



# Jungheinrich Group – Company Presentation

## 60 Years of Passion for Logistics

Hamburg, April 2014

**JUNGHEINRICH**  
Machines. Ideas. Solutions.

# Contents.

## Jungheinrich at a Glance

Jungheinrich Worldwide

Vision & Brand Promise

Business Model & Divisions

The Jungheinrich Group in Figures





## Company Profile.

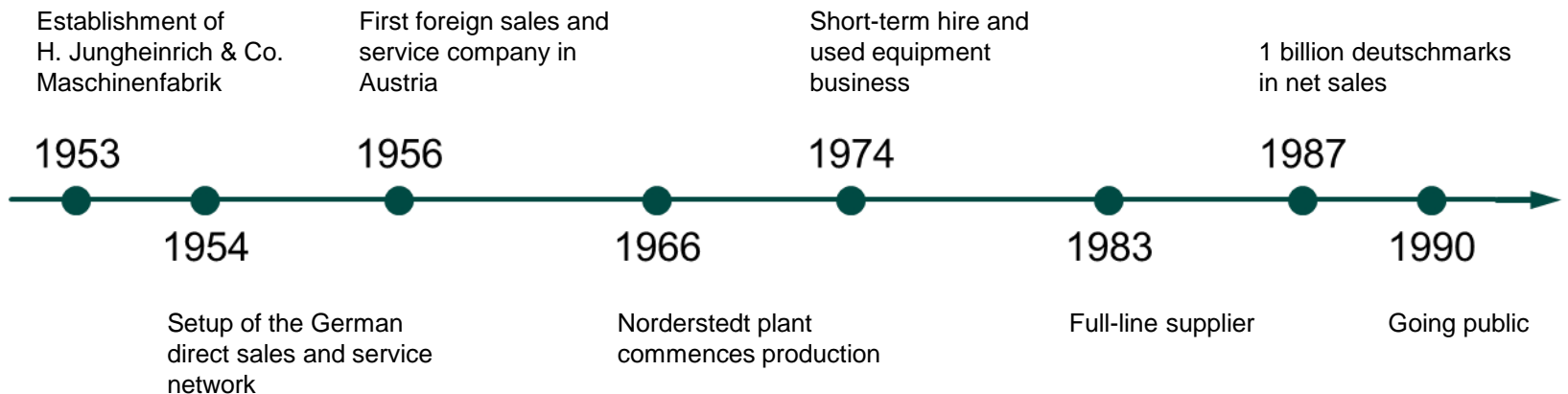
Jungheinrich. We rank among the world's top three companies and are No. 2 in Europe in the material handling equipment, warehousing and material flow engineering sectors.

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.

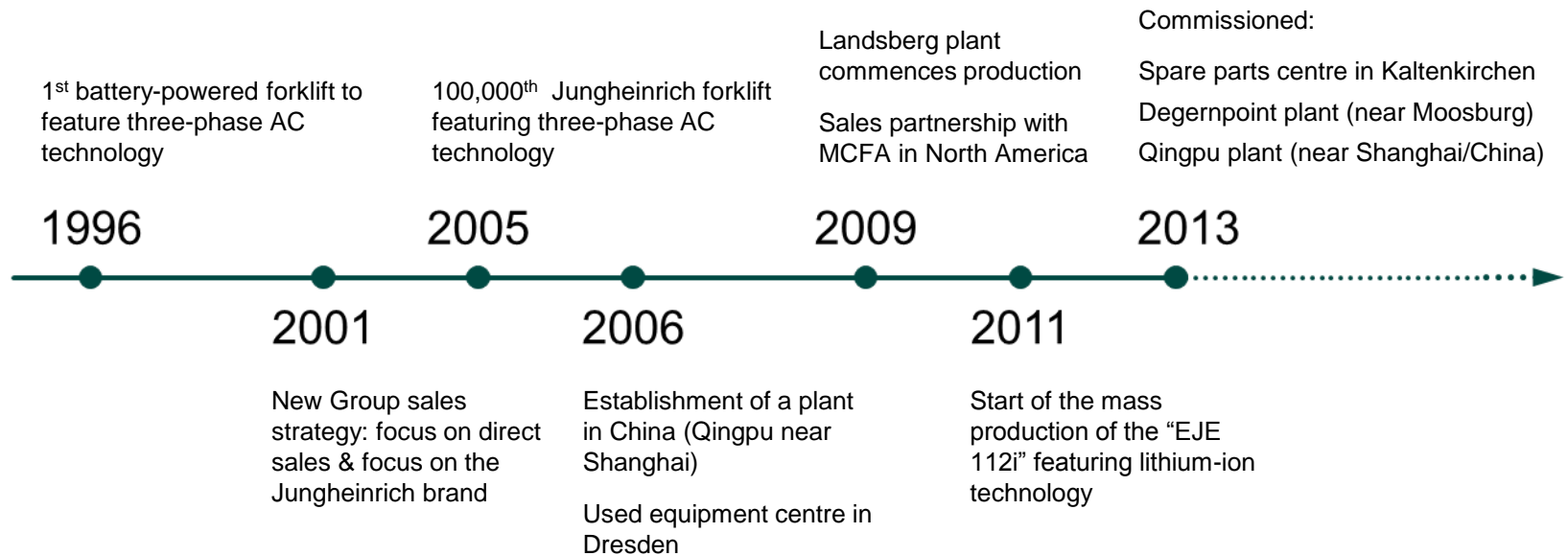


# Milestones of the Jungheinrich Group.

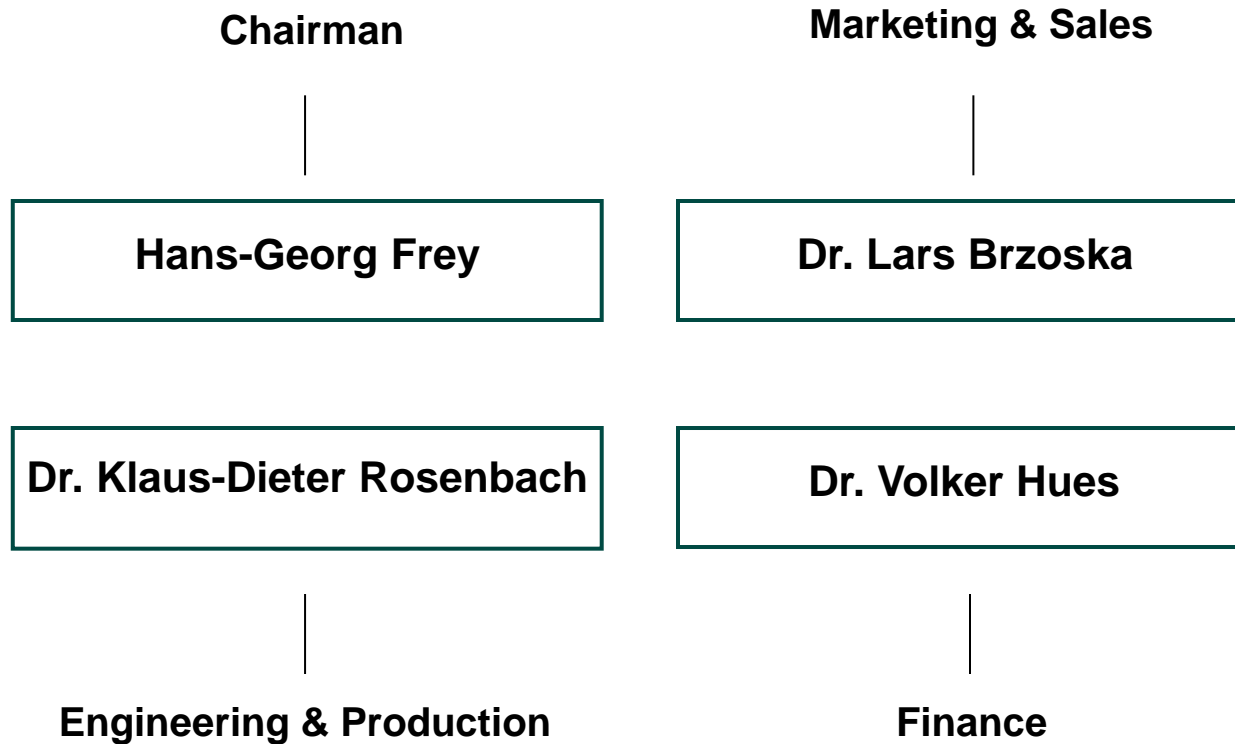




# Milestones of the Jungheinrich Group.



# 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

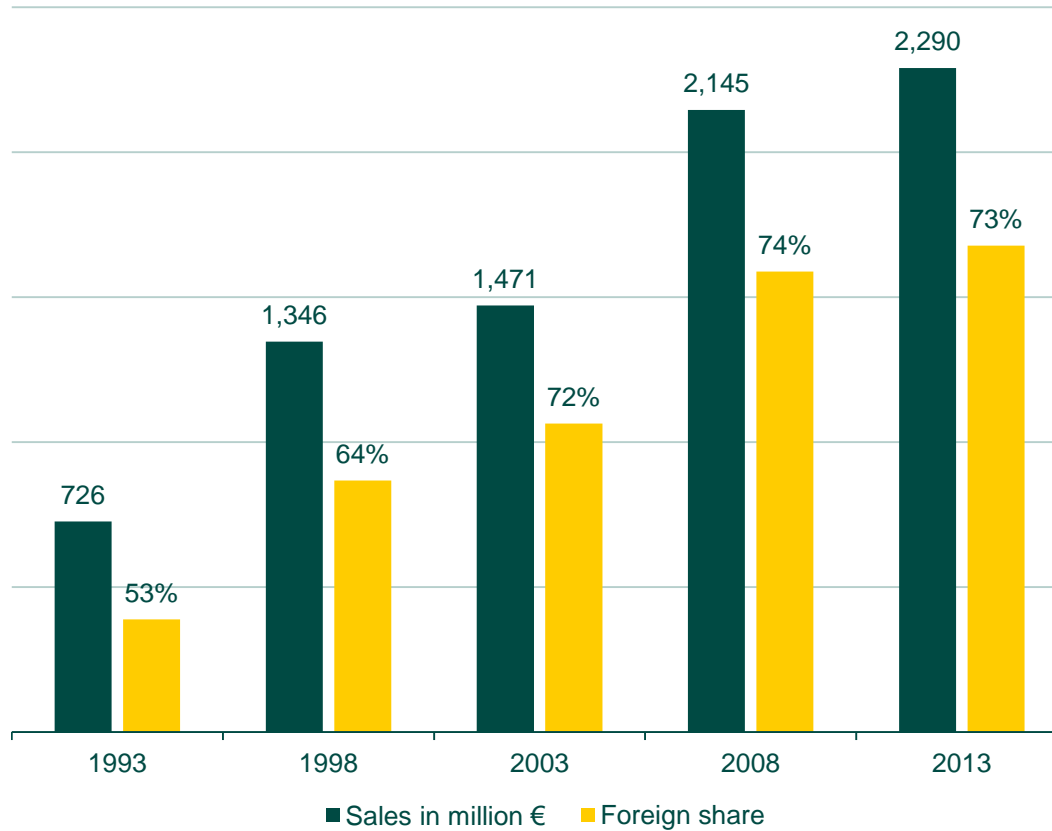
### ... and invests in its employees:

- 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.



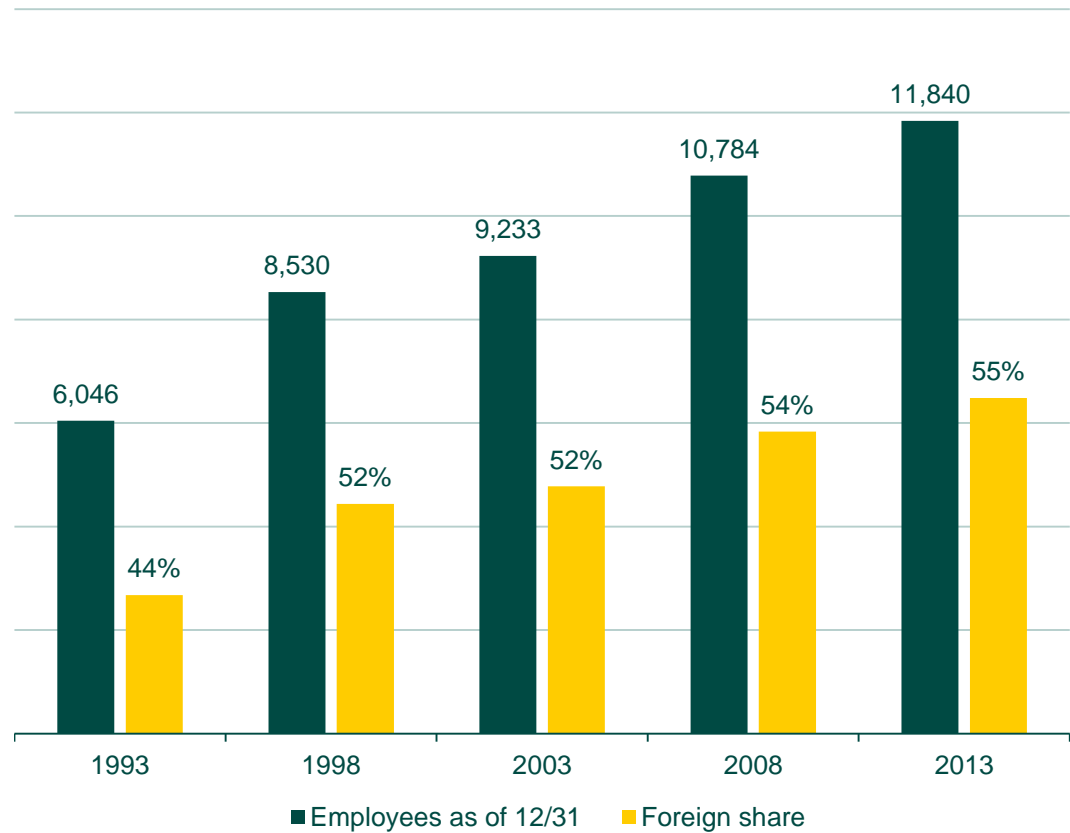
Adjusted to the change in the statement of interest income from financial services (finance lease customer contracts).



# Development of the Jungheinrich Group.



## Employees.





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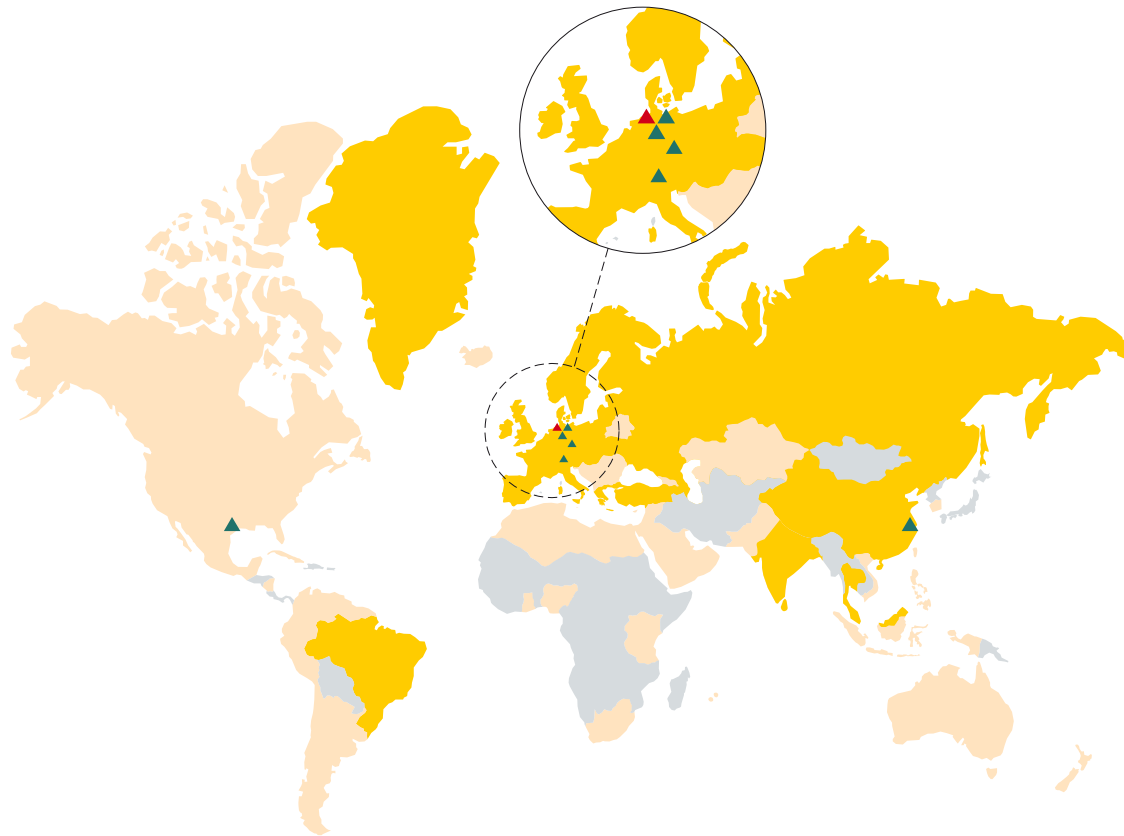
**Vision & Brand Promise**

**Business Model & Divisions**

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# Jungheinrich Worldwide.



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

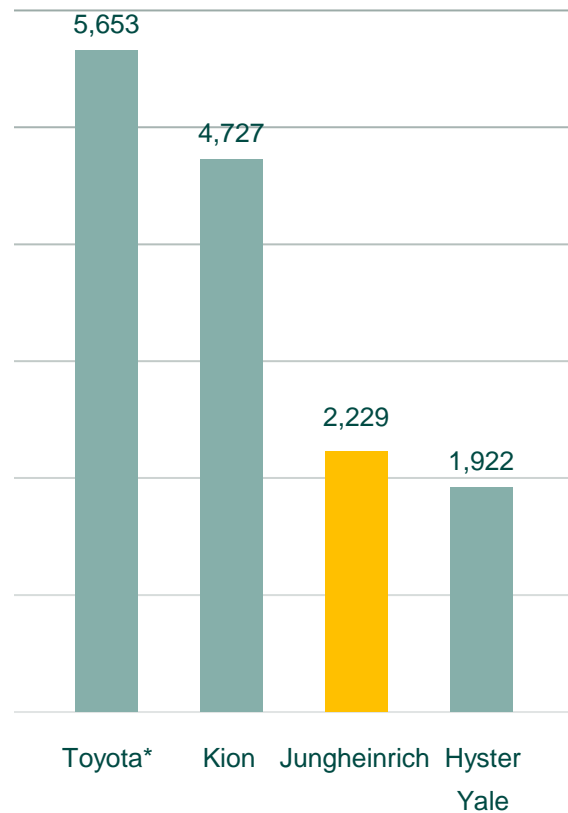
**We bank on our strong worldwide direct sales organization ...**

- ... 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!



# Machines. Ideas. Solutions.

## The Promise of Our Brand.





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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**



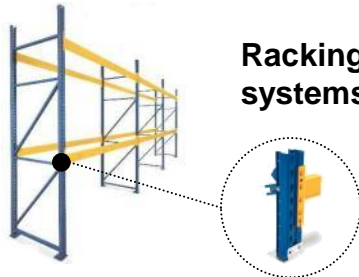
**Special design trucks and small series trucks**



**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.





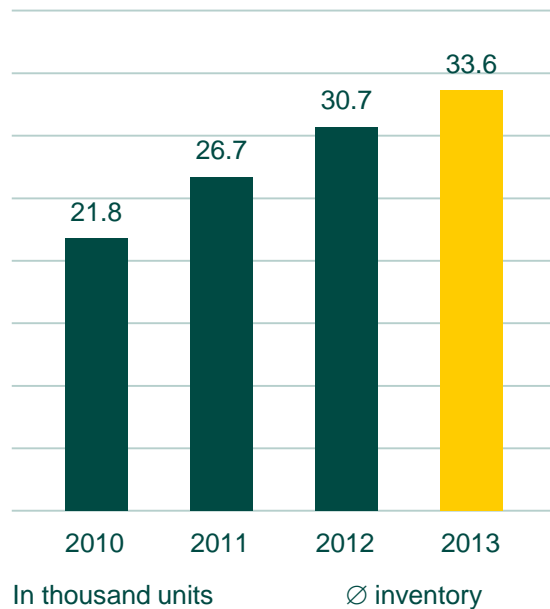
# Hire.

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

- 33,000 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 Belief Bildersuche

Elektro-Stapler | Jungheinrich PR...

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

Suchen

Gesamter Shop

Mein Konto

Stapeln und Heben Transport Lager Betrieb Büro Arbeitsschutz Umwelt Anmerkungen Warenkorb

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

**STAPELN UND HEBEN**

- Hubwagen
- Stapler
- Hydraulik-Stapler
- Elektro-Stapler**
- Plattformstapler
- Handwindenstapler
- Palettenheber und Elektro-Lifter
- Stapler-Zubehör
- Gebraucht-Stapler und Gebrauch-Hubwagen
- Transportbehälter
- Hebezeuge und Neigezeuge
- Hubtische
- Schlepper

**Elektro-Stapler**

Besonders gut geeignet für kurze Strecken ist der Elektro-Stapler EMC mit Monomast für optimale Sichtverhältnisse. Die kompakte Elektro-Stapler EJC sind von ihrer Hubhöhe bis 4000 mm auch bei geringen Platzverhältnissen ideale Helfer. Die ZZ-Ausführung "Zweifach-Zweifach" verfügen über eine Fahrbasis mit mindestens 1227 mm - erst danach wird der Teleskop-Mast ausgefahren.

**Treffen Sie Ihre Elektro-Stapler-Auswahl**

Produkt	Preis	Details
Elektro-Deichsel-Stapler EMC, Voll-Elektronisches Fahren + Heben.	ab 4.260,00 € pro Stk	>Details
Elektro-Hand-Stapler HC 110, Elektrisch heben, manuell verfahren.	ab 2.190,00 € pro Stk	>Details
Elektro-Deichsel-Stapler EJC / ZZ, Multi-Elektronisches Fahren + Heben	ab 6.780,00 € pro Stk	>Details
Elektro-Deichsel-Stapler EMC 110, Elektrisch heben, manuell verfahren.	ab 5.829,00 € pro Stk	>Details
Elektro-Deichsel-Stapler EMC B 10, Breitspurversion des EMC 110	ab 4.690,00 € pro Stk	>Details
Elektro-Deichsel-Stapler EMC 210	9.955,00 € pro Stk	>Details

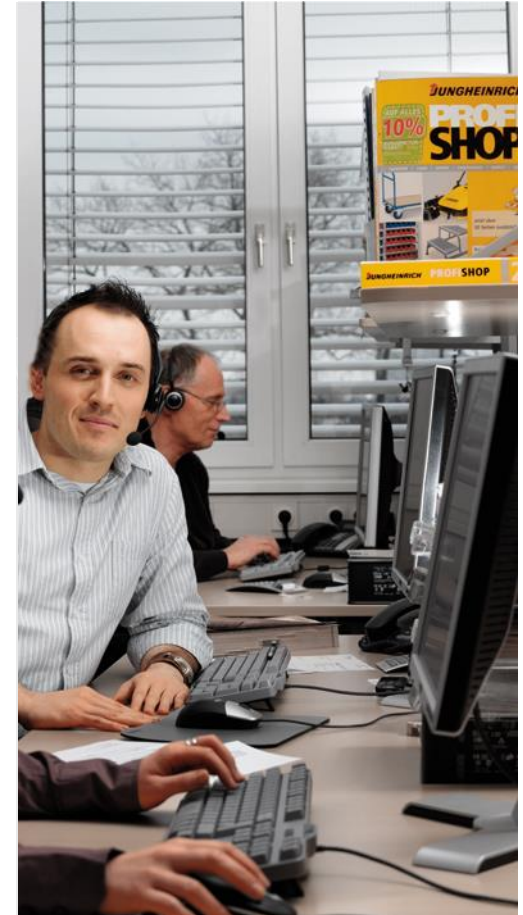
Bestellhotline  
0180 55 88 33 4  
Bestellzeit (Mo-Fr):  
von 8:00 bis 18:00 Uhr  
Mo-Fr max. 14:00 Uhr

KONTAKT

# 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.



**Norderstedt**



**Lüneburg**



**Landsberg**



**Dresden** Used truck centre



**Moosburg**



**Degernpoint**



# Other Plants/Joint Ventures.



- Production plant outside Germany
- Joint Venture

## Jungheinrich Lift Truck Manufacturing

Qingpu/China

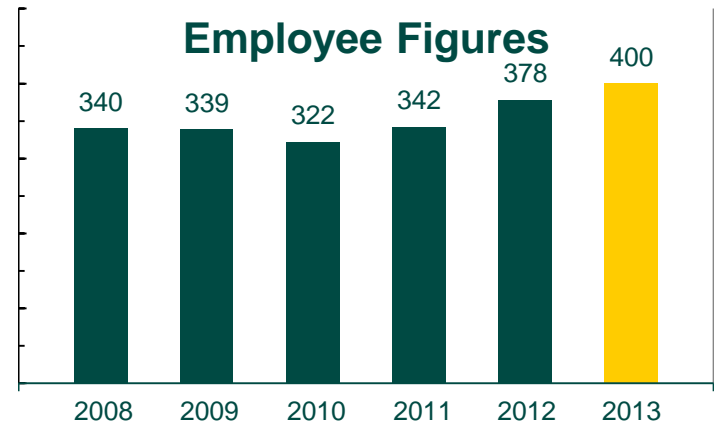
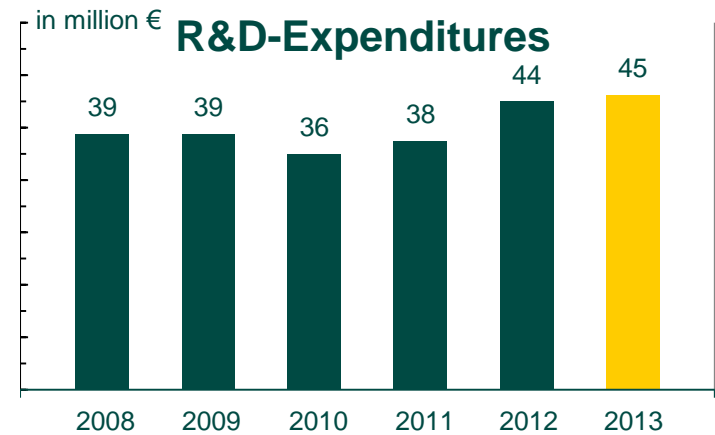


## Juli Motorenwerk

Moravany/Tschechische Republik  
Putian/China  
50% Joint Venture with Kion



# Research & Development.



Cost allocation changed as of 2010 (engineering service)

2012 figures adjusted due to the application of the amended version of IAS 19 and various changes in the statement of interest income and expenses.



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## The Jungheinrich Group in Figures.



# Fiscal 2013.

in million €	2013	2012	Change in %
Incoming orders	2,357	2,251	+5
Sales	2,290	2,270	+1
<b>Balance sheet total</b>	<b>2,751</b>	<b>2,759</b>	<b>+0</b>
<b>Shareholders' equity</b>	<b>831</b>	<b>754</b>	<b>+10</b>
Capital expenditures*	91	78	+17
EBIT	172	177	-3
EBIT return on sales (EBIT-ROS) %	7.5	7.8	—
Employees	11,840	11,261	+5

\*Tangible and intangible assets without capitalized development expenditures.

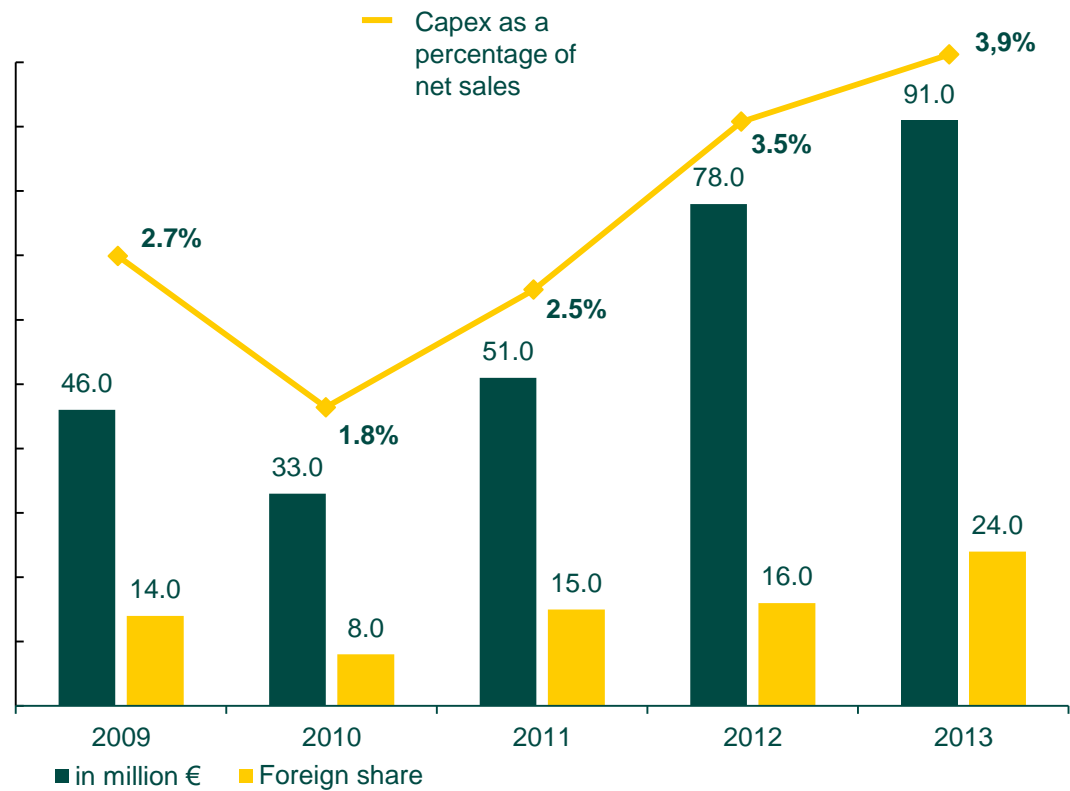
2012 figures adjusted due to the application of the amended version of IAS 19 and various changes in the accounting treatment of interest income and expenses.



# Capital Expenditures.



## Tangible and Intangible Assets without Capitalized Development Costs.

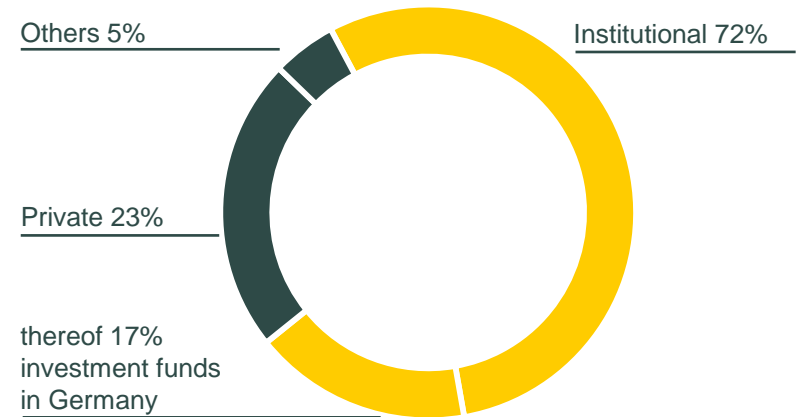
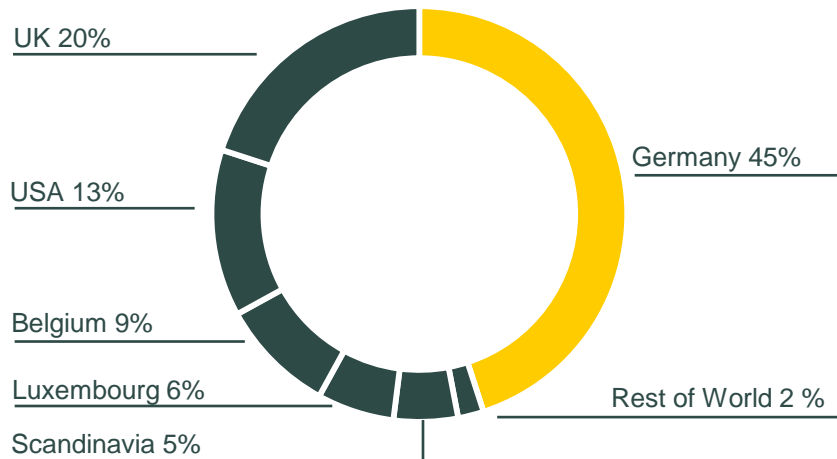


## Information on the Jungheinrich Share.



# Shareholder Structure (Preferred Shares).

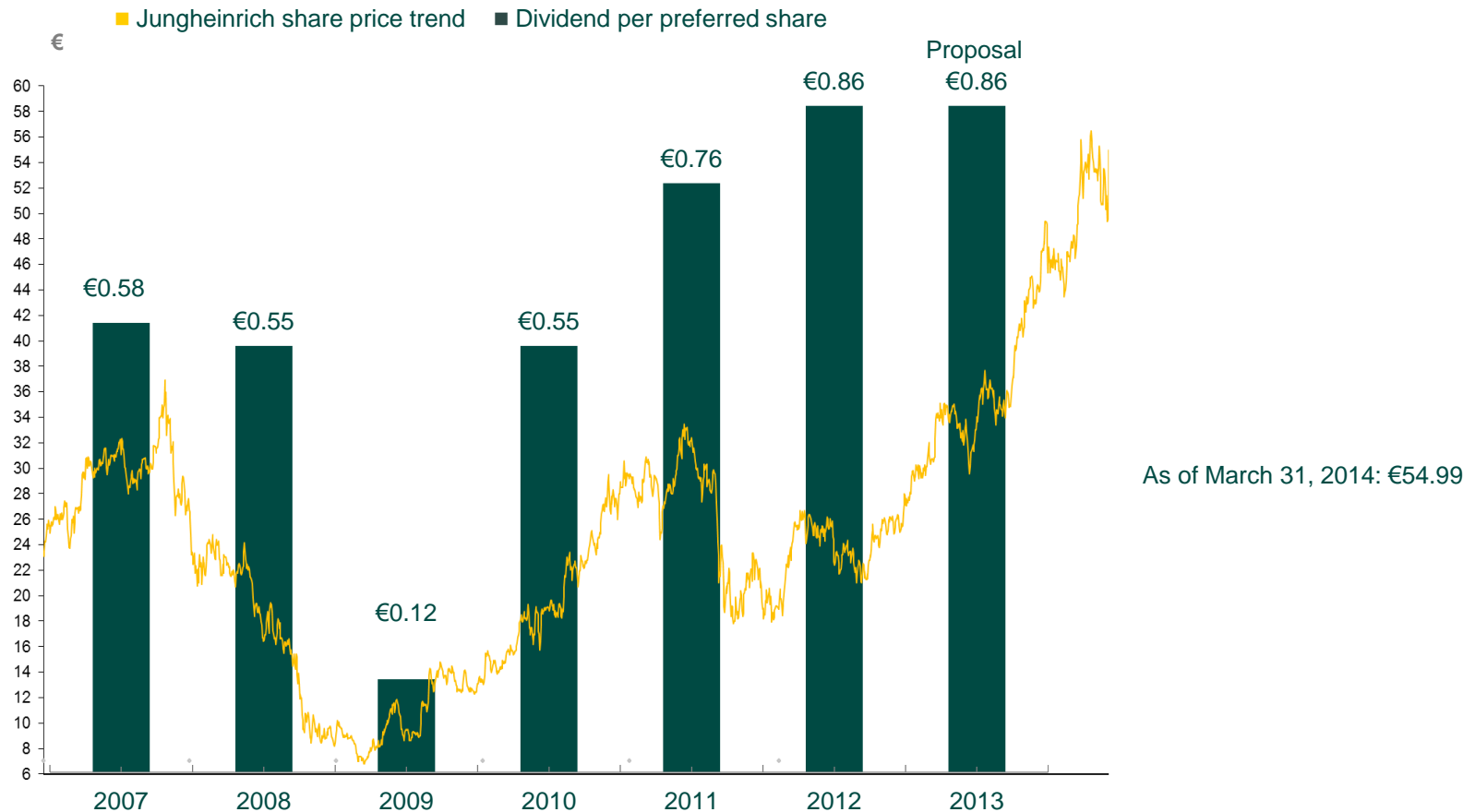
9,500 shareholders in total.



As of November 2013



# Share Price and Dividend Trend.



# 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 March 31, 2014	May 8, 2014
2014 Annual General Meeting	May 15, 2014
Interim Report as of June 30, 2014	August 11, 2014
Interim Report as of Sept. 30, 2014	November 6, 2014

