

JUNGHEINRICH GROUP – COMPANY PRESENTATION

2011 – full steam ahead!

Hamburg, January 2011

 **JUNGHEINRICH**

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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

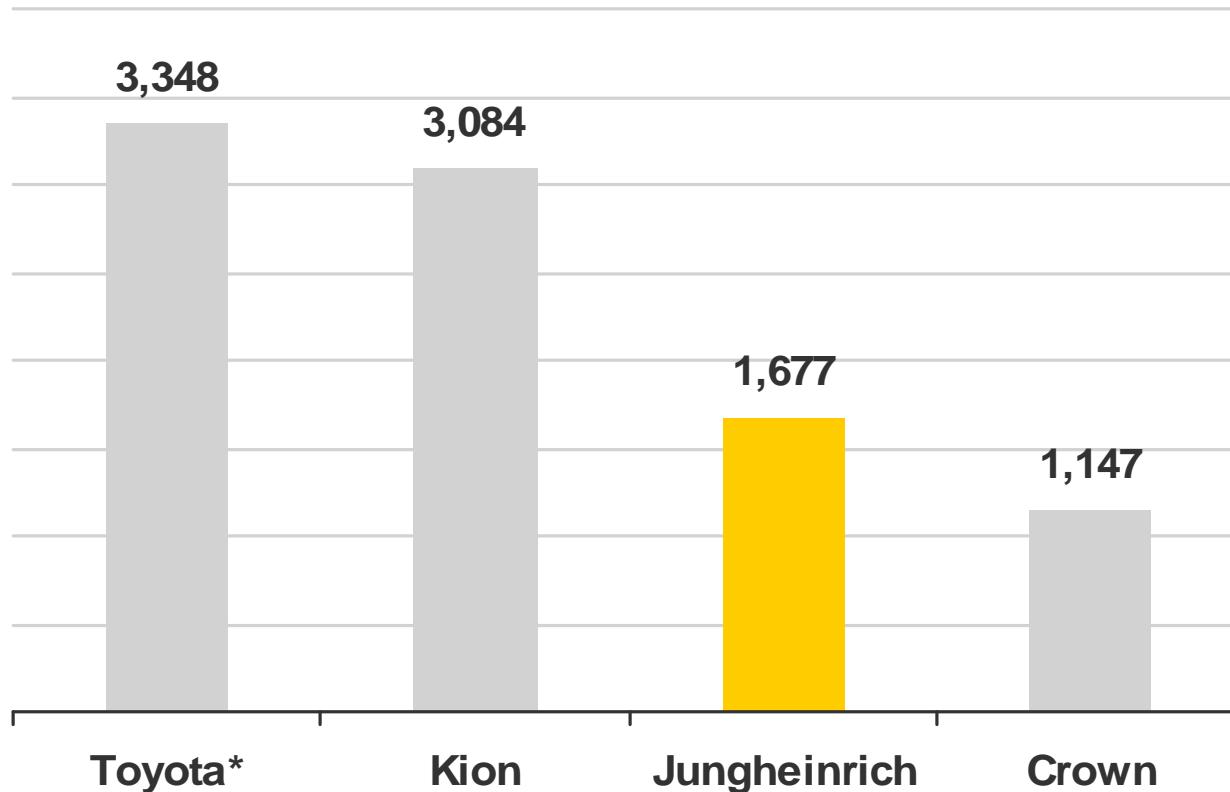


Dr. Volker Hues

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

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„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 oversea markets
- Overall, Jungheinrich is represented in around 100 countries

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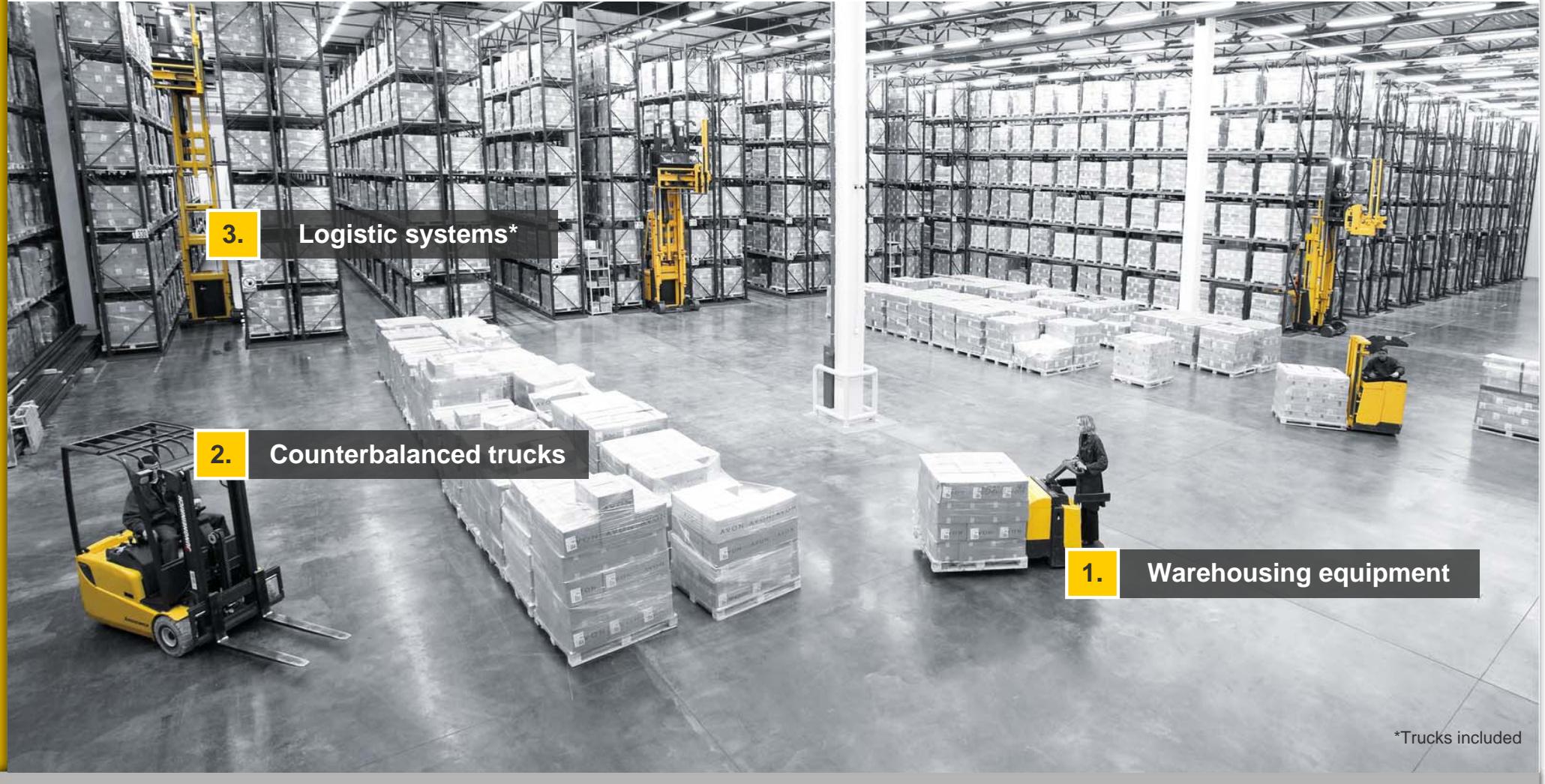
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Business sectors.



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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



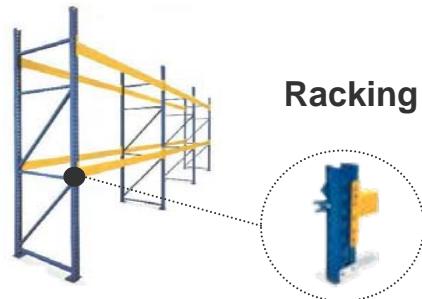
Special design trucks
and small series
trucks



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

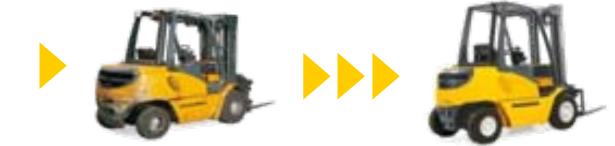


Landsberg



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

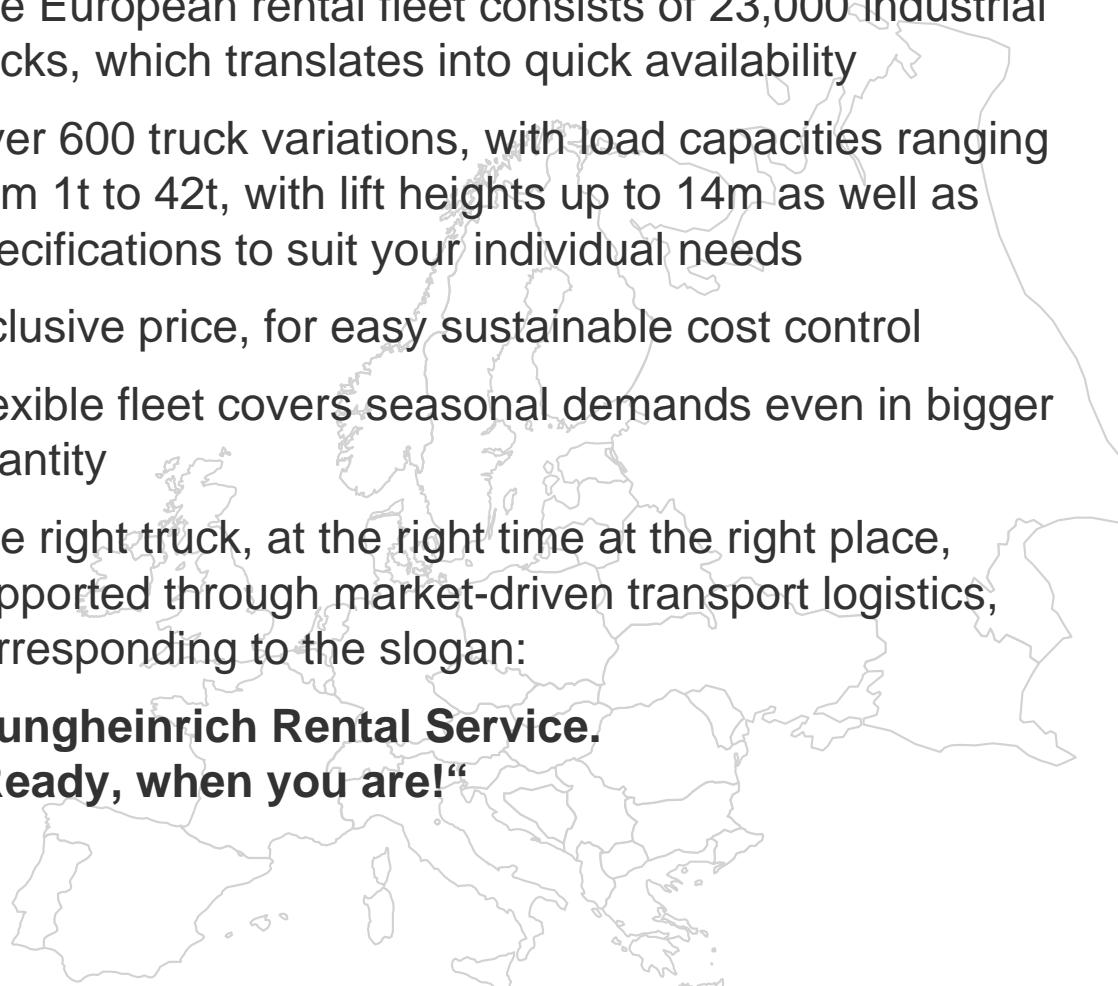


Hire.

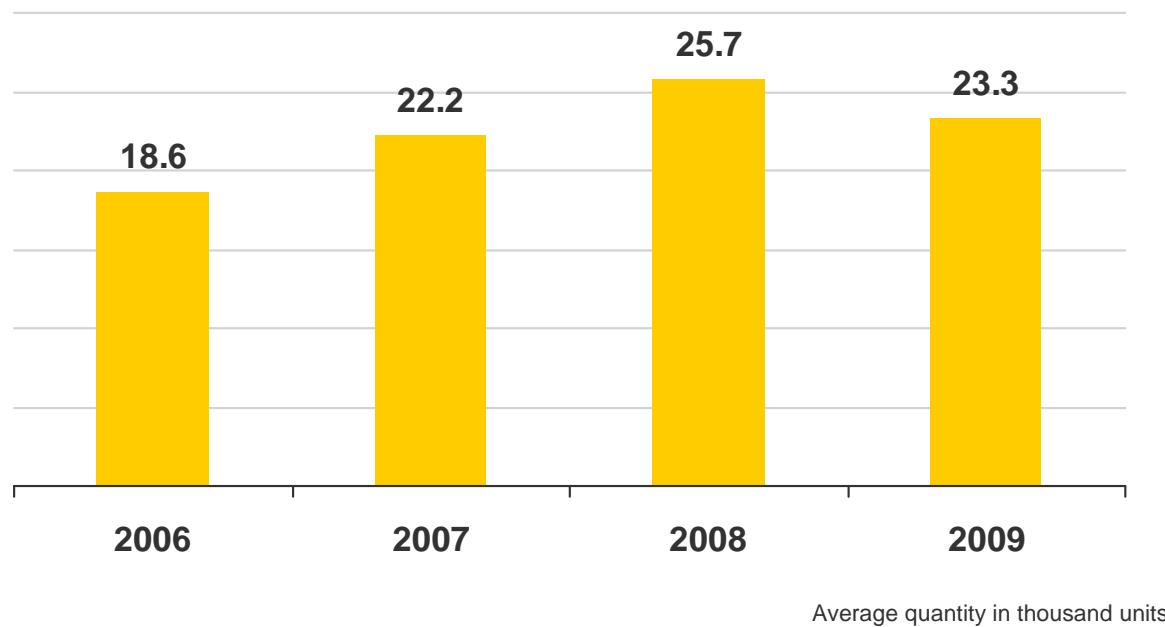


- The European rental fleet consists of 23,000 industrial trucks, which translates into quick availability
- Over 600 truck variations, with load capacities ranging from 1t to 42t, with lift heights up to 14m as well as specifications to suit your individual needs
- Inclusive price, for easy sustainable 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.



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 engineers guarantee short response times.

- **Individual services**

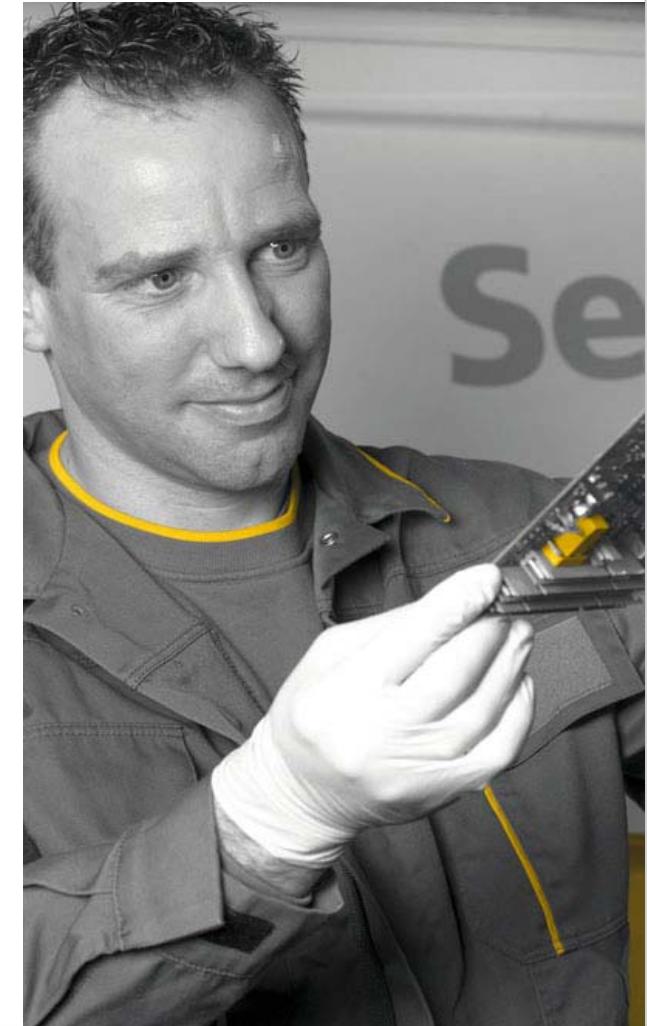
From safety-checks up to a complete full service – we secure the productivity of customer-truck fleets.

- **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.



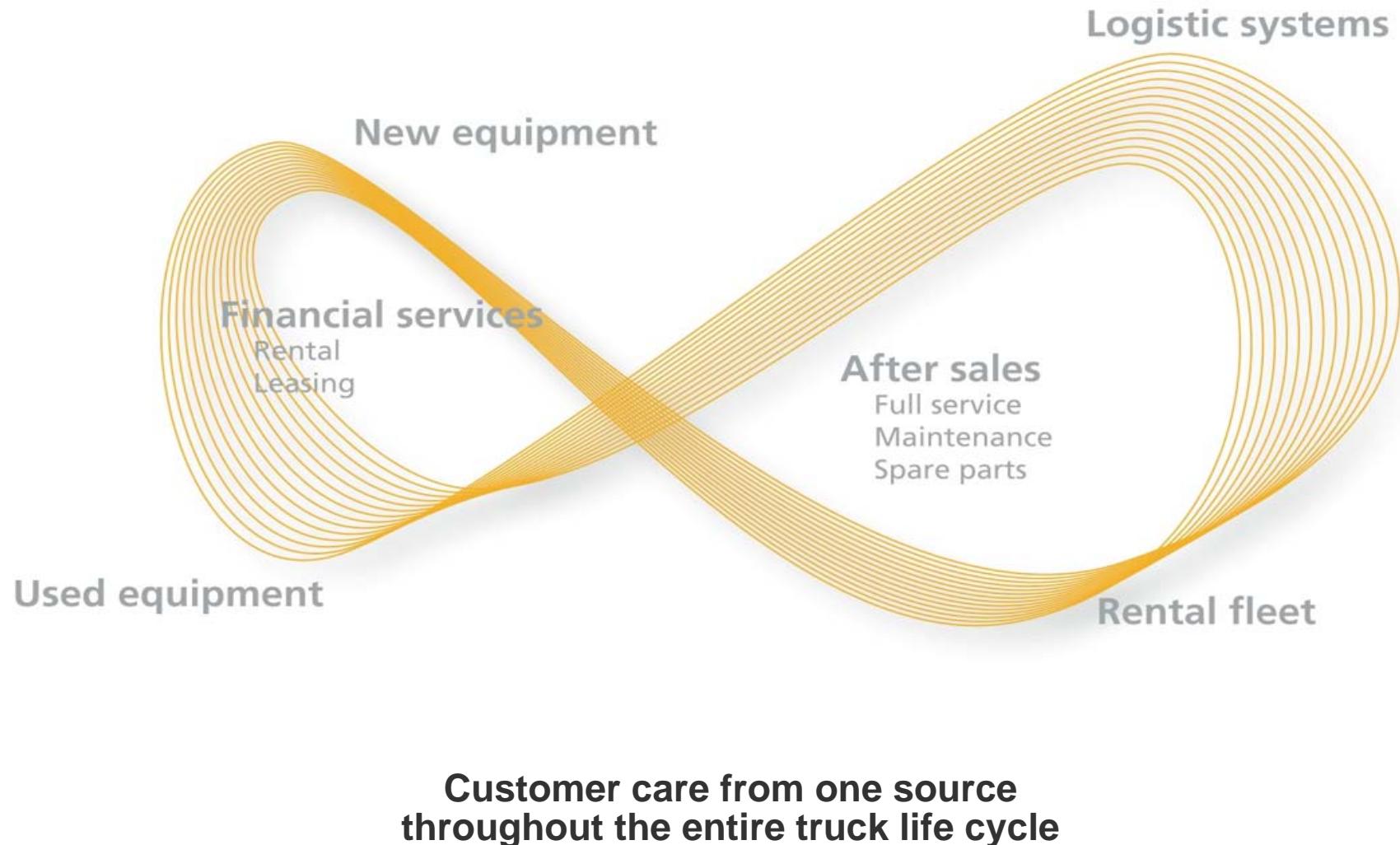
Expansion of spare parts network:

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

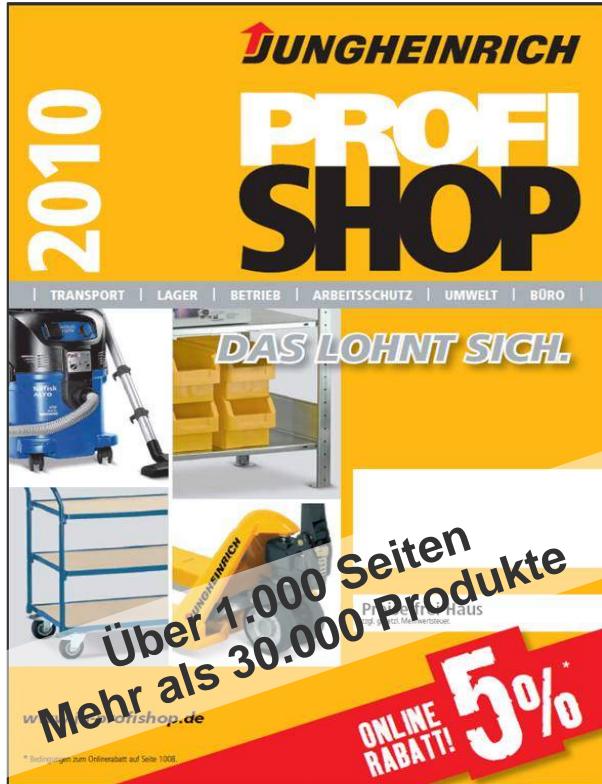
>>> 95% of all service engineers in Europe are supplied overnight.



Jungheinrich's business model.



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.

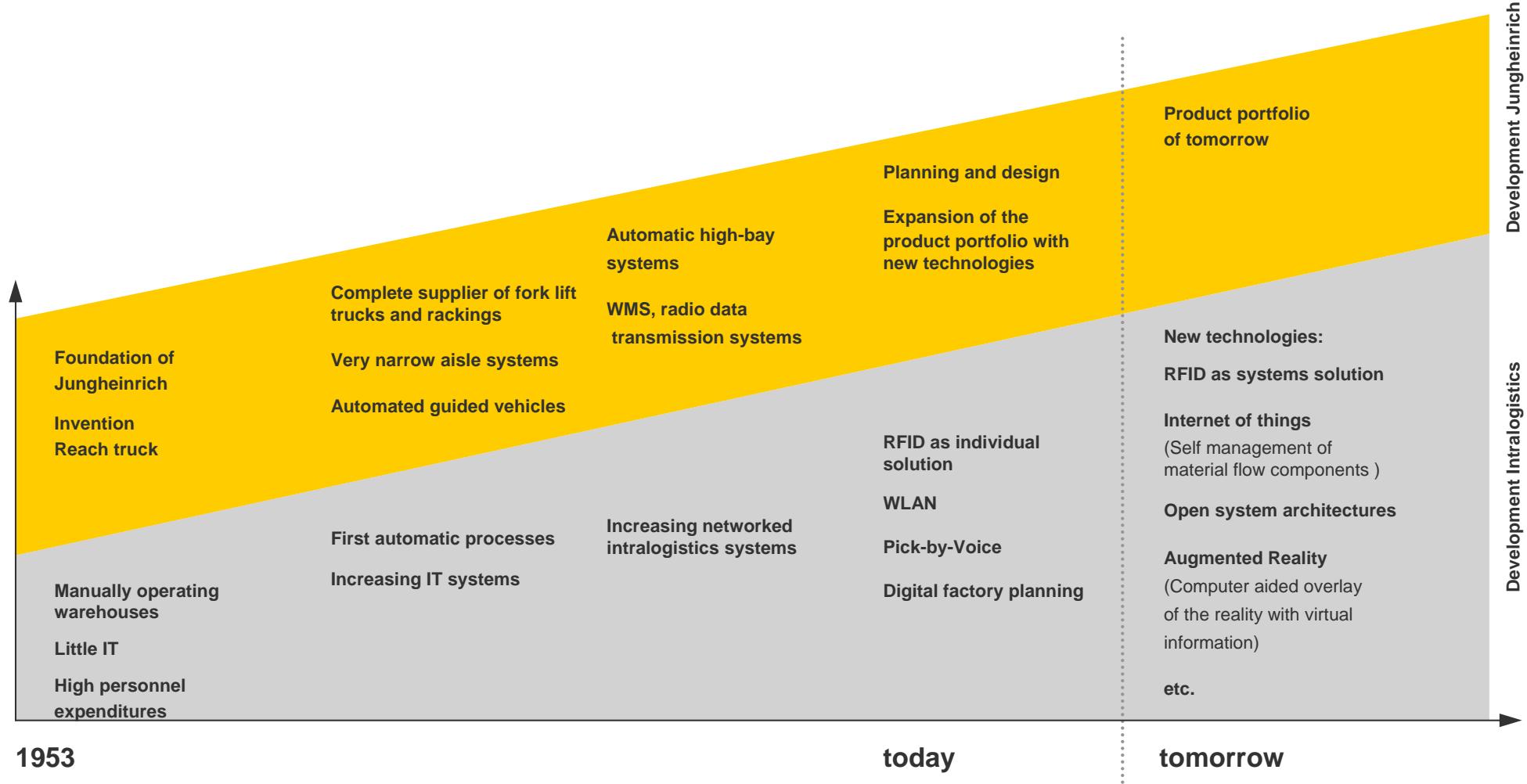
Products can also be purchased via the internet shop:

www.jh-profishop.de

www.jh-profishop.at



Intralogistics and Jungheinrich in the change.



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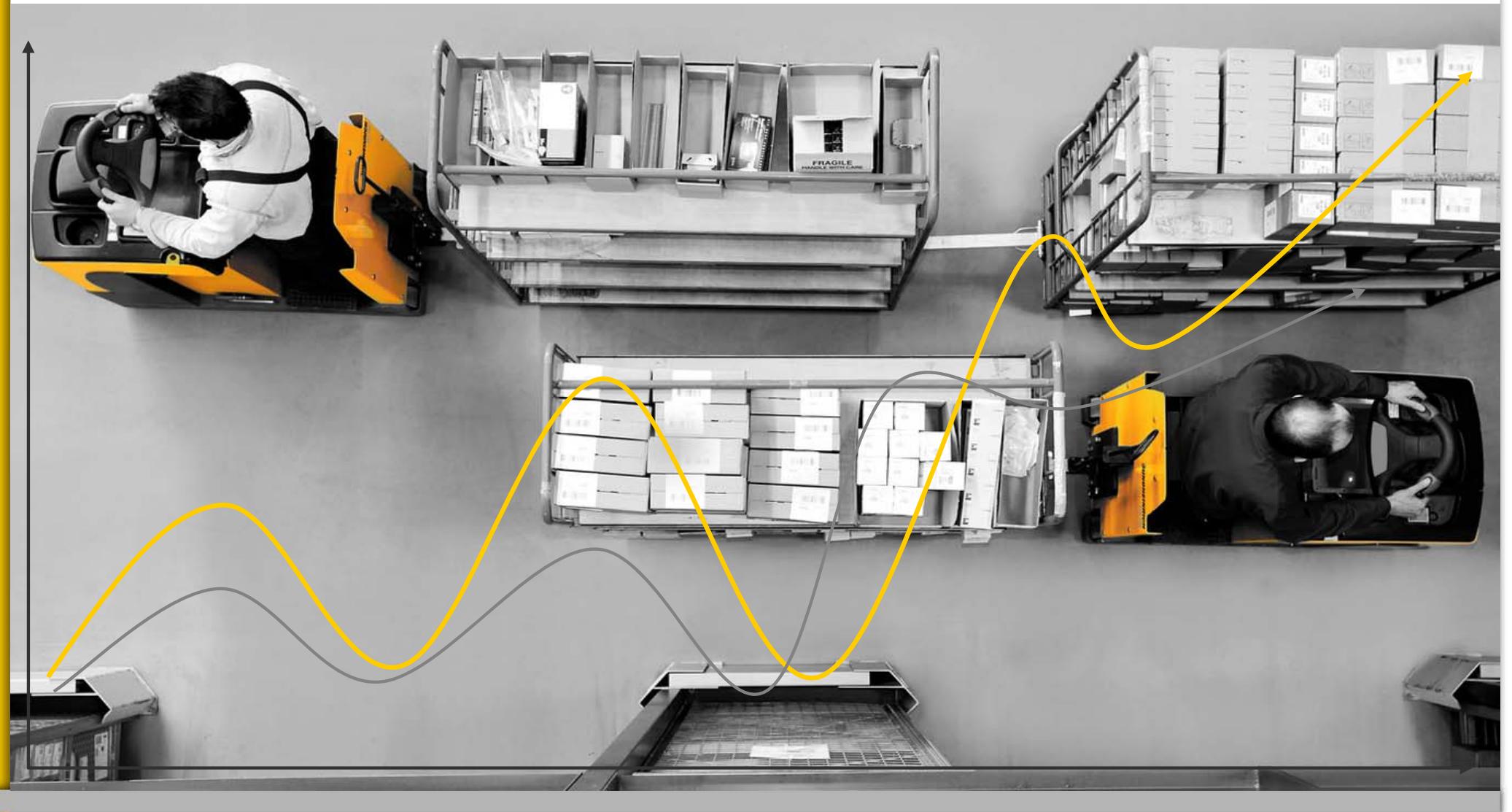
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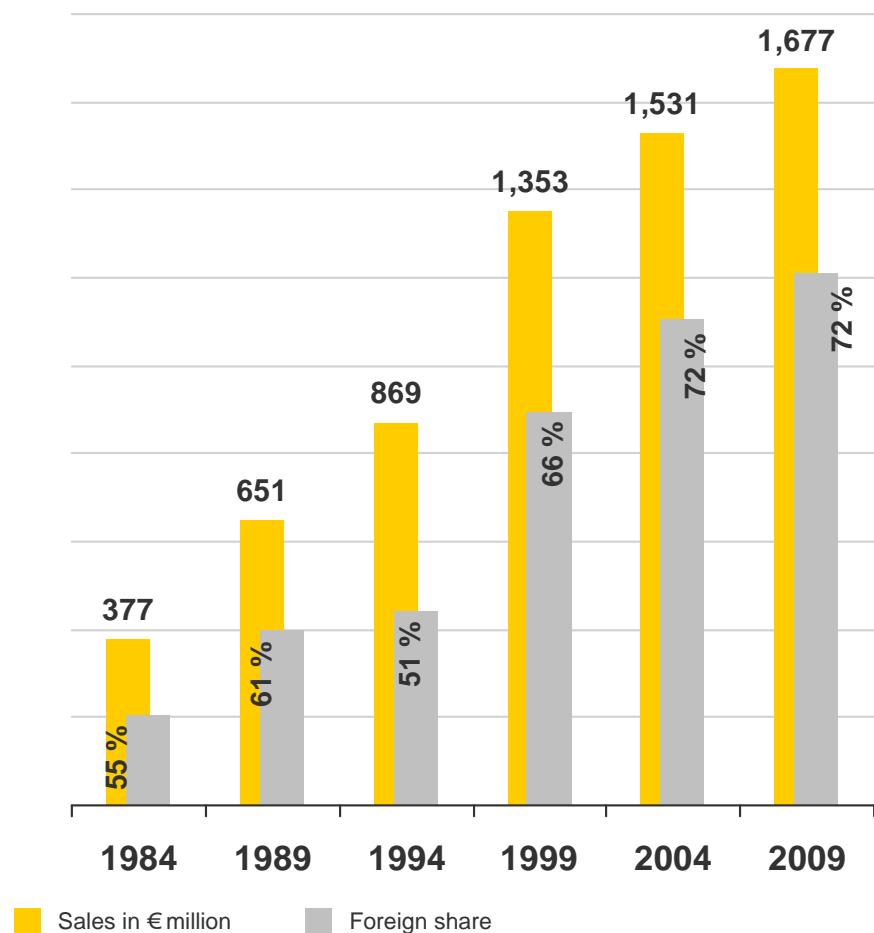
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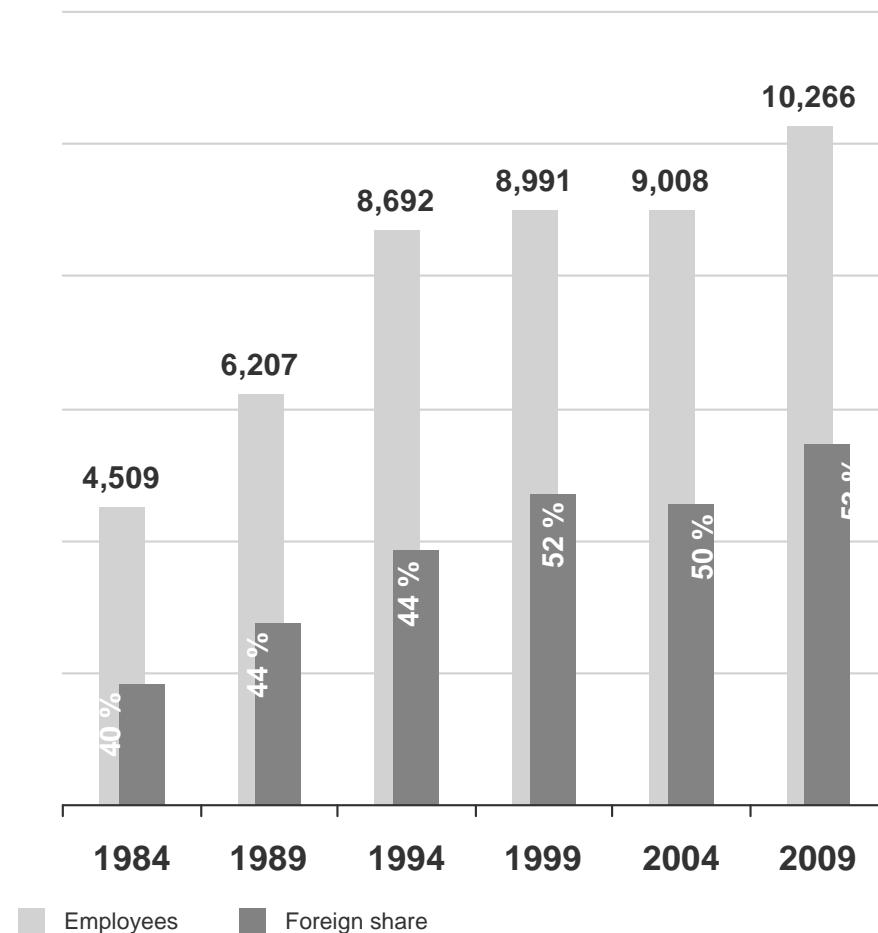
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Development Jungheinrich Group.

Sales in €million



Employees



Current development.

Q1–Q3 2010

in € million	Q1–Q3 2010	Q1–Q3 2009	Change in %
Incoming orders	1,390	1,227	13
Sales	1,291	1,232	5
Total assets (9/30)	2,294	2,102	9
Shareholder's equity (9/30)	597	583	2
Capital expenditures¹⁾	17	36	-53
EBIT	64.2	-18.9	440
EBIT-Return on sales (ROS) %	5.0	-1.5	--
Employees (9/30)	10,070	10,370	-3

1) Tangible and intangible assets without capitalized development costs

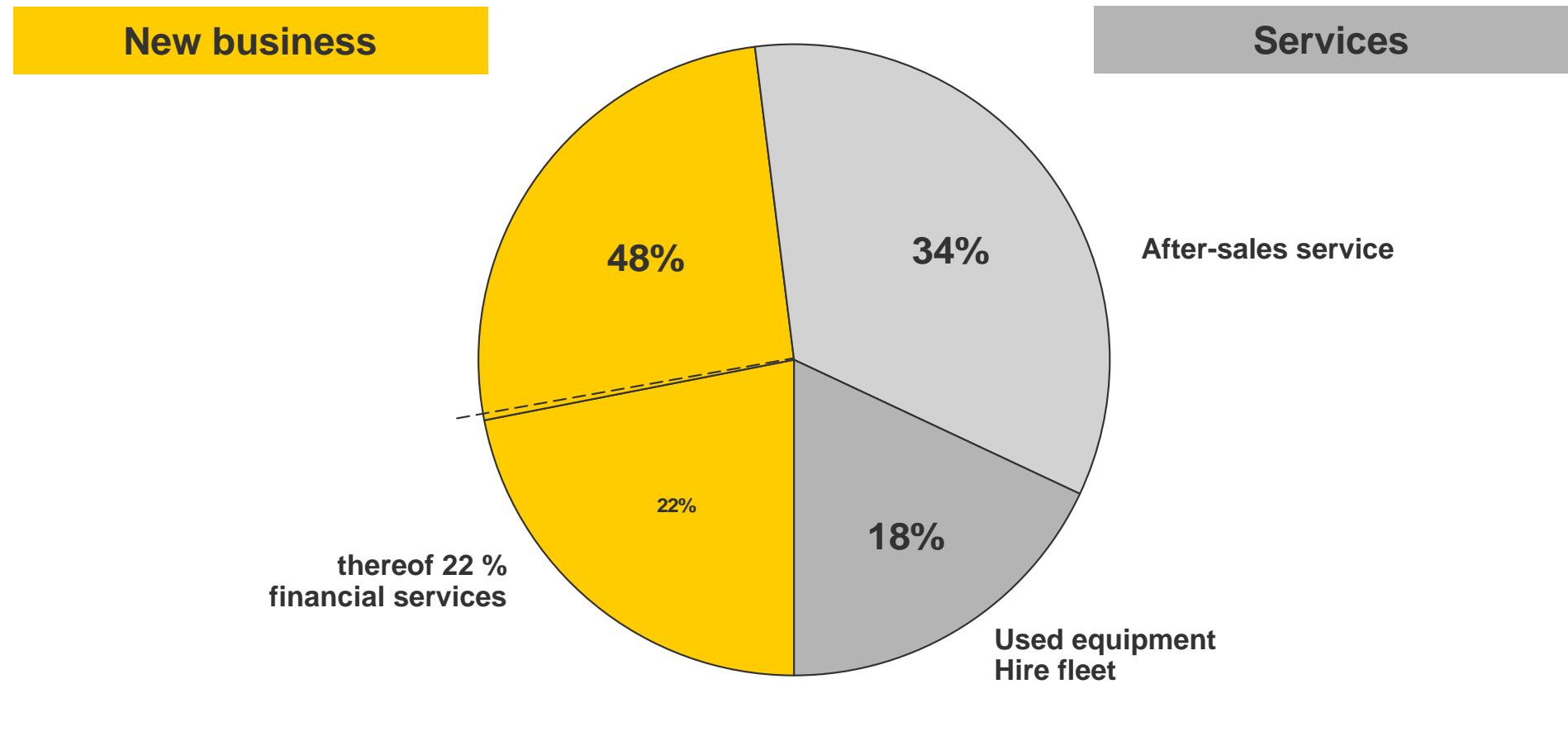
Fiscal year 2009.

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 expenditures¹⁾	46	74	-38
EBIT²⁾	-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.



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Milestones of the Jungheinrich Group.



Establishment H. Jungheinrich & Co. Maschinenfabrik	First foreign Sales and Service company in Austria	Jungheinrich forklift with three-phase AC technology	Joint Venture with Ningbo Ruyi (China)	Realignment of company structure: Jungheinrich AG acts as management holding
1953	1956	1996	2004	2007
Set up of the German direct sales and service network	Invention of „Retrak®“ reach truck	Going public	New Group sales and distribution strategy: Focus on direct sales	Centralised refurbishment of industrial trucks in Klipphausen near Dresden
1954	1983	1990	2001	2006
	Full-range supplier with IC- engine powered forklifts			Set up of production plant in Landsberg Sales partnership with MCFA in North America
				Acquisition of a stake in ISA GmbH, Austria

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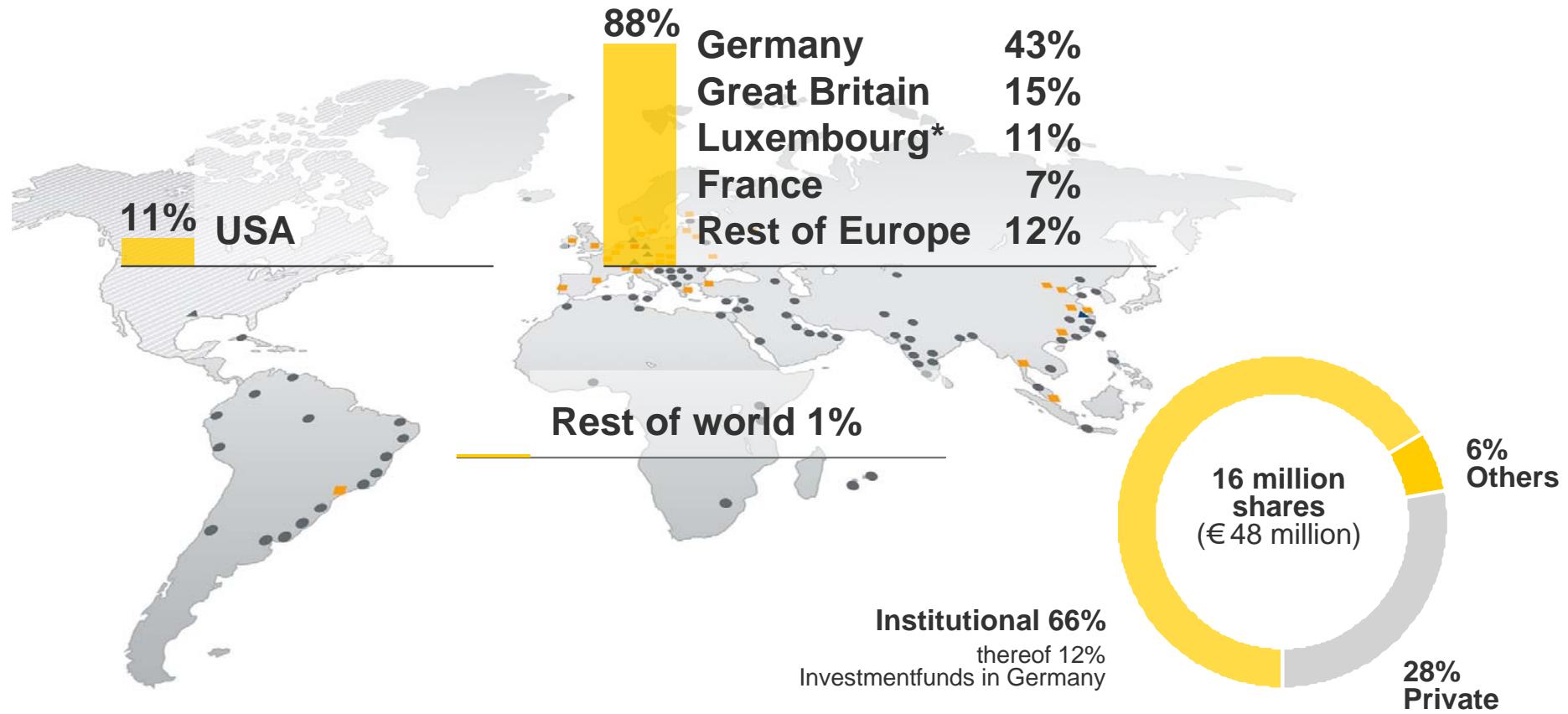
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Information on the Jungheinrich share.



Structure of shareholders (preferred shares).

Total 9,900 Shareholders



As of: November 2009

*Luxembourg included domestic and foreign funds

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Share price and dividend development.

As of December 30, 2010 € 29.58



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:

Interim report as of September 30, 2010	Nov. 11, 2010
Balance sheet press conference	March 31, 2011
Analyst conference	April 01, 2011
Interim report as of March 31, 2011	May 12, 2011
2011 Annual general meeting	June 15, 2011
Interim report as of June 30, 2011	August 11, 2011
Interim report as of September 30, 2011	Nov. 10, 2011

Well worthwhile

Assurément



Conviene

Convenience