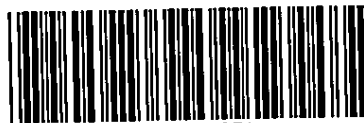


JUNGHEINRICH UK LIMITED

REPORT AND FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2012

Company Number 00757192

FRIDAY



L2CX2LCR

LD4

19/07/2013

#36

COMPANIES HOUSE

JUNGHEINRICH UK LIMITED

CONTENTS

	Pages
Directors and advisers	1
Directors' report	2
Report of the independent auditor's	6
Profit and loss account	8
Statement of total recognised gains and losses	8
Balance sheet	9
Notes to the financial statements	10

JUNGHEINRICH UK LIMITED

DIRECTORS AND ADVISERS

Directors

L Langrish-Smith
H-H Schultz
S Gradenwitz
D Schulz
J Kiel
K Gloystein
J-M Lorenz

Secretary and Registered Office

L Langrish-Smith
Sherbourne House
Sherbourne Drive
Tilbrook
Milton Keynes
MK7 8HX

Bankers

Barclays Bank PLC
Corporate Banking Centre
P O Box 543
51 Mosley Street
Manchester
M60 2BU

HSH NordBank

Marstensdamm 6
24103 Kiel
Germany

Commerzbank

Ness 7 -- 9
20457 Hamburg
Germany

Statutory Auditor

Deloitte LLP

Chartered Accountants and Statutory Auditor
St Albans, UK

Solicitors

Brabners Chaffe Street

Brook House
77 Fountain Street
Manchester
M2 2EE

JUNGHEINRICH UK LIMITED

DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2012

The directors present their report and the audited financial statements for the year ended 31 December 2012

Principal activities

The principal activity of the company continues to be the sale, hire and servicing of mechanical handling equipment

Review of business

During the year, the market in which the company operates continued to show signs of recovery with UK market volume increasing by 4% (source WITS) This stabilising position was anticipated after the significant growth of over 25% in the previous year Sales remained stable year on year, decreasing by less than 1% The business continued to work on improving its sales and service support functions and continuing to strengthen its relationships with major UK customers and their suppliers

These measures enabled the company to report an operating profit of £4,866k (2011: £3,063k) The recorded operating profit represents a return on sales of 3.5% (2011: 2.2%)

The increased operating profit has meant that, despite the increase in interest payable, the company has reported a profit before tax of £3,120k (2011: £1,996k) The increase in interest payable is as a result of the larger fleet of trucks on hire that the company held for most of the year, which is refinanced under interest bearing arrangements

The company's defined benefit pension scheme (Jungheinrich UK Limited Retirement Benefit Scheme) reported a surplus of £4.3m (2011: £11.4m) at 31 December 2012. The company continues to pay additional contributions to reduce the underlying funding deficit.

The company retains a strong net asset position. Control of stock and debtors remain priorities for the business in order to maintain this

Following accreditation in February 2009 as an Investor in People (IiP), the company has continued to make positive changes to the ways in which it manages, supports, develops and rewards its people. The company has been reviewed in January 2012 and has retained its accreditation. With PAS99 (combined British Standards Health and Safety, Quality and Environmental Standard), the company leads its industry sector in terms of customer care and service.

JUNGHEINRICH UK LIMITED

DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2012 (CONTINUED)

Looking forward, the company is realistic about the continuing difficult economic environment and the ongoing recovery of volumes in its market sector, which are still below the levels seen in 2007/08. However, with the strength of its customer base, the quality of its products and services and the confidence of its employees, the company remains confident that it will be able to continue to improve its market position in the coming months.

Going concern

As highlighted above, the economic conditions continue to create uncertainty over both the level of demand for the company's products and the exchange rate between sterling and euro.

Taking into account changes in trading performance, the company's forecast and projections enable the directors to be confident that the company can operate within its bank facilities currently in place. Jungheinrich AG, the ultimate parent company, has allocated group banking facilities for Jungheinrich UK, which the directors believe would provide sufficient support in the absence of any other bank facilities. Accordingly, the directors continue to adopt the going concern basis in preparing the annual report and accounts.

Dividends

The directors do not recommend the payment of a dividend (2011: £nil).

Directors

The directors of the company, including any changes during the year and since the year-end, are listed on page 1.

Appointment of auditor

The auditor, Deloitte LLP, is deemed to be reappointed under section 487(2) of the Companies Act 2006.

Employees

Applications for employment by disabled persons are always fully considered, bearing in mind the respective aptitudes and abilities of the applicant concerned. In the event of members of staff becoming disabled every effort is made to ensure that their employment with the company continues and the appropriate training is arranged. It is the policy of the company that the training, career development and promotion of a disabled person should, as far as possible, be identical to that of a person who does not suffer from a disability.

JUNGHEINRICH UK LIMITED

DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2012 (CONTINUED)

Consultation with employees or their representatives has continued at all levels, with the aim of ensuring that views are taken into account when decisions are made that are likely to affect their interests and that all employees are aware of the financial and economic performance of their business units and of the company as a whole. Communication with all employees continues through the newsletters and distribution of the annual report.

The company also continues to support the Apprentice scheme it started in 2007 and the numbers have grown healthily with a yearly intake of apprentices particularly in the after sales function.

Ethical code of conduct and Anti-Bribery Act

The directors operate an ethical code of conduct and an Anti-Bribery policy that they take very seriously and expect all their employees, suppliers and customers to abide and respect in all matters of business.

Financial risk management

Price Risk

The company is exposed to price risk as a result of its operations. The company sources most supplies from other group companies at agreed prices. The company has no exposure to equity securities price risk as it holds no listed or other equity investments.

Credit Risk

The company has implemented policies that require appropriate credit checks on potential customers before sales are made. The amount of exposure to any individual company is subject to a limit which is assessed by the credit control function with reference to external credit management agencies.

Liquidity risk

When required, the company has access to external loans secured by Jungheinrich AG, which ensures the company has sufficient available funds for operations and planned expansions. The liquidity of the company is discussed further in the going concern consideration in note 1 to the financial statements.

Interest rate cash flow risk

Interest is payable on bank loans and overdrafts at commercial rates.

Creditor payment policy

Our policy is to pay suppliers within their agreed terms. All suppliers are informed of our policy on the establishment of a new supplier account.

JUNGHEINRICH UK LIMITED

DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2012 (CONTINUED)

Statement of Directors' responsibilities

The directors are responsible for preparing the Annual Report and the financial statements in accordance with applicable law and regulations

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to

- select suitable accounting policies and then apply them consistently,
- make judgements and accounting estimates that are reasonable and prudent; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

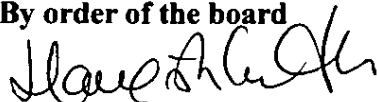
Disclosure of information to auditor

Each of the persons who is a director at the date of approval of this report confirms that:

- so far as the directors are aware, there is no relevant audit information of which the company's auditor is unaware, and
- the director has taken all the steps that he/she ought to have taken as a director in order to make himself/herself aware of any relevant audit information and to establish that the company's auditor is aware of that information.

This confirmation is given and should be interpreted in accordance with the provisions of s418 of the Companies Act 2006.

By order of the board



L Langrish-Smith
Director

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF JUNGHEINRICH UK LIMITED

We have audited the financial statements of Jungheinrich UK Limited for the year ended 31 December 2012 which comprise the Profit and Loss Account, the Statement of Total Recognised Gains and Losses, the Balance Sheet and the related notes 1 to 24. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

Respective responsibilities of directors and auditor

As explained more fully in the Directors' Responsibilities Statement, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

Scope of the audit of the financial statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of whether the accounting policies are appropriate to the company's circumstances and have been consistently applied and adequately disclosed, the reasonableness of significant accounting estimates made by the directors, and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the annual report to identify material inconsistencies with the audited financial statements. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

Opinion on financial statements

In our opinion the financial statements

- give a true and fair view of the state of the company's affairs as at 31 December 2012 and of its profit for the year then ended,
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice, and
- have been prepared in accordance with the requirements of the Companies Act 2006.

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF JUNGHEINRICH UK LIMITED (Continued)

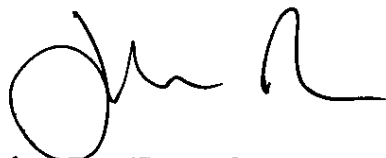
Opinion on other matter prescribed by the Companies Act 2006

In our opinion the information given in the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements.

Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us, or
- the financial statements are not in agreement with the accounting records and returns, or
- certain disclosures of directors' remuneration specified by law are not made, or
- we have not received all the information and explanations we require for our audit



Julian Rae (Senior Statutory Auditor)
for and on behalf of Deloitte LLP
Chartered Accountants and Statutory Auditor
St Albans, UK

11 July 2013

JUNGHEINRICH UK LIMITED
PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED
31 DECEMBER 2012

	Notes	2012 £'000	2011 £'000
Continuing operations			
Turnover	2	136,953	142,027
Changes in stocks of spare parts and goods for resale		(82,513)	(89,279)
		<u>54,440</u>	<u>52,748</u>
Staff costs	4	(30,374)	(29,430)
Depreciation and amounts written off tangible fixed assets	9	(5,875)	(4,846)
Other operating expenses		(13,325)	(15,409)
Operating profit		<u>4,866</u>	<u>3,063</u>
Interest receivable and similar income	5	15	7
Interest payable and similar charges	6	(1,761)	(1,074)
Profit on ordinary activities before taxation	7	<u>3,120</u>	<u>1,996</u>
Tax on profit on ordinary activities	8	(1,894)	-
Profit for the financial year	19, 20	<u><u>1,226</u></u>	<u><u>1,996</u></u>

There is no difference between the loss on ordinary activities before taxation and the loss for the year stated above, and their historical cost equivalents.

STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES FOR
THE YEAR ENDED 31 DECEMBER 2012

	Note	2012 £'000	2011 £'000
Profit for the financial year		1,226	1,996
Actuarial (loss) / gain on defined benefit pension scheme	17	(8,225)	7,210
Deferred tax attributable to actuarial gain		1,894	-
Total recognised gains and losses relating to the year		<u><u>(5,105)</u></u>	<u><u>9,206</u></u>

JUNGHEINRICH UK LIMITED
BALANCE SHEET AS AT 31 DECEMBER 2012

	Notes	2012 £'000	2011 £'000
Fixed assets			
Tangible fixed assets	9	22,626	30,095
Current assets			
Stocks	10	22,896	21,507
Debtors amounts falling due within one year	11	26,425	35,698
Debtors amount falling due after more than one year	11	1,433	1,433
Cash at bank and in hand		4,333	85
		<u>55,087</u>	<u>58,723</u>
Creditors: amounts falling due within one year	12	<u>(39,161)</u>	<u>(52,774)</u>
Net current assets		<u>15,927</u>	<u>5,949</u>
Total assets less current liabilities		<u>38,553</u>	<u>36,044</u>
Creditors: amounts falling due after more than one year	13	<u>(21,236)</u>	<u>(22,715)</u>
Provisions for liabilities and charges	15	<u>(3,375)</u>	<u>(1,331)</u>
Net assets excluding pension asset		<u>13,941</u>	<u>11,998</u>
Net pension asset	17	<u>4,352</u>	<u>11,400</u>
Net assets including pension asset		<u>18,293</u>	<u>23,398</u>
Capital and reserves			
Called up share capital	18	63,972	63,972
Capital contribution		5,240	5,240
Profit and loss account	19	(50,919)	(45,814)
Shareholders' funds	20	<u>18,293</u>	<u>23,398</u>

The financial statements of the company (registration number 00757192) on pages 8 to 27 were approved by the board of directors and were signed on its behalf by:



L Langrish-Smith
Director

2 July 2013

JUNGHEINRICH UK LIMITED
NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR
ENDED 31 DECEMBER 2012

1 PRINCIPAL ACCOUNTING POLICIES

The financial statements have been prepared on the going concern basis and in accordance with applicable accounting standards in the United Kingdom. A summary of the more important accounting policies, which have been applied consistently in the current and prior year, is set out below.

Basis of accounting

The financial statements are prepared in accordance with the historical cost convention.

Going concern

As highlighted in the Directors' Report on pages 2 to 5 of the financial statements, the current economic conditions create uncertainty over both the level of demand for the company's products and the exchange rate between sterling and euro.

As a further measure of risk management, the company proactively screens both new and existing customers and takes positive steps to mitigate exposure, especially to contract hire, through a variety of different measures.

Taking into account changes in trading performance, the company's forecast and projections enable the directors to be confident that the company can operate within its bank facilities currently in place. Jungheinrich AG, the ultimate parent company, has allocated group banking facilities for Jungheinrich UK, which the directors believe would provide sufficient support in the absence of any other bank facilities.

Accordingly, the directors continue to adopt the going concern basis in preparing the annual report and accounts.

Tangible fixed assets

The cost of tangible fixed assets is their purchase cost, together with any incidental costs of acquisition. The land is not depreciated.

Depreciation is calculated so as to write off the cost of tangible fixed assets (non trucks) on a straight line basis over the expected useful economic lives of the assets concerned. Trucks on hire are subject to the reducing balance method.

JUNGHEINRICH UK LIMITED
NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR
ENDED 31 DECEMBER 2012 (CONTINUED)

1 PRINCIPAL ACCOUNTING POLICIES (continued)

Tangible fixed assets (continued)

The principal lives used for this purpose are

Freehold Buildings	25 years
Leasehold buildings	Over the remaining life of the lease
Motor vehicles	4 - 7 years
Fixtures, fittings, tools and equipment	3 - 10 years
Plant and machinery	5 - 8 years
Trucks on hire to customers (Product Group 1)	9 years
Trucks on hire to customer (Product Group 2)	6 years
Trucks on hire to customer purchased prior to 2007	6.5 years

Leased assets

Finance leases

Certain trucks for hire are held under finance leases and hire purchase agreements. A sum equivalent to the cost of these assets is capitalised and is depreciated over the shorter of the lease term or the estimated economic lives of the assets. A corresponding amount is recorded as a creditor and is reduced by the capital element of the annual lease payments. Finance charges are allocated to accounting periods over the period of the lease to produce a constant rate of interest on the outstanding balance.

Back to back finance leases

The company also operates certain lease transactions whereby it acts as both lessee and lessor in respect of trucks. The capital elements of the obligations under these arrangements payable to lessors are included within creditors, with corresponding amounts receivable from lessees included in debtors. Finance charges payable and receivable are allocated to accounting periods over the period of the leases to produce a constant rate of interest on the outstanding balances.

Operating leases

Certain land and buildings and plant and machinery are held under operating leases, for which rentals are charged on a straight line basis over the lease term. The company also enters into operating lease transactions whereby it acts as lessors in respect of trucks. Rentals are charged on a straight line basis over the lease term.

Residual interests on leased trucks

A significant portion of the company's UK sales are through leasing companies whereby the company sells a truck outright to the leasing company which in turn enters into a lease agreement with the customer. Some leases contain a commitment from the company to repurchase the truck from the customer at the end of the lease at a price specified in the lease agreement.

JUNGHEINRICH UK LIMITED
NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR
ENDED 31 DECEMBER 2012 (CONTINUED)

1 PRINCIPAL ACCOUNTING POLICIES (continued)

Leased assets (continued)

Consequently, the company has a liability to repurchase a truck at the end of the lease term which is matched by an equivalent asset, being the repurchased truck, subject to the extent that the repurchase price of the truck does not exceed its realisable value at the time of repurchase.

Accordingly, the repurchase commitment is recorded as an asset on the balance sheet along with an equivalent liability recorded within creditors payable either within or after one year, according to the timing of the commitments. The asset is classified based on the intentions of management. If the intention is to use the repurchased trucks within the business for the purposes of short-term leasing, then such assets are recorded within fixed assets. If the intention is to sell the assets upon repurchase, then such assets are recorded within stocks. The assets are not depreciated until repurchase.

Stocks and long term contracts

Trucks for resale are stated at the lower of first in first out cost (including duty and inward carriage charges) or net realisable value.

Long-term contract balances included in stocks comprise costs incurred on long-term contracts, net of amounts transferred to cost of sales, after deducting foreseeable losses and related payments on account.

Costs include all direct material incurred in bringing a contract to its stage of completion at the year end. Provision for estimated losses on contracts is made in the period in which such losses are foreseen.

Turnover

Turnover represents the value of goods made available to customers under finance leases and invoiced sales of goods (including service and rental income) after deducting returns, allowances and sales taxes.

Turnover on sale of goods is recognised upon dispatch.

The company operates certain installation contracts that may operate for an extended period of time, the completion of which could span the balance sheet date. Accounting for such projects is recognised using the long-term contracting method of accounting on a project-by-project basis.

JUNGHEINRICH UK LIMITED
NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR
ENDED 31 DECEMBER 2012 (CONTINUED)

1 PRINCIPAL ACCOUNTING POLICIES (continued)

Turnover (Continued)

Turnover and profit is recognised using a percentage of completion method appropriate to the stage of completion on the contracts based on sales value of work performed in the year by reference to the total sales value. Foreseeable losses are recognised immediately and in full in the profit and loss account.

Turnover on fixed term service contracts is recognised on a straight-line basis over the term of the contract. Turnover on short-term services rendered is recognised upon job completion. Turnover relating to goods made available to customers under finance leases is recognised upon commencement of contract.

Taxation

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date where transactions or events that result in an obligation to pay more tax in the future or a right to pay less tax in the future have occurred at the balance sheet date.

Timing differences are temporary differences between profits as computed for taxation purposes and profits as stated in the financial statements which arise because certain items of income and expenditure in the financial statements are dealt with in different periods for taxation purposes.

A net deferred tax asset is regarded as recoverable and therefore recognised only when, on the basis of all available evidence, it can be regarded as more likely than not that there will be suitable taxable profits from which the future reversal of the underlying timing differences can be deducted. UK corporation tax is provided at amounts expected to be paid using the tax rates and laws that have been enacted or substantively enacted by the balance sheet date.

Cash flow

The Company has taken advantage of the exemption not to prepare a cash flow statement under FRS1 as a consolidated cash flow statement is produced in the ultimate parent company's accounts which are publically available.

Foreign currency transactions

Assets and liabilities denominated in foreign currencies are translated into sterling at the rate of exchange ruling at the balance sheet date. Foreign currency transactions completed during the year are translated at the rate of exchange when the transactions occurred. All realised profits and losses on exchange are dealt with through the profit and loss account.

JUNGHEINRICH UK LIMITED
NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR
ENDED 31 DECEMBER 2012 (CONTINUED)

1 PRINCIPAL ACCOUNTING POLICIES (continued)

Pensions

The company operates a funded defined benefit pension scheme, the Jungheinrich UK Limited Retirement Scheme (the "scheme"). The amounts charged to operating profit are the current service costs and gains and losses on settlements and curtailments. They are included as part of staff costs. Past service costs are recognised immediately in the profit and loss account if the benefits have vested. If the benefits have not vested immediately, the costs are recognised over the period until vesting occurs. The interest cost and the expected return on assets are shown as a net amount of interest payable and similar charges. Actuarial gains and losses are recognised immediately in the statement of total recognised gains and losses.

The scheme is funded, with the assets held separately from those of the company, in separate trustee administered funds. Pension scheme assets are measured at fair value and liabilities are measured on an actuarial basis using the projected unit method and discounted at a rate equivalent to the current rate of return on a high quality corporate bond of equivalent currency and term to the scheme liabilities. The actuarial valuations are obtained at least triennially and are updated at each balance sheet date. The resulting defined benefit asset or liability, net of the related deferred tax, is presented separately after other net assets on the face of the balance sheet. The pension costs have been calculated under FRS 17, Retirement Benefits, and assumptions used in the calculations are disclosed in note 17.

Warranty costs

Provision is made for anticipated warranty costs in the year of sale to which they relate.

2 TURNOVER

Contributions to turnover by geographical area (by destination) were as follows

	2012 £'000	2011 £'000
United Kingdom	132,068	137,557
Other European countries	4,544	2,166
Rest of the World	341	2,305
	<u>136,953</u>	<u>142,027</u>

JUNGHEINRICH UK LIMITED
NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR
ENDED 31 DECEMBER 2012 (CONTINUED)

3 TURNOVER (continued)

Included in the turnover which arises from Europe is £3,116k (2011: £1,793k) of sales made to other group undertakings Included in the turnover which arises from Rest of the World is £296k (2011: £99k) of sales made to other group undertakings All turnover originates from the United Kingdom

3 DIRECTORS' EMOLUMENTS

	2012 £'000	2011 £'000
Emoluments	376	343
Company contributions to pension scheme	23	21

No directors have accrued retirement benefits under a defined benefit scheme (2011 £nil)

The emoluments of the highest paid director totalled £221k, which includes £17k pension contributions (2011: £216k, including £17k pension contributions)

4 EMPLOYEE INFORMATION

The average monthly number of persons (including executive directors) employed by the company during the year was

	2012 Number	2011 Number
By activity		
Service	512	507
Administration and sales	222	210
	<u>734</u>	<u>717</u>
	£'000	£'000
Staff costs (for the above persons)		
Wages and salaries	25,891	25,162
Social security costs	2,457	2,400
Other pension costs	2,026	1,868
	<u>30,374</u>	<u>29,430</u>

5 INTEREST RECEIVABLE AND SIMILAR INCOME

	2012 £'000	2011 £'000
Finance leases and hire purchase contracts	<u>15</u>	<u>7</u>

JUNGHEINRICH UK LIMITED
NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR
ENDED 31 DECEMBER 2012 (CONTINUED)

6 INTEREST PAYABLE AND SIMILAR CHARGES

	2012 £'000	2011 £'000
On bank loans, overdrafts and other loans	402	74
On finance leases	504	254
Net return on pension scheme (note 17)	855	746
	<u>1,761</u>	<u>1,074</u>

7 PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION

Profit on ordinary activities before taxation is stated after charging/(crediting)

	2012 £'000	2011 £'000
Depreciation and amounts written off tangible fixed assets		
Owned	584	565
Held under finance leases	5,291	4,281
Auditor's remuneration for		
Audit of the company's annual accounts	60	60
Foreign currency losses/(gains)	3,458	(1,671)
Hire of plant and machinery – operating leases	2,293	2,229
Hire of other assets – operating leases	541	541
Rentals receivable in respect of finance leases	-	(29)
Rentals receivable in respect of operating leases	(11,706)	(8,915)
	<u>(11,706)</u>	<u>(8,915)</u>

8 TAX ON PROFIT ON ORDINARY ACTIVITIES

	2012 £'000	2011 £'000
Current tax - UK corporation tax	-	-
Deferred tax - origination and reversal of timing differences	1,894	-
	<u>1,894</u>	<u>-</u>
Total tax on profit on ordinary activities		
	<u>1,894</u>	<u>-</u>
Current tax reconciliation :		
Profit on ordinary activities before tax	3,120	1,996
	<u>3,120</u>	<u>1,996</u>
Current tax at 24.5% (2011: 26.5%)	764	529
<i>Effects of</i>		
Expenses not deductible for tax purposes	94	153
Depreciation for period in excess of capital allowances	(1,121)	181
Other timing differences	(573)	(2,079)
Pension timing difference	(271)	-
Group relief	1,214	1,361
Transfer pricing adjustment	-	(30)
Impact of rate difference between deferred and current tax	(107)	(115)
	<u>-</u>	<u>-</u>
Current tax charge		
	<u>-</u>	<u>-</u>

JUNGHEINRICH UK LIMITED
NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR
ENDED 31 DECEMBER 2012 (CONTINUED)

9 TANGIBLE FIXED ASSETS

	Freehold land and buildings	Leasehold land and buildings	Motor vehicles	Fixtures, fittings, tools and equipment	Trucks on hire	Plant and Machinery	Total
	£'000	£'000	£'000	£'000	£'000	£'000	£'000
Cost							
At 1 January 2012	5,824	295	1,052	2,155	31,119	996	41,441
Additions	-	-	90	28	18,500	18	18,636
Disposals	-	-	-	-	(27,721)	-	(27,721)
At 31 December 2012	5,824	295	1,142	2,183	21,898	1,014	32,356
Depreciation							
At 1 January 2012	1,546	249	789	1,801	6,180	781	11,346
Charge	205	16	135	125	5,291	103	5,875
Disposals	-	-	-	-	(7,491)	-	(7,491)
At 31 December 2012	1,751	265	924	1,926	3,980	884	9,730
Net book value							
At 31 December 2012	4,073	30	218	257	17,918	130	22,626
Net book value At 31 December 2011	4,278	46	263	354	24,939	215	30,095

Trucks on hire above are assets the company holds under finance leases and hire purchase agreements, and leases to others under operating leases. The net book value of the assets held under finance lease amounts to £11,379k (2011: £15,401k).

10 STOCKS

	2012 £'000	2011 £'000
Finished goods (including parts stock)	8,098	7,733
Residual interest in trucks	14,798	13,774
	22,896	21,507

There is no material difference between book value of stocks and replacement cost

JUNGHEINRICH UK LIMITED
NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR
ENDED 31 DECEMBER 2012 (CONTINUED)

11 DEBTORS

	2012	2011
	£'000	£'000
Amounts falling due within one year		
Trade debtors	17,714	21,398
Amounts owed by other group undertakings	6,604	12,371
Other debtors	56	51
Prepayments and accrued income	1,334	1,161
Deferred tax asset	717	717
	26,425	35,698
Amounts falling due after more than one year		
Deferred tax asset	1,433	1,433
	27,858	37,131

12 CREDITORS: amounts falling due within one year

	2012	2011
	£'000	£'000
Bank loans and overdrafts (note 14)	-	183
Obligations under finance leases (note 14)	3,649	4,756
Liabilities in respect of sale and repurchase transactions (note 14)	2,324	2,145
Trade creditors	6,490	8,654
Other creditors		
Value added tax	1,607	1,781
Other creditors	358	607
Amounts owed to other group undertakings	8,879	15,611
Other taxation including social security	667	696
Accruals and deferred income	15,187	18,341
	39,161	52,774

JUNGHEINRICH UK LIMITED
NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR
ENDED 31 DECEMBER 2012 (CONTINUED)

13 CREDITORS: amounts falling due after more than one year

	2012	2011
	£'000	£'000
Obligations payable within five years under finance leases (note 14)	7,900	10,281
Liabilities in respect of sale and repurchase transactions (note 14)	13,336	12,434
	<u>21,236</u>	<u>22,715</u>

Liabilities in respect of sale and repurchase transactions represent the value of commitments to buy back trucks sold to leasing companies

14 LOANS AND OTHER BORROWING

	2012	2011
	£'000	£'000
Bank loans and overdrafts (Unsecured)	-	183
Obligations under finance leases	11,549	15,037
Liabilities in respect of sale and repurchase transactions	15,660	14,579
	<u>27,209</u>	<u>29,799</u>

Finance leases	2012	2011
Future minimum payments under finance leases are as follows	£'000	£'000
Within one year	3,649	4,756
Between two and five years	6,426	8,741
After five years	1,474	1,540
	<u>11,549</u>	<u>15,037</u>

Liabilities in respect of sale and repurchase transaction	£'000	£'000
Within one year	2,324	2,145
Between two and five years	12,921	11,428
After five years	415	1,006
	<u>15,660</u>	<u>14,579</u>

JUNGHEINRICH UK LIMITED
NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR
ENDED 31 DECEMBER 2012 (CONTINUED)

14 LOANS AND OTHER BORROWING (continued)

Liabilities in respect of sale and leaseback transactions are secured against the underlying assets subject to the arrangements

Under forfaiting, the funding received from the third party financing partner is secured against the right to the receivables due under the respective contract hire agreement.

15 PROVISIONS FOR LIABILITIES AND CHARGES

	Product Warranty £'000	Other £'000	Total £'000
At 1 January 2012	1,331	-	1,331
Reclassification from accruals	-	2,323	2,323
Utilisation of provision	(1,331)	(436)	(1,767)
Release of provision	-	(140)	(140)
Charge for the year	1,348	280	1,628
At 31 December 2012	1,348	2,027	3,375

During the year management reviewed the accruals balance and concluded that £2.3m of prior year accruals would be more suitably disclosed as provisions. No adjustment to prior year balances has been made in accordance with FRS 3.

The warranty provision has been calculated to cover the anticipated future labour and parts costs expected to be incurred in 2013 for warranty claims on trucks sold in 2012.

16 DEFERRED TAXATION

A deferred tax asset of £2,150k (2011: £2,150k) has been recognised as disclosed in note 11, which relates to the future utilisation of trading losses brought forward. There are additional amounts arising from timing differences relating to fixed assets and trading losses brought forward available for offset against future profits, but these have not been recognised due to the uncertainties over the future utilisation of these items. The deferred tax asset that has not been recognised amounts to £6,652k (2011: £8,136k).

JUNGHEINRICH UK LIMITED
NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR
ENDED 31 DECEMBER 2012 (CONTINUED)

17 PENSION AND SIMILAR OBLIGATIONS

Contributions to the defined benefit funded pension scheme are determined by a qualified Actuary on the basis of triennial valuations. The most recent valuation of the Jungheinrich UK Limited Retirement Benefits Scheme was at 6 April 2010. The assumptions which have the most significant effects on the results of the valuation are those relating to the rate of return on investments, expectations of future inflation and the general improvements in life expectancy.

It was assumed that investment returns would be 0.7% per annum in excess of long-dated gilt yields (5.15% at 6 April 2010) and inflation is assumed to be 3.7% per annum. The investment return assumption reflects the new long-term investment strategy adopted by the Trustees of the Scheme in early 2011 (which involves investing 70% of the Scheme's assets in gilts, 20% in equities and 10% in corporate bonds).

The market value of the scheme from the triennial valuation at 6 April 2010 was £98.8m and showed that the assets represented approximately 79% of the benefits accrued by members (also known as the Scheme's Technical Provisions) as at the valuation date, calculated on the basis of the projected accrued benefit method.

As a result of an ongoing review of the funding level of the scheme and the recent valuation, the company made a cash contribution to the scheme of £10m in December 2010.

FRS 17 disclosures

The most recent actuarial valuation of the Scheme at 6 April 2010 was updated to 31 December 2012 by a qualified actuary, using a set of assumptions consistent with those required under FRS 17.

The major assumptions used by the actuary were

	2012	2011	2010
Rate of increase in pensionable salaries	3.00%	3.10%	3.55%
Rate of increase in pensions in payment	2.90%	3.07%	3.30%
Discount rate	4.60%	4.95%	5.55%
Inflation assumption	3.00%	3.10%	3.55%

JUNGHEINRICH UK LIMITED
NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR
ENDED 31 DECEMBER 2012 (CONTINUED)

17 PENSION AND SIMILAR OBLIGATIONS (continued)

The expected long-term rate of return and fair value of the scheme's assets, which are not intended to be realised in the short-term and may be subject to significant change before they are realised, and the present value of the scheme's liabilities, which are derived from cash flow projections over long periods and thus are inherently uncertain, are set out in the table below

	2012		2011		2010	
	Expected long-term rate of return at 31 December	Market value at 31 December	Expected long-term rate of return at 31 December	Market value at 31 December	Expected long-term rate of return at 31 December	Market value at 31 December
	%	£'000	%	£'000	%	£'000
Present value of scheme assets	3.75	126,150	4.6	124,260	4.1	104,084
Present value of scheme liabilities		(121,798)		(112,860)		(100,958)
Surplus / (deficit) in scheme		4,352		11,400		3,126

The related deferred tax liability of £1.00m (2011 £2.85m) on the pension scheme surplus has been recognised in arriving at the net deferred tax asset of £2.15m disclosed in note 16

Mortality assumptions

Investigations have been carried out within the past three years into the mortality experience of the Group's defined benefit schemes. These investigations concluded that the current mortality assumptions include sufficient allowance for future improvements in mortality rates. The assumed life expectations on retirement at age 65 are

	2012 years	2011 years
Retiring today		
Males	23.0	22.8
Females	25.6	25.5
Retiring in 20 years		
Males	25.0	24.9
Females	27.6	27.5

JUNGHEINRICH UK LIMITED
NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR
ENDED 31 DECEMBER 2012 (CONTINUED)

17 PENSION AND SIMILAR OBLIGATIONS (continued)

Analysis of the amount charged to operating profit

	2012 £'000	2011 £'000
Net company service cost	1,340	1,207
Total operating charge	<u>1,340</u>	<u>1,207</u>

Analysis of the amount credited to other finance income

	2012 £'000	2011 £'000
Expected return on scheme assets	4,673	4,797
Interest on scheme liabilities	(5,528)	(5,543)
Net return	<u>(855)</u>	<u>(746)</u>

Amounts included within the statement of total recognised gains and losses

	2012 £'000	2011 £'000
Actual less expected return on assets	(3,377)	14,642
Change in assumptions	(4,848)	(7,432)
Actuarial (loss) / gain recognised in STRGL	<u>(8,225)</u>	<u>7,210</u>

Movement in surplus during the year

	2012 £'000	2011 £'000
Surplus at beginning of the year	11,400	3,126
Movement in year :		
Current service cost	(1,340)	(1,207)
Contributions	3,372	3,017
Other finance income	(855)	(746)
Actuarial (loss)/gain	(8,225)	7,210
Surplus at end of the year	<u>4,352</u>	<u>11,400</u>

JUNGHEINRICH UK LIMITED
NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR
ENDED 31 DECEMBER 2012 (CONTINUED)

17 PENSION AND SIMILAR OBLIGATIONS (continued)

Statement of experience gains and losses

	2012	2011	2010	2009	2008
	£'000	£'000	£'000	£'000	£'000
Actual less expected return on assets	-3,377	14,642	3,021	-3,943	-1,027
Percentage of assets	-3%	12%	3%	-5%	-1%
Experience gains and losses on liabilities	713	-	2,322	-19	-157
Percentage of liabilities	0%	0%	2%	0%	0%
Total amount recognised in STRGL	-8,225	7,210	524	-10,688	13,309
Percentage of liabilities	-7%	6%	1%	-11%	16%

18 SHARE CAPITAL

	2012	2011
	£'000	£'000
Authorised, allotted, called up and fully paid		
55,372,000 ordinary shares of £1 each	55,372	55,372
8,600,000 redeemable preference shares of £1 each	8,600	8,600
	<hr/>	<hr/>
	63,972	63,972

The redeemable preference shares rank pari passu in all respects with the ordinary shares

At the option of the company, the company has the power to redeem the shares at any time upon giving the shareholders not less than three months' notice in writing. Such redemption would be at par together with any dividend which may have accrued on it up to and including the redemption date.

JUNGHEINRICH UK LIMITED
NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR
ENDED 31 DECEMBER 2012 (CONTINUED)

19 RESERVES

	Profit and Loss Account 2012 £'000
At 1 January 2012	(45,814)
Profit for the year	3,120
Actuarial loss on pension scheme	(8,225)
At 31 December 2012	(50,919)
Net pension asset	(4,352)
Profit and Loss account excluding pension asset	(55,271)

20 RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

	2012 £'000	2011 £'000
Profit for the financial year	1,226	1,996
Other recognised gains and losses relating to the year (net)	(6,331)	7,210
Net movement in shareholders' funds	(5,105)	9,206
Opening shareholders' funds	23,398	14,192
Closing shareholders' funds	18,293	23,398

JUNGHEINRICH UK LIMITED
NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR
ENDED 31 DECEMBER 2012 (CONTINUED)

21 FINANCIAL COMMITMENTS

The company leases certain land and buildings on short and long-term operating leases, and has the following annual non-cancellable commitment.

	2012		2011	
	Land and Buildings	Other	Land and Buildings	Other
	£'000	£'000	£'000	£'000
Expiring within one year	128	278	55	285
Expiring between two and five years inclusive	70	1,237	254	1,598
Expiring in over five years	349	-	391	-
	<u>547</u>	<u>1,515</u>	<u>700</u>	<u>1,883</u>

22 COMMITMENTS AND GUARANTEES

The company continues to provide a guarantee against the liabilities of Jungheinrich Lift Truck Finance Limited, a fellow subsidiary undertaking of Jungheinrich UK Holdings Limited

23 DERIVATIVES NOT INCLUDED AT FAIR VALUE

The Group has derivatives which are not included at fair value in the accounts. The Group uses the derivatives to hedge its exposures to changes in foreign currency exchange rates. The fair values of £506k (2011 £283k) are based on market values of equivalent instruments at the balance sheet date

JUNGHEINRICH UK LIMITED
NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR
ENDED 31 DECEMBER 2012 (CONTINUED)

24 ULTIMATE PARENT COMPANY AND ULTIMATE CONTROLLING PARTY

The largest and smallest group of which Jungheinrich UK Limited is a member for which group financial statements are drawn up is that headed by Jungheinrich AG, which is controlled by the Jungheinrich family and is a company incorporated in Germany. The consolidated financial statements of this group are available to the public and may be obtained from Am Stadtrand, 22407 Hamburg, Germany.

The company's immediate parent company is Jungheinrich UK Holdings Limited, a company registered in England and Wales

In preparing these financial statements, the company has taken advantage of the provisions of Financial Reporting Standard Number 8 and has not disclosed transactions with the ultimate parent company, Jungheinrich AG or other group undertakings. However, most purchases of stocks and fixed asset trucks are made from group companies