



# Jungheinrich Group – Company Presentation

## 60 Years of Passion for Logistics

Hamburg, September 2013



**JUNGHEINRICH**  
Machines. Ideas. Solutions.



# Contents.

**Jungheinrich at a Glance**

**Jungheinrich Worldwide**

**Vision & Brand Promise**

**Business Model & Divisions**

**The Jungheinrich Group in Figures**



# Company Profile.

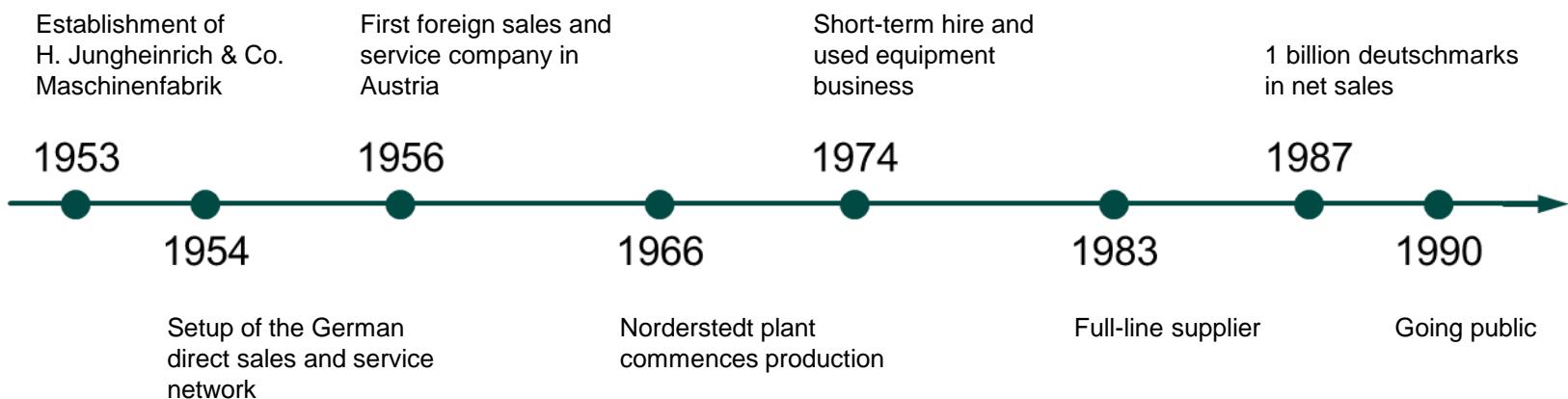
Jungheinrich. We rank among the world's leading companies in the material handling equipment, warehousing and material flow engineering sectors.

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

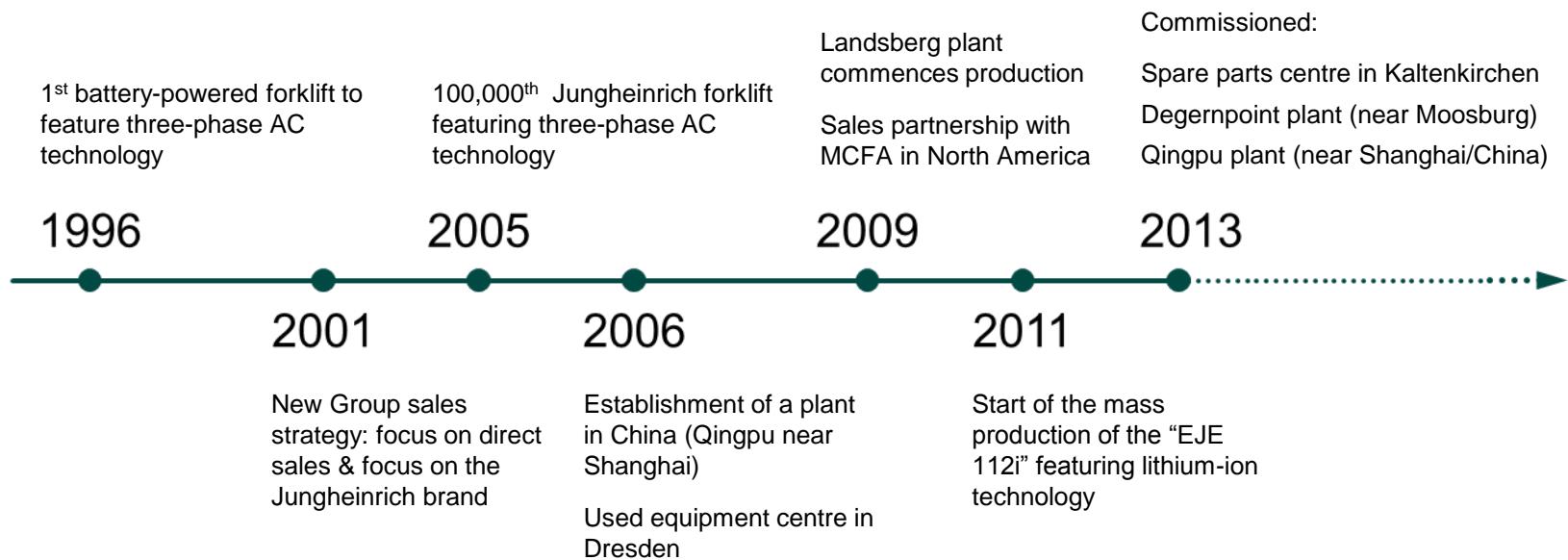
We are a listed stock corporation with the character traits of a family business.



# Milestones of the Jungheinrich Group.



# Milestones of the Jungheinrich Group.



# Board of Management.



# Our Staff. A Strong Team.



# The Company.



## Jungheinrich: a top-notch employer ...

### ... has satisfied employees ...

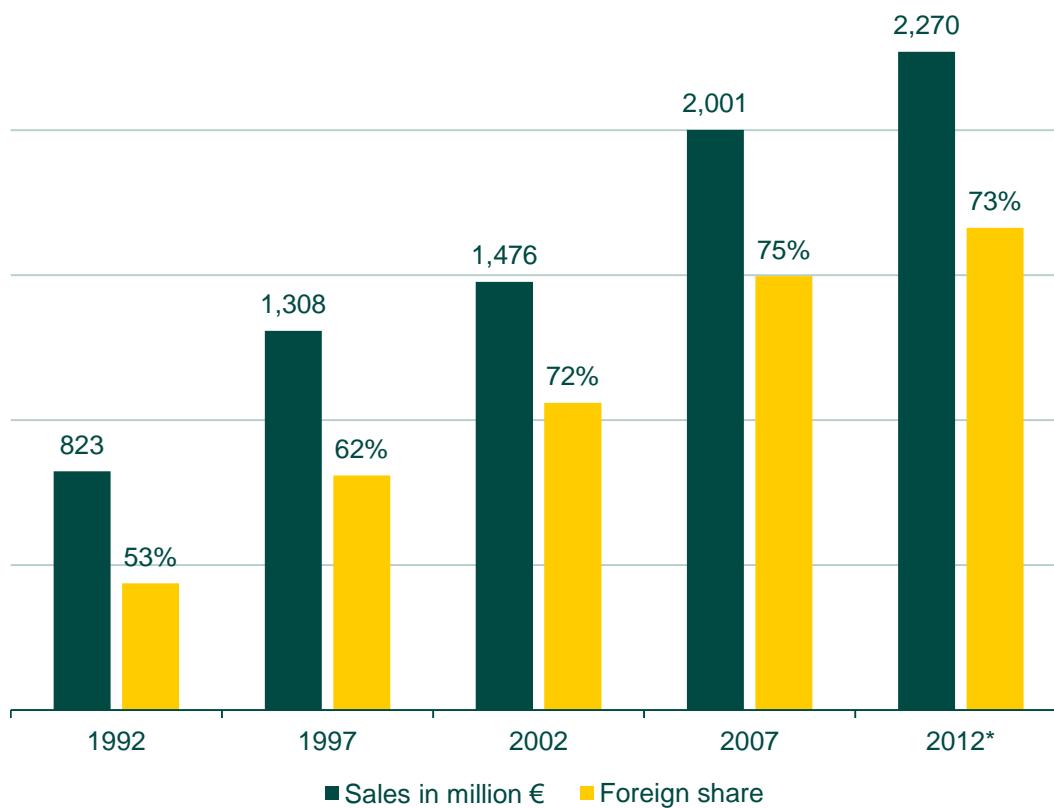
- High degree of employee satisfaction: ECHO 2011 survey
- Long periods of service: Ø 11.5 years

### ... 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.



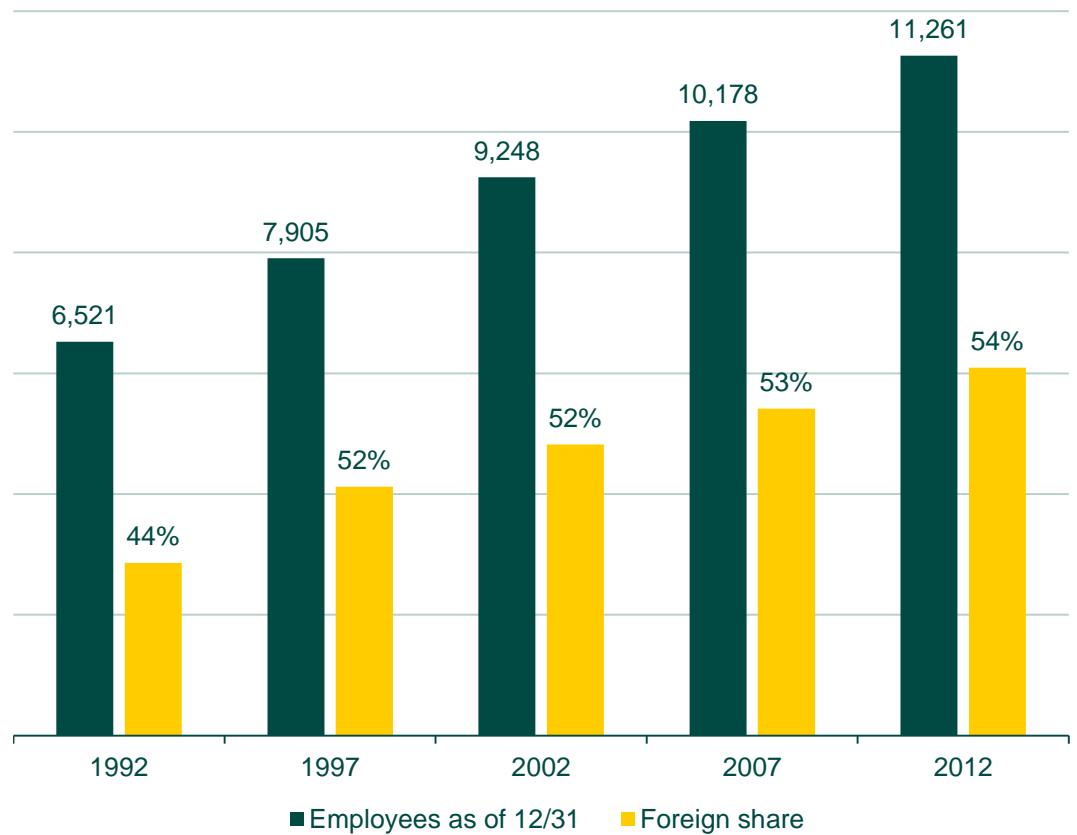
\*After the reclassification of interest income on finance lease customer contracts



# Development of the Jungheinrich Group.



## Employees.



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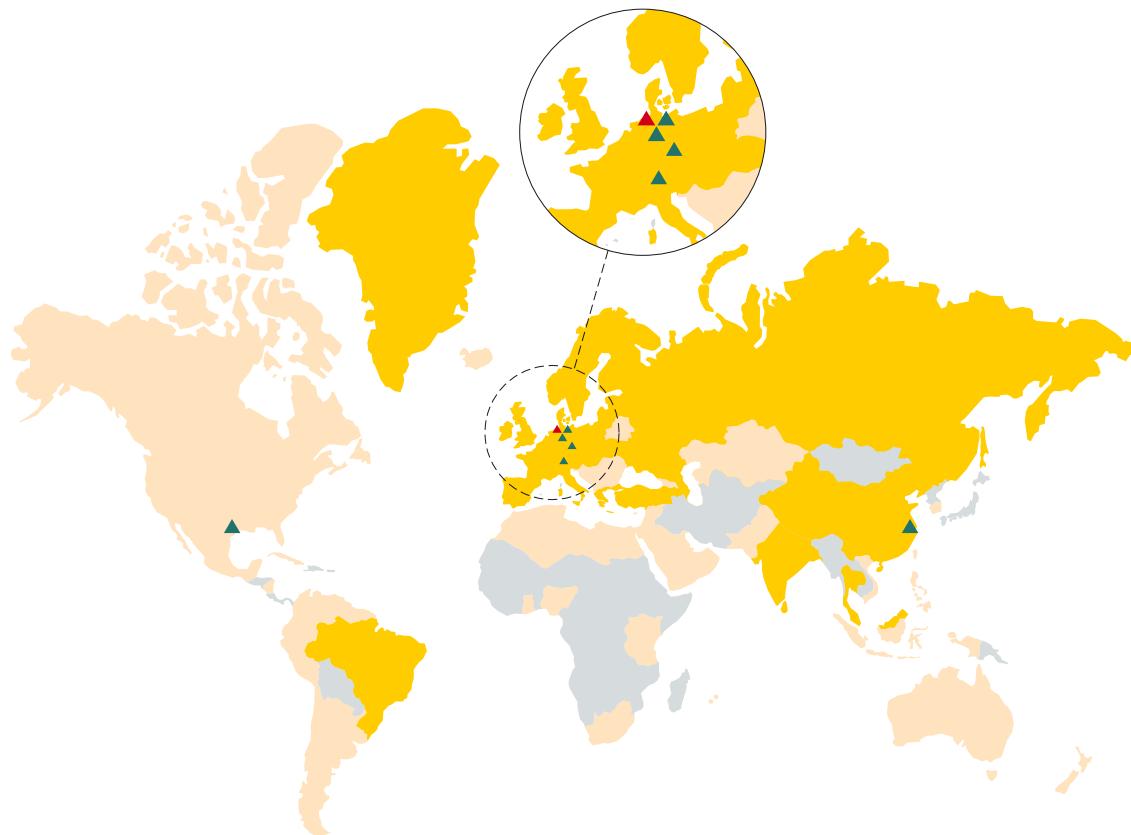
**Vision & Brand Promise**

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# Jungheinrich Worldwide.



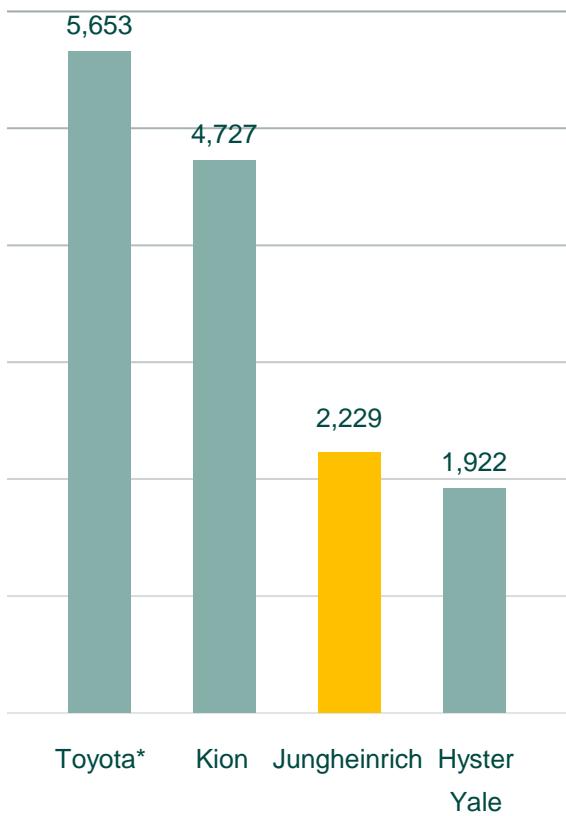
- ▲ Headquarters
- ▲ Plants
- Representative offices
- Sales companies

**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 2012.

**Sales** in million € (including currency effects)



Source: Annual reports & company data.

\* Toyota adjusted Jan. to Dec. 2012.



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# Jungheinrich – Our Vision.

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

JUNGHEINRICH



# 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.

Jungheinrich's business model is designed to serve customers from a single source over a product's entire life cycle:



# 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



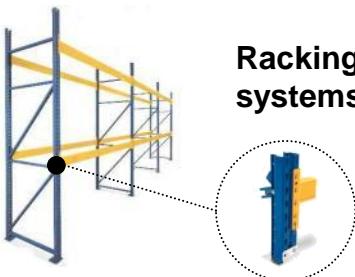
Special design trucks and small series trucks



Battery-powered pedestrian-controlled trucks and stackers



Hand pallet trucks



Racking systems



Batteries/chargers



High rack lift trucks and order pickers

# Logistic Systems.



# 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.



# 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.



# Hire.

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

- 27,000 industrial trucks
- With load capacities from 1 mt bis 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%

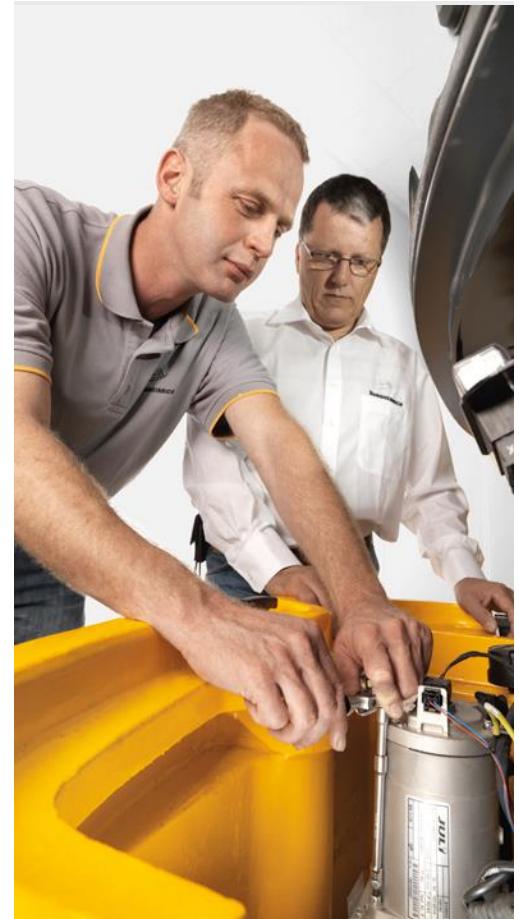
## After Sales Services.



# Service.

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

- densely spun network of over 3,700 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



# New Spare Parts Center for Global Spare Part Logistics.



- Outstanding infrastructure: Kaltenkirchen site north of Hamburg
- Global supplies to Jungheinrich service engineers, dealerships and partners
- 98% spare part availability
- 20,000 sqm scalable storage space for 65,000 warehouse articles in 110,000 storage positions
- Prerequisites for 24/7/365 supply readiness established

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



## Spare parts network:

- Central spare parts logistics centre in Kaltenkirchen
- Regional spare parts logistics centres in Lahr and Bratislava
- 95% of all service engineers in Europe are supplied overnight



# Mail Order Business.

Elektro-Stapler | Jungheinrich PROFISHOP  
http://www.jh-profishop.de/profi/dw/showcat/catid/2,10,6608/ElektroStapler/

Aktuelle Nachricht... JuNet2 SZ dict.cc Dict.CN Wikipedia Outlook Web Wiktionary Zeswin@ Apple Yahoo! Google Maps Wikipedia News... Belzit... Bildatlasbank

Elektro-Stapler | Jungheinrich PR... +

**JUNGHEINRICH**  
**PROFI**  
**SHOP**

Suchen Gesamter Shop Min. Einteilung  
Stapeln und Heben Transport Lager Betrieb Büro Arbeitsschutz Umwelt Anzeige Warenkorb

STAPELN UND HEBEN

- Hubwagen
- Stapler
- Hydraulik-Stapler
- Elektro-Stapler
- Plattformstapler
- Handwindenstapler
- Palettenheber und Elektro-Lifter
- Stapler-Zubehör
- Gebraucht-Stapler und Gebraucht-Hubwagen
- Transportbehälter
- Hebegeräte und Neigegeräte
- Hublische
- Schlepper

Sie sind hier » Stapeln und Heben » Stapler » Elektro-Stapler

## Elektro-Stapler

Besonders gut geeignet für kurze Strecken ist der Elektro-Stapler EMC mit Monomast für optimale Sichtweiten. Die versetzten Elektro-Stapler EMC und EMC ihrer Hubhöhen bis 4000 mm auch bei geringen Platzverhältnissen ideale Helfer. Die ZZ-Ausführung, "Zwischen-Zwischen", weniger unter einer Freifahrt von mindestens 1227 mm - erst danach wird der Teleskop-Mast ausgefahren.

Treffen Sie Ihre Elektro-Stapler-Auswahl

Elektro-Deichsel-Stapler EMC. Voll-Elektronisches Fahren + Heben.

Elektro-Hand-Stapler HC 110. Elektrisch heben, manuell verfahren.

Elektro-Deichsel-Stapler EJC / ZZ. Voll-Elektronisches Fahren + Heben.

Elektro-Deichsel-Stapler EJC / ZZ. Breitspurversion des EMC 110.

Elektro-Deichsel-Stapler EMC 210.

Bestellhotline 0180 55 88 33 4  
Bestellzeit 24/48h  
auf den Fertigwaren  
Warenkorb mit 0 € 0,00

KONTAKT

ab 2.190,00 €  
pro Stk.  
>Details

ab 4.260,00 €  
pro Stk.  
>Details

ab 5.780,00 €  
pro Stk.  
>Details

ab 4.690,00 €  
pro Stk.  
>Details

ab 5.829,00 €  
pro Stk.  
>Details

ab 9.955,00 €  
pro Stk.  
>Details

# 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.



# 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.

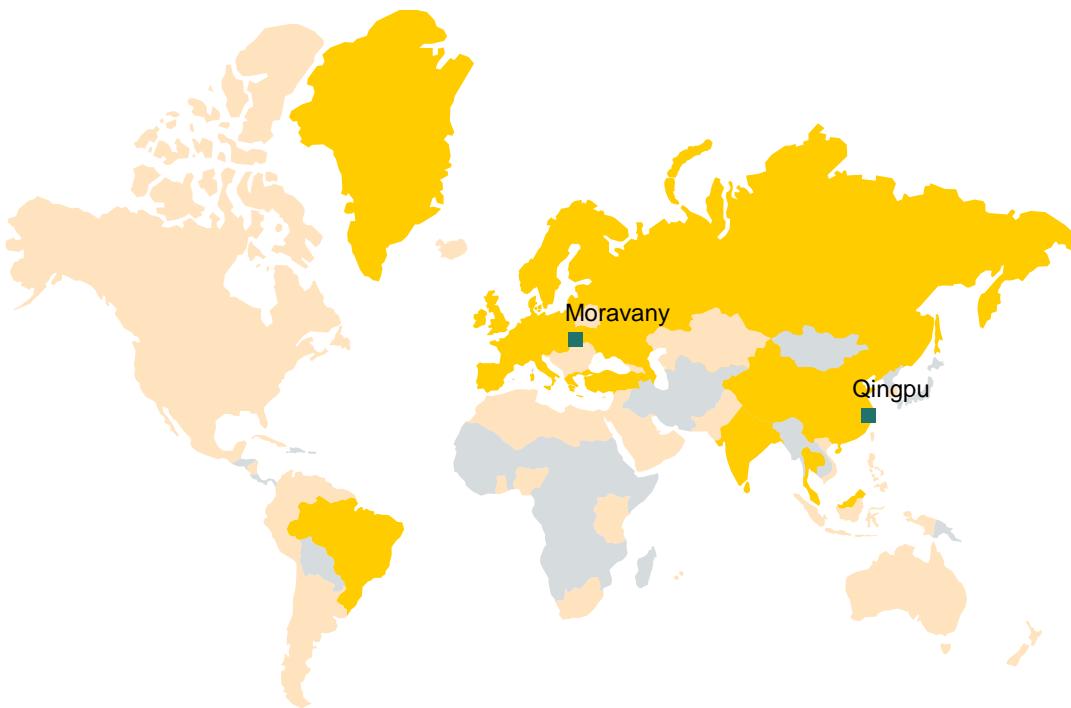


# Production Plants in Germany.

## Development and Production in Centres of Excellence.



# Other Plants/Joint Ventures.



- Production plants outside Germany
- Representative offices
- Sales companies

## Qingpu/China

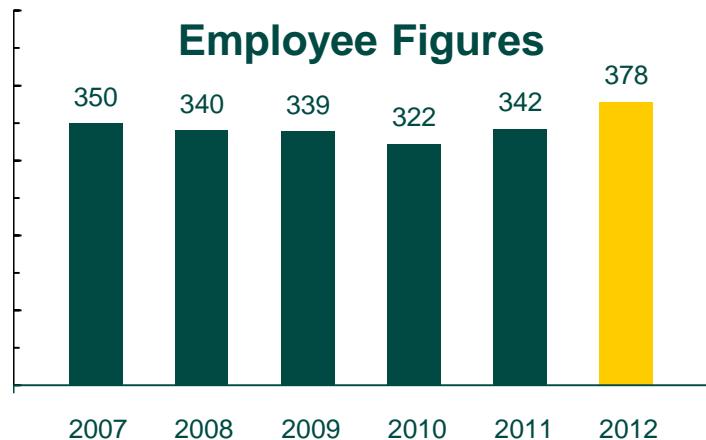
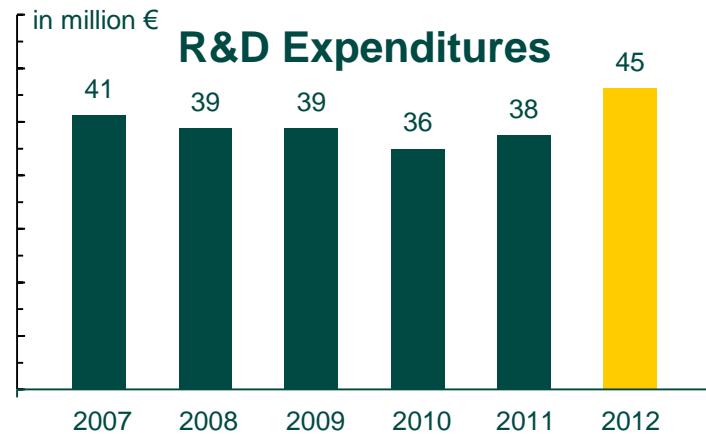


## Moravany/ Czech Republic

50% joint venture with Kion



# Research & Development.



Cost allocation changed as of 2010 (engineering service)

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# The Jungheinrich Group in Figures.



# Fiscal 2012.

in million €	2012 Adjusted <sup>1</sup>	2011	Change in %
Incoming orders	2,251	2,178	3
Sales	2,270	2,116	7
<b>Total assets</b>	<b>2,759</b>	<b>2,580</b>	<b>7</b>
<b>Shareholders' equity</b>	<b>754</b>	<b>718</b>	<b>5</b>
Capital expenditures <sup>2</sup>	78	52	50
EBIT	177	146	21
EBIT return on sales (ROS) %	7.8	6.9	—
Employees	11,261	10,711	5

1 Adjusted due to the first-time adoption of the revised version of IAS 19 and various changes in the disclosure of interest income and interest expenses (affects finance lease customer contracts, the net pension obligation and non-current provisions for personnel, trucks for short term hire).

2 Tangible and intangible assets without capitalized development expenditures.

# Current Development.

in million €	H1 2013	H1 2012 Adjusted <sup>1</sup>	Change in %
Incoming orders	1,169	1,140	+3
Sales	1,078	1,095	-2
<b>Total assets 06/30</b>	<b>2,724</b>	<b>2,609</b>	<b>+4</b>
<b>Shareholders' equity 06/30</b>	<b>768</b>	<b>718</b>	<b>+7</b>
Capital expenditures <sup>2</sup>	42	26	+62
Earnings before interest and taxes (EBIT)	82.1	85.5	-4
Net income	49.3	54.1	-9
EBIT-Return on Sales (ROS) in %	7.6	7.8	—
Earnings per preferred share in €	1.48	1.62	-9
Employees 06/30	11,461	10,973	+4

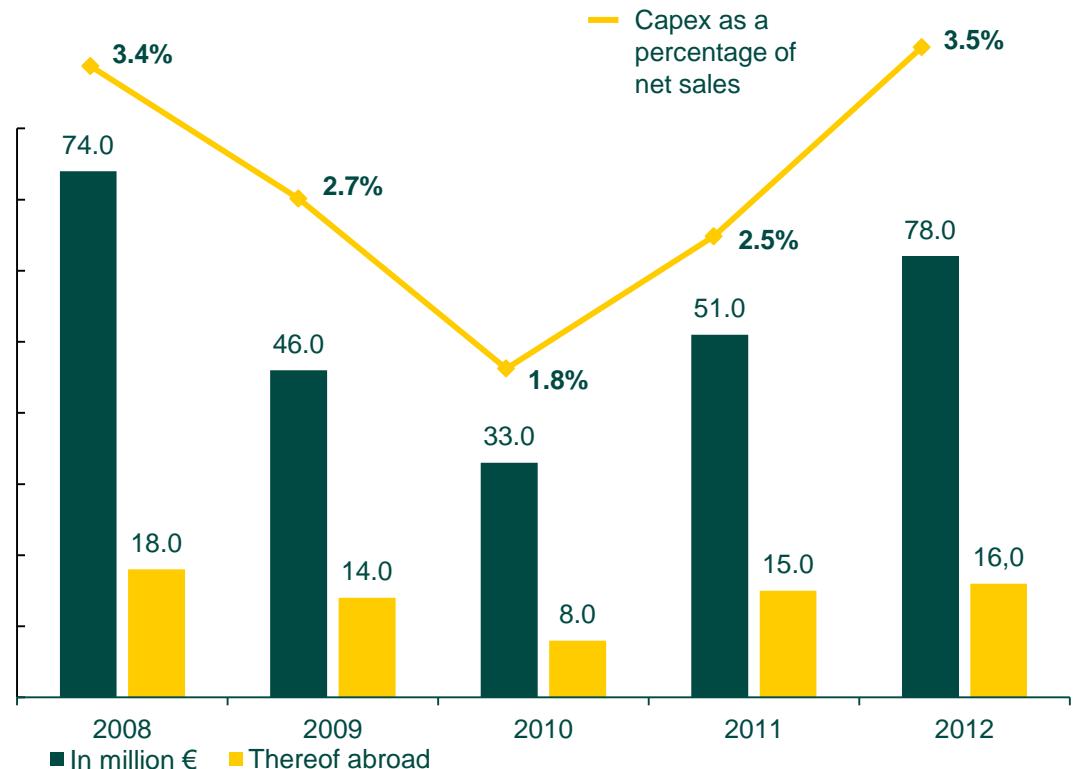
1 Adjusted due to the first-time adoption of the revised version of IAS 19 and various changes in the disclosure of interest income and interest expenses (affects finance lease customer contracts, the net pension obligation and non-current provisions for personnel, trucks for short term hire).

2 Tangible and intangible assets without capitalized development expenditures.

# Capital Expenditures.



## Tangible and Intangible Assets without Capitalized Development Costs.

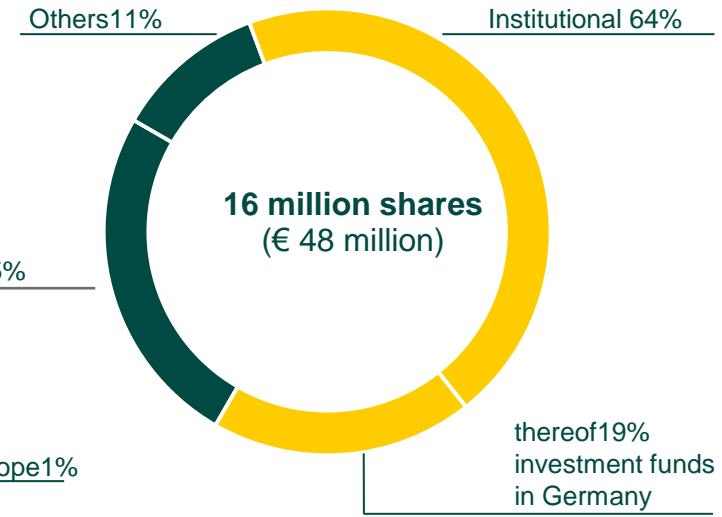
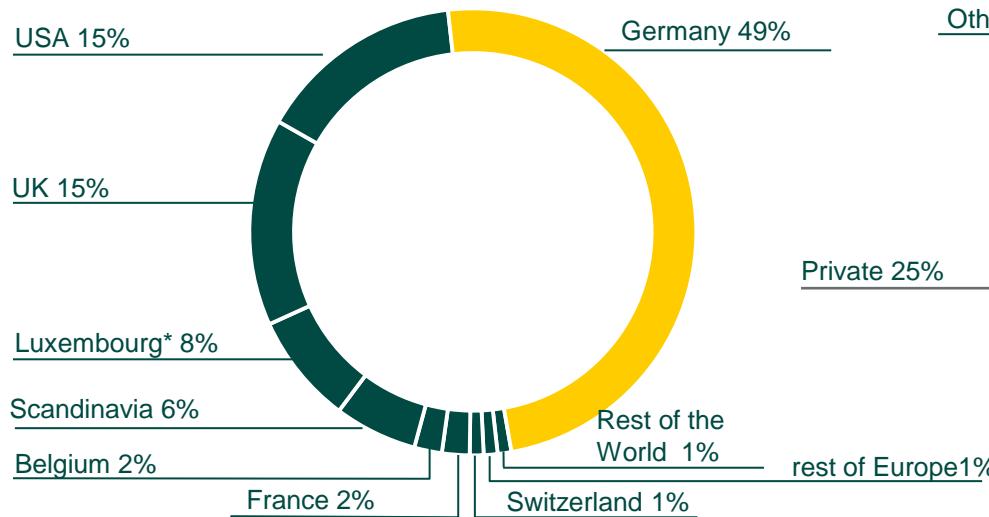


## Information on the Jungheinrich Share.



# Shareholder Structure (Preferred Shares).

9,300 shareholders in total.



As of November 2012    \*Luxembourg included in domestic and foreign funds.

# Share Price and Dividend Trend.

- Dividend per preferred share
- Jungheinrich share price trend



As of June 30, 2013: €34.29

# 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>Interim Report as of Sept. 30, 2013</b>	November 6, 2013
<b>2014 Annual General Meeting</b>	May 15, 2014

