

# TOYOTA

## MANUFACTURING UK

### What do we do?

We primarily manufacture vehicles and engines, but we also customise and fit accessories to new cars and refurbish used cars (so they can be sold back through our network).



### What are our products and services?

From a product perspective, we produce the Toyota Corolla (Hatchback and Touring Sports) and the 1.8L ZR Engine (HEV and Conventional). In terms of services, we provide used car refurbishment services and also offer customisation and accessory fitment. We also operate a lean TPS (Toyota Production Services) consulting team who advise different enterprises, large and small, on how to improve their operations based on Toyota's model.



### How do we make money?

The bulk of our revenue is through vehicle and engine manufacturing, but we also make money through refurbishment, customisation and lean TPS consulting.



### Who is our typical customer?

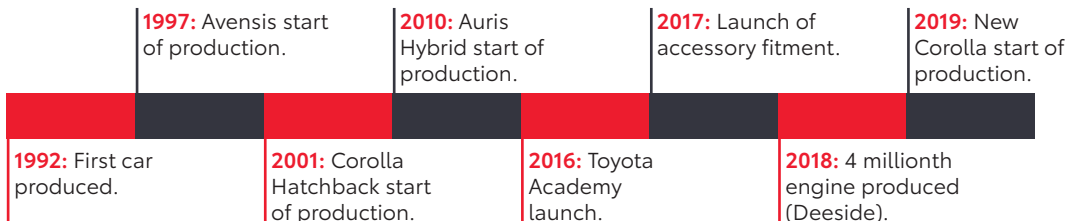
Toyota Sales Groups in the UK, Europe and beyond.



### Who are some of our biggest competitors?

We are competing for new business with other Toyota Manufacturing Plants and also other refurbishment and customisation providers.

### What are our key historical milestones and achievements?



When were we founded?

**1989**

(Start of production 1992)



### Approximately how many people do we have?

3000.



### How do we impact the Toyota & Lexus retailer networks?

We supply the Corolla directly to our network, delivering not only a high quality product, but also high flexibility levels. We also offer the fitment of accessories and customisation on new vehicles as well as refurbishment services on used vehicles.



### What makes us unique?

We have 30 years' experience of manufacturing with a very strong knowledge of TPS. We also have an embedded mindset of "brains, not money" to continually encourage ourselves to look at challenges and opportunities differently.



### What's our mission statement?

Make Toyota UK the model for a fully integrated, sustainable and profitable manufacturing and mobility business, by focussing on the full value chain on the customer.

### Where are we located?

Burnaston, Derbyshire (Vehicle plant).

Deeside, North Wales (Engine Plant).

