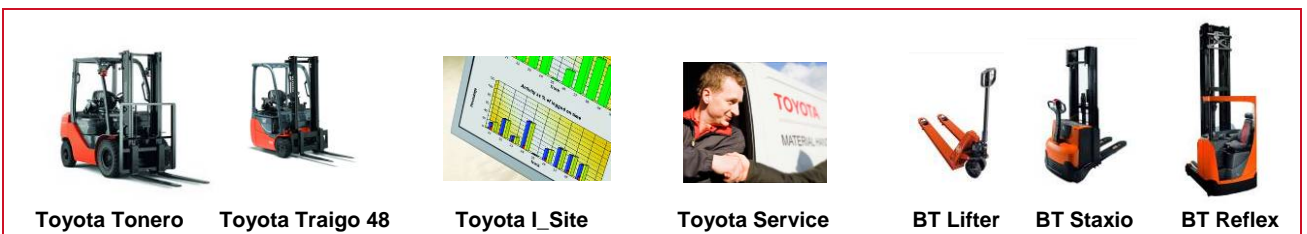


### Company Factsheet

[Toyota Material Handling Europe \(TMHE\)](#) helps businesses of all sizes across Europe meet today's materials handling challenges. We offer 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 2010, TMHE recorded sales of about **39,000 units** and total net sales of nearly **€1.3 billion**.<sup>1</sup>

### 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. The Toyota Traigo 48 and BT Levio both received the **iF Product Design Award 2009** for excellence in design. TMHE's **extensive service and solutions offer** includes **service and maintenance**, Toyota and BT **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**.

### Employees

Our European team includes about **7,500 employees** in our national sales and service organisations and TMHE's factories and European offices. TMHE is a service-based organisation with approximately **4,000 service engineers** making about **3.5 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*), Hans van Leeuwen (*VP Sales & Services*), Håkan Schill (*VP Supply*), Lars Hägerborg (*CFO*), Claes Palm (*VP Human Resources*), Jonas Tornerefelt (*VP Product Planning*), Nick Duckworth (*VP Logistics*), Suguru Nakano (*TMHE Officer*) and Daniel Ellison (*Director Business Planning*). The **TMHE Board of Directors** is Christer Högberg (*Chairman*), Kimpei Mitsuya, Takaki Ogawa, Suguru Nakano, Susumu Toyoda and Håkan Dahllöf.

### Key Locations in Europe

TMHE has **3 European production centres**. Our factories in **Ancenis (France)** and **Bologna (Italy)** manufacture counterbalanced forklifts. Our production centre in **Mjölby (Sweden)** 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, 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](#)).

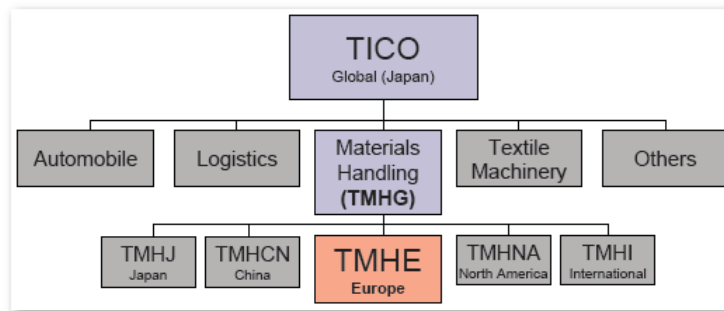
## TOYOTA MATERIAL HANDLING EUROPE

### 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, Logistics, 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 2010, TICO had **38,903 employees** including **16,583** working in its materials handling division.



### Financial Highlights

In FY2010<sup>1</sup> TICO posted **total net sales** of more than **€10.5 billion**<sup>2</sup>. During the same period, TICO's materials handling division had net sales of approximately **€3.3 billion**<sup>2</sup> based on unit sales of **111,000 units**.

### Leadership

**TICO leadership** include Tadashi Ishikawa (*Chairman*), Akira Imura (*Vice Chairman*), Tetsuro Toyoda (*President*), and Kazunori Yoshida, Yasuharu Toyoda and Kimpei Mitsuya (*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 (*President & CEO*), Yasuharu Toyoda (*CFO*), Takaki Ogawa (*Chief Technology Officer*) and Susumu Toyoda (*Chief Supply Officer*), 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 7<sup>th</sup> in the [2010 Fortune World's Most Admired Companies](#) list and 5<sup>th</sup> in the [2010 Fortune Global 500](#). Interbrand ranked the TOYOTA brand 8<sup>th</sup> on its [2009 list of the Best Global Brands](#).

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For questions or comments about this factsheet, please [contact Jeffrey Schenck](#) at Toyota Material Handling Europe. This factsheet was **last updated 3 September 2010**.

1. Fiscal Year 2010 (FY2010) is the period from 1 April 2009 – 31 March 2010.

2. Euro figures are provided for convenience only and are calculated from Japanese Yen at rate of ¥131/ Euro.