

# 1. Introduction

We would like to express my heartfelt gratitude to you, our suppliers, for your consistent and extensive cooperation in the production, purchasing, and other Toyota Industries' business activities.

Developments such as advancing globalization and technical innovation are increasing the impact that enterprises have on society. Accordingly, the social responsibilities to be fulfilled by enterprises are also changing and expanding, and we have entered an era in which failure to address these may endanger the very existence of the enterprise. Further, the effects of global warming are manifesting themselves in the form of frequent occurrence of abnormal weather, and social concern for the future of the global environment and humanity is growing increasingly high.

With this in mind, to contribute to sustainable development for society and the Earth, Toyota Industries acknowledges that environmental preservation is one of the top priorities for corporate management, and have incorporated into our corporate basic philosophy these words, upon which we are advancing our business activities: "Toyota Industries believes that economic growth and conservation of the natural environment are compatible. It strives to offer products and services that are clean, safe, and of high quality." We have also established our Global Environmental Commitment and are strengthening and pressing ahead with environmental efforts by the Group as a whole, which includes our domestic and international subsidiaries.

Nonetheless, sustainable development for society and the Earth cannot be accomplished by one enterprise acting alone. It is essential for us to obtain the cooperation of our suppliers and work in unison. We would like to understand the stance of Toyota Industries and practice management that "respects people" and "complies with the letter and spirit of the law, in Japan and abroad". We hope to make steady progress as we strive toward our target together with you.

These Environmentally Preferable Purchasing Guidelines (Translation of Japanese Fourth Edition) accommodate the rising levels of required compliance with legislation around the world. Also, in these guidelines, we are asking for cooperation from our suppliers in more industries than in the past to further enhance our environmental performance based on the Fourth Environmental Action Plan that was issued in October 2005—the Plan contains our initiatives for sustainable management to be implemented in the five-year period from FY2007 through FY2011(ending March 31).

It is our hope that you will acknowledge the social expectations placed on their types of business, industry, and articles handled, and implement activities to further enhance their record of performance while fulfilling their corporate responsibilities.

We would like to ask for your continued support so we can strive for even further environmental measures based on our friendly partnerships. To this end, We ask you to familiarize yourselves with these guidelines and implement them in your daily efforts.

Shigetaka Yoshida  
Senior Managing Director  
Purchasing Department