IEEE– EMC
Toyota Material Handling

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RIGHT TRUCK, RIGHT TASK
ON TIME, EVERY TIME
R&D focus areas

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 €18.9 Billion
• 4 business sectors

Automotive 50%
Materials Handling 45%
Textile machinery 3%
Others 2%
Who we are

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

Counterbalance trucks

Warehouse trucks

Hand pallet trucks
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
Our Reality

Adapt & Change

Life time of a successful company is getting shorter

Average time on Standard & Poor 500 list
What is the material handling challenge?

…much more than products

Overall target for warehouse customer:

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

TODAY

Products

Established technology

Fleet management

TOMORROW

- Integrated solutions
- Full e-commerce

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

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