

Jungheinrich Group



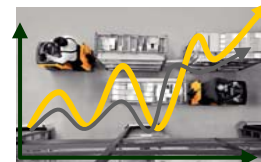
Company presentation
2010 – full steam ahead!

Hamburg, August 2010

 **JUNGHEINRICH**

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1. Company profile

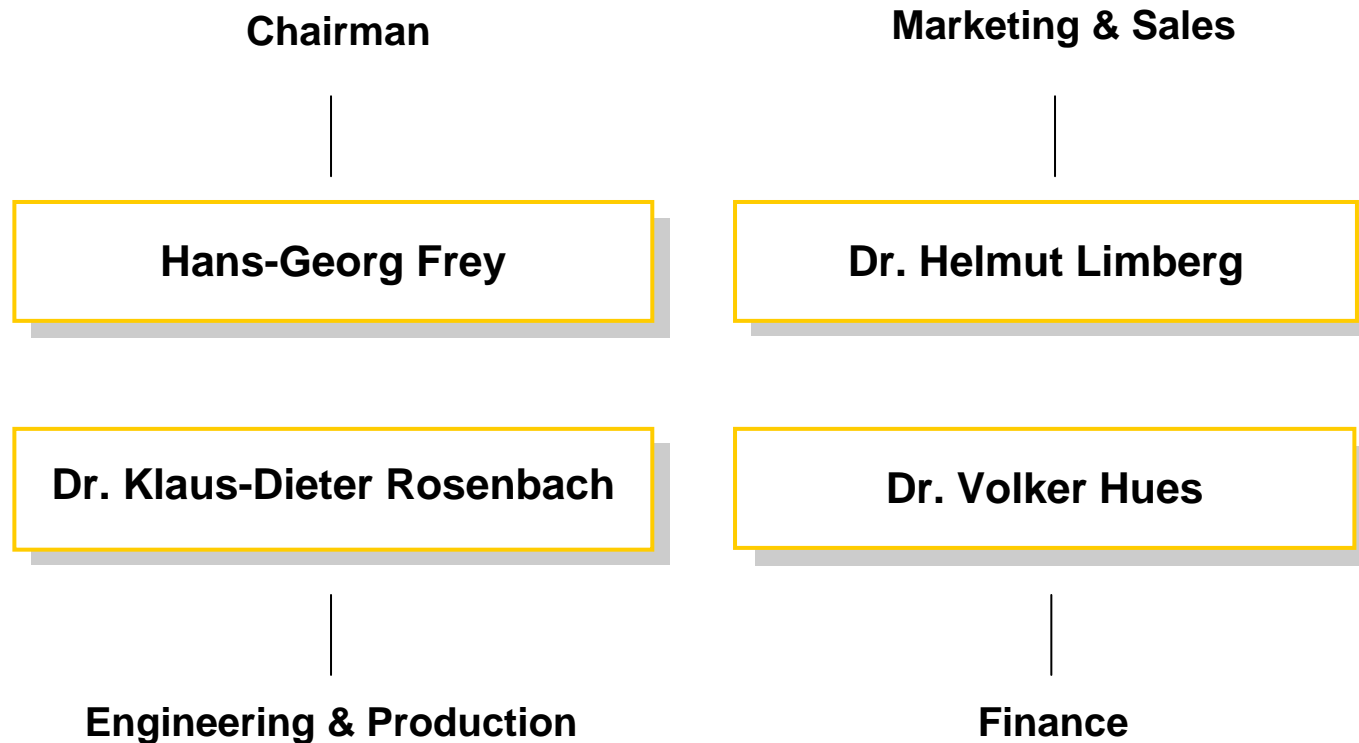


Company profile

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.



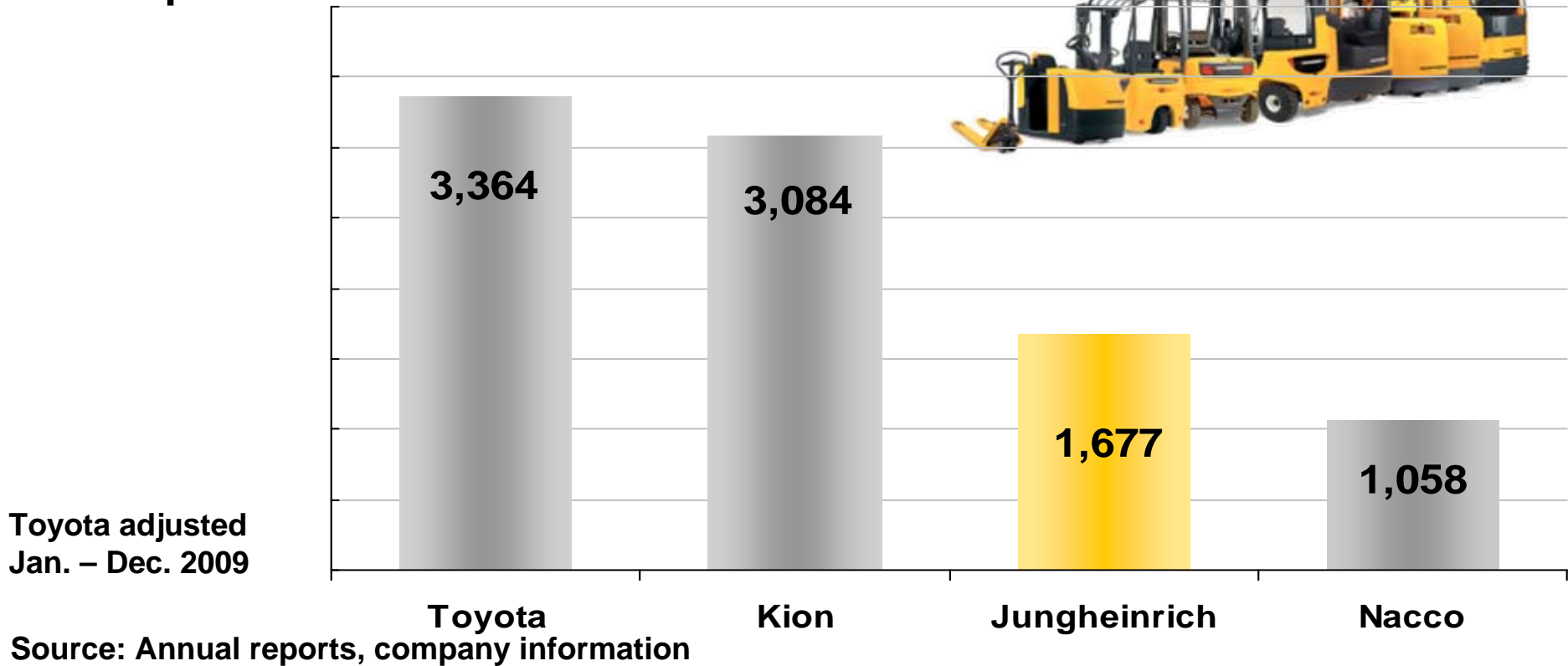
Board of management



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

Special design trucks
and small series trucks



Electric-pedestrian controlled
trucks and stackers



Hand pallet trucks



Battery-powered
reach trucks



Battery-powered
counterbalanced
trucks



**The right
machine for
every application**

Racking systems



Diesel- and LPG-
counterbalanced trucks



High rack lift trucks and
order pickers



Batteries/Chargers



Production plants in Germany

Norderstedt



Moosburg



Lüneburg



Landsberg



Dresden



Used truck centre



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

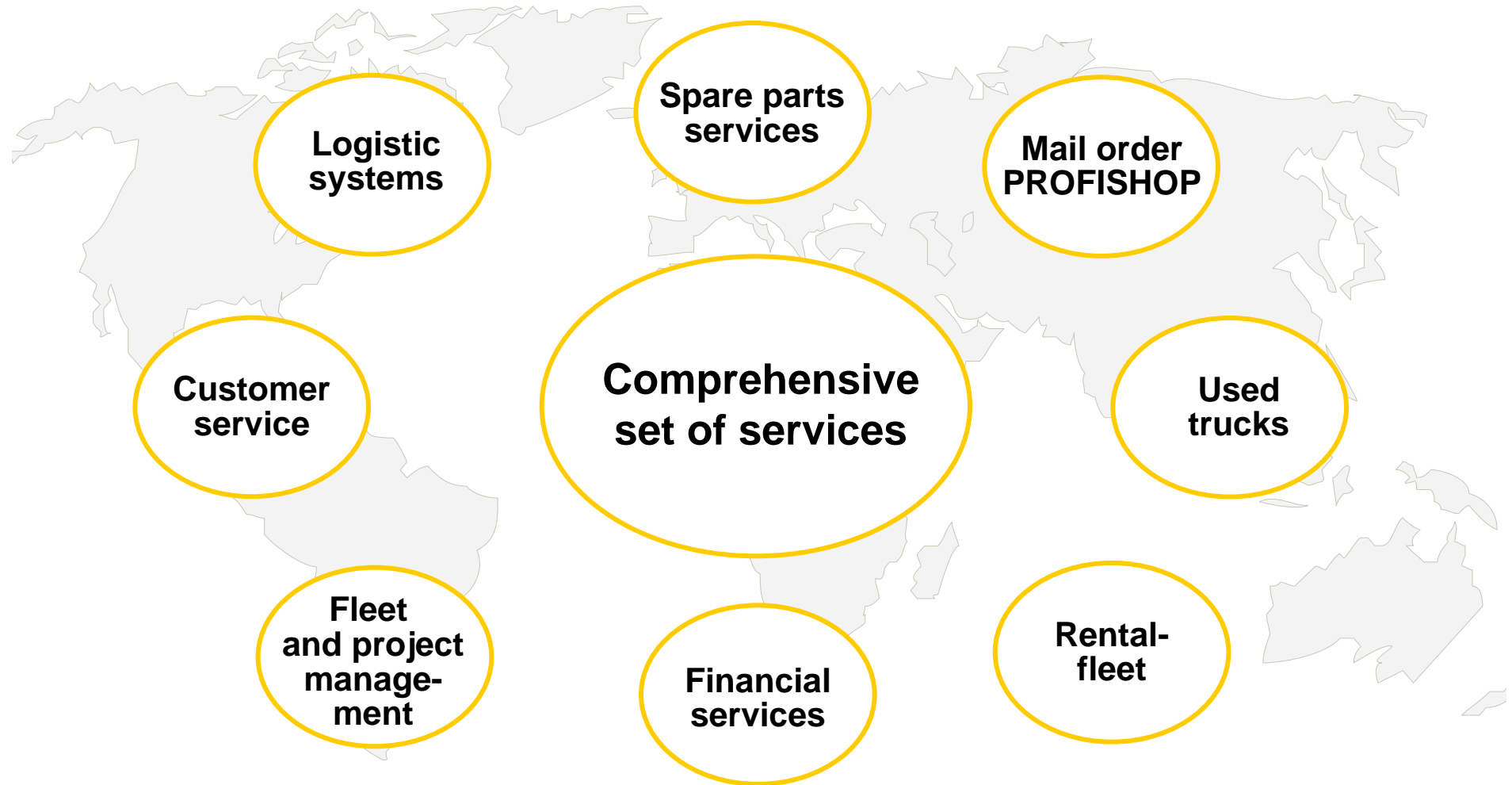


- This includes a broad spectrum of services which offer an economical solution for every kind of need.

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



Services



Logistic systems

Planning and Design



Forklift Trucks

Racking and Storage Equipment

Conveyor Systems

Stacker Cranes



Warehouse Management Systems:

- Warehouse Administration
- Warehouse Control
- Radio Data Transmission, Terminals, Scanner



System Integration



Maintenance and Service

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:

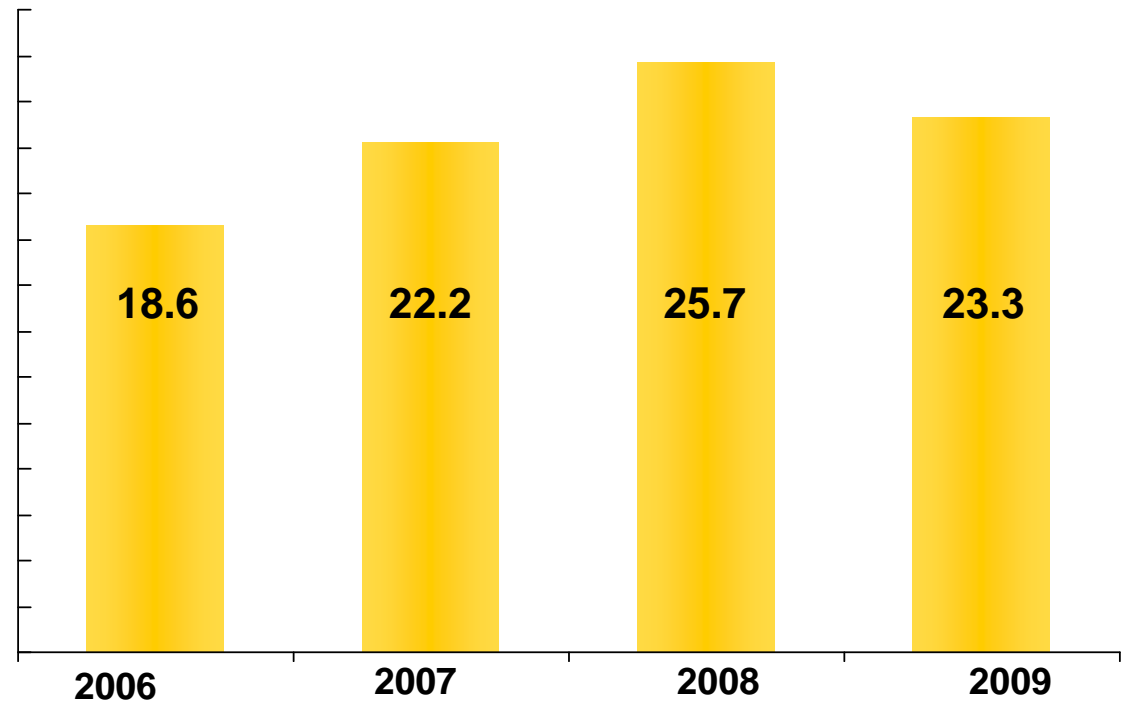
**„Jungheinrich Rental Service.
Ready, when you are!“**



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

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



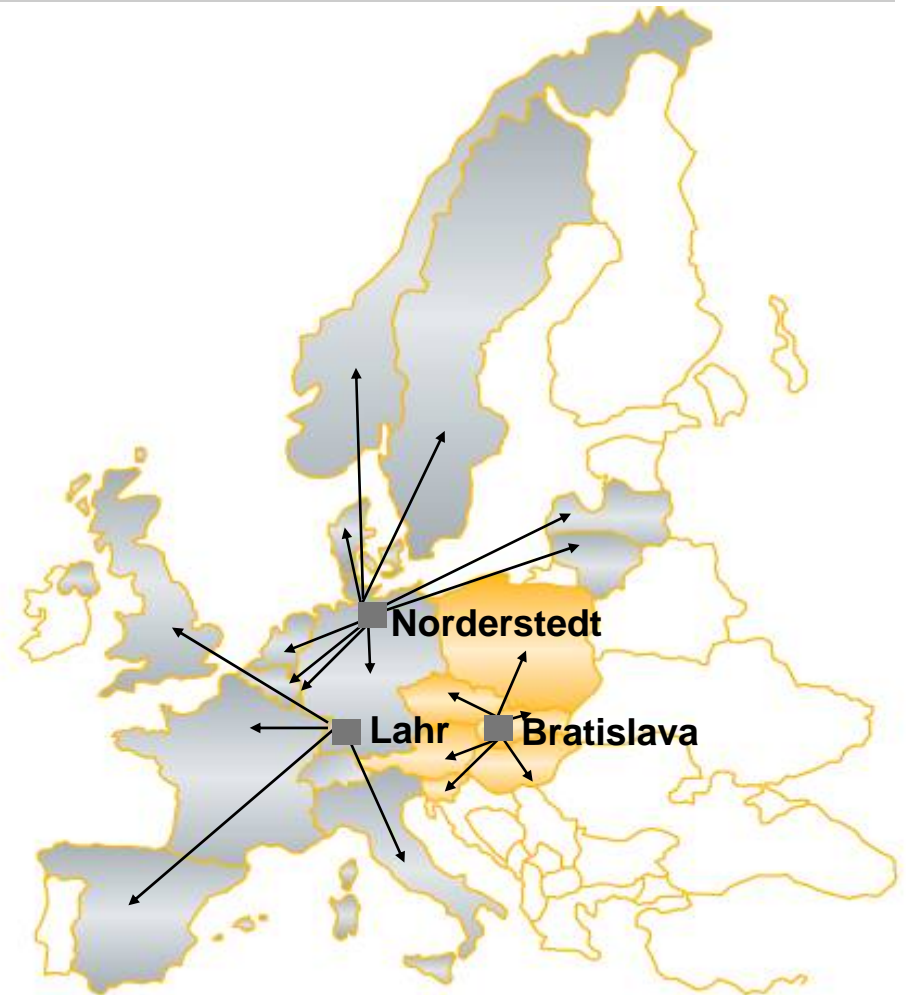
Spare parts supply – „In-Night“-delivery within Europe

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



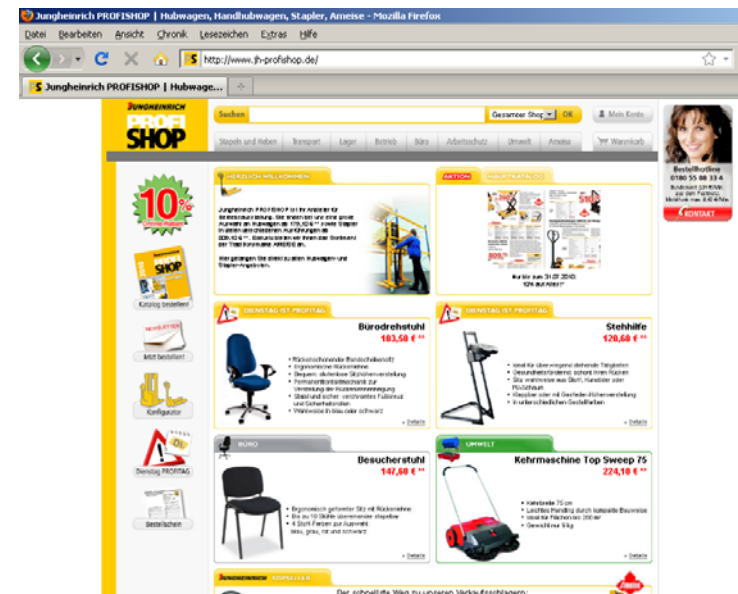
Customer care from one source throughout the entire truck life cycle

Mail order



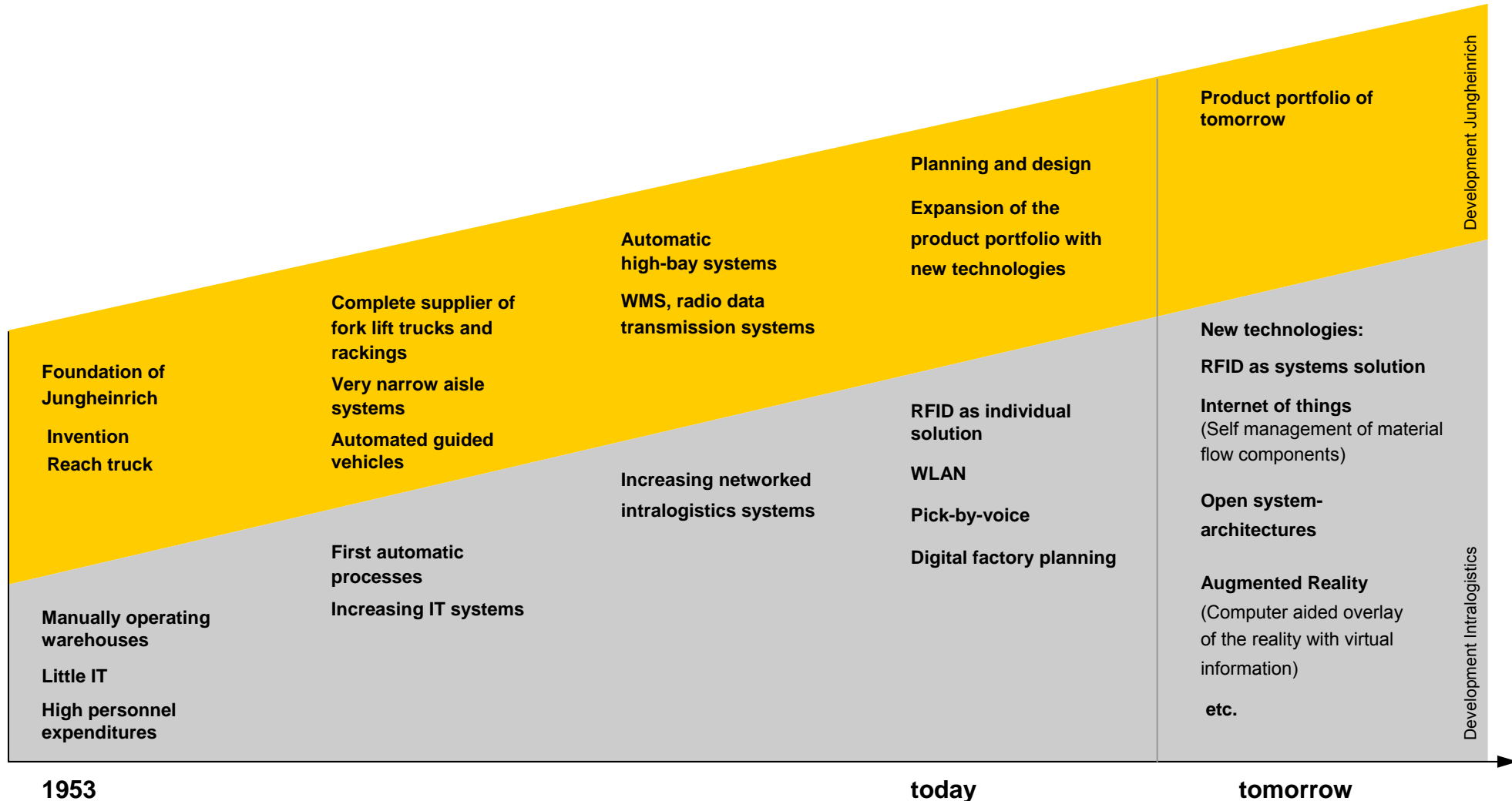
Jungheinrich Katalog GmbH & Co. KG provides companies in industry, commerce and trade with an attractive range for stacking and lifting, transporting, storage, operational and office equipment, industrial safety and environment with the catalogue "Jungheinrich PROFISHOP". Since 2007, the PROFISHOP is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

Products can also be purchased via the internet shop www.jh-profishop.de.



JUNGHEINRICH

Intralogistics and Jungheinrich in the change

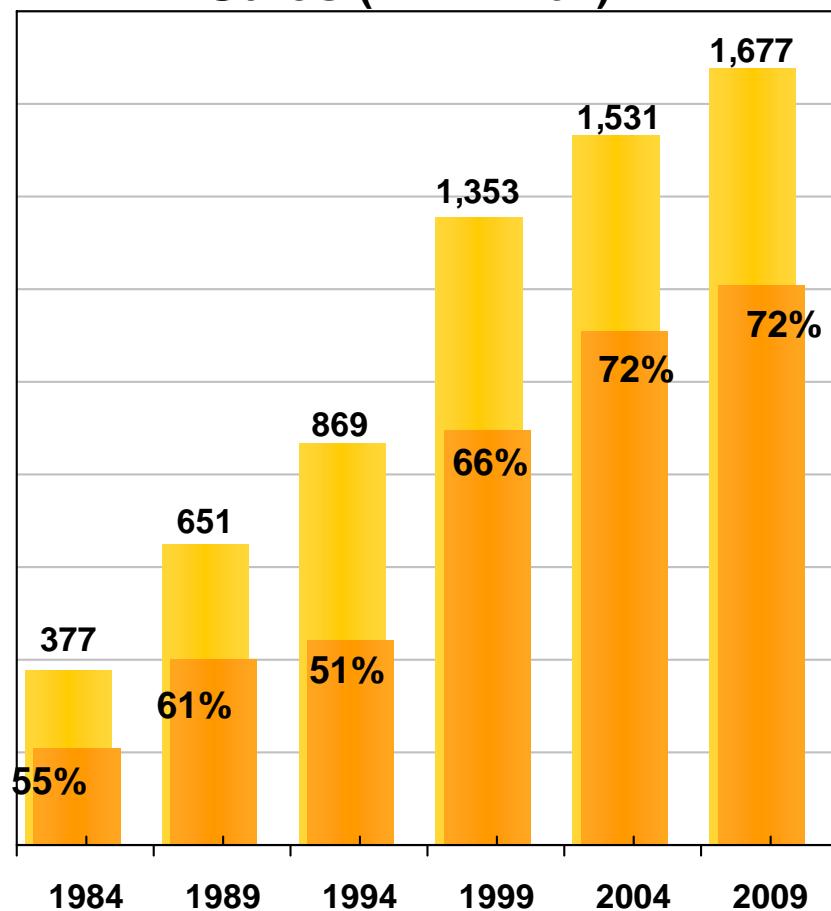


3. Jungheinrich Group in figures

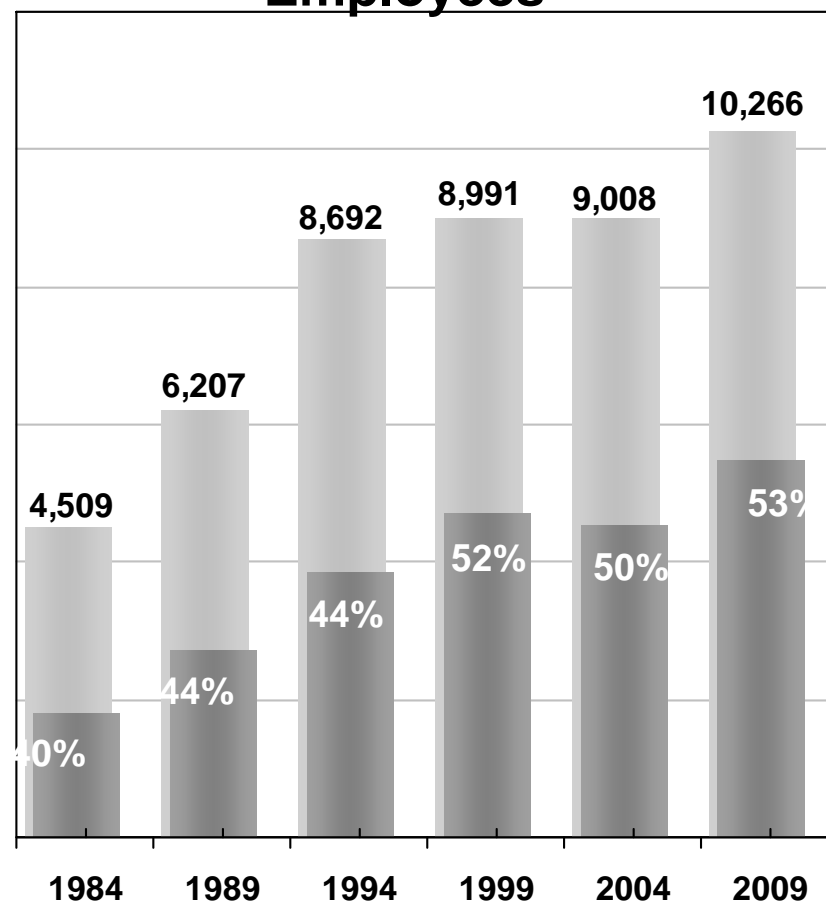


Development Jungheinrich Group

Sales (in €million)



Employees



Foreign share

Current development H1

in € million	H1 2010	H1 2009	Change in %
Incoming orders	915	819	12
Sales	833	830	--
Total assets (6/30)	2,250	2,118	6
Shareholder's equity (6/30)	568	585	-3
Capital expenditures¹	9	27	-67
EBIT	37.7	-14.8	355
EBIT-Return on sales (ROS) %	4.5	-1.8	--
Employees (6/30)	9,991	10,445	-4

1 Tangible and intangible assets without capitalized development costs

Fiscal year 2009

	2009	2008	Change in %
in € million			
Incoming orders	1,654	2,145	-23
Sales	1,677	2,145	-22
Total assets	2,207	2,179	1
Shareholder's equity	547	625	-12
Capital expenditures¹	46	74	-38
EBIT²	-72	122	-159
EBIT-Return on sales (ROS) %	-4.3	5.7	--
Employees (31/12)	10,266	10,784	-5

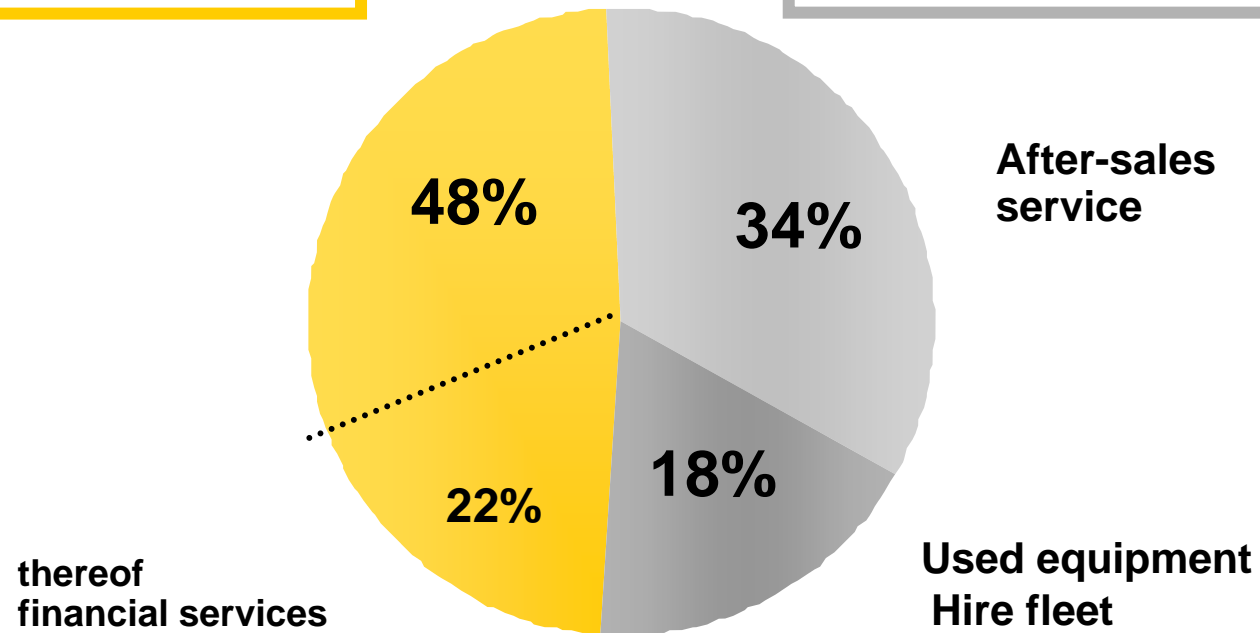
1 Not including trucks for short-term hire and lease, capitalized development costs and financial assets

2 Incl. one-off expenses €80 million

Turnover structure 2009

New business

Services



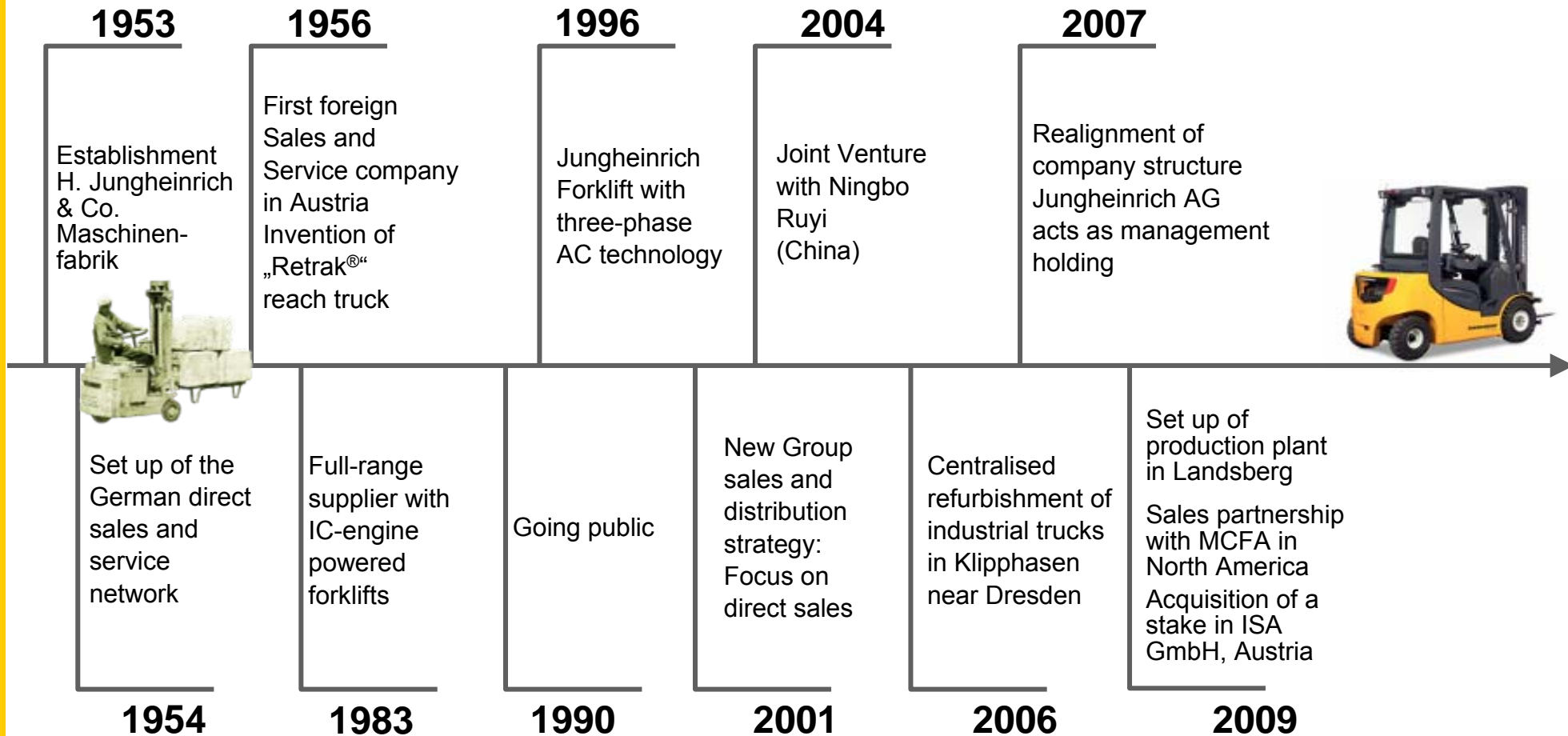
thereof
financial services

Total sales €1,677 million

4. Company history



Milestones of the Jungheinrich Group



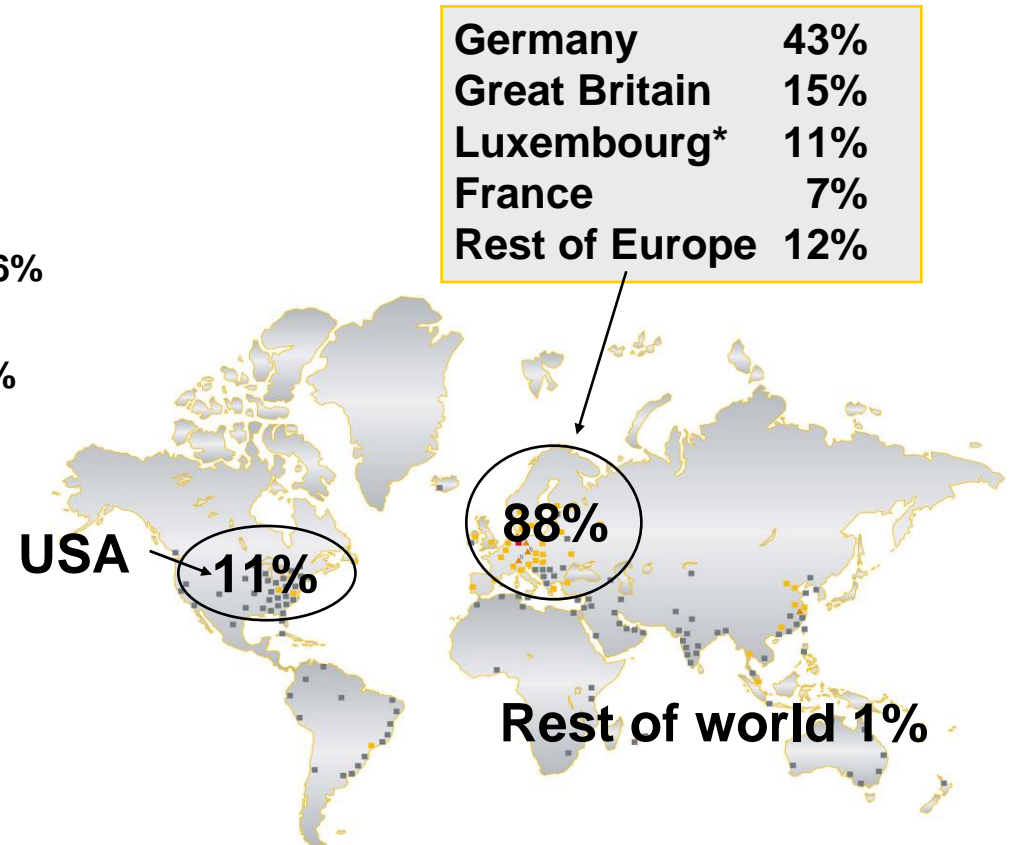
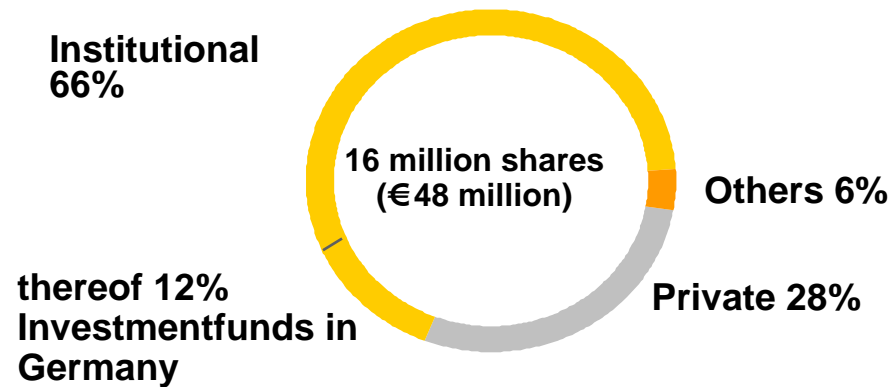
5. Information on the Jungheinrich share



Structure of shareholders (preferred shares)

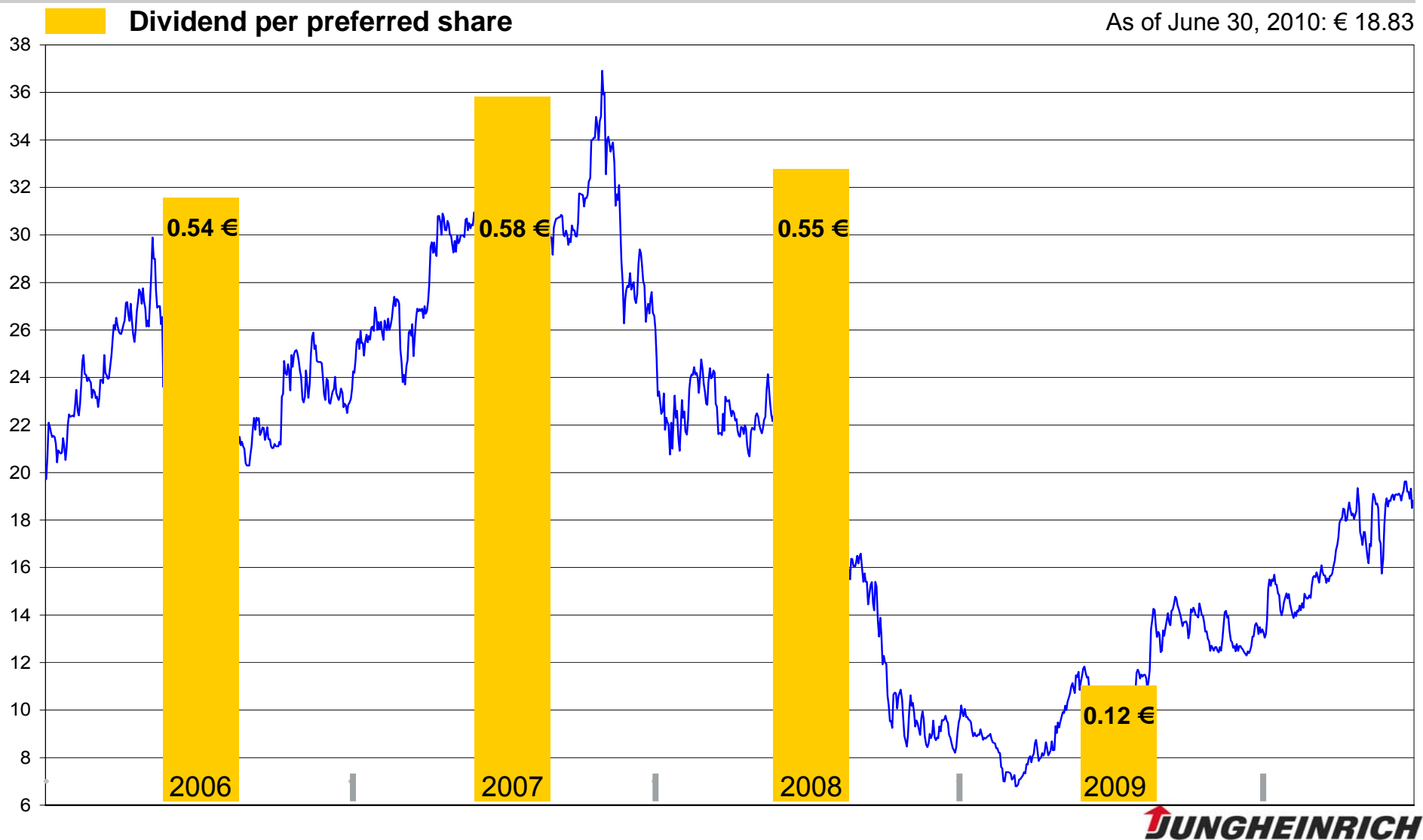
As of: November 2009

Total 9,900 Shareholders



*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

Convince