

# Toyota Motor Sales Announces Executive Changes

July 16, 2012

TORRANCE, Calif., July 16, 2012 – Toyota Motor Sales, U.S.A. Inc. (TMS) announced the following executive changes:

**Don Esmond**, Senior Vice President – Automotive Operations, is appointed Senior Advisor and will play a major role in ensuring a smooth transition prior to his retirement. Esmond will continue to report to Jim Lentz, President and CEO.

**Bob Carter**, Group Vice President & General Manager – Toyota Division, is promoted to Senior Vice President – Automotive Operations and will oversee the Toyota Division and Sales Administration. Carter will report to Lentz.

**Mark Templin** continues as Group Vice President & General Manager – Lexus Division. As mentioned earlier this year, Templin has concurrent responsibility as General Manager – Lexus Product and Marketing Planning Division – Toyota Motor Corporation (TMC) on a global basis. As GVP & General Manager – Lexus Division, he will report to Lentz. In his global role, he will continue to report to Kazuo Ohara, Managing Officer – TMC.

**Bill Fay**, Group Vice President – Marketing, is appointed Group Vice President & General Manager– Toyota Division. Fay will continue to report to Carter.

**Randy Pflughaupt**, Group Vice President – Sales Administration, will continue in his current role and report to Carter.

**Jack Hollis**, Vice President – Scion, is appointed Vice President – Toyota Marketing. Hollis will report to Fay.

**Doug Murtha**, Vice President – Product Planning, is appointed Vice President – Scion, replacing Hollis. Murtha will report to Fay.

**Chris Hostetter**, Group Vice President – Strategic Resources is appointed Group Vice President – Strategic Planning. Hostetter will lead a team that includes Strategic Research & Advanced Product Strategy under Flaurel English, Knowledge Resources under John Kramer and Business Strategy, which will now include Vehicle Export Operations, under Nihar Patel. Hostetter will report to Lentz.

**Andrew Coetzee**, Vice President – Lexus Customer Service is promoted to the newly created position of Group Vice President – Product Planning which will now include Advanced Technology under Jon Bucci. Coetzee will report directly to Lentz.

**Peggy Turner**, Vice President – Customer Relations, is appointed Vice President –Customer Service – Lexus, replacing Andrew Coetzee. Turner will report to Templin.

**Nancy Fein**, Vice President – Vehicle Supply Chain, is appointed Vice President, Customer Service – Toyota. Fein will report to Fay.

**Fletcher Davidson**, Group Vice President – Customer Services Division, is appointed Group Vice President – Product Support. Davidson will continue to report to Bob Daly, Senior Vice President – TMS.

**Dave Camden**, Vice President – Dealer Operations TCS, is appointed Vice President – Service & Parts Support. Camden will continue to report to Davidson.

**Sandra Phillips** joins TMS as a new Vice President/Assistant General Counsel, reporting to Chris Reynolds, Group Vice President and General Counsel. Phillips will assist Reynolds in his role as chief legal officer building a North American legal services capability. She comes to TMS from Morgan, Lewis & Bockius L.L.P. (Houston, Texas) where she was a partner. She brings experience and expertise in class action suits, product liability and securities matters as well as government and regulatory investigations. Phillips' experience also includes admissions to the State Bar of Texas, New York State Bar, United States Supreme Court, United States Court of Appeals for the Fifth Circuit and United States District Courts for the Southern, Eastern, Western and Northern Districts of Texas.