Supplier Relations

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General Manager TMNA R&D Purchasing
## Working Relations Index

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The Toyota Way of Purchasing – Supply Chain Management

The Toyota Way
- Continuous Improvement
  - Challenge
  - Kaizen
  - Genchi Genbutsu
- Respect for People
  - Respect
  - Teamwork

Purchasing Principles
- Open Door Policy/Fair Competition
- Mutual Trust, Mutual Benefit
- Contribution to Local Economy

Balance of Power

Collaboration
- Sustainable Growth
- Cost
- Production
- Quality
- Safety
- Toyota Production System
- Toyota Way

Target = Long-term Equal Partners
Toyota Transformation - Ever Better Company, Partner & Cars

NA Org Structure

- Jim Lentz
- NA CEO
- MFG.
- R&D
- Sales
- Product Support
- Administration

Manufacturing ReBorn

NA HQ
- Plano
MFGR HQ
- Georgetown
R&D HQ
- York

- Streamline Decision Making
- Integrate Regional Functions
- Strengthen Midterm/Long Strategic Planning
- Enhance Development thru Colocation
- Accelerate Innovation
Enhanced Pre-Development

Frontload Commodity & Vehicle Development

- Deeper Design & SED SE Support
  - Manufacturability
  - Built In Quality
  - Cost Reduction/Avoidance
  - Risk Mitigation

** Develop Win/Win/Win Solutions **
Toyota Collaborative Benchmarking Center (TCBC)

- > 80 Collaborative Events
- ~2K Ideas Generated
Proactively Chart Our Path

SPEED + OPENNESS = Future of Mobility
ONE TEAM
SUPPLIERS AND TOYOTA