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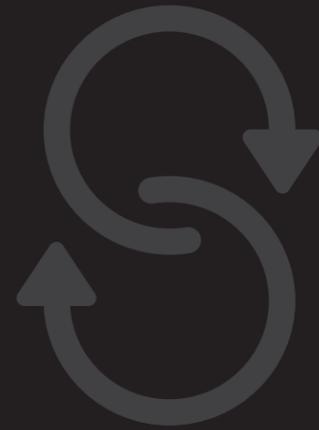
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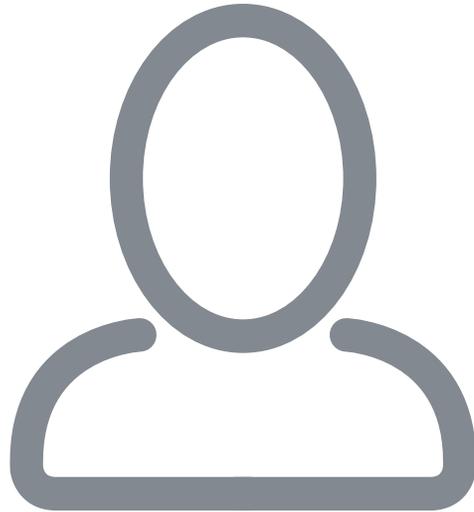
ACHIEVE A  
BETTER FLEET  
**SOLUTION**  
TODAY

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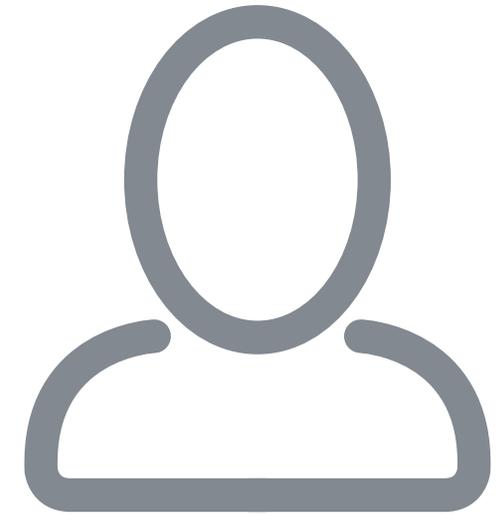
## **One Toyota is Australia's only complete fleet solution.**

Toyota Fleet, Lexus, Hino Trucks, Toyota Material Handling and Toyota Fleet Management have partnered to offer Australia's only complete fleet solution. Together we are guided by the Toyota Way principles of continuous improvement, and with aligned points of contact for you across each company, One Toyota means unparalleled levels of convenience. It's a partnership that makes accessing and managing whatever your fleet needs – cars, prestige vehicles, trucks, forklifts, financing and more – even easier.

“ Working in partnership with One Toyota, our business has reduced unnecessary costs, expanded on our existing environmental commitments and minimised the number of supplier relationships required to manage our 109 passenger and light commercial vehicles, 33 heavy commercial vehicles and 20 forklifts. One Toyota just makes it happen, bringing together the whole Toyota Group of Companies to provide us with an unrivalled business fleet solution. ”



David Blackburn / Century Yuasa Batteries, QLD



Rima Doumit / Coates Hire Pty Limited, NSW

“ We were looking to establish more robust controls and procedures around our fleet management. And One Toyota has supported us in doing so. They've helped us with cost saving initiatives, loyalty rebates, profit share and recalculation of leases and extensions. We are still working on process and procedures and I'm seeing improvements that will lead to the successful management of the Coates fleet. ”

**One partnership.**

One solution.

One Toyota.

Together – Toyota Fleet, Lexus, Hino Trucks, Toyota Material Handling, Toyota Fleet Management – produce a better fleet solution for Australia.

Together, we deliver an unrivalled service and industry-leading products.

We are Australia's only complete fleet solution.

With a complete range of vehicles, trucks, vans and forklifts, and a comprehensive suite of finance and management services.

Together, under Toyota's strong Global Brand, we deliver more value to your business, more efficiently.

Together, we keep the wheels of industry turning.

One partnership.

One solution.

**One Toyota.**

## THE FIVE NAMES REVOLUTIONISING AN INDUSTRY

### Toyota Fleet

With over 30 years of experience, Toyota Fleet is the number one fleet brand in Australia and the dominant provider to all segments of the Australian fleet market. Whether your business buys two or 200 vehicles, Toyota Fleet can provide a comprehensive range of vehicles and a dedicated Fleet Specialist network that will make Better Business Sense for your organisation.

### Lexus

Lexus has a reputation for manufacturing premium vehicles that are close to the customers' hearts. They strive to deliver the world's most intelligent and most advanced vehicles as well as unmatched levels of customer service and satisfaction. Through an intuitive understanding of customer needs, and a steadfast refusal to compromise on luxury and performance, Lexus continues to provide unsurpassed ownership experiences.

### Hino Trucks

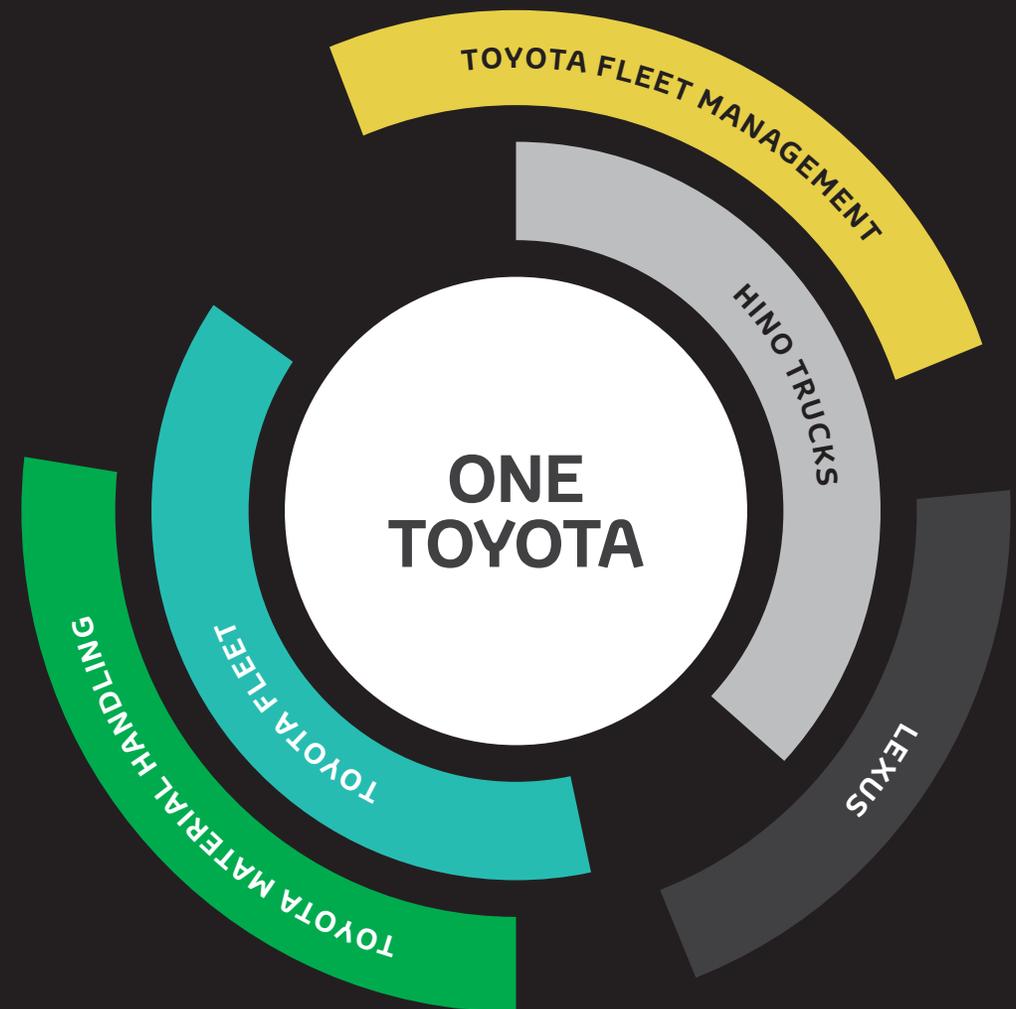
With the principles of Quality, Durability and Reliability at the heart of everything they do, Hino takes pride in engineering and manufacturing diesel trucks and buses, in a range of light, medium and heavy-duty options at the highest standards. Hino is also a pioneer of industry-leading solutions in the field of environmental preservation as developers of hybrid technology and safety leadership in the truck industry.

### Toyota Material Handling

Toyota Material Handling (TMH) has been at the forefront of the global material handling market and a pioneer in forklift technology for over 50 years. Today, TMH offers the widest range of forklifts and battery electric warehouse products available in Australia with solutions that are more productive, safer and more cost-effective. Whether it's new, used, service or a long or short term rental, TMH has a solution for every pallet.

### Toyota Fleet Management

With over 30 years of financial services expertise, Toyota Fleet Management (TFM) understands asset management inside and out. They are uniquely positioned to provide you with expert fleet advice, a continuous improvement philosophy for your business, and a commitment to partnerships built on trust. With a Standard & Poor's AA- credit rating for medium term notes issued by Toyota Finance Australia Limited, no-one knows asset management like TFM. That's why TFM is driven to make your fleet the best it can be.



# WHAT ONE TOYOTA MEANS FOR YOU

There are four key principles behind One Toyota that set us apart from the rest, enabling us to deliver fleet solutions you can depend on.



## 1 Relationship Power

- Dedicated contacts
- Tailored solutions
- Holistic understanding of your needs

In our experience, great relationships lead to great successes. That's the reason we appoint dedicated contacts who get to know the details of your specific business and its needs, working with you and each other to deliver tailored solutions. It's an holistic level of understanding that ultimately promises superior fleet solutions and a more responsive, consistent customer experience for you.

## 2 Brand Strength

- Aligned brands working for you
- Quality, Durability and Reliability
- Continuous Improvement philosophy

One Toyota puts the collective reputations of five of Australia's best known vehicle and fleet logistics brands to work for your organisation. It's the smart way to take advantage of our trusted and reliable fleet solutions, Quality, Durability and Reliability credentials, high service levels and innovative technology including hybrid. All of which are backed by our group philosophy of striving for continuous improvement in everything we do.

## 3 One Stop Shop

- One complete fleet solution
- Extensive dealer network access
- Consolidated reporting

Whatever your organisation's size, we can offer you the convenience of having all your fleet solutions – from cars, vans, trucks and forklift supply to finance, maintenance and management – taken care of in one place. Our extensive national dealer network means you're never far from reliable vehicle delivery and fleet servicing. Plus, with consolidated reporting across all partners, you'll have a single view framework of your fleet. This means simplified administration, improved asset and resource management and potential cost optimisations.

## 4 Risk Mitigation

- High residuals
- Reduced exposure in volatile markets
- Reduced fleet downtime

Taking the risk out of managing a fleet isn't easy, but it's something we all know is worth working hard for, especially in volatile markets. So when considering the whole-of-life costs of your fleet, it's also worth considering our commitment to Superior Quality. Reduced fleet downtime, specialised servicing capabilities, AA- credit rated suppliers, higher residuals, and numerous other factors all contribute to lower running costs across the fleet. So, mitigate your risk with One Toyota.

**ONE1 TOYOTA**  
COMPLETE FLEET SOLUTION



Speak to your One Toyota representative today or call 1300 888 875



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