

Press Release



Embargoed until 10:15 a.m.

Tuesday, June 11, 2013

June 11, 2013

Hans-Georg Frey
Chairman of the Board of Management
of Jungheinrich AG

**Speech delivered at the
Annual General Meeting
on June 11, 2013**

Congress Center Hamburg

Please check against delivery!

Page 1 of 14

Jungheinrich Aktiengesellschaft

Am Stadtrand 35 · 22047 Hamburg, Germany · Phone +49-40-6948-0 · Fax +49-40-6948-1777 · info@jungheinrich.de · www.jungheinrich.com

Chairman of the Supervisory Board Jürgen Peddinghaus

Board of Management Hans-Georg Frey, Chairman · Dr. Volker Hues · Dr. Helmut Limberg · Dr. Klaus-Dieter Rosenbach

Corporate headquarters Hamburg · **Registration court** Hamburg HRB 44 885

Bank accounts Commerzbank AG Hamburg (formerly Dresdner Bank AG) (RT No. 200 800 00) 927 597 600 · Deutsche Bank AG Hamburg (RT No. 200 700 00) 0 429 977 00

Commerzbank AG Hamburg (RT No. 200 400 00) 6 307 300 · Deutsche Postbank AG Hamburg (RT No. 200 100 20) 71 747 204

Ladies and Gentlemen,

On behalf of the Board of Management of Jungheinrich AG, I would like to welcome you—our shareholders, shareholder representatives and guests—and you—the Lange and Wolf families—to Jungheinrich AG's Annual General Meeting here at the Hamburg Congress Centre. We are pleased that you wish to obtain first-hand information on Jungheinrich's business trend.

Before giving you a detailed report on the development of the company's business, I would like to touch on a special date: On August 7, 1953, nearly 60 years ago, Dr. Friedrich Jungheinrich founded our company. Our motto for the anniversary year is '60 Years of Passion for Logistics.' Dr. Jungheinrich began with just a handful of employees in a small workshop in the Hamburg district of Barmbek, soon after which the company started opening branches in both Germany and Austria. Jungheinrich has evolved rapidly since then, and has become a group with worldwide operations and over 11,000 staff members. This success story bears the signature of the company founder's inventive spirit. His innovative products made in-plant logistics workflows much more efficient as early as the 1950s and 1960s. It is also marked by the way in which Dr. Jungheinrich led by example: pragmatically and without hesitation. This approach is expressed by the 'Go for It!' slogan with which Dr. Jungheinrich gave his employees the latitude they needed to make swift, sensible decisions. This entrepreneurial spirit continues to play a significant role at Jungheinrich to this very day, whenever the company undertakes to tap new markets and survive in the face of global competition. We are prepared for this and have a strategic alignment through 2020 that is suitable for taking on the challenges of the future. This is an issue I will revisit in more detail later on. The corporate video we will show following my speech will give you a review of our company's development over time, as will the new edition of our company chronicle, which we have included as a gift in your set of AGM documents.

This rounds up my comments on our history. Now, I would like to give you a report on the business performance in the last financial year.

Following the dynamic growth displayed in the preceding year, the world material handling equipment market was essentially stable in 2012. However, the European market—our core market—shrank by 6 per cent. Jungheinrich fared well in this difficult market environment. The company posted new all-time highs in terms of incoming orders, net sales and EBIT as well as net income—which is of special importance to you as shareholders. Moreover, we made renewed progress in implementing our strategic forward-looking projects. Most importantly, all of the large-scale construction projects will be completed this year: the spare parts

centre in Kaltenkirchen, the new factory in Qingpu/China, and the system equipment plant in Degernpoint near Moosburg. The bottom line for you, our esteemed shareholders, is a successful fiscal year and a record-breaking dividend.

Now let us take a closer look at the development of the world material handling equipment market. All in all, global market volume contracted by three per cent, displaying significant regional disparity. I already mentioned the decline experienced in Europe. The Asian market also shrank in 2012. By contrast, demand in North America rose markedly, but is not yet on par with the pre-crisis level. Market data for Europe, which also clearly fell short of the record set in 2007, give us the potential to benefit from the future recovery-driven growth in this region.

The breakdown of market volume by region shows that Asia continues to gain significance as a sales region. China now accounts for nearly a quarter of all material handling equipment sold the world over. This region harbours substantial opportunities for growth, which we will seize both speedily and with resolve. Besides setting up the new factory in Qingpu, we will significantly expand our sales structures in China and further countries in Southeast Asia as well as in the Pacific region.

The IC engine-powered product segment continues to dominate, accounting for 46 per cent of the total market. This market segment will also offer huge potential for our company in the future. Having rounded off the hydrostatic-drive forklift series with the introduction of the VFG 540s - 550s last year, in early 2014, we will showcase our new conversion transmission model, the new-generation VFG, which will replace the current model series and should help us gain additional market shares.

A consolidation phase set in on the growth markets of importance to Jungheinrich in 2012 following the turbulent developments witnessed in the two preceding years. After the decline experienced in China last year, we expect that market to post moderate growth rates in the next few years. Conversely, the Russian market expanded once again in 2012 and will continue to play an important role for us. The sales companies in these two countries have developed rapidly since their establishment. Just ten years after its foundation, our Russian organization has advanced to the sixth spot among Jungheinrich's foreign companies. China is displaying a similar development.

Broken down by segment, the European and Chinese market structures reveal that the trend towards warehousing equipment in China is continuing, as it has increased its share of the market to 12 per cent. This presents Jungheinrich with opportunities for further growth. In Europe, the battery-powered material handling equipment market accounts for an aggregate share of nearly 80 per cent and is the factor that determines our day-to-day operations. This is where we as market leader earn the income required to implement our long-term growth strategy.

Ladies and Gentlemen,

We aim to permanently rank among the world's top three intralogistics providers. In the last few years, we fortified our position as No. 3 in the world rankings—as recently as 2007, Nacco (which has become Hyster-Yale) was nearly level with us. We continue to command the second position in Europe—behind Kion and its main brands Linde and Still.

I would now like to comment on the focal points of our work last year. Fiscal 2012 was dominated by our motto 'Investing in the Future.'

As you can glean from the graph, we increased our capital expenditures by another 50 per cent last year. This is evidence of our company's clear alignment for growth and shaping the future.

We invested 35 million euros in a new spare parts centre in Kaltenkirchen with a view to preparing ourselves for future challenges in the spare parts business and in particular to doing justice to the robust growth being achieved in this field. In light of the enlargement of our global truck fleet, the spare parts business is increasing in scope and becoming more complex. Kaltenkirchen will be fully commissioned in the autumn of this year.

In China, we are building a new factory for 18 million euros in the immediate vicinity of our existing site, in order to serve the Asian market even more quickly and extensively. Production in the new plant will also commence in the third quarter of 2013.

Our third large-scale project is the new warehousing and system truck factory in Degernpoint. We are constructing a new production plant for this important forklift segment for 40 million euros. Trucks are scheduled to start coming off the Degernpoint assembly line in the last quarter of this year. By setting up manufacturing operations in Degernpoint, we are preparing ourselves for further growth in the system business while freeing up room in the main factory for the

production of our counterbalanced trucks—especially the new IC engine-powered forklifts.

In addition, we are spending capital on strengthening our sales network even further. Two new sales centres—one in Baden-Württemberg and the other near Munich—will be occupied at the end of 2013. Our company in Slovenia will move into a new building in 2014. In sum, Jungheinrich will thus invest approximately 100 million euros in 2012 and 2013 in order to be well equipped for the future. We are prepared to take on the challenges of the upcoming years, Ladies and Gentlemen!

In July of 2012, Jungheinrich expanded its direct sales network to include yet another growth market by establishing a company in India. As a result, we have a presence with proprietary sales companies in 32 countries.

One of the pillars of our strategy consists of stepping up our research and development activity. In 2012, we increased capital expenditures in this field by 20 per cent to 45 million euros. We will maintain this high level of spending in the next few years, in order to bring more products to market more quickly.

One of the main goals of our research work is to continue reducing the energy consumption of our forklift trucks. We have already been very successful in this area in recent years, and we are working on becoming even better. Another important topic is the development of automated solutions for warehouses, for example with the assistance of driverless transport systems. Our efforts in this field do justice to our customers' strong demand. Refining our IC engine-powered forklifts in order to gain additional market shares is an essential part of our growth strategy. And last but not least, the production process is a key cost component in our company. Therefore, we are working across all truck classes to reduce unit manufacturing costs.

A good example of production efficiency enhancements is the implementation of the high-platform concept in the Norderstedt plant. Encompassing 19 different forklifts, the entire range of high-platform trucks shares a uniform design and is manufactured applying the construction kit principle. This results in efficiency gains in both engineering and production, also allowing us to reduce our spare parts inventories. Similar projects were carried out for the manufacture of low-platform trucks at the Landsberg factory and the production of IC engine-powered forklifts equipped with hydrostatic drive trains in Moosburg.

Now, allow me to present you with a selection of the products which debuted in 2012. The EKS 210a is the first driverless transport system that is being used by a customer based on a mass-produced order picker. The battery-powered EFG 425-430 forklift truck is a good example of our efforts in the field of energy efficiency. It consumes more than 10 per cent less energy than its predecessor model and is a leader in its peer group. Last but not least, we rounded off our range of 'hydrostats' in 2012 with the addition of the 5 Series VFG, thus further expanding our offering in the IC engine-powered segment. This truck is very well received by our customers.

Major courses for the future were set last year in the field of information technology as well. The ISM Online fleet management system for the electronic management of forklift fleets is being met with keen interest from our customers and has substantial potential in our after-sales services business. Having revamped our web presence, we are making increased use of this channel to win over new customers. By converging the SAP systems at our production sites in Germany, China and the USA, we can leverage synergies that will help us achieve another improvement in terms of efficiency.

A major milestone passed by our company was the complete takeover of ISA – Innovative Systemlösungen für die Automation GmbH, a firm which develops software solutions for warehousing and material flow equipment, at the turn of the year from 2012 to 2013. This acquisition strengthens our logistics systems business, which is hugely important to Jungheinrich, as this is where we set ourselves apart from the competition and where we have a clear unique selling point. We intend to stay a step ahead of the competition in the future by offering solutions from a one stop shop such as the warehouse management and the truck guidance system. This field of business has developed very well in recent years and harbours substantial future growth potential. We are pleased that ISA GmbH's competent workforce now fully belongs to the Jungheinrich family.

Let us now take a look at the encouraging financials for 2012.

I would like to make just one remark before we get started: We adjusted our reporting as of January 1, 2013 to comply with changes in accounting policies and to increase transparency above all in the 'Financial Services' segment. These amendments affect shareholders' equity, provisions for pensions, the recognition of interest income and interest expenses relating to finance lease customer contracts as well as interest expenses associated with the net pension obligations, non-current provisions for personnel and trucks for short-term hire. Due to these amendments, 2012 figures had to be adjusted in order to ensure comparability

between the current and last year. As you can see, this resulted in changes in net sales and EBIT, both of which became higher. The amendments hardly had any effects on EBT or net income.

In 2012, incoming orders rose by 3 per cent across all business areas, amounting to 2.25 billion euros. Especially positive development was displayed by incoming orders in the logistics systems business as well as for IC engine-powered forklifts.

Incoming orders in terms of units declined to 73,244 trucks owing to the cyclically-induced drop in demand. In this context, account should be taken of the fact that a much smaller number of forklift trucks was added to the short-term hire fleet in 2012 following the substantial expansion in the preceding year. Production output tracked the development of incoming orders with a time lag, totalling 73,169 forklifts, which was marginally less than in the previous year.

All business areas contributed to the encouraging 5 per cent growth in net sales. The gain recorded in new truck business amounted to 8 per cent and was mainly driven by the logistics systems business. Net sales generated by after-sales services displayed continued growth, rising by 5 per cent. Short-term hire and used equipment operations were up a combined 8 per cent, primarily due to the particularly strong short-term hire business.

The breakdown of net sales by region indicates a trend towards growth regions. Eastern Europe enlarged its share of total net sales from 12 per cent to 13 per cent. Once again, net sales in the rest of the world advanced by more than 20 per cent, clearly outpacing the Group as a whole. This shows that we are resolutely taking advantage of the opportunities presented to us—above all in Asia. We will continue to chart this course.

By the end of 2012, our headcount had risen to 11,261 employees. New personnel was hired primarily in sales—predominantly in Asia's growth regions as well as in Russia and Brazil. In so doing, we created over 500 new jobs last year. This is very encouraging, too!

Ladies and Gentlemen,

Now let us take a closer look at the business performance. I will start with the figures reported in the 2012 financial statements. Furthermore, adjusted figures for 2012 have been provided on the right, in order to ensure comparability with the ongoing financial year.

In the period under review, Jungheinrich generated 150 million euros in earnings before interest and taxes (EBIT)—the highest operating result in the company's history. The EBIT margin was 6.7 per cent.

The corresponding return on capital employed (ROCE) was 24 per cent. We thus exceeded our long-term goal of achieving a return on capital of more than 20 per cent once again.

We disclose our equity ratio for the Jungheinrich Group as a whole and adjusted to exclude the figures relating to the 'Financial Services' segment. Both figures were higher year on year. The more than 40 per cent recorded by the 'Intralogistics' segment is good in relation to the German mechanical engineering industry.

The company's financial situation continues to be very positive. Net of liabilities from financial services, the Group did not have any net debt, instead recording another rise in its cash overhang, which totalled 183 million euros.

The bottom line is a result we can be pleased about: Net income amounted to 110 million euros, again surpassing the all-time high achieved in the previous year.

And you, esteemed shareholders, are to partake of this good result appropriately. Therefore, the Board of Management and the Supervisory Board propose to this Annual General Meeting that a dividend of €0.86 be paid per no-par-value preferred share and a dividend of €0.80 be paid per no-par-value ordinary share for 2012, representing an increase of 10 euro cents per share.

I also have good news for you as regards Jungheinrich's share performance: The 2012 stock trading year was a very successful one. As the year progressed, confidence on international financial markets that the European sovereign debt crisis has passed its peak grew. Buoyed by the upturn on the stock markets and the Group's positive business performance, Jungheinrich's share price rose to a closing quotation for the year of 29.46 euros. Posting a 56 per cent increase in price, the share clearly outperformed the German stock indices.

The positive trend continued in the first few months of 2013. The Jungheinrich share benefited from the positive general sentiment on the stock market at the beginning of the year, posting strong gains. Following a temporary clouding of the stock market environment, share prices recorded another substantial surge in May. On May 28, 2013, the Jungheinrich share hit a new all-time high of 37.69 euros. On May 31, 2013, it was quoted at 36.20 euros. This corresponds to a gain

of nearly 23 per cent since the end of 2012. The Jungheinrich share thus displayed a development that exceeded that of the German indices once again.

Ladies and Gentlemen,

This concludes my commentary on the past financial year. Now let us take a look at the developments in the first few months of 2013.

Global demand for material handling equipment rose slightly in the first four months of the year. However, markets continued to display disparate regional developments. On the whole, Europe—Jungheinrich's main sales market—experienced a decline of 2 per cent, despite a 9 per cent rise in demand in Eastern Europe. Market volume in Asia expanded by 2 per cent, driven by the 5 per cent growth of the Chinese market, with North America continuing the positive development witnessed last year, posting a gain of 12 per cent.

The high level of warehousing equipment recorded in the same period last year was surpassed yet again, driven by strong rates of expansion in both China and Eastern Europe. Demand for IC engine-powered counterbalanced trucks rose marginally.

Jungheinrich's start to the 2013 financial year was influenced by weak incoming orders for new trucks in the fourth quarter of 2012. At 700 million euros, net sales were slightly down on the unusually strong figures posted in the same period last year. In contrast, the value of incoming orders amounted to 775 million euros, which corresponds to a 3 per cent rise year on year.

Incoming orders in terms of units in new truck business nearly matched the level achieved a year before, roughly mirroring the development of the European market. The 10 per cent decline in production volume was caused by the weak demand for new trucks in the fourth quarter of 2012. As evidenced by orders on hand in new truck business as of April 30, 2013, incoming orders for material handling equipment have been revitalized and the order situation in the first four months displayed positive development. We expect this favourable trend to continue. Compared to December 31, 2012, this resulted in an increase of 79 million euros, or 27 per cent, to 377 million euros. The 353 million euros recorded in last year's corresponding period was bested by 24 million euros, or 7 per cent. This is a good basis for the utilization of capacity at our factories in the months ahead.

Given this foundation, we anticipate the value of incoming orders and net sales to amount to between 2.1 billion euros and 2.3 billion euros. Our orders on hand and

the forecasts made by our sales units confirm the expectations we have had thus far: We expect EBIT for 2013 as a whole to total between 165 million euros and 175 million euros, following the like-for-like figure of 177 million euros achieved in 2012.

We will maintain our strategy, which is oriented towards future growth, and—as last year—we will spend between 80 million euros and 100 million euros in capital—primarily on our large-scale strategic projects. Research and development expenditures will also stay at the high level recorded in 2012.

As you can see, we are well prepared to take on the challenges that lie ahead of us. As regards future developments, however, account should be taken of certain opportunities and risks, which I shall address now.

As I underlined earlier, major opportunities lie in the expansion of business on growth markets—predominantly in Eastern Europe, Asia and the Americas. Potential may be harboured by mounting domestic demand in emerging countries, namely China, India and Brazil. That notwithstanding, risks also exist in connection with the negative effects the Eurozone's sovereign debt crisis may have, which could cause the world economy to cool down in their wake.

This is reflected by estimates concerning the global economy's future development. A slight downturn has been predicted for the Eurozone's economy, but Germany is still expected to post marginal growth. Russia's economy is likely to expand by nearly 3 per cent. Developments in China should be stable, slowing somewhat at best, whereas India can be expected to post an increased rate of growth.

Based on the economic forecasts for 2013, we anticipate a similar development on the world material handling equipment market, where growth will primarily be generated in Asia and North America, whereas sales demand in Europe will probably move sideways.

Ladies and Gentlemen,

This brings me to the focal points of our work this year.

On conclusion of our large-scale projects—the spare parts centre in Kaltenkirchen, the new factory in China and the logistics systems plant in Degernpoint—we will have met the preconditions for expanding our business. The sales force is being strengthened even further—particularly in our growth markets, with China and Russia leading the way. We are promoting sales of our IC engined-powered trucks

the world over by way of a global marketing campaign running under the motto 'One World—One Forklift.' The rapidly growing logistics systems business presents Jungheinrich with especially good prospects. Having integrated ISA GmbH and thus over 60 new employees into the Group, we will make further inroads into the end-to-end logistics solutions business. Furthermore, we are dedicating ourselves especially to expanding our after-sales and financial services operations.

Ladies and Gentlemen,

I would now like to say a few words about our strategic orientation for the next few years. Even after 60 years, the following maxim continues to apply to our company more than ever: Our products and services are resolutely designed to maximize the customer benefit. We are achieving this goal with a huge passion for innovation, strong performance orientation and a high degree of professionalism. Only by doing so can we ensure the profitability required by our company and, in turn, our independence as well as real, lasting continuity.

One of the main assets for achieving our objectives is a motivated, authentic management team, which takes on responsibility and communicates the company's fundamental values in a convincing manner. This is expressed in our leadership mission, which we revised and gave a sharper focus a few years ago. We act in compliance with the following guiding principles: Establish trust, be a role model, bear responsibility, and create added value!

We developed our vision for the future on the following basis: We want to maintain our ranking among the world's top three intralogistics service and solution providers sustainably. We are charting this course as an independent company with the traits of a family business which subscribes to the definition of value adopted by our founder Dr. Friedrich Jungheinrich. Therefore, our corporate strategy has a long-term horizon and is designed to generate organic growth.

We developed a detailed roadmap for the entire Group as well as for every single business area and sales unit through 2015 as part of the extremely comprehensive strategic planning work we did in the last few years. It consists of strategic analyses of the market, the competition, and our company as well as of the strategic planning derived from them. The goals for the upcoming years have been established, and the resulting measures are being implemented successively. We are in the process of extending our planning through 2020. Let me briefly illustrate the key elements of this planning.

The basis for Jungheinrich's sustained growth is the development of new products and the expansion of our product range. In this context, the focus is particularly on IC engine-powered trucks and the logistics systems business, which encompasses both forklifts as well as IT-based holistic solutions for warehouses. In addition, we will expand our operations in Europe and fortify our sales activities in Asia even more.

We will maintain the current level of our research and development work in order to further strengthen our position as a full-liner in the material handling equipment sector. The points on which we will focus in the next few years are the development of new forklifts featuring lithium-ion technology, new trucks equipped with the Auto Pallet Mover driverless transport system, and battery-powered forklift trucks, which will be even more powerful and energy efficient than the current models.

The IC engine-powered counterbalanced truck segment of our product portfolio is of central importance to our future growth. We launched a worldwide campaign for the launch of new forklift trucks, which is being rolled out for every country and sales market along with specific measures in order to expand this business even further. Moreover, in 2014, we will launch the new 'VFG converter' which will increase our competitiveness and opportunities on the market in this product segment significantly.

Mounting demand for end-to-end intralogistics solutions and the trend towards automating warehouses are proof of the rising significance of the logistics systems business. Since this business, which is displaying above-average growth, is a particularly important focal point of our long-term orientation, we have begun to reorganize our activities in this field. The development of comprehensive solutions tailored to suit customer needs covers the entire intralogistical value-added chain, from budgeting and project planning to system integration, maintenance and service. This business sets Jungheinrich apart from its competitors and thus harbours particularly substantial potential for us.

In addition, we must further strengthen our position on our core markets in Europe. As far as Eastern Europe is concerned, this means that we will have to do more than keep pace with the market's growth: What we must do instead is increase our share of the market. In the emerging markets, we will not be satisfied with merely being a run-along—our ambition is to lead the pack! Above and beyond this, we aim to continue improving our processes and achieve an even deeper market penetration—especially in Western Europe—with a view to expanding our business in Europe as a whole.

In our strategy for Asia, centre stage is taken by continued expansion in China's growing market. However, besides serving the Chinese market with forklift trucks, our new factory in Qingpu will also supply the entire Asia-Pacific region. Concurrently, we are accelerating the expansion of our direct sales network in China by opening additional branch offices. We already have a local sales force of nearly 300 employees and rising. Furthermore, other markets are becoming more important to us, such as India, where we established a proprietary sales company in 2012. We are overseeing the continued expansion of our activities in the Asia-Pacific region from our established sales company in Singapore—primarily by providing dealers with more support. Growing markets the likes of Korea, Indonesia and Australia, in which we market our products via dealers, are playing an ever-increasing role for our business in this region.

Ladies and Gentlemen,

Now let us take a look at another aspect of our entrepreneurial activity. For our company, sustainable, profitable action also translates into assuming social responsibility. For instance, we contribute our logistical know-how to aid organizations and do work to promote education. In this context, I would like to highlight the work done by the Dr. Friedrich-Jungheinrich-Stiftung in particular, which promotes the sciences and research as well as training in the fields of electrical engineering, mechanical engineering and logistics in a multitude of ways. We would like to take this opportunity to thank the two shareholder families, which joined forces with Jungheinrich to establish the foundation and funded it generously. The Dr. Friedrich-Jungheinrich-Stiftung will celebrate its tenth anniversary as early as next year. In addition, we successfully continued the cooperative venture with action medeor which started in 2011: Jungheinrich provides the pharmaceuticals aid organization with support by contributing logistical expertise and warehousing equipment. Moreover, numerous employees donate the cents behind the decimal point of their monthly wage or salary to the relief organization.

So you see that, in its 60th year of existence, Jungheinrich is well positioned, but also faces huge challenges. To tackle them and implement the multitude of projects, we rely on our energetic and highly motivated team. To reward our employees for their work, we will organize several events to celebrate the company's 60th anniversary. Furthermore, each of our staff members will receive a one-off special payment. The knowledge, energy and wonderful solidarity of our employees are what make our company valuable, and my fellow board members and I would like to take this opportunity to express our heart-felt gratitude for this to the entire workforce.

We also appreciate the Supervisory Board for having assisted us in our work both constructively and with dedication.

And a very special thank you goes out to you, our shareholders and partners, as well as the Lange and Wolf families, which stood by our side in positive spirit as we rolled out our large-scale projects and enabled these capital expenditures, which will safeguard Jungheinrich's future viability.

Thank you for your attention.

Please address press related inquiries to:

Jungheinrich AG, Markus Piazza, Head of Corporate Communications
Phone: +49 40 6948-1550, Fax: +49 40 6948-1599, markus.piazza@jungheinrich.de,
www.jungheinrich.com