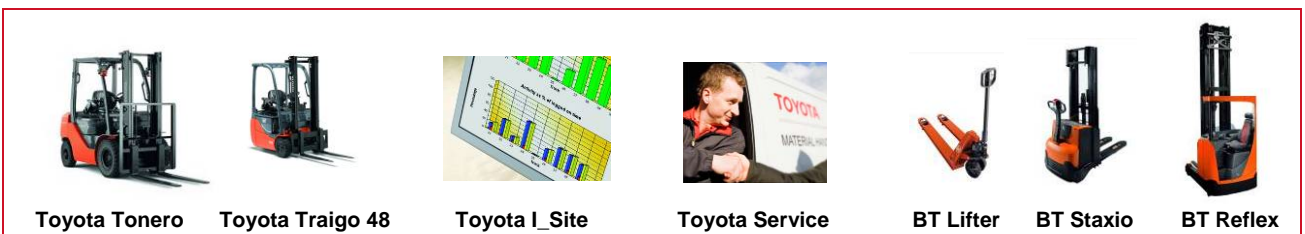


Company Factsheet

[Toyota Material Handling Europe \(TMHE\)](#) helps businesses of all sizes across Europe meet today's materials handling challenges. The organisation offers a full range of **Toyota counterbalanced forklifts** and **BT warehouse equipment**, along with related **services and solutions**. TMHE began operations in 2006, integrating the Toyota and BT materials handling business in Europe. TMHE is also responsible for manufacturing and distributing the Cesab forklift brand. In **Fiscal Year 2011**, TMHE recorded sales of over **48,000 units** and total net sales of more than **€1.4 billion**.¹

The Toyota Material Handling Offer

As a reliable business partner, TMHE offers a wide range of [high-quality products, services and solutions](#) designed to **maximise safety** and **productivity** while **driving down costs**. The Toyota counterbalanced range features the unique System of Active Stability ([Toyota SAS](#)) and includes **Toyota Toner** IC forklifts and **Toyota Traigo** electric forklifts. The BT warehouse equipment range includes **BT Levio** powered pallet trucks, **BT Staxio** stackers and **BT Reflex** reach trucks. New **BT Optio** order pickers and **BT Vector** very narrow aisle (VNA) models are being launched at CeMAT 2011. TMHE's **extensive service and solutions offer** includes **service contracts** and **genuine parts**; rental and **short term rental**; the **Toyota I_Site** fleet information system and **Approved Used** trucks.



Close to You

TMHE serves thousands of customers in [more than 30 countries](#) across Europe. Direct sales and marketing organisations in many markets provide **one-stop shopping for Toyota and BT products**, with independent distributors and dealers in some countries to provide for **maximum market coverage**. TMHE's **European Key Accounts** team provides **leading pan-European companies** with the right products and services across multiple countries and locations. Our **local service organisations** make sure each customer receives **prompt, personal service**.

Our team

Our European team includes about **7,550 employees** in our factories (2,250), European offices (300) and direct sales and service network (5,000). In addition, our business is supported by hundreds of employees at our independent distributors and dealers. TMHE is a service-based organisation with approximately **4,500 service engineers** making about **3.6 million customer visits** per year (*service data includes independent distributors and dealers*).

Leadership

The **TMHE Management Team** is Håkan Dahllöf (*President*), Andrew Elliot (*EVP Marketing and Strategic Planning*), Hans van Leeuwen (*EVP Market Operations*), Jonas Tornerefelt (*Senior VP Marketing and Strategic Planning*), Nick Duckworth (*Senior VP Market Operations*), Ambrogio Bollini (*Senior VP, CB Supply*), Anders Claesson (*Senior VP, WH Supply*), Lars Hägerborg (*Senior VP & CFO*), Claes Palm (*Senior VP Human Resources*), Keizo Hara (*Executive Co-ordinator, TMHE Supply*), **TMHE Board of Directors** is Christer Högberg (*Chairman*), Hirooki Fujiwara (*Vice Chairman*) Kazue Sasaki, Takaki Ogawa, Toshifumi Onishi, and Håkan Dahllöf.

Key Locations in Europe

TMHE has **3 European production centres**. Factories in **France (Ancenis)** and **Italy (Bologna)** manufacture counterbalanced forklifts while the production centre in **Sweden (Mjölby)** produces powered warehouse trucks, hand pallet trucks and special design trucks. All TMHE factories are **ISO 9001** and **ISO 14001 certified** and the Ancenis and Bologna factories are **OHSAS 18001 certified**, with OHSAS 18001 certification currently underway in Mjölby. The **TMHE headquarters** is located in **Mjölby, Sweden**. A European office is also located in **Brussels**.

Environment, Health and Safety

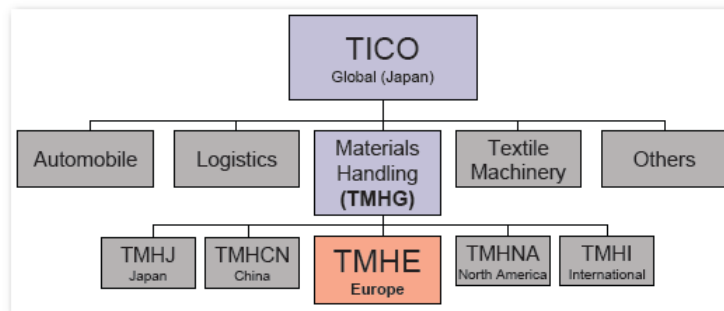
As a **responsible industry leader**, TMHE engages in a wide range of activities to **limit environmental impact** – from product development and manufacturing to operation and recycling at end of life. Underlining its commitment to safe,

TOYOTA MATERIAL HANDLING EUROPE

productive workplaces, TMHE is an [official European Partner](#) in the [Healthy Workplaces Campaign on Safe Maintenance 2010-2011](#), sponsored by the European Agency for Safety and Health at Work ([EU-OSHA](#)).

Toyota Industries Corporation

[Toyota Industries Corporation](#) (TICO) is **TMHE's parent company**. The company was founded by **Sakichi Toyoda** in 1926 to manufacture automatic looms. It began automotive activities in 1933 and sold its first forklifts in 1956. Today TICO has **5 key business divisions**: Automobile, Materials Handling Equipment, Logistics, Textile Machinery and Others. TMHE is the European division of the Toyota Material Handling Group within TICO. At the end of March 2011, TICO had **40,825 employees**, including **17,974** in its materials handling division.



Financial Highlights

In FY2011¹ TICO posted **total net sales** of about **€13 billion**². During the same period, TICO's materials handling division had net sales of about **€4.3 billion**² based on sales of **over 153,000 units**.

Leadership

TICO leadership include Akira Imura (*Chairman*), Tetsuro Toyoda (*President*), and Kazunori Yoshida, Yasuharu Toyoda, Kimpei Mitsuya and Tetsuo Agata (*Executive Vice Presidents*).

Global No. 1

TICO is the **global leader in materials handling** according to rankings by DHF, Logistik Journal and Modern Materials Handling. The company has been ranked **No.1 since 2001**. TICO is **#798 in the Forbes Global 2000** list for 2010.

Toyota Material Handling Group

In 2000, TICO purchased BT Industries and subsequently consolidated global materials handling activities within the **Toyota Material Handling Group (TMHG)**. TMHG operations are organised in **five regions**: Europe, Japan, North America, China and International. **TMHG leadership** includes Kimpei Mitsuya (*Chairman*), Kazue Sasaki (*President & CEO*), Chiaki Yamaguchi (*CFO*), Takaki Ogawa (*CTO*), Toshifumi Onishi (*CMSO*), Kohei Nozaki (*CQO*) and Suguru Nakano (*CSO and CPO*), together with the regional presidents. TMHE manages TMHG / TICO materials handling operations in Europe.

The Toyota Group

The Toyota Group of companies includes global leaders [Toyota Motor Corporation](#), [Toyota Industries Corporation](#), and [Denso](#). [Toyota Motor Corporation](#) ranked 5th in the [2010 Fortune Global 500](#). Interbrand ranked the TOYOTA brand 11th on its [2010 list of the Best Global Brands](#).

For questions or comments, please **contact Akiko Elmwall** at +46 (0)142 8 6259 or akiko.elmwall@toyota-industries.eu. This factsheet was **last updated 2 September 2011**.

1. Fiscal Year 2011 (FY2011) is the period from 1 April 2010 – 31 March 2011.

2. Euro figures are provided for convenience only and are calculated from Japanese Yen at rate of **¥113.12 / €1.00**.