



IEEE- EMC

Toyota Material Handling

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**RIGHT TRUCK, RIGHT TASK
ON TIME, EVERY TIME**



7 FOCUS AREAS



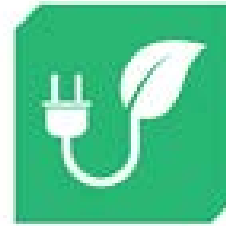
Future Concepts

Research the future of logistics solutions



Automation

Leading automated logistics solutions



Sustainability

Increase safety, minimise energy use and emissions



Internet of Things

Trucks and services connected to I_Site



Collaboration

Develop logistics solutions in collaboration with customers



Basic Offer

Forklifts with quality and cost efficient



Trucks Components

Strong product range of manual and powered trucks

Toyota Industries Corporation

- Total turnover **€1 8.9 Billion**
- **4** business sectors



Automotive **50%**



Materials Handling **45%**



Textile machinery **3%**



Others **2%**

Toyota Material Handling Group



Toyota Material
Handling North
America

Toyota Material
Handling Europe

Toyota Material
Handling China

Toyota Material
Handling
International

Toyota Material
Handling Japan

TMHE Product Range



Who we are

Our presence
In Europe

102,000
factory shipment in FY17

€2.2 billion
total net sales in FY17

330,000
trucks on service agreement

10,300
employees across Europe

3.5 million
service assignments per year

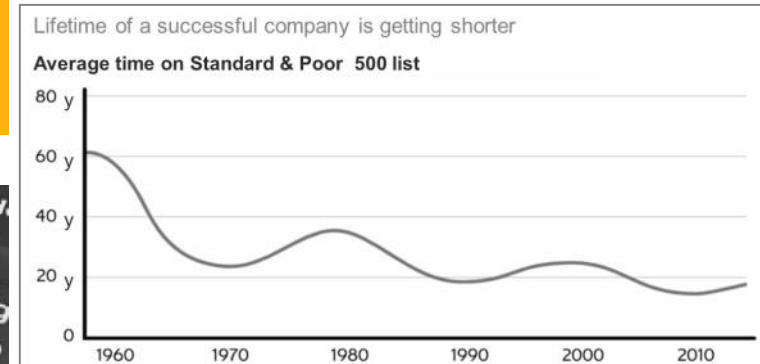
4,900
trained service technicians

Active in over **30** countries in Europe

- Factory
- Headquarters



Our Reality



Adapt & Change

What is the material handling challenge?

...much more than products

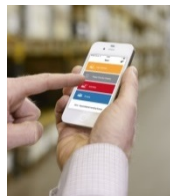


Overall target for warehouse customer.

- Safety
- Increased Productivity
- Flexibility
- Uptime
- Reduced cost

TODAY

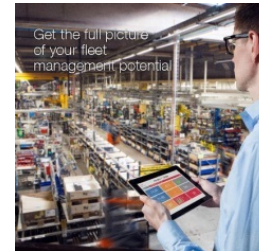
Products



I_Site



Fleet management



- Integrated solutions
- Full e-commerce

- Fully connected solutions
- IoT for material handling
- V2V communication



- AI
- Advanced real time analysis with big data
- Energy optimization

TOMORROW

Summary

1. Transformation - e-commerce – logistics flows
2. Data Learnings & knowledge about usage
 - Optimization Efficiency, Energy..etc
 - Smart design
3. Total cost of ownership focus
 - Business models
 - Rental & Use - circularity
4. Energy efficiency
 - Less weighting



