

## **BT INDUSTRIES, January - September 2004**

### **Stronger market and stronger position for the BT Group**

Amounts in SEK m.	January - Sept	
	2004	2003
Orders received	<b>9.997</b>	8.761
Net sales	<b>9.127</b>	8.552
Income after net financial items	<b>562</b>	502
Net income	<b>351</b>	299

#### **Market development**

The world market for industrial trucks has continued to grow, with the latest global market volumes at a higher level than ever before. The most dramatic increase in demand has been in North America, although most other markets are also characterised by growth and a general upswing.

#### **Orders and sales**

Orders received by the Group increased by 14% and amounted to SEK 9.997 m (8.761) after the first nine months of the year. This positive development is due partly to an improving market and partly to BT's stronger market position. Converted into comparable exchange rates, orders received have risen by around 18% compared to the same period last year.

"There are two main reasons behind this impressive upswing: a strong market and the fact that BT is taking market shares. We have been successful with our product launches both last year and in 2004," says CEO Per Zaunders.

## **Income**

The Group's pre-tax income increased by 12%, totalling SEK 562 m (502).

The gross margins on sales of machinery and services have decreased slightly compared to the same period last year.

"The market is characterised by intense price competition, which puts pressure on BT's margins. Rising raw material prices, primarily on steel, have also started to have an adverse impact on the gross margin. We expect to be able to compensate for this in the future through price increases," CEO Per Zaunders concludes.

## ***Handling Innovation***

*BT Industries is part of Toyota Industries Corporation.*

*BT Industries is the world's leading supplier of warehouse trucks and related services.*

*We are 8,000 employees and have a turnover of approximately SEK 13 billion. Production is handled at seven plants in four countries and our sales network covers the entire world. Our customers are mainly large, consumer-oriented companies with very high demands on efficient material handling.*

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*For further information, please contact CEO **Per Zaunders** (+46 142 860 32), CFO **Håkan Dahlöf** (+46 142 863 38) or Corporate Information Manager **Anders Stålhammar** (+46 142 861 21).*

*The complete Interim report and other press material are available on BT Industries' home page, **[www.bt-industries.com](http://www.bt-industries.com)**.*