

COMPANY FACTSHEET

Toyota Material Handling Europe (TMHE) helps businesses of all sizes across Europe to meet today's material 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 material handling business in Europe. TMHE is also responsible for manufacturing and distributing the Cesab forklift brand. In Fiscal Year 2016, TMHE recorded sales of 85,000 units and total net sales of 2.0 billion.



Toyota Production System



Toyota Service Concept



BT Levio P-Series

The Toyota Material Handling Offer

As a reliable business partner, TMHE offers a wide range of high-quality products and services and solutions designed to maximise safety and productivity while driving down costs. The Toyota counterbalanced range features the unique System of Active Stability (SAS) and covers a wide range of IC and electric forklifts including the Toyota Toner IC trucks and Toyota Traigo electric trucks.

The BT warehouse equipment range is made of the BT Lifter hand pallet trucks, BT Levio powered pallet trucks, BT Staxio stackers, BT Reflex reach trucks, BT Optio order pickers and BT Vector very narrow aisle (VNA). TMHE also offers a wide range of towing tractors including the BT Movit and Toyota Tracto. TMHE's extensive services and solutions offer includes service contracts and genuine parts, rental solutions, the I_Site Fleet Management Solution 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 9,500 employees in our factories, European offices and direct sales and service network. In addition, our business is supported by hundreds of employees at our independent distributors and dealers. TMHE is a service-based organisation with over 4,500 service engineers.

Leadership

The TMHE Management Team is: Norio Wakabayashi (Chairman), Matthias Fischer (President and CEO), Lars Hägerborg (SVP Region NEE and CFO), Peter Damberg (SVP HR, Sustainable Development & Corporate Communications), Ambrogio Bollini (SVP Supply), Hans van Leeuwen (EVP Logistics Solutions), Nick Duckworth (SVP Region CE and WE), Sam Coles (SVP SE and Marketing & Sales), Stefan Gradenwitz (Senior Vice President Rental and Used), Per Fyrenius (Director President's Office). TMHE Board of Directors is Norio Wakabayashi, Matthias Fischer, Takuo Sasaki and Toru Inagawa.



TMHE range of counterbalanced trucks, warehouse equipment and tow tractors.

Key Locations in Europe

TMHE has 3 European production centres. The 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, ISO 14001, and OHSAS 18001 certified. 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 operations and reusing at end of life.

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 4 key business divisions: Automobile, Materials Handling Equipment, Textile Machinery and Others. At the end of March 2016, TICO had 51,500 employees, including 30,000 in its materials handling division.

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 Kazue Sasaki (President & CEO), Takuo Sasaki (CFO), Toshifumi Onishi (EVP & CMSO), Keiichi Fukunaga (EVP & CSO/CQO), Toru Inagawa (CPO/CIO) and Hisashi Ichijo (CTO) together with the regional presidents. TMHE is the European regional headquarters of the Toyota Material Handling Group within TICO.

Financial Highlights

In FY2016¹ TICO posted total net sales of about €16.8 billion². During the same period, TICO's material handling division had net sales of about €7.5 billion² based on sales of approximate 239,000 units.

Leadership

TICO leadership include Tetsuro Toyoda (Chairman), Akira Onishi (President) and Kazue Sasaki, Shinya Furukawa and Masaharu Suzuki (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.

The Toyota Group

The Toyota Group of companies includes global leaders Toyota Motor Corporation, Toyota Industries Corporation, and Denso. Toyota Motor Corporation ranked 10th in the 2012 Fortune Global 500. Toyota has been named the most valuable automotive brand in the BrandZ™ Top 100 Most Valuable Global Brands 2015.



Toyota Industries Corporation (TICO) organization chart.

¹ Fiscal Year 2016 (FY2016) is the period from 1 April 2015 - 31 March 2016.

² Euro figures are provided for convenience only and are calculated from Japanese Yen at rate of ¥133 / €1.00.