

ECONOMIC PERFORMANCE



We will meet challenging goals by engaging the talent and passion of people, who believe there is always a better way.

Economic Performance

Our commitment to product excellence has once again shown in the form of our financial turnover. The reporting period saw a rise in turnover by over 35%. The fiscal year 2010-2011 was a great year for Toyota Kirloskar Motor as the healthy growth of economy showed on our financials. The downturn during the year 2008-2009 due to

the global economic crisis resulted in a heightened drop in automobile sales in India, TKM utilized the economic reforms during the subsequent years to ramp up sales.

TKM built an additional plant to increase output capacity. The Etios, produced at the new plant, contributed significantly to the

growth numbers during the reporting period. Increase in sales units along with continuous process improvements were the key highlights for optimizing financial results during the year.

Key Financial Data			
Particulars		2010-2011	2009-2010
Total Revenue	Rs. Mil	78,378	57,901
Profit before Tax	Rs. Mil	3,523	4,752
Profit after Tax	Rs. Mil	2,216	3,093
Total Assets	Rs. Mil	36,365.1	5,768
Shareholder's Equity	Rs. Mil	7,000	7,000
Basic/ Diluted Earnings Per Share	Rs.	3.17	4.42

Product / Services	Market Share [in respective segments] (%)			Production / Outputs*		
	08-09	09-10	10-11	08-09	09-10	10-11
1. INNOVA	34	32	31			
2. COROLLA	27	23	28	46,251	63,269	75,099
3. FORTUNER	-	54	71			
4. ETIOS	-	-	2			
5. CAMRY	9	6	5			
6. PRADO	4	25	7.4	492	504	689
7. LAND CRUISER	-	2	1.5			
8. PRIUS	-	-	2			

Toyota Kirloskar Motor manufactures Innova, Corolla Fortuner and Etios brand models on-site, and imports and markets Prius, Land Cruiser, Prado, Camry models in India. The production data for all these vehicles is presented in this section

GRI Sustainability Reporting Guidelines G3.1

This report is developed with the Global Reporting Initiative (GRI) G3.1 Sustainability Reporting Guidelines as a framework to report sustainability data. To locate the fundamentals and information contained within the guidelines, use the index below. For a detailed explanation of the indicators, visit the GRI website.

Indicator	Description	Page /Remarks	Indicator	Description	Page /Remarks
Strategy and Analysis			Commitments to External Initiative		
1.1	Statement from the MD	04	4.11	The precautionary approach or principle	NA
1.2	Description of key impacts, risks and opportunities	04	4.12	Externally developed charters, principles, or other initiatives	07,08,09
Organizational Profile			Stakeholder Engagement		
2.1	Name of the organization	11	4.14	List of stakeholder groups engaged by the organization.	21
2.2	Primary brands, products, and/or services	12	4.15	Basis for identification and selection of stakeholders	21
2.3	Operational structure of the organization	11	4.16	Approaches to stakeholder engagement	21,39,41,54, 62-64 68,70,71,74,77
2.4	Location of organization's headquarters	11	4.17	Topics and concerns that have been raised through stakeholder engagement	21,54, 40,41
2.5	Number of countries where the organization operates	11	Materials		
2.6	Nature of ownership and legal form	11	EN1	Materials used by weight or volume	26,27,28
2.7	Markets served	11	EN2	Percentage of materials used that are recycled input materials.	27
2.8	Scale of the reporting organization	11,53,81	Energy		
2.9	Significant changes during the reporting period	04,16,51,78	EN3	Direct energy consumption by primary energy source.	26,28
2.10	Awards received in the reporting period	16	EN5	Energy saved due to conservation and efficiency improvements	30
Report Parameters			Water		
3.1	Reporting period for information provided	02	EN8	Total water withdrawal by source	27
3.2	Date of most recent	02	EN9	Water sources significantly affected by withdrawal of water	27
3.3	Reporting cycle	02	EN10	Percentage and total volume of water recycled and reused	30
3.4	Contact point for questions regarding the report or its contents	02	Biodiversity		
Report Scope and Boundary			EN11	Land with activities in areas of high biodiversity value	14
3.5	Process for defining report content	02	EN12	Significant impacts on biodiversity in protected areas	34,35
3.6	Boundary of the report	02	EN13	Habitats protected or restored.	34
3.7	State any specific limitations on the scope or boundary of the report	02	EN14	Strategies for managing impacts on biodiversity	34
3.8	Basis for reporting on joint ventures, subsidiaries, leased, facilities, outsourced operations, and other entities that can significantly affect comparability from period to period and/or between organizations	NA	EN15	IUCN Red List species in areas affected by operations	None
3.10	Re-statements of information provided in earlier reports	NA	Emissions, Effluents, and Waste		
3.11	Significant changes from previous reporting periods	02	EN17	Other relevant indirect green house gas emissions by weight	32
GRI Content Index			EN18	Initiatives to reduce greenhouse gas emissions and reductions achieved	29
3.12	Standard Disclosures table	82	EN20	NO, SO, and other significant air emissions by type and weight	32
Governance, Commitments, and Engagement			EN21	Total water discharge by quality and destination	32
Governance			EN22	Total weight of waste by type and disposal method	29
4.1	Governance structure of the organization	19,20	EN23	Total number and volume of significant spills.	29
4.2	Chair of the highest governance body	19,20	EN24	Weight of waste deemed hazardous and percentage of transported waste shipped internationally	29
4.3	Members of the highest governance body	20	EN25	Water bodies and related habitats significantly affected by discharges of water and runoff	27
4.8	Internally developed statements	17,18			
4.9	Identification and management, of economic, environmental, and social performance	18,19			

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Indicator	Description	Page /Remarks	Indicator	Description	Page /Remarks
Products and Services			Equal Remuneration for Women and Men		
EN26	Initiatives to mitigate environmental impacts of products and services	68,67,73 75,76	LA14	Ratio of basic salary and remuneration of women to men	53
Compliance			Local Community		
EN28	Noncompliance with environmental laws and regulations.	29	S01	Operations with implemented local community engagement, impact assessments, and development programs	78
Investment and Procurement Practices			S09	Operations with negative impacts on local communities	NA
HR1	Contracts that include clauses incorporating human rights concerns	52	S010	Prevention and mitigation measures with negative impacts on local communities	NA
HR2	Suppliers, contractors and other business partners that have undergone human rights screening	52	Corruption		
HR3	Training on policies and procedures concerning aspects of human rights	55	S03	Training in organization's anti-corruption policies and procedures	19
Non - Discrimination			S04	Actions taken in response to incidents of corruption	NA
HR4	Total number of incidents of discrimination and corrective actions taken		Public Policy		
Freedom of Association and Collective Bargaining			S05	Public policy positions and participation in public policy development and lobbying	NA
HR5	Actions taken to support the right to exercise freedom of association and collective bargaining	54	S06	Financial and in-kind contributions to political parties, politicians, and related institutions	NA
Child Labor			Compliance		
HR6	Incidents of child labor, and measures taken to contribute to the effective abolition of child labor		S08	Significant fines and number of non-monetary sanctions for noncompliance	NA
Forced and Compulsory Labor			Customer Health and Safety		
HR7	Incidents of forced or compulsory labor, and measures to contribute to the elimination of all forms of forced or compulsory labor		PR1	Health and safety impacts of products and services	38,39,41
Security Practice			PR2	Incidents of non-compliance concerning health and safety impacts of products and services	NA
HR8	Percentage of security personnel trained in the organization's policies or procedures concerning aspects of human rights that are relevant to operations.	57	Product and Service Labeling		
Indigenous Rights			PR3	Type of product and service information required	41
HR9	Total number of incidents of violations involving rights of indigenous people and actions taken.		PR4	Incidents of non-compliance concerning products and service information	NA
Assessment			PR5	Practices related to customer satisfaction, including results of surveys measuring customer satisfaction	39
HR10	Percentage and total number of operations that have been subject to human rights reviews and/or impact assessments.		Marketing Communications		
Remediation			PR7	Incidents of non-compliance concerning marketing communications	NA
HR11	Number of grievances related to human rights filed, addressed and resolved through formal grievance mechanisms.	None	Customer Privacy		
Employment			PR8	Complaints regarding breaches of customer privacy and losses of customer data	NA
LA1	Total workforce	53	Compliance		
LA2	Total number and rate of new employee hires and employee turnover	54	PR9	Noncompliance with laws and regulations concerning the provision and use of products and services	NA
Labor/Management Relations			Economic Performance		
LA4	Percentage of employees covered by collective bargaining agreements	54	EC1	Direct economic value generated and distributed	81
LA5	Minimum notice period(s) regarding operational changes	54	EC4	Significant financial assistance received from government	NA
Occupational Health and Safety			Market Presence		
LA6	Total workforce represented in formal joint management-worker health and safety committees	60	EC6	Policy, practices, and proportion of spending on locally-based suppliers	70
LA8	Education, training, counseling, prevention, and risk-control programs regarding serious diseases	59	Legend NA - Not Applicable		
Training and Education					
LA10	Average hours of training per year	55			
LA11	Programs for skills management and lifelong learning	55			
LA12	Regular performance and career development reviews	55			

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from customers around the globe

