

**Karen K. Ideno**  
**Toyota Group Vice President**  
**Chief Procurement Officer**



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**Group Vice President**  
**Environmental, Social & Governance**  
**Investing**

**Chief Procurement Officer**

TOYOTA Motor North America (NYSE:TM)

TOYOTA Financial Services

1997 to Present

**Non-Profit Board of Governor**

Boys & Girls Clubs of America - National

2017 to Present

*Chair Southwest Board of Trustees / Program Committee*

**Non-Profit Board Director**

National Asian/Pacific Islander Chamber of  
Commerce & Entrepreneurship

2022 to Present

**Core Expertise**

Competitive Growth Transformation

Major Business Transformation

Sales, Marketing, Manufacturing, Supply Chain  
Sectors

Karen Ideno serves as Group Vice President for TOYOTA Financial Services responsible for ESG Investing and serves as Chief Procurement Officer for TOYOTA Motor North America; responsible for \$12 billion in strategic sourcing, contract negotiations, supplier management. Toyota (NYSE:TM) is committed to promoting sustainable, next-generation mobility through the Toyota and Lexus brands.

Toyota has created a tremendous value chain in North America with 48,000 team members providing world-class design, engineering, manufacturing, sales, and distribution. In 2022, 2.4 million vehicles were sold and produced in 14 manufacturing plants, generating over \$80 billion in revenues.

As a senior executive, Karen sets strategy, mid-to long-term business plans, and drives initiatives to increase competitiveness in financial services, manufacturing, sales, marketing, digital technology, and supply chain. Toyota Financial Services is one of the nation's largest automotive lenders with over \$133 billion in assets. She launched a key growth engine for the company with the Private Label Finance Business, which generated \$300 million in revenue and \$10 billion in outstandings within the first two years of operations and expanded with non-automotive clients.

She is a change agent skilled in major transformation, strategic planning, large-scale P&L, marketing, brand management, business analytics and operations.

Karen is a national board of governor for the Boys & Girls Clubs of America, which annually serves more than 4 million kids and teens, giving them an opportunity to discover their great futures. She serves as Chair for the Southwest Board of Trustees. She is a member of the Program Committee.

She serves on the board of the National Asian Chamber of Commerce & Entrepreneurship, which advances the goals of AAPI business owners, entrepreneurs, and corporate leaders.

Karen serves on the Dallas Leadership Committee for 50/50 Women on Boards; and Leadership Committee for the Texas Women's Foundation – Orchid Giving Circle.

Karen was honored as Top 100 Women in the automotive industry by *Automotive News*. She received the Outstanding Leadership award from the Greater Dallas Asian American Chamber of Commerce for advancing DE&I in the workplace; and recognized by the California State Senate for her leadership in social innovation and enhancing the lives of underserved youth. Karen is proud to serve as Executive Sponsor of the Women and Asian American & Pacific Islander employee resource groups and serves on Toyota's Diversity & Inclusion Executive Committee.