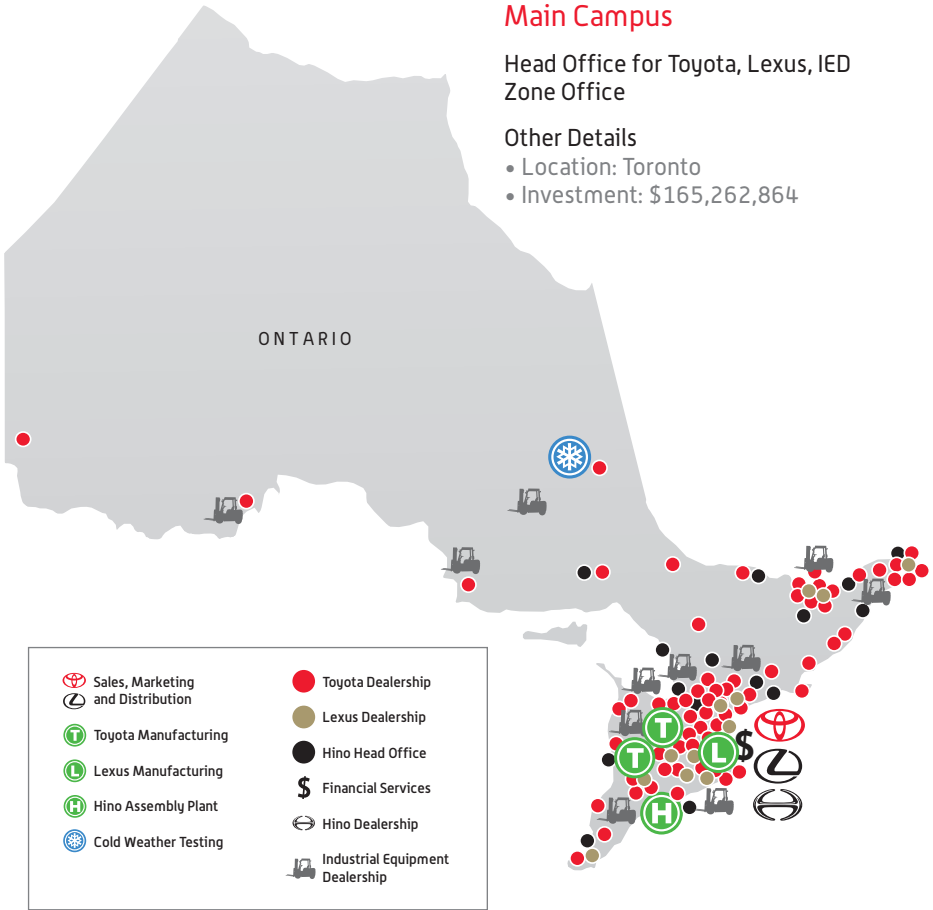
Investissements de Toyota au Canada

3 224 334\*

nombre de véhicules fabriqués depuis 1988  
\*et ça continue!

# Ontario Fact Sheet

# TOYOTA



**10,600**  
number of people employed

**\$6,713,262,864**  
total investment



## Toronto Parts Distribution Centre (PDC)

### Investment Details

- Inventory Value: \$25 Million
- Annual Sales: \$110 Million
- PDC 1 – 163,200 sq ft.
- PDC 2 – 43,000 sq ft.
- IED Operation:
  - Inventory Value: \$3.5 Million
  - Parts Stocked: 7,300
  - Annual Sales: \$11.5 Million

### Other Details

- Employment: 81
- PDC 1 – Built in 1970 (expanded in 73 & 85)
- PDC 2 – Built in 2004
- Total Parts Stocked: 74,000
- Dealers Served: 181
- Service Area: ON, QC, NB, PEI, NS, NFLD
- Lines Received: 3,145 lines processed/day
- Lines Shipped: 11,571 lines processed/day
- IED Operations:
  - Dealers Served: 349

## Toyota Financial Services

### Investment Details

- Location: Markham

### Other Details

- Employment:
  - Head Office: 79
  - Toronto Branch: 12

## Toronto Vehicle Processing Centre

### Investment Details

- Vehicles Processed: (2006): 54,554  
(2007): 59,040

### Other Details

- Employment: 13

## Toyota Dealers

### Investment Details

- 78 Dealers
- Investment: \$842 Million

### Other Details

- Employment: 3,721

## Lexus Dealers

### Investment Details

- 13 Dealers
- Investment: \$85 Million

### Other Details

- Employment: 547

## Industrial Equipment Division

### Investment Details

- 12 Locations
- Assets: \$11 Million

### Other Details

- Employment: 355

## Toyota Motor Manufacturing Canada Inc.

### Investment Details

- \$5.6 Billion
- Employment: approx. 5,000

### Cambridge

- Announced: Dec 1985,
- Groundbreaking: May 1986
- First Car Rollout: Nov 1988
- Production Capacity = 280,000
- Product: North Plant - Corolla / Matrix  
South Plant - RX350

### Woodstock

- Opened: 2008
- Production Capacity: 150,000
- Product: RAV4



## Environmental Performance

- Zero waste to landfill (defined as 95% or greater diversion rate from 1999 baseline)

## Hino – (Woodstock)

### Investment Details

- \$3 Million
- Established: May 2006

### Other Details

- Employment: 50
- Product: Class 4,5,6 & 7 trucks

## Hino – (Mississauga)

### Investment Details

- Head Office
- \$7 Million (Hino: 100%) (as of the end of March 2006)

### Other Details

- Import and sales of vehicles and parts, vehicle assembly operations
- Employment: 35

## Cold Research Centre (Timmins)

### Investment Details

- Toyota's first cold weather test facility outside of Japan

### Other Details

- Built: 1998

## Toyotetsu Canada Inc. (Simcoe)

### Investment Details

- Opened: 2007
- Investment: \$50 Million
- 200,000 sq. ft

### Other Details

- Employment: 250
- Manufacturer of many different parts

## Toyota Boshoku (Woodstock)

### Investment Details

- Opened: 2008

### Other Details

- Manufacturer of seats, door trim and carpet

## Aisin Canada Inc. (Woodstock)

### Investment Details

- Opened: 2003
- Plant: 55,000 sq. ft
- Net Sales: \$40 Million

### Other Details

- Employment: 110
- (25% owned by TMC) manufactures auto body parts, belt moldings & windshield trim

## Denso (Guelph)

### Investment Details

- Opened: 1999

### Other Details

- (23% owned by TMC) Supplies parts to TMMC
- Air Conditioning Units



**Trim Masters Inc. (Elmira)**

**Investment Details**

- Opened: 2003

**Other Details**

- (Joint venture between Johnson Controls Automotive and Toyota Boshoku)

**Toyota Tsusho (Woodstock)**

**Investment Details**

- Opened: 2008

**Other Details**

- Warehousing and Distribution

**TG Minto Corporation (Minto)**

**Investment Details**

- Opened 2001

**Other Details**

- Manufactures plastic interior & exterior components

**Toyota Tsusho (Cambridge)**

**Investment Details**

- 1988 opened liaison office
- 1993 Canadian headquarters opened
- 2002 formal Canadian incorporation

**Other Details**

- Warehousing and Distribution

**Waterville TG Ontario (Sarnia)**

**Investment Details**

- Opened: 2000

**Other Details**

- Manufactures door sealing systems & provides warehousing

**Miller Technology Inc. (North Bay)**

**Investment Details**

- Opened: 1979

**Other Details**

- Custom builds Toyota Landcruiser for mining operations

**Main Campus**

	Baseline Value	2007	Percentage Improvement
Paper Use (# of sheets)	4,712,000	3,375,000	28.4%
Water Use (gallons)	4,195,988	3,389,800	19.2%
Waste Diverted from Landfill		91.3%	

**Toronto Vehicle Distribution Centre**

	2007
Waste Diverted from Landfill	90.2%



# British Columbia and Yukon Fact Sheet

# TOYOTA



**2048**  
number of people employed

**\$632,576,969**  
total investment



# British Columbia and Yukon Fact Sheet

## Canadian Autoparts Toyota Inc. (CAPTIN)

### Investment Details

- Located: Delta
- Investment: \$211 Million

### Other Details

- Built: 1983
- Employment: Approx. 300
- Production Capacity: 1.7 million wheels
- Product: Aluminum wheels (with export to US and Japan)

### CAPTIN Environmental Initiatives:

#### 1. Green Lighting

- Fluorescent Lamp Replacement savings approximately \$4,800/yr (From T12 to T8 a reduction of 2 Watts per lamp)
- Plant Lighting Control System savings approximately \$17,000/yr (0.4 amps to .29 amps in light ballast)

#### 2. Compressed air and HVAC

- Replaced compressed air blowers with electric air blowers for parts cleaning as compressing air requires more energy
- Plant HVAC Control System savings approx. \$24,000/yr
- Air Compressor Control/ Air Cost Reductions approx. \$53,500/yr

#### 3. Weekend energy reduction

- Installed monitoring system that shuts down HVAC and lighting over the weekend. A reduction of 500 kW/h

#### 4. Biofilter

- The biofilter has significantly lower CO<sub>2</sub> emissions than the conventional Regenerative Thermal Oxidizer (RTO).
- CAPTIN has invested \$40 million in this expansion and increased the facility area by 28%, however we will reduce our net VOC from 2005 levels.

#### 5. Waste Water Ultrafiltration

- Implemented a membrane ultrafiltration system to treat oily waste water from casting pits and chip melters, reducing waste shipped to a cement kiln.

## Toyota Dealers

### Investment Details

- 33 Dealers
- Assets: \$355 Million

### Other Details

- Employment: 1,419



## Lexus Dealers

### Investment Details

- 5 Dealers
- Assets: \$42 Million

### Other Details

- Employment: 129

## Vancouver Parts Distribution Centre

### Investment Details

- Inventory Value: \$12 Million
- Annual Sales: \$44 Million

### Other Details

- Employment: 34
- Location: Richmond
- Built: 1999
- Total Area: 99,560 sq ft
- Dealers Served: 71 in BC, AB, MB, SK, YK
- Total Parts Stocked: 52,000
- Lines Received: 1,800 processed / day
- Lines Shipped: 5,000 processed / day

## Zone Office

### Investment Details

- Location: Richmond
- Investment: \$20,676,969 (Zone Office / Training Centre / PDC / TFS)

### Other Details

- Employment: 18



**Toyota Financial Services**

Investment Details: Vancouver Branch

- Location: Richmond, BC

Other Details

- Employment: 18

**Fraser Wharves**

Investment Details

- Vehicles Processed: {2006}: 94,004  
{2007}: 93,074

**Industrial Equipment Division**

Investment Details

- 5 Locations
- Assets: \$3.9 Million

Other Details

- Employment: 138

**Hino Dealers**

Investment Details

- 4 Locations

Pacific Zone Office

	Baseline Value	2007	Percentage Improvement
Paper Use [# of sheets]	215,000	155,000	27.91%
Water Use [gallons]	448,296	378,126	15.65%
Waste Diverted from Landfill		69.6%	

Vancouver Parts Distribution Centre

	Baseline Value	2007	Percentage Improvement
Paper Use [# of sheets]	550,000	450,000	18.18%
Waste Diverted from Landfill		96.9%	



# Quebec Fact Sheet

# TOYOTA

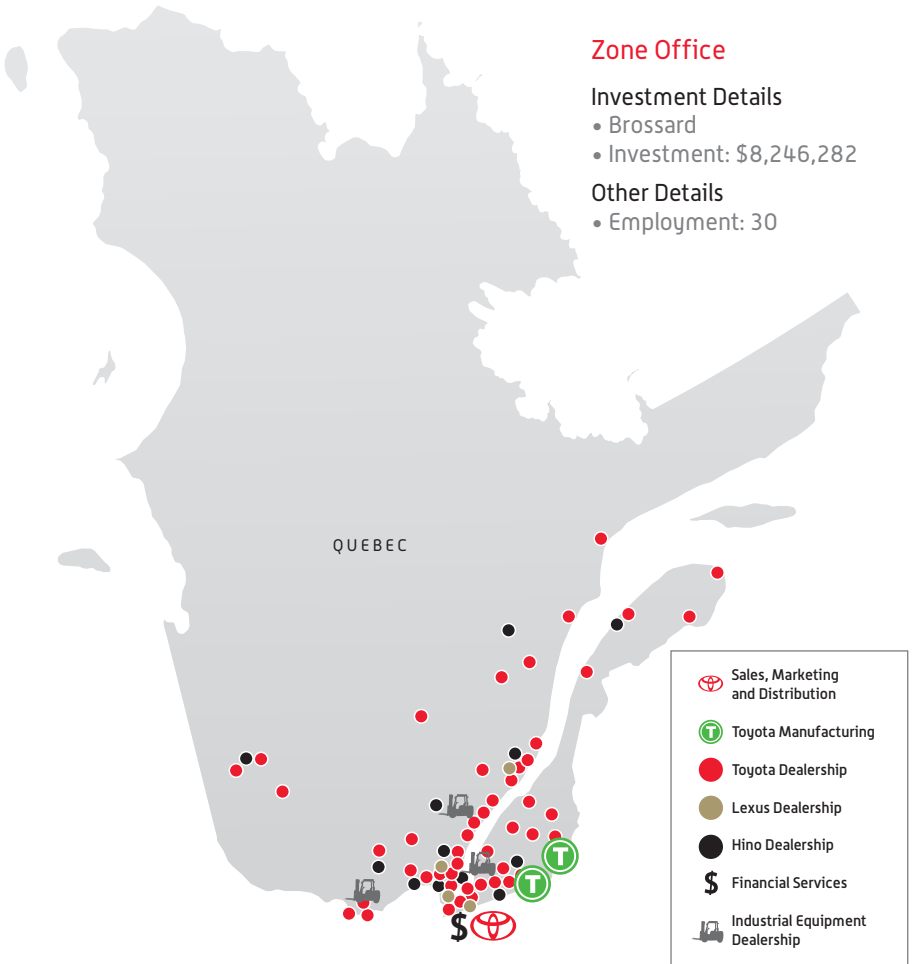
## Zone Office

### Investment Details

- Brossard
- Investment: \$8,246,282

### Other Details

- Employment: 30



**3,087**  
number of people employed

**\$566,209,282**  
total investment



## Toyota Financial Services

### Investment Details: Montreal Branch

- Location: Brossard

### Other Details

- Employment: 11

## Montreal Vehicle Processing Centre

### Investment Details

- Vehicles Processed: (2006): 47,056  
(2007): 49,804

### Other Details

- Employment: 11

## Industrial Equipment Division

### Investment Details

- 3 Locations
- Assets: \$963,000

### Other Details

- Employment: 89

## Toyota Dealers

### Investment Details

- 68 Dealers
- Assets: \$523 Million

### Other Details

- Employment: 2,798

## Lexus Dealers

### Investment Details

- 6 Dealers
- Assets: \$34 Million

### Other Details

- Employment: 148

## Waterville TG Inc. (Waterville)

### Investment Details

- Opened: 1986

### Other Details

- Manufactures door sealing systems

## Waterville TG Coaticook (Coaticook)

### Investment Details

- Opened: 1985

### Other Details

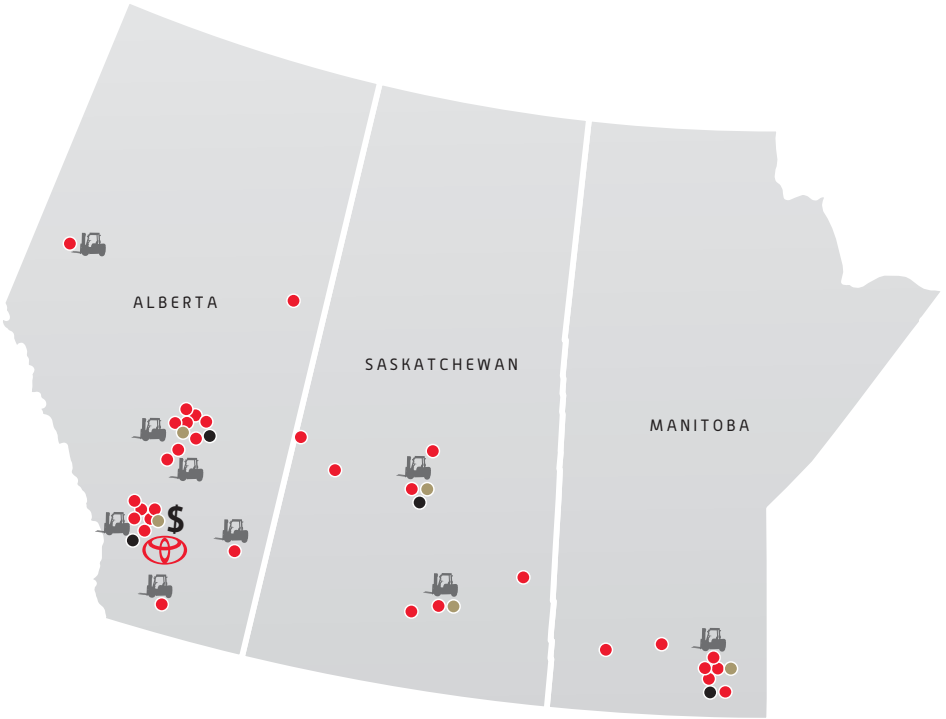
- Manufactures body sealing systems

## Notes



# Alberta, Manitoba and Saskatchewan Fact Sheet

TOYOTA



- |   |   |
|---|---|
|  Sales, Marketing and Distribution |  Hino Dealership                 |
|  Toyota Dealership                 |  Financial Services              |
|  Lexus Dealership                  |  Industrial Equipment Dealership |

2,268  
number of people employed

\$587,788,531  
total investment



## Alberta

### Zone Office

#### Investment Details

- Location: Calgary
- Investment: \$4,588,531

#### Other Details

- Employment: 14

### Toyota Dealers

#### Investment Details

- 19 Dealers
- Assets: \$401 Million

#### Other Details

- Employment: 1,326

### Lexus Dealers

#### Investment Details

- 2 Dealers
- Assets: \$35 Million

#### Other Details

- Employment: 103

### Industrial Equipment Division

#### Investment Details

- 6 Locations

#### Other Details

- Employment: 104

## Saskatchewan

### Toyota / Lexus Dealers

#### Investment Details

- 7 Toyota Dealers
- 2 Lexus Dealers
- Assets: \$67 Million

#### Other Details

- Employment:
  - Toyota: 329
  - Lexus: 80

### Industrial Equipment Division

#### Investment Details

- 2 locations
- Assets: \$2 Million

#### Other Details

- Employment: 19

### ENS Industrial (Saskatoon)

#### Investment Details

- Opened: 1975

#### Other Details

- Custom builds Toyota Landcruiser for mining operations



## Manitoba

### Toyota / Lexus Dealers

#### Investment Details

- 8 Toyota Dealers
- 1 Lexus Dealer
- Assets: \$67 Million

#### Other Details

- Employment:
  - Toyota: 249
  - Lexus: 17

### Industrial Equipment Division

#### Investment Details

- 1 Location

#### Other Details

- Employment: 27

## Prairie Zone Office

	Baseline Value	2007	Percentage Improvement
Water Use (gallons)	-	241,746	-
Paper Use (# of sheets)	-	125,000	-

\*2007 first year of data collection for this facility




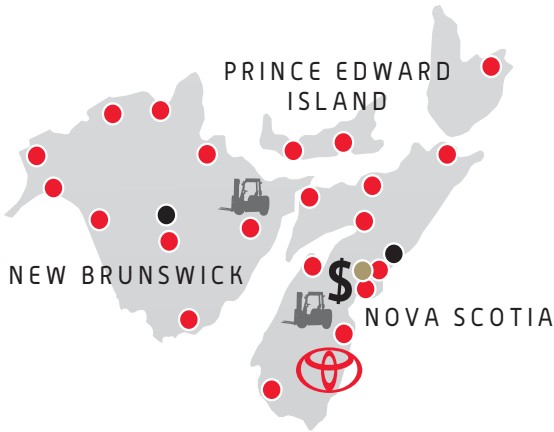
Notes



# Nova Scotia, New Brunswick, PEI and NFLD Fact Sheet

# TOYOTA

-  Sales, Marketing and Distribution
-  Toyota Dealership
-  Lexus Dealership
-  Hino Dealership
-  Financial Services
-  Industrial Equipment Dealership



808

number of people employed

\$148,688,845

total investment



# Nova Scotia, New Brunswick, PEI and NFLD Fact Sheet

## Nova Scotia

### Zone Office

#### Investment Details

- Location: Halifax
- Investment: \$2,726,845

#### Other Details

- Employment: 14

### Toyota Financial Services

#### Investment Details: Halifax Branch

- Location: Halifax

#### Other Details

- Employment: 4

### Toyota /Lexus Dealers

#### Investment Details

- Toyota: 9
- Lexus: 1

#### Other Details

- Employment:  
Toyota: 283  
Lexus: 10

### Industrial Equipment Division

#### Investment Details

- 1 Location
- Assets: \$749,000

#### Other Details

- Employment: 21

## New Brunswick

### Toyota Dealers

#### Investment Details

- 9 Dealers
- Assets: \$48 Million

#### Other Details

- Employment: 283

### Industrial Equipment Division

#### Investment Details

- 1 Location

#### Other Details

- Employment: 12



## PEI

### Toyota Dealers

#### Investment Details

- 2 Dealers
- Assets: \$8 Million

#### Other Details

- Employment: 47

### Industrial Equipment Division

#### Investment Details

- 1 Location

#### Other Details

- Employment: 2

## Newfoundland

### Toyota Dealers

#### Investment Details

- 5 Dealers
- Assets: \$33 Million

#### Other Details

- Employment: 128

### Industrial Equipment Division

#### Investment Details

- 1 Location

#### Other Details

- Employment: 4

## Atlantic Zone Office

	Baseline Value	2007	Percentage Improvement
Water Use (gallons)	224,808	76,549	65.95%
Paper Use (# of sheets)	190,000	152,500	19.74%
Waste Diverted from Landfill		69.70%	



Notes



# Toyota Canada in the Community

Toyota has a long-standing commitment to the environment both globally and in Canada. This is defined in the Toyota Earth Charter to “always be concerned about the environment” even as we “contribute toward a prosperous 21st Century society.” Toyota is committed to giving back to the communities in which we live and operate, to make Canada a better place to live.



Toyota Canada Inc. and Earth Day Canada established the Toyota Earth Day Scholarship Program in 2003 to recognize and reward graduating high school students who have distinguished themselves through environmental, volunteer and academic excellence. Each year, 15 scholarships are awarded coast to coast, allowing Canada's future environmental leaders to continue their studies. For more information visit [earthday.ca/scholarship](http://earthday.ca/scholarship)



Toyota Canada Inc. and its Dealers partnered with Evergreen in 2000 to create the Toyota Evergreen Learning Grounds Program that transform Canadian school grounds into natural learning environments. For more information visit [evergreen.ca](http://evergreen.ca)



Toyota Canada Inc. and its Dealers are National Sponsors of Special Olympics Canada, which is dedicated to making a difference in the lives of Special Olympics athletes. Toyota Canada Inc. reaches out to Special Olympics athletes whenever possible through participation in events at a local, regional, provincial and national level. For more information visit [specialolympics.ca](http://specialolympics.ca)

## Made in Canada

**TOYOTA**



Toyota's Canadian-built models account for about half of Toyota sales in Canada.

Made in Canada since 1988, the **Toyota Corolla** just keeps getting better and has epitomized quality and value for 40 years.

Built exclusively in Canada since its launch in 2002, the **Toyota Matrix** is designed with Canadians in mind with an optional all-wheel-drive transmission to handle demanding Canadian weather.

The third Canadian-made Toyota vehicle, the **Toyota RAV4** is powerful, versatile and efficient. It's designed and built to match the needs of Canadians and named as the 2007 Best New Sport Utility Vehicle/Crossover Utility Vehicle by the Automobile Journalists Association of Canada.

Since 2003, over 360,000 **Lexus RXs** have rolled out of the Cambridge production facility, the only Lexus plant outside of Japan. With technologically advanced features the Lexus RX 350 is always at home in Canada's diverse landscapes.



# Toyota Canada Vehicle Line-up



Yaris Hatchback



Camry Hybrid



RAV4



4Runner



Yaris



Prius



Highlander



Sequoia



Corolla



Venza



Highlander Hybrid



Tacoma



Matrix



Avalon



FJ Cruiser



Tundra



Camry



Sienna

# Lexus Canada Vehicle Line-up



IS C



IS F



ES



GS



LS



SC



RX



GX



HSh



LX



RXh



GSh



LSh

For more information on Toyota and  
Lexus vehicles, please visit  
[toyota.ca](http://toyota.ca) and [lexus.ca](http://lexus.ca)



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of forest resources

Contribute à l'utilisation

responsable des ressources forestières

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