

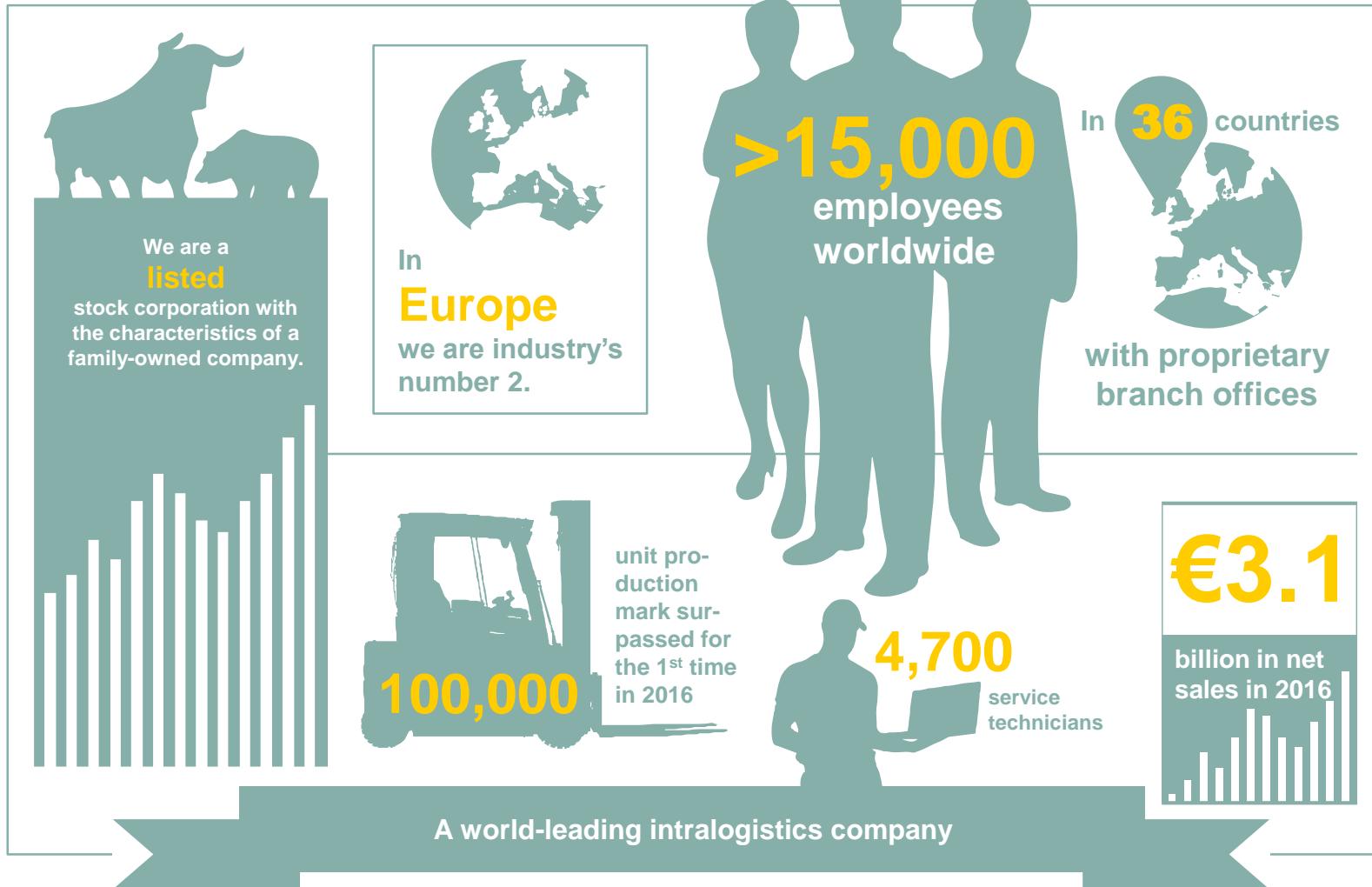


Jungheinrich

Growing with Passion

Hamburg, March 2017

At a Glance



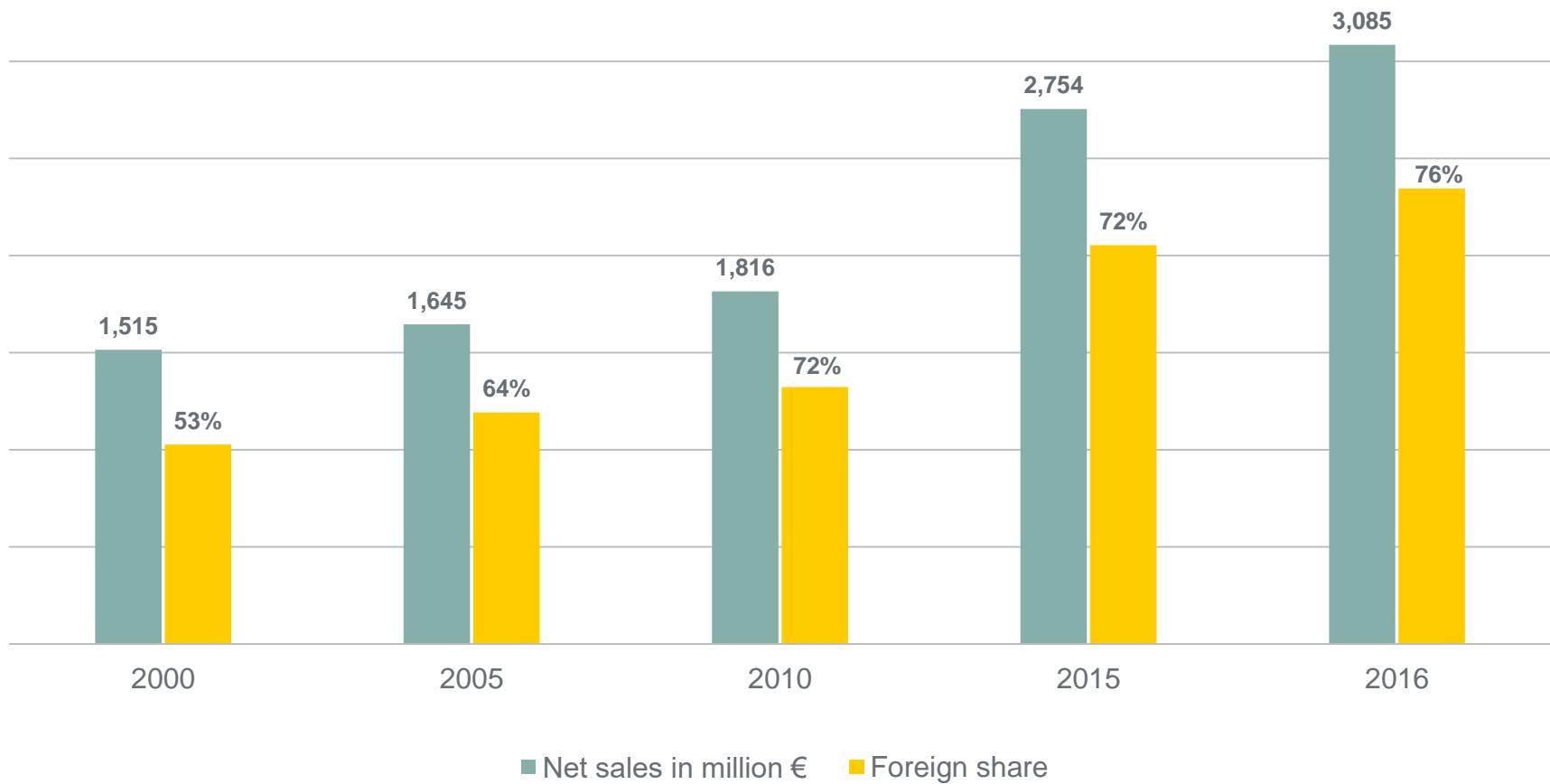
Key Figures

	2016	2015	Change in %
Incoming orders (units)	109,200	97,100	+12.5
Incoming orders (million €)	3,220	2,817	+14.3
Net sales (million €)	3,085	2,754	+12.0
Earnings before interest and taxes (EBIT) (million €)	235	213	+10.3
EBIT return on sales (EBIT ROS) %	7.6	7.7	—
- Net income (million €)	154	138	+11.6
- Earnings per preferred share (€)	1.52	1.36*	+11.8
Capital expenditures** (million €)	59	87	-32.2
Balance sheet total (million €)	3,643	3,349	+8.8
Shareholders' equity (million €)	1,114	1,026	+8.6
Employees	15,010	13,962	+7.5

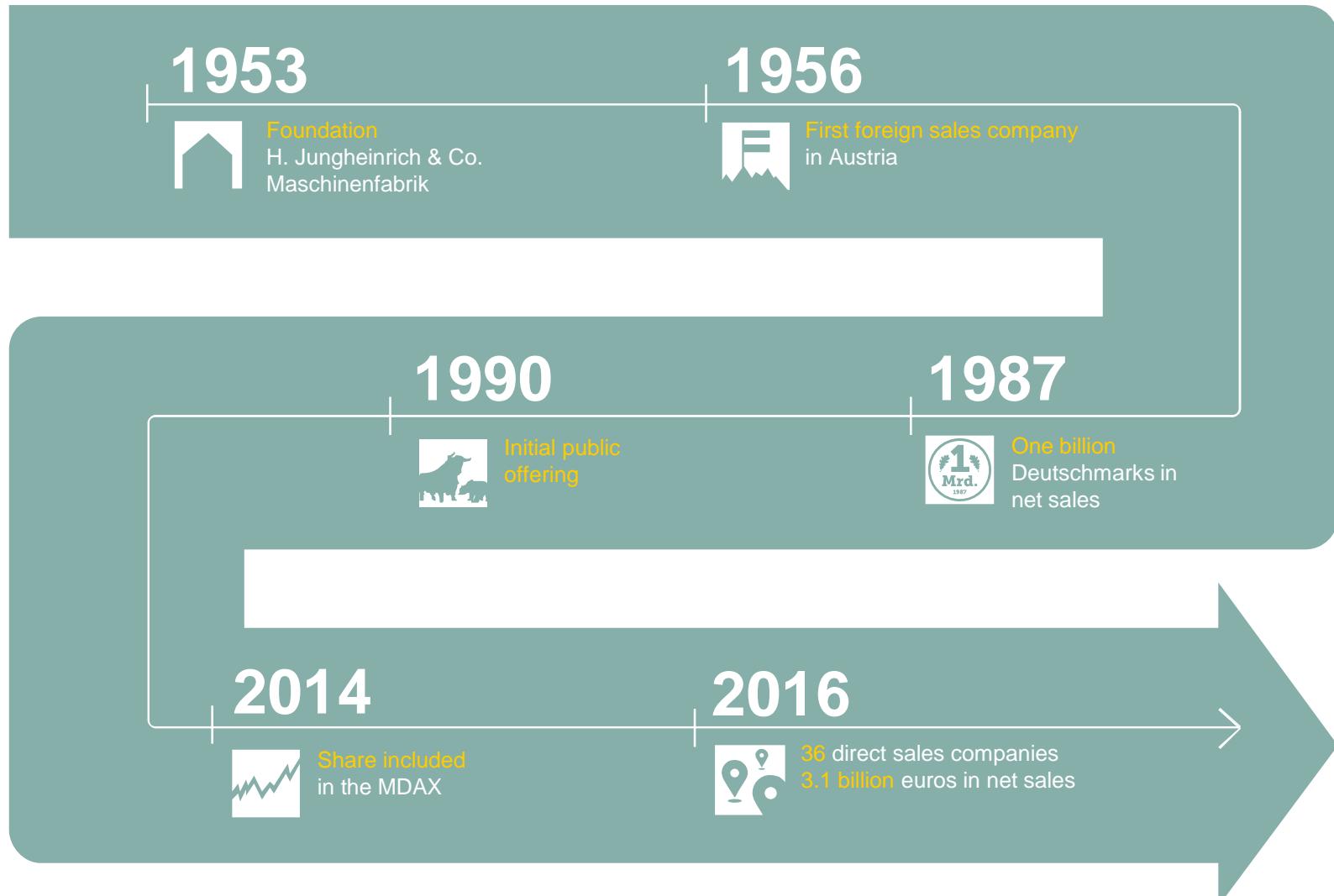
* Prior-year figure retroactively adjusted due to the 1:3 stock split implemented on June 22, 2016.

** Tangible and intangible assets excluding capitalized development expenditures.

Net Sales



History



Board of Management

**Dr. Volker Hues**

Member of the Board
of Management
Finance

Hans-Georg Frey

Chairman of the Board
of Management

Dr. Lars Brzoska

Member of the Board
of Management
Sales

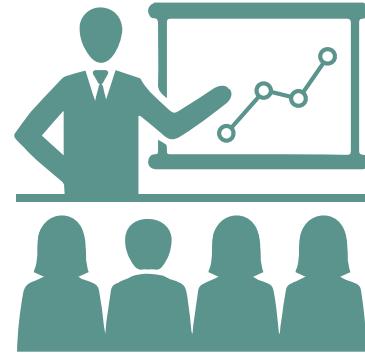
Dr. Oliver Lücke

Member of the Board
of Management
Engineering

**Dr. Klaus-Dieter
Rosenbach**

Member of the Board
of Management
Logistics Systems

Employees

<p>EMPLOYEE TENURE</p>  <p>11 years</p>	<p>>5,000</p>  <p>new Jobs created since 2009</p>	 <p>Numerous workshops and trainings for the professional and personal advancement</p>	 <p>Jungheinrich International Graduate Program (JIG)</p>
 <p>TOP 50 Employer in Germany*</p>	 <p>19.6% of our employees are women (sector average: 16.4%)</p>	 <p>Working Worldwide International programs for employees</p>	<p>>15,000 employees worldwide</p>

*According to Focus & Kununu

Business Model



Industrial Trucks Product Portfolio

Warehouse trucks



Pedestrian trucks



Low level order pickers



Stackers



Reach trucks



Order pickers



High-rack stackers



Tow trucks

Electric trucks



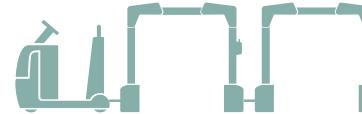
Diesel/LPG trucks



Hand pallet trucks



Tugger trains



Trailers

Further solutions



Special build and small series



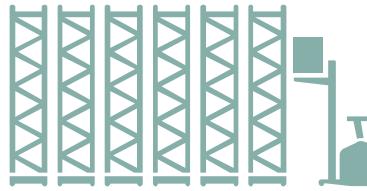
Batteries and chargers



Accessories

Logistics Systems and Digital Solutions Product Portfolio

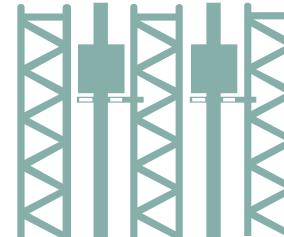
Logistics systems



Racking and warehouse equipment



Stacker cranes



Automated guided vehicles



Warehouse management



Digital solutions



Conveyor technology



Material Handling Equipment Product Portfolio

Warehousing Technology



Pedestrian trucks



Low level order pickers



Stackers



Reach trucks



Order pickers



High-rack stackers



Tow trucks

Electric trucks



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Hand-pallet trucks



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Trailers

Further solutions



Special build and small series



Batteries and chargers



Accessories

Logistics Systems and Digital Solutions Product Portfolio

Logistics Systems



Racking and warehouse equipment



Stacker Cranes



Conveyor Technology



Automated guided vehicles



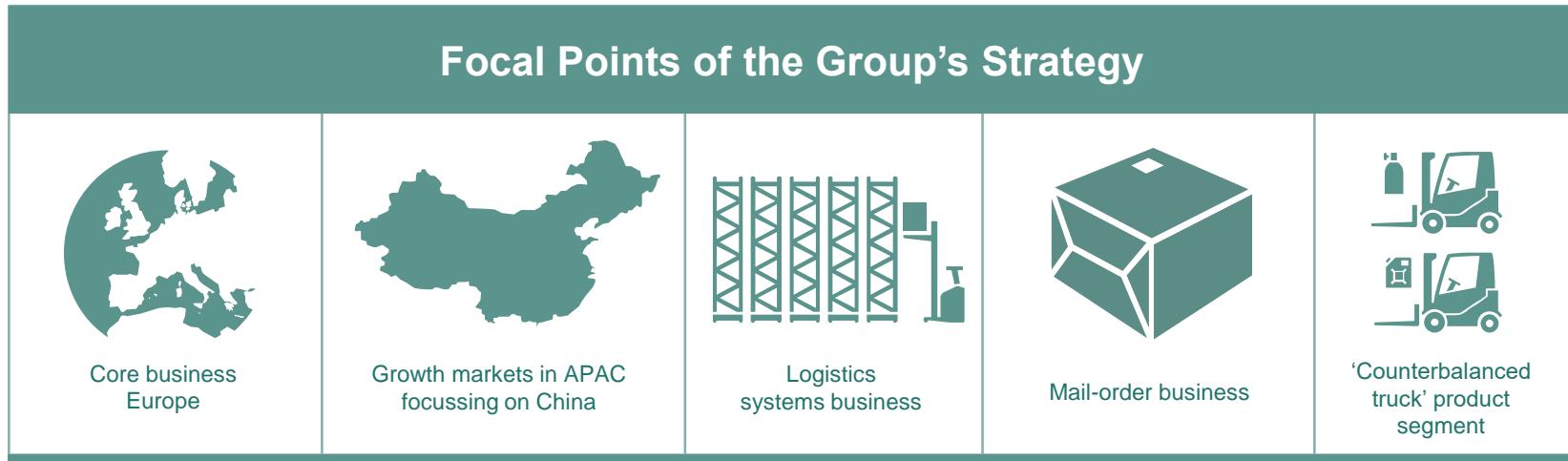
Warehouse Management



Digital Solutions



The Jungheinrich Group's Growth Strategy



ZIEL: 2020

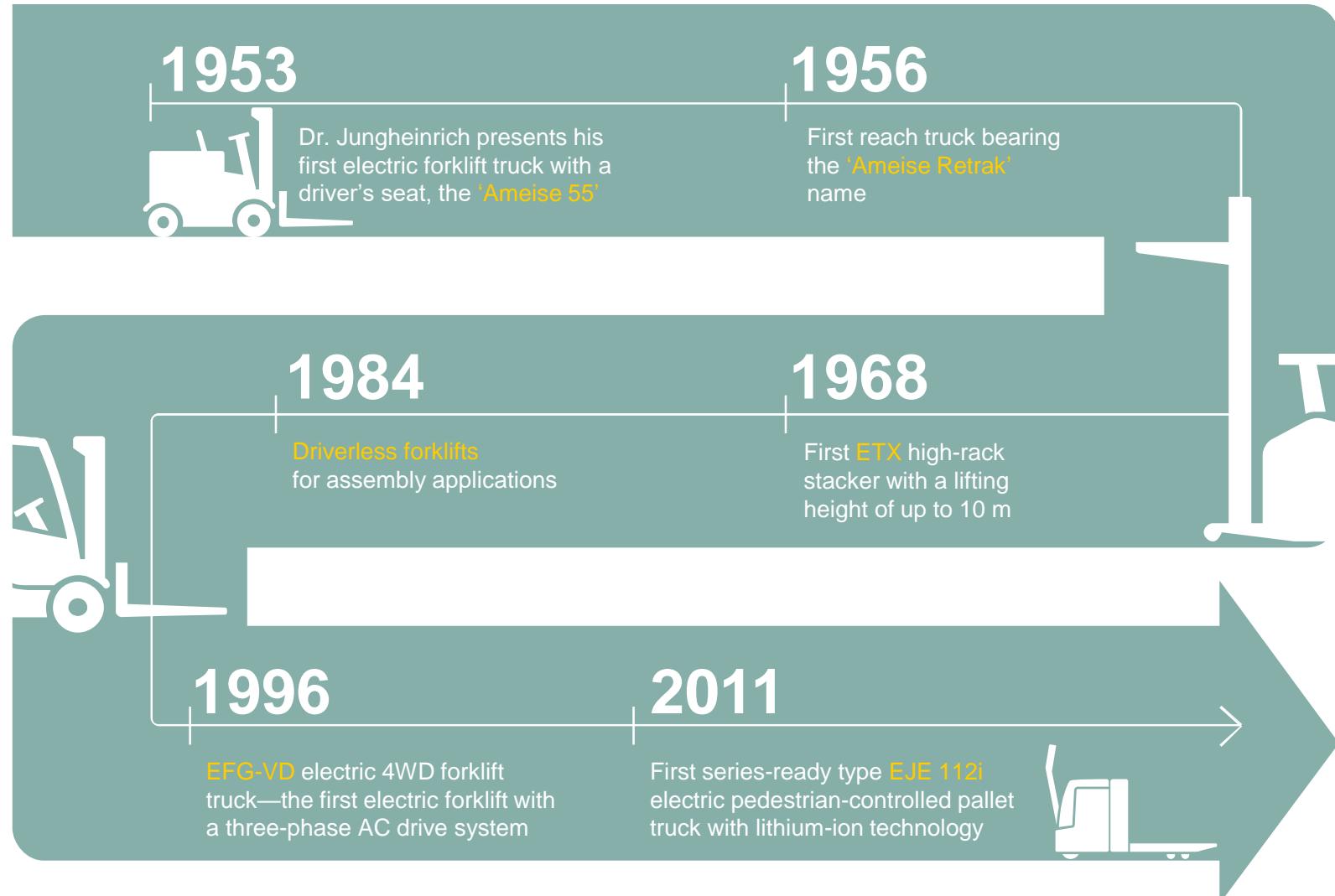
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billion euros in net sales

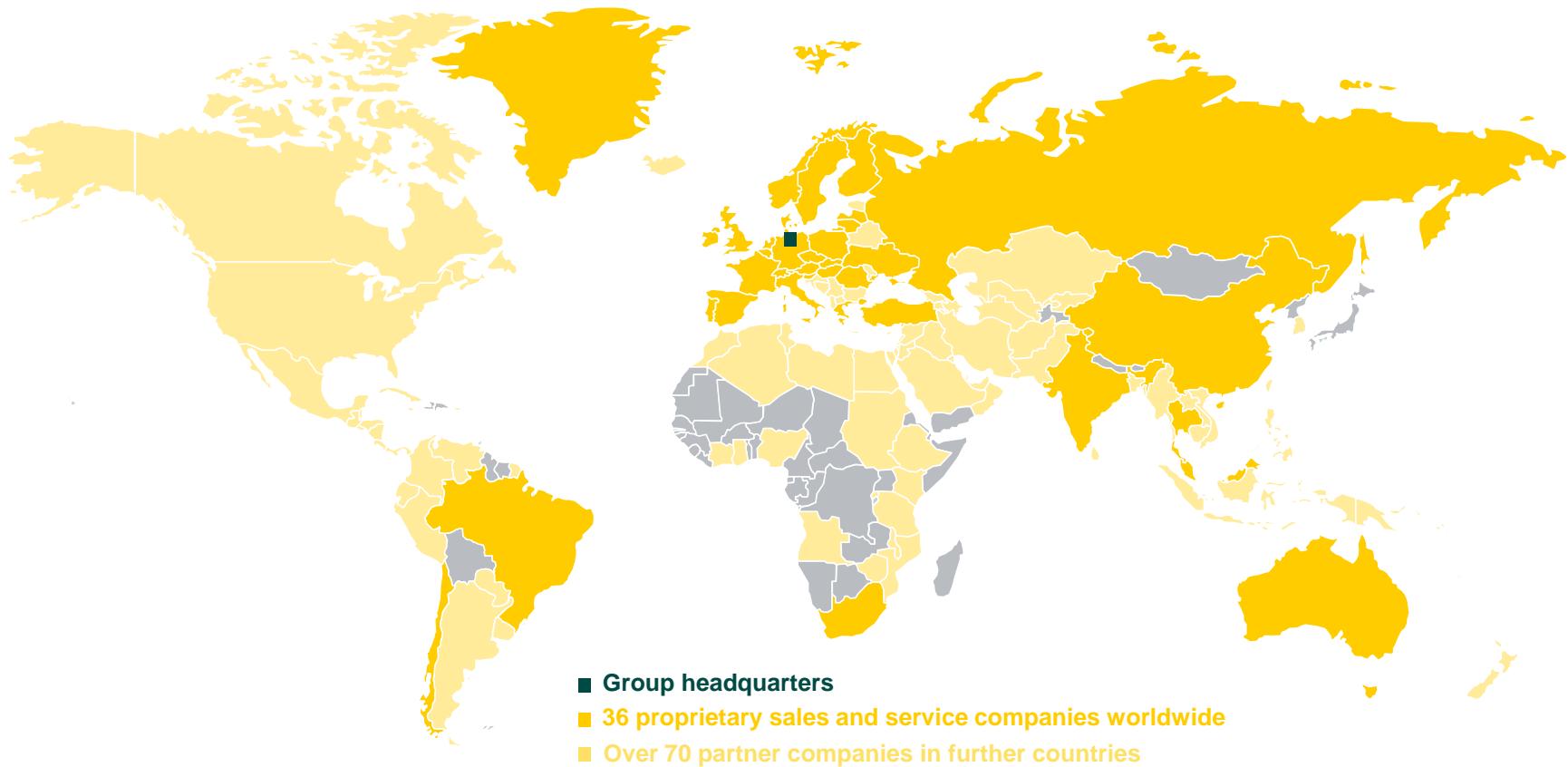


No. 1 brand
in intralogistics (Europe)

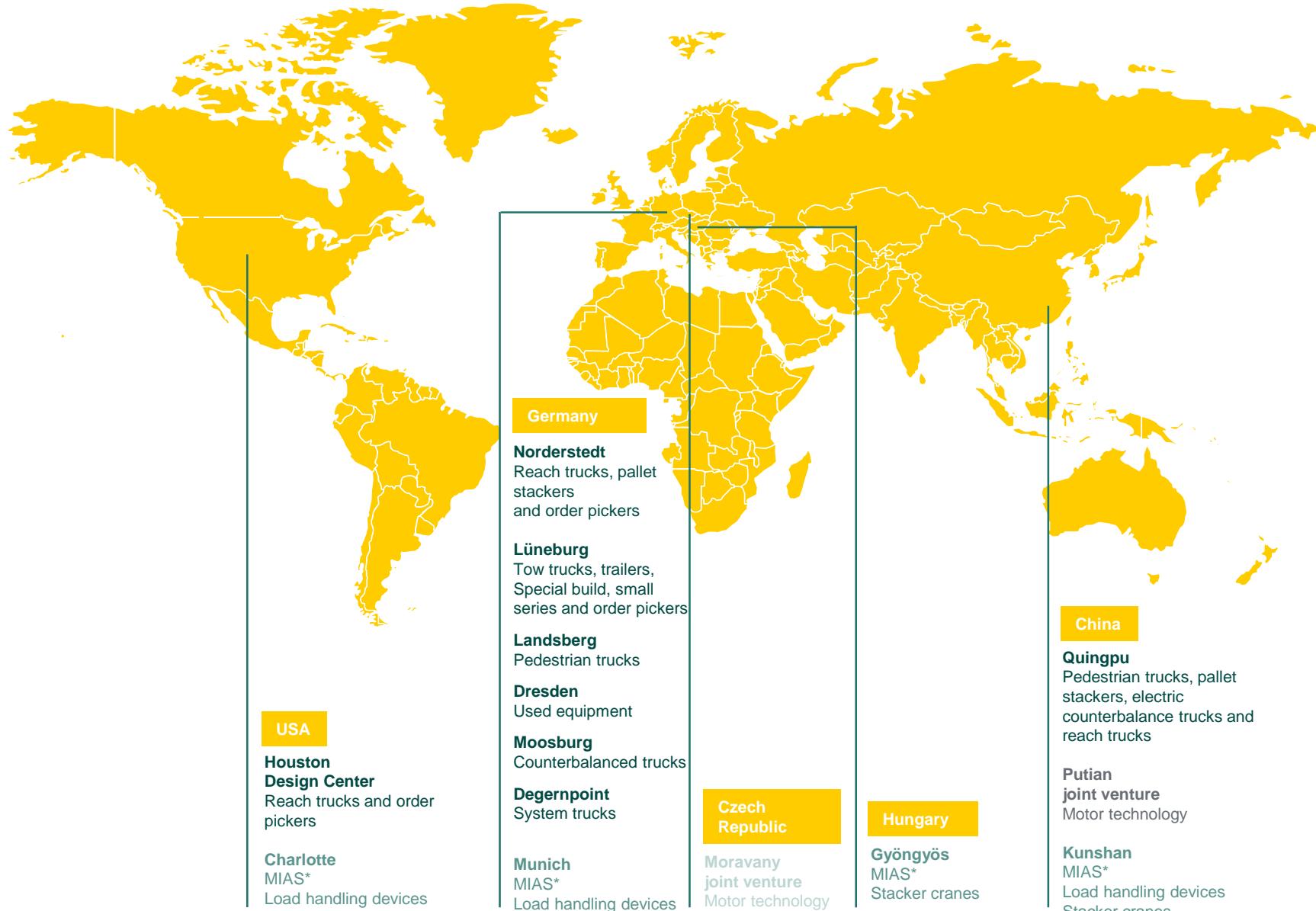
Product Milestones



Going Global

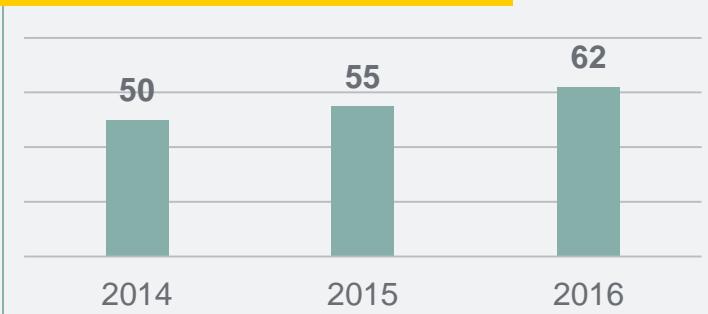


Production

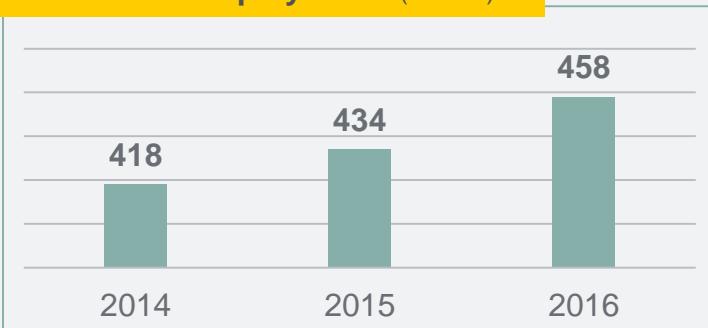


Research & Development

R&D Expenditures (in million €)



Number of Employees Ø (in FTE)



We constantly expand our **range of highly innovative and market-driven products** for the benefit of our customers.

$$f(x) = ax^3+bx^2+cx+d$$
$$ax^2+bx+c = 0$$

**2SHIFTS
1CHARGE
GUARANTEED**



In 2016:
21 product innovations



Corporate Social Responsibility

DR. FRIEDRICH JUNGHEINRICH-STIFTUNG

Dr. Friedrich Jungheinrich



Cooperation with
action medeor



Support of the Hamburg
Kids' University



Support of
national and
international
projects



Awards

2016



reddot design award
best of the best 2016



IFOY AWARD
international forklift truck
of the year 2016



2017

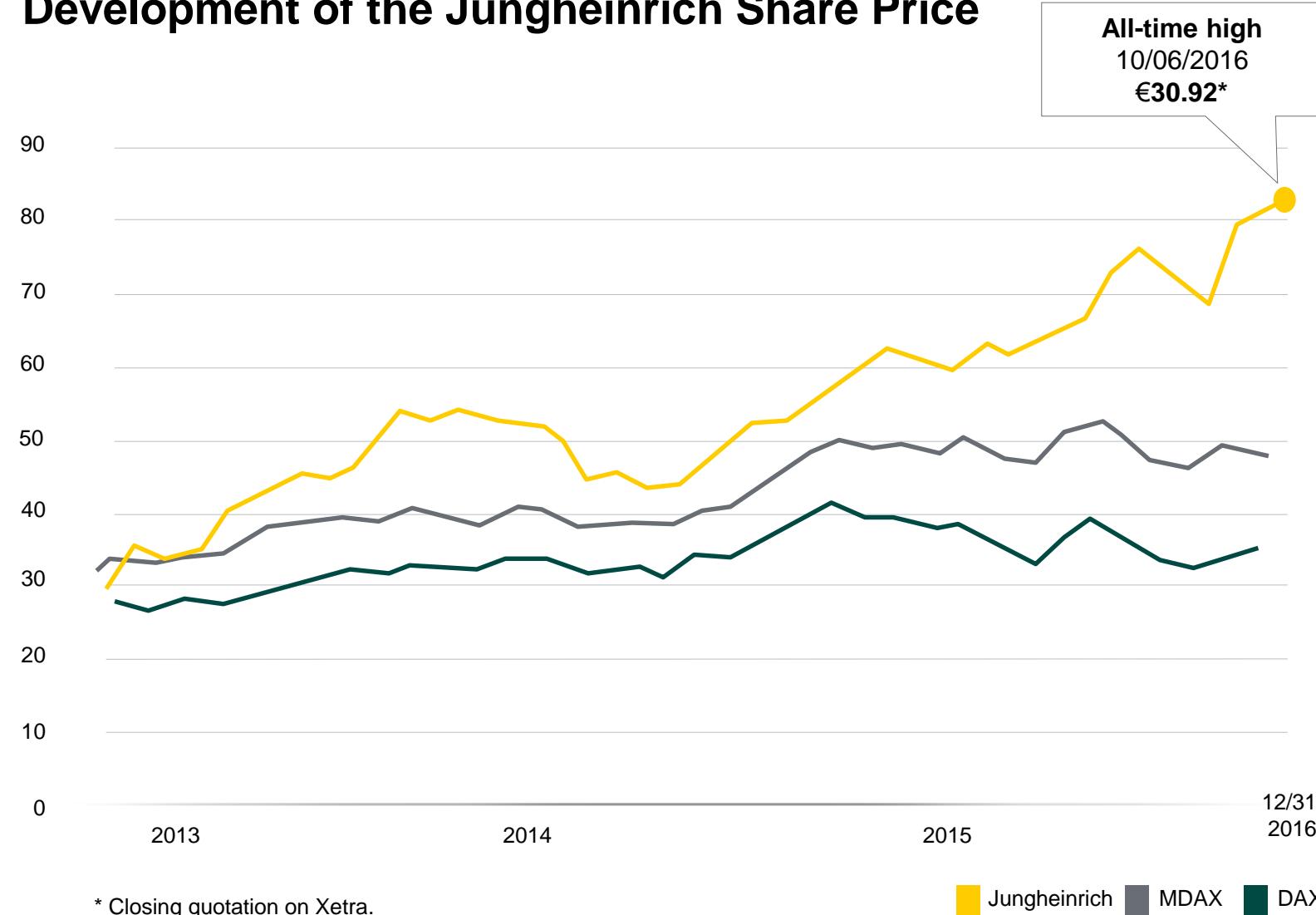


reddot design award
best of the best 2017



awarded

Development of the Jungheinrich Share Price



* Closing quotation on Xetra.

All figures are indexed to Jungheinrich's share price.

Jungheinrich Share

Share price in 2016

+ 7.3%



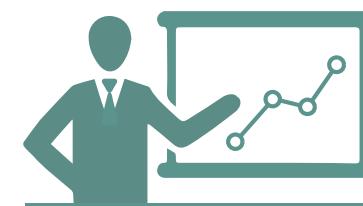
Dividend proposed
for preferred shares

+ 10%

2015–2016



5 and 10-year
returns
**better than the DAX
and MDAX**



Wide
analyst coverage

