



**Facts and Figures.**

** JUNGHEINRICH**



## At a glance.

Jungheinrich Group		2008	2007	Change	2006	2005	2004
				in %			
<b>Net Sales</b>							
Germany	million €	557	505	10.3	464	453	422
Abroad	million €	1,588	1,496	6.1	1,284	1,192	1,109
<b>Total</b>	million €	<b>2,145</b>	<b>2,001</b>	<b>7.2</b>	<b>1,748</b>	<b>1,645</b>	<b>1,531</b>
Foreign ratio	%	74	75	-	73	72	72
<b>Production of material handling equipment</b>							
	units	80,700	82,400	-2.1	75,900	66,500	58,800
<b>Balance sheet total</b>	million €	<b>2,179</b>	<b>2,073</b>	<b>14.2</b>	<b>1,813</b>	<b>1,700</b>	<b>1,538</b>
<b>Shareholders' equity</b>	million €	<b>625</b>	<b>554</b>	<b>12.8</b>	<b>485</b>	<b>437</b>	<b>384</b>
thereof subscribed capital	million €	102	102	-	102	102	102
<b>Capital expenditures</b> <sup>1</sup>		<b>74</b>	<b>52</b>	<b>42.3</b>	<b>52</b>	<b>42</b>	<b>33</b>
<b>Research and development</b>	million €	<b>39</b>	<b>41</b>	<b>-4.9</b>	<b>44</b>	<b>40</b>	<b>38</b>
<b>Earnings before interest and taxes (EBIT)</b>							
	million €	122	140	-12.9	118	107	87
<b>EBIT return on sales (ROS)</b>	%	<b>5.7</b>	<b>7.0</b>	<b>-</b>	<b>6.8</b>	<b>6.5</b>	<b>5.7</b>
<b>EBIT return on capital employed (ROCE)</b> <sup>2</sup>	%	<b>19.1</b>	<b>24.1</b>	<b>-</b>	<b>23.5</b>	<b>25.2</b>	<b>24.2</b>
<b>Net income</b>	million €	<b>77</b>	<b>82</b>	<b>-6.1</b>	<b>67</b>	<b>62</b>	<b>49</b>
<b>Employees</b> <sup>4</sup>							
Germany	Dec. 31	4,950	4,761	4.0	4,568	4,458	4,464
Abroad	Dec. 31	5,834	5,417	7.7	4,706	4,540	4,544
<b>Total</b>	Dec. 31	<b>10,784</b>	<b>10,178</b>	<b>6.0</b>	<b>9,274</b>	<b>8,998</b>	<b>9,008</b>
<b>Earnings per share</b>	€	<b>2.26</b>	<b>2.40</b>	<b>-5.8</b>	<b>1.96</b>	<b>1.84</b>	<b>1.47</b>
<b>Dividend per share – ordinary share</b>	€	<b>0.49</b> <sup>3</sup>	<b>0.52</b>	<b>-5.8</b>	<b>0.48</b>	<b>0.45</b>	<b>0.42</b>
– preferred share	€	<b>0.55</b> <sup>3</sup>	<b>0.58</b>	<b>-5.2</b>	<b>0.54</b>	<b>0.51</b>	<b>0.48</b>

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

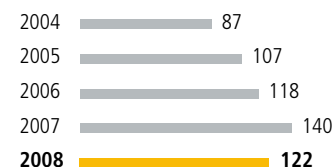
<sup>2</sup> EBIT as a percentage of employed interest-bearing capital.

<sup>3</sup> Proposal.

<sup>4</sup> Where reference is made in the text to employees, this is to be understood to include both male and female employees.

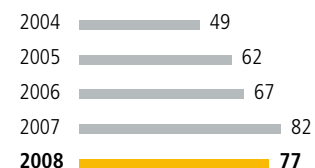
### Earnings before interest and taxes

in million €



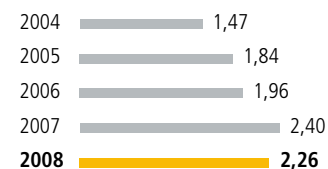
### Net income

in million €



### Earnings per share

in €





## We make logistics your factor for success.

The increase in global distribution flows and the steadily accelerating pace of IT development are changing the face of intra-company logistics. The result is that made-to-measure, all-round solutions are replacing the classic product offering.

Jungheinrich AG is one of the leading international suppliers in the fields of materials handling equipment, warehousing technology and material flow technology.

The company offers its customers a comprehensive product range of forklift trucks, rack systems and services for complete intralogistics.

In its direct sales network with 17 sites in Germany. From Flensburg to Munich, from Bonn to Berlin.

With its own sales and service companies in 31 European and non-European countries. From Norway to Spain, from

the USA and Russia to China. And with a large number of representative offices such as for example those in Australia, South Africa and India.

With the three production plants in Norderstedt, Lüneburg, Moosburg and Landsberg in Germany. With an assembly plant in China.

The performance spectrum is being extended further. Jungheinrich has evolved from a producer of materials handling equipment to a manufacturing logistics service provider. Today, over 800 sales consultants as well as more than 3.500 mobile service engineers maintain a close-knit network providing competent consulting and comprehensive service all around the globe.

In short, they give you the good feeling that you can rely entirely on Jungheinrich in all questions of intra-company logistics.



## Material handling equipment, racks and services from a single supplier.

### Material handling equipment

- Hand pallet trucks
- Battery-powered pedestrian-controlled pallet trucks
- Battery-powered pedestrian trucks
- Battery-powered three-wheel forklift trucks
- Battery-powered four-wheel forklift trucks
- Diesel forklift trucks
- LPG powered forklift trucks
- Reach trucks
- Horizontal order pickers
- Vertical order pickers
- High-rack order pickers
- High-rack forklift trucks
- Tow tractors



### Rack systems

- Compartmentalised racks
- Wide-span racks
- Pallet racks
- Cantilever racks
- Warehouse platforms

### Logistics systems

- Complete logistics solutions
- Material flow systems
- Warehouse management systems

### Services

- Rental forklift trucks
- Used forklift trucks
- After-sales services
- Financial services
- Full-service performance package
- Fleet management
- Driver training
- Jungheinrich-PROFISHOP



[www.jh-profishop.de](http://www.jh-profishop.de)

# Your top brand in the world of logistics.



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