



Facts and Figures.

JUNGHEINRICH
Machines. Ideas. Solutions.



At a glance.

Jungheinrich Group		2012	2011	Change in %
Incoming orders	million €	2,251	2,178	3.4
Net sales				
Germany	million €	598	571	4.7
Abroad	million €	1,631	1,545	5.6
Total	million €	2,229	2,116	5.3
Foreign ratio	%	73	73	-
Orders on hand (12/31)	million €	298¹	305 ¹	-2.3
Production of material handling equipment	units	73,200	75,700	-3.3
Balance sheet total	million €	2,757	2,580	6.9
Shareholders' equity	million €	807	718	12.4
thereof subscribed capital	million €	102	102	-
Capital expenditures²	million €	78	52	50.0
Research and development expenditures	million €	45	38	18.4
Earnings before interest and taxes (EBIT)	million €	150	146	2.7
EBIT return on sales (ROS)	%	6.7	6.9	-
EBIT return on capital employed (ROCE)³	%	24.1	26.2	-
Net income	million €	110	106	3.8
Employees (12/31)				
Germany	FTE ⁴	5,167	4,925	4.9
Abroad	FTE ⁴	6,094	5,786	5.3
Total	FTE ⁴	11,261	10,711	5.1
Earnings per preferred share	€	3.27	3.13	4.5
Dividend per share – ordinary share	€	0.80⁵	0.70	14.3
– preferred share	€	0.86⁵	0.76	13.2

1 Including €24 million in adjustments made to the value of orders in preceding years.

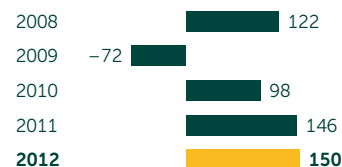
2 Tangible and intangible assets without capitalized development expenditures.

3 EBIT as a percentage of employed interest-bearing capital.

4 FTE = Full Time Equivalents.

5 Proposal.

Earnings before interest and taxes in million €



Net income in million €



Earnings per preferred 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 material handling equipment, warehousing technology and material flow technology.

We offer our customers a comprehensive product range of forklift trucks, shelving systems, services and advice for complete intralogistics.

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

With our own sales and service companies in 31 European and non-European countries. From Norway to Turkey, from Brazil and Russia to China. And with a large number of representative offices such as for example those in the United Arab Emirates, South Africa and Australia. Mitsubishi Caterpillar Forklift America Inc. with a plant in Houston is our exclusive sales partner in North America.

With the four production plants in Norderstedt, Lüneburg, Moosburg and Landsberg in Germany. With a plant in Qingpu (China).

As an intralogistics service and solution provider with manufacturing operations, we maintain a close-knit network providing competent consulting and comprehensive service with more than 850 salesmen as well as more than 3,700 mobile service engineers all around the globe.

In short, we give you the good feeling that you can rely entirely on us 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

Logistic systems

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

Energy systems

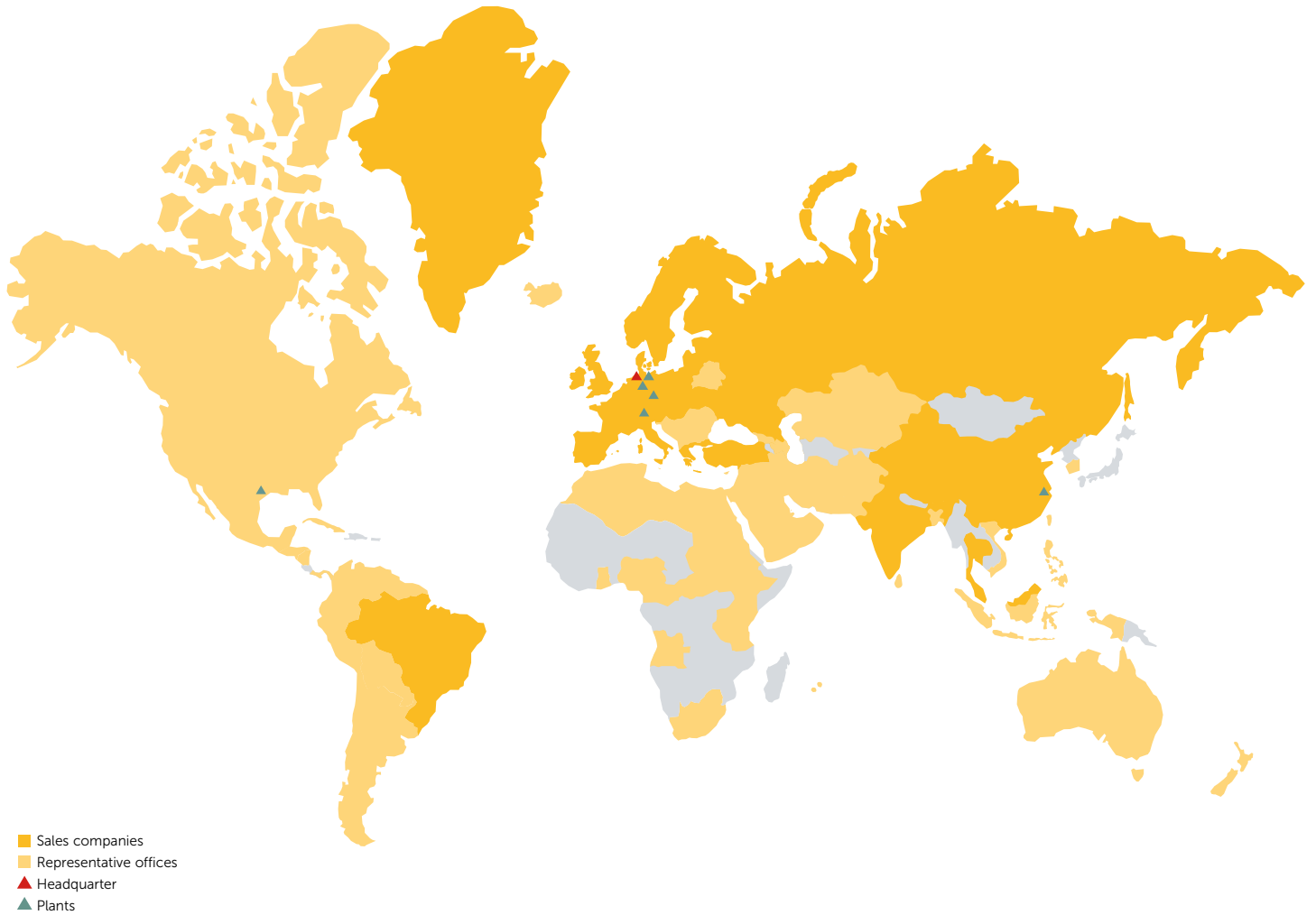
- Batteries
- Chargers

Services

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



Your top brand in the world of logistics.



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