



Jungheinrich Group – Company Presentation

2012 – Investing in the Future

Hamburg, October 2012

JUNGHEINRICH
Machines. Ideas. Solutions.

Contents.

Jungheinrich at a Glance

Jungheinrich Worldwide

Vision & Brand Promise

Business Model & Divisions

The Jungheinrich Group in Figures



Company Profile.

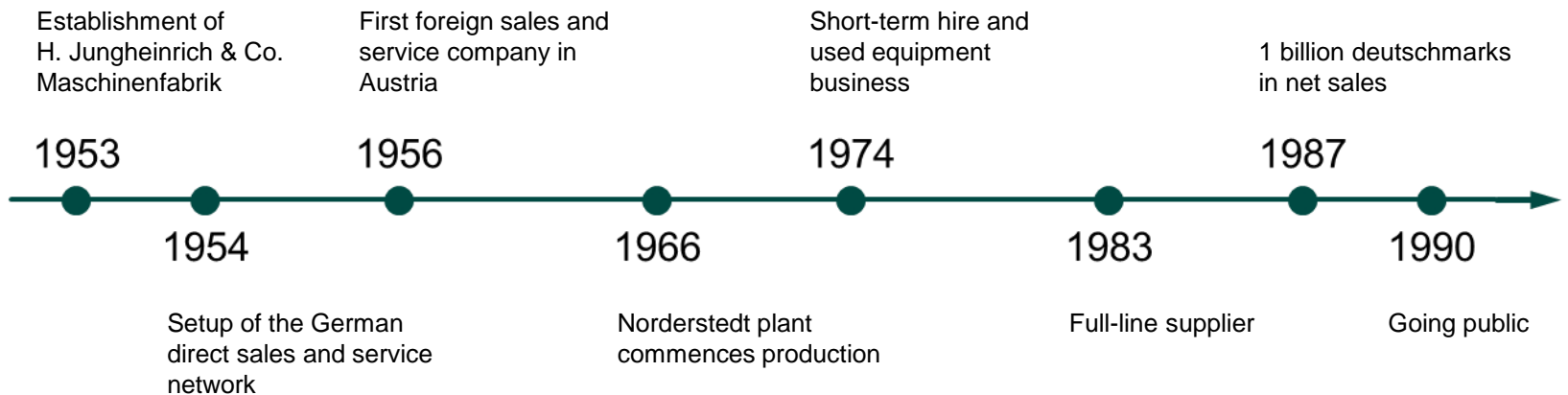
Jungheinrich. We rank among the world's leading companies in the material handling equipment, warehousing and material flow engineering sectors.

We provide our customers with tailor-made all-round solutions covering the entire field of intralogistics. That is logistics from a single source!

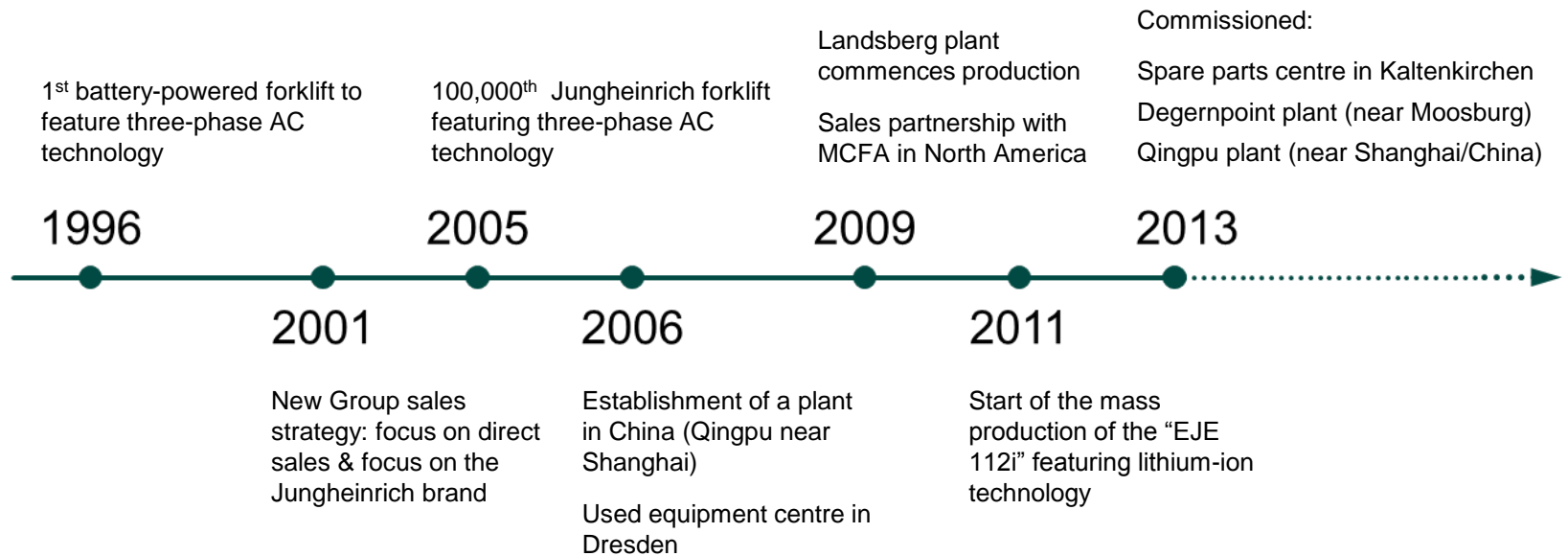
We are a listed stock corporation with the character traits of a family business.



Milestones of the Jungheinrich Group.



Milestones of the Jungheinrich Group.



Board of Management.



Our Staff. A Strong Team.

JUNGHEINRICH
Machines. Ideas. Solutions.



The Company.



Jungheinrich: a top-notch employer ...

... has satisfied employees ...

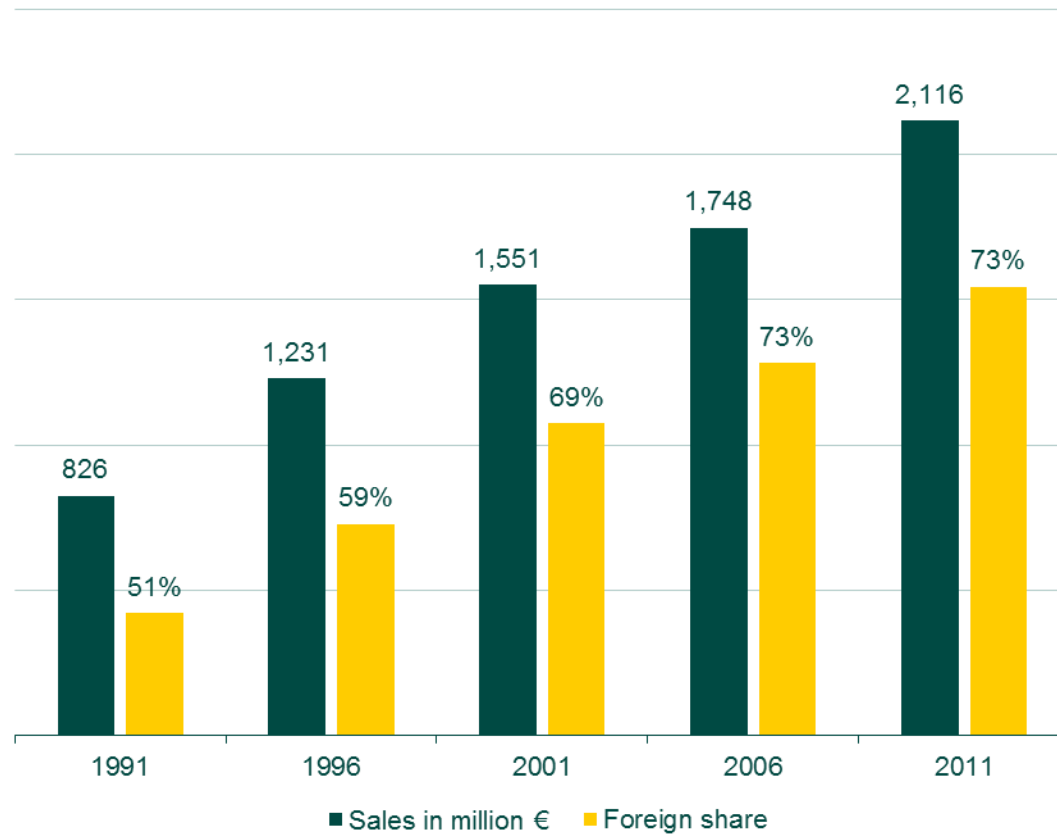
- High degree of employee satisfaction: ECHO 2011 survey
- Long periods of service: Ø 11.5 years

... and invests in its employees:

- Outstanding training, recognized inter alia by awards from the International Chamber of Commerce
- Systematic development and advancement of both non-executive and executive staff

Development of the Jungheinrich Group.

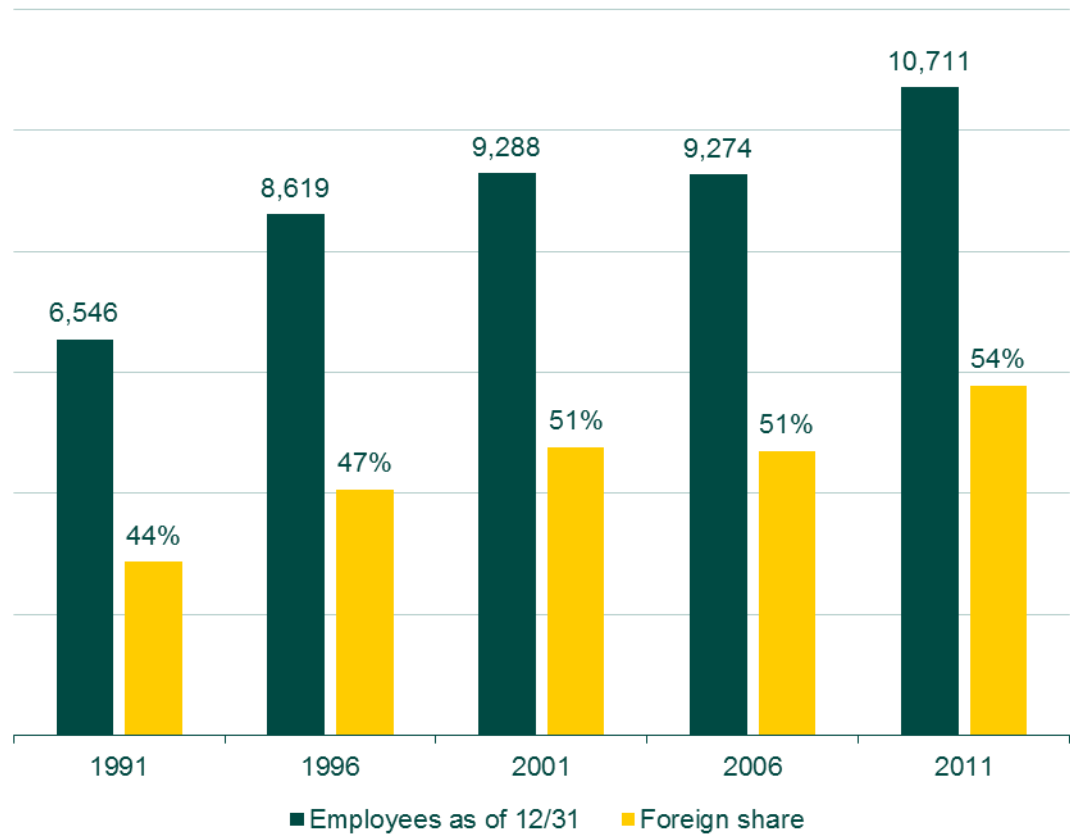
Net sales.



Development of the Jungheinrich Group.



Employees.



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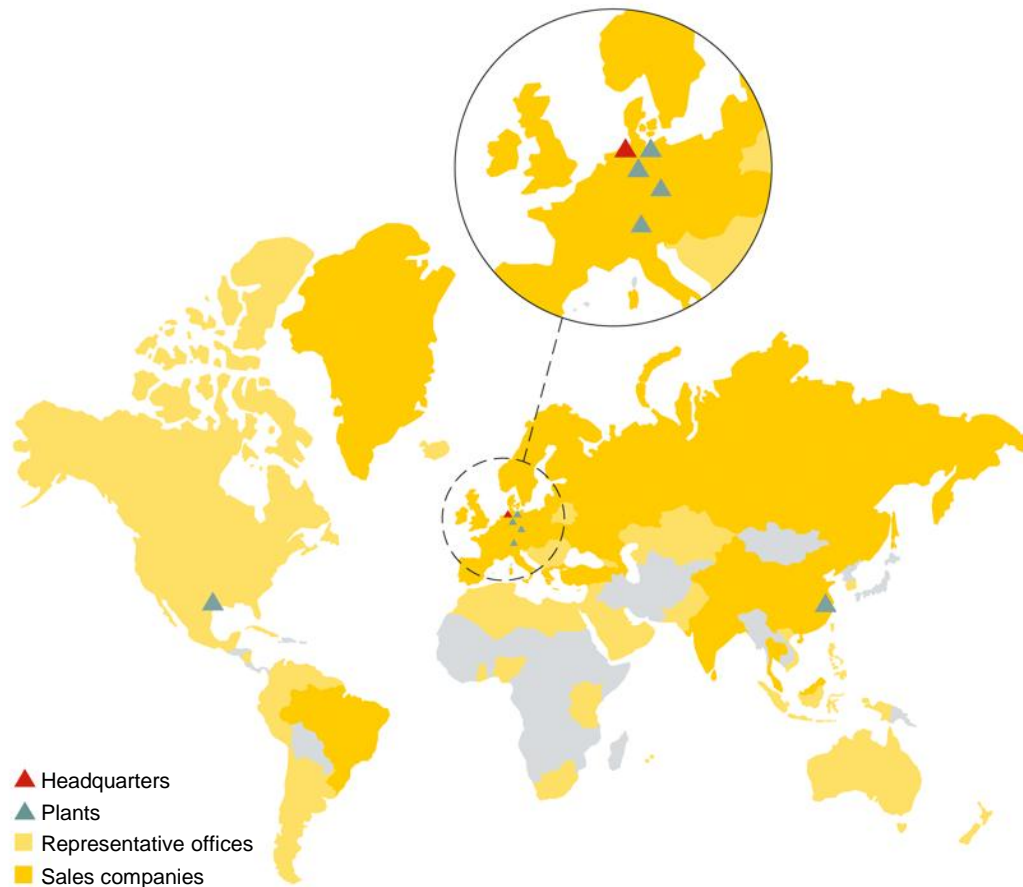
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Jungheinrich Worldwide.

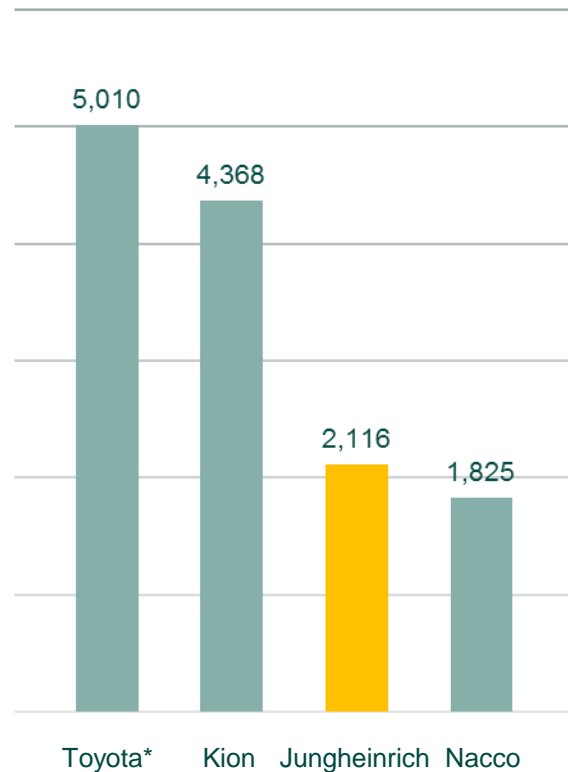


We bank on our strong worldwide direct sales organization ...

- ... featuring 32 proprietary sales and service companies in Europe, Asia and America.
- ... and a densely spun dealership network in another 64 countries.
- We are represented in approximately 100 countries—directly on site for our customers!

World League Table 2011.

Sales in million € (including currency effects)



Source: Annual reports & company data.

* Toyota adjusted Jan. to Dec. 2011.



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Jungheinrich – Our Vision.

Jungheinrich will permanently rank among the world's three leading intralogistics service and solution providers!



Machines. Ideas. Solutions.

The Promise of Our Brand.



This is what we stand for: **Machines. Ideas. Solutions.**

- Visionary thinking
- Inspirational action
- Holistic problem-solving

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Jungheinrich Business Model.

Serving customers from a single source over the entire lifecycle of a forklift truck.

■ New truck business



■ Logistics systems



After Sales Services

- Full service
- Maintenance
- Spare parts supply

■ Used equipment



Financial Services

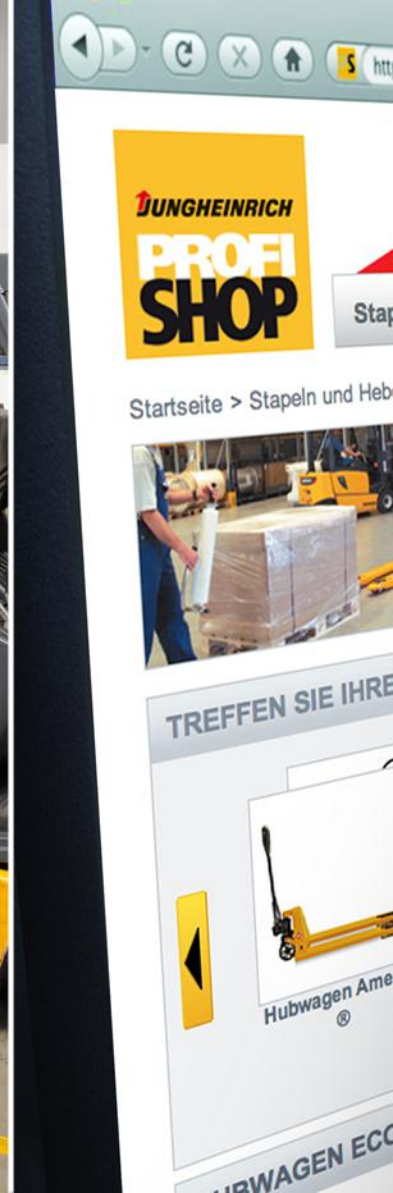
■ Rental fleet



■ Profishop



Divisions.



New Truck Business.



Jungheinrich – A Full-Line Supplier.

The right machine for every application.



Diesel and LPG-powered counterbalanced trucks



Battery-powered counterbalanced trucks



Battery-powered reach trucks



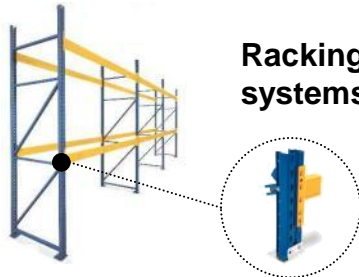
Special design trucks and small series trucks



Battery-powered pedestrian-controlled trucks and stackers



Hand pallet trucks



Racking systems



Batteries/chargers



High rack lift trucks and order pickers

Logistics 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

Used Equipment.

- Large selection
- 4-star quality standard
- Manufacturer's warranty up to 12 months
- For every budget and application
- Numerous financing options
- Rapid deployability: "ready to go" fleet
- Leading internet marketplace: www.supralift.com



Used Equipment.



Centralization of refurbishment of used trucks at the Dresden location:

- Rebuilding,
- repair and
- conversion

throughout Europe!



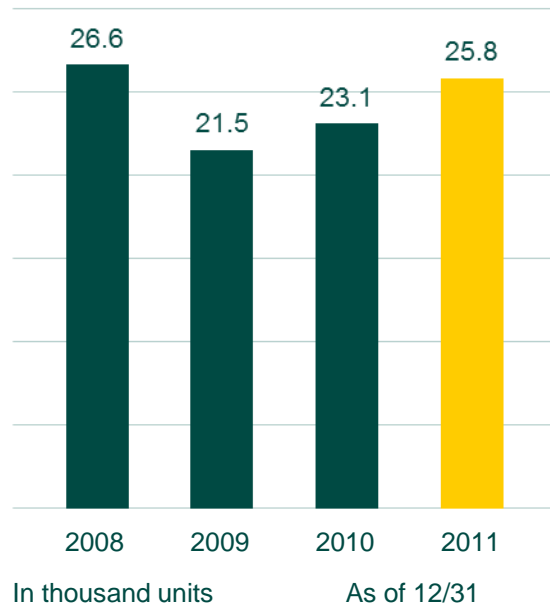
Hire.

**“Jungheinrich Rental Service.
Ready, when you are!”**

- 26,000 industrial trucks
- With load capacities from 1 mt to 42 mt, with lift heights up to 14 m
- Cost control
- Flexible fleet covers seasonal demands
- for every application and anytime



Hire Fleet Development.



Continuous extension of close-knit market coverage throughout Europe.

- **Duration of hire:**
1 day to 24 months
- **Targeted degree of capacity utilization:**
70% to 80%

Service.

Manufacturer expertise. We create satisfaction courtesy of a ...

- densely spun network of over 3,600 service engineers
- speedy communication—short response times
- OEM spare parts, including in-night supply in Europe
- short idle periods and increased operational safety
- worldwide Jungheinrich service standards



Spare Parts Supply – “In-Night” Delivery within Europe.



Spare parts network:

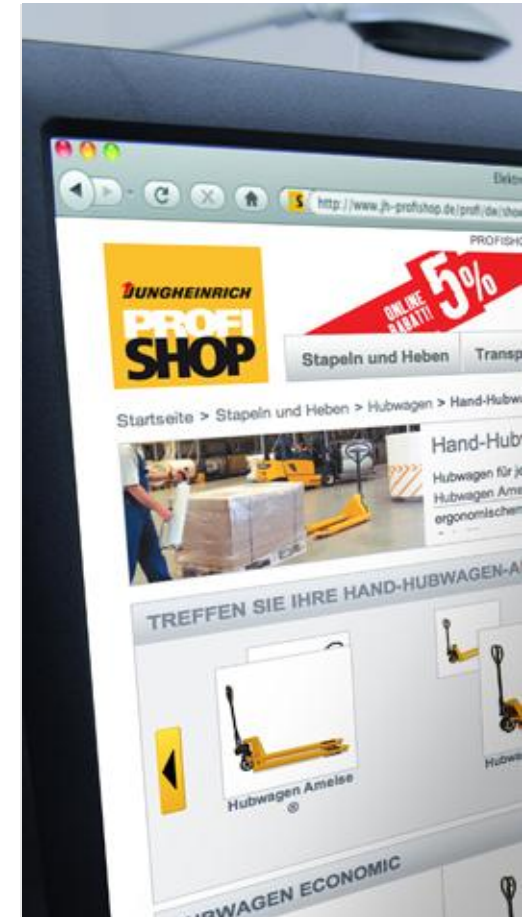
- Spare parts logistics centres in Norderstedt, Kaltenkirchen (2013), Lahr and Bratislava
- 95% of all service engineers in Europe are supplied overnight



Mail Order Business.

“Jungheinrich-PROFISHOP” provides an attractive assortment of products and services in the fields of...

- stacking and hoisting
- transportation and warehousing
- plant and office fittings and furnishings
- occupational safety and the environment
- in Germany, in Austria and the Netherlands
- online at:
 - www.jh-profishop.de
 - www.jh-profishop.at
 - www.jh-profishop.nl



Jungheinrich Financial Services.

Solutions for all Demands.

Financial Services

- Customized

Flexible Contract Terms

- From 12 to 120 months

Individual Package

- Financing
- Full service
- Fleet management



Jungheinrich Financial Services.

In-house Expertise:

- Jungheinrich-owned financial services companies in Germany, France, Italy, UK, Spain, the Netherlands and Austria
- Worldwide transnational direct sales concepts



Production Plants in Germany.

Development and Production in Centres of Excellence.



Norderstedt



Lüneburg

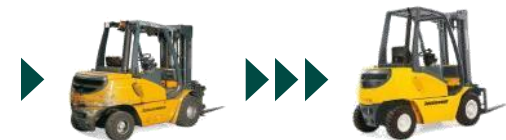


Landsberg



Dresden

Used truck centre

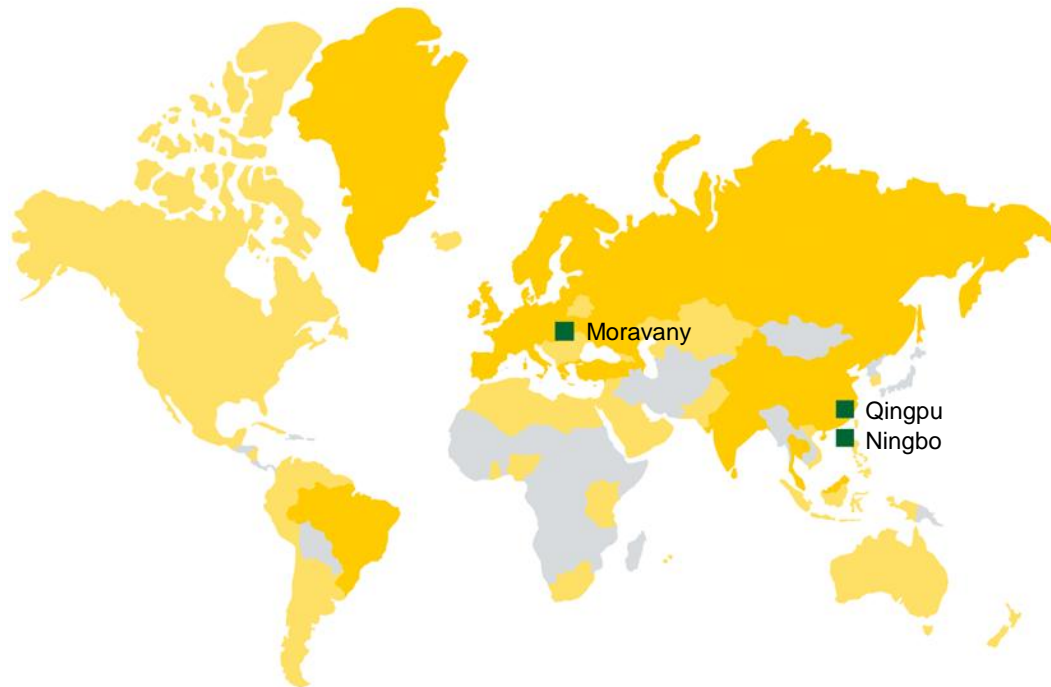


Moosburg/Degernpoint

(Commissioning scheduled for 2013)



Other Plants/Joint Ventures.



- Production plants outside Europe
- Representative offices
- Sales companies

Qingpu/China



Moravany/ Tschechische Republik

50% joint venture with Kion

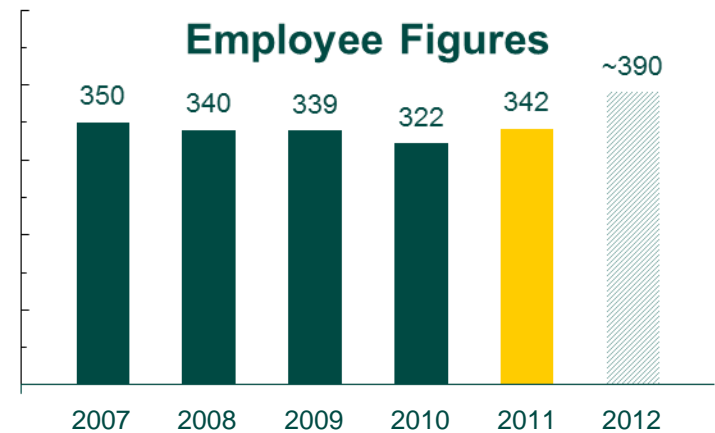
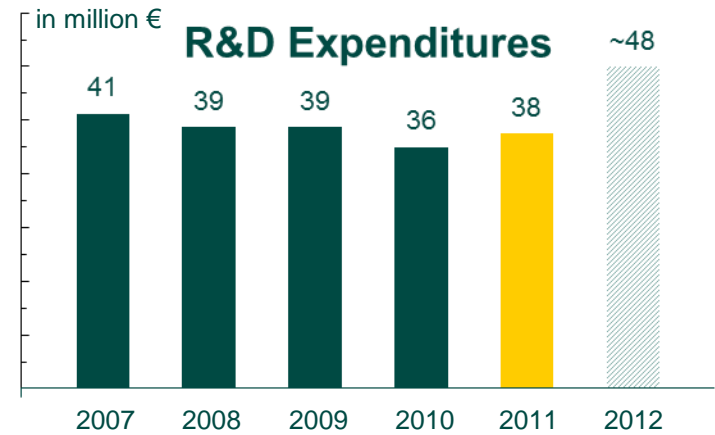


Ningbo/China

25% joint venture with Ningbo Ruyi



Research & Development.



Cost allocation changed as of 2010 (engineering service)

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Current Development.

in million €	H1 2012	H1 2011	Change in %
Incoming orders	1,140	1,135	<1
Sales	1,074	987	9
Total assets 06/30	2,607	2,465	6
Shareholders' equity 06/30	748	666	12
Capital expenditures ¹	26	15	73
Earnings before interest and taxes (EBIT)	72.7	67.9	7
Net income	53.2	48.8	9
EBIT-Return on Sales (ROS) in %	6.8	6.9	–
Earnings per preferred share in €	1.60	1.47	9
Employees 06/30	10,973	10,336	6

¹ Tangible and intangible assets without capitalized development expenditures.

Fiscal 2011.

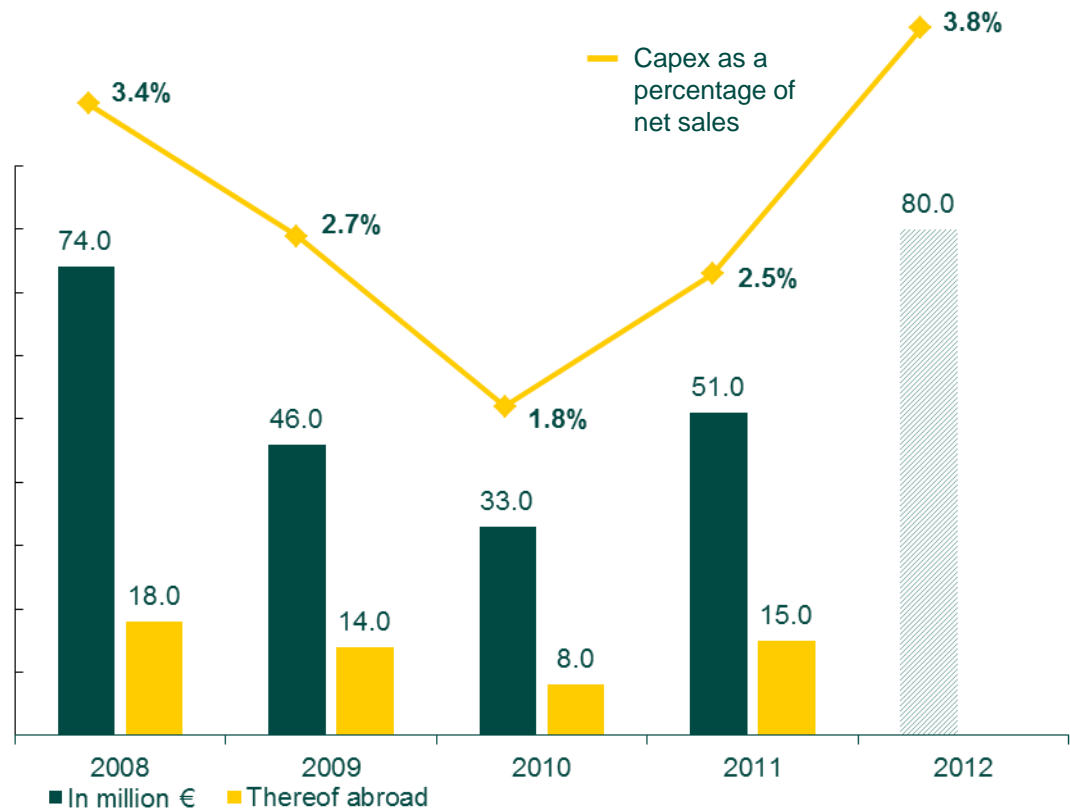
in million €	2011	2010	Change in %
Incoming orders	2,178	1,924	13
Sales	2,116	1,816	17
Total assets	2,580	2,394	8
Shareholders' equity	718	633	13
Capital expenditures ¹	52	33	58
EBIT	146	98	49
EBIT return on sales (ROS) %	6.9	5.4	–
Employees	10,711	10,138	6

¹ Tangible and intangible assets without capitalized development costs.

Capital Expenditures.



Tangible and Intangible Assets without Capitalized Development Costs.

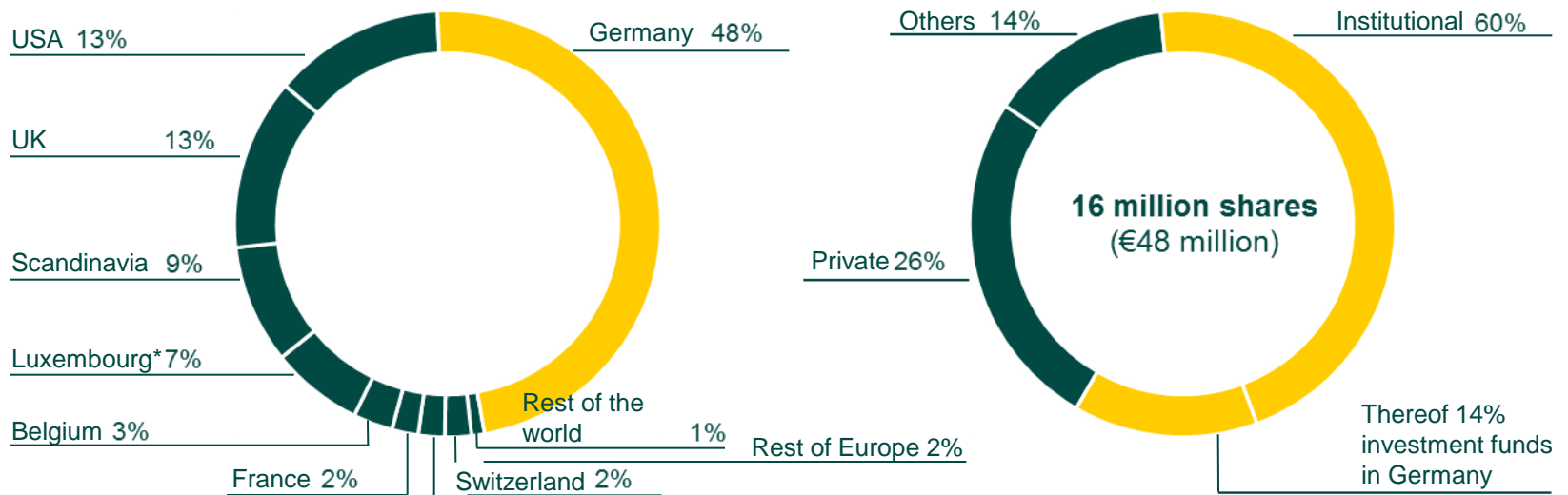


Information on the Jungheinrich Share.



Shareholder Structure (Preferred Shares).

10,300 shareholders in total.

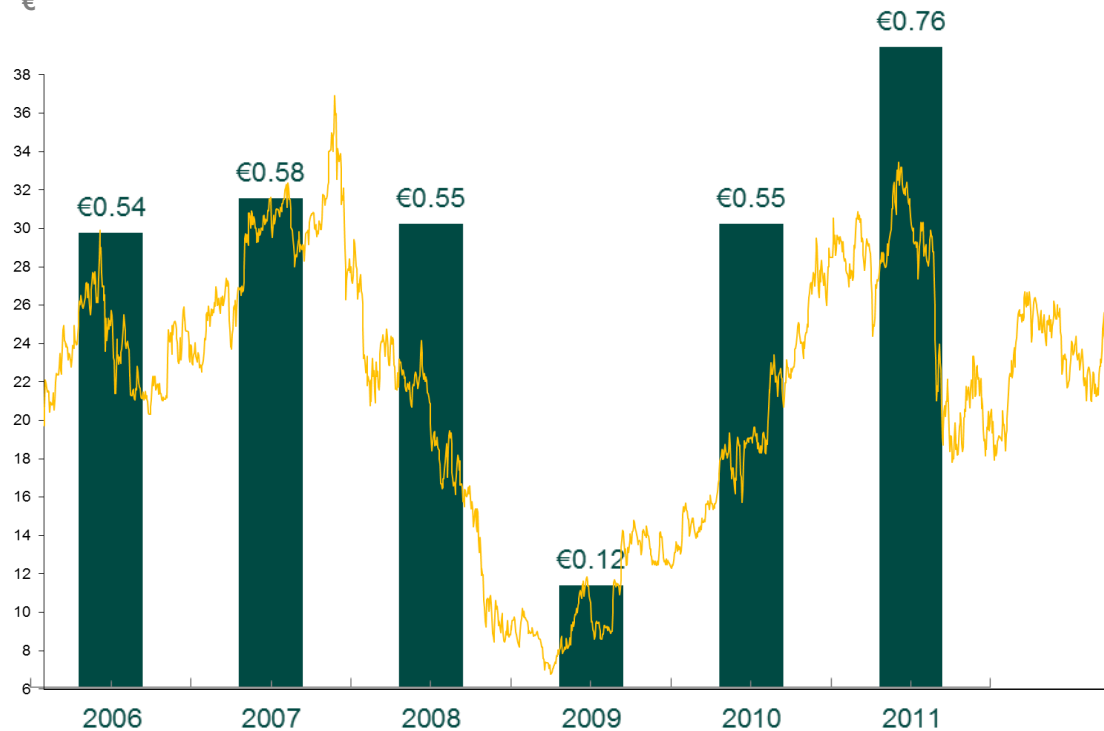


As of November 2011 *Luxembourg included in domestic and foreign funds.

Share Price and Dividend Trend.

■ Dividend per preferred share
■ Jungheinrich share price trend

€



As of September 30, 2012: €25.79

General Information.

Subscribed capital:

- €102 million divided among
- 18 million ordinary shares
- 16 million preferred shares

Security identification numbers (preferred shares)

- **ISIN:** DE0006219934
- **WKN:** 621 993

Ticker symbols

- Reuters JUNG_p.DE
- Bloomberg JUN3 GR

Stock exchanges

Frankfurt, Hamburg and all other
German stock exchanges

- Segment: Prime Standard
- Branch: Industry
- Stock index: SDAX

Financial Calendar

Interim Report as of Sept. 30, 2012	Nov. 8, 2012
Annual General Meeting 2013	June 11, 2013

