



# Jungheinrich Group – Company Presentation

## 2012 – Investing in the Future

Hamburg, November 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.

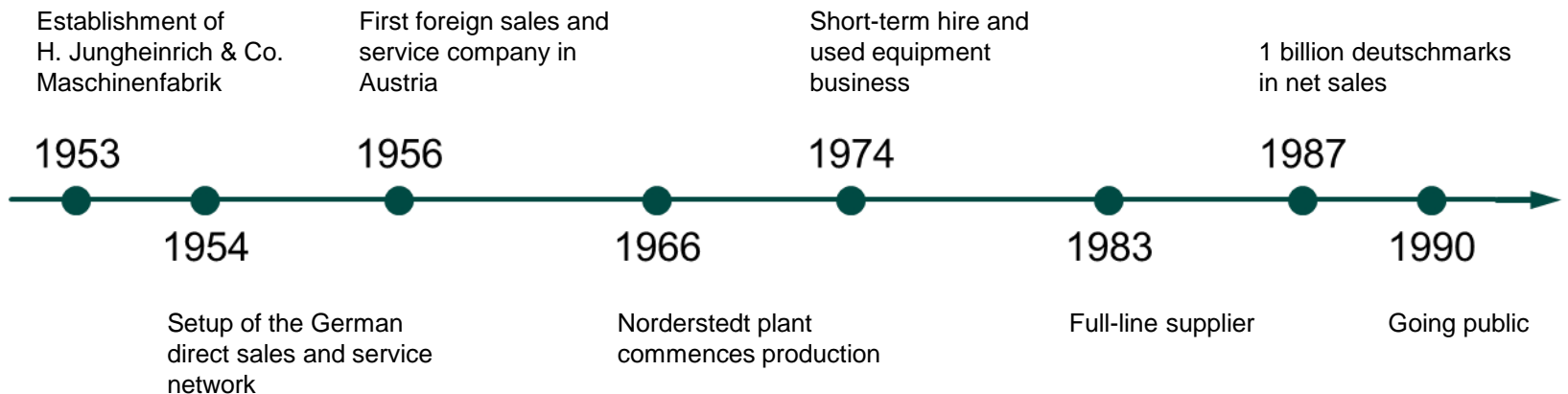
Jungheinrich. We rank among the world's leading companies in the material handling equipment, warehousing and material flow engineering sectors.

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.

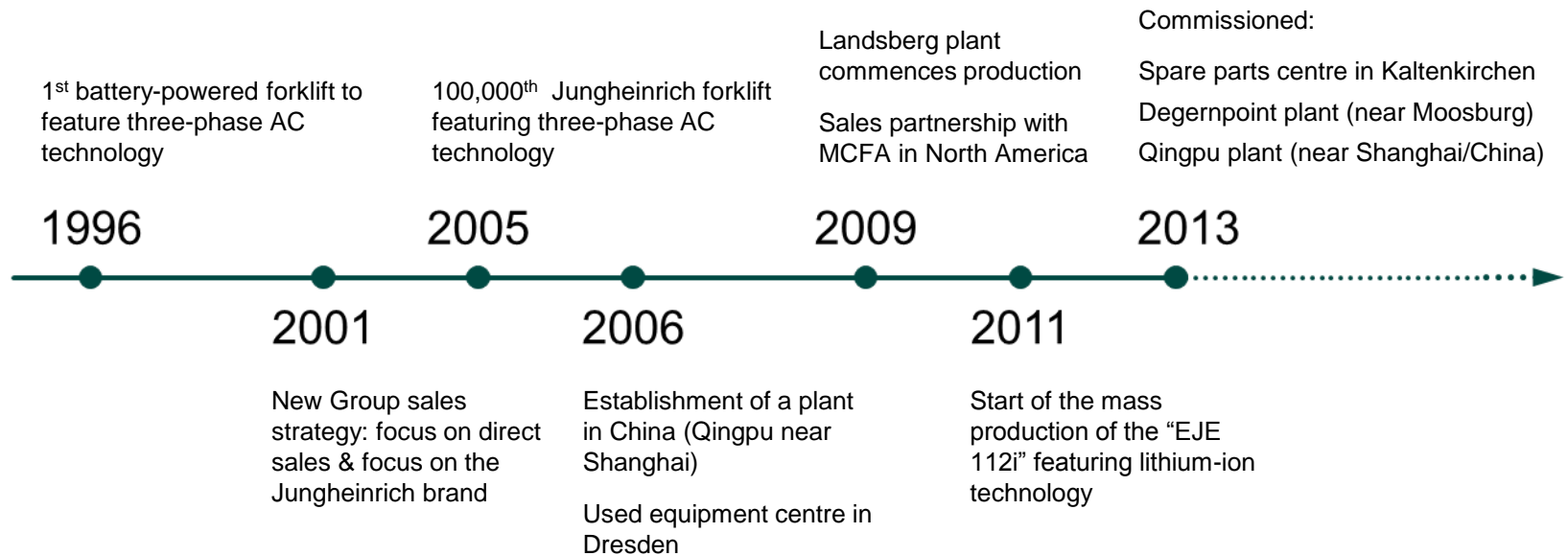


# Milestones of the Jungheinrich Group.





# 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

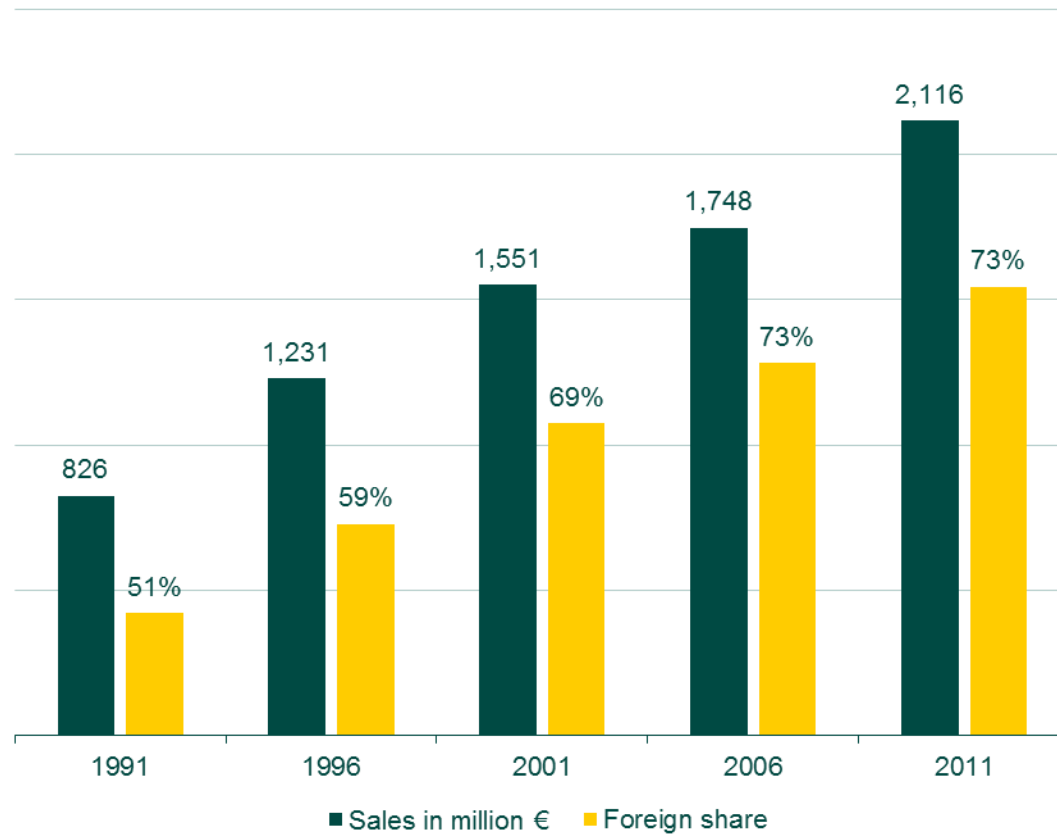
### ... and invests in its employees:

- 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.

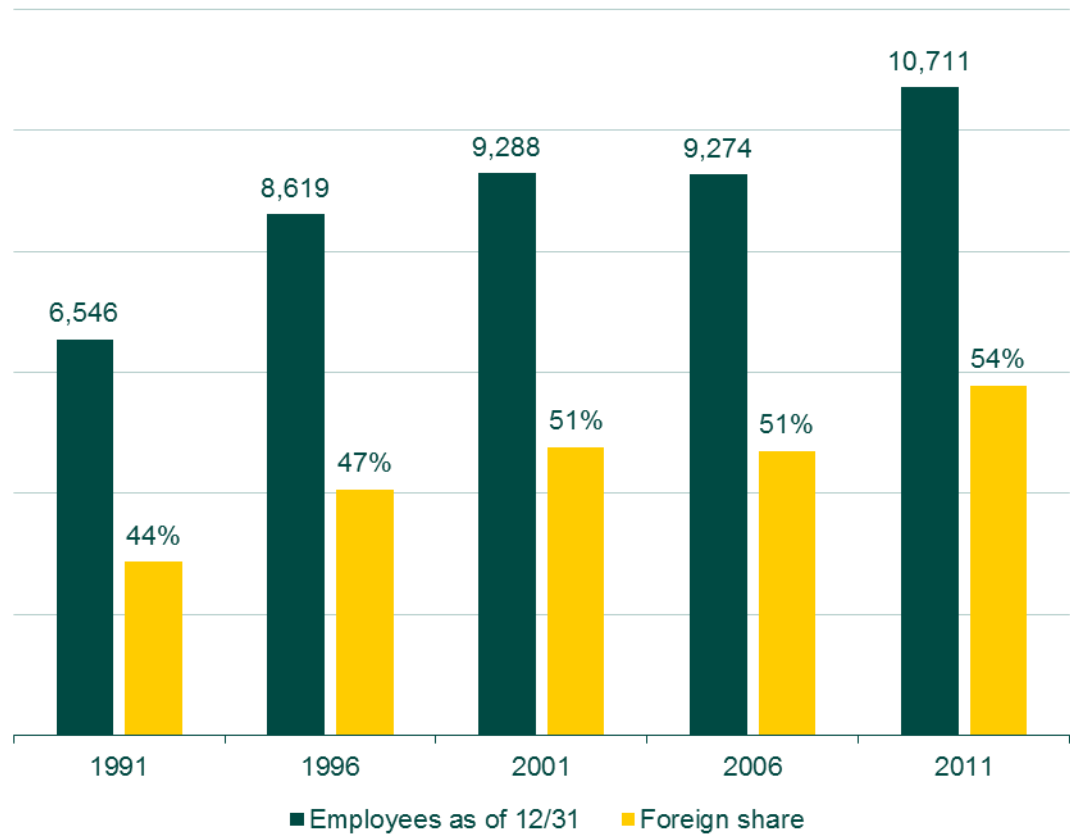
## Net sales.



# Development of the Jungheinrich Group.



## Employees.





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**Jungheinrich at a Glance**

**Jungheinrich Worldwide**

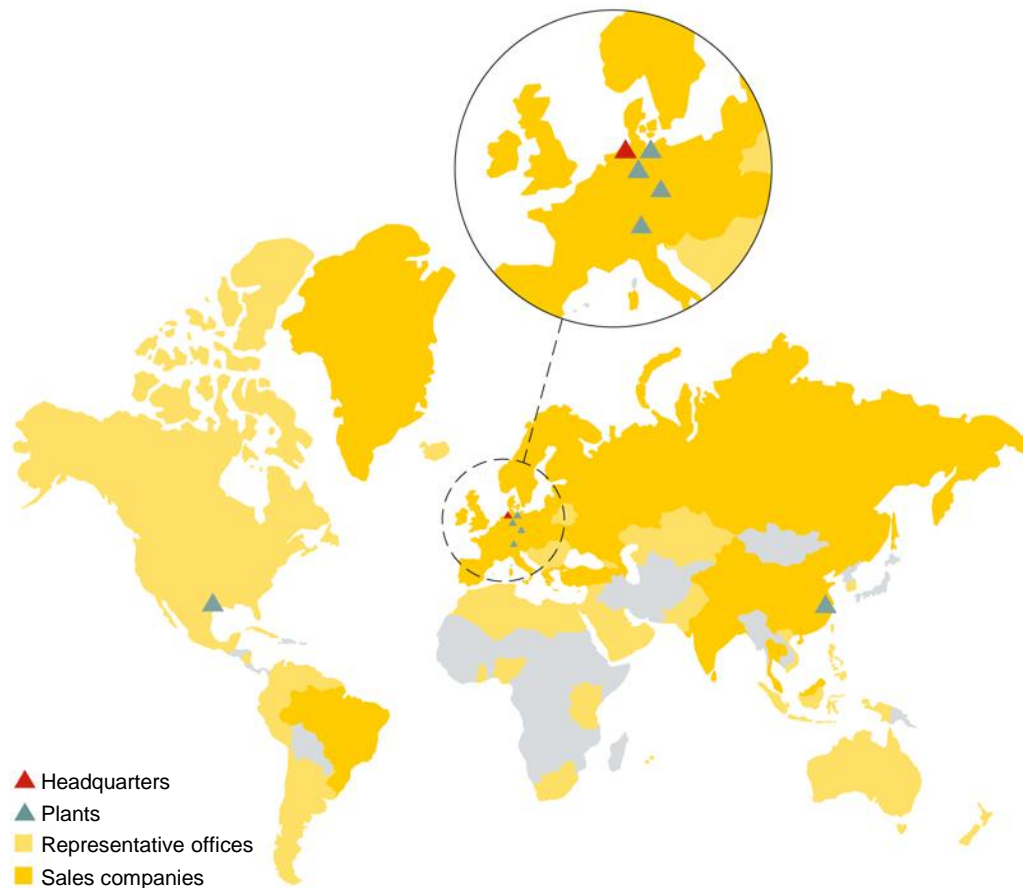
**Vision & Brand Promise**

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# Jungheinrich Worldwide.



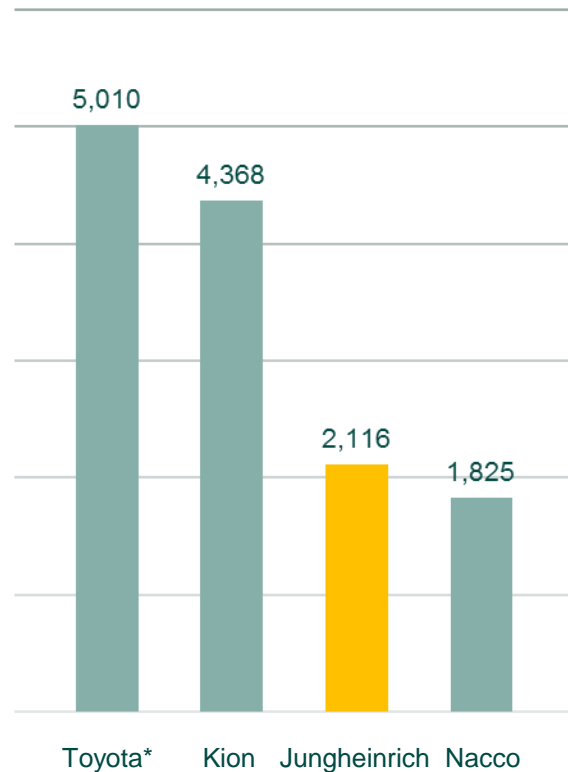
**We bank on our strong worldwide direct sales organization ...**

- ... 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.



## After Sales Services

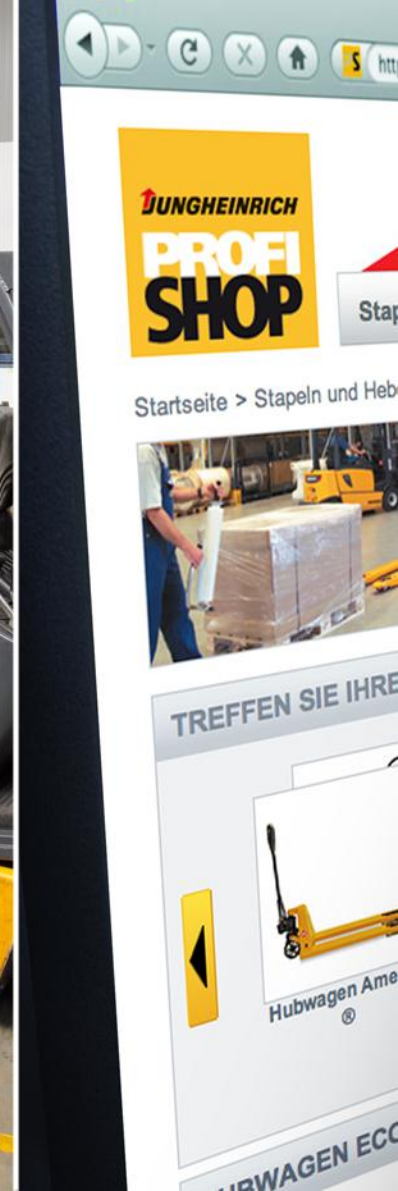
- Full service
- Maintenance
- Spare parts supply



## Financial Services



# 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**



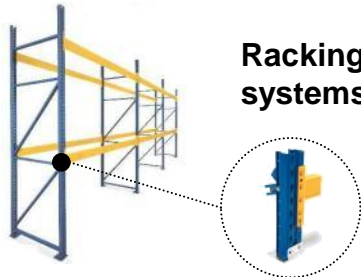
**Special design trucks and small series trucks**



**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](http://www.supralift.com)





# Used Equipment.



## Centralization of refurbishment of used trucks at the Dresden location:

- Rebuilding,
- repair and
- conversion

**throughout Europe!**



## Hire.

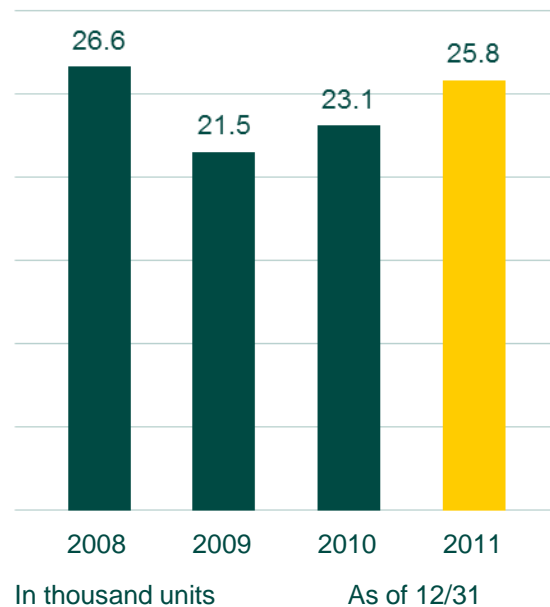
**“Jungheinrich Rental Service.  
Ready, when you are!”**

- 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:

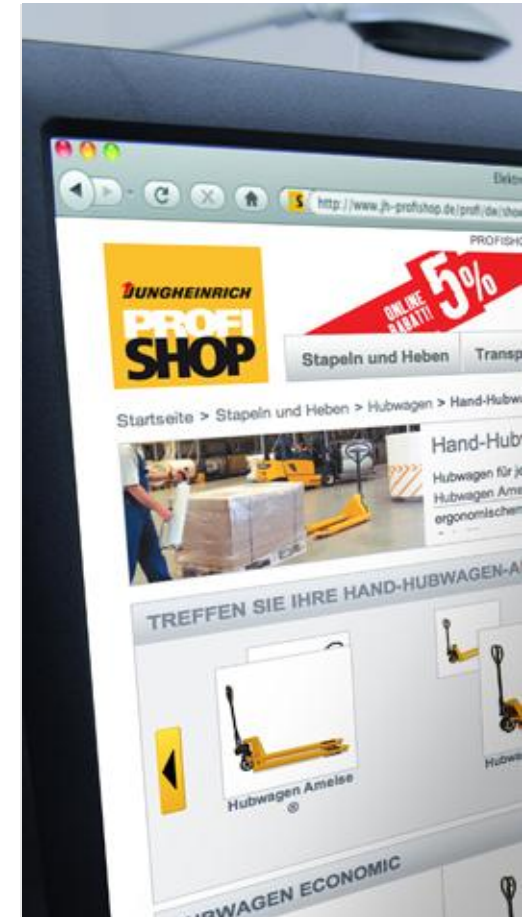
- Spare parts logistics centres in Norderstedt, Kaltenkirchen (2013), Lahr and Bratislava
- 95% of all service engineers in Europe are supplied overnight



# 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](http://www.jh-profishop.de)
  - [www.jh-profishop.at](http://www.jh-profishop.at)
  - [www.jh-profishop.nl](http://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**

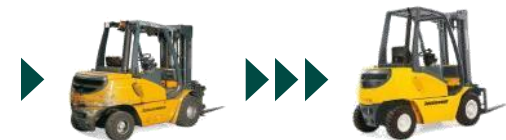


**Landsberg**



**Dresden**

Used truck centre



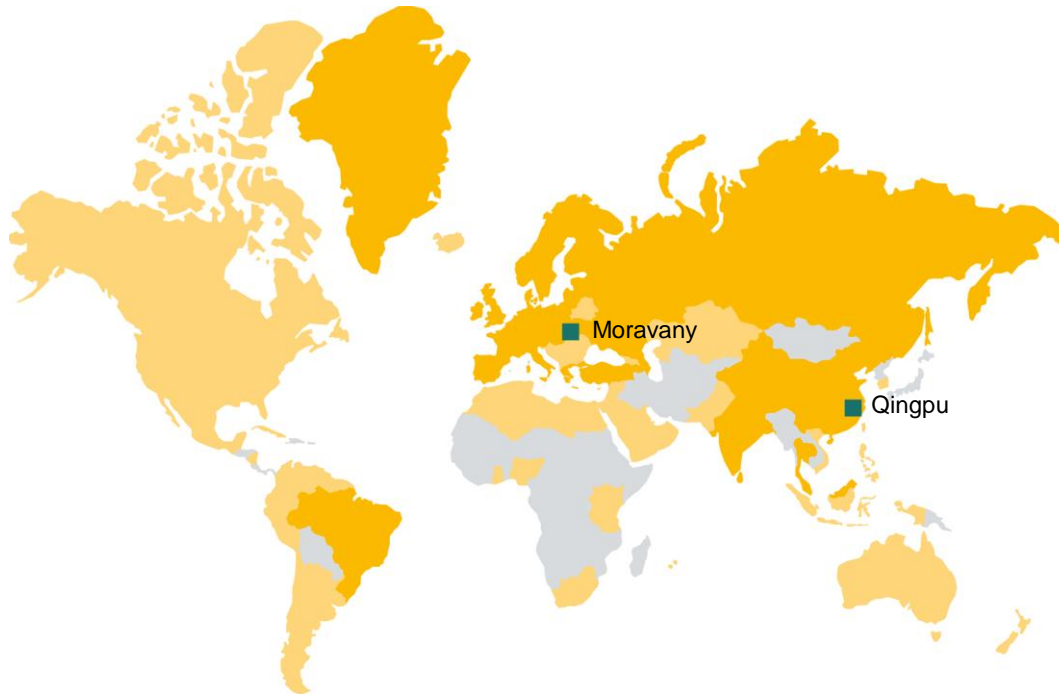
**Moosburg/Degernpoint**

(Commissioning scheduled for 2013)





## Other Plants/Joint Ventures.



- Production plants outside Europe
- Representative offices
- Sales companies

### Qingpu/China

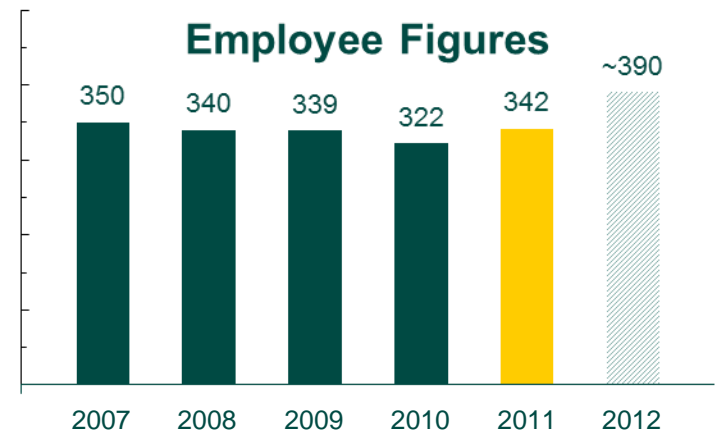
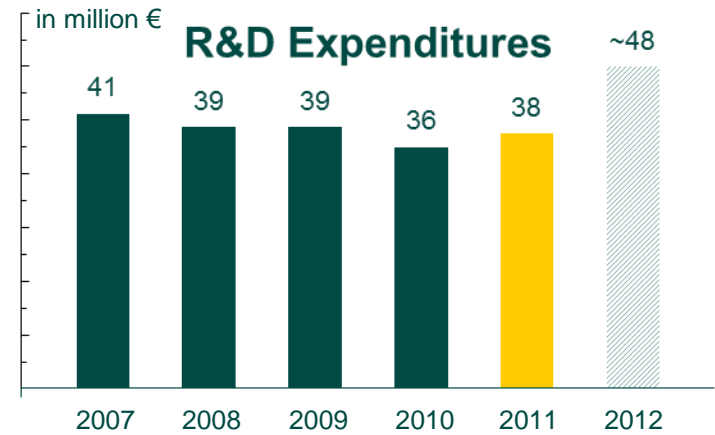


### Moravany/ Czech Republic

50% joint venture with Kion



# Research & Development.



Cost allocation changed as of 2010 (engineering service)

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## The Jungheinrich Group in Figures.



# Current Development.

in million €	Q1-Q3 2012	Q1-Q3 2011	Change in %
Incoming orders	1,720	1,632	+5
Sales	1,620	1,512	+7
<b>Total assets 09/30</b>	<b>2,719</b>	<b>2,536</b>	<b>+7</b>
<b>Shareholders' equity 09/30</b>	<b>776</b>	<b>690</b>	<b>+13</b>
Capital expenditures <sup>1</sup>	51	23	+122
Earnings before interest and taxes (EBIT)	111.2	106.2	+5
Net income	80.9	76.6	+6
EBIT-Return on Sales (ROS) in %	6.9	7.0	—
Earnings per preferred share in €	2.41	2.28	+6
Employees 09/30	11,151	10,523	+6

<sup>1</sup> 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
<b>Total assets</b>	<b>2,580</b>	<b>2,394</b>	<b>8</b>
<b>Shareholders' equity</b>	<b>718</b>	<b>633</b>	<b>13</b>
Capital expenditures <sup>1</sup>	52	33	58
EBIT	146	98	49
EBIT return on sales (ROS) %	6.9	5.4	–
Employees	10,711	10,138	6

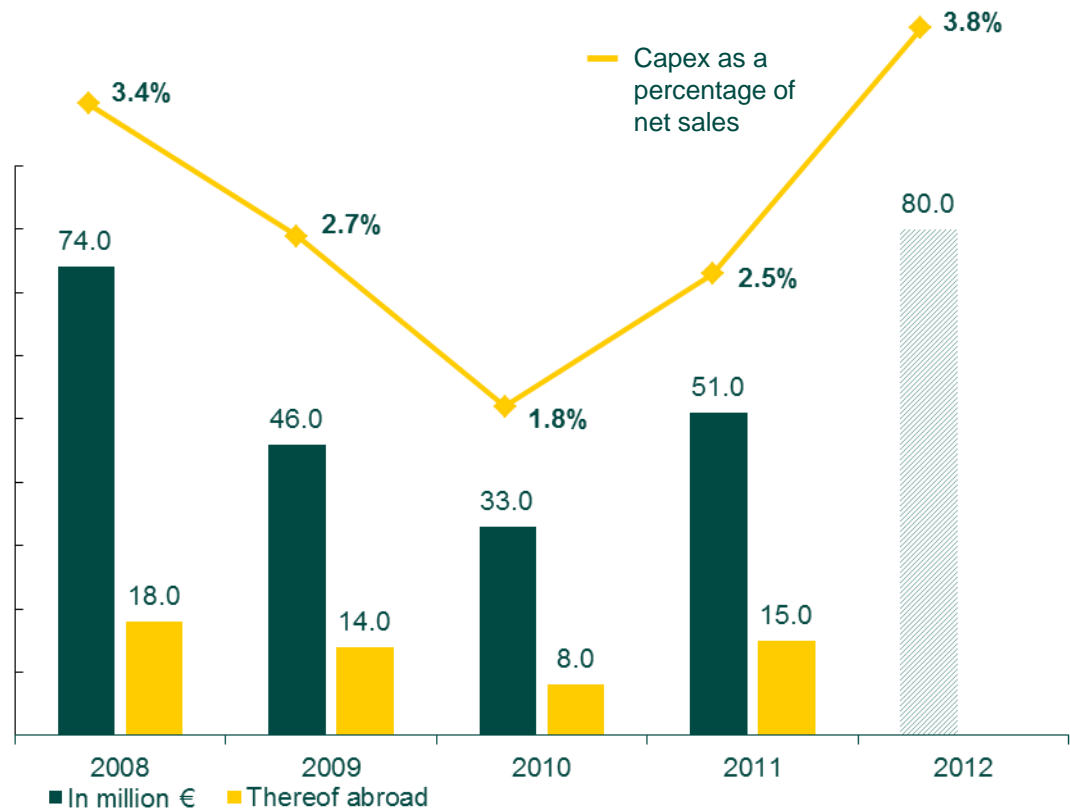
<sup>1</sup> Tangible and intangible assets without capitalized development costs.



# Capital Expenditures.



## Tangible and Intangible Assets without Capitalized Development Costs.

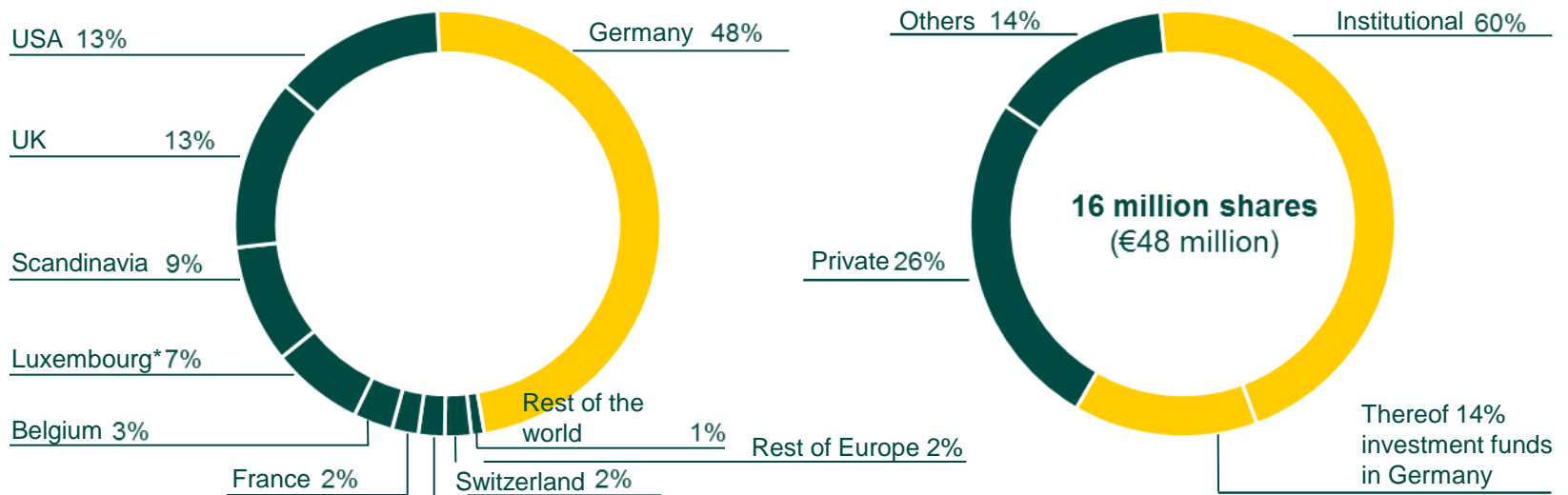


## Information on the Jungheinrich Share.



# Shareholder Structure (Preferred Shares).

10,300 shareholders in total.



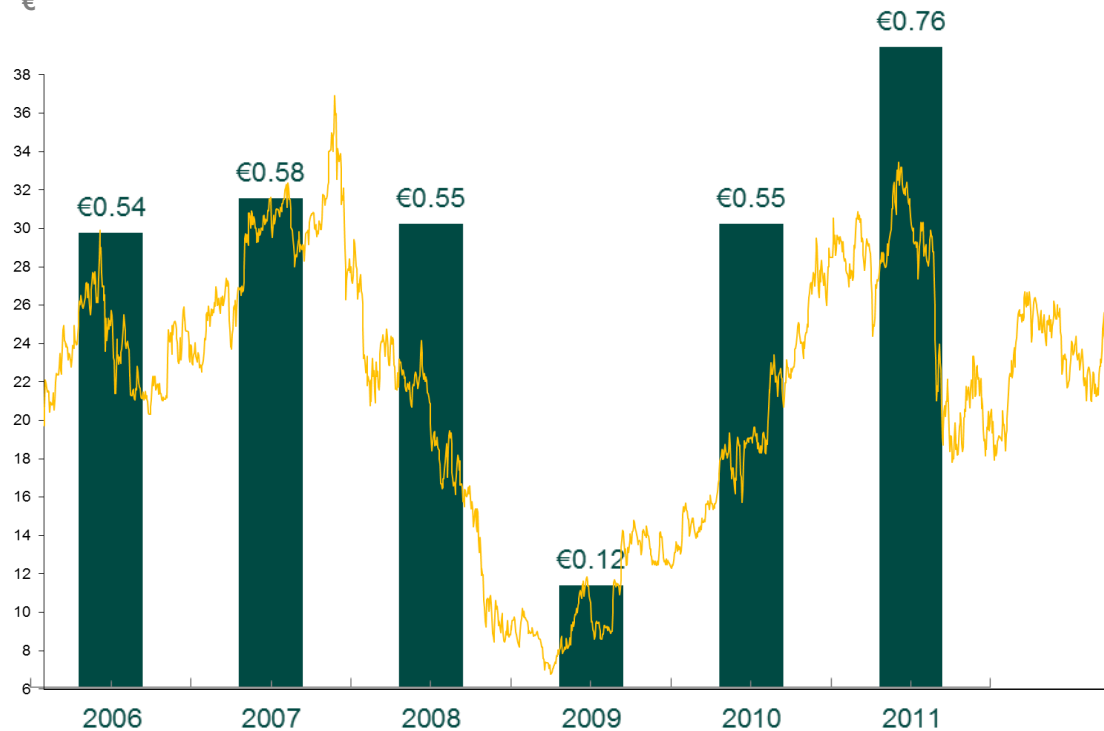
As of November 2011    \*Luxembourg included in domestic and foreign funds.



# 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

<b>Balance Sheet Press Conference</b>	March 26, 2013
<b>Analyst Conference</b>	March 27, 2013
<b>Interim Report as of March 31, 2013</b>	May 8, 2013
<b>Annual General Meeting 2013</b>	June 11, 2013
<b>Interim Report as of June 30, 2013</b>	August 8, 2013
<b>Interim Report as of Sept. 30, 2013</b>	November 7, 2013

