

# **JUNGHEINRICH GROUP – COMPANY PRESENTATION**

2010 – full steam ahead!

# Contents

**Company profile**

**Business sectors**

**Jungheinrich Group in figures**

**Company history**

**Information on the Jungheinrich share**

## 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.**

**The company is a service provider with manufacturing operations as well as an intralogistics solution provider, which offers its customers a comprehensive range of forklift trucks, shelving systems, services and consulting.**

**Jungheinrich shares are traded on all German stock exchanges.**

# Board of management.



**Hans-Georg Frey**

**Chairman**



**Dr. Helmut Limberg**

**Marketing & Sales**



**Dr. Klaus-Dieter Rosenbach**

**Engineering & Production**

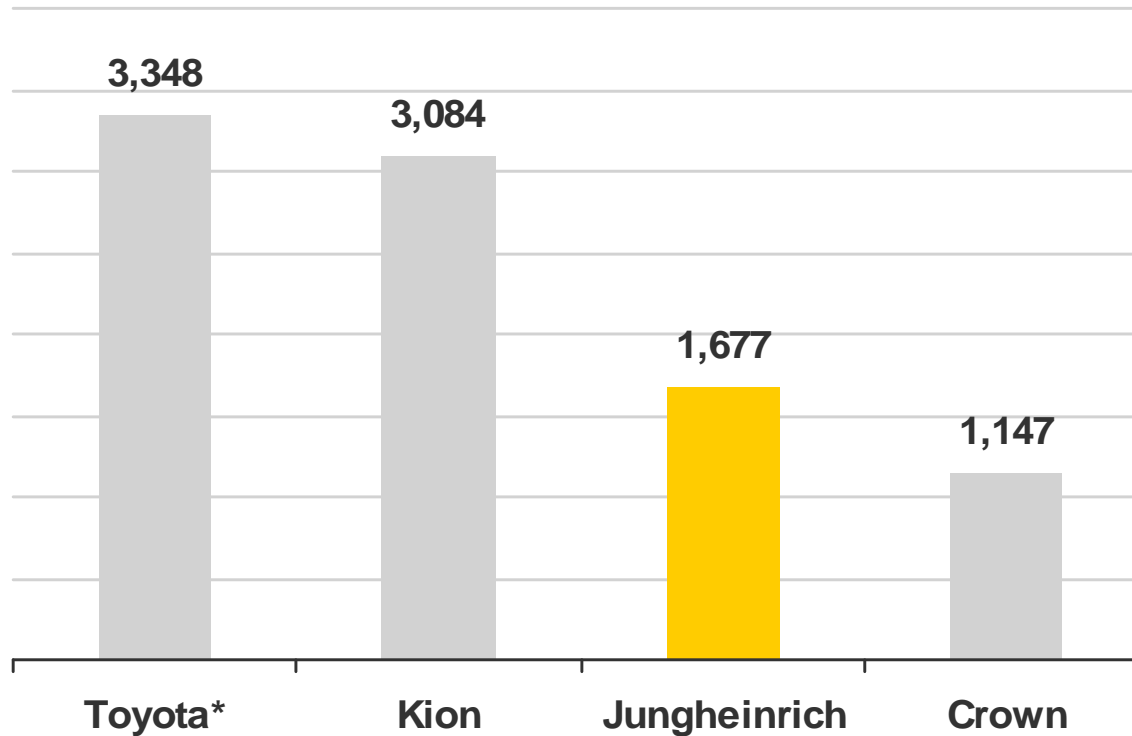


**Dr. Volker Hues**

**Finance**

# World league table 2009.

Sales in €million



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

Source: Annual reports, company information

\* Toyota adjusted Jan. – Dec. 2009

# „All around the stacker“.

**As an intralogistics solution provider and service provider with manufacturing operations, Jungheinrich offers its customers a comprehensive product range consisting of:**

- forklift trucks
- racking systems
- services and consulting

## **Services include:**

- product rental and sales financing
- truck maintenance and repair
- 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 overseas markets
- Overall, Jungheinrich is represented in around 100 countries



# Contents

Company profile

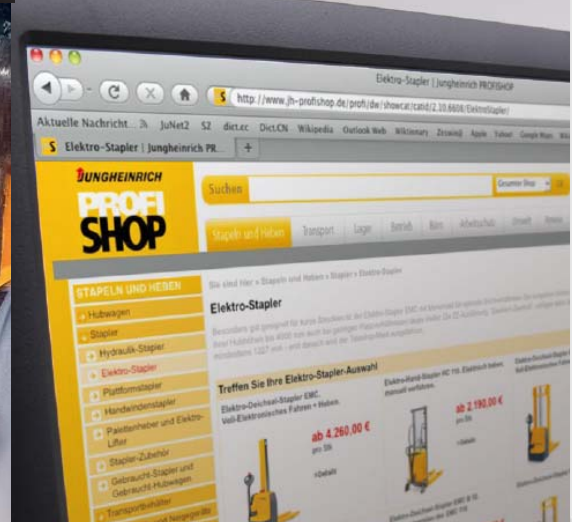
**Business sectors**

Jungheinrich Group in figures

Company history

Information on the Jungheinrich share

# Business sectors.



# New business.





# Jungheinrich – a full-line supplier. The right machine for every application.



**Diesel- and LPG-  
counterbalanced  
trucks**



**Battery-powered  
counterbalanced  
trucks**



**Battery-powered  
reach trucks**



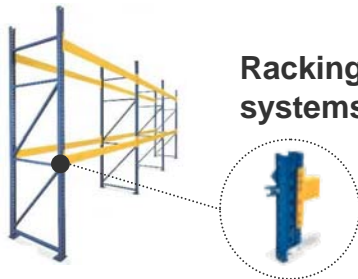
**Special design  
trucks and small  
series trucks**



**Electric-pedestrian  
controlled trucks  
and stackers**



**Hand pallet  
trucks**



**Racking  
systems**

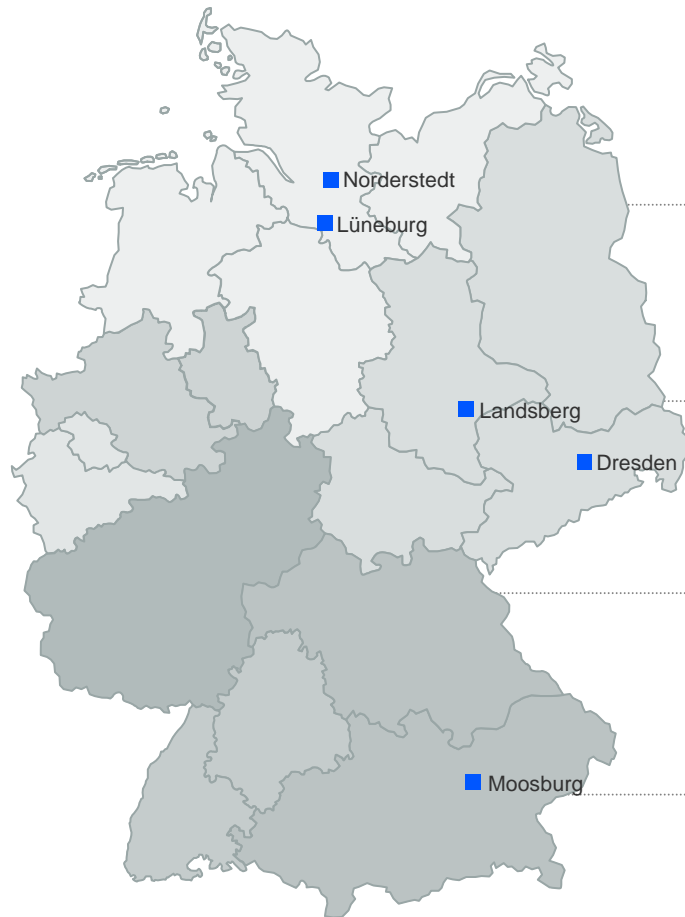


**Batteries/  
Chargers**



**High rack lift  
trucks and order  
pickers**

# Production plants in Germany.



## Norderstedt



## Lüneburg



## Landsberg



## Dresden

Used truck centre



## Moosburg



## Other plants/Joint ventures.



### Ningbo Ruyi/China

25% Joint venture



### Qingpu/China



### Moravany/Czech Republic

50% Joint venture



## „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.

From

rental to used trucks

with

diverse financing possibilities

right up to

fleet management with  
"full service"



# Services.

## Comprehensive set of services:

- Logistic systems
- Customer service
- Used trucks
- Rental fleet
- Fleet and project management
- Financial services
- Mail order  
PROFISHOP
- Spare parts 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 12 to 120 months



Individual service package consisting of financing, full service and fleet management

# Jungheinrich Financial Services.

## 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



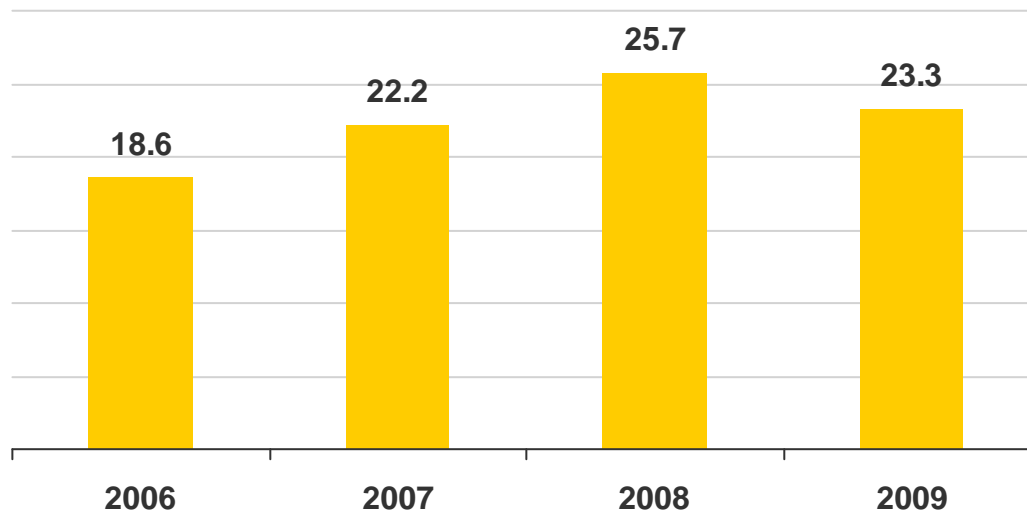
# Hire.



- 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

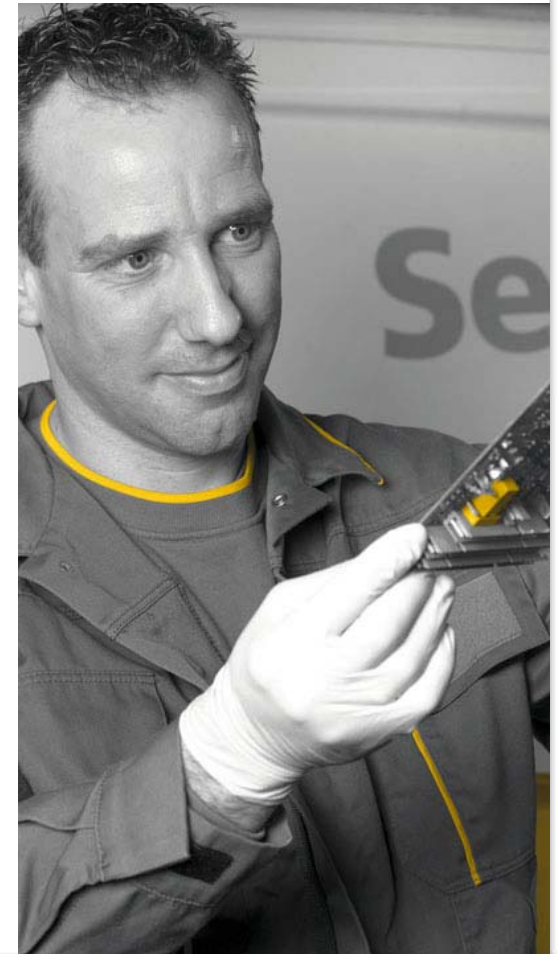
of used trucks for all Jungheinrich sales companies in Europe.





## Customer service.

- **Ample service network**  
More than 3,400 mobile service engineers 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, error detection, 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.



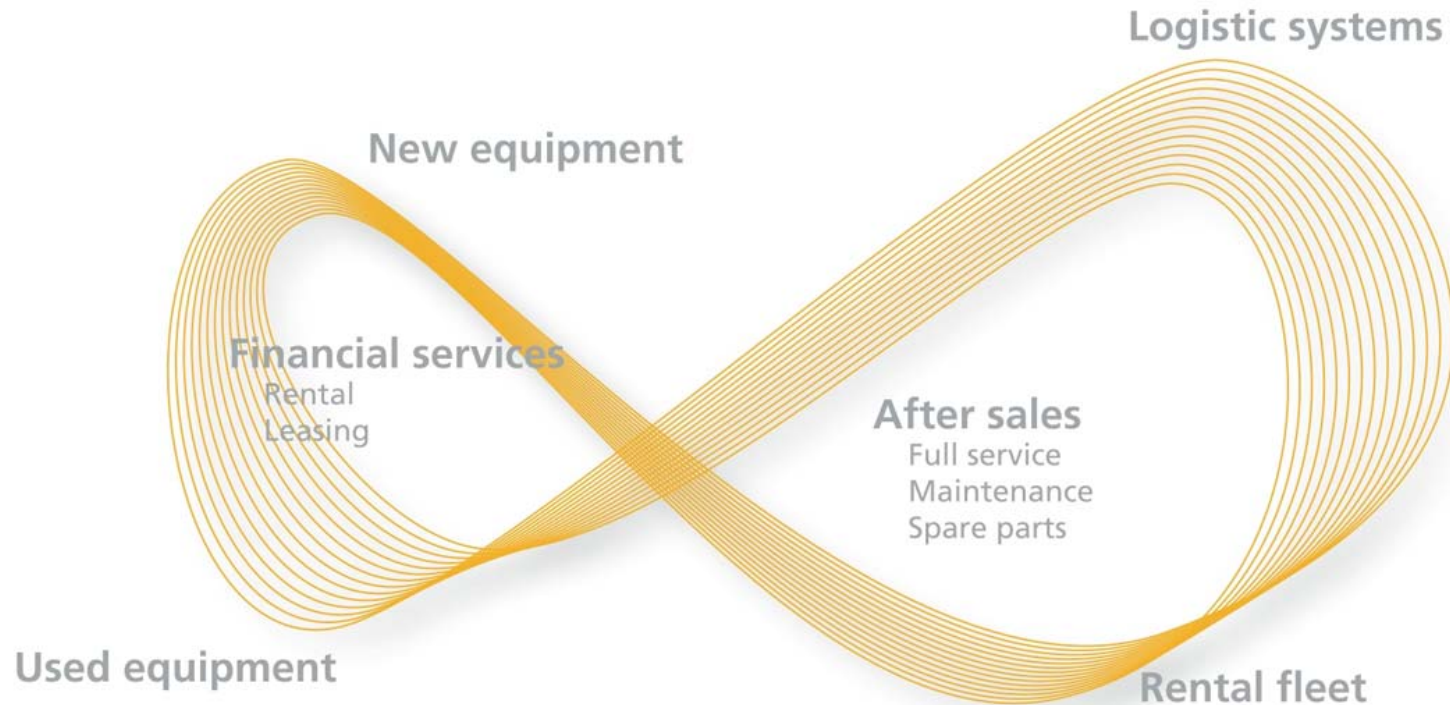
## Expansion of spare parts network:

- New spare parts logistics centre in Bratislava
- Expanded overnight delivery for Middle- and Eastern Europe

>>> 95% of all service engineers 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.

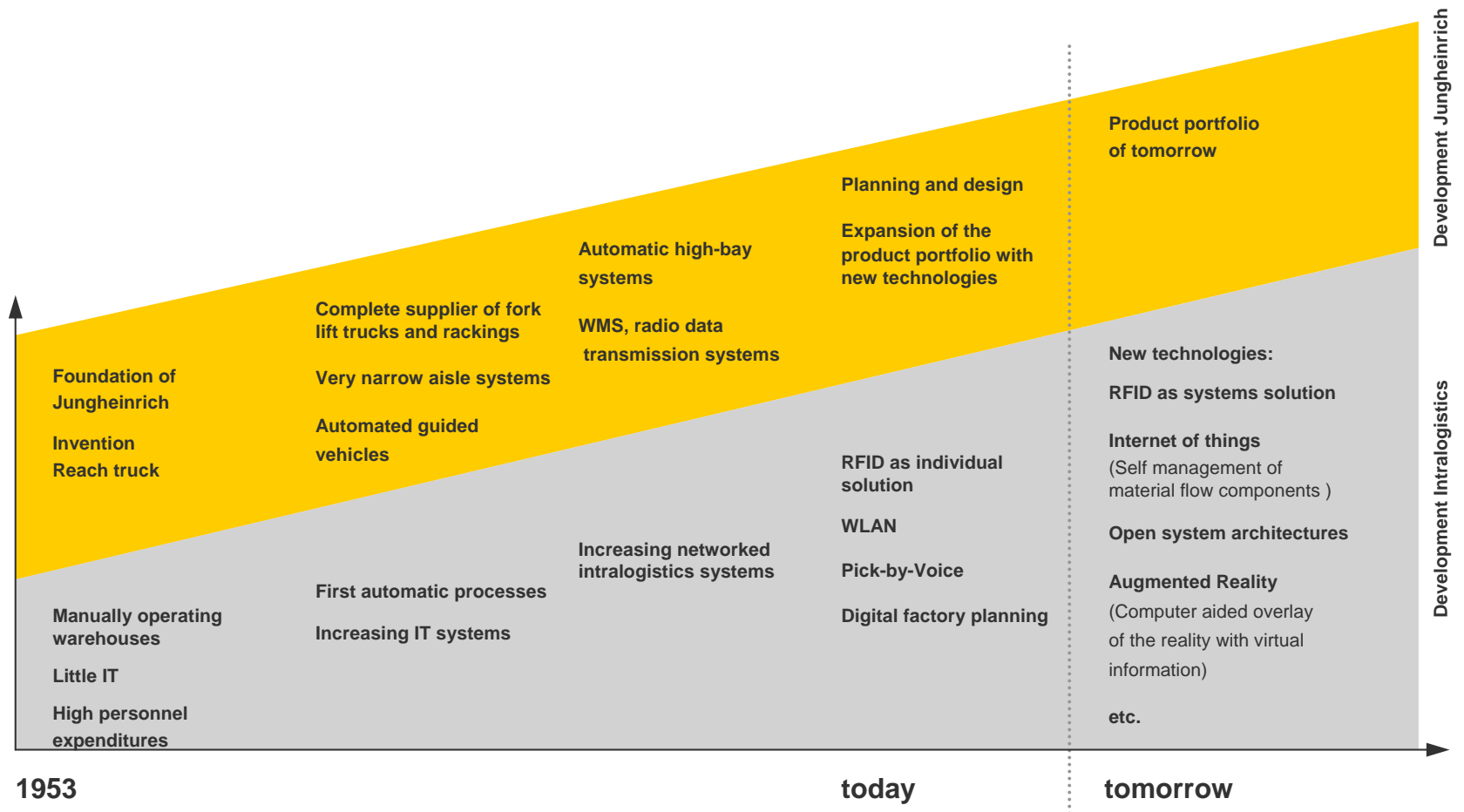
Products can also be purchased via the internet shop:

[www.jh-profishop.de](http://www.jh-profishop.de)

[www.jh-profishop.at](http://www.jh-profishop.at)



# Intralogistics and Jungheinrich in the change.



# Contents

Company profile

Business sectors

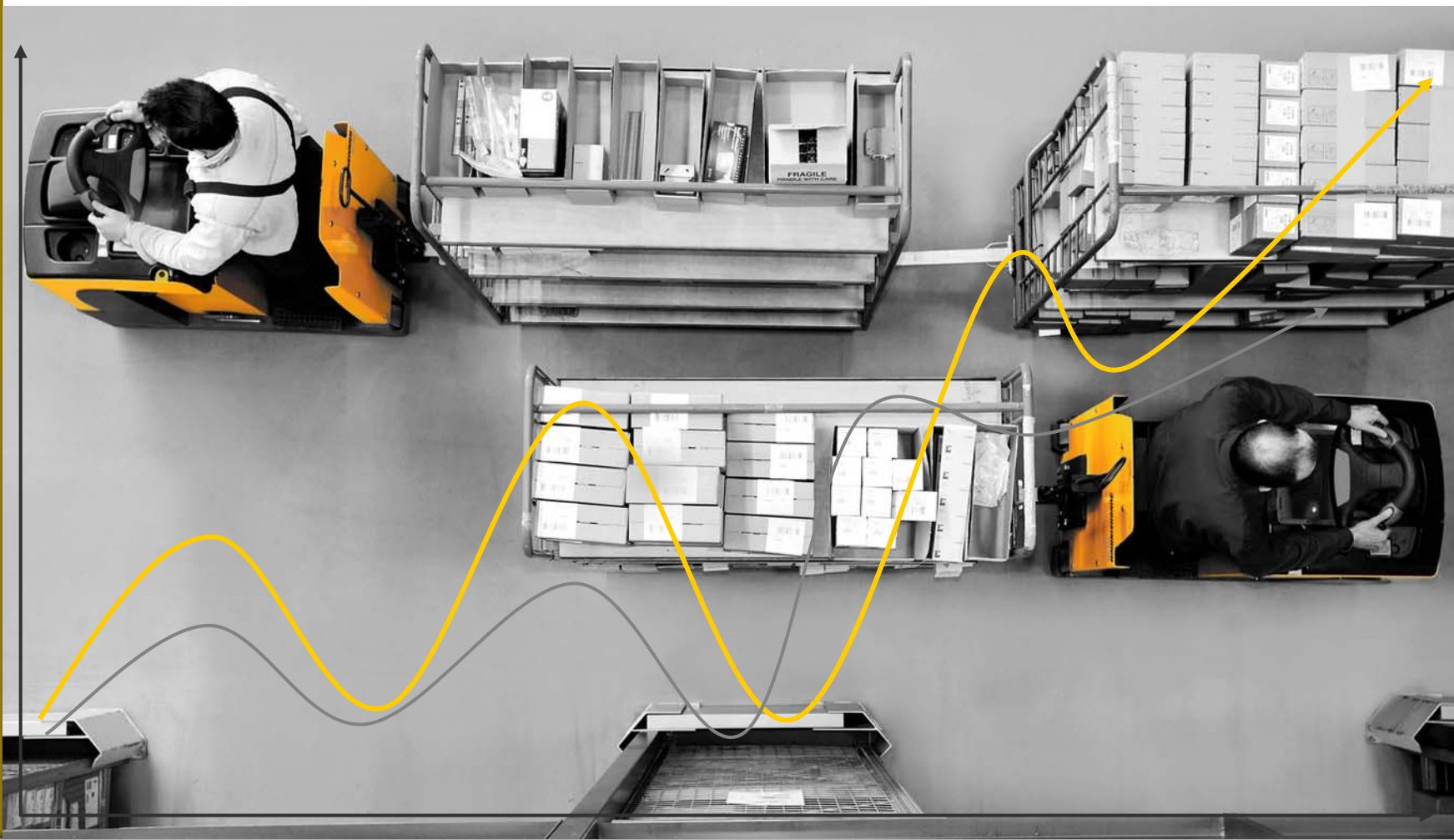
**Jungheinrich Group in figures**

Company history

Information on the Jungheinrich share

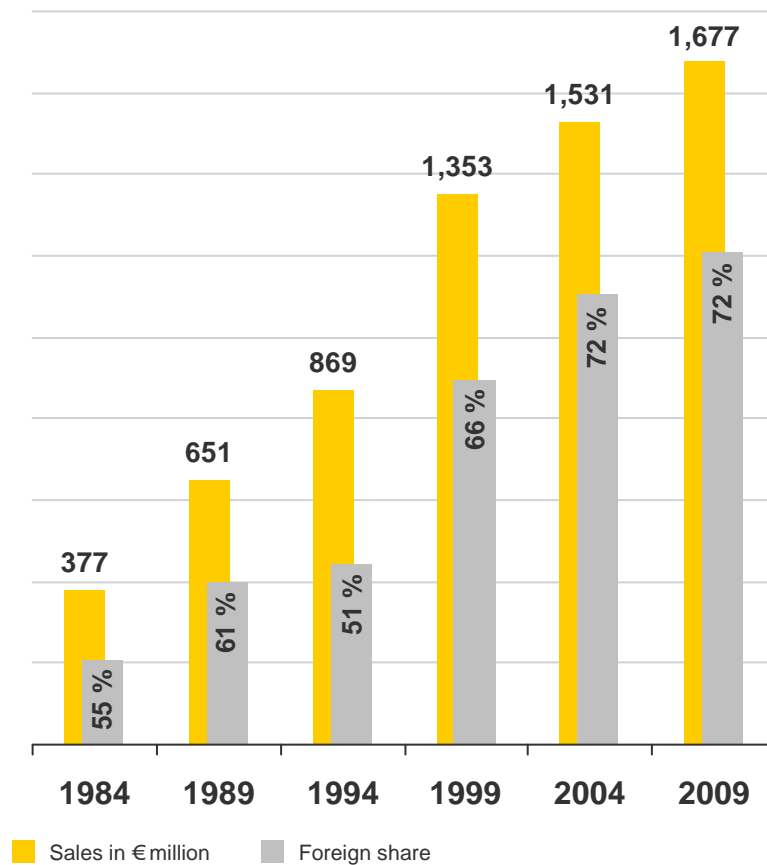


# Jungheinrich Group in figures.

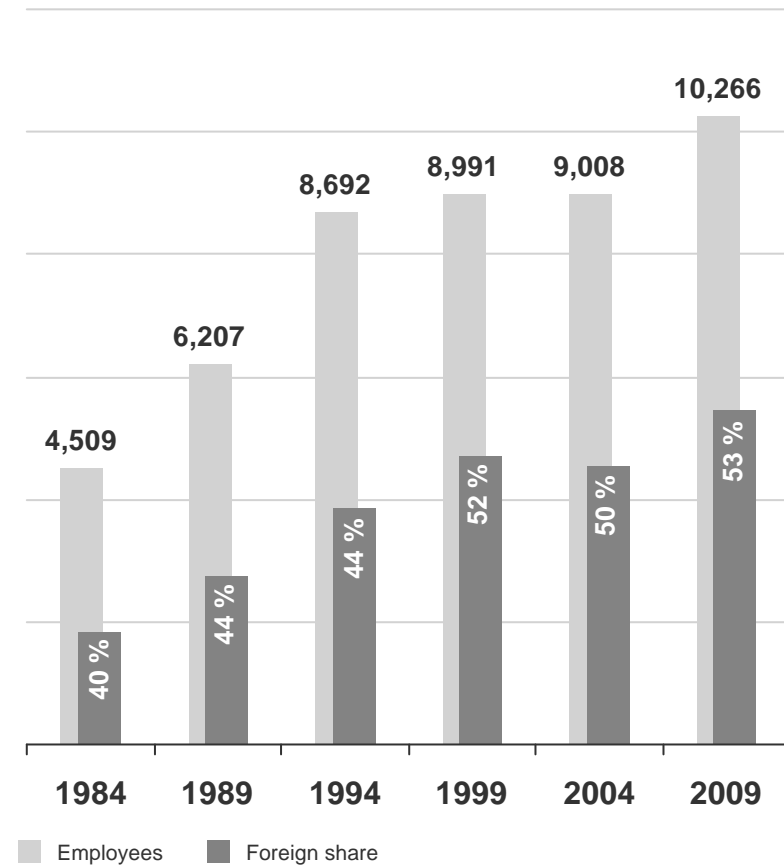


# Development Jungheinrich Group.

## Sales in €million



## Employees





# Current development.

## First half of 2010

in € million	First half of 2010	First half of 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 expenditures <sup>1)</sup>	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.

in € million	2009	2008	Change in %
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 expenditures <sup>1)</sup>	46	74	-38
EBIT <sup>2)</sup>	-72	122	-159
EBIT-Return on sales (ROS) %	-4.3	5.7	--
Employees (12/31)	10,266	10,784	-5

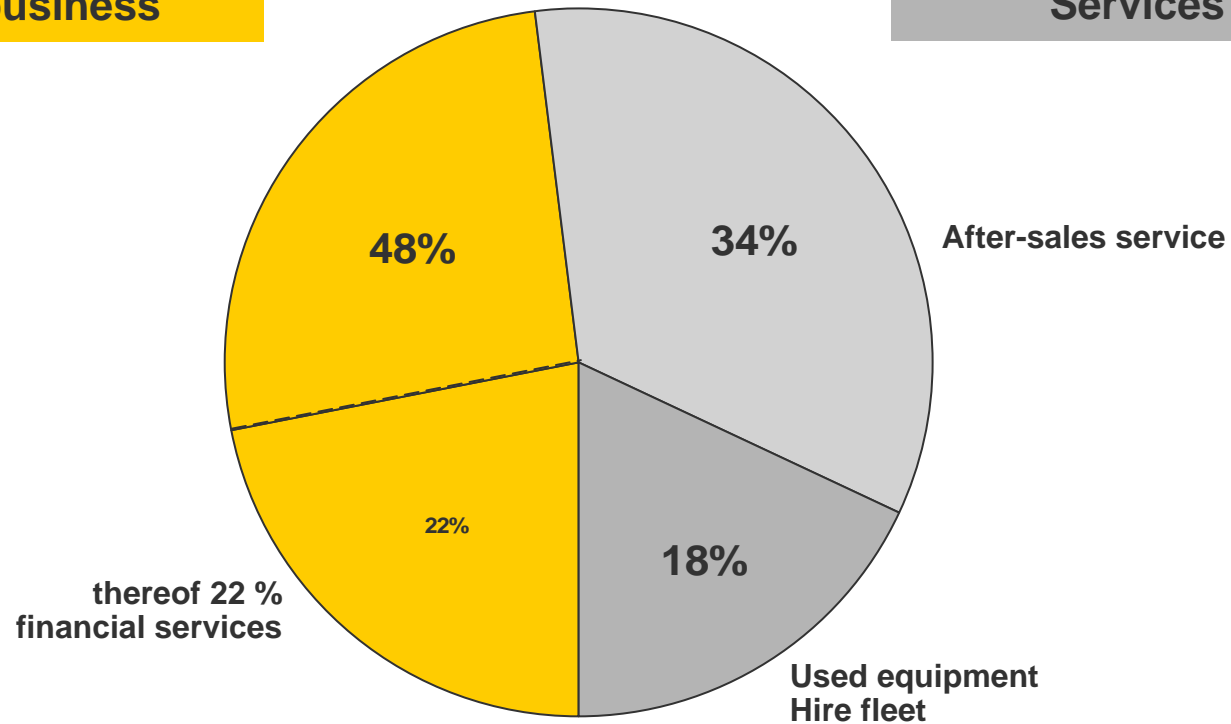
1) Tangible and intangible assets without capitalized development costs

2) 2009 incl. one-off expenses € 80 million

## Turnover structure 2009.

New business

Services



Total sales €1,677 million

# Contents

Company profile

Business sectors

Jungheinrich Group in figures

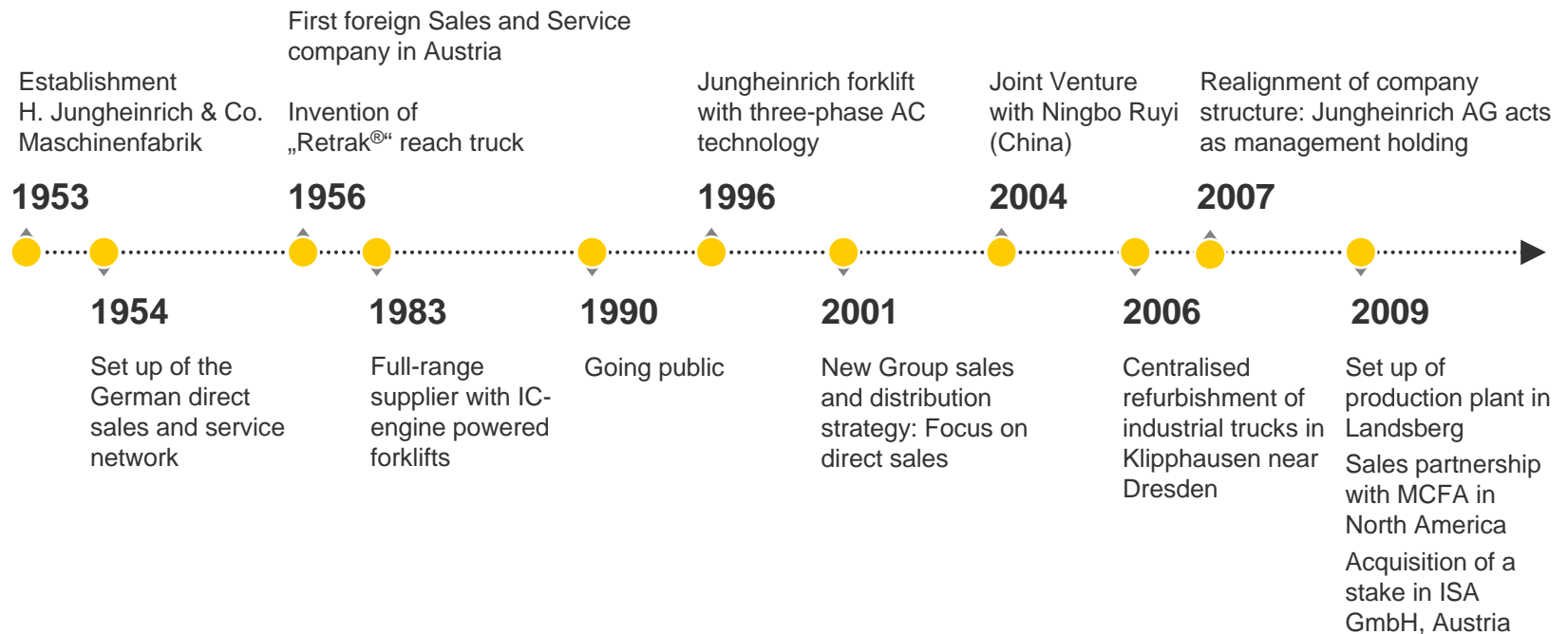
**Company history**

Information on the Jungheinrich share

# Company history.



# Milestones of the Jungheinrich Group.



# Contents

Company profile

Business sectors

Jungheinrich Group in figures

Company history

**Information on the Jungheinrich share**

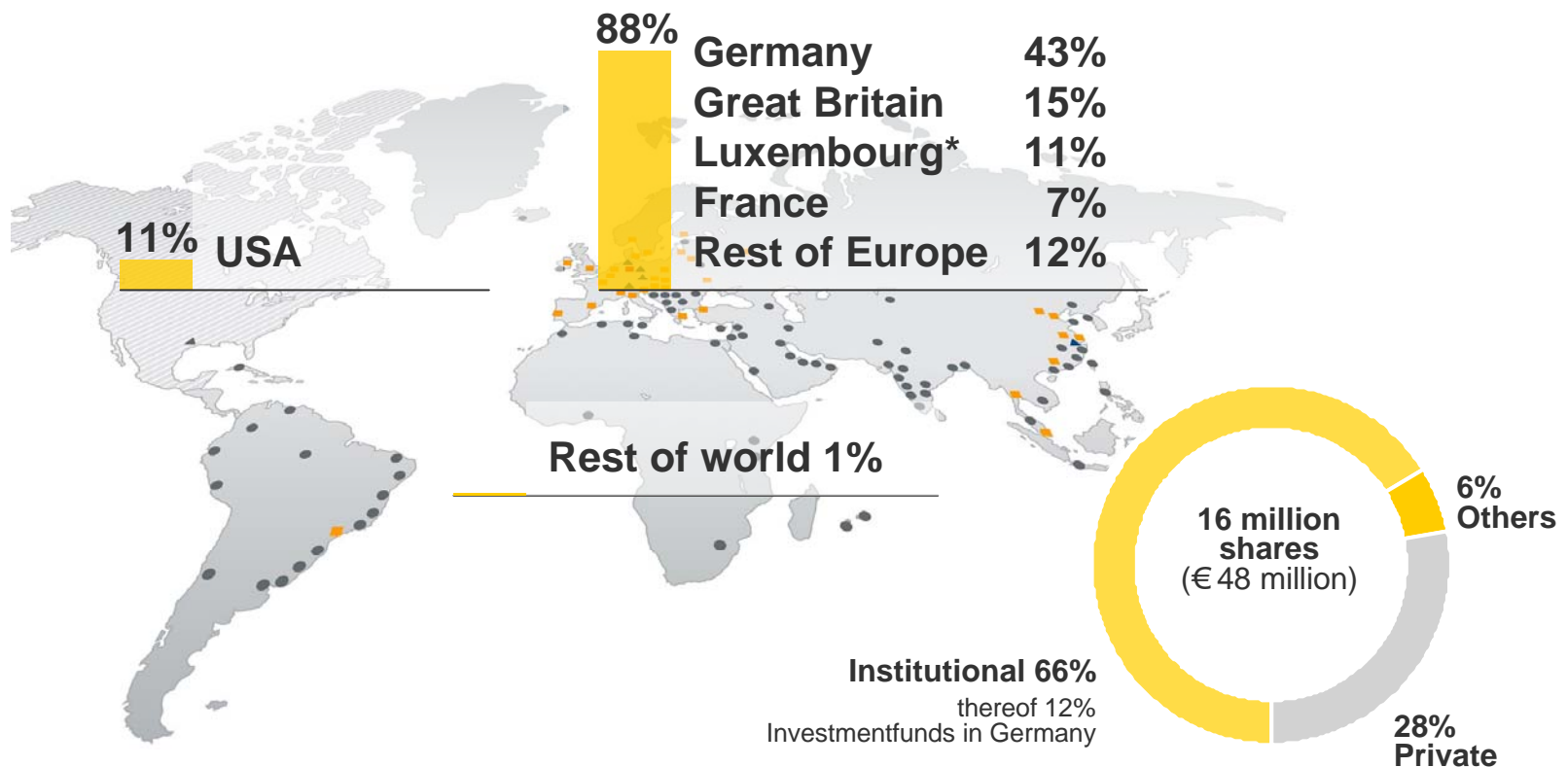
## Information on the Jungheinrich share.





# Structure of shareholders (preferred shares).

Total 9,900 Shareholders

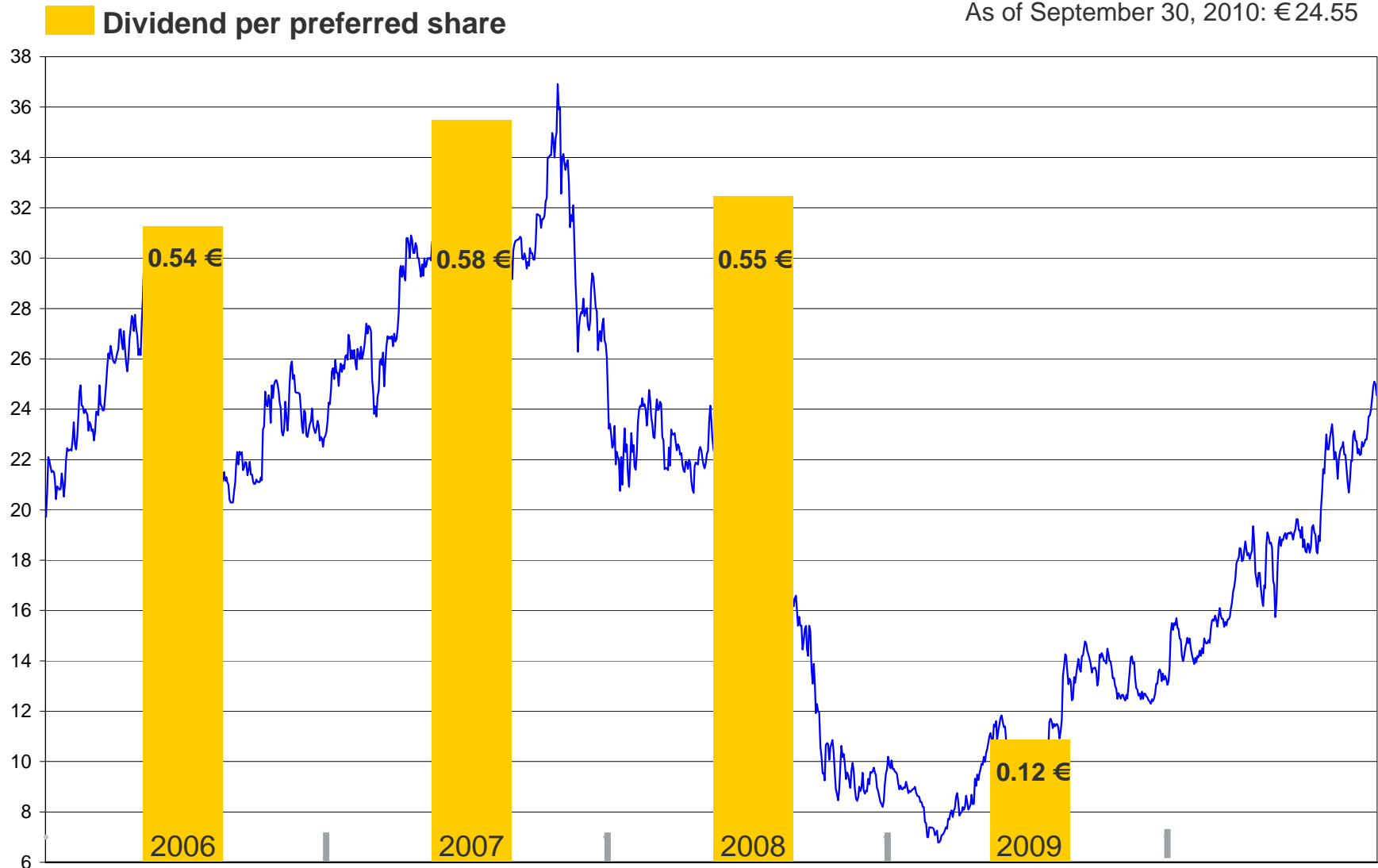


As of: November 2009

\*Luxembourg included domestic and foreign funds

# Share price and dividend development.

As of September 30, 2010: € 24.55



# 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*

  
*Das lohnt sich.*

*Conviene*

*Convince*