

Toyota Financial Services

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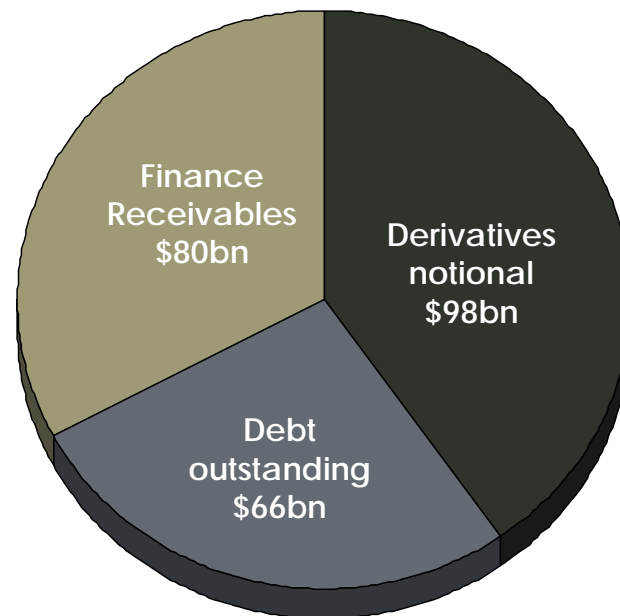
SPEED

Toyota Financial Services

AAA/Aaa rated

Balance Sheet

- Finance receivables
 - Consumer & Dealer lending
- Debt & Derivatives portfolio
 - 15+ currencies
 - 20+ counterparties



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Challenge

Executive Management lacked confidence

- Asset Liability Management decision support
- Financial Planning & Forecasting

Sub-optimal technology & process



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Background

Treasury

- Manual Excel spreadsheets
- Partial balance sheet
- Sub-optimal Risk metrics

Planning

- Decade old technology
- Ineffective business performance management
- Forecasting variance unacceptable



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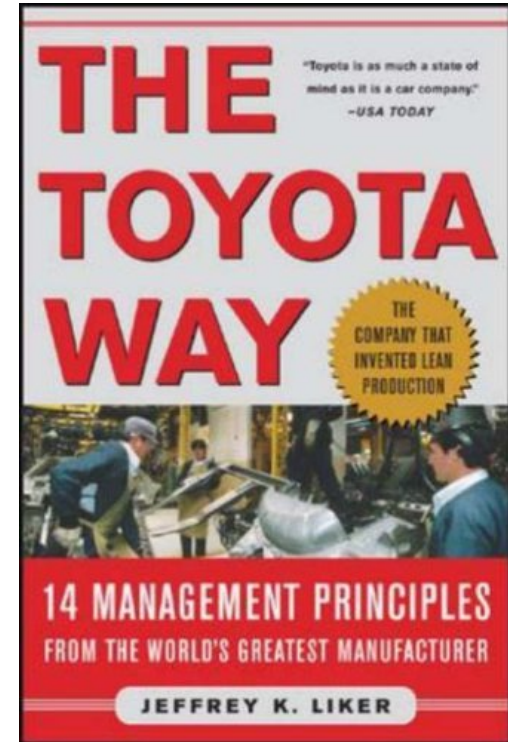
Remedy

The Toyota Way

- Respect for people
- Kaizen

Cross-functional team

Comprehensive solution



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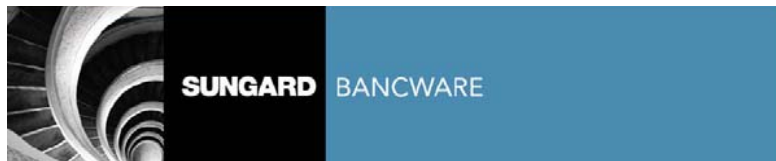
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Solution

- Collaboration & Common objectives
- Created synergy
- Cool technology



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Results

Management confidence restored

- Effective ALM decision support
- Accurate Forecasting
- Business performance target setting



Cost effective

- Within budget
- Maintained staffing levels



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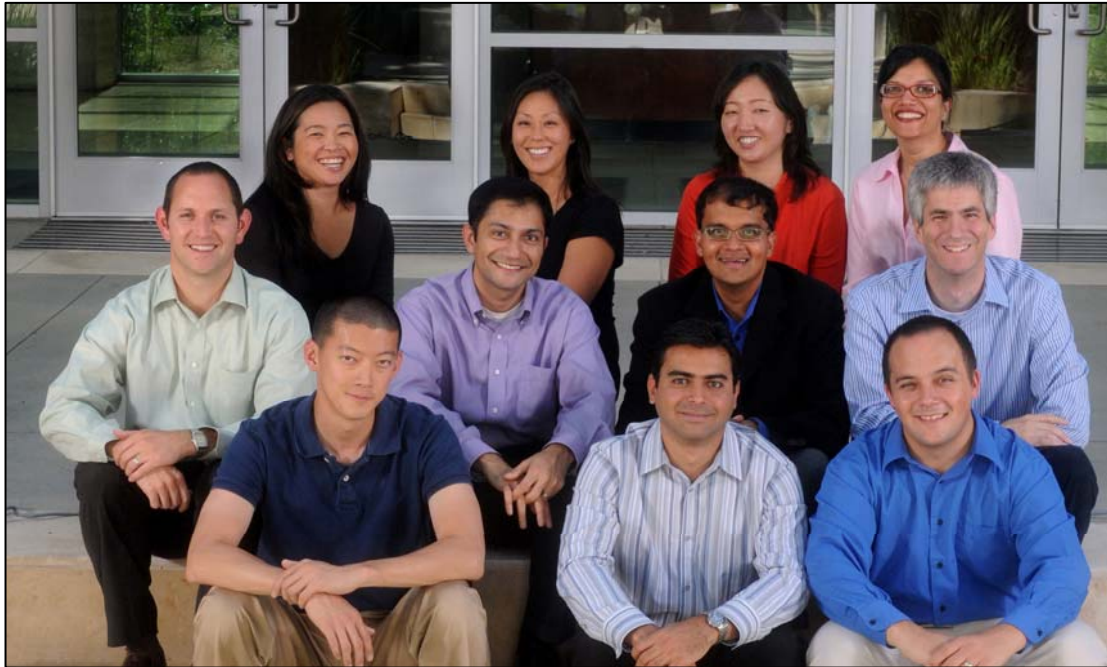
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Results

People development

- Richer skill set
- Increased “fun quotient”



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