

### TMHE CORPORATE FACT SHEET

Issue: October 2009

Issued by: [jeffrey.schenck@toyota-industries.eu](mailto:jeffrey.schenck@toyota-industries.eu)

#### TOYOTA INDUSTRIES CORPORATION (TICO)

- Founded by **Sakichi Toyoda** in 1926 to manufacture automatic looms
- **Key business areas:** Automobile, Materials Handling Equipment, Logistics, Textile Machinery
- **#46** in Fortune **World's Most Admired Companies** list (2009), #396 in Forbes Global 2000 (2009)
- **Net sales FY09\***: more than **€11 billion\*\*** (TICO); approximately **€4.5 billion\*\*** (materials handling division)
- **Employees** (including temp/contract) on 31 March 2009: **39,916** (total); **18,652** (materials handling segment)
- **Executives:** Tadashi Ishikawa (Chairman), Tetsuro Toyoda (President), Tatsuo Matsuura (Executive Vice President), Akira Imura (Executive Vice President)
- **Online at** [www.toyota-industries.com](http://www.toyota-industries.com)

#### TOYOTA MATERIAL HANDLING GROUP (TMHG)

- **Global leader in materials handling** with more than **193,000 units sold** in 2008 and about **21% global market share**
- Operational since 2006, with operations organized in **five regions:** Europe, Japan, North America, China, International
- **Executives:** Tatsuo Matsuura (Chairman), Kimpei Mitsuya (President)

#### TOYOTA MATERIAL HANDLING EUROPE (TMHE)

- Manages the Toyota and BT materials handling brands in Europe (operational since 2006)
- Full range of **Toyota counterbalanced forklifts** and towing tractors; **BT warehouse equipment**; and **services & solutions**
- Active in **more than 30 countries** across Europe. Direct sales organizations in most countries with independent distributors/ dealers in some markets for maximum coverage.
- About **8,000 employees** (owned network); more than **4,500 service engineers\*\*\***
- **Headquarters** in Sweden; **European office functions** in Ancenis (FR), Bologna (IT), Brussels (BE) & Mjölby/Linköping (SE)
- **FY09\*** sales: about **€1.7 billion** (net sales); unit sales of around **62,000 units**
- **Online at** [www.toyota-forklifts.eu](http://www.toyota-forklifts.eu) (corporate website), [www.toyota-forklifts.eu/en/company/network](http://www.toyota-forklifts.eu/en/company/network) (network) [www.toyota-forklifts-media.eu/pressportal](http://www.toyota-forklifts-media.eu/pressportal) (Press Centre)

#### European production centres:

- **Ancenis:** internal combustion (IC) and electric counterbalanced forklifts (including Toyota Tonero)
- **Bologna:** IC and electric counterbalanced forklifts (including Toyota Traigo 24, Toyota Traigo 48, Toyota Traigo HT)
- **Mjölby:** powered warehouse trucks (including BT Levio, BT Staxio, BT Reflex), hand pallet trucks and special design trucks
- Production centre certifications: **ISO 9001** and **ISO 14001** (all); **OHSAS 18001** (Ancenis, Bologna)

- **TMHE Management:** Håkan Dahllöf (President), Andrew Elliot (EVP Marketing), Håkan Schill (VP Supply), Hans van Leeuwen (VP Sales & Services), Claes Palm (VP Human Resources), Jonas Tornerefelt (VP Product Planning), Nick Duckworth (VP Logistics), Lars Hägerborg (CFO)
- **TMHE Board:** Christer Högberg (Chairman), Osamu Miura (Vice Chairman), Tatsuo Matsuura, Kimpei Mitsuya, Shinya Furukawa, Håkan Dahllöf

\*FY09 is fiscal year 2009 (1 April 2008 – 31 March 2009).

\*\*Euro figures provided for convenience only; calculated from Japanese Yen at rate of ¥143/ Euro

\*\*\* Including service engineers employed by independent distributors and dealers .

# TOYOTA

## TOYOTA MATERIAL HANDLING EUROPE

### TMHE COMPANY OVERVIEW

#### TOYOTA MATERIAL HANDLING EUROPE

<b>Full range offer: 'stronger together'</b>	Toyota Material Handling Europe (TMHE) began operations in 2006. With more than 100 years combined Toyota and BT experience, TMHE provides a full range of Toyota counterbalanced forklifts and BT warehouse equipment, services and solutions. TMHE had net sales of €1.7 billion in FY09.
<b>Close to customers across Europe</b>	The European regional organization of Toyota Material Handling Group, TMHE is active in more than 30 countries, with direct sales organizations in most countries, along with independent distributors and dealers in some markets to promote maximum coverage. A service-oriented company, TMHE is close to customers with more than 4,500 service technicians*** and about 8,000 employees.
<b>Award-winning products for Europe</b>	At its three European production centres, TMHE uses the Toyota Production System (TPS) to manufacture high-quality products designed for European customer needs. The plant in Ancenis (FR) produces internal combustion (IC) and electric counterbalanced forklifts including Toyota Tonero. The Bologna (IT) site produces IC and electric counterbalanced forklifts including Toyota Traigo 24, Toyota Traigo 48 and Toyota Traigo HT. The centre in Mjölby (SE) produces powered warehouse trucks (including BT Levio, BT Staxio and BT Reflex), hand pallet and special design trucks. Toyota Traigo 48 and BT Levio recently received the prestigious iF Product Design Award 2009 for design excellence.
<b>Services and solutions</b>	In addition to top-quality products, TMHE offers a wide range of services and added value solutions. These include flexible service contracts, short term rental, used trucks, and Toyota I_Site – a tailored fleet management system providing the information companies need to cut costs and optimize their fleets..
<b>Environmental commitment</b>	As part of the Toyota family, TMHE makes environmental responsibility a cornerstone of its business practices. Toyota is exploring a range of technologies including hybrid and fuel cells with the aim of reducing fuel consumption and emissions. Its products are designed to be up to 99%+ recyclable.
<b>TMHE Management</b>	TMHE Management includes Håkan Dahllöf (President); Andrew Elliot (EVP Marketing); Håkan Schill (VP Supply), Hans van Leeuwen (VP Sales & Services), Jonas Tornerefelt (VP Product Planning), Nick Duckworth (VP Logistics), Claes Palm (VP HR), Lars Hägerborg (CFO). The TMHE Board is Christer Högberg (Chairman), Osamu Miura (Vice Chairman), Tatsuo Matsuura, Kimpei Mitsuya, Shinya Furukawa, Håkan Dahllöf.

#### TOYOTA MATERIAL HANDLING GROUP

<b>No. 1 in materials handling</b>	Toyota Material Handling Group (TMHG) began operations in 2006 to integrate business activities of Toyota Material Handling Company (global leader in counterbalanced forklifts) and BT Industries Group (global leader in warehouse trucks). With worldwide sales of more than 193,000 units in 2008 and about 21% global market share, TMHG is the global leader in materials handling – a position held by Toyota since 2000. TMHG's global organization covers five regions: Europe, Japan, North America, China and International. Global synergies include joint development of products and key components and TPS deployment at 11 production centres worldwide (five counterbalanced forklift, six warehouse equipment).
------------------------------------	---

#### TOYOTA INDUSTRIES CORPORATION

<b>Admired business leader</b>	Toyota Industries Corporation (TICO) was founded by Sakichi Toyoda in 1926 to manufacture automatic looms. Its business activities include materials handling equipment, automobiles and related products, logistics and textile machinery. TICO net sales in the fiscal year ending 31 March 2009 were more than €11 billion** (materials handling approx. €4.5 billion**). TICO has more than 39,000 employees (more than 18,000 in materials handling). Part of the Toyota Group, TICO is 46th in the Fortune World's Most Admired Companies list (2009); and 396th in the Forbes Global 2000 (2009). TICO Executives include Tadashi Ishikawa (Chairman), Tetsuro Toyoda (President), Tatsuo Matsuura (Executive Vice President), Akira Imura (Executive Vice President)
--------------------------------	---

#### THE TOYOTA GROUP

<b>Leading global brand</b>	The Toyota Group of companies includes such industry leaders as Toyota Motor Corporation and Toyota Industries Corporation. One of the world's leading automobile manufacturers, Toyota Motor Corporation ranked 3rd in the 2009 Fortune World's Most Admired Companies list and 10th in the 2009 Fortune Global 500. Interbrand ranked TOYOTA 8th on its 2009 list of the Best Global Brands.
-----------------------------	--

\*FY09 is fiscal year 2009 (1 April 2008 – 31 March 2009).

\*\*Euro figures provided for convenience only; calculated from Japanese Yen at rate of ¥143/ Euro

\*\*\* Including service engineers employed by independent distributors and dealers .