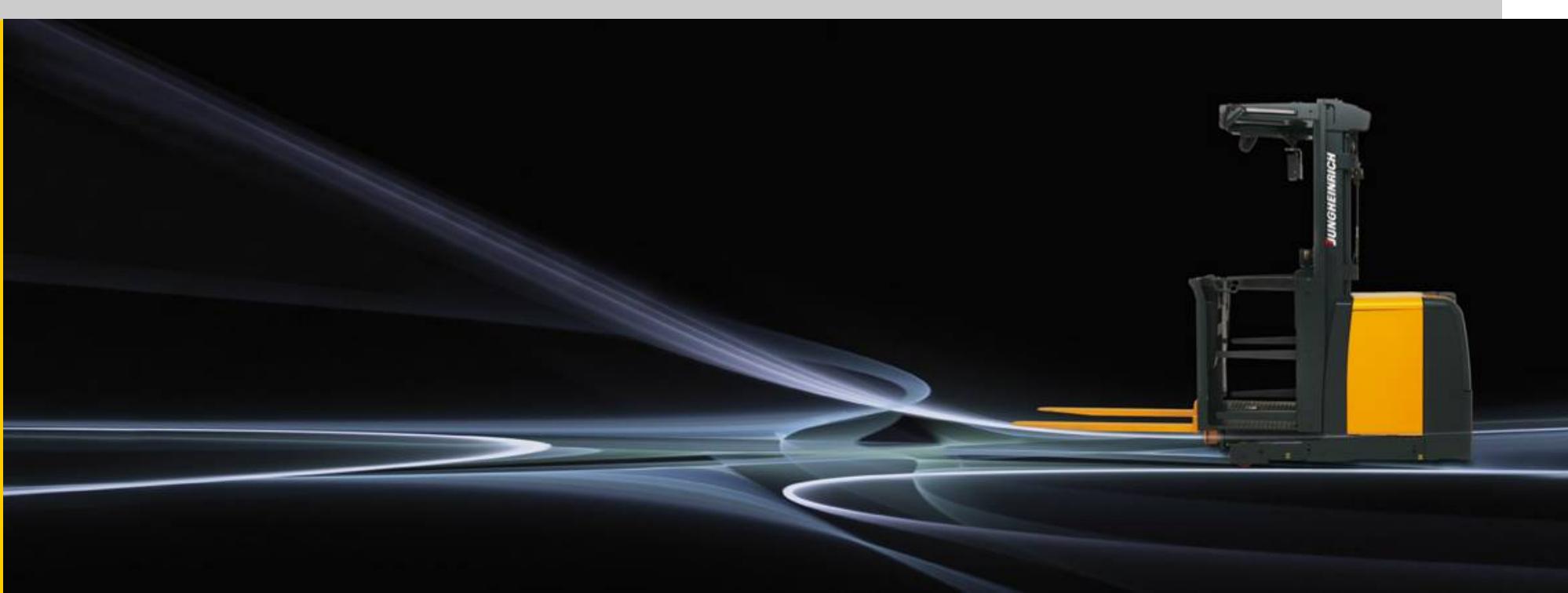


# Jungheinrich Group



Company presentation  
2010 – full steam ahead!

Hamburg, May 2010

**JUNGHEINRICH**

# Contents

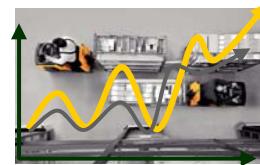
## 1. Company profile



## 2. Business sectors



## 3. Jungheinrich Group in figures



## 4. Company history



## 5. Information on the Jungheinrich share



# 1. Company profile



**JUNGHEINRICH**

# Company profile

**Jungheinrich, founded in 1953 and located in Hamburg, ranks among the world's leading companies in the material handling equipment, warehousing and material flow engineering sectors – intralogistics.**



# Board of management

**Chairman**

**Hans-Georg Frey**

**Marketing & Sales**

**Dr. Helmut Limberg**

**Dr. Klaus-Dieter Rosenbach**

**Dr. Volker Hues**

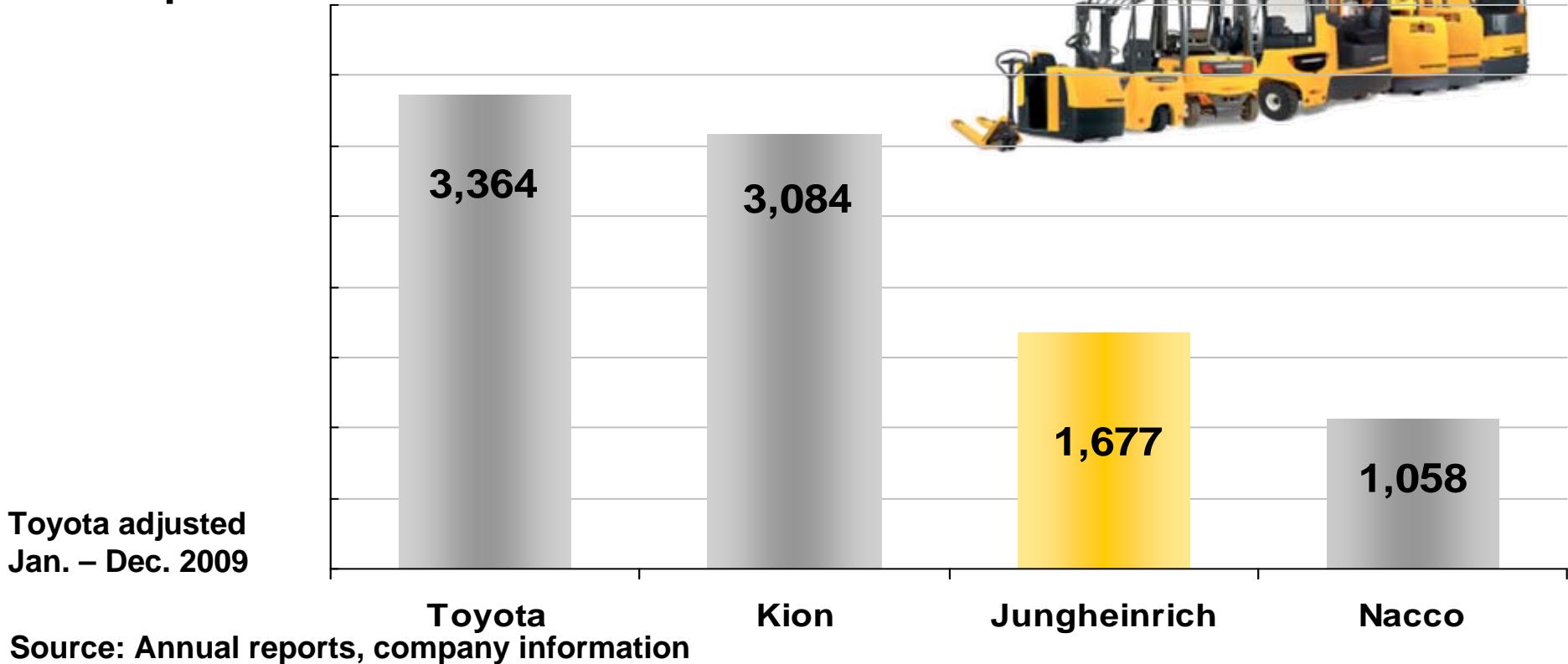
**Engineering & Production**

**Finance**

# World league table 2009

Sales in € million

In relation to industry branches,  
Jungheinrich is ranked second  
in Europe and third in the world



# „All around the stacker“

- Jungheinrich has become a logistics service provider with manufacturing operations, which offers its customers a comprehensive range of forklift trucks, racking systems, services and consulting covering the entire field of intralogistics.
- Services include product rental and sales financing, truck maintenance and repair as well as refurbishment and sales of used trucks.



# Jungheinrich worldwide

**Jungheinrich relies on a worldwide, efficient direct sales and service network**

- Jungheinrich is represented in Europe, Asia and America with 31 Group-owned sales and service companies
- Jungheinrich is also represented by a number of dealers, especially in oversea markets
- Overall, Jungheinrich is represented in around 100 countries



## 2. Business sectors



# New business

## Warehousing equipment



## Counterbalanced trucks



## Logistic systems\*



\*Trucks included

# Jungheinrich – a full-line supplier



# Production plants in Germany

**Norderstedt**



**Moosburg**



**Lüneburg**



**Landsberg**



**Dresden**



**Used truck centre**

**JUNGHEINRICH**

# Other plants / Joint Ventures



**Moravany / Czech Republic**  
50% Joint venture



**Ningbo / China**  
25% Joint venture



**Qingpu / China**



# „Logistics from one supplier“

- Jungheinrich offers customised "all-round solutions" for stacking, transporting, warehousing and order picking.

- This includes:

**Low lift platform trucks, stackers and order pickers with a loading capacity of up to 9t**

**Racking systems – from small parts shelving to cantilever racking up to high racking systems**

**Planning and implementation of complete logistic systems**



# Services

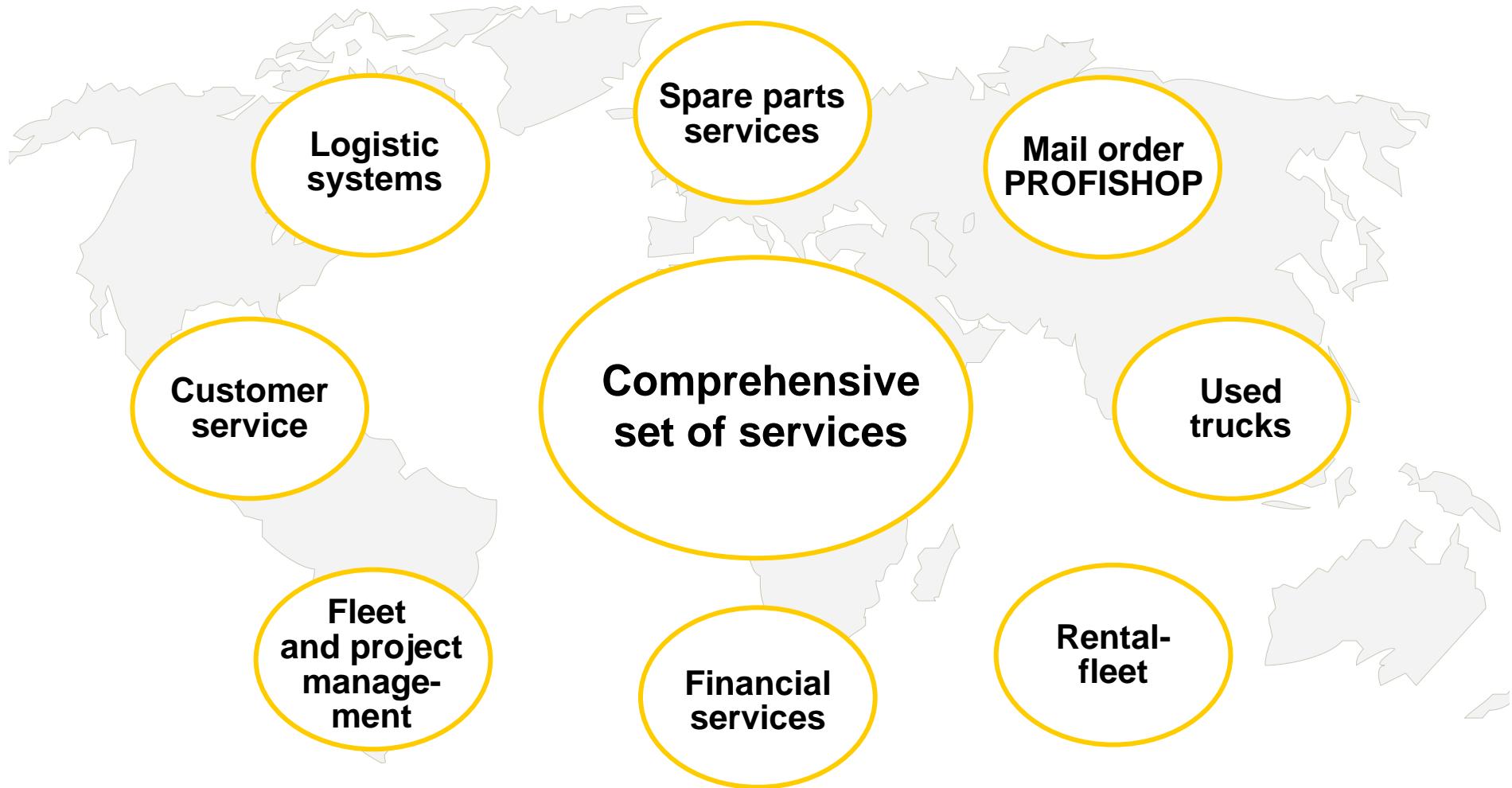


- This includes a broad spectrum of services which offer an economical solution for every kind of need.

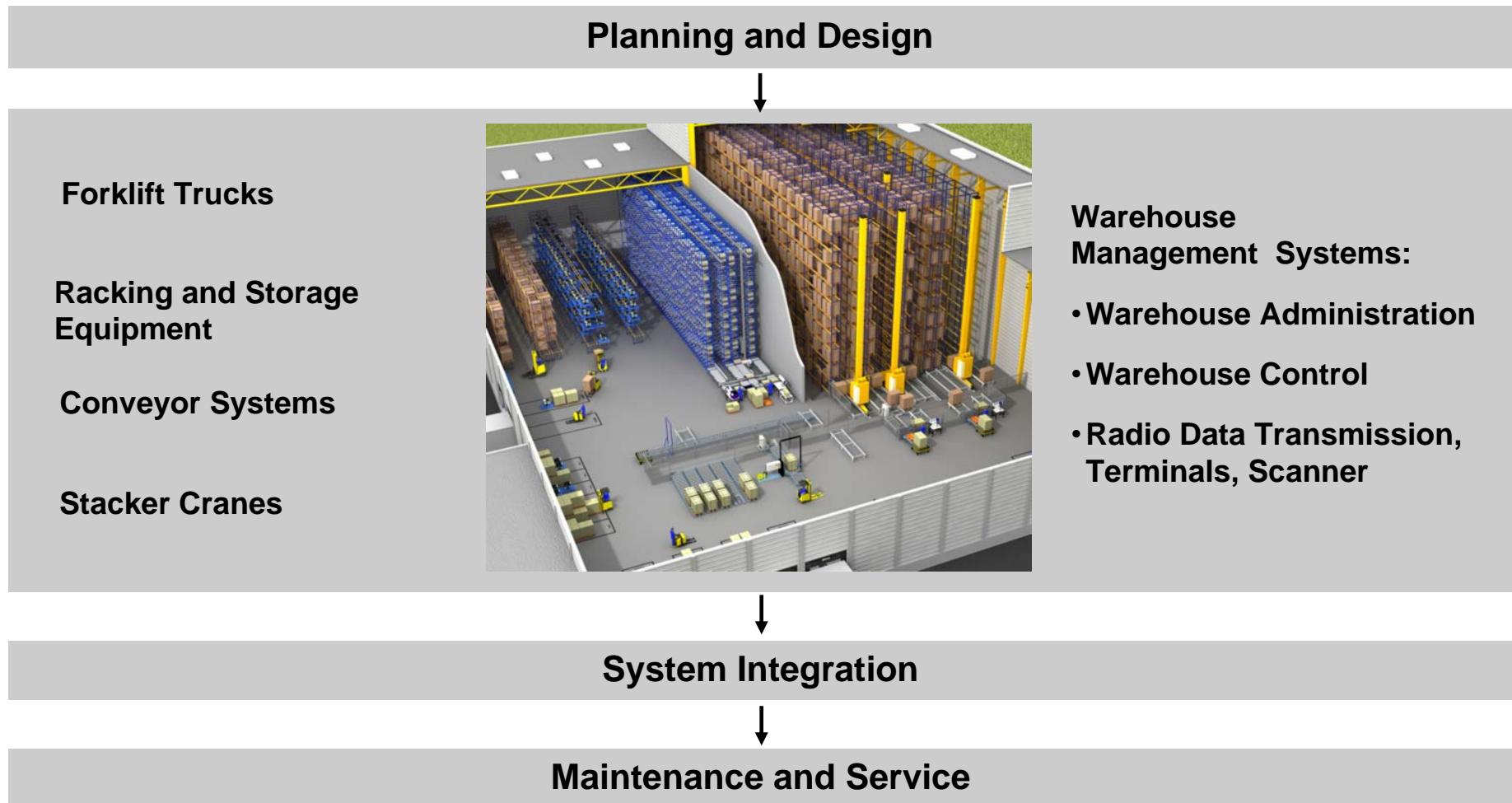
- Ranging from rental to used trucks with diverse financing possibilities right up to fleet management with "full service".



# Services



# Logistic systems



# Jungheinrich Financial Services



## Solutions for all demands

- Customised financial services for lift trucks, pallet racks and warehousing equipment
- Flexible contract terms from 1 to 120 months
- Individual service package consisting of financing, full-service, fleet management and flexibility

## Inhouse-Competence

- Jungheinrich-owned financial services companies in Germany, France, Italy, UK and Spain
- The Netherlands and Austria planned
- Cross-national financial services concepts for Jungheinrich direct sales organisations



# Hire

- The European rental fleet consists of 23,000 industrial trucks, which translates into quick availability
- Over 600 truck variations, with load capacities ranging from 1t to 42t, with lift heights up to 14m as well as specifications to suit your individual needs
- Inclusive price, for easy sustainable cost control
- Flexible fleet covers seasonal demands even in bigger quantity
- The right truck, at the right time at the right place, supported through market-driven transport logistics, corresponding to the slogan:

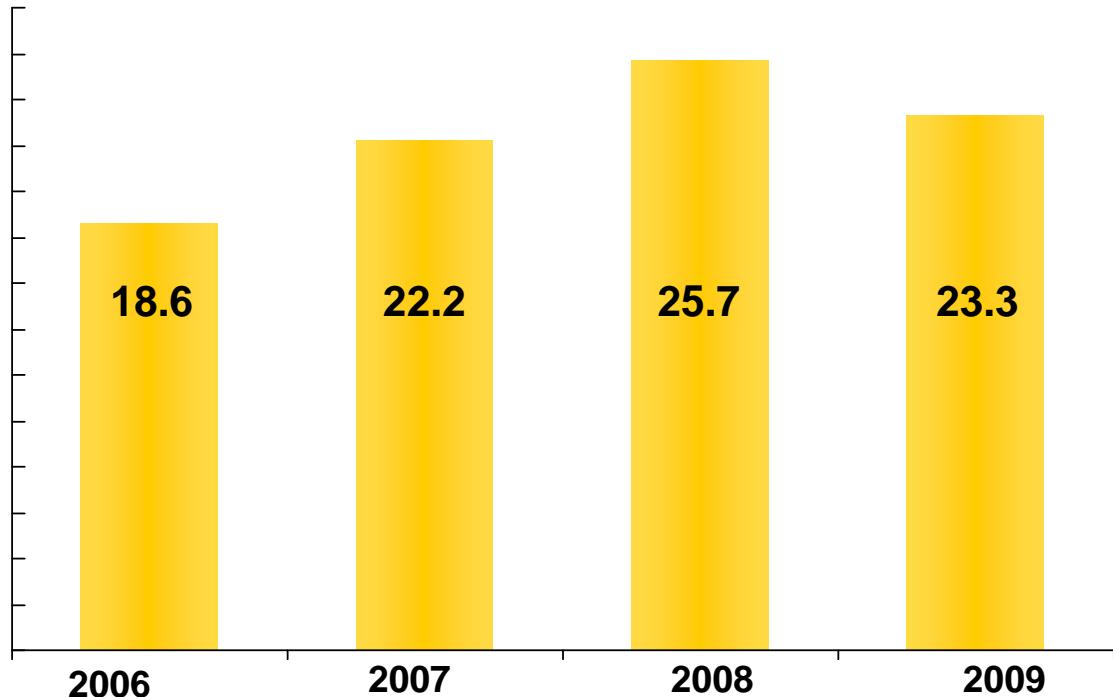
„Jungheinrich Rental Service.  
Ready, when you are!“



# Hire fleet development

average quantity in thousand units

- Close-knit market coverage throughout Europe
- Duration of hire: 1 day to 24 months
- Target degree of capacity utilization  
70% – 80%



# Used equipment

- Industrial refurbishment at central location in Dresden
- Large selection for every budget and application
- Group-wide quality standard of overhauling
- Manufacturer's warranty up to 12 months
- Numerous financing options
- Fast delivery due to local stocks "Ready to go" Europe-wide
- Leading internet marketplace:  
[www.supralift.com](http://www.supralift.com)

before:



after:



# Used equipment



**Centralization of refurbishment  
of used trucks at the Dresden location**



**Rebuilding, repair and conversion  
of used trucks for all Jungheinrich  
sales companies in Europe**

# Customer service

- **Ample service network**  
More than 3,400 mobile service technicians guarantee short response times
- **Individual services**  
From safety-checks up to a complete Full-Service – we secure the productivity of customer-truck fleets
- **Latest technologies**  
Dispatching of service technicians, information on spare parts and more – our work is supported by wireless data transfer
- **Fast spare parts supply**  
„In-Night“-delivery within Europe



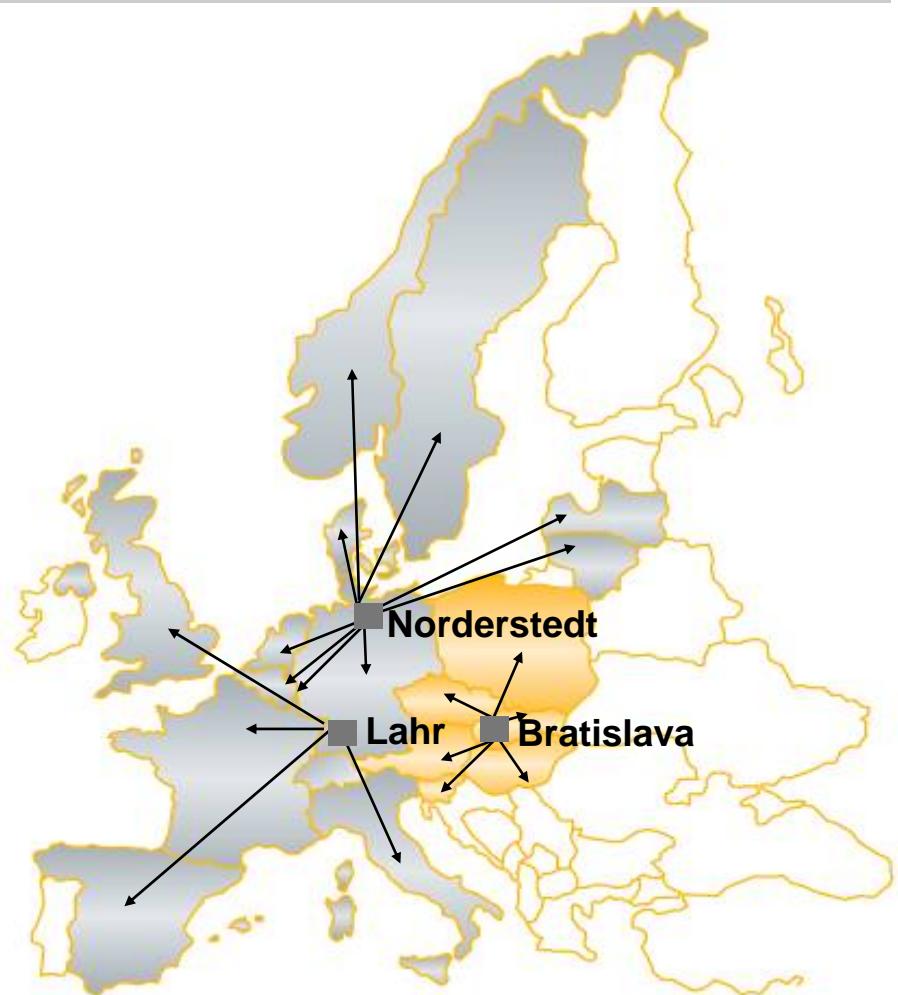
# Spare parts supply – „In-Night“-delivery within Europe

Expansion of spare parts network:  
New spare parts logistics centre  
in Bratislava



Expanded overnight  
delivery for Middle-  
and Eastern Europe

95% of all service technicians in Europe  
are supplied overnight



# Jungheinrich's business model



**Customer care from one source throughout the entire truck life cycle**

# Mail order

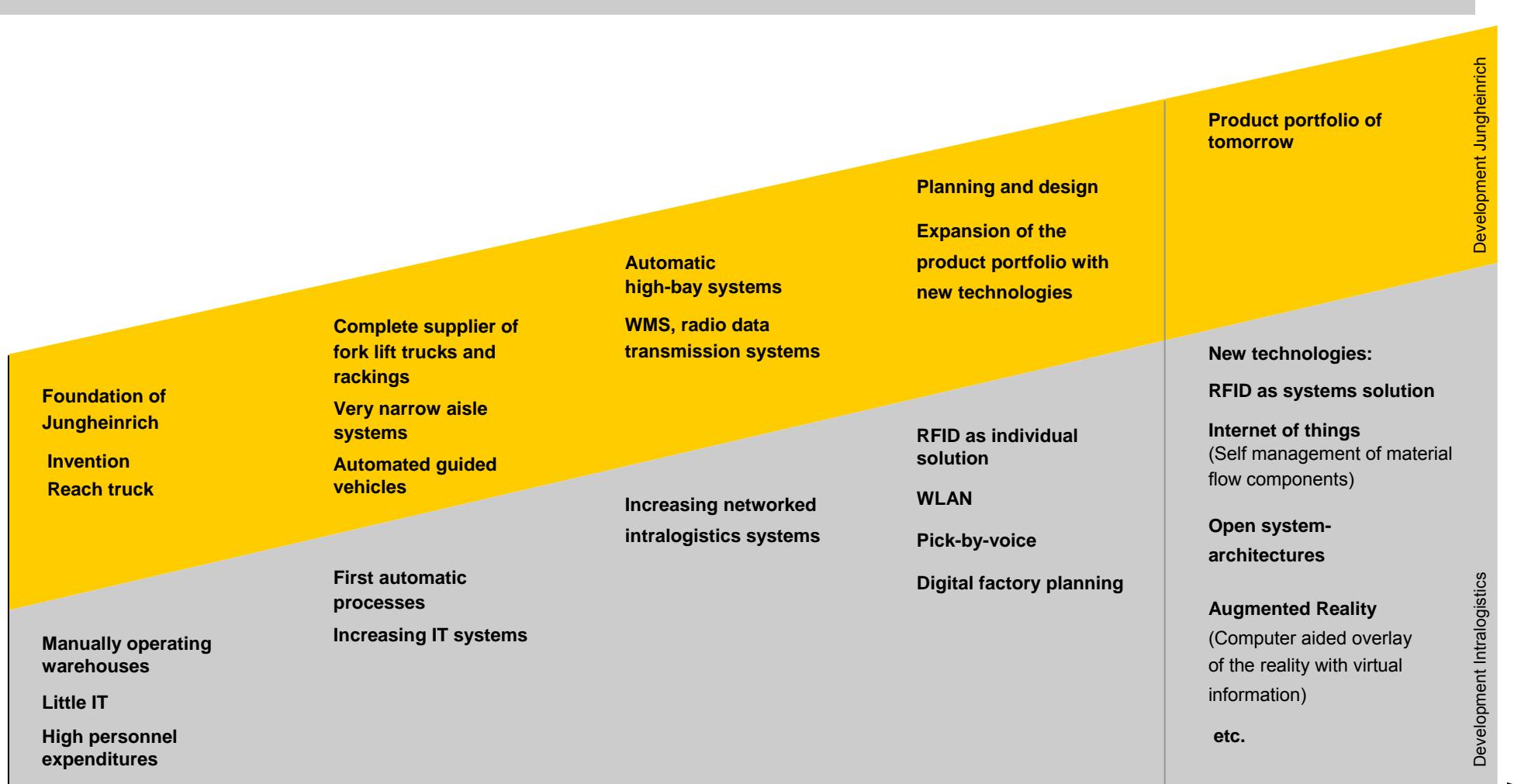


Jungheinrich Katalog GmbH & Co. KG provides companies in industry, commerce and trade with an attractive range for stacking and lifting, transporting, storage, operational and office equipment, industrial safety and environment with the catalogue "Jungheinrich PROFISHOP". Since 2007, the PROFISHOP is also available in Austria.

Products can also be purchased via the internet shop [www.jh-profishop.de](http://www.jh-profishop.de).

**JUNGHEINRICH**

# Intralogistics and Jungheinrich in the change



1953

today

tomorrow

**JUNGHEINRICH**

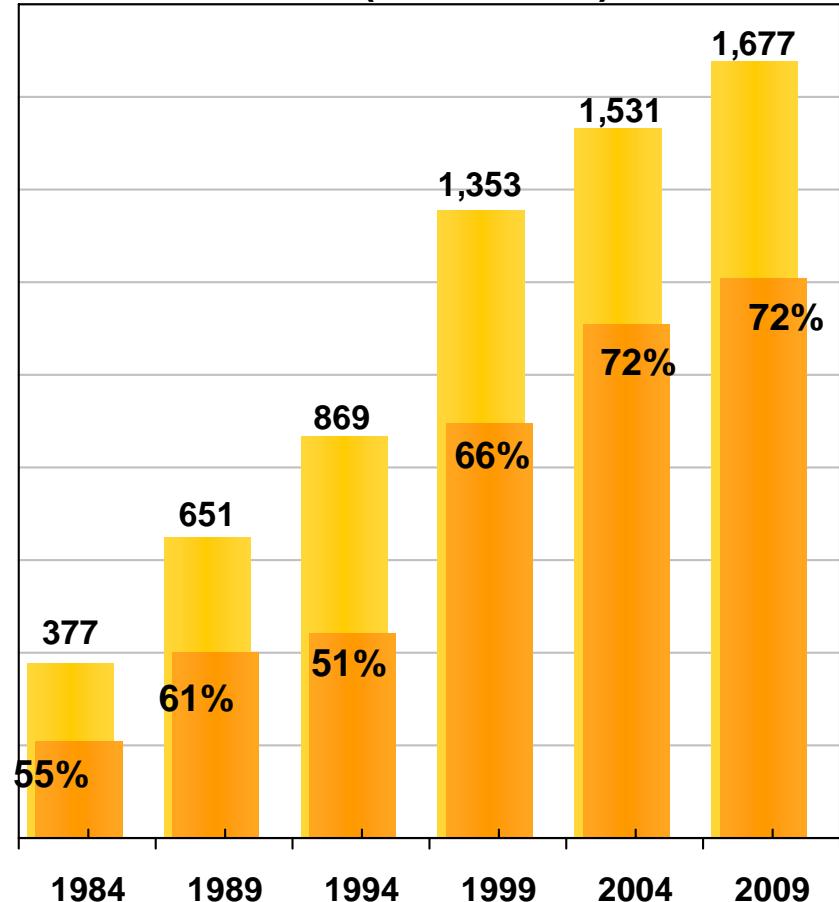
### 3. Jungheinrich Group in figures



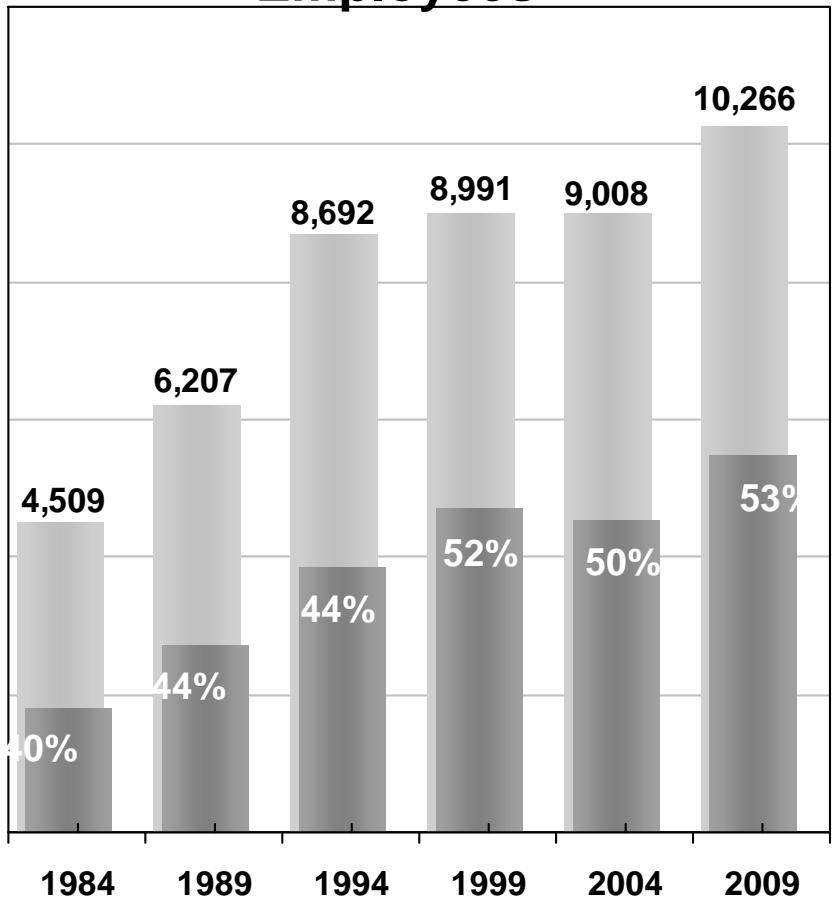
**JUNGHEINRICH**

# Development Jungheinrich Group

## Sales (in €million)



## Employees



Foreign share

# Current development Q1

in € million	Q1 2010	Q1 2009	Change in %
<b>Incoming orders</b>	<b>433</b>	<b>405</b>	<b>7</b>
<b>Sales</b>	<b>387</b>	<b>431</b>	<b>-6</b>
<b>Total assets (3/31)</b>	<b>2,179</b>	<b>2,128</b>	<b>2</b>
<b>Shareholder's equity (3/31)</b>	<b>555</b>	<b>616</b>	<b>-10</b>
<b>Capital expenditures<sup>1</sup></b>	<b>3</b>	<b>14</b>	<b>-79</b>
<b>EBIT</b>	<b>12.0</b>	<b>-2.8</b>	<b>529</b>
<b>EBIT-Return on sales (ROS) %</b>	<b>3.1</b>	<b>-0.7</b>	<b>--</b>
<b>Employees (3/31)</b>	<b>10,068</b>	<b>10,649</b>	<b>-6</b>

1 Tangible and intangible assets without capitalized development costs

# Fiscal year 2009

	2009	2008	Change in %
in € million			
<b>Incoming orders</b>	<b>1,654</b>	<b>2,145</b>	<b>-23</b>
<b>Sales</b>	<b>1,677</b>	<b>2,145</b>	<b>-22</b>
<b>Total assets</b>	<b>2,207</b>	<b>2,179</b>	<b>1</b>
<b>Shareholder's equity</b>	<b>547</b>	<b>625</b>	<b>-12</b>
<b>Capital expenditures<sup>1</sup></b>	<b>46</b>	<b>74</b>	<b>-38</b>
<b>EBIT<sup>2</sup></b>	<b>-72</b>	<b>122</b>	<b>-159</b>
<b>EBIT-Return on sales (ROS) %</b>	<b>-4.3</b>	<b>5.7</b>	<b>--</b>
<b>Employees (31/12)</b>	<b>10,266</b>	<b>10,784</b>	<b>-5</b>

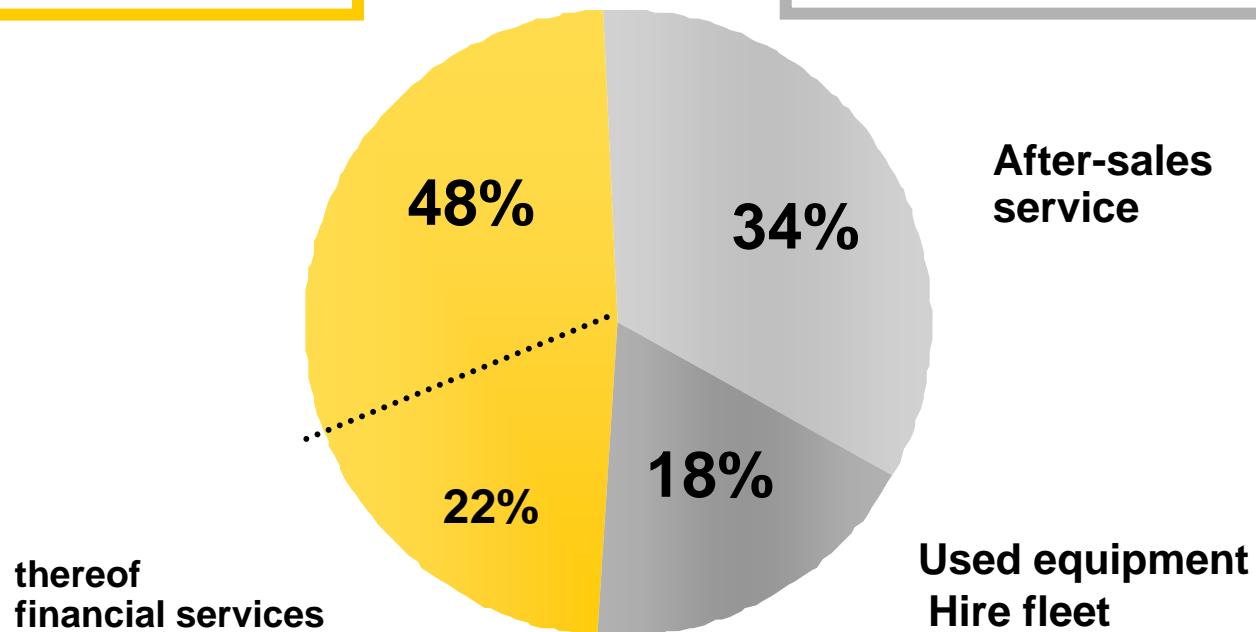
1 Not including trucks for short-term hire and lease, capitalized development costs and financial assets

2 Incl. one-off expenses €80 million

# Turnover structure 2009

New business

Services



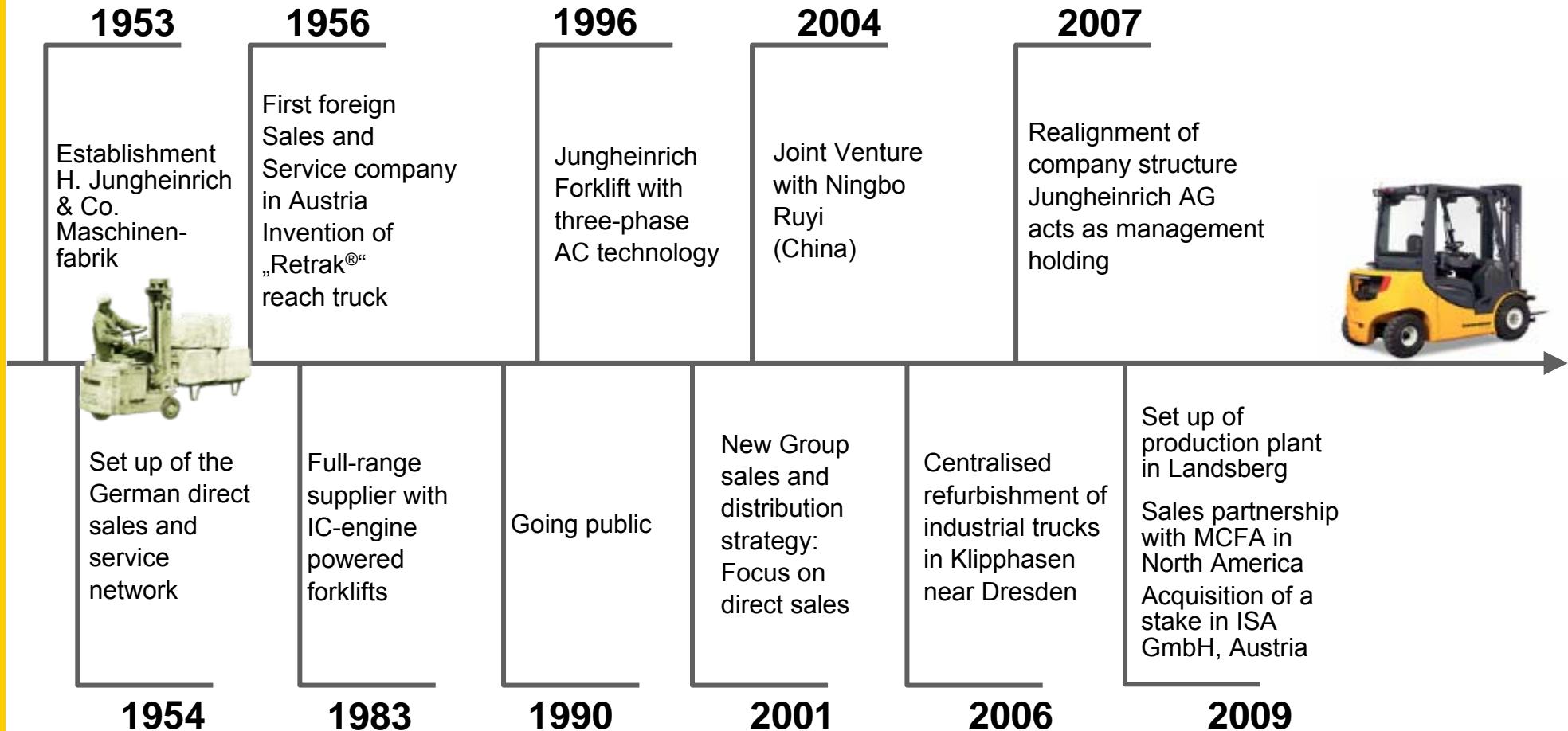
Total sales €1,677 million

## 4. Company history



**JUNGHEINRICH**

# Milestones of the Jungheinrich Group



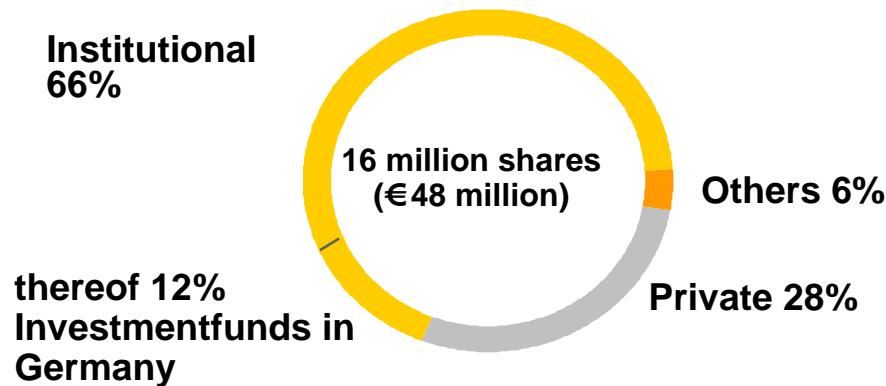
## 5. Information on the Jungheinrich share



# Structure of shareholders (preferred shares)

As of: November 2009

**Total 9,900 Shareholders**



<b>Germany</b>	<b>43%</b>
<b>Great Britain</b>	<b>15%</b>
<b>Luxembourg*</b>	<b>11%</b>
<b>France</b>	<b>7%</b>
<b>Rest of Europe</b>	<b>12%</b>



\*Luxembourg included domestic and foreign funds

# Share price and dividend development



# General information

## Subscribed capital:

Subdivided into €102 million

18 million units ordinary shares

16 million units preferred shares

## Securities identification numbers

(Preferred shares):

ISIN: DE0006219934

WKN: 621 993

## Ticker abbreviation:

Reuters JUNG\_p.DE

Bloomberg JUN3 GR

## Stock exchanges

Frankfurt and Hamburg and all other  
German stock exchanges

Segment: Prime Standard

Branch: Industrie

Stock index: SDAX

## Financial Calendar:

Balance sheet press

conference April 14, 2010

Annual general meeting

June 15, 2010

## Interim reports

as of March 30, 2010 May 12, 2010

as of June 30, 2010 August 12, 2010

as of September 30, 2010 Nov. 11, 2010

*Well worthwhile*

*Assurément*



*Conviene*

*Convence*