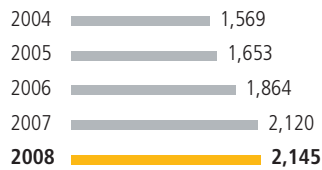
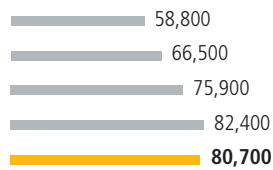


**Incoming orders**

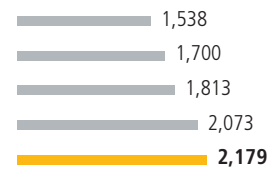
in million €

**Production**

in units

**Total assets**

in million €



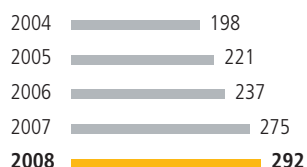
<b>Jungheinrich Group</b>		<b>2008</b>	<b>2007</b>	<b>2006</b>	<b>2005</b>	<b>2004</b>
<b>Incoming orders, production and sales</b>						
Incoming orders <sup>1</sup>	million €	2,145	2,120	1,864	1,653	1,569
Production of material handling equipment	units	80,700	82,400	75,900	66,500	58,800
Net sales	million €	2,145	2,001	1,748	1,645	1,531
thereof in Germany	million €	557	505	464	453	422
thereof abroad	million €	1,588	1,496	1,284	1,192	1,109
Foreign ratio	%	74	75	73	72	72
<b>Employees</b>						
Total	Dec. 31	10,784	10,178	9,274	8,998	9,008
thereof in Germany	Dec. 31	4,950	4,761	4,568	4,458	4,464
thereof abroad	Dec. 31	5,834	5,417	4,706	4,540	4,544
<b>Capital expenditures</b>						
Capital expenditures <sup>2</sup>	million €	74	52	52	42	33
Research and development	million €	39	41	44	40	38
<b>Asset structure</b>						
Fixed assets	million €	713	666	576	543	522
thereof trucks for lease from financial services	million €	187	166	147	158	167
Other assets	million €	1,466	1,407	1,237	1,157	1,016
thereof receivables from financial services	million €	460	403	340	291	229
thereof liquid assets and securities	million €	262	251	236	274	228
Total assets	million €	2,179	2,073	1,813	1,700	1,538
<b>Capital structure</b>						
Shareholders' equity	million €	625	554	485	437	384
thereof subscribed capital	million €	102	102	102	102	102
Provisions for pensions	million €	140	164	161	165	161
Other provisions	million €	150	156	149	132	139
Financial liabilities	million €	285	290	265	269	214
Liabilities from financial services	million €	643	541	423	379	316
Other liabilities	million €	336	368	330	318	324
Total capital	million €	2,179	2,073	1,813	1,700	1,538

<sup>1</sup> New truck business, after-sales services, short-term hire and used equipment.

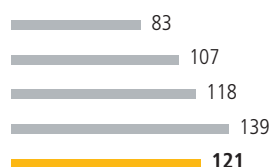
<sup>2</sup> Tangible and intangible assets without capitalized development costs.

**EBITDA**

in million €

**EBT**

in million €

**Net gearing**

in %



Jungheinrich Group		2008	2007	2006	2005	2004
<b>Income statement</b>						
Earnings before interest, taxes, depreciation and amortization (EBITDA)	million €	292	275	237	221	198
Earnings before interest and taxes (EBIT)	million €	122	140	118	107	87
Earnings before taxes (EBT)	million €	121	139	118	107	83
Net income	million €	77	82	67	62	49
Earnings per share	€	2.26	2.40	1.96	1.84	1.47
Dividend per share – ordinary share	€	0.49 <sup>3</sup>	0.52	0.48	0.45	0.42
– preferred share	€	0.55 <sup>3</sup>	0.58	0.54	0.51	0.48
<b>Key financial data</b>						
Equity ratio	%	29	27	27	26	25
Equity to fixed assets ratio	%	122	111	113	114	108
EBIT return on sales (ROS)	%	5.7	7.0	6.8	6.5	5.7
EBIT return on capital employed (ROCE)	%	19	24	24	25	24
Return on equity after income taxes	%	13	16	14	15	13
Return on total capital <sup>4</sup>	%	6	6	5	5	5
Indebtedness ratio	years	< 0.1	0.1	0.1	–	–
Net gearing	%	2	4	4	–	–
Capital turnover	years	1.0	1.0	1.0	1.0	1.0

<sup>3</sup> Proposal.<sup>4</sup> Not including financial services.<sup>5</sup> Shareholders' equity + financial liabilities +/- other liabilities/receivables vis-à-vis affiliated and associated companies – notes receivable – liquid assets and securities.<sup>6</sup> Financial liabilities +/- other liabilities/receivables vis-à-vis affiliated and associated companies – notes receivable – liquid assets and securities.**Explanatory notes to the key financial data**

Equity ratio	Shareholders' equity : total capital x 100
Equity to fixed assets ratio	Shareholders' equity : fixed assets (not including trucks for lease from financial services) x 100
EBIT return on sales (ROS)	EBIT : net sales x 100
EBIT return on capital employed (ROCE)	EBIT : employed interest-bearing capital <sup>5</sup> x 100
Return on equity after income taxes	Net income : average shareholders' equity x 100
Return on total capital <sup>4</sup>	Net income + interest expenses : average total capital x 100
Indebtedness ratio	Net indebtedness <sup>6</sup> : EBITDA
Net gearing	Net indebtedness <sup>6</sup> : shareholders' equity x 100
Capital turnover	Net sales : average total capital