



Jungheinrich Group – Company Presentation

Growing with Passion

Hamburg, April 2016

JUNGHEINRICH
Machines. Ideas. Solutions.

Contents.

Jungheinrich at a Glance

Jungheinrich Worldwide

Vision & Brand Promise

Business Model & Divisions

The Jungheinrich Group in Figures



Company Profile.

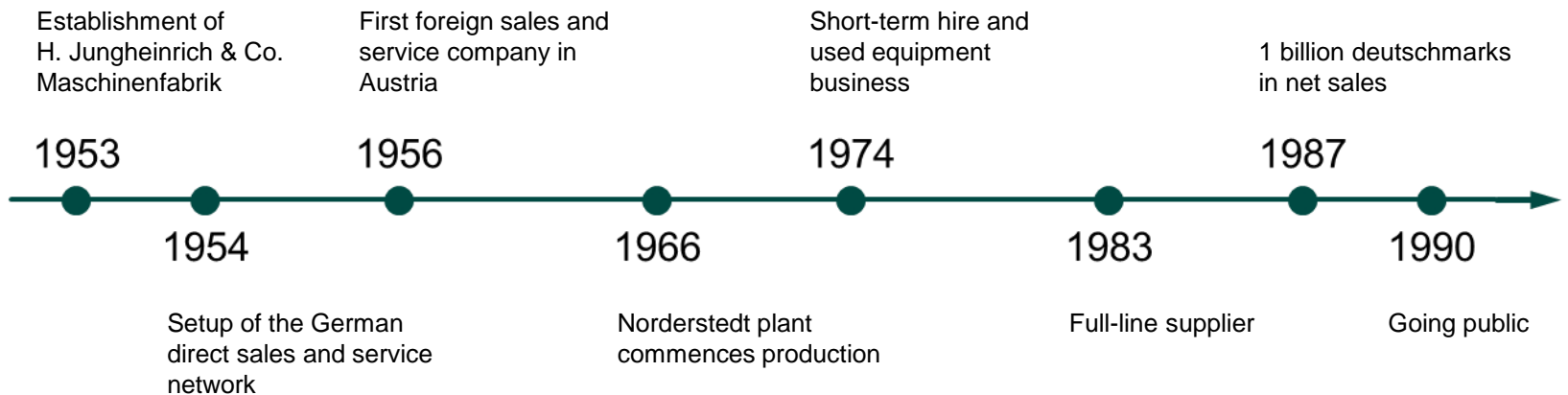
Jungheinrich. We rank among the world's top three companies and are No. 2 in Europe in the material handling equipment, warehousing and material flow engineering sectors.

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

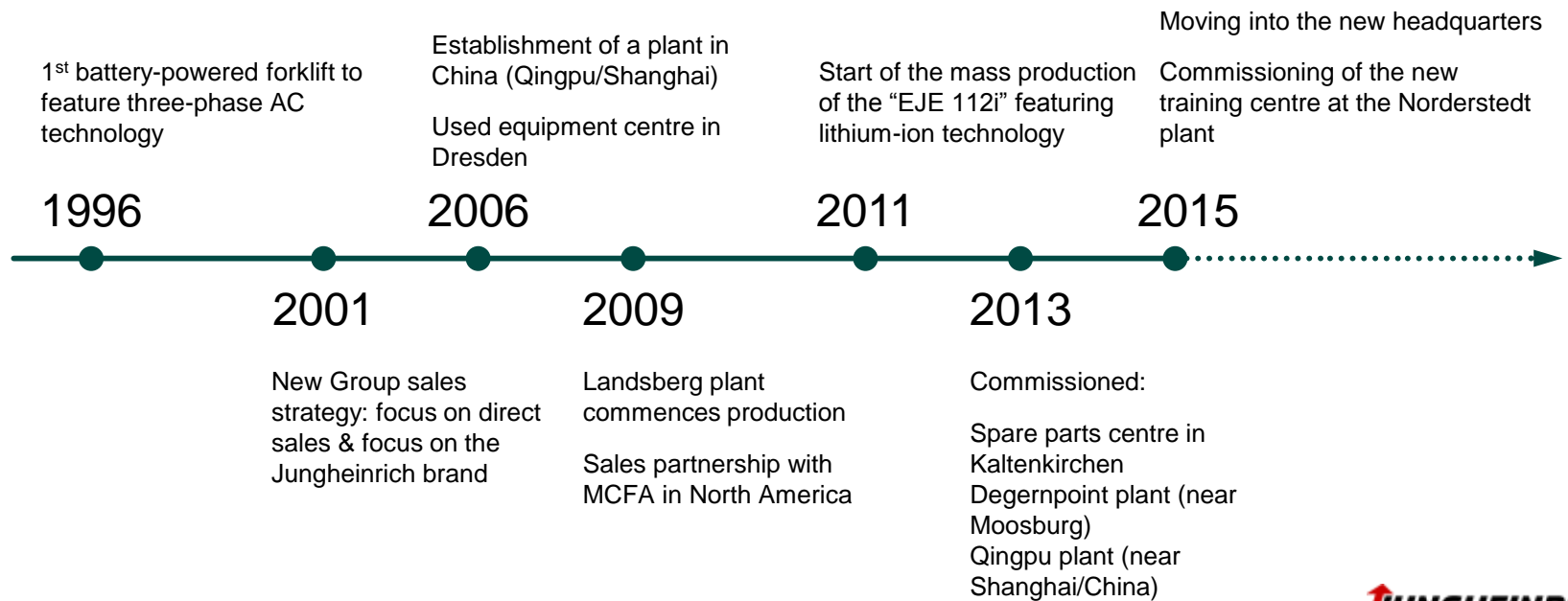
We are a listed stock corporation with the character traits of a family business.



Milestones of the Jungheinrich Group.



Milestones of the Jungheinrich Group.



Board of Management.

Hans-Georg Frey

Chairman

Dr. Lars Brzoska

Marketing & Sales

Dr. Volker Hues

Finance

Dr. Oliver Lücke

Engineering & Production

Dr. Klaus-Dieter Rosenbach

Logistics Systems Business

Our Staff. A Strong Team.

JUNGHEINRICH

Machines. Ideas. Solutions.

rs of passion for log

JUNGHEINRICH

Machines. Ideas. Solutions.

Neuer Wandler – neue Einsichten.

Ladegeräte. Optimal auf jede Batterie abgestimmt.



The Company.



Jungheinrich: a top-notch employer ...

... has satisfied employees ...

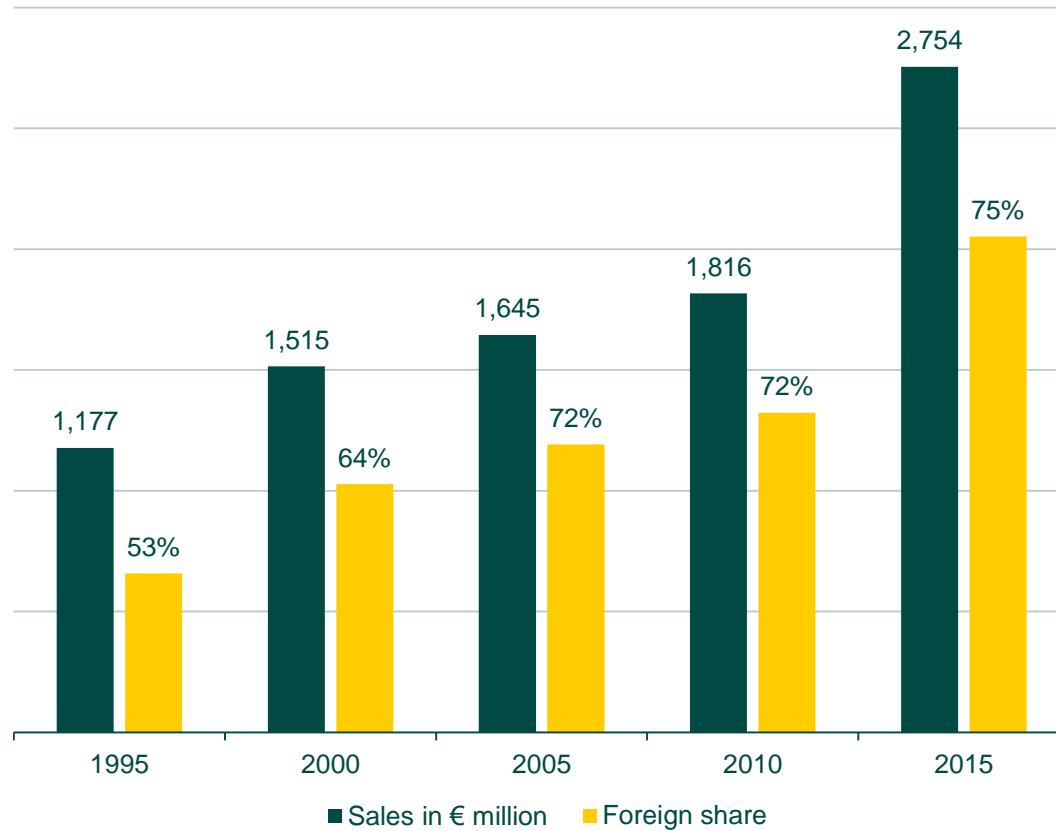
- High degree of employee satisfaction: ECHO 2015 survey
- Long periods of service: Ø 11 years

... 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.

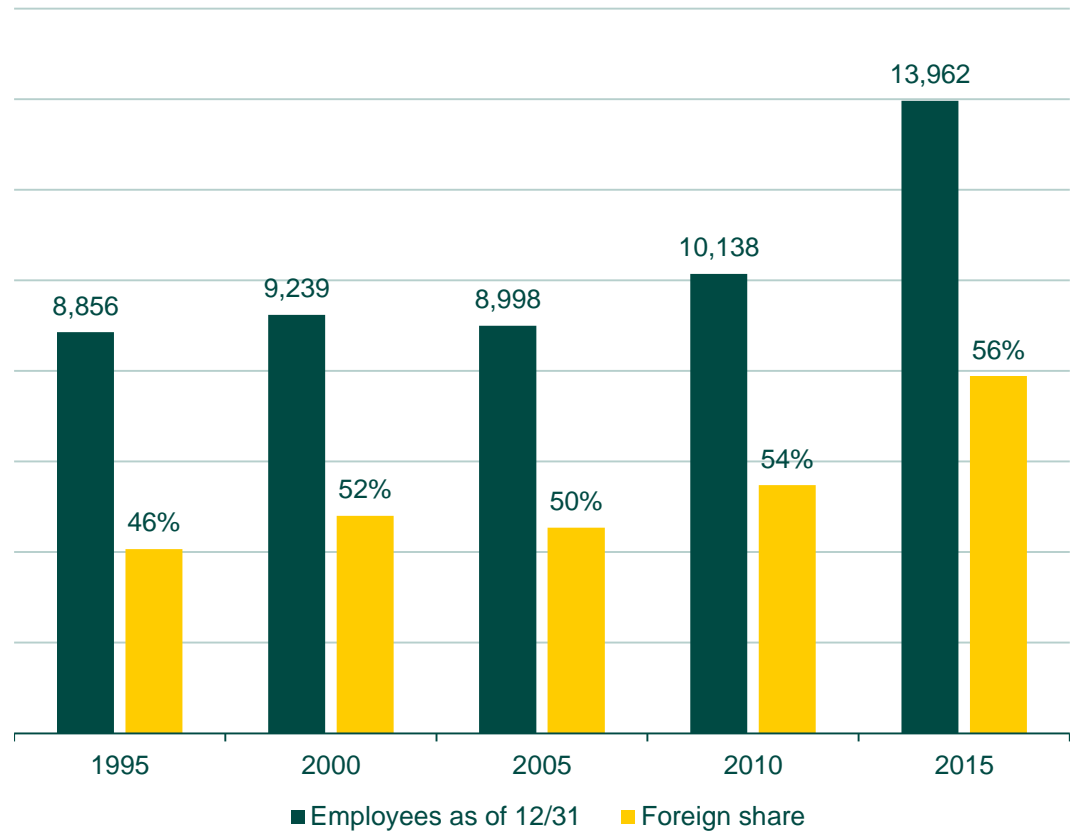
Net Sales.



Development of the Jungheinrich Group.



Employees.



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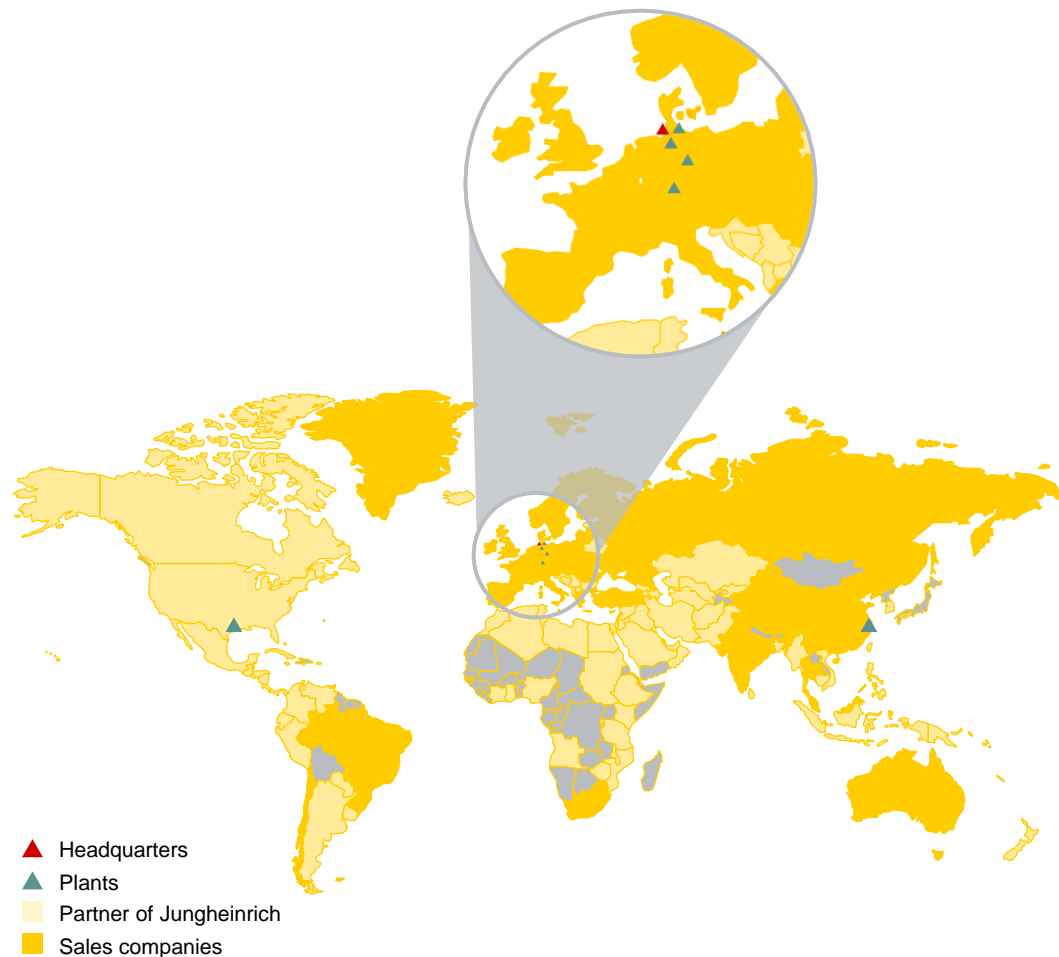
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Jungheinrich Worldwide.

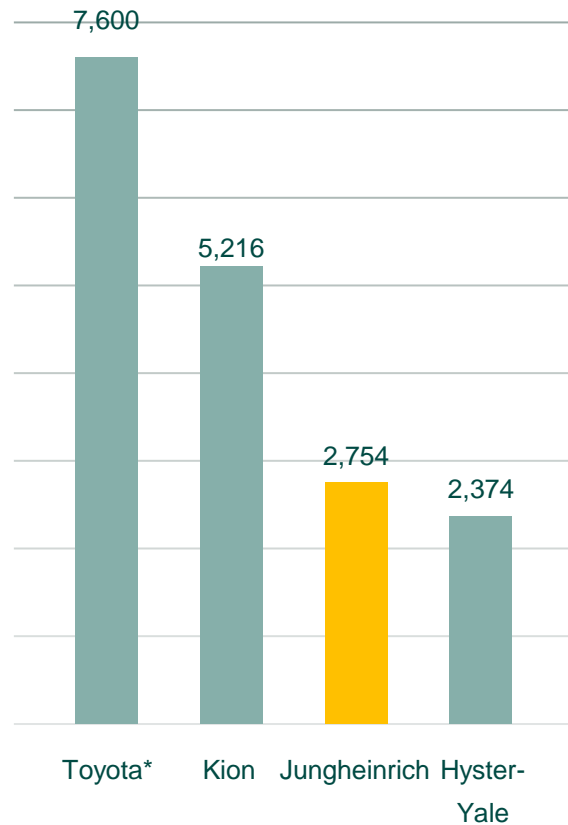


We bank on our strong worldwide direct sales organization ...

- ... featuring 36 proprietary sales and service companies in Europe, Asia and America.
- ... and a densely spun dealership network in more than 70 other countries.
- We are represented in more than 100 countries—directly on site for our customers!

World League Table 2015.

Sales in million € (including currency effects)



Source: Annual reports & company data.

* Toyota adjusted Jan. to Dec. 2015.



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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**



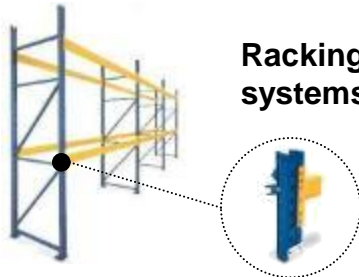
**Special design
trucks and
small series
trucks**



**Battery-powered
pedestrian-
controlled trucks
and stackers**



**Hand pallet
trucks**



**Racking
systems**



**Batteries/
chargers**



**High rack lift
trucks and order
pickers**

Logistics 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



Used Equipment.



Centralization of refurbishment of used trucks at the Dresden location:

- Rebuilding,
- repair and
- conversion

throughout Europe!



Hire.



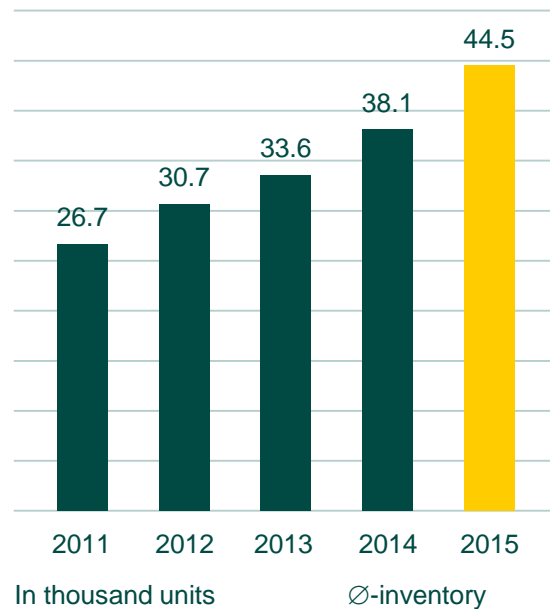
Hire.

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

- 38,000 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%

After Sales Services.



Service.

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

- densely spun network of over 4,300 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 Centre 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/

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Elektro-Stapler | Jungheinrich PR...

JUNGHEINRICH
PROFI
SHOP

Suchen

Gesamter Shop

Stapeln und Heben Transport Lager Betrieb Büro Arbeitsschutz Umwelt Arbeit

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

Elektro-Stapler

Besonders gut geeignet für kurze Strecken ist der Elektro-Stapler EMC mit Motorantrieb für optimale Wirtschaftlichkeit. Die kompakte Elektro-Stapler EJC und ihre Hubhöhen bis 4000 mm auch bei geringen Platzverhältnissen ideale Helfer. Die ZZ-Ausführung "Zero-Zero-Zero" verfügt über den vier- und sechs-achsigen mindestens 1.227 mm - und danach wird der Trend-Modus ausgelöst.

Treffen Sie Ihre Elektro-Stapler-Auswahl

Elektro-Deichsel-Stapler EMC.	Elektro-Hand-Stapler HC 110.	Elektro-Deichsel-Stapler EJC / ZT
Voll-Elektronisches Fahren + Heben.	Elektrisch heben, manuell verfahren.	Voll-Elektronisches Fahren + Heben
		
ab 4.260,00 € pro Stk	ab 2.190,00 € pro Stk	ab 5.829,00 € pro Stk
» Details	» Details	» Details
Elektro-Deichsel-Stapler EJC / ZT.	Elektro-Deichsel-Stapler EMC B 10.	Elektro-Deichsel-Stapler EMC 210
Multi-Elektronisches Fahren + Heben	Breitspurversion des EMC 110	
		
ab 780,00 € pro Stk	ab 4.690,00 € pro Stk	ab 9.955,00 € pro Stk
» Details	» Details	» Details

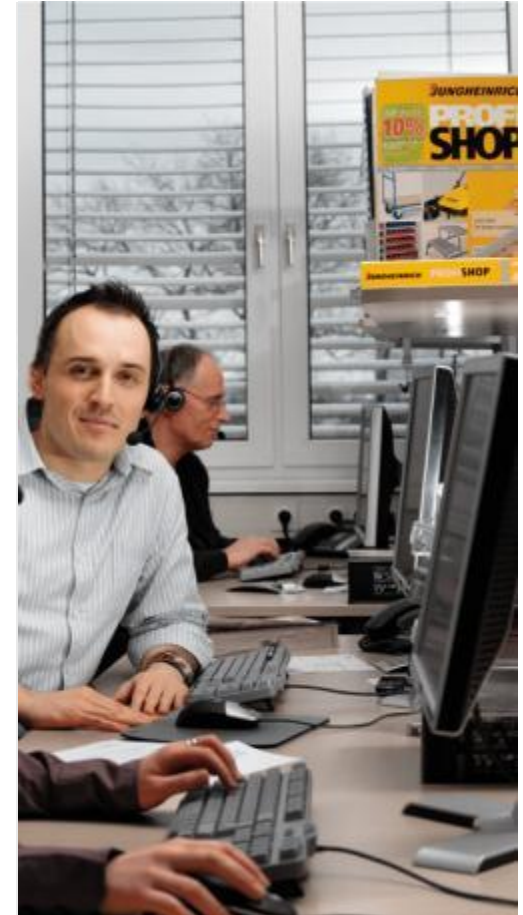
Bestellhotline
0180 55 98 12 4
Bestellen (14 Uhr)
an den Telefonen
Bestellen (14 Uhr)

comet

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.



Jungheinrich Financial Services.

Our Facts.

Contract portfolio

124,3600 units

New business volume p.a.


> 548 Mio. €


Financial Services quota*


37%

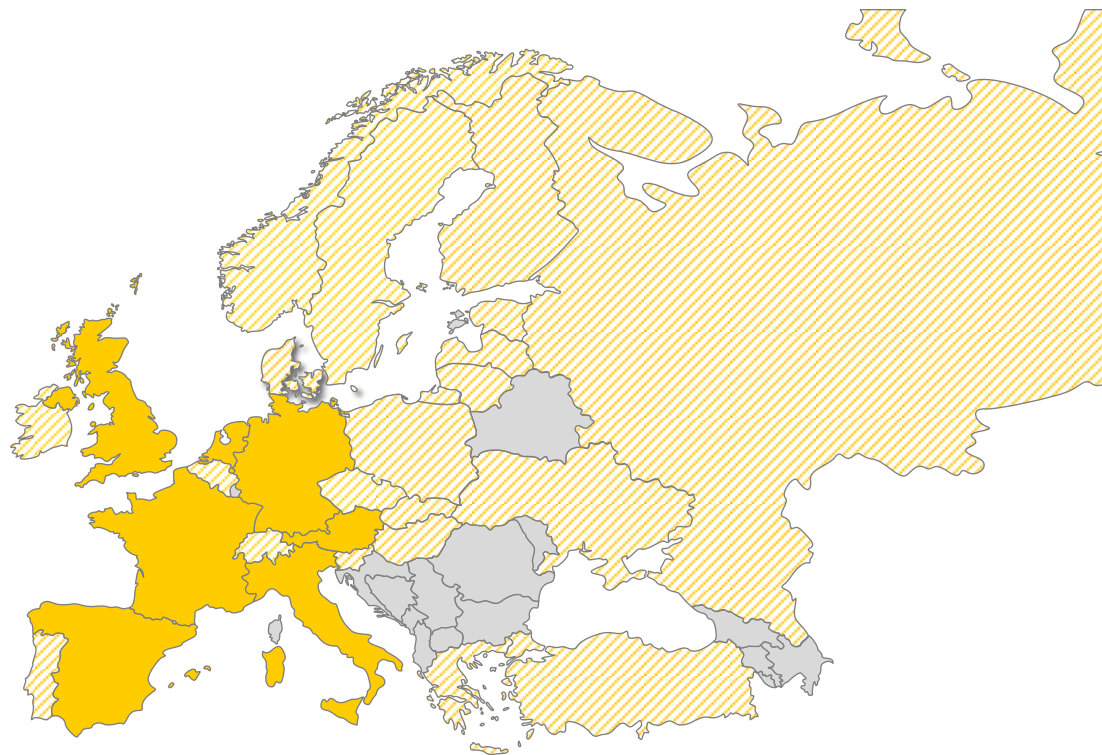
* Share of Financial Services in new business of JH Group (%)

Status: 12/2015

 Countries with own Jungheinrich Financial Services companies

 Financial Services concepts with bank partners in countries with Jungheinrich direct selling subsidiaries

 Country dependent solutions in Jungheinrich dealer countries



Jungheinrich Financial Services.

Solutions for all Demands.



What we offer:

- Customized comprehensive solutions from one source
- Flexible and straight-forward contracting
- Maximum cost transparency in conjunction with attractive conditions
- Inclusive services and options in an all-round carefree package
- Quick decision-making through clear and sales-oriented processes
- In-house expertise in all financial services matters

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
- Design Center

Jungheinrich Lift Truck Manufacturing Qingpu/China



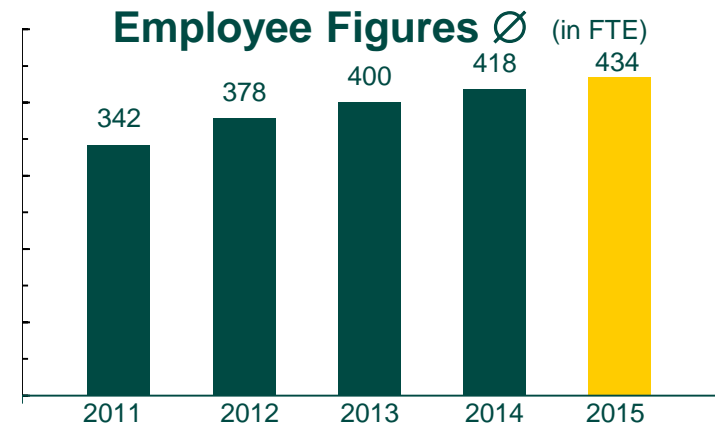
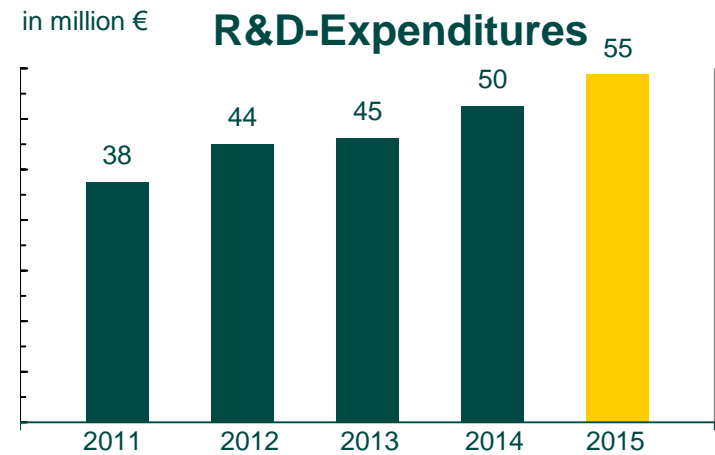
Juli Motorenwerk Moravany/Czech Republic Putian/China 50% Joint Venture with Kion



Jungheinrich Lift Truck Corp. Houston/USA



Research & Development.



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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Fiscal 2015.

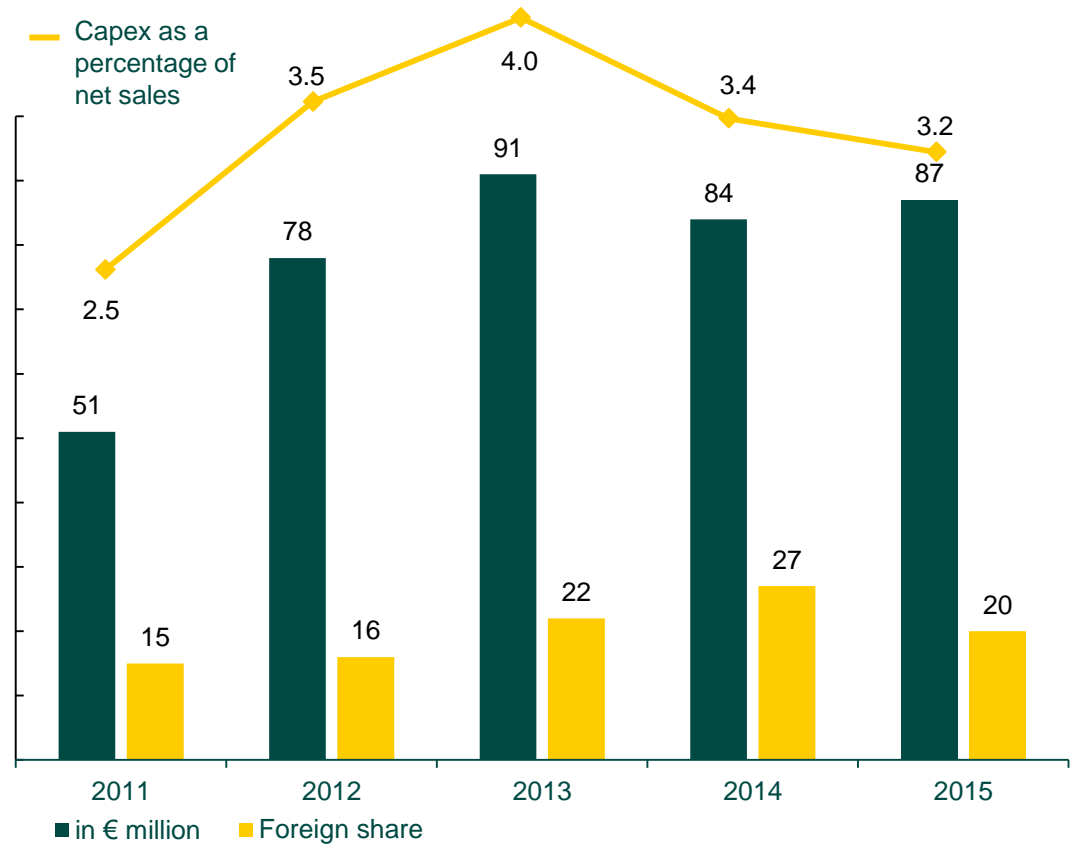
in million €	2015	2014	Change in %
Incoming orders	2,817	2,535	+11
Sales	2,754	2,498	+10
Balance sheet total	3,349	3,040	+10
Shareholders' equity	1,026	900	+14
Capital expenditures*	87	84	+4
EBIT	213	193	+10
EBIT return on sales (EBIT-ROS) %	7.7	7.7	—
Employees	13,962	12,549	+11

*Tangible and intangible assets without capitalized development expenditures.

Capital Expenditures.



Tangible and Intangible Assets without Capitalized Development Costs.

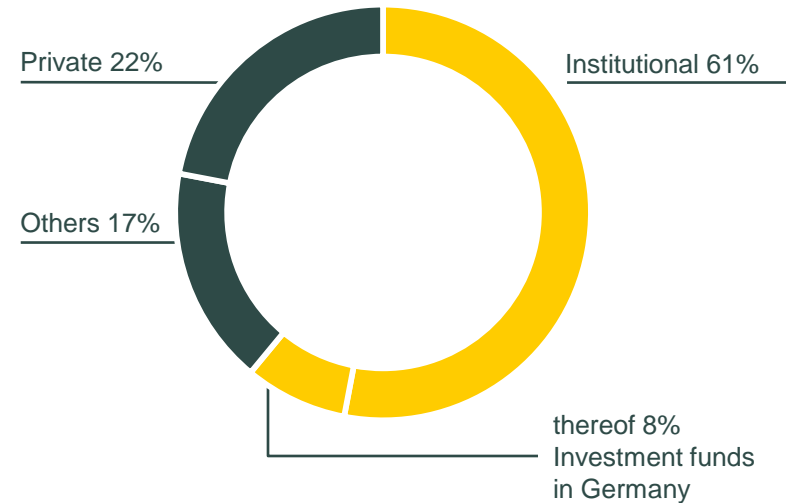
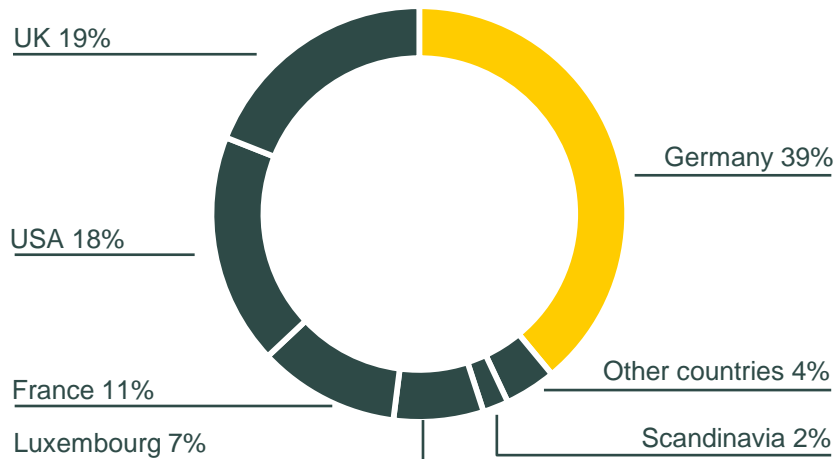


Information on the Jungheinrich Share.



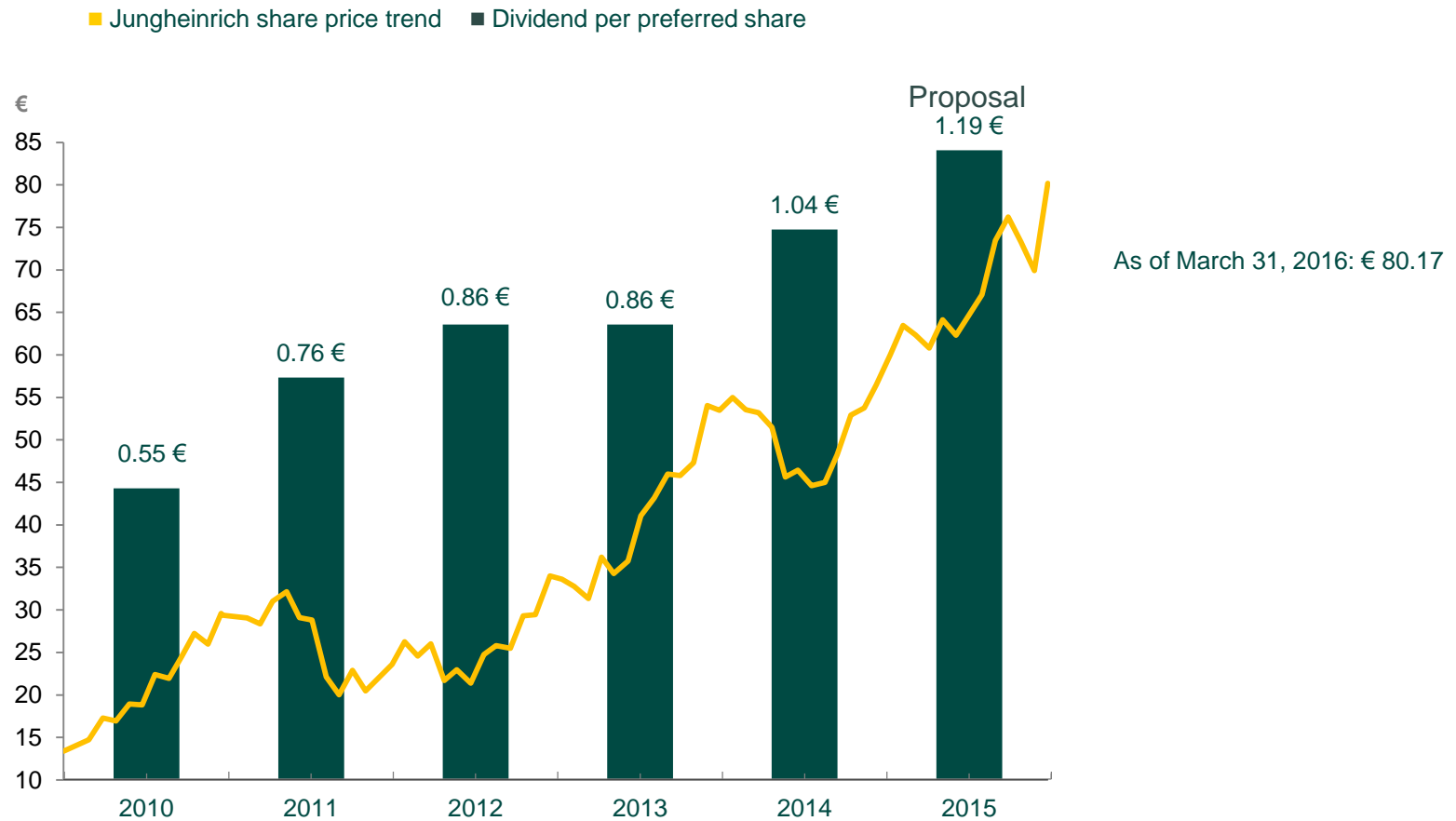
Shareholder Structure (Preferred Shares).

9,300 shareholders in total.



As of November 2015

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:** MDAX

Financial Calendar

Pro-forma figures for the 2015 financial year	March 03, 2016
Balance sheet press conference	March 23, 2016
Analyst conference	March 24, 2016
Interim statement as of March 31, 2016	May 10, 2016
2016 Annual General Meeting	May 24, 2016
Dividend payment	May 25, 2016
Interim Report as of June 30, 2016	August 9, 2016
Interim statement as of Sept. 30, 2016	Nov. 8, 2016

