

# JUNGHEINRICH GROUP – COMPANY PRESENTATION

2011 – shape the future!

Hamburg, July 2011

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# Company profile.



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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**

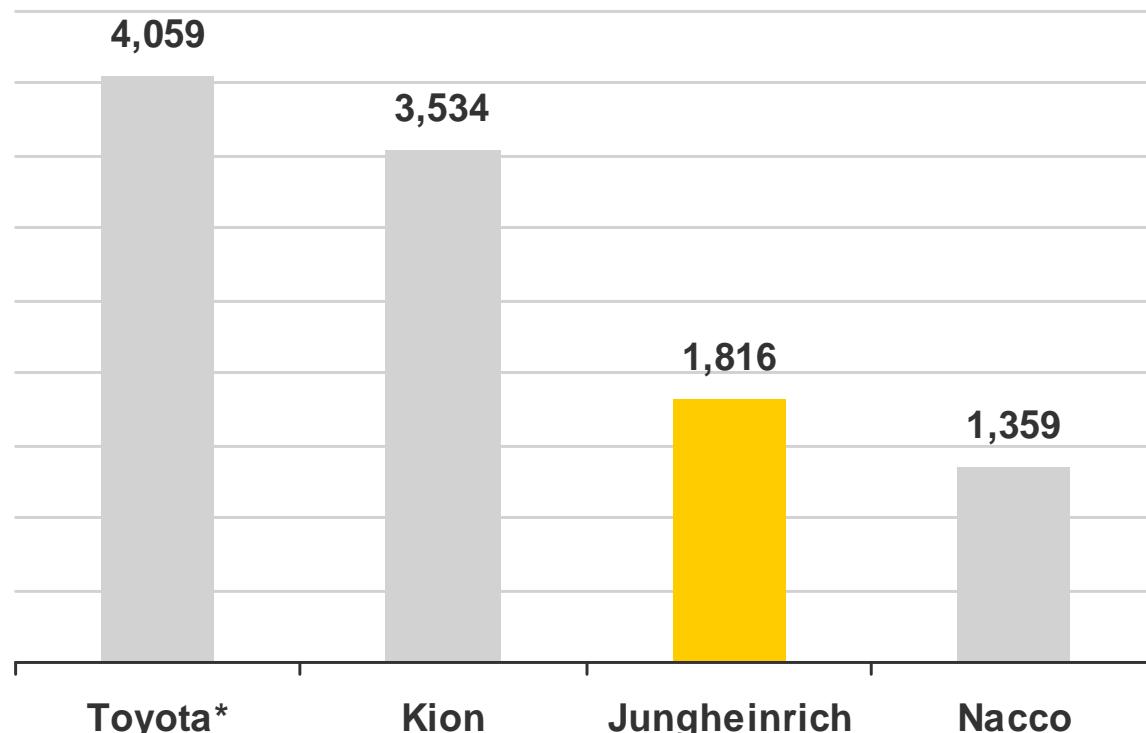


**Dr. Volker Hues**

**Finance**

# World league table 2010.

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. 2010

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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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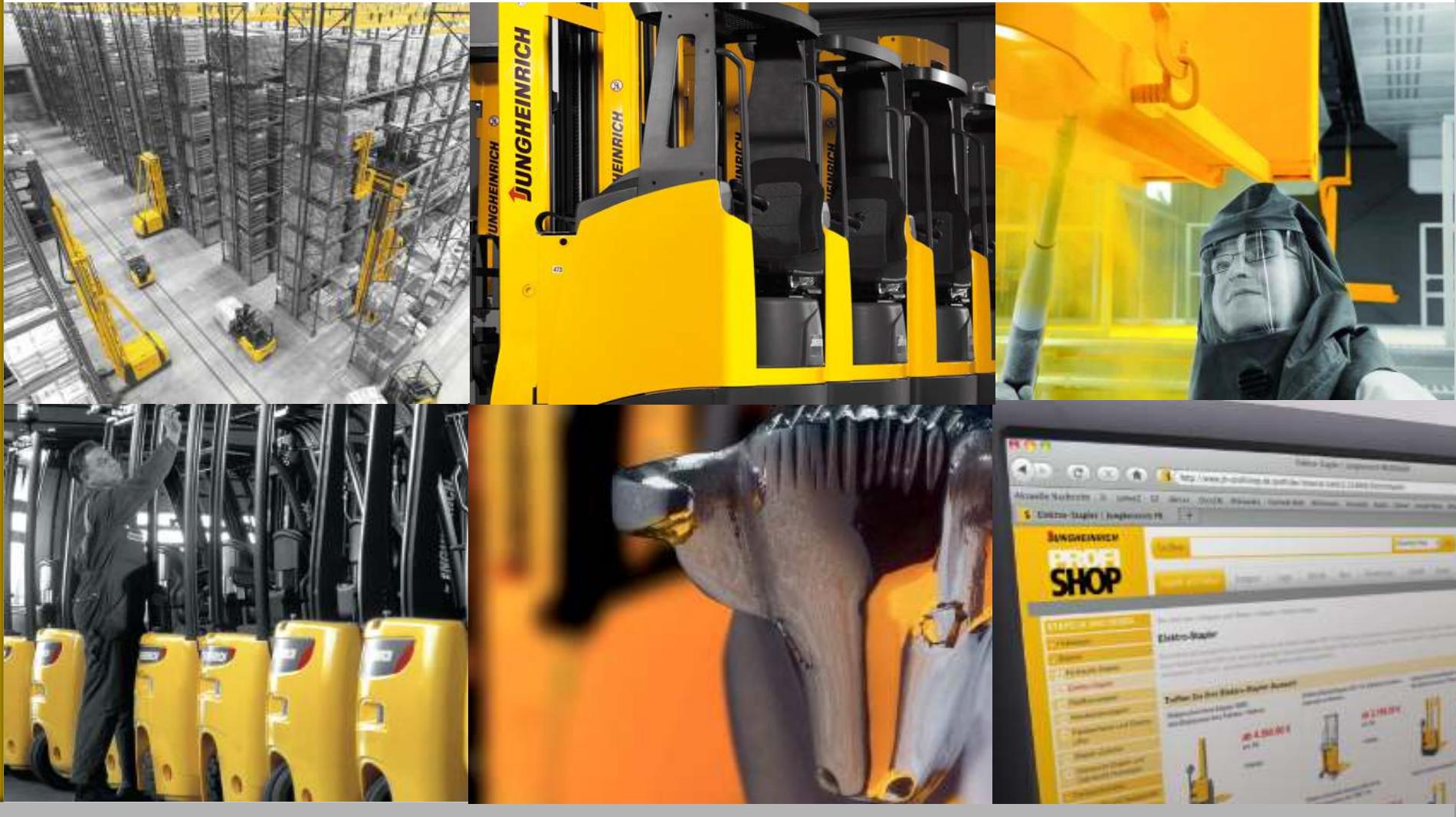
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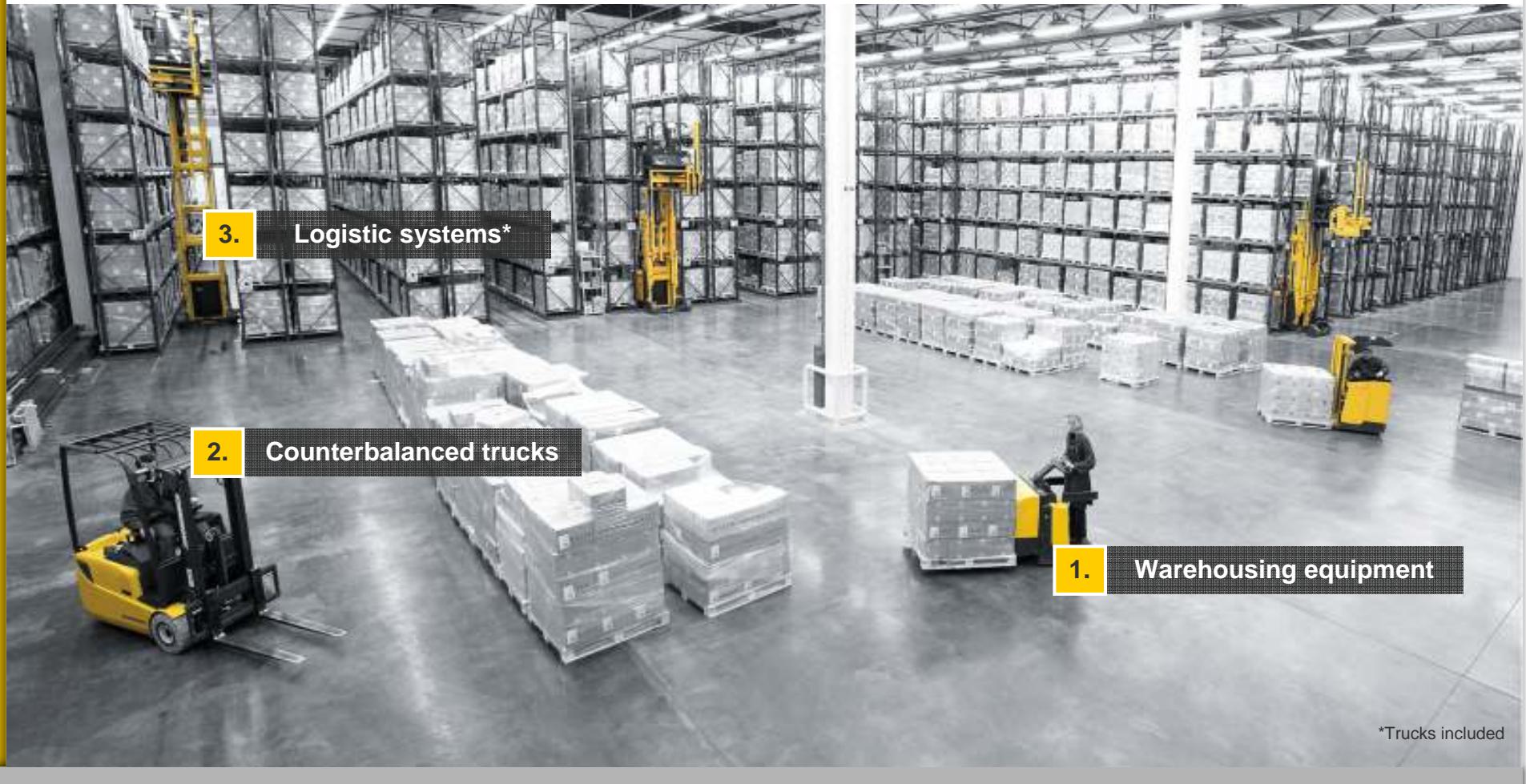
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# Business sectors.



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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



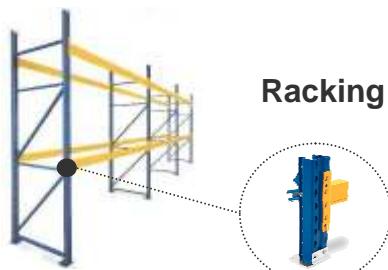
Special design trucks  
and small series  
trucks



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/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, Scanners

## 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:

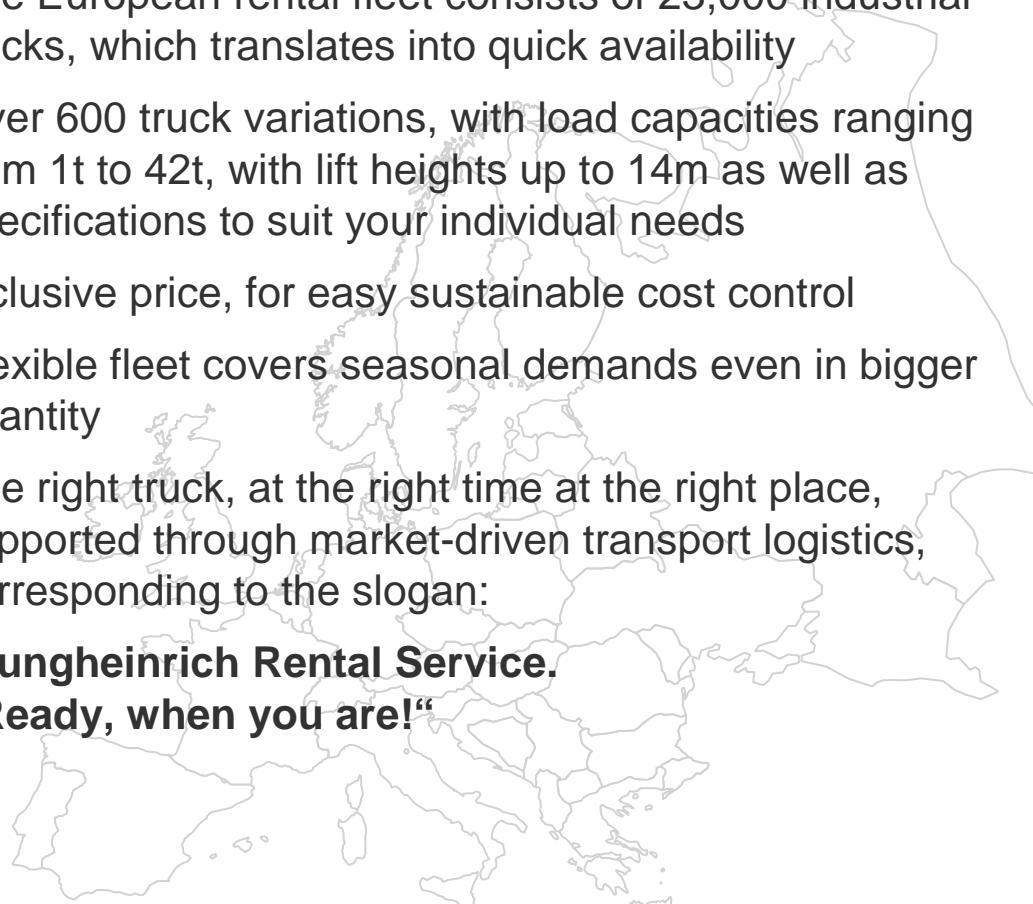
- Jungheinrich-owned financial services companies in Germany, France, Italy, UK and Spain
- The Netherlands and Austria planned
- Cross-national financial services concepts for Jungheinrich direct sales organisations



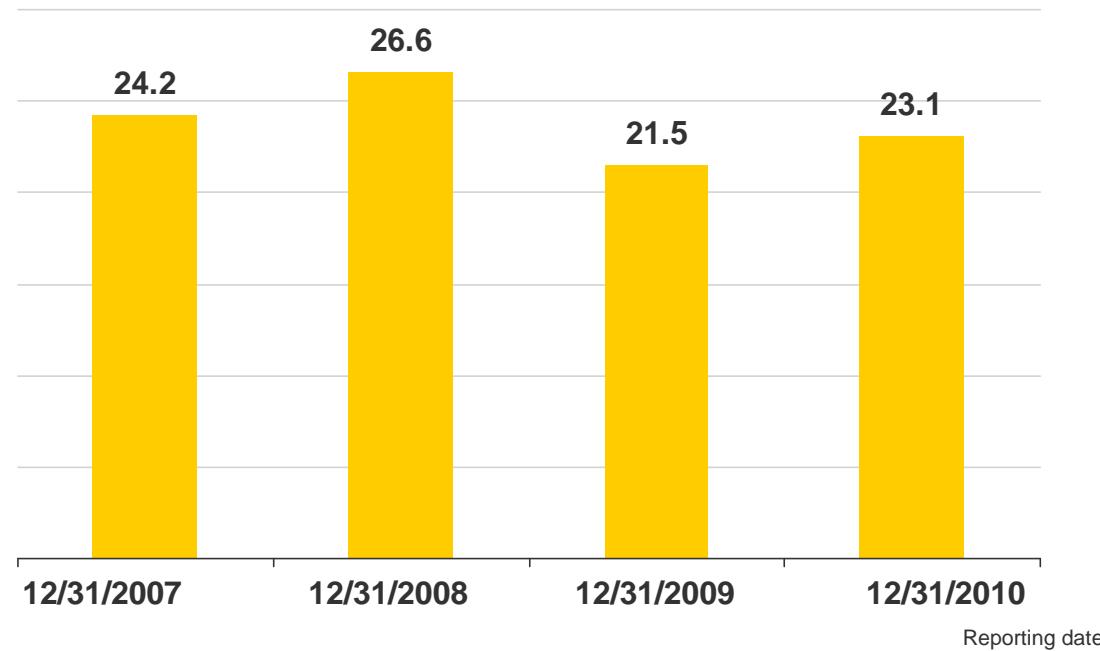
# Hire.



- 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](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



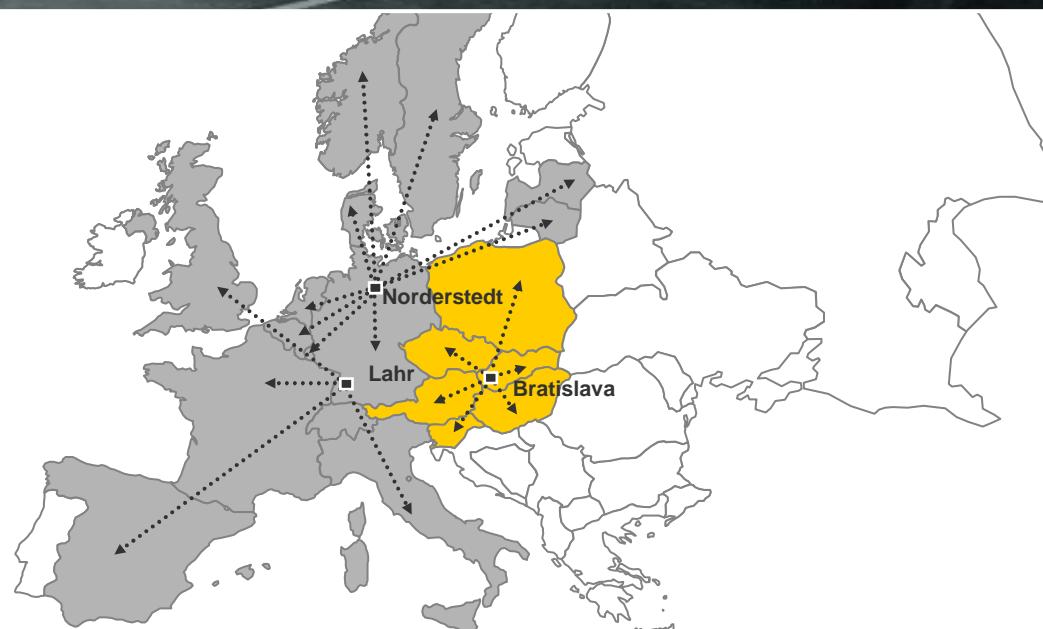
# Spare parts supply – “In-Night“-delivery within Europe.



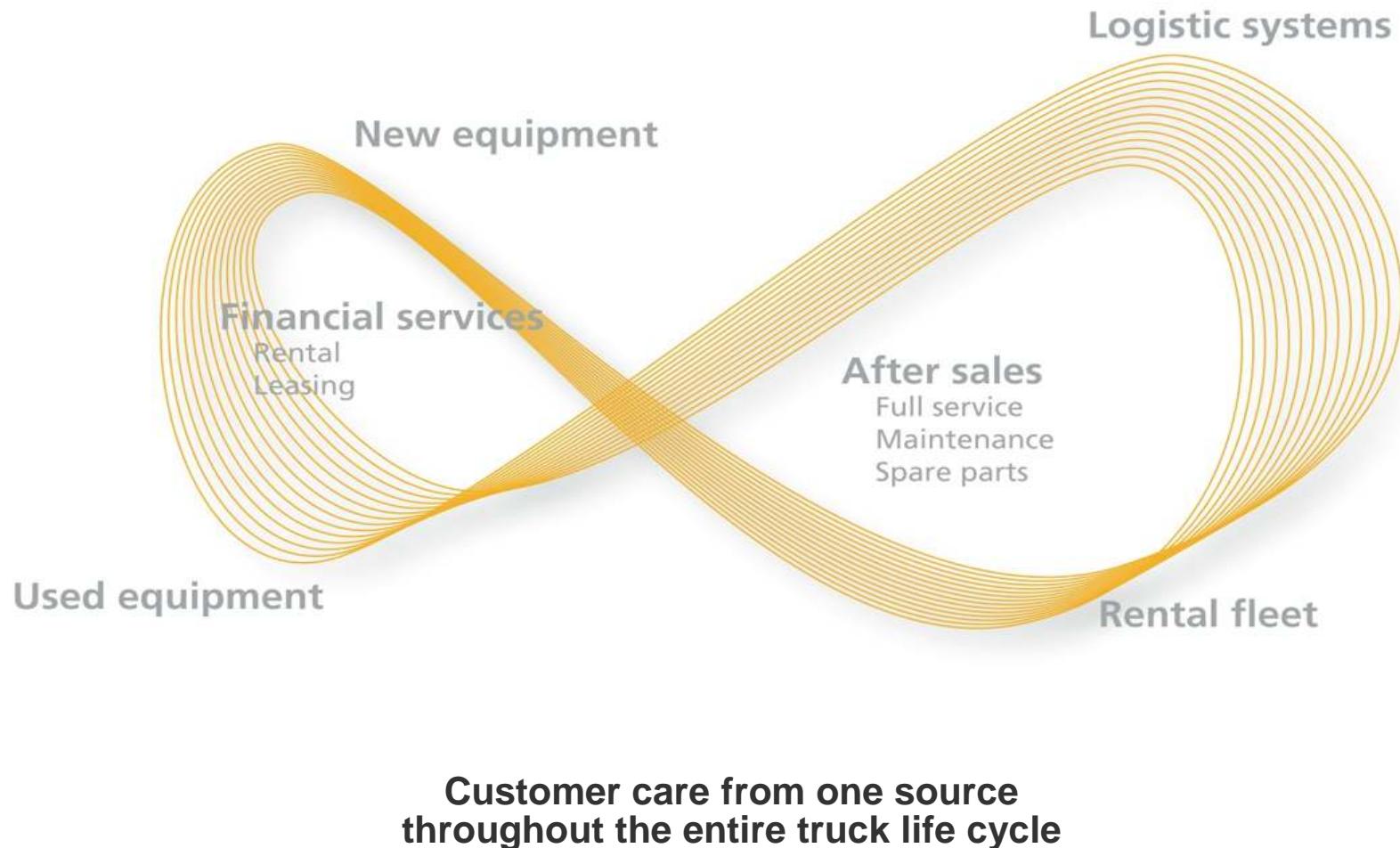
## Expansion of spare parts network:

- 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.



## 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".

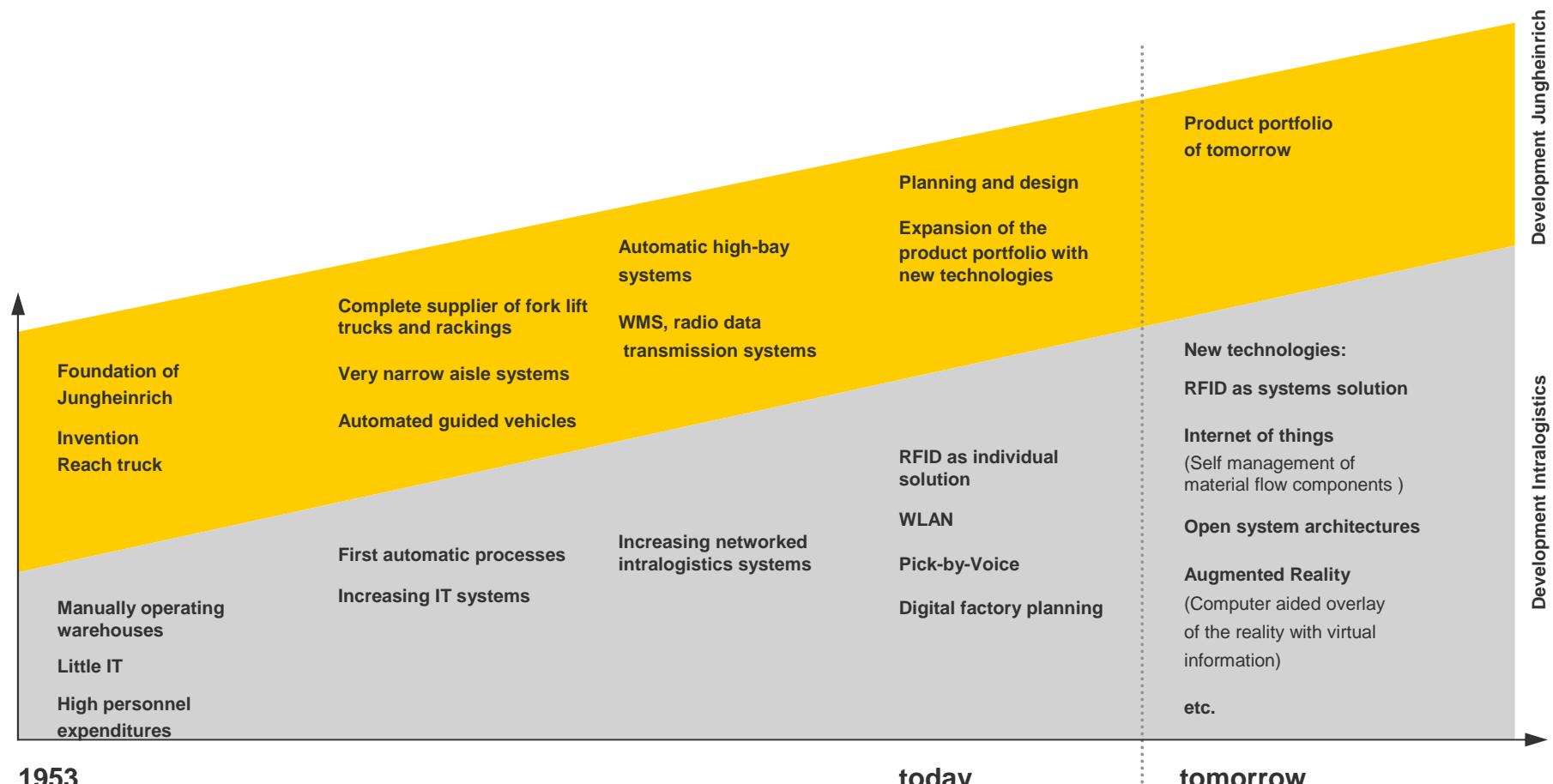
Since 2007, the PROFISHOP is also available in Austria.

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.



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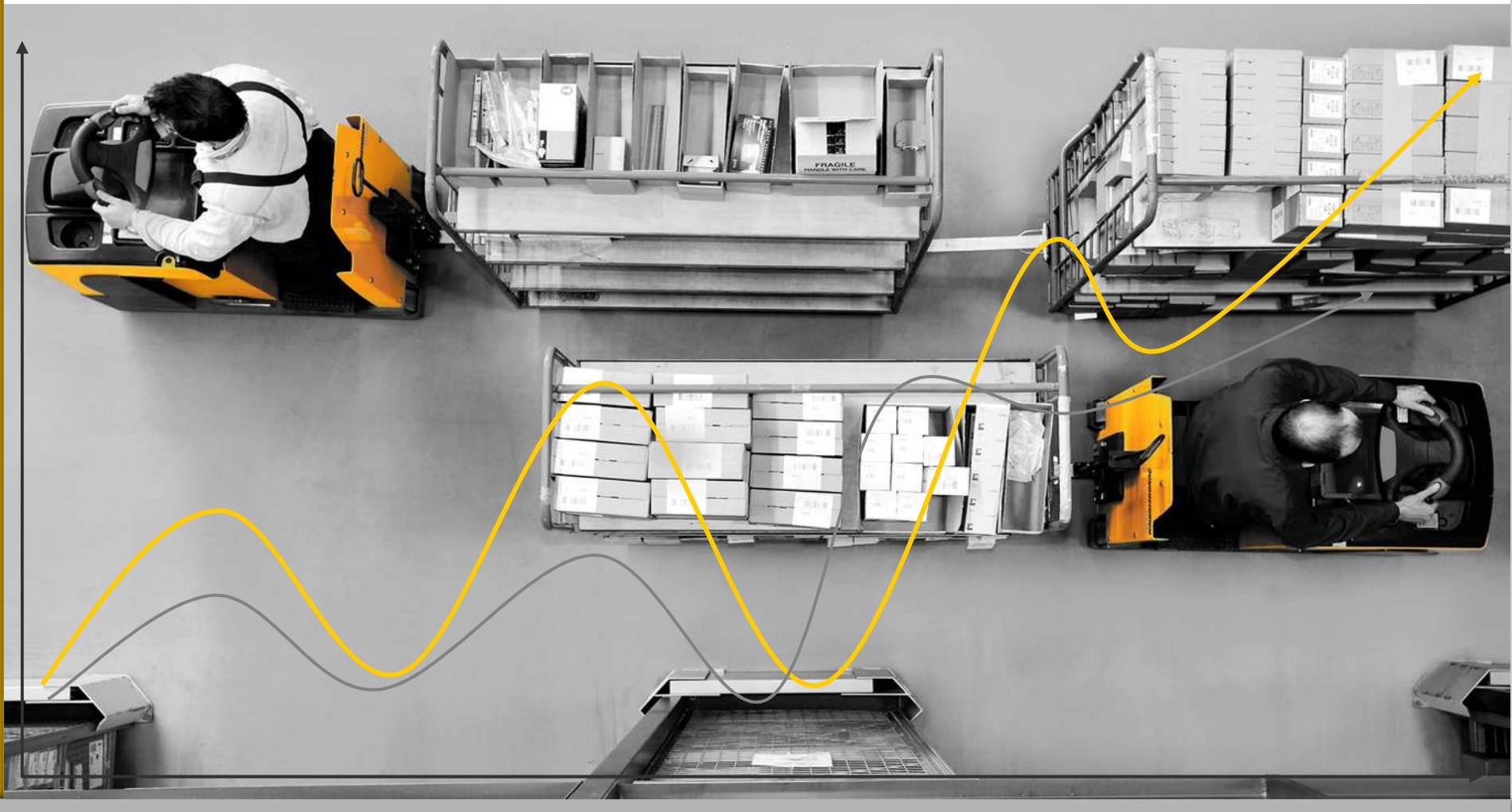
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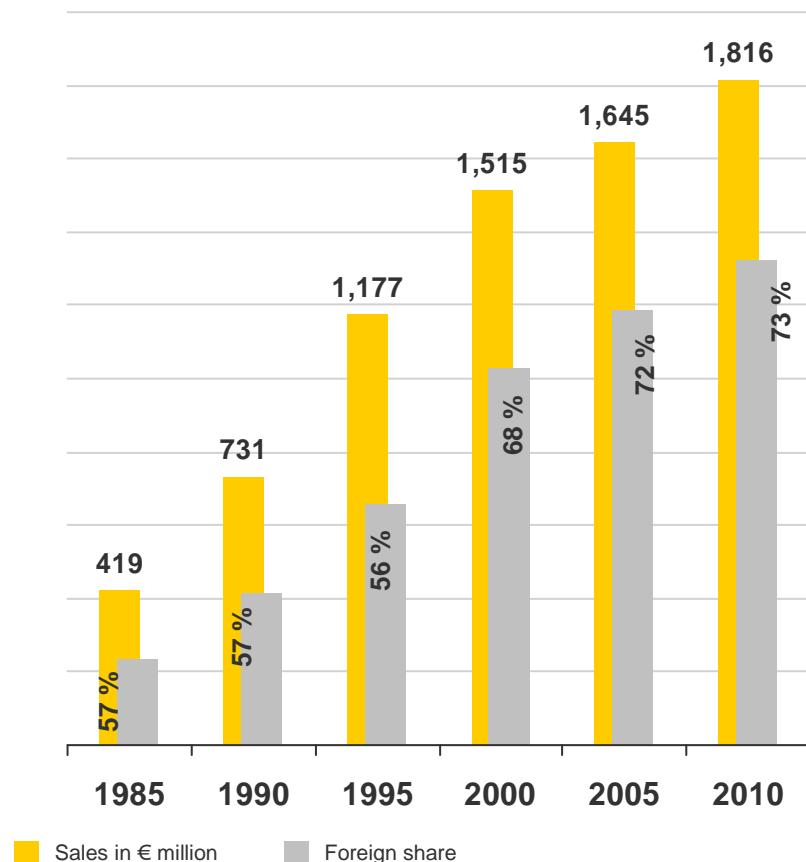
# Jungheinrich Group in figures.



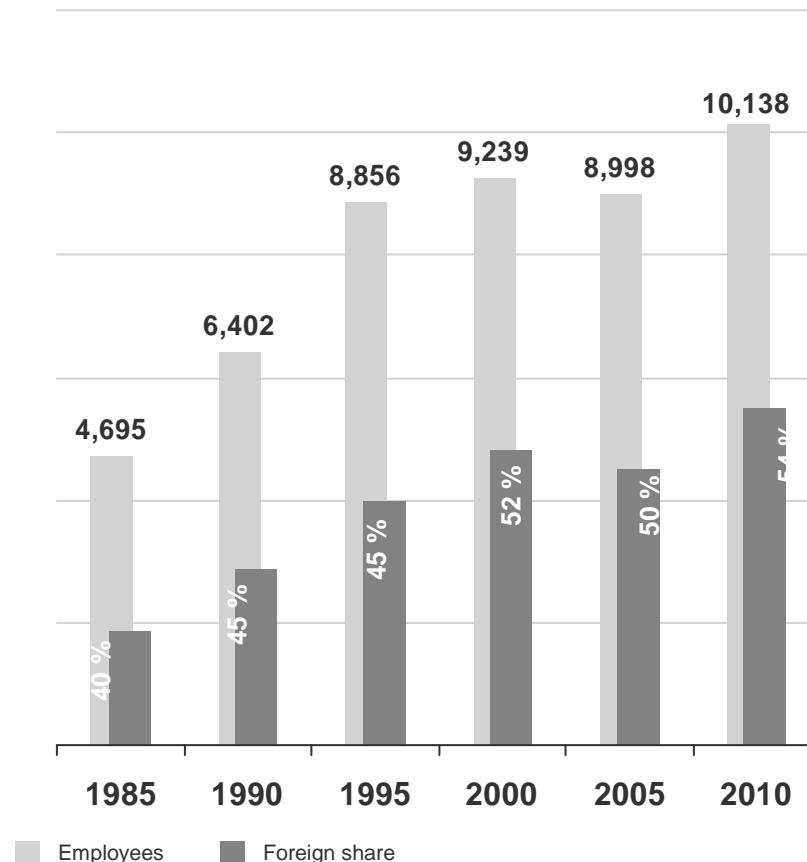
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# Development Jungheinrich Group.

## Sales in € million



## Employees



# Current development.

## Q1 2011

in € million	Q1 2011	Q1 2010	Change in %
<b>Incoming orders</b>	538	433	24
<b>Sales</b>	472	387	22
<b>Total assets (3/31)</b>	2,414	2,179	11
<b>Shareholder's equity (3/31)</b>	656	555	18
<b>Capital expenditures<sup>1)</sup></b>	5	3	67
<b>EBIT</b>	30.3	12.0	153
<b>EBIT-Return on sales (ROS) %</b>	6.4	3.1	--
<b>Employees (3/31)</b>	10,210	10,068	1

1) Tangible and intangible assets without capitalized development costs

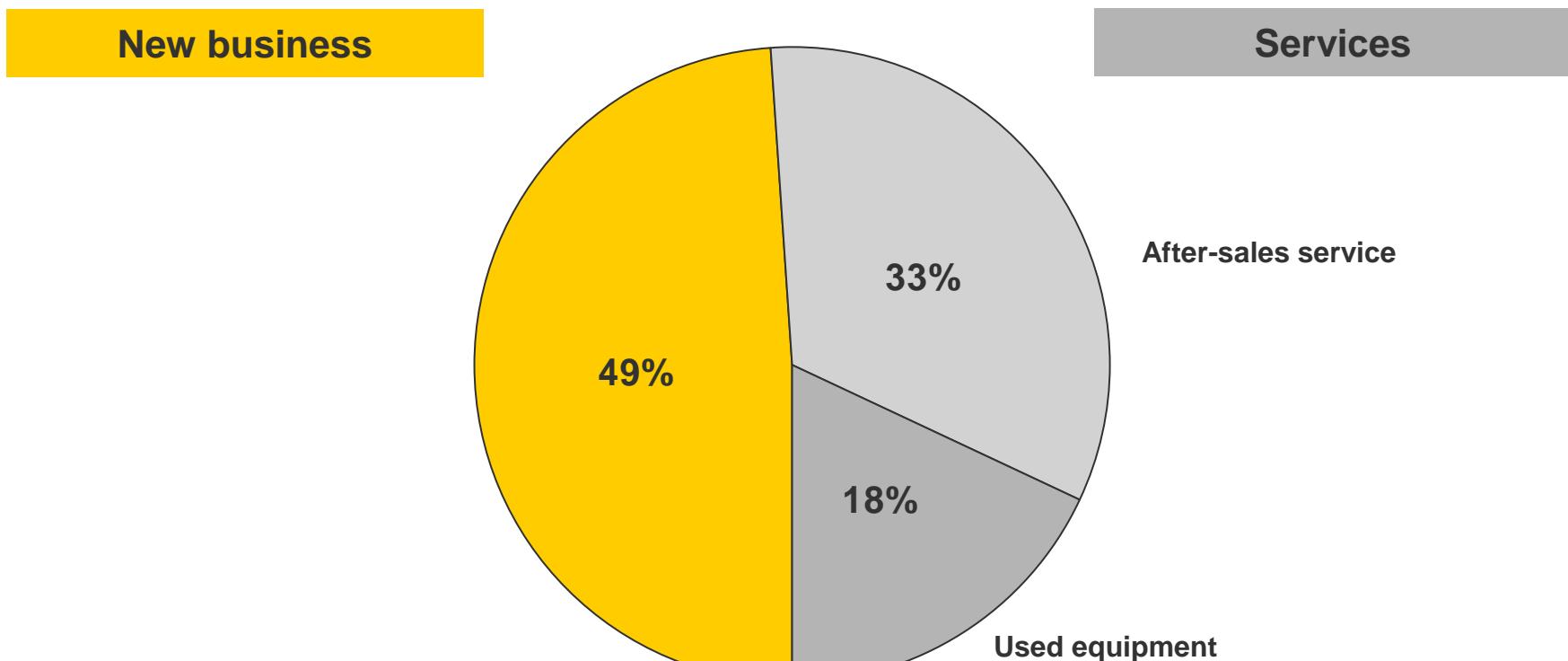
# Fiscal year 2010.

in € million	2010	2009	Change in %
<b>Incoming orders</b>	1,924	1,654	16
<b>Sales</b>	1,816	1,677	8
<b>Total assets</b>	2,394	2,207	8
<b>Shareholder's equity</b>	633	547	16
<b>Capital expenditures<sup>1)</sup></b>	33	46	-28
<b>EBIT<sup>2)</sup></b>	98	-72	236
<b>EBIT-Return on sales (ROS) %</b>	5.4	-4.3	--
<b>Employees (12/31)</b>	10,138	10,266	-1

1) Tangible and intangible assets without capitalized development costs

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

## Turnover structure 2010 – business segment ‘Intralogistics’



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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
<b>1953</b>	<b>1956</b>	<b>1996</b>	<b>2004</b>	<b>2007</b>
Establishment H. Jungheinrich & Co. Maschinenfabrik	Invention of “Retrak®” reach truck	Jungheinrich forklift with three-phase AC technology	Joint Venture with Ningbo Ruyi (China)	Realignment of company structure: Jungheinrich AG acts as management holding
<b>1954</b>	<b>1983</b>	<b>1990</b>	<b>2001</b>	<b>2006</b>
Set up of the German direct sales and service network	Full-range supplier with IC-engine powered forklifts	Going public	New Group sales and distribution strategy: Focus on direct sales	Centralised refurbishment of industrial trucks in Klipphausen near Dresden
				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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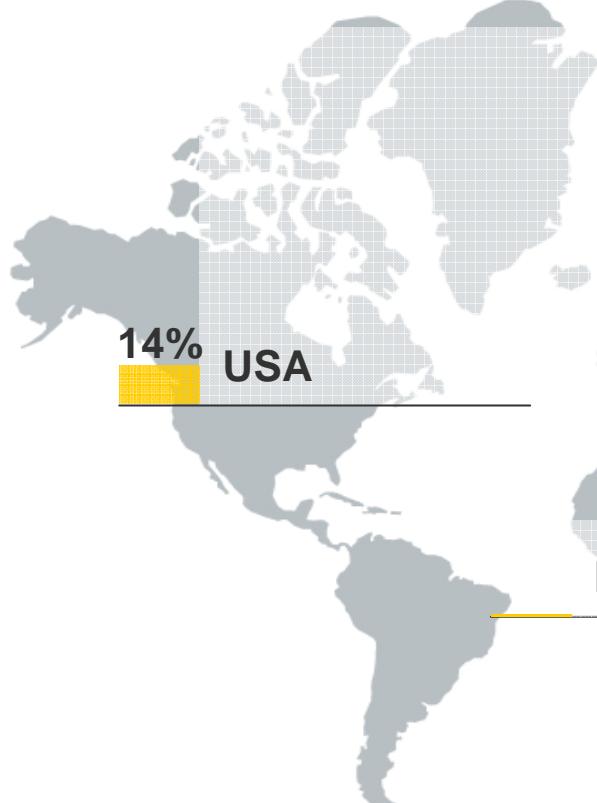
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# Structure of shareholders (preferred shares).

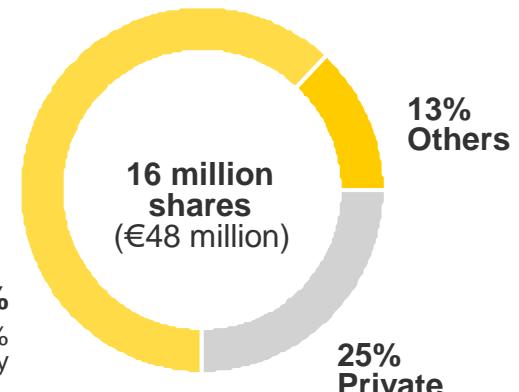
Total 9,500 Shareholders



A bar chart showing the percentage of shareholders by country in Europe. The bars are yellow and the data is as follows:

Country	Percentage
Germany	46%
Great Britain	10%
Luxembourg*	11%
France	5%
Switzerland	5%
Rest of Europe	8%

Rest of world 1%



As of: November 2010

\*Luxembourg included domestic and foreign funds

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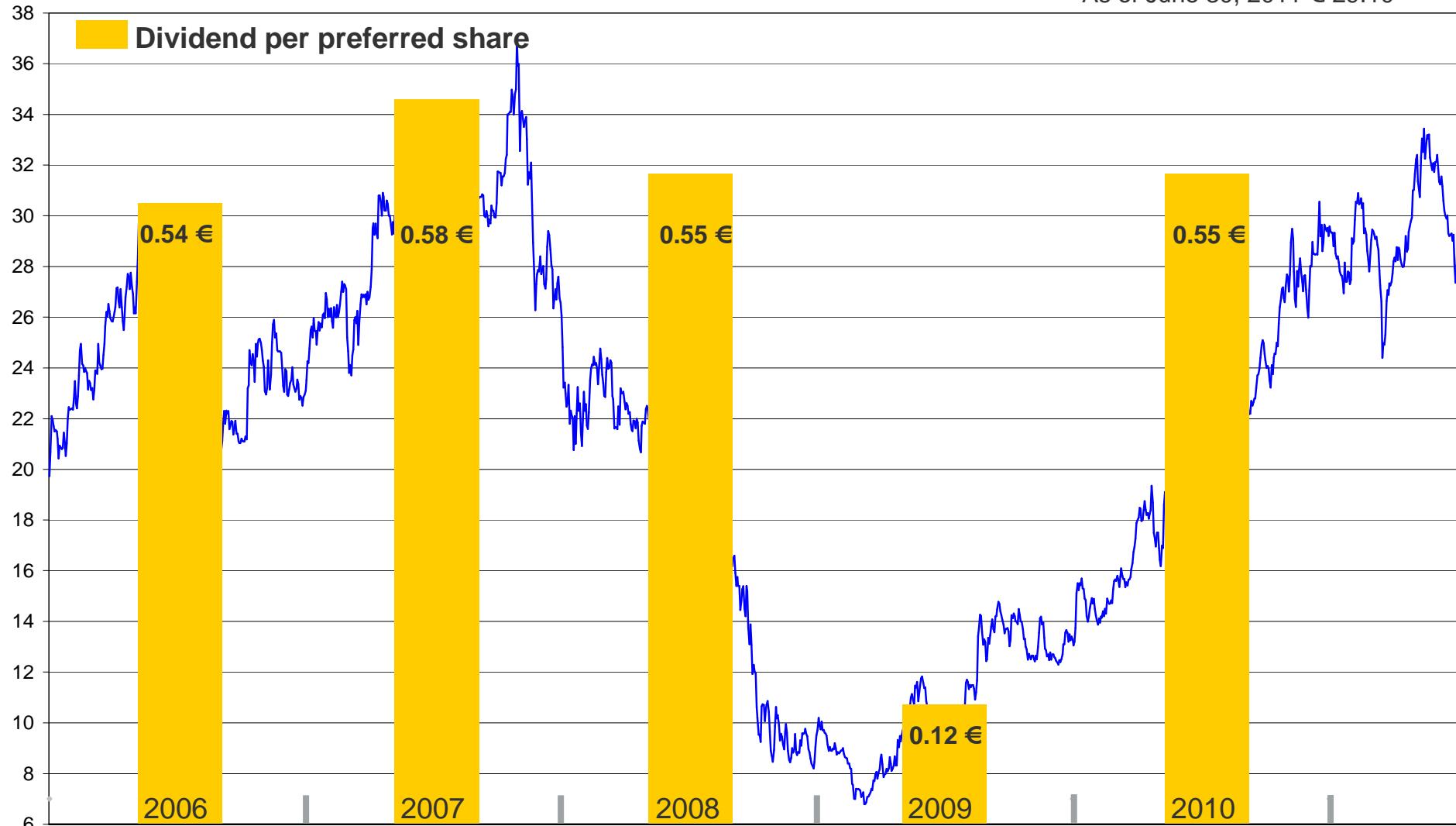
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# Share price and dividend development.

As of June 30, 2011 € 29.10



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**JUNGHEINRICH**  
Machines. Ideas. Solutions.

# 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	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

