

March 4, 2015

Akio Toyoda
President and CEO
Toyota Motor Corporation
1 Toyota-Cho, Toyota City
Aichi Prefecture 471-8571
Japan

Sardar Hussein Hassan
CEO
SAS Toyota Iraq
100 Meter Peshaq Qazi
Erbil, Iraq

Re: Toyota Vehicles and ISIL

Dear Messrs. Toyoda and Hassan:

I am writing on behalf of the Counter Extremism Project (“CEP”), a non-partisan, non-profit international policy organization formed in 2014 to confront the growing threat from extremist groups and extremist ideology. The purpose of this letter is to seek clarification about the sales of Toyota vehicles in and around territory in which the extremist terror organization ISIL operates.

For many months, the international community has been shocked by the spread of the brutal extremist group ISIL in Iraq and Syria. Images of ISIL’s territorial spread have been accompanied by repeated images of ISIL extremists driving seemingly new Toyota vehicles to further their advance and transport fighters intent on committing acts of brutality. Enclosed with this letter are two such images of a long ISIL motorcade of Toyota vehicles.¹

As you know, Toyota maintains an extensive dealer network in Iraq through SAS. ([SAS Website](#)) Toyota’s listed Syrian distributor, Al Saady Trading Co., Ltd, purports to operate from Tartus, Syria. ([Toyota Website: List of Overseas Distributors](#))

According to the SAS website, Toyota maintains dealerships in Mosul and Erbil, Iraq, among other locations. The seizure of vast territory in Iraq by ISIL, including Mosul, is an appalling development for individuals living peacefully in those areas. As a consequence, any Toyota dealer or representative in territory overrun by ISIL forces may be the willing or unwilling provider of Toyota vehicles and parts to ISIL. CEP is aware that the appropriation of

¹ See Appendix

many Toyota vehicles and parts has certainly been by force and/or threat, as has been the case in other instances including where ISIL seized American-supplied military equipment from Iraqi Army units.

Toyota has previously affirmed its opposition to terrorist activities, having stated, “Toyota supports the elimination across the globe of terrorist activities and those organizations that engage in or sponsor such activities. Toyota does not engage in or otherwise support any behavior that would seek to undermine the security and stability of the international community.” (Letter from Toyota to Ambassador Mark Wallace, January 9, 2015)

The ubiquity of Toyota vehicles as tools of ISIL extremism and terror demand your immediate attention. Please therefore clarify the process by which ISIL is acquiring new Toyota vehicles and parts to service used vehicles. Please also clarify what procedures have or are being adopted to ensure that new Toyota vehicles are not acquired by ISIL, particularly at its dealerships in Mosul, Erbil and in Syria.

I am confident that Toyota is in full agreement about our concerns and appreciates the need for prompt action to stem the flow of new Toyota vehicles to ISIL.

Please let us hear from you within ten (10) days of your receipt of this letter clarifying these issues.

Thank you for your attention to this matter.

Very truly yours,

A handwritten signature in dark ink, appearing to read "Mark Wallace", written in a cursive style.

Ambassador Mark D. Wallace

cc: The Honorable Richard Shelby
Chairman, United States Senate Committee on Banking, Housing & Urban Affairs

The Honorable Sherrod Brown
Ranking Member, United States Senate Committee on Banking, Housing & Urban Affairs

The Honorable Jeb Hensarling
Chairman, United States House Committee on Financial Services

The Honorable Maxine Waters
Ranking Member, United States House Committee on Financial Services

The Honorable Ted Poe
Chairman, United States House Subcommittee on Terrorism, Nonproliferation, and Trade

The Honorable William Keating
Ranking Member, United States House Subcommittee on Terrorism, Nonproliferation, and Trade

Adam J. Szubin
Director, Office of Foreign Assets Control, U.S. Department of the Treasury

Ambassador Kenichiro Sasae
Ambassador of Japan to the United States

Ambassador Caroline Bouvier Kennedy
U.S. Ambassador Extraordinary and Plenipotentiary to Japan

His Excellency Sumio Kusaka
Consul General of Japan in New York

His Excellency Motohide Yoshikawa
Ambassador Extraordinary and Plenipotentiary to the United Nations
Permanent Representative of Japan to the United Nations

His Excellency Kazuya Nashida
Japanese Ambassador to Iraq

Al Saady Trading Co., Ltd

APPENDIX



March 26, 2015

Akio Toyoda
President and CEO
Toyota Motor Corporation
1 Toyota-Cho, Toyota City
Aichi Prefecture 471-8571
Japan

Sardar Hussein Hassan
CEO
SAS Toyota Iraq
100 Meter Peshaqi Qazi
Erbil, Iraq

Re: Toyota Vehicles and ISIS

Dear Messrs. Toyoda and Hassan:

I am writing on behalf of the Counter Extremism Project (“CEP”) to seek further clarification about the sales of Toyota vehicles in and around territory in which the extremist terror organization Islamic State in Iraq and al-Sham (“ISIS” a.k.a. “ISIL” a.k.a. “IS” a.k.a. “Islamic State” a.k.a. “Daash”) operates.

As you know, CEP initially wrote to you on March 4, 2015 about the possible sale of Toyota vehicles in ISIS-controlled territory given the wide publication of images of ISIS motorcades comprised of seemingly new Toyota vehicles. CEP has yet to receive a response to our inquiries.

Nevertheless, CEP is compelled to seek additional clarifications in light of several additional reports concerning ISIS use of Toyota vehicles.

For example, a recent report on the Egyptian website *E3lam* explores the phenomenon of seemingly “thousands” of Toyota cars ending up in ISIS’s possession. The *E3lam* report suggests that certain Middle East Toyota dealers are selling the Land Cruiser and Hilux Toyota models to ISIS and/or its representatives, given the improbability that ISIS acquired so many vehicles by theft and force alone. (*E3lam*, “[Toyota and Daash...](#)” 2/21/15)

Another report in *Al-Araby* examines the apparent Toyota-ISIS connection and notes reports of “strange cases” pertaining to the apparent import of Toyota vehicles with certain specifications: namely four-passenger, medium-trailer, one-ton pickups. The report further notes that surging demand has caused prices for these vehicles to “have risen by 45% over the last six months,” thereby encouraging traders to “import large quantities of pickups to be delivered to the organization Daash.” One car-dealer interviewed in the report states that approximately 10,000

Toyota pickups have been sold in Iraq between early 2014 and early 2015, for the total sum of around \$200 million. Toyota pickup trucks have reportedly become so associated with ISIS that local merchants no longer drive them because they raise “suspicion and skepticism...” among the local populace. (*Al-Araby al-Jadeed*, “[Toyota Motor Daash in Iraq](#),” 2/9/15 [in Arabic])

Finally, a recent report in *Al-Bawaba* states that Toyota Land Cruisers are being provided to ISIS in Libya via Qatar. According to the report, “cars with four-wheel drive arrived from Qatar through Turkey in air shipments weeks ago and is worth mentioning given the presence of the organization [ISIS] in the cities of Derna, Benghazi and Sirte...” (*Al-Bawaba*, “[Qatar supplying Toyotas for “Daash” in Libya in 2015](#),” 2/18/15 [in Arabic])

Certainly, ISIS’s appropriation of many Toyota vehicles has been by force. However, the aforementioned reports appear to indicate that ISIS is also purchasing Toyota vehicles in large quantities from dealers in Iraq. This issue cannot be ignored. It remains vital for Toyota to clarify its procedures for preventing ISIS acquisition of new Toyota vehicles – particularly through its dealers or representatives in Iraq, Syria or elsewhere in the region, including in Qatar and Turkey.

In our letter of March 4, we stated that the “ubiquity of Toyota vehicles as tools of ISIL extremism and terror demand your immediate attention...” Please therefore immediately clarify whether reports about Toyota’s apparent continued shipment of vehicles to dealerships, representatives or traders in territories under ISIS control are accurate. Similarly, please also clarify whether reports about Toyota’s apparent shipment of vehicles to dealerships, representatives or traders in Qatar and/or Turkey for ultimate delivery to territories under ISIS control are accurate.

Furthermore, the reports in *Al-Bawaba* and *Al-Watan*, respectively, note that the vehicles acquired by ISIS in many cases are equipped with technology, including GPS systems and encrypted wireless devices that could enable Toyota and/or other authorities to effectively track the locations and shipping route of these vehicles. The report in *Al-Watan* states that it is possible for authorities to “easily reveal exporters, brokers and their identity” using such technology and calls on the Japanese government to track the export of Japanese vehicles to the Middle East and their subsequent sale to ISIS, since it “is inconceivable that the Japanese government does not know about the sources of financing, export and import of such a type of car...” (*Al-Watan*, “[Toyota Japan and Daash terrorism](#),” 2/15/15 [in Arabic])

CEP would appreciate your careful evaluation regarding the feasibility of tracking such shipments – possibly in conjunction with the Japanese government or other relevant authorities – in order to identify specific dealers and/or other entities that may be responsible for subsequent sales to ISIS and/or its representatives.

Please let us hear from you by April 2, 2015.

Thank you very much for your attention to this matter.

Very truly yours,



Ambassador Mark D. Wallace

Cc: The Honorable Bob Corker
Chairman, United States Senate Committee on Foreign Relations

The Honorable Bob Menendez
Ranking Member, United States Senate Committee on Foreign Relations

The Honorable Ed Royce
Chairman, United States House Committee on Foreign Affairs

The Honorable Eliot Engel
Ranking Member, United States House Committee on Foreign Affairs

The Honorable Jeb Hensarling
Chairman, United States House Committee on Financial Services

The Honorable Maxine Waters
Ranking Member, United States House Committee on Financial Services

The Honorable Ted Poe
Chairman, United States House Subcommittee on Terrorism, Nonproliferation, and Trade

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Ambassador Kenichiro Sasae
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Ambassador Caroline Bouvier Kennedy
U.S. Ambassador Extraordinary and Plenipotentiary to Japan

His Excellency Sumio Kusaka
Consul General of Japan in New York

His Excellency Motohide Yoshikawa
Ambassador Extraordinary and Plenipotentiary to the United Nations
Permanent Representative of Japan to the United Nations

His Excellency Kazuya Nashida
Japanese Ambassador to Iraq

Al Saady Trading Co., Ltd

Toyota Motor Sales, U.S.A., Inc.
19001 South Western Avenue
Torrance, CA 90501
800 331-4331
310 381-7756 Fax

March 30, 2015

Ambassador Mark Wallace
PO Box 3980
New York, NY 10185-3980

Dear Ambassador Wallace:

Thank you for your recent letter regarding your concerns about Toyota products being misappropriated.

First, I want to reassure you that Toyota has a strict policy not to sell vehicles to a potential purchaser if we have knowledge that it might be used for paramilitary or terrorist activities. In fact, Toyota stopped selling vehicles in Syria several years ago unless they are to be used for international humanitarian relief initiatives.

Toyota abides by the laws and regulations of each country or region where we operate. As with other automakers, it is impossible for Toyota to completely control indirect or illegal channels through which individuals could acquire vehicles. And, the origin of the vehicles seen in the news coverage you cite is unknown to us.

Thank you for sharing your concerns with me so that I can address, and hopefully allay them.

Sincerely,



Danica Sorenson
Executive Analyst
Toyota Motor Sales, USA, Inc.