

JUNGHEINRICH GROUP – COMPANY PRESENTATION

2011 – shape the future!

Hamburg, October 2011

Contents

Company profile

Business sectors

Jungheinrich Group in figures

Company history

Information on the Jungheinrich share

Company profile.



[COMPANY PROFILE](#) . [BUSINESS SECTORS](#) . [FIGURES](#) . [HISTORY](#) . [SHARE](#)

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

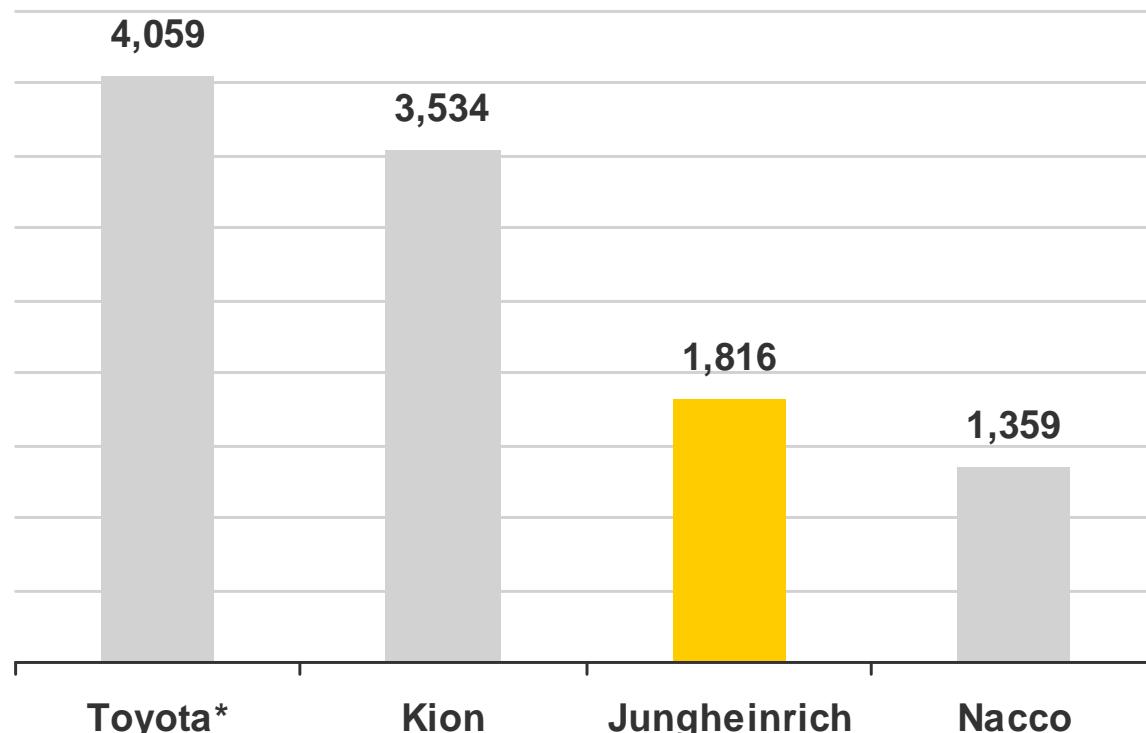


Dr. Volker Hues

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

[COMPANY PROFILE](#) . [BUSINESS SECTORS](#) . [FIGURES](#) . [HISTORY](#) . [SHARE](#)

Jungheinrich Group, Company presentation

Hamburg, October 2011

Folie 6

“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:

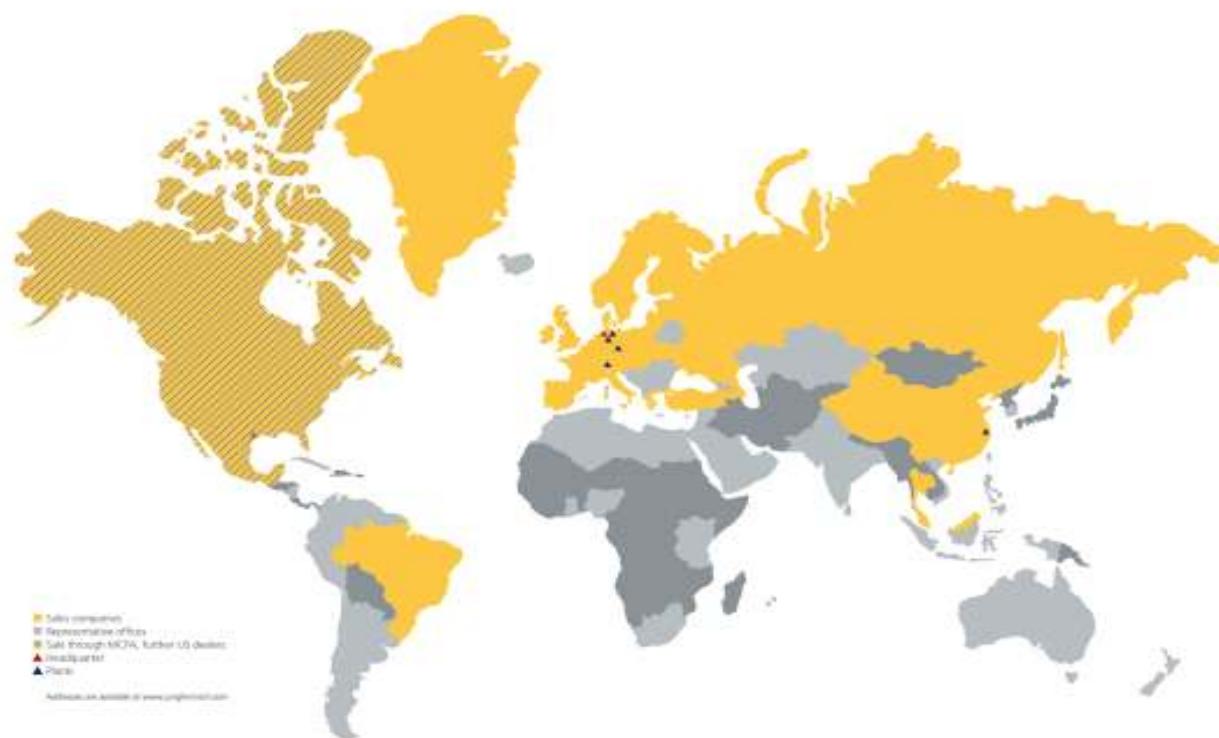
- forklift trucks
- racking systems
- services and consulting

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

Contents

Company profile

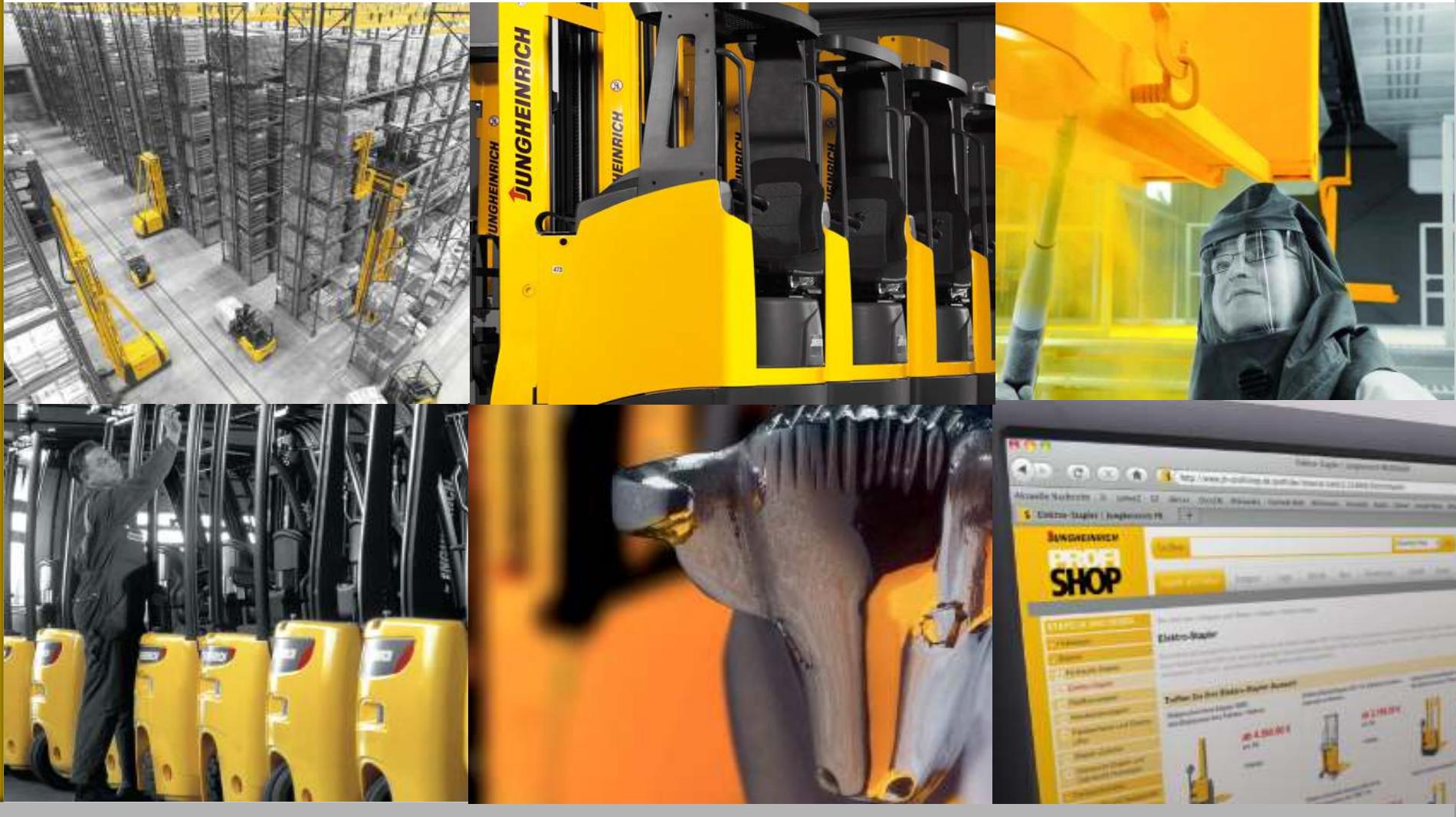
Business sectors

Jungheinrich Group in figures

Company history

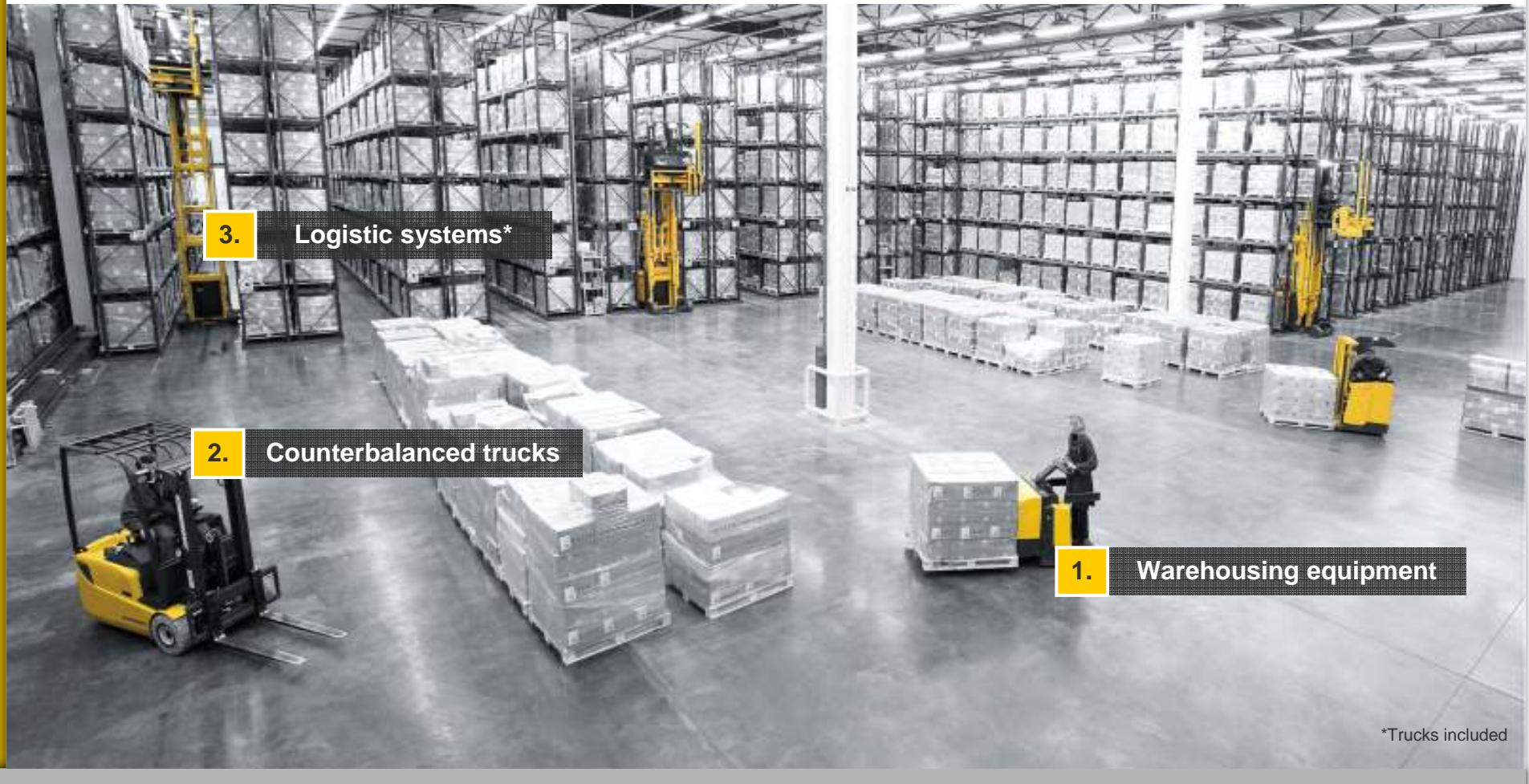
Information on the Jungheinrich share

Business sectors.



[COMPANY PROFILE](#) . [BUSINESS SECTORS](#) . [FIGURES](#) . [HISTORY](#) . [SHARE](#)

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



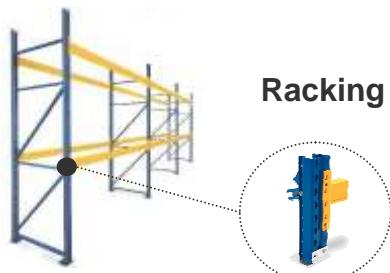
Special design trucks
and small series
trucks



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:

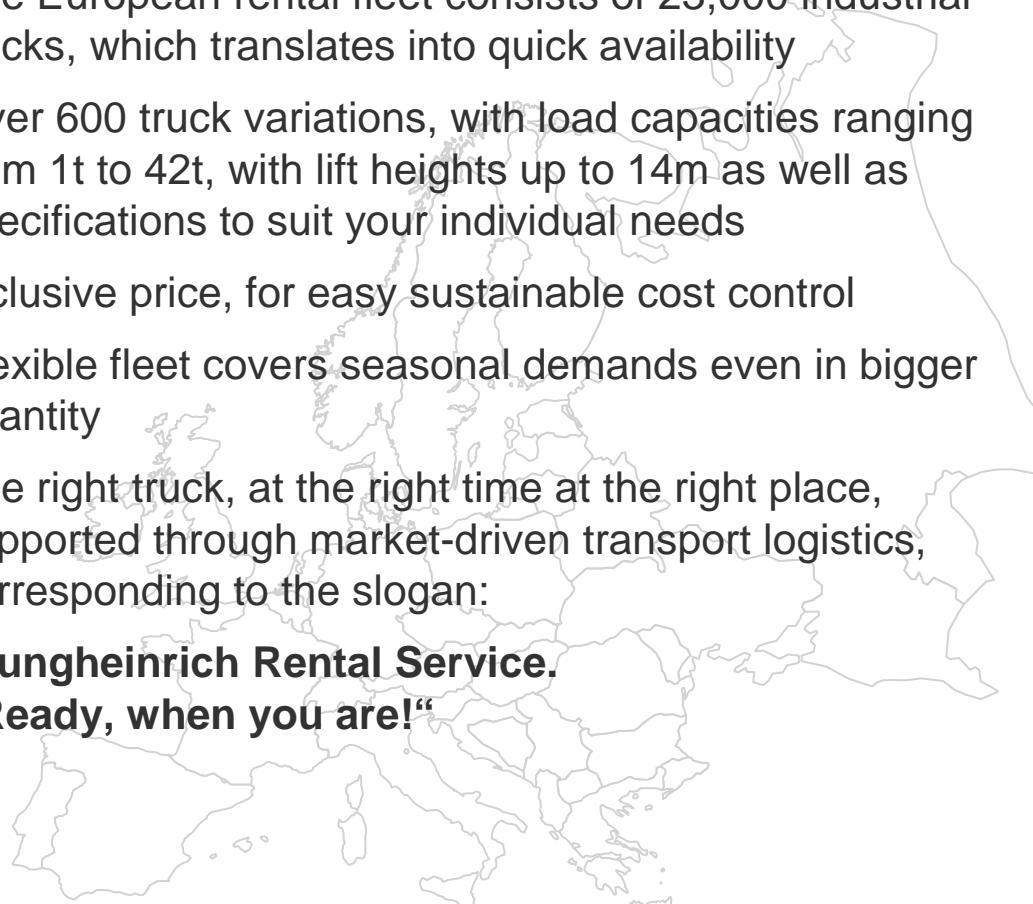
- Jungheinrich-owned financial services companies in Germany, France, Italy, UK and Spain
- The Netherlands and Austria planned
- Cross-national financial services concepts for Jungheinrich direct sales organisations



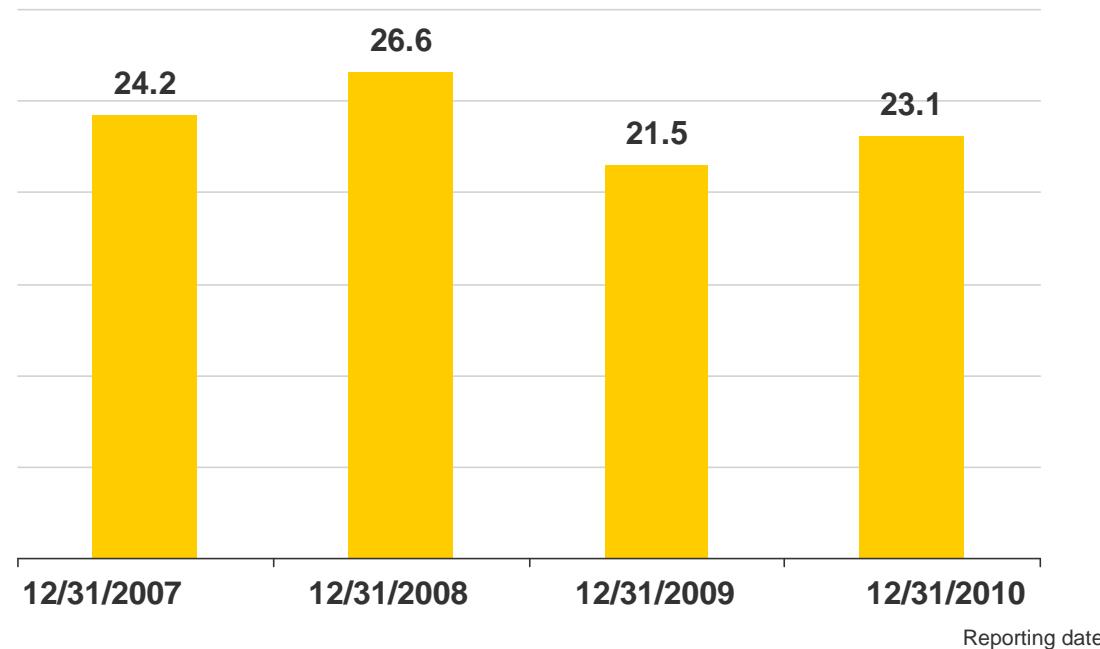
Hire.



- 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

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



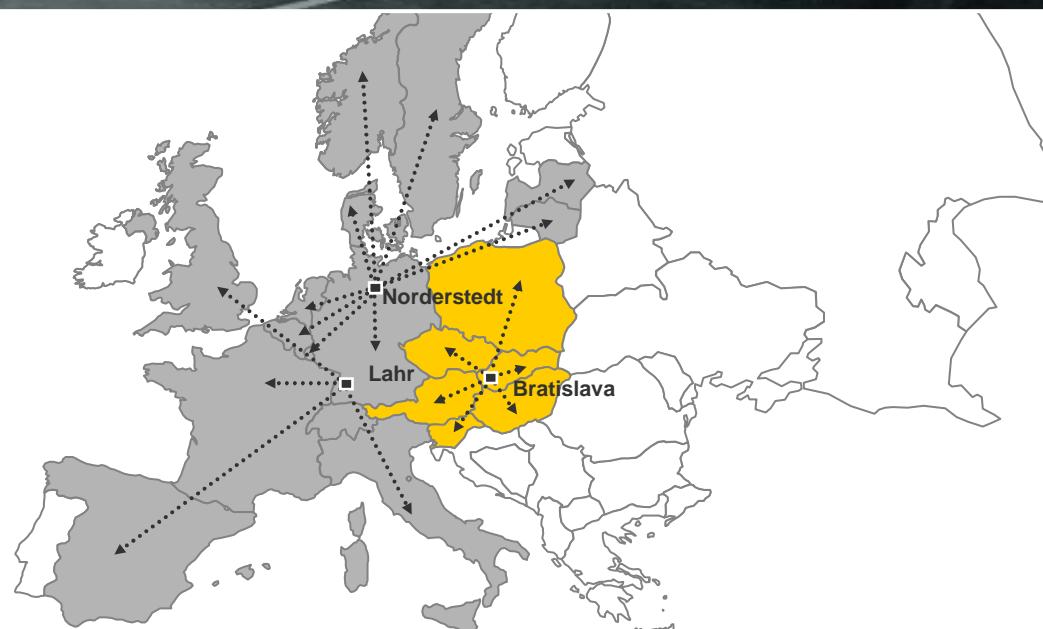
Spare parts supply – “In-Night“-delivery within Europe.



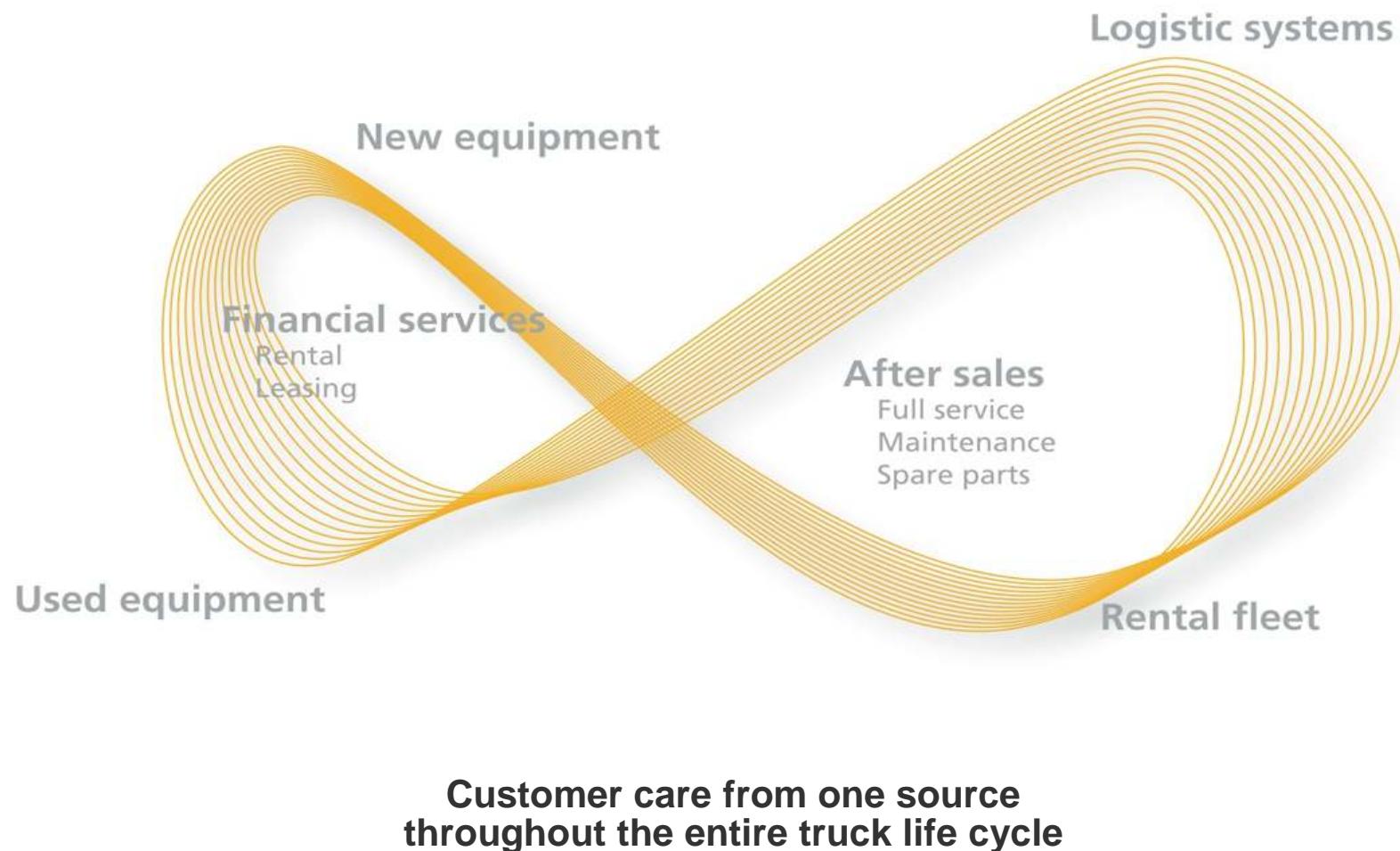
Expansion of spare parts network:

- 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".

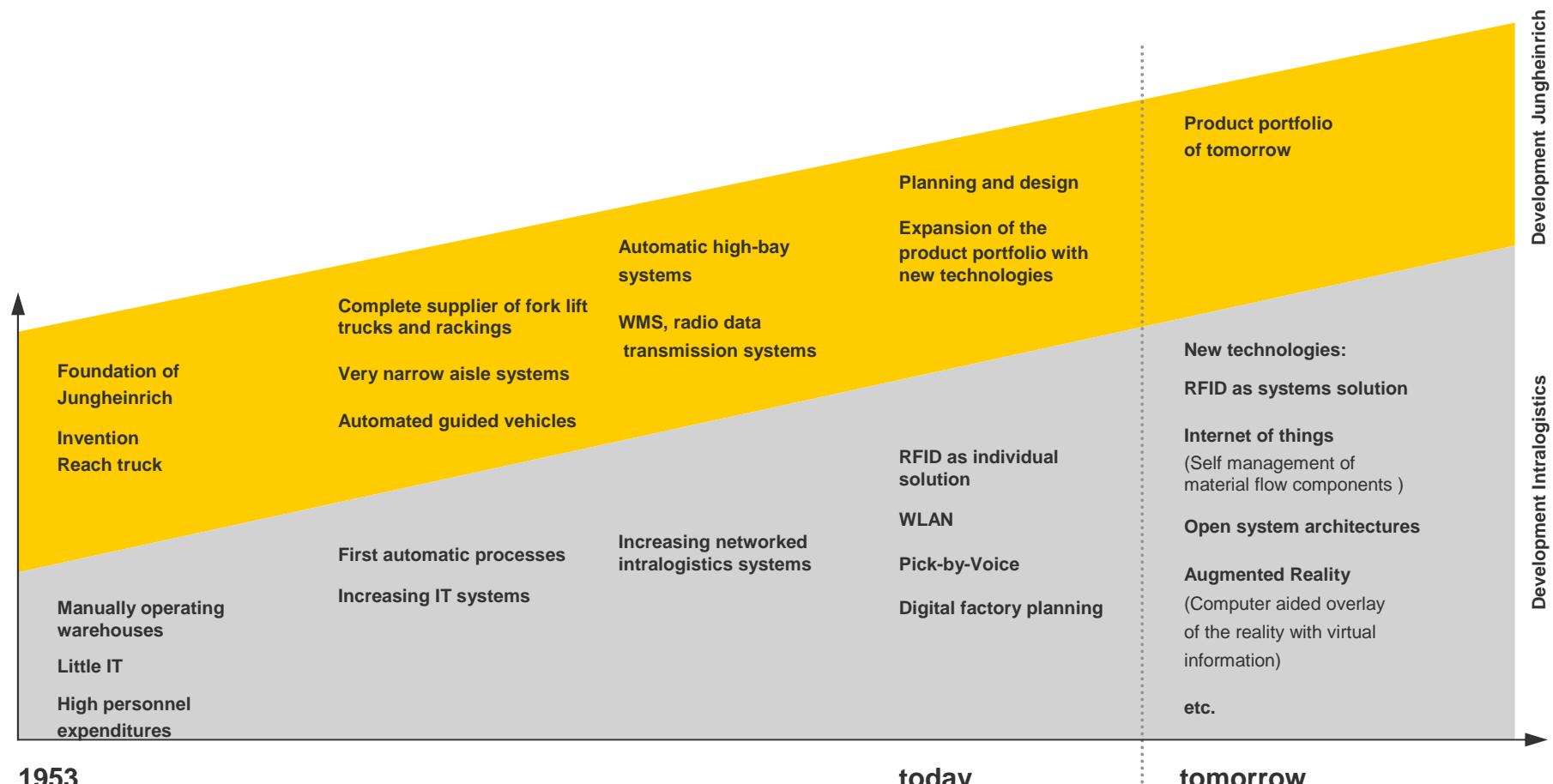
Since 2007, the PROFISHOP is also available in Austria.

Products can also be purchased via the internet shop:

www.jh-profishop.de
www.jh-profishop.at



Intralogistics and Jungheinrich in the change.



Contents

Company profile

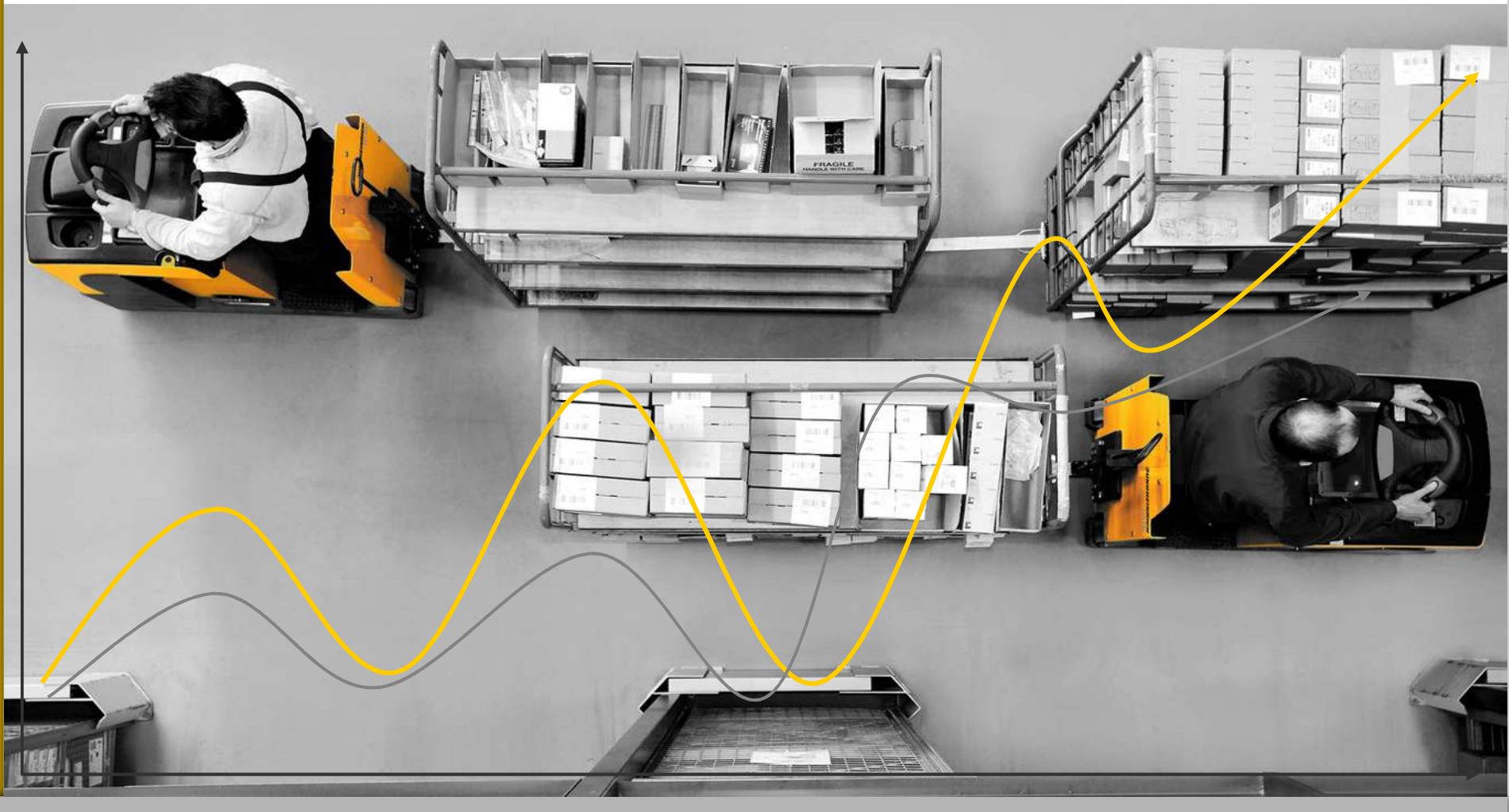
Business sectors

Jungheinrich Group in figures

Company history

Information on the Jungheinrich share

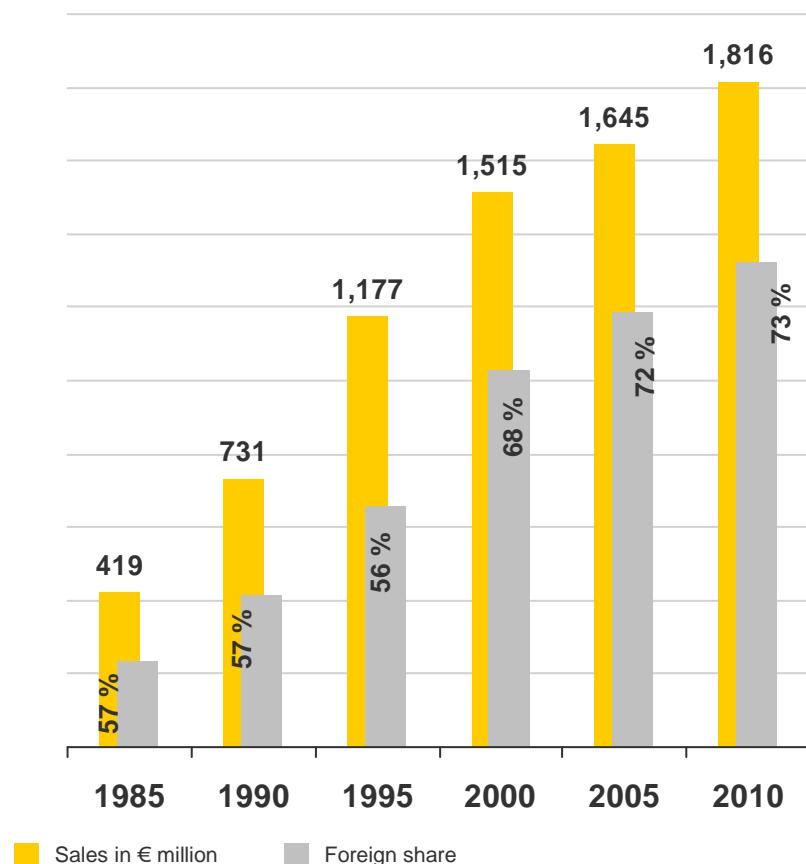
Jungheinrich Group in figures.



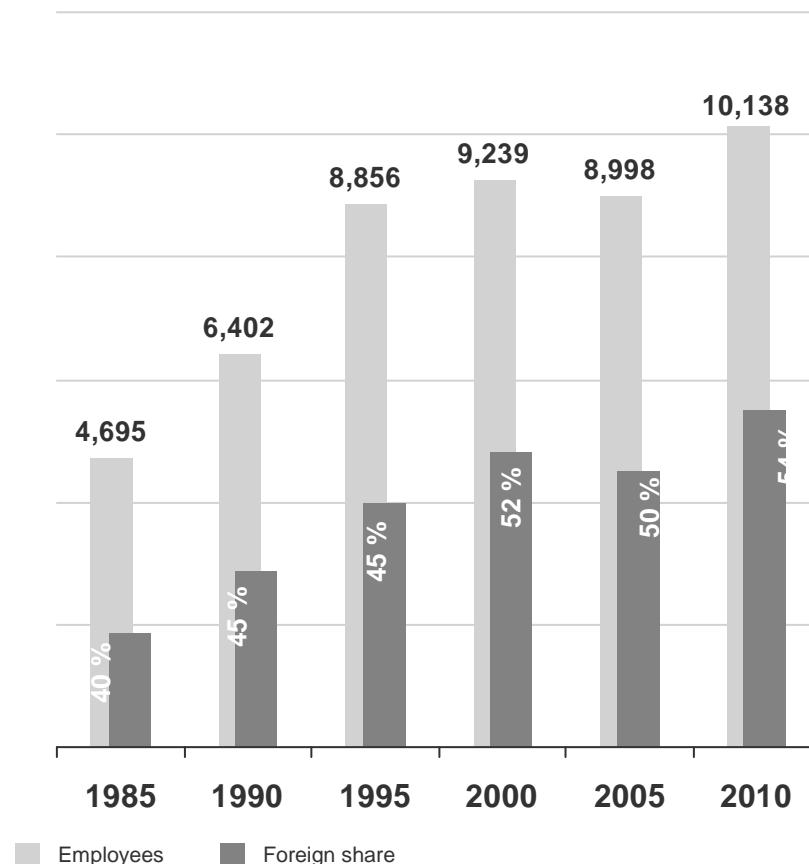
COMPANY PROFILE . BUSINESS SECTORS . **FIGURES** . HISTORY . SHARE

Development Jungheinrich Group.

Sales in € million



Employees



Current development.

H1 2011

In € million	H1 2011	H1 2010	Change in %
Incoming orders	1,135	915	24
Sales	987	833	18
Total assets (6/30)	2,465	2,250	10
Shareholder's equity (6/30)	666	568	17
Capital expenditures¹⁾	15	9	67
Earnings before interest and taxes (EBIT)	67.9	37.7	80
Net income	48.8	24.8	97
EBIT-Return on sales (ROS) %	6.9	4.5	--
Earnings per preferred share in Euro	1.47	0.76	93
Employees (6/30)	10,336	9,991	3

1) Tangible and intangible assets without capitalized development costs

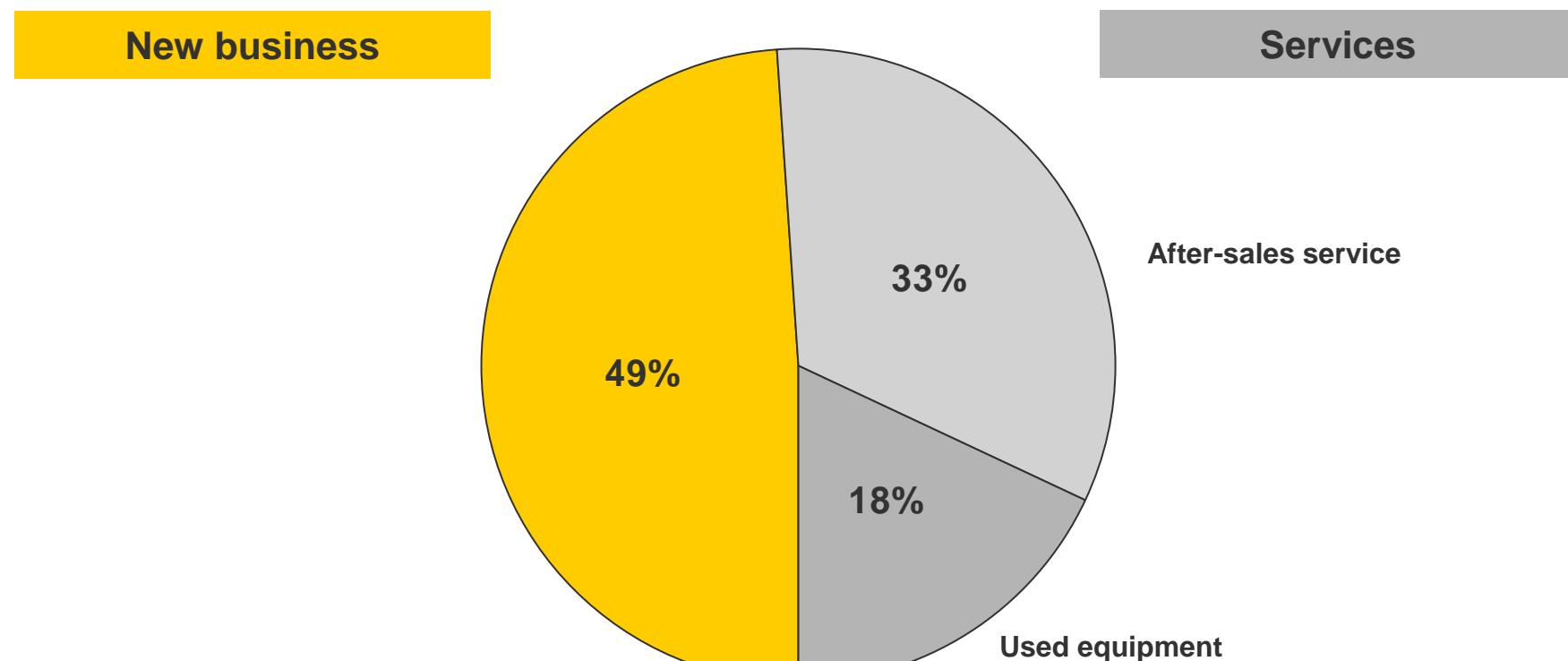
Fiscal year 2010.

in € million	2010	2009	Change in %
Incoming orders	1,924	1,654	16
Sales	1,816	1,677	8
Total assets	2,394	2,207	8
Shareholder's equity	633	547	16
Capital expenditures¹⁾	33	46	-28
EBIT²⁾	98	-72	236
EBIT-Return on sales (ROS) %	5.4	-4.3	--
Employees (12/31)	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’



Contents

Company profile

Business sectors

Jungheinrich Group in figures

Company history

Information on the Jungheinrich share

Company history.



[COMPANY PROFILE](#) . [BUSINESS SECTORS](#) . [FIGURES](#) . [HISTORY](#) . [SHARE](#)

Milestones of the Jungheinrich Group.



		First foreign Sales and Service company in Austria			
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	
1953	1956	1996	2004	2007	
1954	1983	1990	2001	2006	2009
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

Contents

Company profile

Business sectors

Jungheinrich Group in figures

Company history

Information on the Jungheinrich share

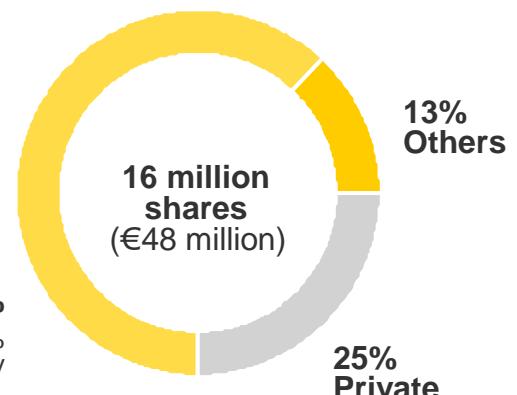
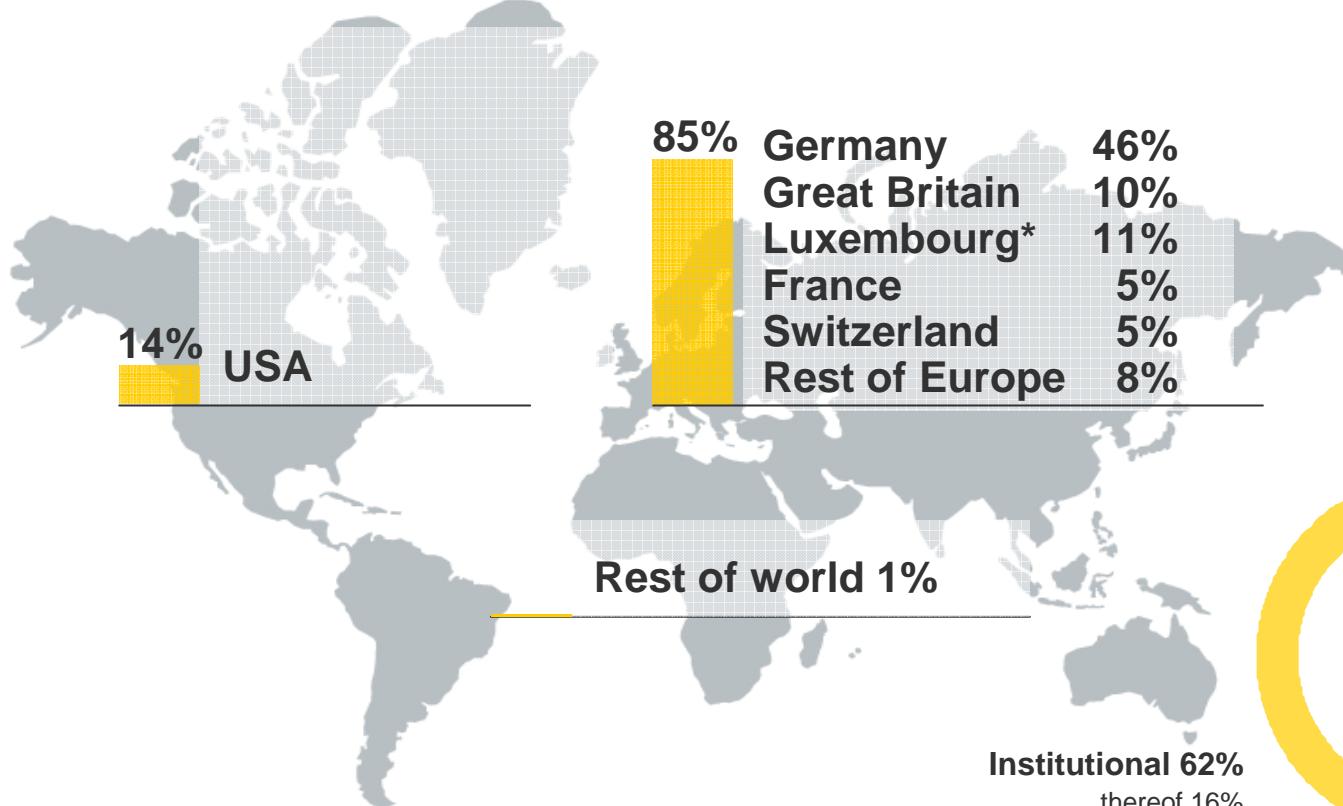
Information on the Jungheinrich share.



COMPANY PROFILE . BUSINESS SECTORS . FIGURES . HISTORY . **SHARE**

Structure of shareholders (preferred shares).

Total 9,500 Shareholders



As of: November 2010

*Luxembourg included domestic and foreign funds

[COMPANY PROFILE](#) . [BUSINESS SECTORS](#) . [FIGURES](#) . [HISTORY](#) . [SHARE](#)

Jungheinrich Group, Company presentation

Hamburg, October 2011

Folie 41

Share price and dividend development.

As of September 30, 2011 € 20.03



UNTERNEHMENSPORTRÄT . GESCHÄFTSFELDER . ZAHLEN . GESCHICHTE . AKTIE

Jungheinrich Group, Company presentation

Hamburg, October 2011

Folie 42

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

