

Interim report  
as of September 30, 2006



Market continues to grow

Incoming orders post significant  
increase

Operating income improves

 **JUNGHEINRICH**

**Earnings before interest and taxes (EBIT) in million €**

1 <sup>st</sup> –3 <sup>rd</sup> quarter 2005	72.0
1 <sup>st</sup> –3 <sup>rd</sup> quarter 2006 <sup>2</sup>	79.8
3 <sup>rd</sup> quarter 2006	29.4
2 <sup>nd</sup> quarter 2006 <sup>2</sup>	27.2
1 <sup>st</sup> quarter 2006	23.2

**Net income in million €**

1 <sup>st</sup> –3 <sup>rd</sup> quarter 2005	40.8
1 <sup>st</sup> –3 <sup>rd</sup> quarter 2006 <sup>2</sup>	49.4
3 <sup>rd</sup> quarter 2006	16.3
2 <sup>nd</sup> quarter 2006 <sup>2</sup>	20.0
1 <sup>st</sup> quarter 2006	13.1

**Earnings per share in €**

1 <sup>st</sup> –3 <sup>rd</sup> quarter 2005	1.21
1 <sup>st</sup> –3 <sup>rd</sup> quarter 2006 <sup>2</sup>	1.45
3 <sup>rd</sup> quarter 2006	0.48
2 <sup>nd</sup> quarter 2006 <sup>2</sup>	0.59
1 <sup>st</sup> quarter 2006	0.38

**At a glance**

		3 <sup>rd</sup> quarter 2006	3 <sup>rd</sup> quarter 2005	Change in %	1 <sup>st</sup> –3 <sup>rd</sup> quarter 2006	1 <sup>st</sup> –3 <sup>rd</sup> quarter 2005	Change in %	Year 2005
<b>Jungheinrich Group</b>								
<b>Incoming orders</b>	million €	474	392	20.9	1,399	1,229	13.8	1,653
<b>Net sales</b>								
Germany	million €	114	110	3.6	333	329	1.2	453
Abroad	million €	335	292	14.7	916	858	6.8	1,192
<b>Total</b>	million €	449	402	11.7	1,249	1,187	5.2	1,645
Foreign ratio	%	75	73	–	73	72	–	72
<b>Orders on hand (9/30)</b>	million €				313	212	47.6	169
<b>Capital expenditures<sup>1</sup></b>	million €	10	9	11.1	33	24	37.5	42
<b>Earnings before interest and taxes (EBIT)</b>	million €	29.4	27.4	7.3	79.8 <sup>2</sup>	72.0	10.8	106.9
<b>EBIT return on sales (ROS)</b>	%	6.5	6.8	–	6.4	6.1	–	6.5
<b>Earnings before taxes (EBT)</b>	million €	29.3	27.5	6.5	80.0 <sup>2</sup>	72.3	10.7	106.8
<b>Net income</b>	million €	16.3	15.1	7.9	49.4 <sup>2</sup>	40.8	21.1	62.1
<b>Earnings per share</b>	million €	0.48	0.45	6.7	1.45 <sup>2</sup>	1.21	19.8	1.84
<b>Employees (9/30)</b>								
Germany					4,555	4,462	2.1	4,458
Abroad					4,652	4,504	3.3	4,540
<b>Total</b>					9,207	8,966	2.7	8,998

<sup>1</sup> Not including trucks for short-term hire and lease, capitalized development costs and financial assets.

<sup>2</sup> Including income from the amendment to the UK pension plans.

**Worldwide market volume for material handling equipment<sup>1</sup>**  
 in thousand units

	Warehousing equipment	Counterbalanced trucks	
1/1–9/30/2005	217.8	336.5	554.3
1/1–9/30/2006	245.2	387.0	632.2

<sup>1</sup> According to WITS (World Industrial Truck Statistics).

**Market volume for material handling equipment in Europe<sup>1,2</sup>**  
 in thousand units

	Warehousing equipment	Counterbalanced trucks	
1/1–9/30/2005	123.3	102.0	225.3
1/1–9/30/2006	139.9	119.2	259.1

<sup>1</sup> According to WITS (World Industrial Truck Statistics).

<sup>2</sup> Including Turkey.

**Dear Shareholders,**

The Jungheinrich Group brought the third quarter of 2006 to a successful conclusion. The company continued to benefit from the world's stable economic environment, which had a positive effect on the market for material handling equipment. Incoming orders for the third quarter of 2006 advanced considerably year on year as well. Our decision to spend more time on reengineering production processes at the plant in Norderstedt to ensure smooth manufacturing is showing its effects. In the third quarter, the number of trucks produced throughout the Group was 20 per cent up on the year-earlier period. In line with this, net sales and income displayed positive developments. The Jungheinrich Group's operating income improved over the level achieved in the second quarter of 2006.

**Market trend**

Global demand for material handling equipment remained robust, causing the world market to rise by 14 per cent to 632.2 thousand forklift trucks after the first nine months (prior year: 554.3 thousand units). Asia and Europe again contributed double-digit increases to this growth. Demand for material handling equipment in Europe in the first three quarters amounted to 259.1 thousand forklift trucks (prior year: 225.3 thousand units), representing a rise of 15 per cent. Dynamic growth experienced in Eastern Europe, which strongly benefited from developments in Russia, recorded a gain of 47 per cent, again clearly outstripping the momentum displayed in Western Europe (10 per cent). In the third quarter of 2006, the European market as a whole expanded by 21 per cent to 84.7 thousand forklift trucks (prior year: 70.2 thousand units). The strongest stimuli outside Europe came from Asia, posting a growth rate of 18 per cent over the course of the year. Once again, China proved to be Asia's growth driver, recording a rise of 35 per cent. The North American market achieved an increase of 9 per cent. Warehousing equipment and counterbalanced trucks contributed some 13 per cent and 15 per cent to the global market's expansion, respectively. The Jungheinrich Group partook of this dynamic market growth and succeeded in strengthening its position in the material handling equipment sector despite the relentlessly fierce competition.

**Adoption of IFRS**

Jungheinrich AG prepared its consolidated financial statements for fiscal 2005 according to International Financial Reporting Standards (IFRS) for the first time. Interim reporting for January 1, 2006, onwards was adjusted correspondingly. Quarterly figures for the previous year have been adjusted accordingly.

**Incoming orders**

In the third quarter of 2006, incoming orders in the new truck business were especially high and significantly exceeded the volume achieved in the year-earlier period in terms of units. This is partially due to the marked rise recorded in September 2006. It is a consequence of the advance effect of our product price increases implemented from October 1, onwards. In sum, the value of incoming orders, which comprises all divisions, climbed by 21 per cent to €474 million in the third quarter of 2006 (prior year: €392 million). By the end of the first nine months, incoming orders amounted to €1,399 million (prior year: €1,229 million). This corresponds to an advance of 14 per cent.

### Incoming orders

in million €

1/1–9/30/2005	1,229
1/1–9/30/2006	1,399

### Net sales

in million €

	Abroad	Germany	
1/1–9/30/2005	858	329	1,187
1/1–9/30/2006	916	333	1,249

### Orders on hand

Orders on hand from new truck business continued to rise owing to the high volume of incoming orders towards the close of the third quarter, totalling €313 million as of September 30, 2006. This represents an increase of €101 million compared with the €212 achieved a year earlier. Since the beginning of the year, the value of orders on hand has risen by €144 million, or 85 per cent. As a result, the reach of orders on hand extended to just under four months. In light of the increase in production volume, this high level is expected to decrease in the months ahead.

### Net sales

In the third quarter of 2006, net sales generated by the Jungheinrich Group rose by some 12 per cent to €449 million (prior year: €402 million). All the divisions contributed to the uptick in net sales. Posting more than 16 per cent growth, new truck business delivered the largest contribution. Cumulatively, as of September 30, 2006, consolidated net sales were up 5 per cent to €1,249 million (prior year: €1,187 million), following a mere 2 per cent at mid-year. Both new truck business as well as the short-term hire and used equipment business made the largest contributions after nine months, each adding 6 per cent. After-sales service recorded an improvement of about 4 per cent. As in the first six months, the cumulative foreign share of consolidated net sales was 73 per cent (prior year: 72 per cent). The high level of orders on hand harbours significant potential for lifting net sales in the fourth quarter of 2006.

Consolidated statement of income	2006	2005	2006	2005
	7/1–9/30 in million €	7/1–9/30 in million €	1/1–9/30 in million €	1/1–9/30 in million €
<b>Net sales</b>	<b>448.9</b>	<b>402.0</b>	<b>1,249.0</b>	<b>1,186.8</b>
Cost of sales <sup>1</sup>	319.6	278.7	880.2 <sup>2</sup>	833.9
<b>Gross profit on sales</b>	<b>129.3</b>	<b>123.3</b>	<b>368.8</b>	<b>352.9</b>
Selling expenses <sup>1</sup>	80.9	76.3	241.5 <sup>2</sup>	231.5
Research and development costs	9.6	10.3	30.2	28.2
General administrative expenses	8.4	7.7	19.9	20.3
Other operating result	– 1.0	– 1.6	2.6	– 0.9
<b>Earnings before interest and taxes (EBIT)</b>	<b>29.4</b>	<b>27.4</b>	<b>79.8</b>	<b>72.0</b>
Financial income	– 0.1	0.1	0.2	0.3
<b>Earnings before taxes (EBT)</b>	<b>29.3</b>	<b>27.5</b>	<b>80.0</b>	<b>72.3</b>
Income taxes	13.0	12.4	30.6	31.5
<b>Net income</b>	<b>16.3</b>	<b>15.1</b>	<b>49.4</b>	<b>40.8</b>
<b>Earnings per share in €</b>	<b>0.48</b>	<b>0.45</b>	<b>1.45</b>	<b>1.21</b>

<sup>1</sup> Since the beginning of the reporting year, costs for after-sales office workers have been stated under selling expenses. Amounts stated under the cost of sales in the prior year have been reclassified accordingly.

<sup>2</sup> The entire €7.7 million in income from the amendment to the UK pension plans has been stated under the cost of sales and selling expenses of the year under review.

## Employees

	Abroad	Germany	
9/30/2005	4,504	4,462	8,966
9/30/2006	4,652	4,555	9,207

## Earnings position

In the third quarter, the Jungheinrich Group's operating income benefited considerably from the strong rise in output from the company's production plants. Third-quarter earnings before interest and taxes (EBIT) improved by €2 million, or 7 per cent, to €29.4 million (prior year: €27.4 million). The corresponding return on sales was 6.5 per cent (prior year: 6.8 per cent). Here, one must take into account the fact that the lower-margin new truck business accounted for a higher proportion of sales. The result for the first nine months rose to €79.8 million (prior year: €72.0 million). The corresponding return on sales improved from 6.1 to 6.4 per cent year on year, thus eclipsing the 6.3 per cent achieved by the middle of 2006. In this context, one must take note of the one-off €7.7 million increase in income in the second quarter from the

## Consolidated statement of cash flows

	2006 1/1–9/30 in million €	2005 1/1–9/30 in million €
Net income	49.4	40.8
Depreciation and amortization of fixed assets	89.4	84.8
Changes in provisions	25.0	32.1
Changes in trucks for short-term hire and trucks for lease (excl. depreciation)	– 63.4	– 59.9
Changes in deferred tax assets and liabilities	0.1	5.9
Changes in		
Inventories	– 50.7	– 43.6
Trade accounts receivable	– 2.0	– 4.0
Receivables from financial services	– 34.5	– 39.6
Trade accounts payable	2.5	– 3.4
Liabilities from financial services	20.4	41.9
Other changes	– 28.1	– 18.6
<b>Cash flows from operating activities</b>	<b>8.1</b>	<b>36.4</b>
Payments for investments in fixed assets	– 41.5	– 31.3
Proceeds from the disposal of fixed assets	5.3	1.8
<b>Cash flows from investing activities</b>	<b>– 36.2</b>	<b>– 29.5</b>
Dividends paid	– 16.3	– 15.1
Proceeds from the sale of own shares	–	7.1
Changes in liabilities due to banks and in financial loans	– 23.2	31.3
<b>Cash flows from financing activities</b>	<b>– 39.5</b>	<b>23.3</b>
<b>Changes in cash and cash equivalents affecting payments</b>	<b>– 67.6</b>	<b>30.2</b>
Changes in cash and cash equivalents due to exchange rates and the basis of consolidation	–	0.2
<b>Changes in cash and cash equivalents</b>	<b>– 67.6</b>	<b>30.4</b>
<b>Cash and cash equivalents as of 1/1</b>	<b>274.4</b>	<b>228.4</b>
<b>Cash and cash equivalents as of 9/30</b>	<b>206.8</b>	<b>258.8</b>

### Consolidated statement of changes in shareholders' equity

	Subscribed capital	Capital reserve	Retained earnings	Accumulated other comprehensive income (loss)		Own shares	Total
				Currency translation adjustment	Derivative financial instruments		
in million €							
<b>As of 1/1/2005</b>	<b>102.0</b>	<b>77.0</b>	<b>204.8</b>	<b>5.8</b>	<b>- 0.2</b>	<b>- 5.7</b>	<b>383.7</b>
Net income 1/1–9/30/2005	–	–	40.8	–	–	–	40.8
Dividend for the prior year	–	–	- 15.1	–	–	–	- 15.1
Sale of own shares	–	1.4	–	–	–	5.7	7.1
Other changes	–	–	–	- 1.6	- 0.2	–	- 1.8
<b>As of 9/30/2005</b>	<b>102.0</b>	<b>78.4</b>	<b>230.5</b>	<b>4.2</b>	<b>- 0.4</b>	<b>–</b>	<b>414.7</b>
<b>As of 1/1/2006</b>	<b>102.0</b>	<b>78.4</b>	<b>251.9</b>	<b>4.5</b>	<b>- 0.1</b>	<b>–</b>	<b>436.7</b>
Net income 1/1–9/30/2006	–	–	49.4	–	–	–	49.4
Dividend for the prior year	–	–	- 16.3	–	–	–	- 16.3
Other changes	–	–	- 0.6	- 1.2	- 0.4	–	- 2.2
<b>As of 9/30/2005</b>	<b>102.0</b>	<b>78.4</b>	<b>284.4</b>	<b>3.3</b>	<b>- 0.5</b>	<b>–</b>	<b>467.6</b>

amendment to the pension plans for employees of the UK subsidiary. Net income earned in the third quarter of 2006 was up 8 per cent to €16.3 million (prior year: €15.1 million). By the end of the first nine months, net income had risen to €49.4 million (prior year: €40.8 million). This corresponds to an upturn of 21 per cent. Earnings per share rose to €1.45 (prior year: €1.21) on the back of 34.0 million (prior year: 33.7 million) shares outstanding on average.

### Research and development

Research and development expenses of the Jungheinrich Group after nine months rose to €30 million (prior year: €28 million). More than 360 employees are working on development projects throughout the Group. The company thus continued to make significant investments in product development, underscoring its importance as one of the world's leading suppliers in the material handling, warehousing and material flow engineering sectors. This is also reflected by the assumption of project management for a research venture charged with the development of industry-wide RFID (Radio Frequency Identification) standards for use in industry and commerce, which is funded by the German Ministry of Education and Research under the motto "Research for Tomorrow's Production."

### Capital expenditures

At €33 million as of the end of September 2006, capital expenditures on fixed assets—not including additions to trucks for short-term hire and lease, capitalized development costs and financial assets—were €9 million up on the previous year's level of €24 million. The lion's share of the capex volume was allocated to manufacturing. The reorganization of production processes at the Norderstedt site accounted for the single largest portion. We completed the reengineering of manufacturing procedures at the Moosburg plant. In August 2006, the new battery-powered pedestrian-controlled pallet truck assembly plant in Qingpu in the vicinity of Shanghai, China, was commissioned. In addition, further progress was made in the expansion of the international sales companies.

## Consolidated balance sheet

<b>Assets</b>	<b>9/30/2006</b> in million €	<b>12/31/2005</b> in million €
<b>Non-current assets</b>		
Intangible and tangible assets	252.5	246.8
Trucks for short-term hire	140.4	123.4
Trucks for lease from financial services	147.0	158.1
Receivables from financial services	228.7	204.4
Financial assets and other non-current assets	21.3	19.7
Deferred tax assets	62.2	63.8
	<b>852.1</b>	<b>816.2</b>
<b>Current assets</b>		
Inventories	211.7	160.6
Trade accounts receivable	325.7	324.7
Receivables from financial services	96.7	86.5
Other current assets	45.8	37.7
Liquid assets and securities	206.8	274.4
	<b>886.7</b>	<b>883.9</b>
	<b>1,738.8</b>	<b>1,700.1</b>
<b>Shareholders' equity and liabilities</b>		
<b>Shareholders' equity</b>	<b>467.6</b>	<b>436.7</b>
<b>Non-current liabilities</b>		
Provisions for pensions and similar obligations	159.6	164.7
Financial liabilities	125.8	127.1
Liabilities from financial services	282.0	266.3
Deferred income	73.5	80.6
Other non-current liabilities	50.1	50.4
	<b>691.0</b>	<b>689.1</b>
<b>Current liabilities</b>		
Other current provisions	148.4	121.8
Financial liabilities	112.4	141.4
Liabilities from financial services	117.4	112.7
Trade accounts payable	77.1	74.3
Deferred income	45.9	52.0
Other current liabilities	79.0	72.1
	<b>580.2</b>	<b>574.3</b>
	<b>1,738.8</b>	<b>1,700.1</b>

## **Employees**

As of September 30, 2006, the employee headcount was up to 9,207 (prior year: 8,966). This figure included 255 trainees (prior year: 248). At the end of the reporting period, 4,555 staff members (49 per cent) were employed in Germany, while 4,652 people (51 per cent) worked abroad. Compared with the end of 2005 (8,998 employees) the workforce grew by 209 positions. About two thirds of the increase were allocable to the expansion of the sales organization, while one third was accounted for by the increase in production capacity. Roughly 300 temporary workers were hired to react flexibly to demand—above all at the Norderstedt site.

## **The Jungheinrich share**

In the third quarter of 2006, Jungheinrich's share performance was affected by declining share prices. This was predominantly due to the restraint displayed by the capital market in reaction to the interim report on the first half of 2006, which was published in August. The considerable drop in share price to as little as €20.30 was followed by a rise in demand that went hand in hand with an increase in share prices. On September 29, 2006, the Jungheinrich share was listed at €21.21, representing a performance of 7.5 per cent over the year. During the same period, the SDAX Small Cap Index improved by 16.0 per cent to 4,930 points.

## **Changes in personnel**

Dr. Helmut Limberg, Managing Director of the Liebherr Group based in Biberach, Germany, will join the Board of Management of Jungheinrich AG effective February 1, 2007, where he will be responsible for sales.

## **Events after the end of the third quarter of 2006**

Dr. Cletus von Pichler, Chairman of the Board of Management, left the company as of October 31, 2006. The Supervisory Board appointed Mr. Wolfgang Kiel Chairman of the Board of Management effective November 1, 2006, until the position is staffed definitively.

## **Outlook**

Jungheinrich plans to construct a production facility for battery-powered low platform trucks in Eastern Germany by autumn 2008. By making this move, the Group intends to do justice to the world's high demand for warehousing equipment and thus provide tangible relief to production capacity at the Norderstedt plant, which has largely been exhausted.

Jungheinrich AG's corporate headquarters will remain at the current site on Friedrich-Ebert-Damm, Hamburg. Contrary to the original intention to commence building a new head office in Hamburg's Hafencity district in autumn, the project will not be implemented due to the investor's withdrawal.

As regards the development of Jungheinrich's activities, we expect the favourable economic and market environments for material handling equipment to persist and are thus confident of being able to continue our positive business and earnings trends. Our forecasts for the full year now have the world market increasing to more than 800 thousand trucks. On this basis, we expect incoming orders in excess of €1.8 billion and Group net sales of approximately €1.73 billion for fiscal 2006. The rise in net sales is anticipated to be in part driven by a reduction of the high level of orders on hand. However, orders on hand are likely to be higher than originally envisioned by year-end, due to the reorganization of manufacturing processes, which will be carried out simultaneously and extended.

The reengineering of production processes at the Norderstedt manufacturing site, which is scheduled for completion by the end of the first half of 2007, will remain the magnet of investing activity.

Jungheinrich's earnings trend will depend on efficient production as well as sufficient manufacturing capacity alongside favourable demand driven by the economy. Also of significance is the high level of raw material prices, which will experience relief from the price increase on the sales side implemented as of



October 1, 2006. Earnings-dampening effects are expected to stem from the orientation towards our growth strategy. Outstanding work on the enlargement of the catalogue business and on the continued expansion of the sales organization in Europe and abroad should also be considered in this context.

Unforeseen developments may cause the actual business trend to deviate from expectations, which are based on assumptions and estimates made by Jungheinrich company management. Factors that can lead to such deviations include changes in the economic and business environment, exchange and interest rate fluctuations, and the introduction of competing products.

Hamburg, November 2, 2006

Jungheinrich AG  
The Board of Management

## **Notes to the Interim Report:**

### **Accounting and measurement methods**

The consolidated financial statements of Jungheinrich AG as of December 31, 2005, were prepared in accordance with the International Financial Reporting Standards (IFRS) and their interpretations by the International Financial Reporting Interpretations Committee (IFRIC) effective as of the balance sheet date. Accordingly, this interim report for the period ending on September 30, 2006, was prepared in compliance with IAS 34. These interim financial statements were neither audited, nor subjected to an audit-like examination.

The accounting and measurement methods applied in the interim financial statements as of September 30, 2006, and the determination of prior-year figures were unchanged compared with those applied in the consolidated financial statements as of December 31, 2005. These principles are described in detail in the notes to the consolidated financial statements in Jungheinrich's annual report for fiscal 2005.

IFRIC 4 (*Determining whether an Arrangement Contains a Lease*) became effective for interim reporting as of January 1, 2006. The examination of Jungheinrich's major service and supply agreements for embedded lease arrangements as defined in IAS 17 did not lead to a change in the accounting methods used so far.

### **Basis of consolidation**

In the third quarter of 2006, the basis of consolidation was expanded by Jungheinrich Lift Truck Trading (Shanghai) Co., Ltd., Shanghai/China, the second newly founded sales company in China.

The basis of consolidation thus includes 29 foreign and eight German companies. Three companies have been stated on the balance sheet through application of the equity method.

### **Segment reporting**

The Board of Management of Jungheinrich AG acts and makes decisions with overall responsibility for all the divisions of the Group. The economic ratios and reports submitted monthly to the entire management board are oriented to inter-divisional control variables.

None of the Jungheinrich Group's business or geographical areas can be demarcated due to a difference in opportunities and risks, making Jungheinrich a single-segment company in its core business. Therefore, there is no need to present detailed information in the reporting format set forth in IAS 14.

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#### **Dates**

Balance sheet press conference	April 11, 2007
Analyst conference	April 12, 2007
Interim report on the first quarter	May 8, 2007
Annual General Meeting	June 5, 2007
Interim report on the first half	August 16, 2007
Interim report on the first three quarters	November 8, 2007