

JUNGHEINRICH GROUP – COMPANY PRESENTATION

2012 – Investing in the future

Hamburg, March 2012

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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

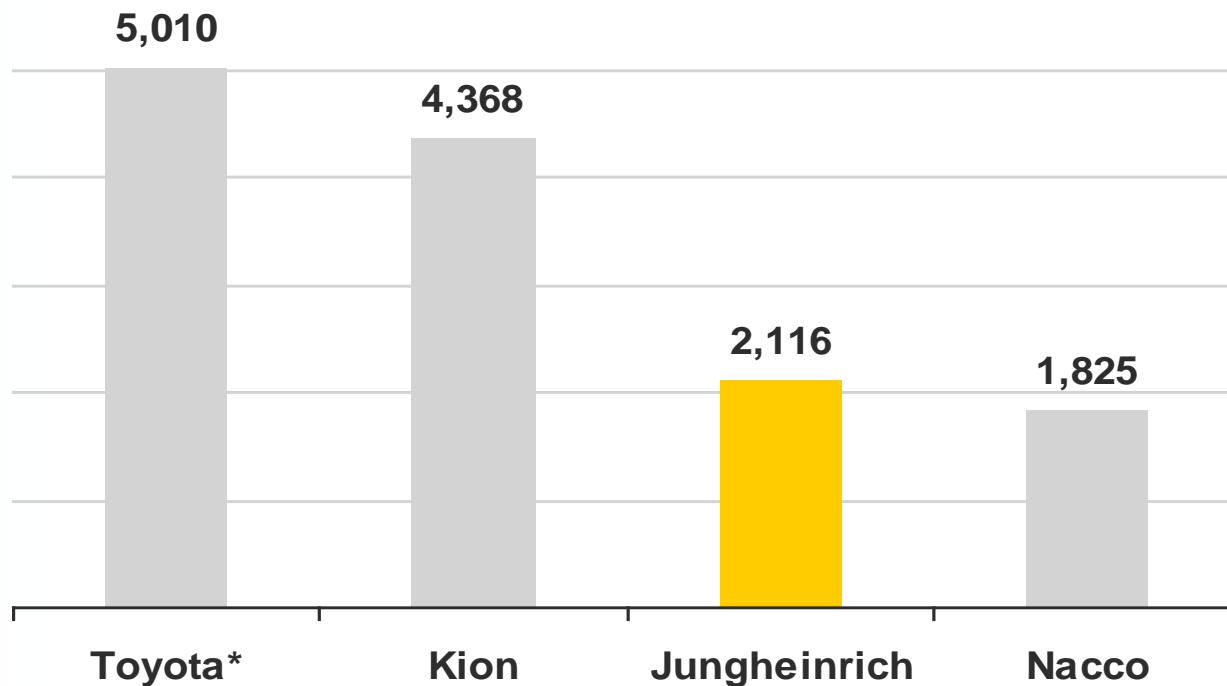


Dr. Volker Hues

Finance

World league table 2011.

Sales in €million (incl. currency effects)



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. 2011

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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:

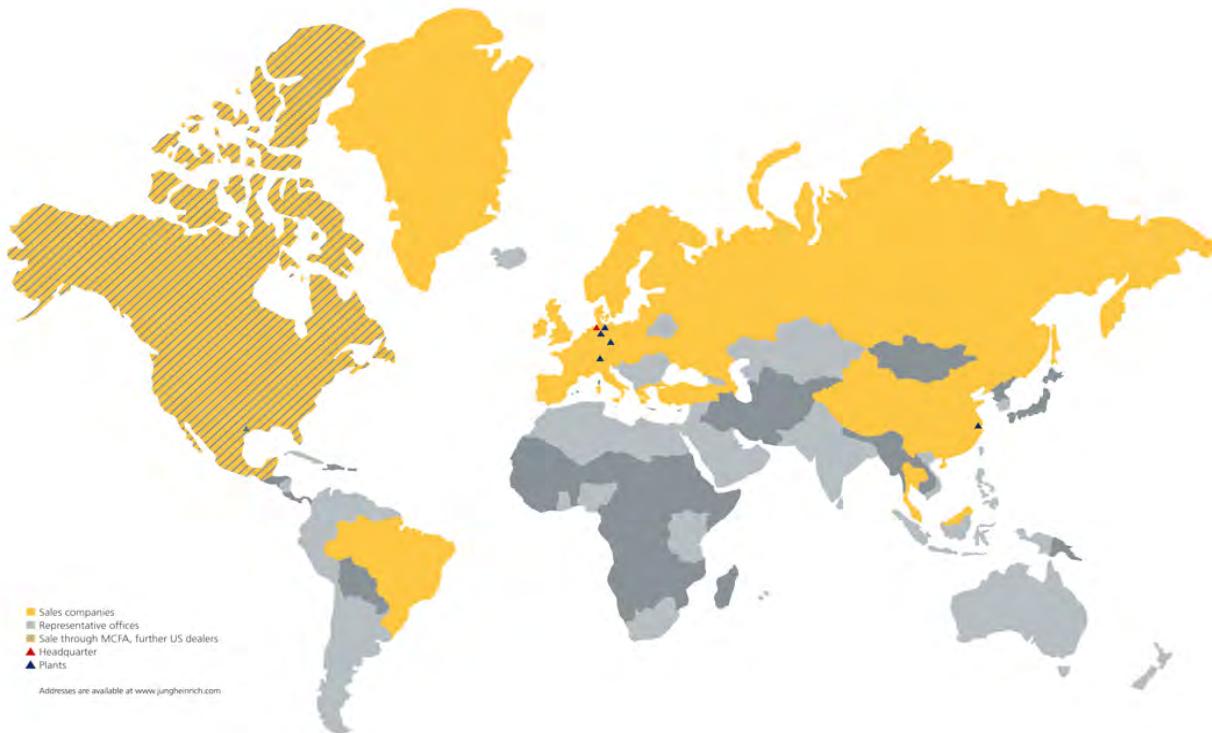
- forklift trucks
- racking systems
- services and consulting

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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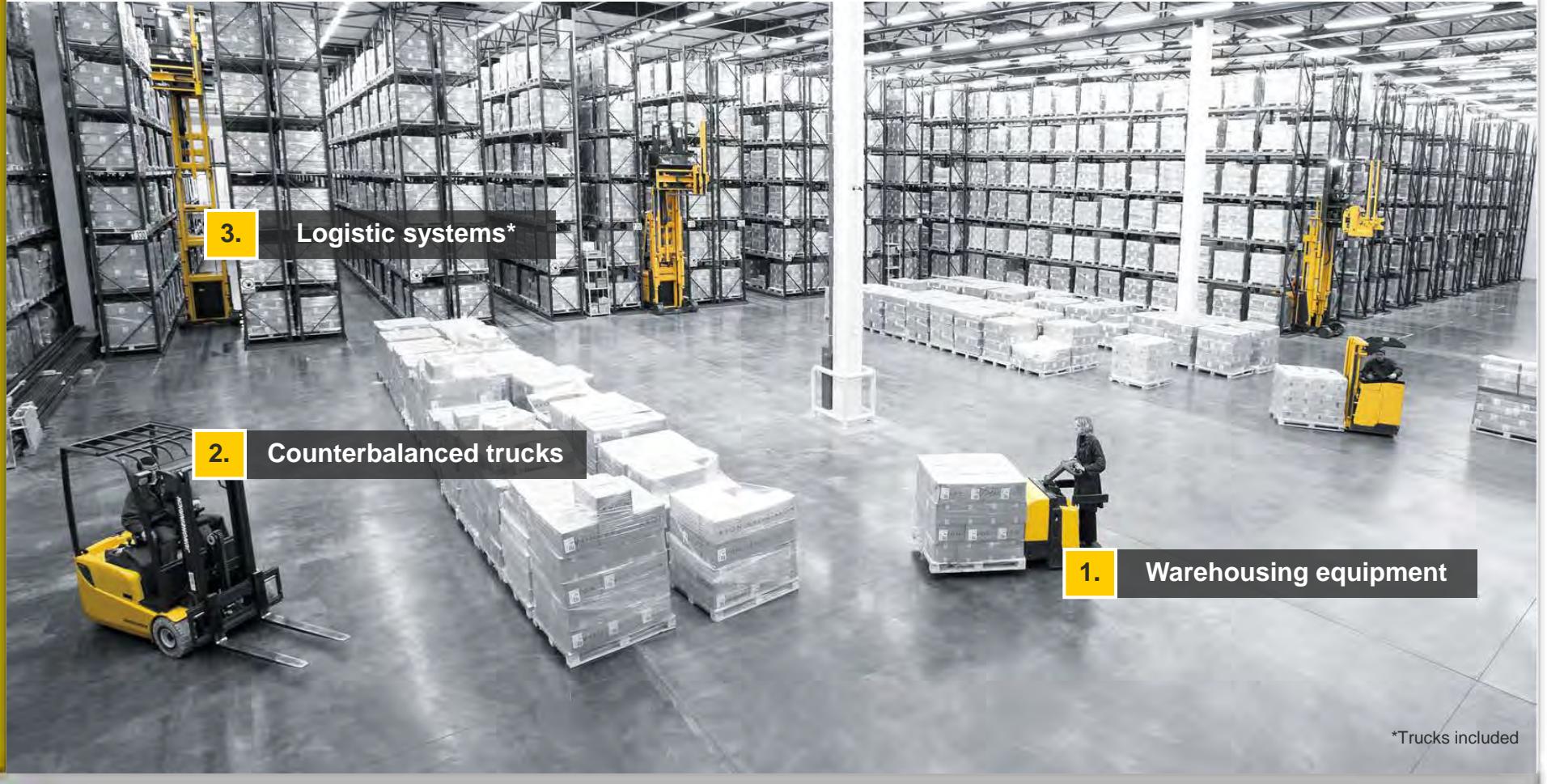
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New business.



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



Diesel- and LPG-
counterbalanced
trucks



Battery-powered
counterbalanced
trucks



Battery-powered
reach trucks



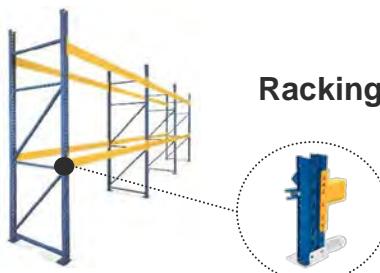
Special design trucks
and small series
trucks



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



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

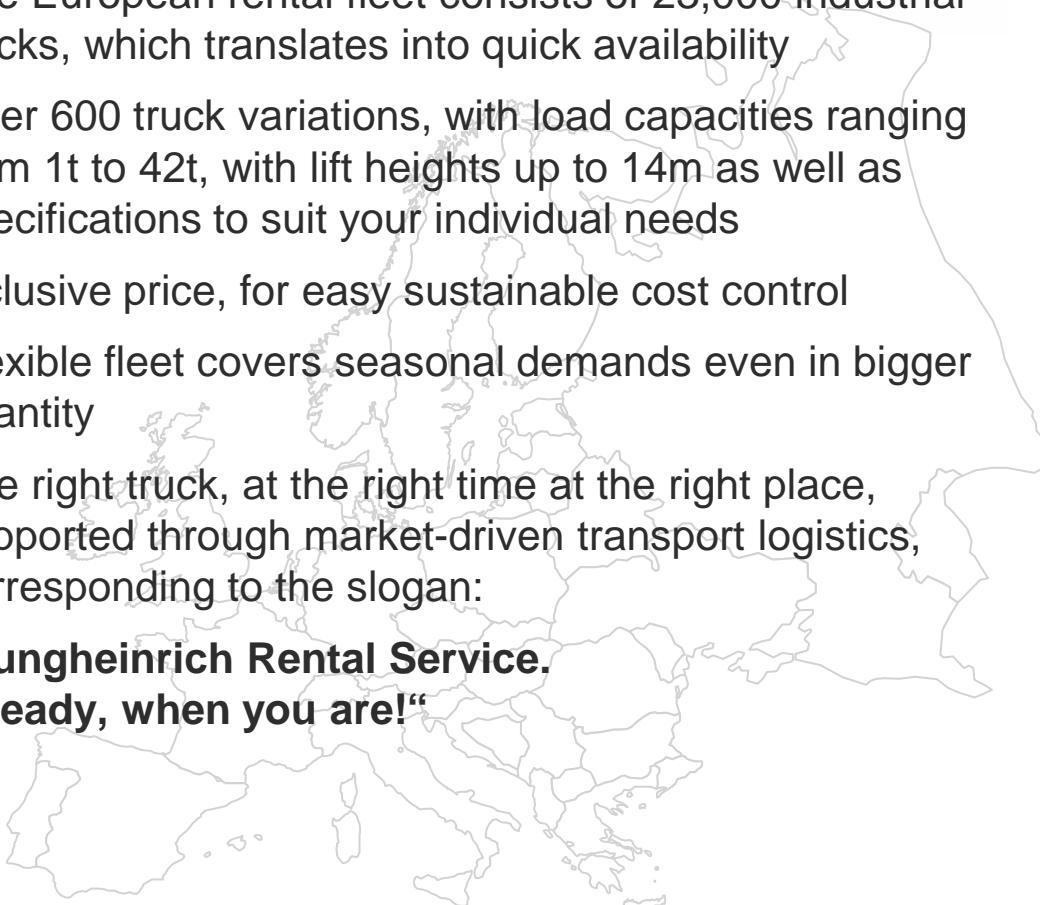


Hire.

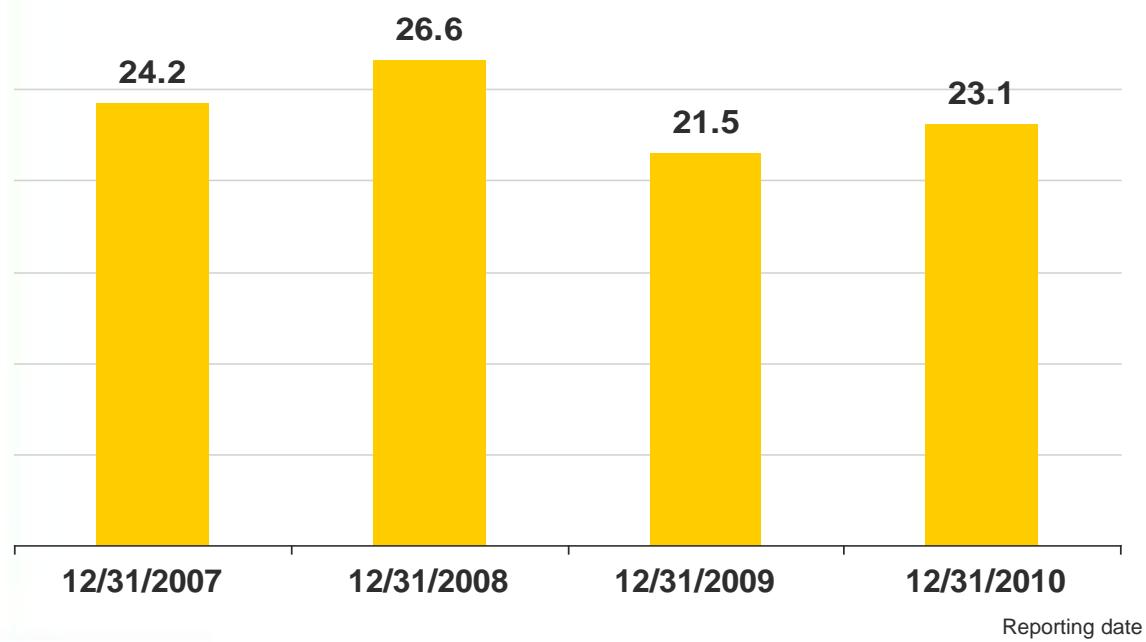


- The European rental fleet consists of 23,000 industrial trucks, which translates into quick availability
- Over 600 truck variations, with load capacities ranging from 1t to 42t, with lift heights up to 14m as well as specifications to suit your individual needs
- Inclusive price, for easy sustainable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

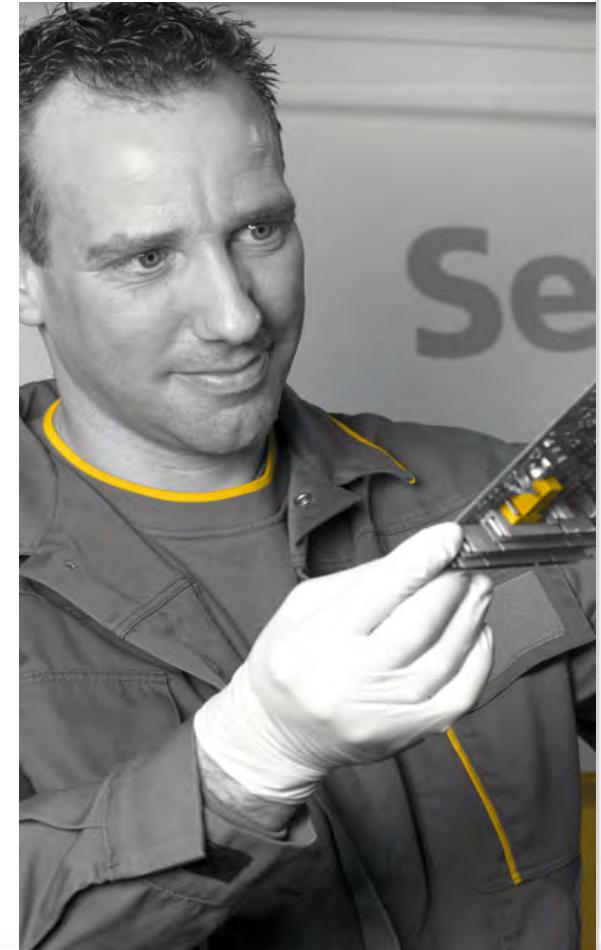
From safety-checks up to a complete full service – we secure the productivity of customer-truck fleets.

- **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



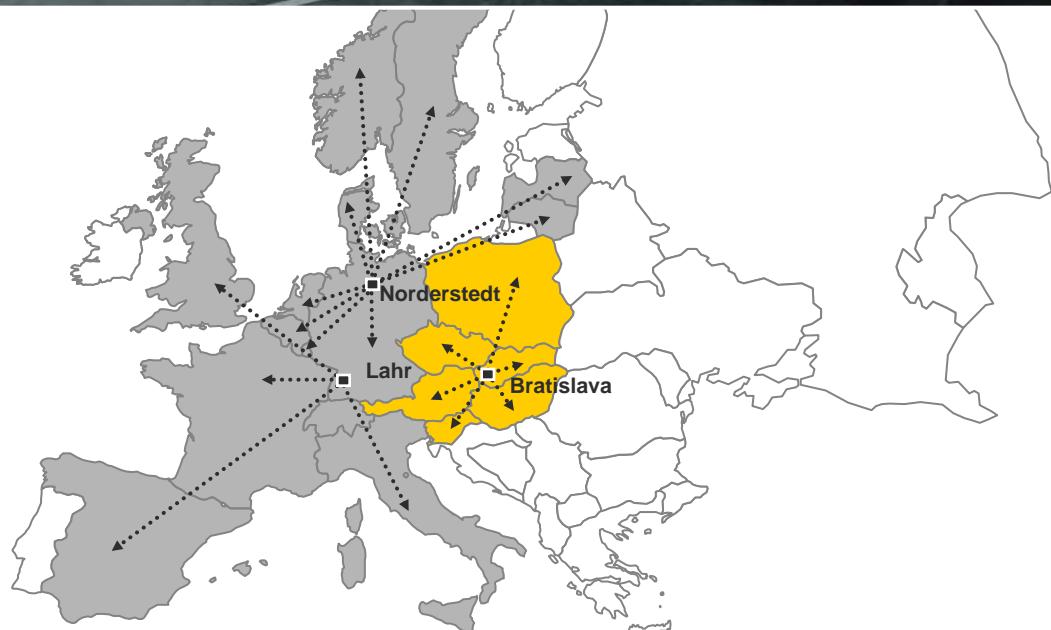
Spare parts supply – “In-Night“-delivery within Europe.



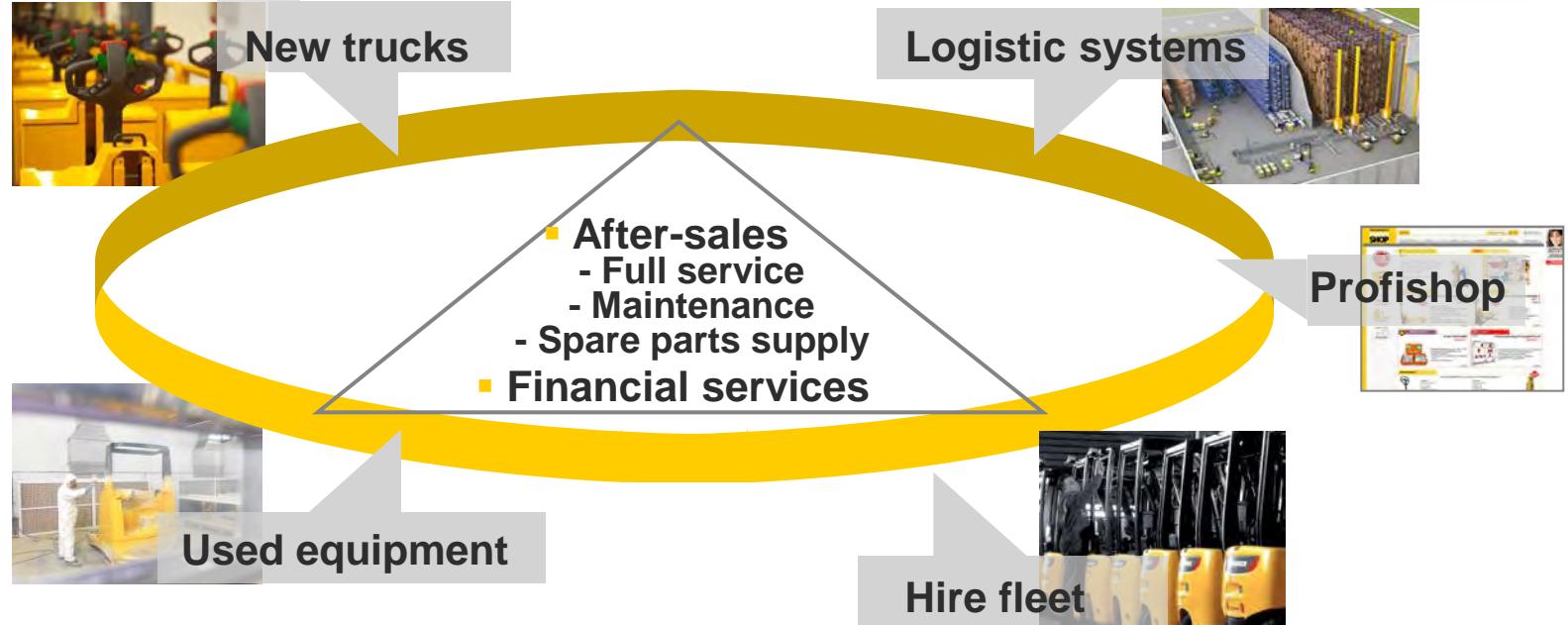
Expansion of spare parts network:

- 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.



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.

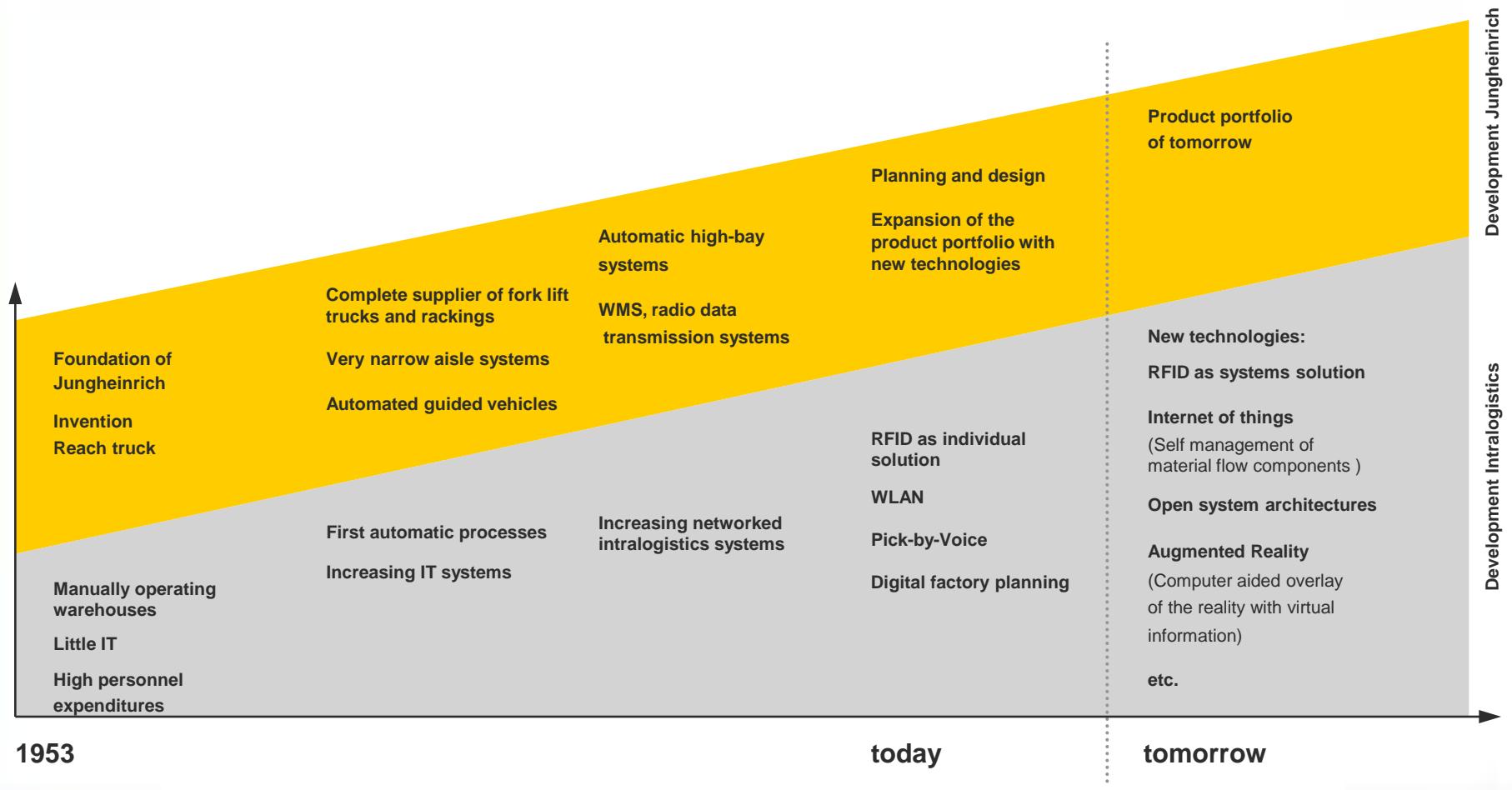
Products can also be purchased via the internet shop:

www.jh-profishop.de

www.jh-profishop.at



Intralogistics and Jungheinrich in the change.



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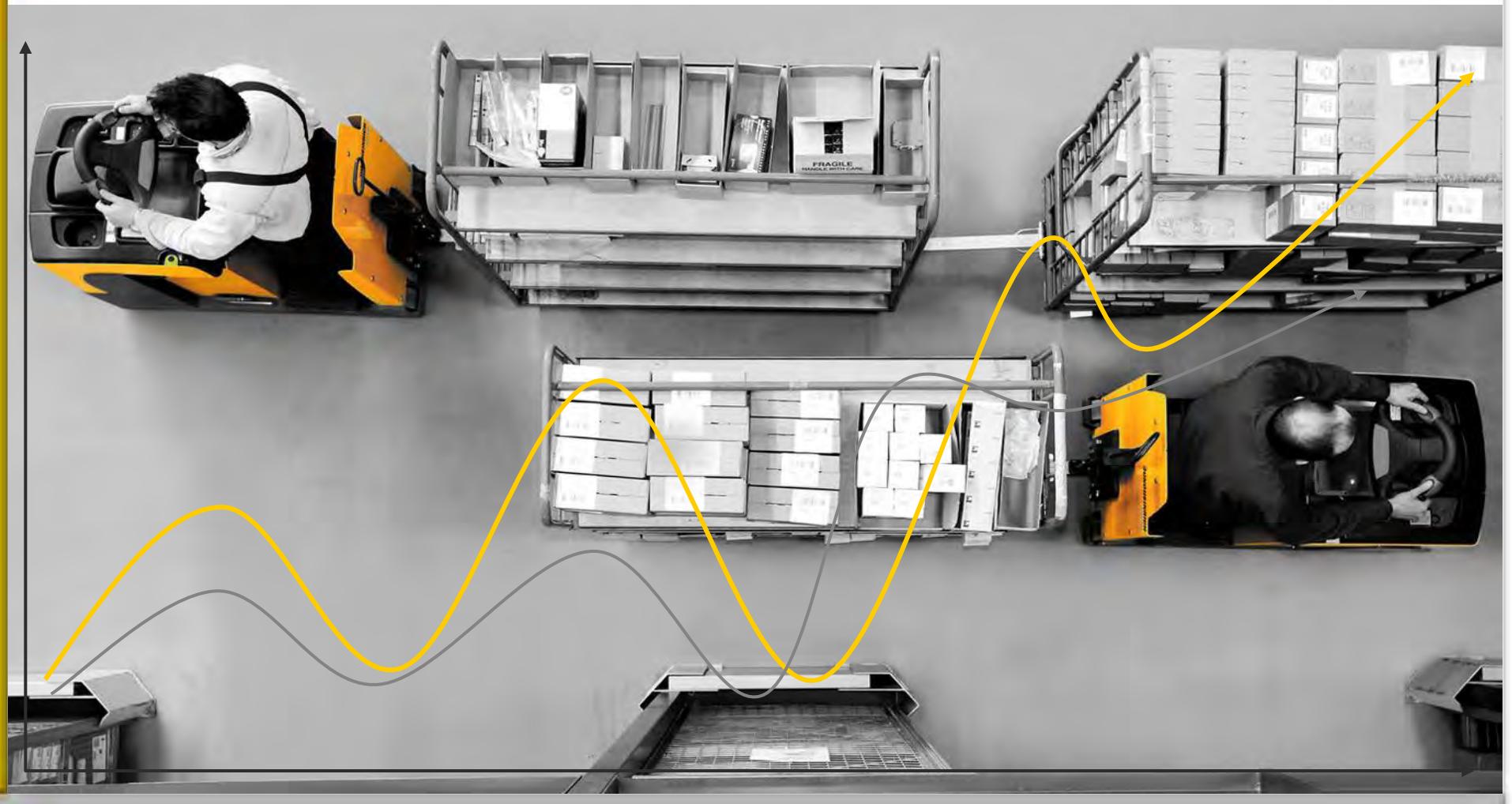
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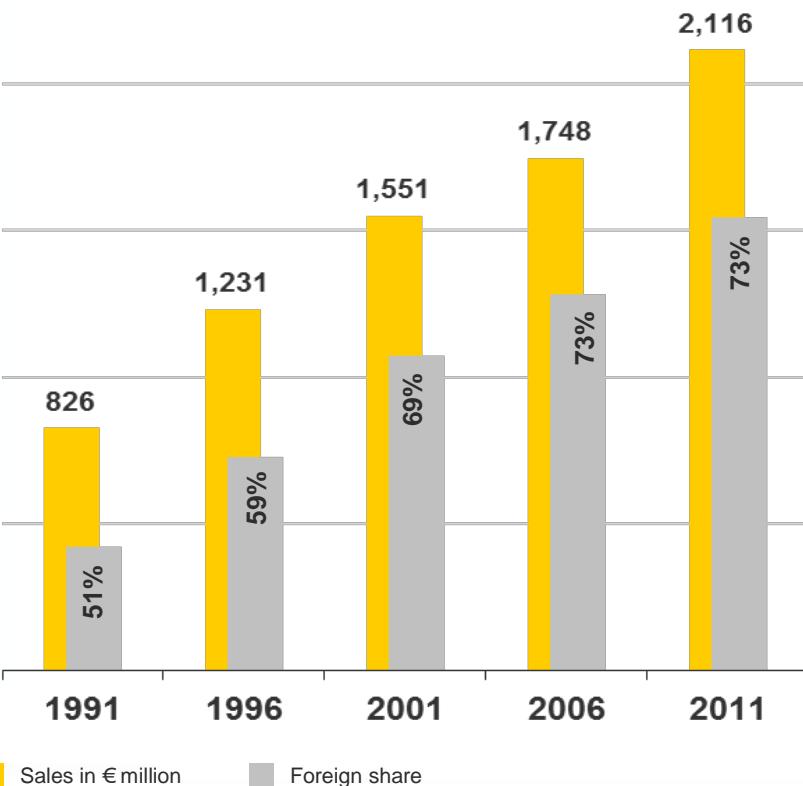
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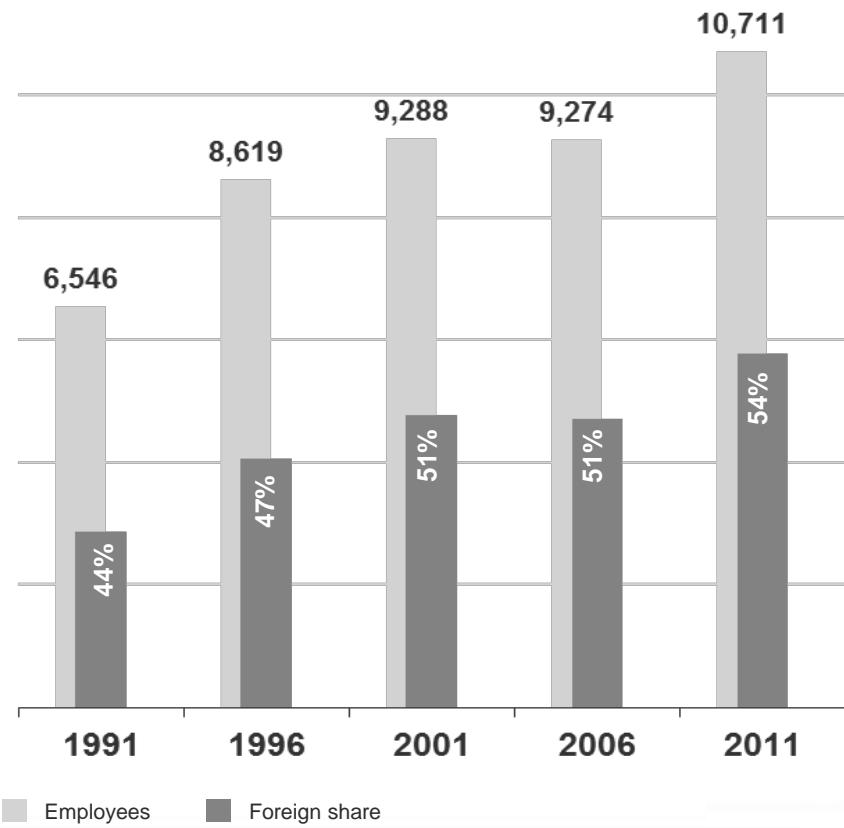
Development Jungheinrich Group.

Sales in €million



Employees

As of Dec. 31



Current development.

Q1–Q3 2011

In € million	Q1-Q3 2011	Q1-Q3 2010	Change in %
Incoming orders	1,632	1,390	17
Sales	1,512	1,291	17
Total assets (9/30)	2,536	2,294	11
Shareholder's equity (9/30)	690	597	16
Capital expenditures¹⁾	23	17	35
Earnings before interest and taxes (EBIT)	106.2	64.2	65
Net income	76.6	48.4	58
EBIT-Return on sales (ROS) %	7.0	5.0	--
Earnings per preferred share in Euro	2.28	1.45	57
Employees (9/30)	10,523	10,070	4

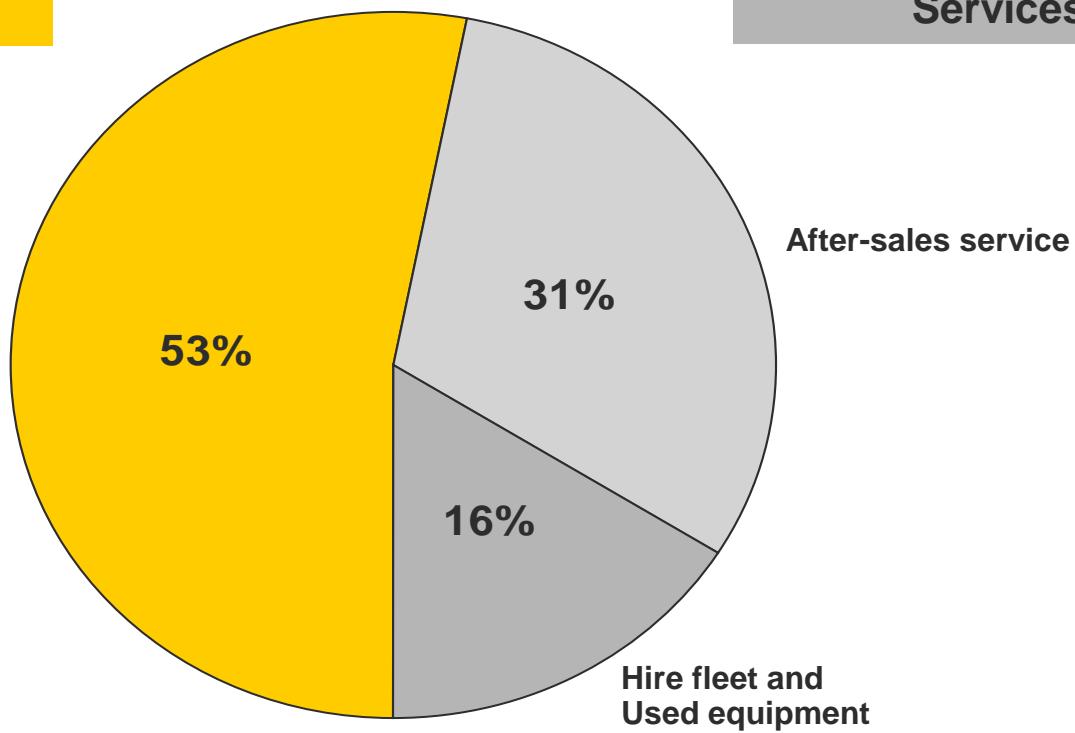
1) Tangible and intangible assets without capitalized development costs

Fiscal year 2011.

in € million	2011	2010	Change in %
Incoming orders	2,178	1,924	13
Sales	2,116	1,816	17
Total assets	2,580	2,394	8
Shareholder's equity	718	633	13
Capital expenditures¹⁾	52	33	58
EBIT	146	98	49
EBIT-Return on sales (ROS) %	6.9	5.4	---
Employees (12/31)	10,711	10,138	6

1) Tangible and intangible assets without capitalized development costs

Turnover structure 2011.



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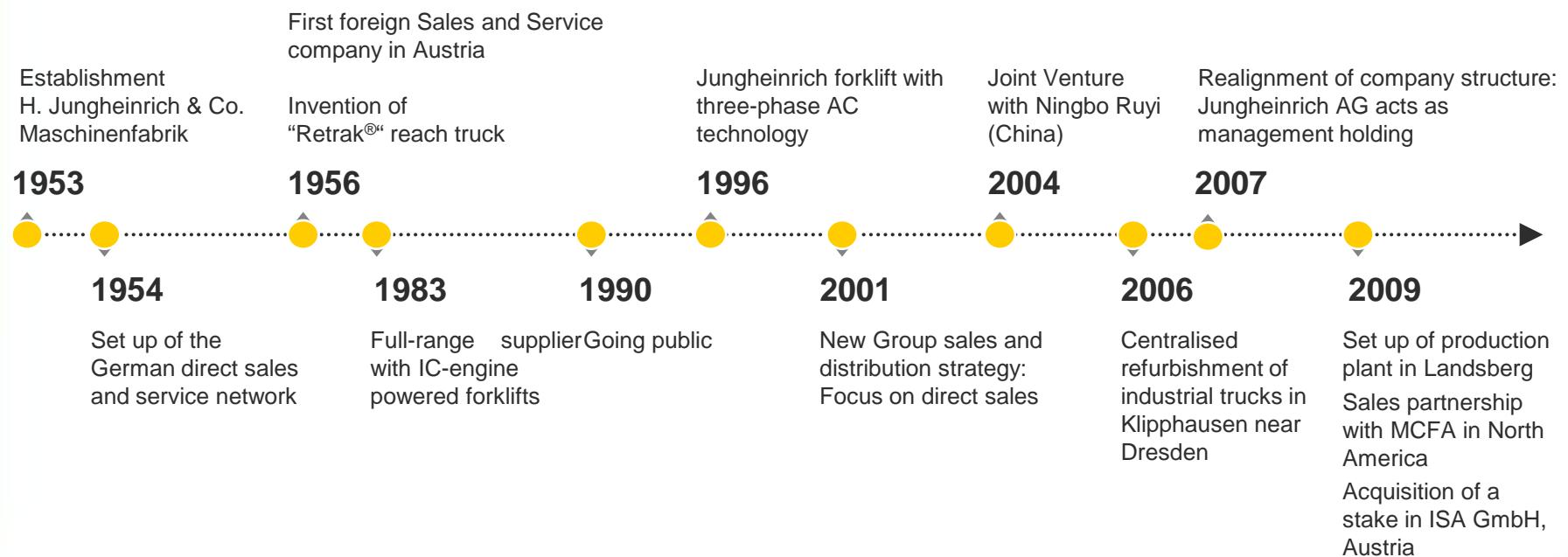
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Milestones of the Jungheinrich Group.



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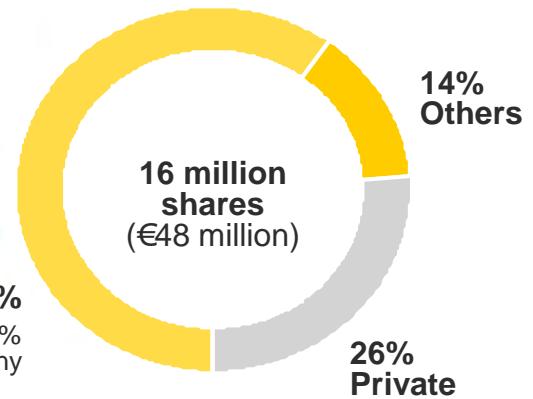
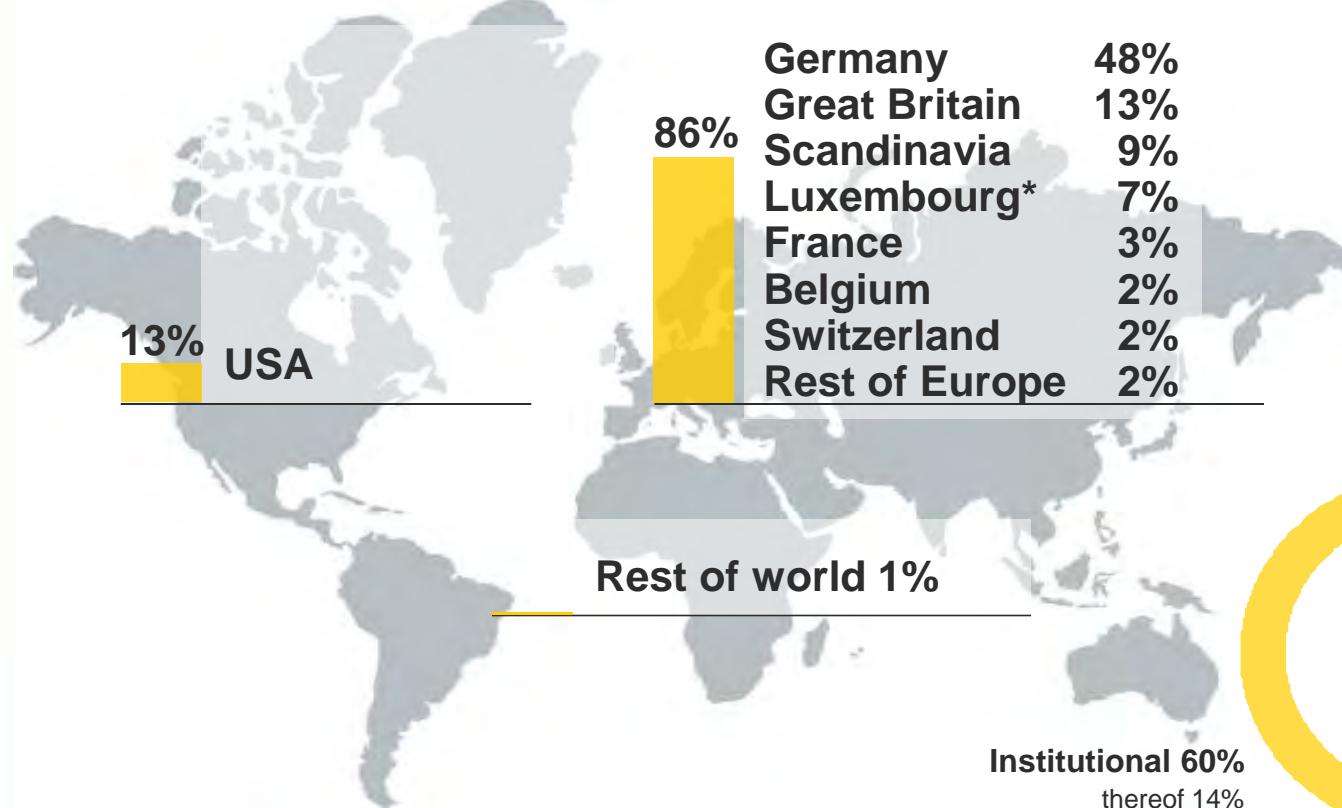
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Structure of shareholders (preferred shares).

Total 10,300 Shareholders

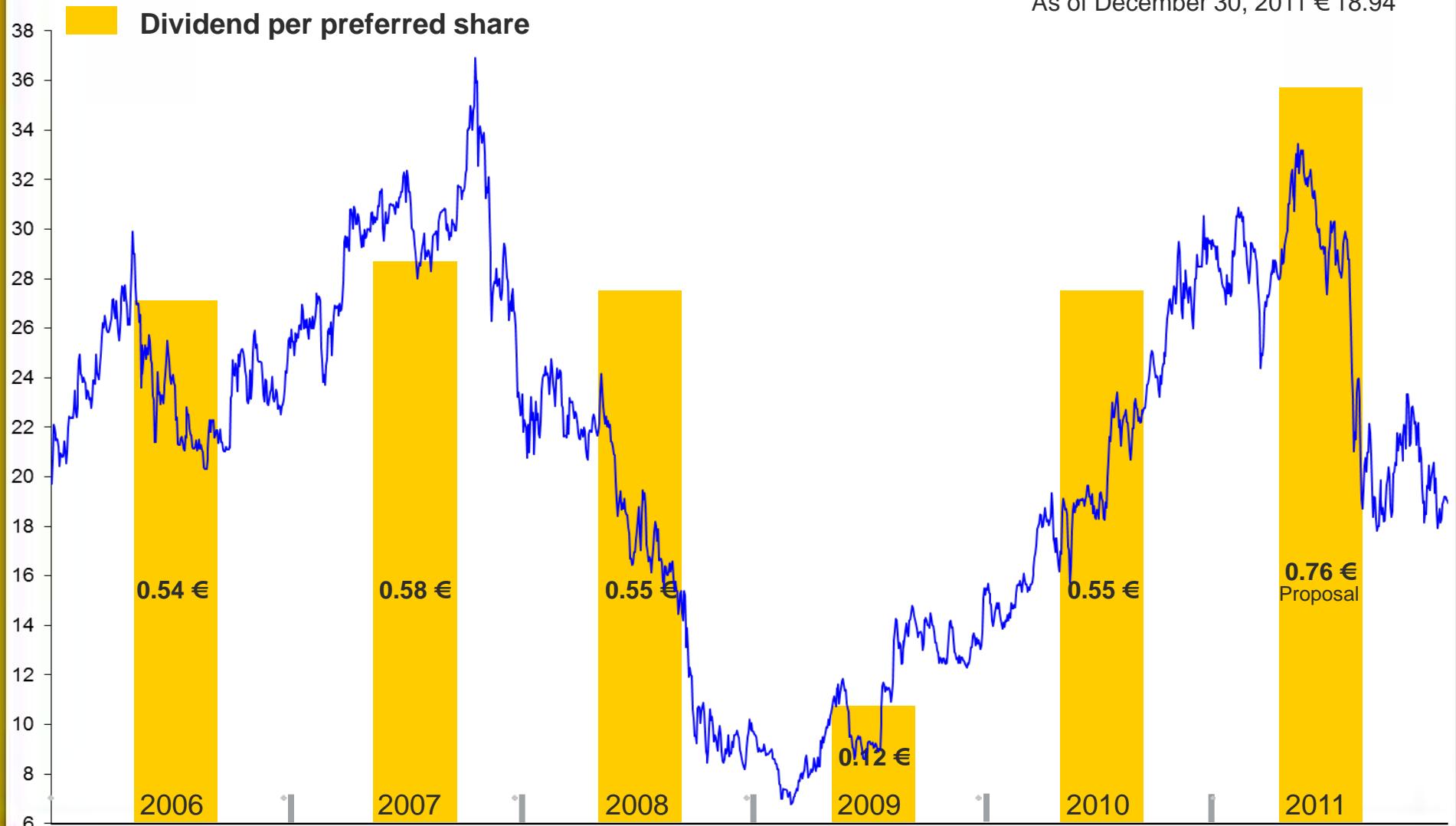


As of: November 2011

*Luxembourg included domestic and foreign funds

Share price and dividend development.

As of December 30, 2011 € 18.94



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:** Industry
- **Stock index:** SDAX

Financial Calendar:

Balance sheet press conference	March 29, 2012
Analyst conference	March 30, 2012
Interim report as of March 31, 2012	May 10, 2012
2012 Annual general meeting	June 12, 2012
Interim report as of June 30, 2012	August 9, 2012
Interim report as of September 30, 2012	Nov. 8, 2012

