



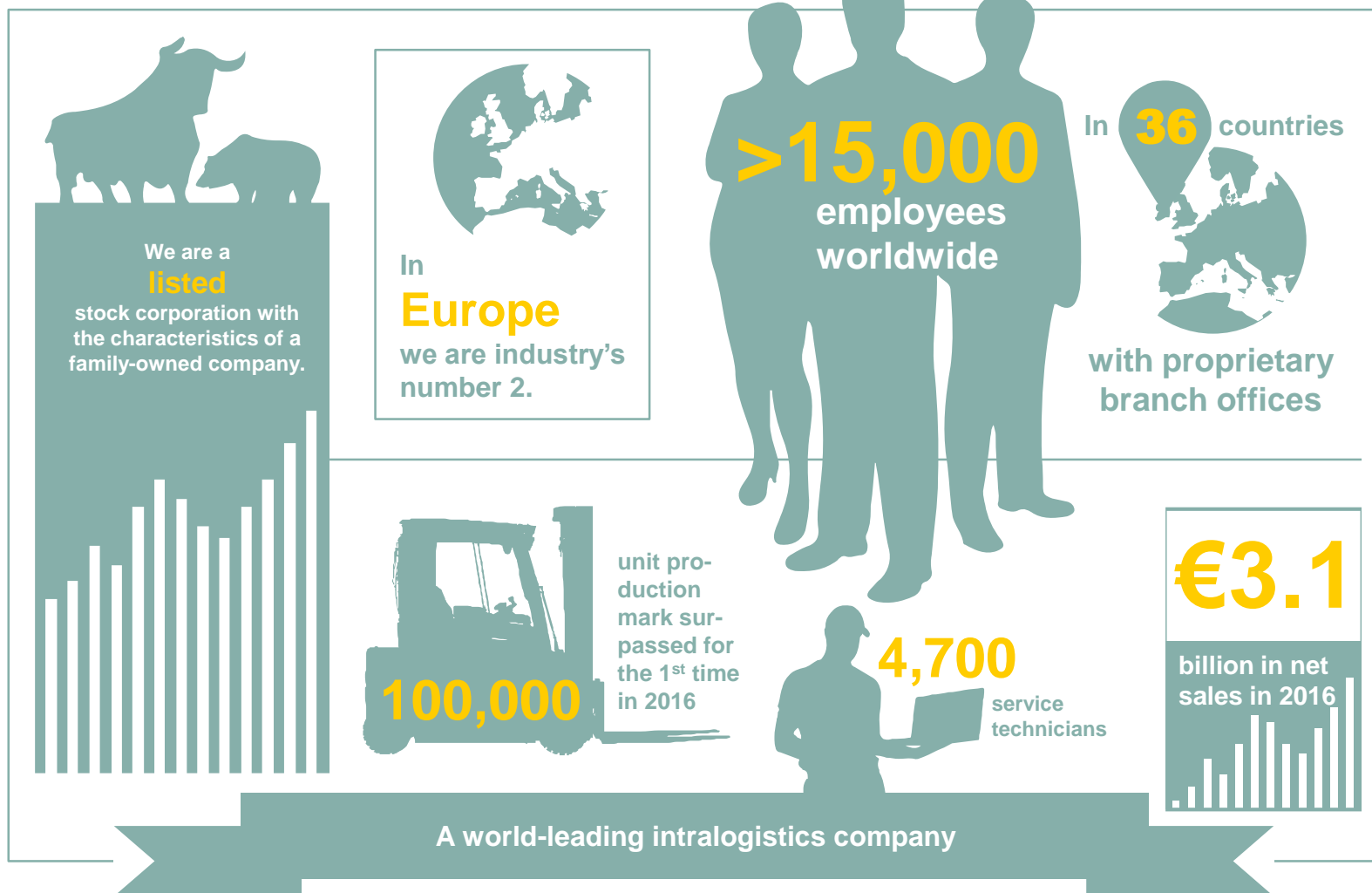
Jungheinrich

Growing with Passion

Hamburg, March 2017

JUNGHEINRICH
Machines. Ideas. Solutions.

At a Glance



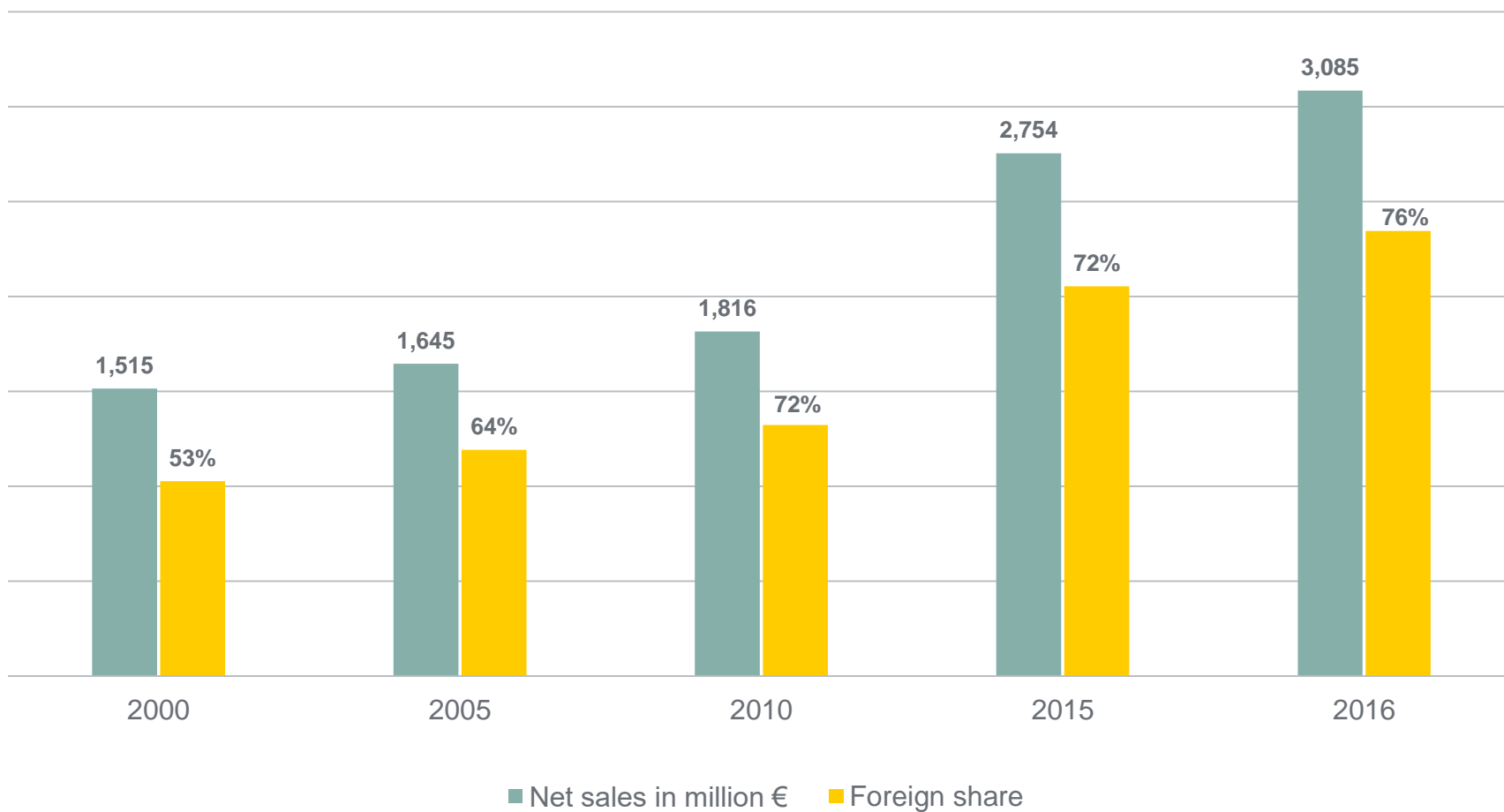
Key Figures

	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

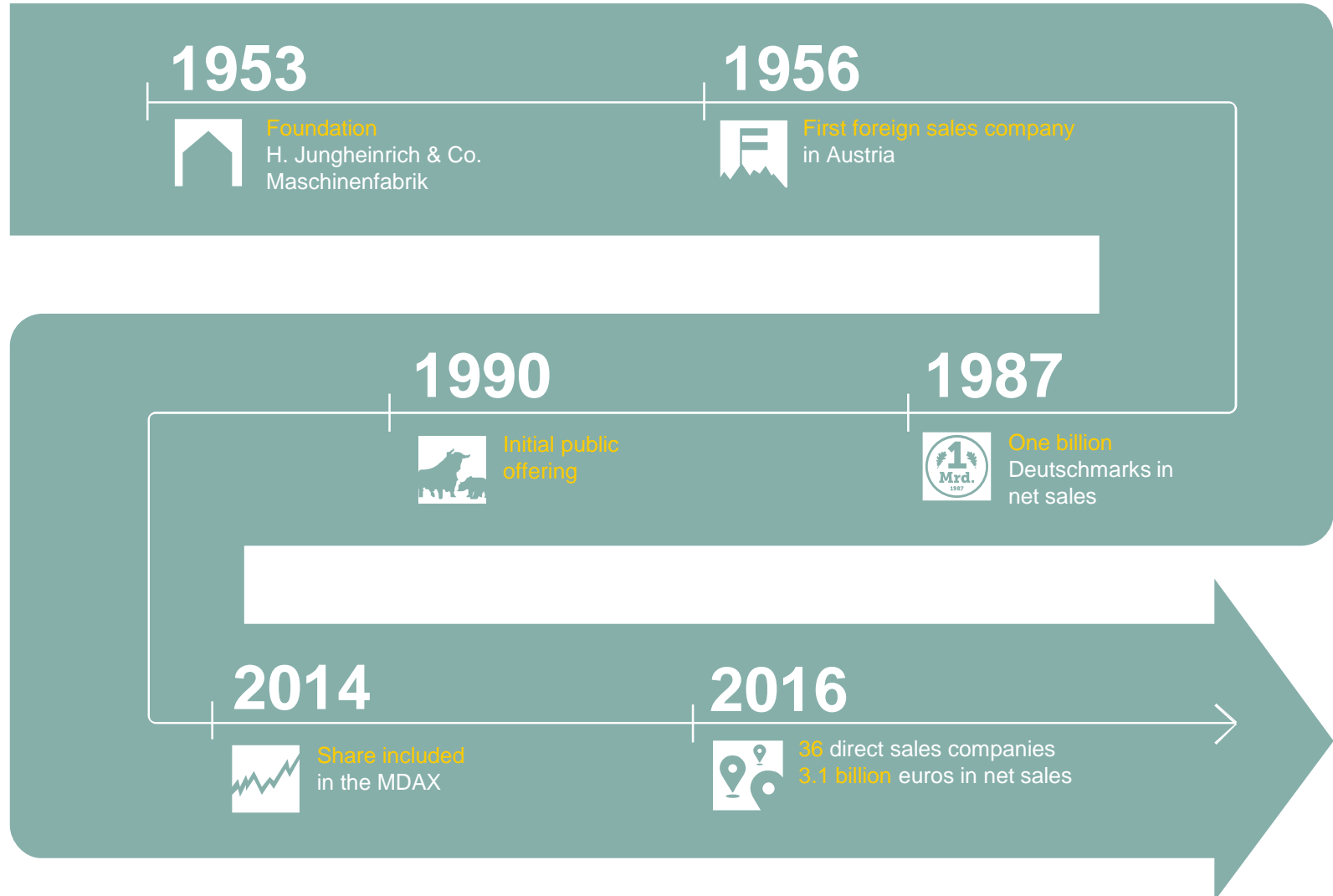
* Prior-year figure retroactively adjusted due to the 1:3 stock split implemented on June 22, 2016.

** 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



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



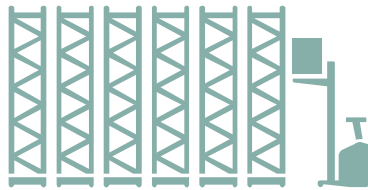
Batteries and chargers



Accessories

Logistics Systems and Digital Solutions Product Portfolio

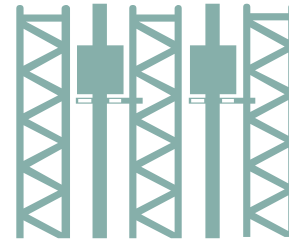
Logistics systems



**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



Diesel/LPG trucks



Hand-pallet trucks



Tugger trains



Trailers

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Logistics Systems



Racking and warehouse equipment



Stacker Cranes



Conveyor Technology



Automated guided vehicles



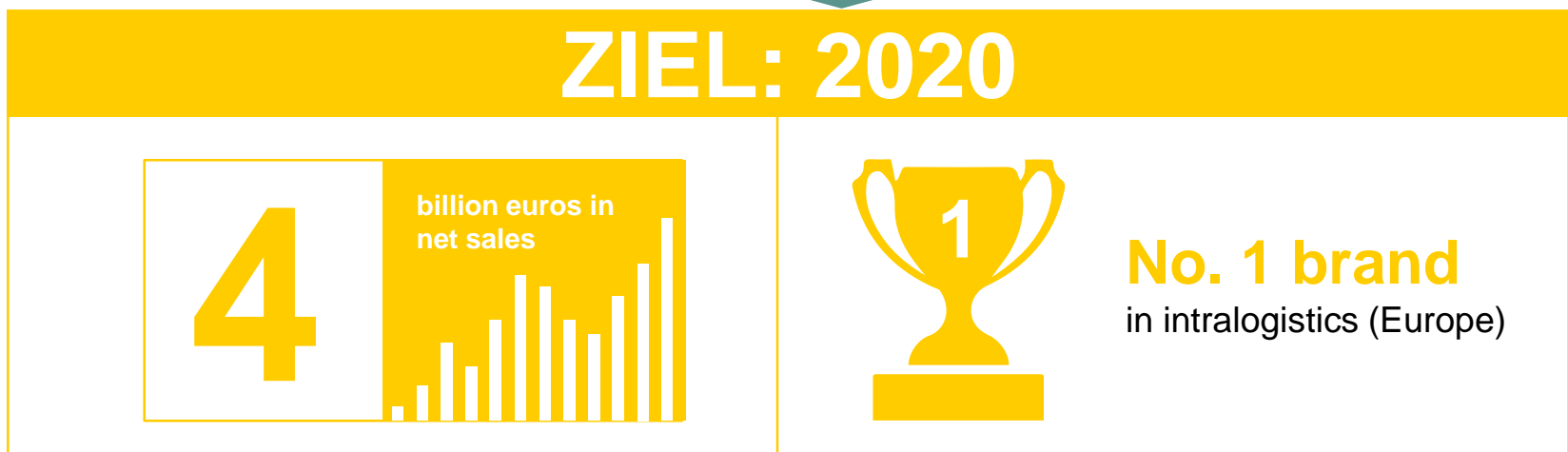
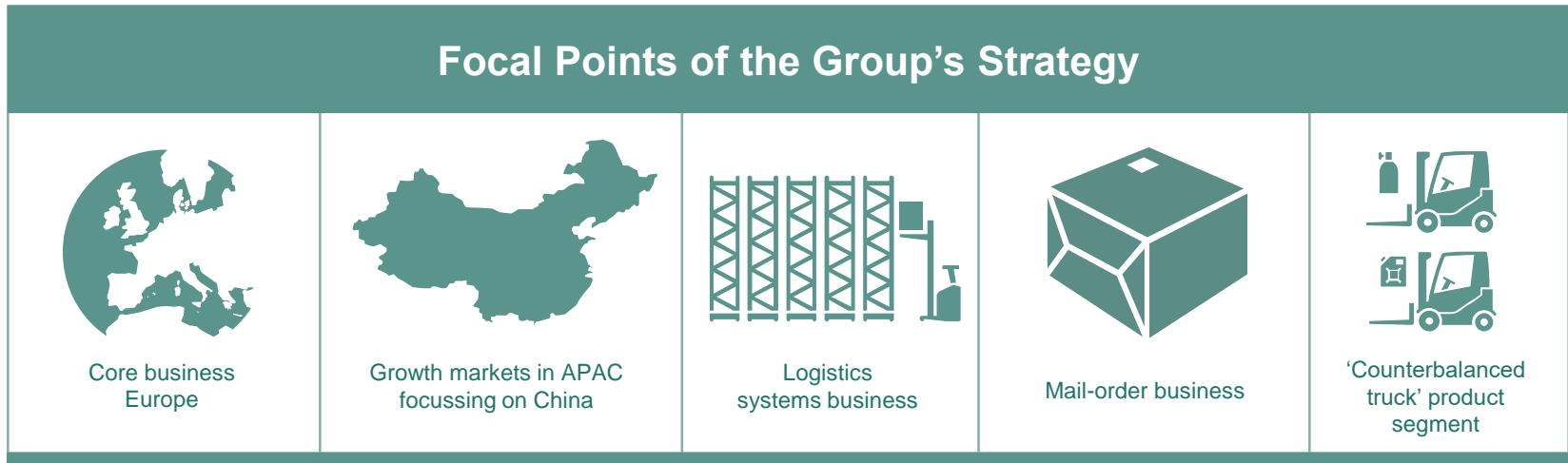
Warehouse Management



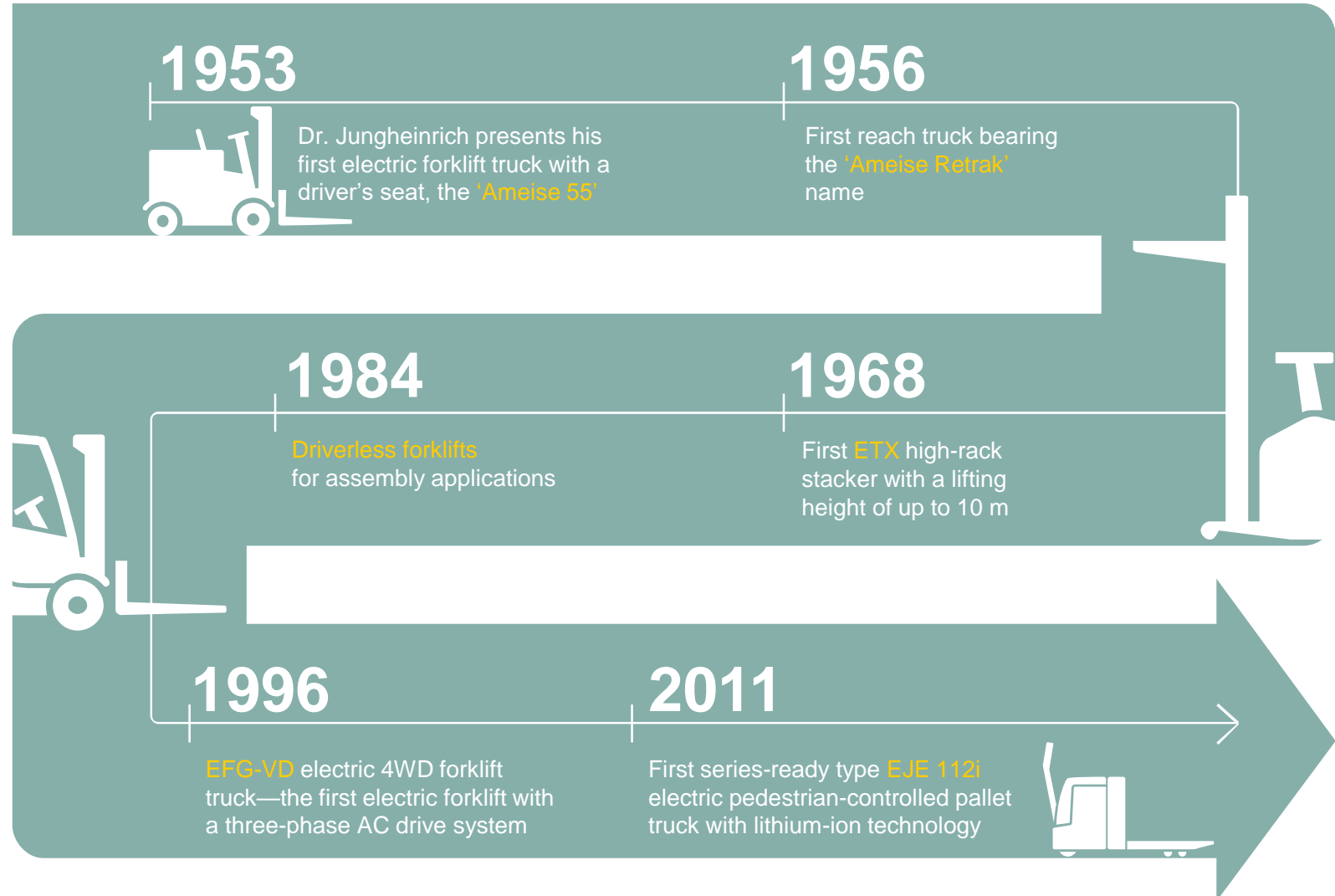
Digital Solutions



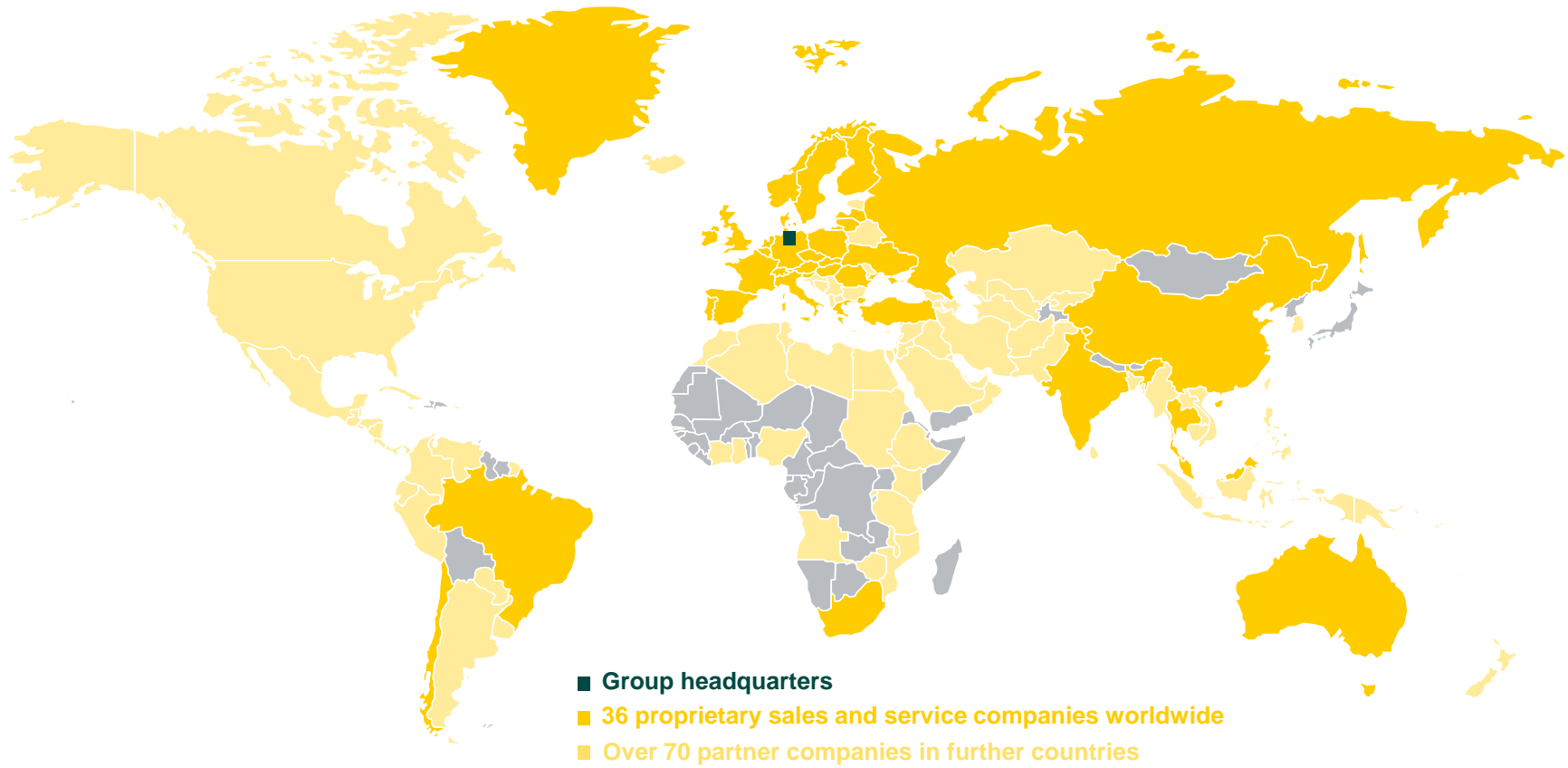
The Jungheinrich Group's Growth Strategy



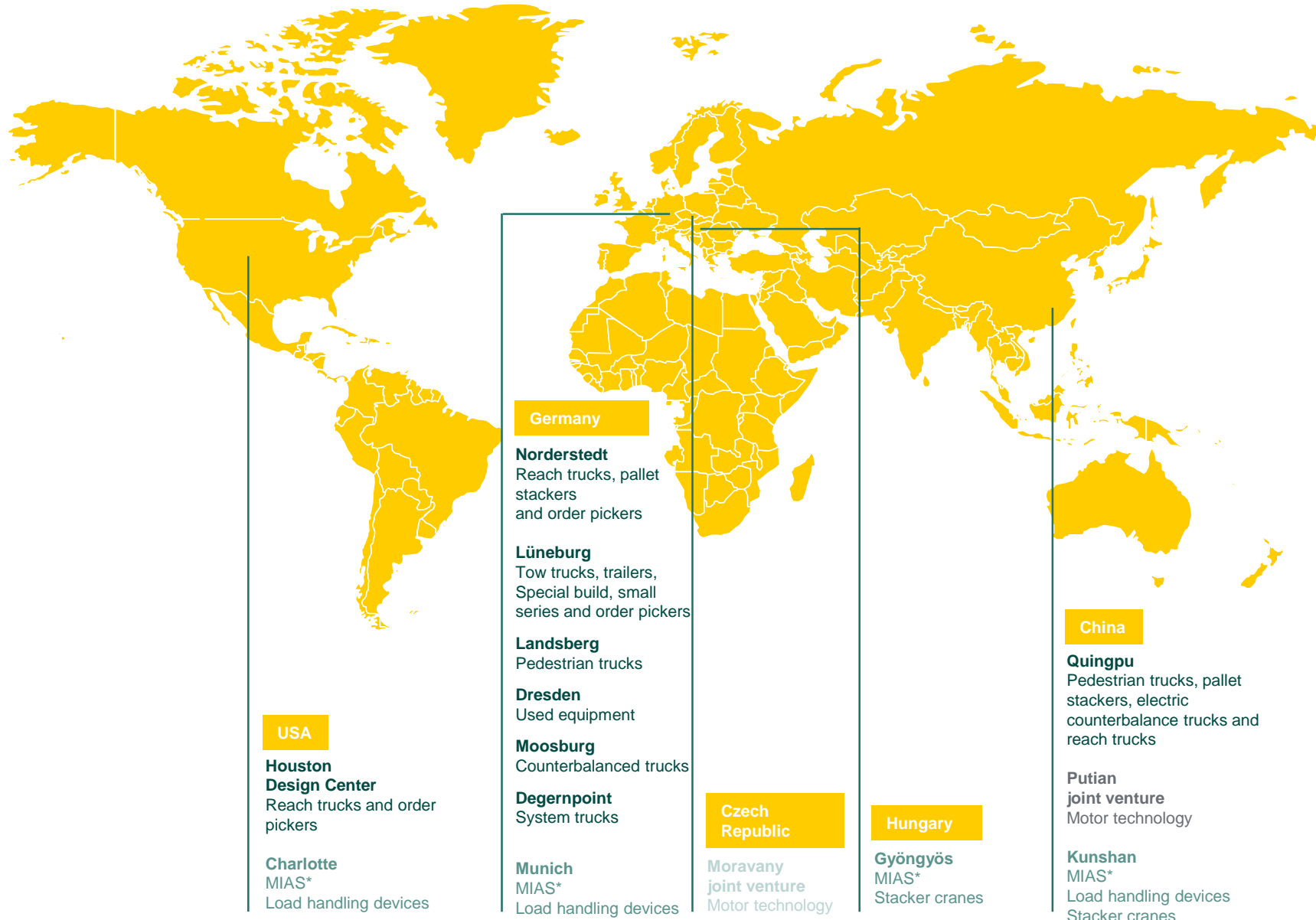
Product Milestones



Going Global



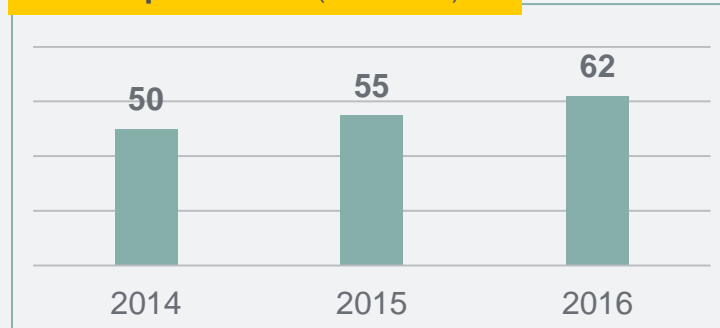
Production



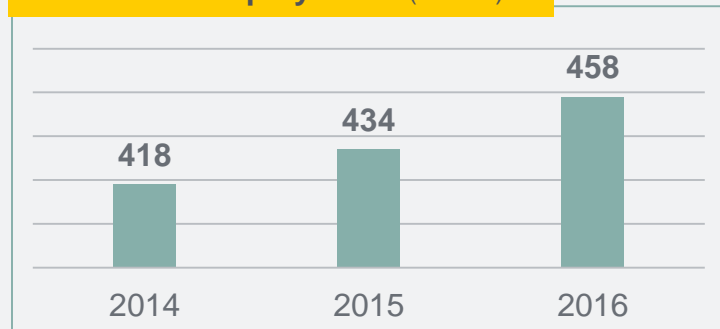
*MIAS Group acquired in 2015

Research & Development

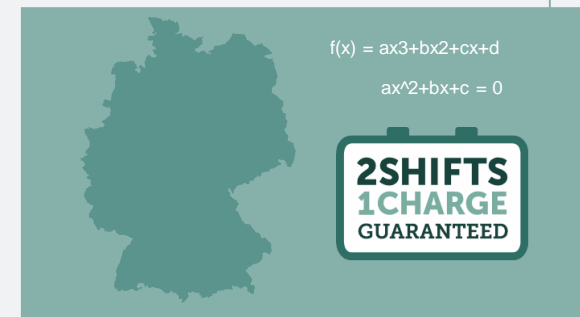
R&D Expenditures (in million €)



Number of Employees Ø (in FTE)

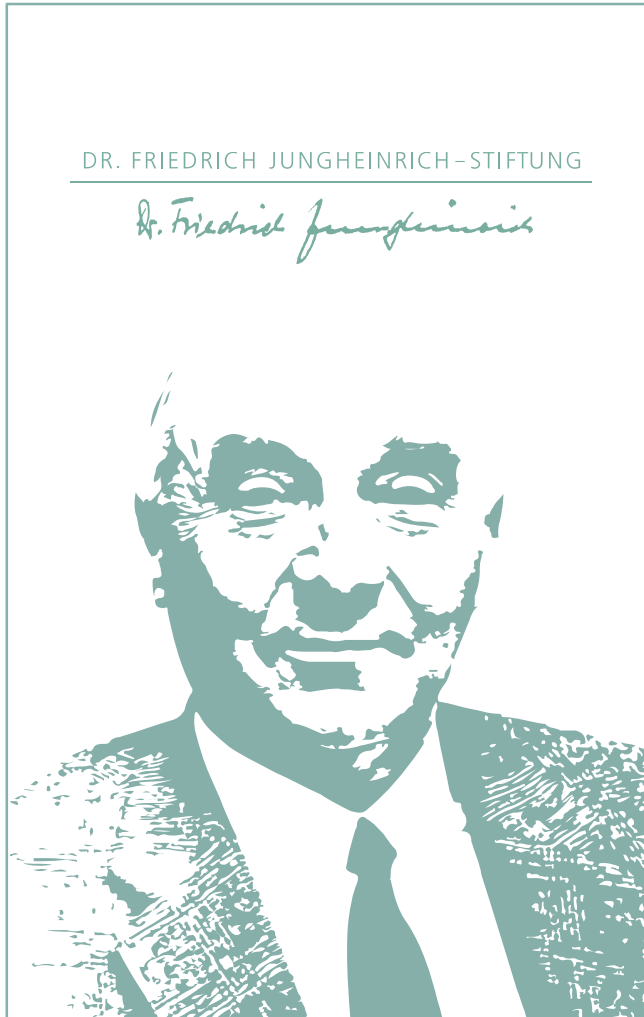


We constantly expand our **range of highly innovative and market-driven products** for the benefit of our customers.



In 2016:
21 product innovations

Corporate Social Responsibility



Cooperation with
action medeor



Support of the Hamburg
Kids' University



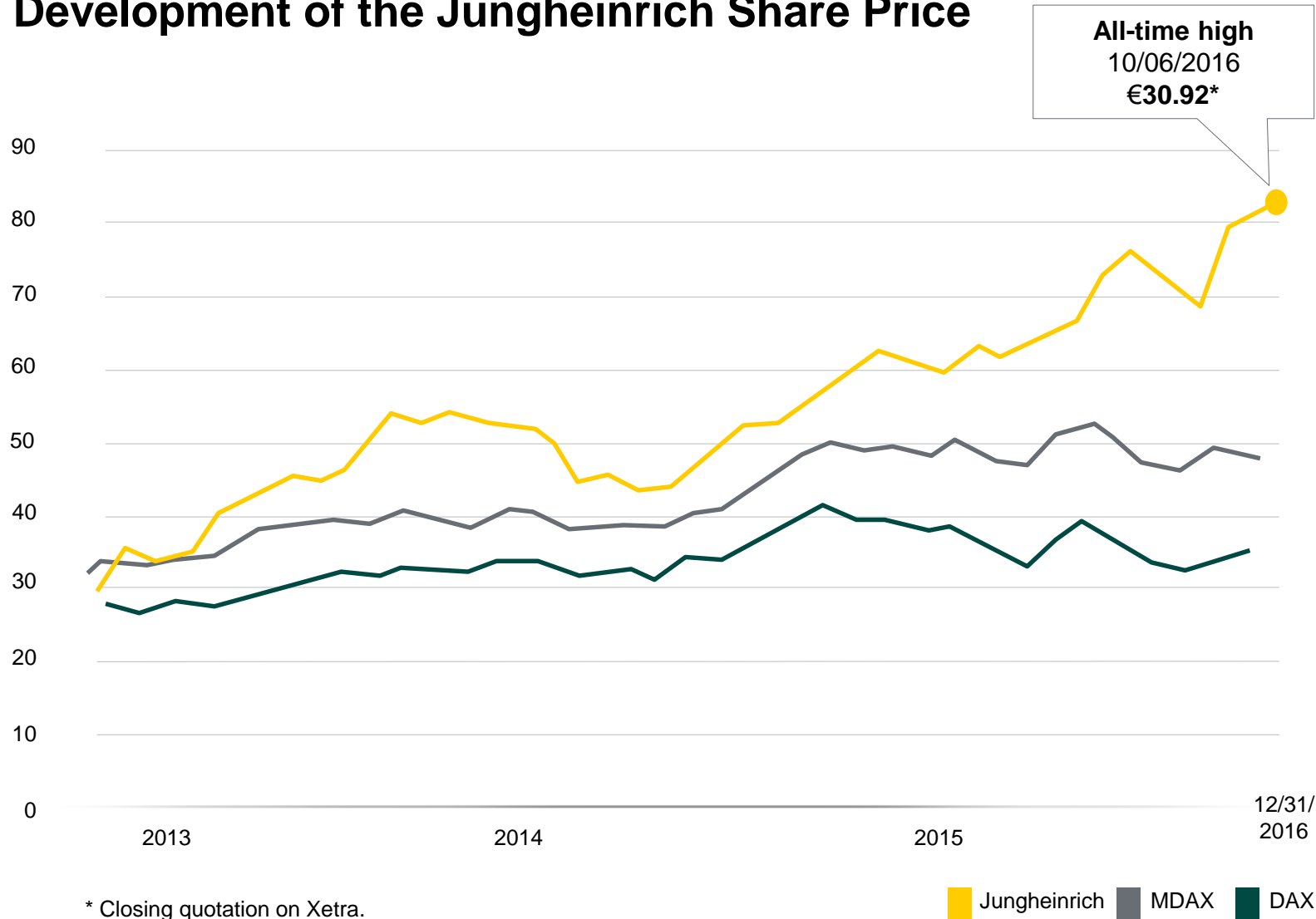
Support of
national and
international
projects



Awards



Development of the Jungheinrich Share Price



Jungheinrich Share

Share price in 2016

+ 7.3%



Dividend proposed
for preferred shares

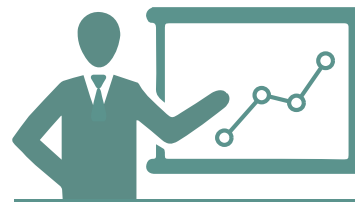
+ 10%

2015–2016



5 and 10-year
returns

**better than the DAX
and MDAX**



Wide
analyst coverage

