

# **Toyota Financial Services Announces Promotions of Six Senior Executives**

December 12, 2012

TORRANCE, Calif., Dec. 12, 2012 –Toyota Financial Services (TFS) has announced the promotions of six senior executives. These leaders have been integral to TFS' performance and have led TFS to deliver significant global contributions over the last several years.

Chris Ballinger is promoted to senior vice president & CFO. Ballinger is responsible for Finance, Management Sciences and Global Treasury. Under Ballinger's leadership, TFS' capabilities in finance, accounting, analytics, tax and treasury have become significant drivers of TFS' success, and are strategic differentiators for the company's future growth. TFS has been recognized nationally and globally for its accomplishments in Ballinger's departments, most recently with the Pinnacle Award, given by the Association of Finance Professionals, in recognition of excellence in Treasury & Finance.

Mike Groff is promoted to senior vice president, Sales, Product & Marketing. Groff is responsible for Sales, Product, Marketing, Americas Region, Commercial Finance, and Vendor Management. Throughout his career, Groff has consistently focused on the customer and building a strong partnership with the Toyota and Lexus divisions. As a true champion of the TFS Value Story and Brand, Groff leads his organization to deliver industry leading dealer satisfaction and ensures that TFS/LFS customers have the products and channels that are right for them. Groff is also very active with TFS in the areas of corporate social responsibility and serves as a National Trustee for the Boys & Girls Club of America.

Al Smith is promoted to group vice president, Service Operations and Corporate Planning. Smith will continue to be responsible for all CSC and Field Services Operations; and Corporate Strategy, Communications, and Corporate Social Responsibility will now also report to him. Smith has held leadership roles at both TMS and TFS in a number of areas and was vice president, Lexus Customer Service, before re-joining TFS in April, 2011. Since taking the helm of Service Operations, Smith has provided strong leadership to ensure excellent customer focus and balanced operations to support the company's profit and growth targets.

Julia Wada is promoted to group vice president, Human Resources and Business Technology Solutions (BTS). She is responsible for HR, Real Estate and Operational Excellence; and BTS will now also report to her. Under Wada's HR leadership TFS has built a strong culture of performance through strengthening coaching, mentoring and leadership skills at all levels of the company.

Ron Guerrier is promoted to vice president, Business Technology Solutions and chief information officer and a member of the Management Committee. Technology is strategically critical for TFS and Guerrier has been a key leader, helping to build our growing and constantly evolving technology capability at TFS. He has a strong understanding of the business and TFS enterprise needs, and will be instrumental in continuing to enhance and transform the company's technology capability.

Ann Bybee, vice president, Corporate Strategy, Communications & Corporate Social Responsibility, will become a Management Committee member. Under Bybee's leadership, TFS has strengthened its strategic and planning capabilities, as well as significantly expanded its community and charitable involvement.

Guerrier's promotion and appointment to Management Committee, and Bybee's appointment to Management Committee, are effective immediately. All other promotions and changes are effective Jan. 1, 2013.

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