

TMHE CORPORATE FACTSHEET

TOYOTA INDUSTRIES CORPORATION (TICO)

- Founded by **Sakichi Toyoda** in 1926 to manufacture automatic looms
- **Key business areas:** Automobile, Materials Handling Equipment, Logistics, Textile Machinery
- Listed in **Fortune World's Most Admired Companies** (#46 in 2009), **Fortune Global 500** (#479 in 2008)
- More than **39,000 employees** worldwide (including temp/contract workers); more than **18,000 in materials handling segment**
- **Net sales FY09***: more than €11 billion** (TICO); approximately €4.5 billion** (materials handling division)
- **TICO Management:** Tadashi Ishikawa (**Chairman**), Tetsuro Toyoda (**President**)
- **Website address:** www.toyota-industries.com

TOYOTA MATERIAL HANDLING GROUP (TMHG)

- **Began operations** in 2006 to integrate activities of Toyota Material Handling Company and BT Industries Group
- **Global leader in materials handling** with more than **193,000 units sold** in 2008 and about **21% global market share**
- **Worldwide operations covering five regions:** Europe, Japan, North America, China and International

TOYOTA MATERIAL HANDLING EUROPE (TMHE)

- **Began operations** in 2006 to integrate European materials handling business of Toyota and BT
- Full range of **Toyota counterbalanced forklifts** and towing tractors, **BT warehouse equipment**, and **services and solutions**
- About **8,000 employees** and a network of independent distributors and dealers
- Active in **more than 30 countries** with more than **4,500 service engineers*****
- **Headquarters** in Sweden; **European office functions** in Ancenis (France), Bologna (Italy), Brussels (Belgium) and Mjölby / Linköping (Sweden)
- **FY09 sales:** about **€1.7 billion (net sales)**; factory deliveries of more than **70,000 units** in calendar year 2008
- **Website address:** www.toyota-forklifts.eu

European production centres:

- **Ancenis:** internal combustion (IC) and electric counterbalanced forklifts (including **Toyota Toner**)
- **Bologna:** IC and electric counterbalanced forklifts (including **Toyota Traigo 24** and **Toyota Traigo 48**)
- **Mjölby:** powered warehouse trucks (including **BT Levio**, **BT Staxio**, **BT Reflex**), special design and hand pallet trucks

TMHE Management:

- Christer Högberg (**Chairman**), Osamu Miura (**Vice Chairman**), Håkan Dahllöf (**President**)
- **Vice Presidents:** 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), Dick Löwendahl (Acting CFO)
- **TMHE Board:** Christer Högberg (Chairman), Osamu Miura (Vice Chairman), Håkan Dahllöf, Tatsuo Matsuura, Yasuharu Toyoda, Shinya Furukawa

TMHE COMPANY OVERVIEW

TOYOTA MATERIAL HANDLING EUROPE

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.

Full range offer: 'stronger together'

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**.

Close to customers across Europe

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 (France) produces internal combustion (IC) and electric counterbalanced forklifts including **Toyota Toner**. The Bologna (Italy) site produces IC and electric counterbalanced forklifts including **Toyota Traigo 24** and **Toyota Traigo 48**. The centre in Mjölby (Sweden) produces powered warehouse trucks (including **BT Levio**, **BT Staxio** and **BT Reflex**), hand pallet and special design trucks. The all-new **Toyota Traigo 48** and **BT Levio** recently received the prestigious iF Product Design Award 2009 for design excellence.

Award-winning products for Europe

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.

Services and solutions

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**.

Environmental commitment

TMHE Management includes Christer Högberg (Chairman); Osamu Miura (Vice Chairman); 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) and Dick Löwendahl (Acting CFO). The **TMHE Board** is Christer Högberg (Chairman), Osamu Miura (Vice Chairman), Håkan Dahllöf, Tatsuo Matsuura, Yasuharu Toyoda and Shinya Furukawa.

TMHE Management

TOYOTA MATERIAL HANDLING GROUP

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). TMHG President **Tatsuo Matsuura** is also Executive Vice President of **Toyota Industries Corporation**.

No. 1 in materials handling

TOYOTA INDUSTRIES CORPORATION

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); 479th in the **Fortune Global 500** (2008) and 396th in the **Forbes Global 2000**. **TICO Management** includes **Tadashi Ishikawa (Chairman)** and **Tetsuro Toyoda (President)**.

Admired business leader

THE TOYOTA GROUP

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 5th in the 2008 **Fortune Global 500**. Interbrand ranked **TOYOTA** 6th on its 2008 list of the **Best Global Brands**.

Leading global brand