



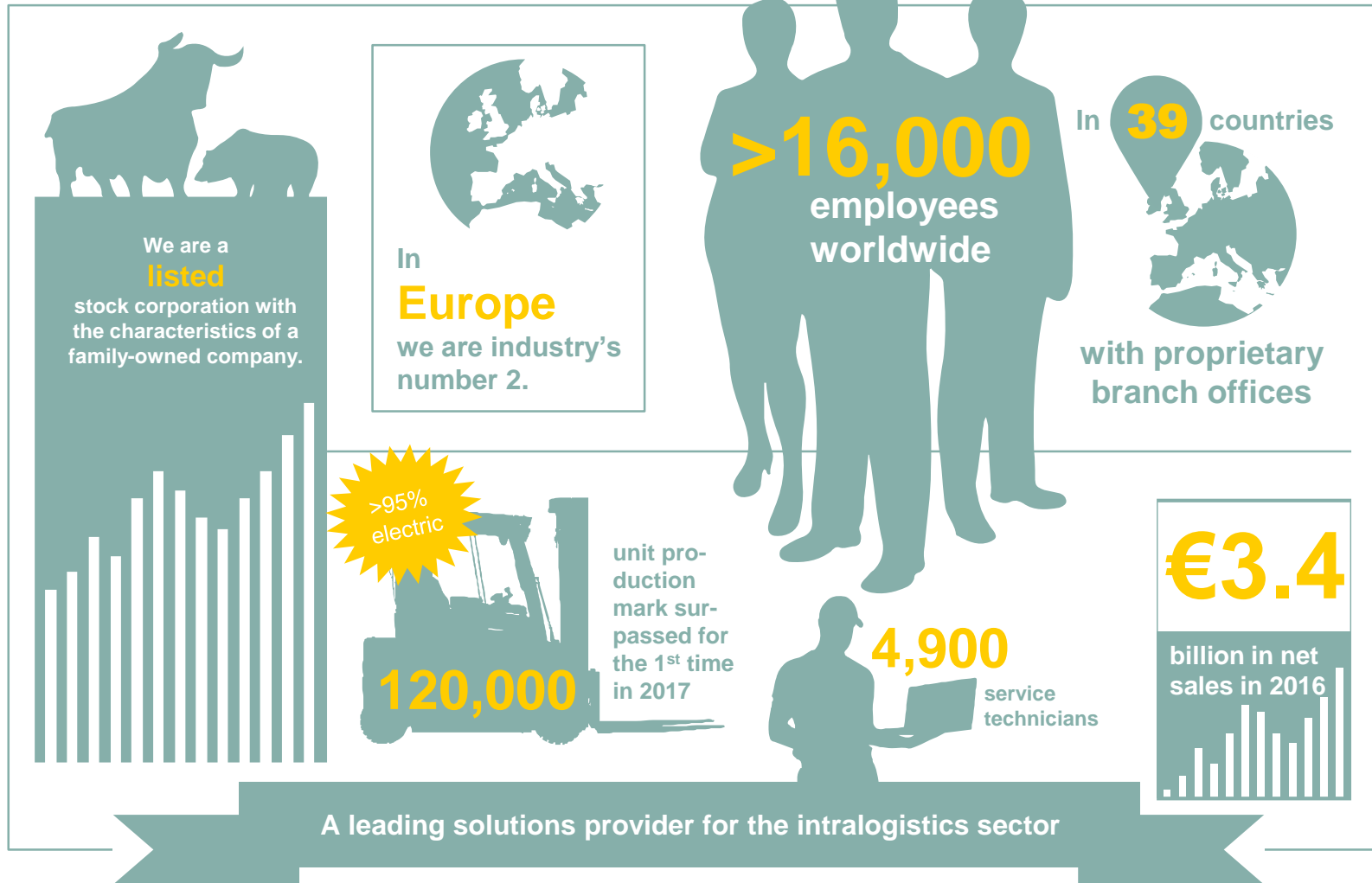
Jungheinrich

Group presentation

Hamburg, March 2018



At a Glance

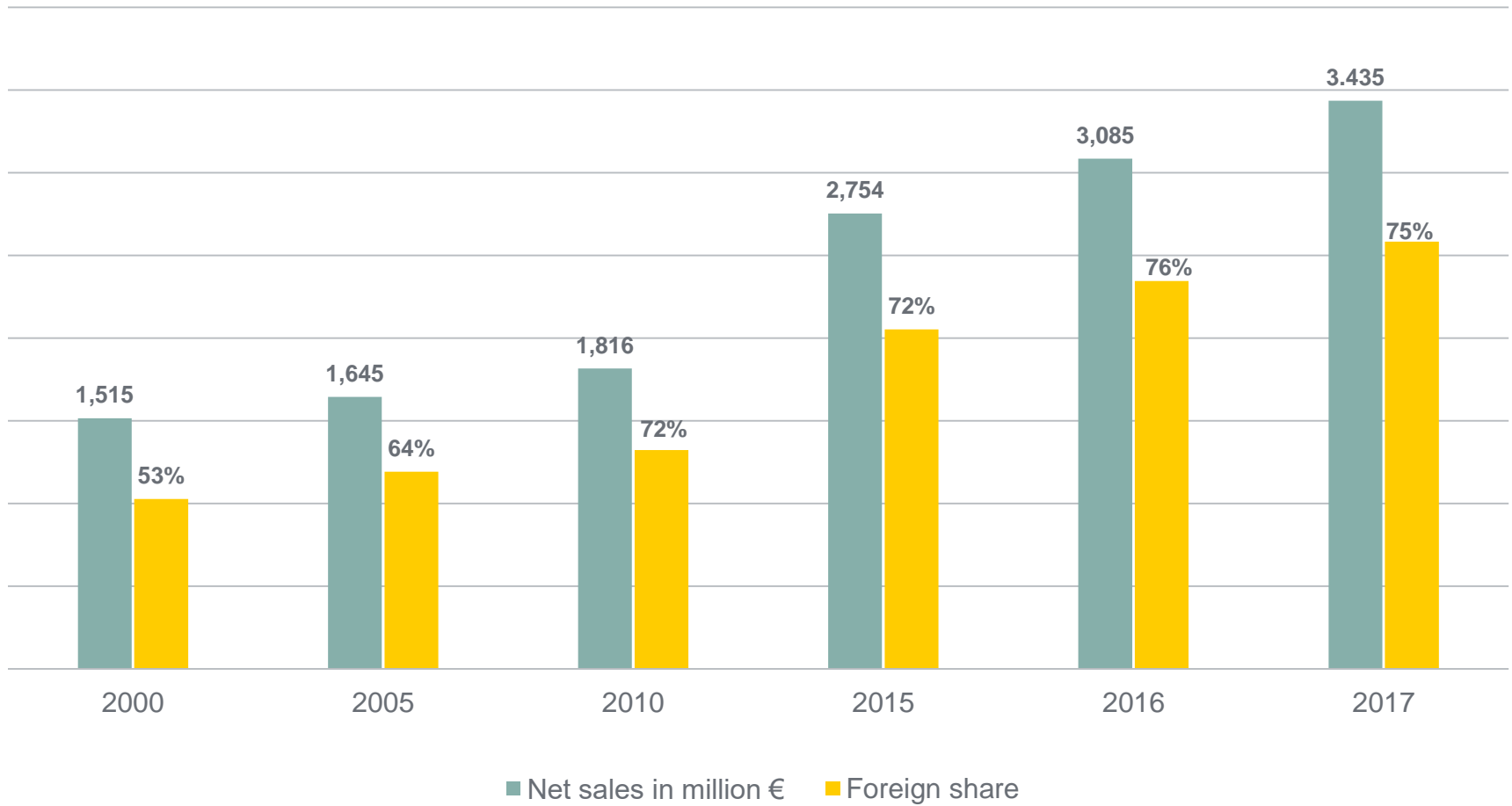


Key Figures

	2017	2016	Change in %
Incoming orders (units)	123,500	109,200	+13.1
Incoming orders (million €)	3,560	3,220	+10.6
Net sales (million €)	3,435	3,085	+11.3
Earnings before interest and taxes (EBIT) (million €)	259	235	+10.2
EBIT return on sales (EBIT ROS) %	7.5	7.6	—
- Net income (million €)	182	154	+18.2
- Earnings per preferred share (€)	1.80	1.52	+18.4
Capital expenditures** (million €)	88	59	+49.1
Balance sheet total (million €)	4,130	3,643	+13.4
Shareholders' equity (million €)	1,244	1,114	+11.7
Employees	16,248	15,010	+8.2

** Tangible and intangible assets excluding capitalized development expenditures.

Net Sales



History

1953



Foundation
H. Jungheinrich & Co.
Maschinenfabrik

1956



First foreign sales company
in Austria

1990



Initial public
offering

1987



One billion
Deutschmarks in
net sales

2014



Share included
in the MDAX

2017



39 direct sales companies
3.4 billion euros in net sales

Board of Management

**Dr Volker Hues**

Member of the Board
of Management
Finance

Hans-Georg Frey

Chairman of the Board
of Management
Labour Director

Dr Lars Brzoska

Member of the Board
of Management
Marketing & Sales

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



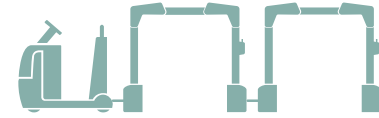
Diesel/LPG trucks



Hand pallet trucks



Tugger trains



Trailers

Further solutions



Special build and small series



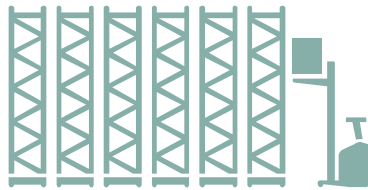
Batteries and chargers



Accessories

Logistics Systems and Digital Solutions Product Portfolio

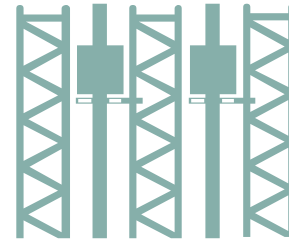
Logistics systems



**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



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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

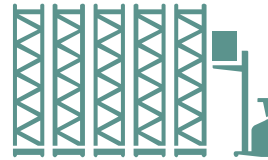
Focal Points of the Group's Strategy



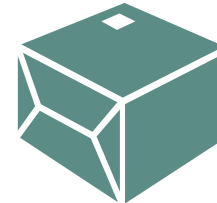
Core business
Europe



Growth markets in APAC
focussing on China



Logistics
systems business



Mail-order business



'Counterbalanced
truck' product
segment

TARGET: 2020

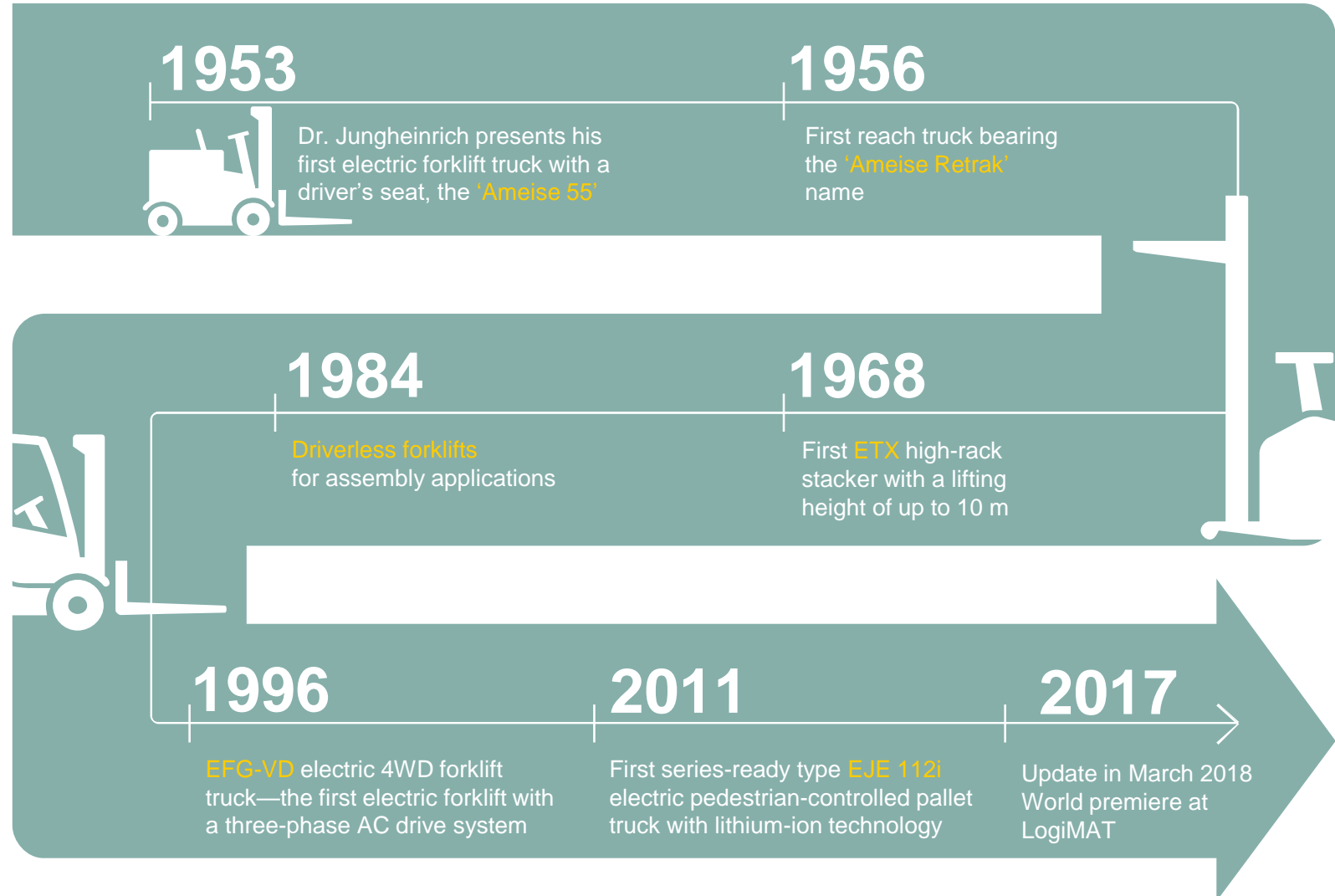
4

billion euros in
net sales

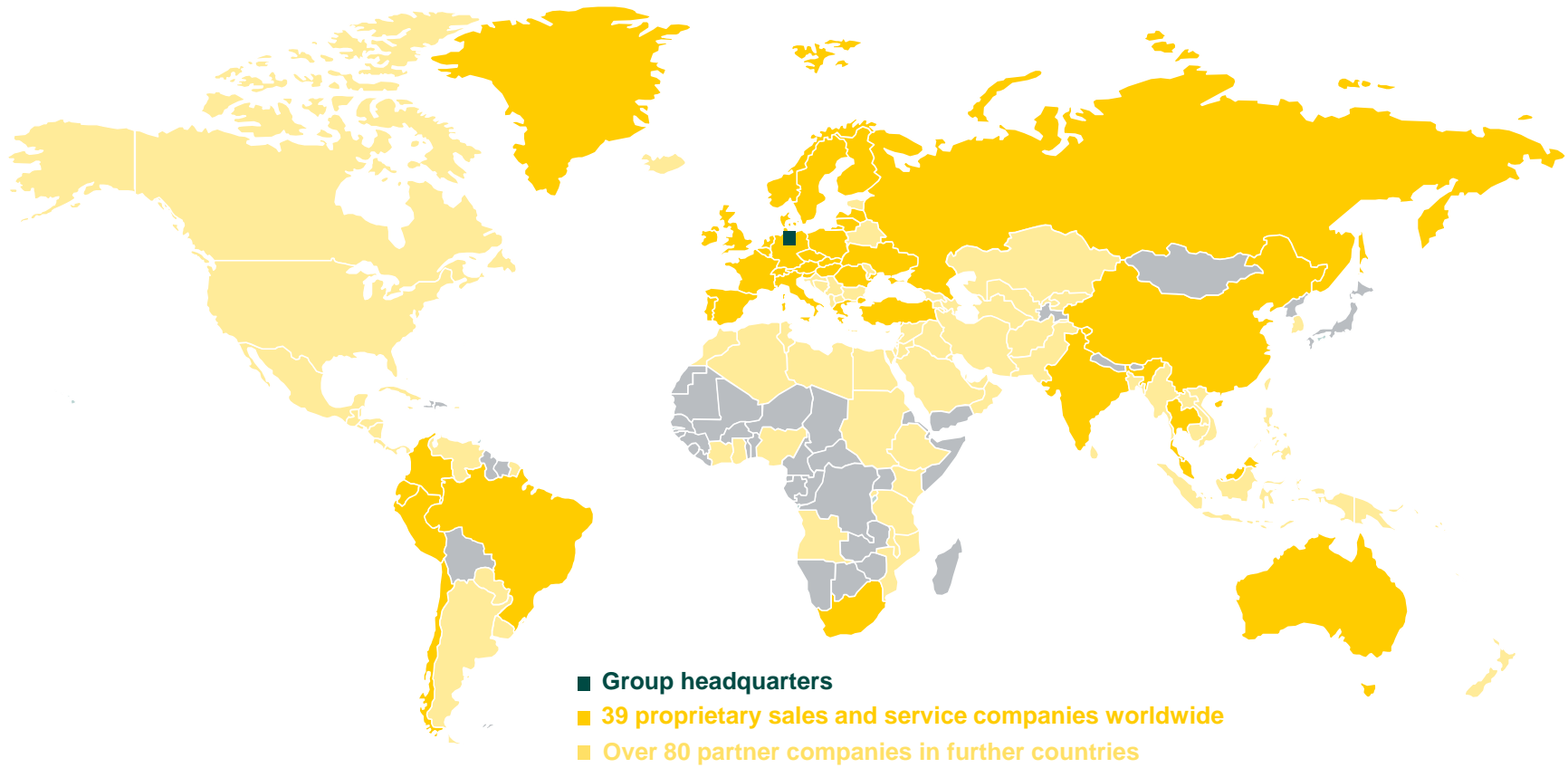


No. 1 brand
in intralogistics (Europe)

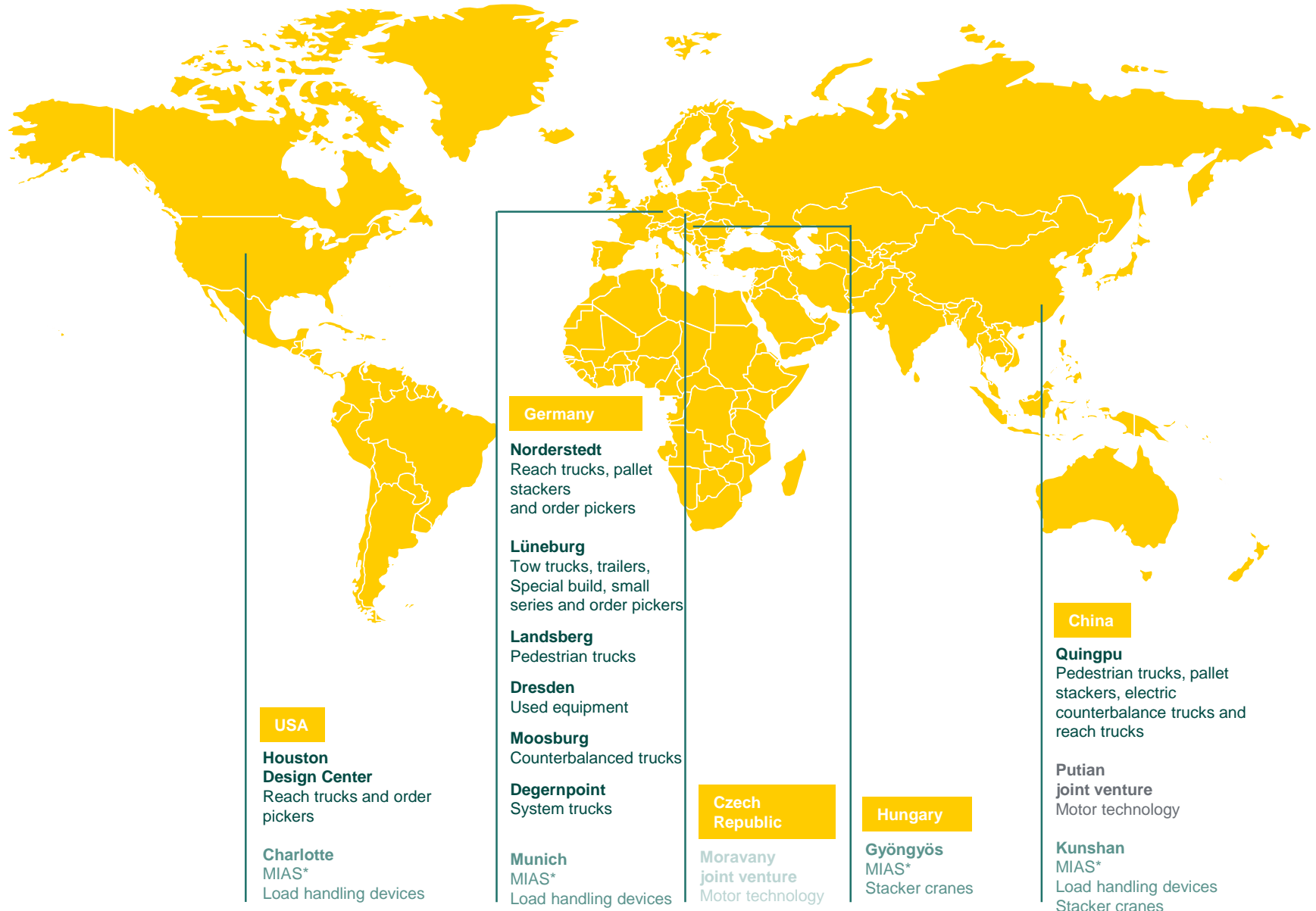
Product Milestones



Going Global



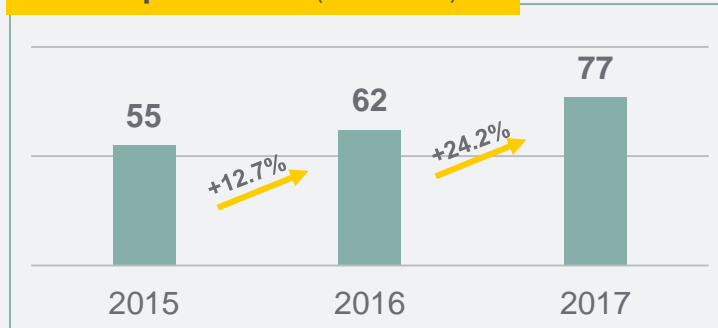
Production



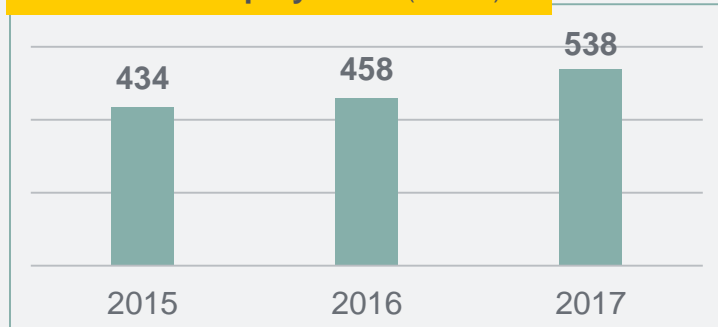
*MIAS Group acquired in 2015

Research & Development

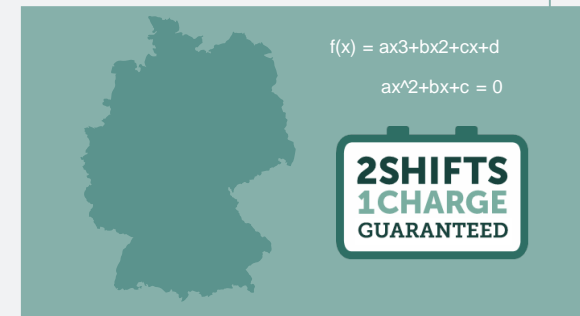
R&D Expenditures (in million €)



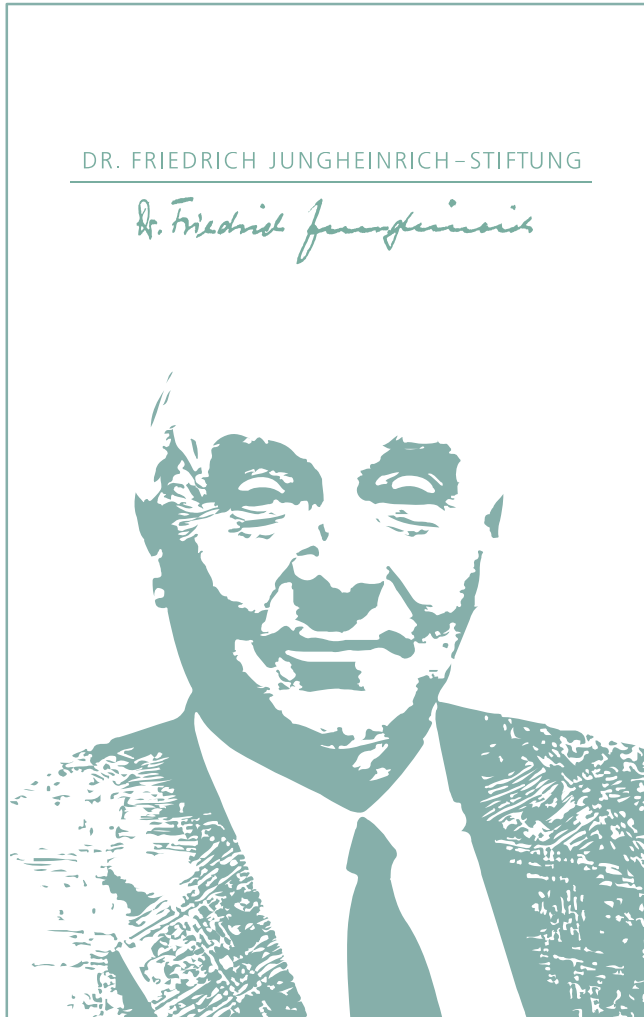
Number of Employees Ø (in FTE)



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



Corporate Social Responsibility



Cooperation with
action medeor



Support of the
Hamburg Kids'
University



Support of
national and
international
projects



Awards 2017/2018



red**dot** award 2017
best of the best



IFOY AWARD
international forklift truck
of the year 2017



**GERMAN
DESIGN
AWARD
2018**



DPDHL Supplier
Award



IFOY AWARD
international forklift truck
of the year 2018

Jungheinrich Share

Share price in 2017

+ 44%



Dividend proposed
for preferred shares

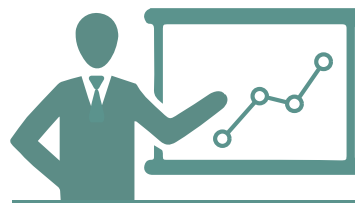
+ 14%

2016–2017

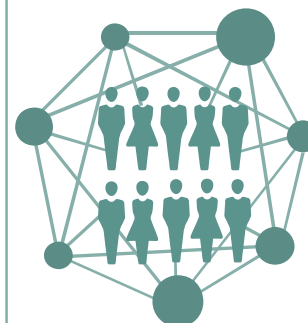


5 and 10-year
returns

**better than the DAX
and MDAX**



Wide
analyst coverage



 ***JUNGHEINRICH***