



Jungheinrich

Group presentation

Hamburg, October 2018



At a Glance



More than

120,000

trucks produced for the first time in 2017



>17,000

EMPLOYEES WORLDWIDE

40

OWN DIRECT
SALES COMPANIES

In Europe we are

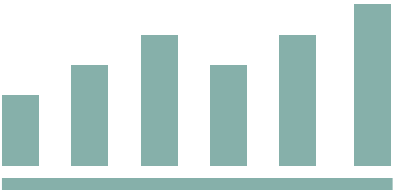
No. 2



in the industry.



We are a
listed
stock corporation with
the characteristics of a
family-owned company.

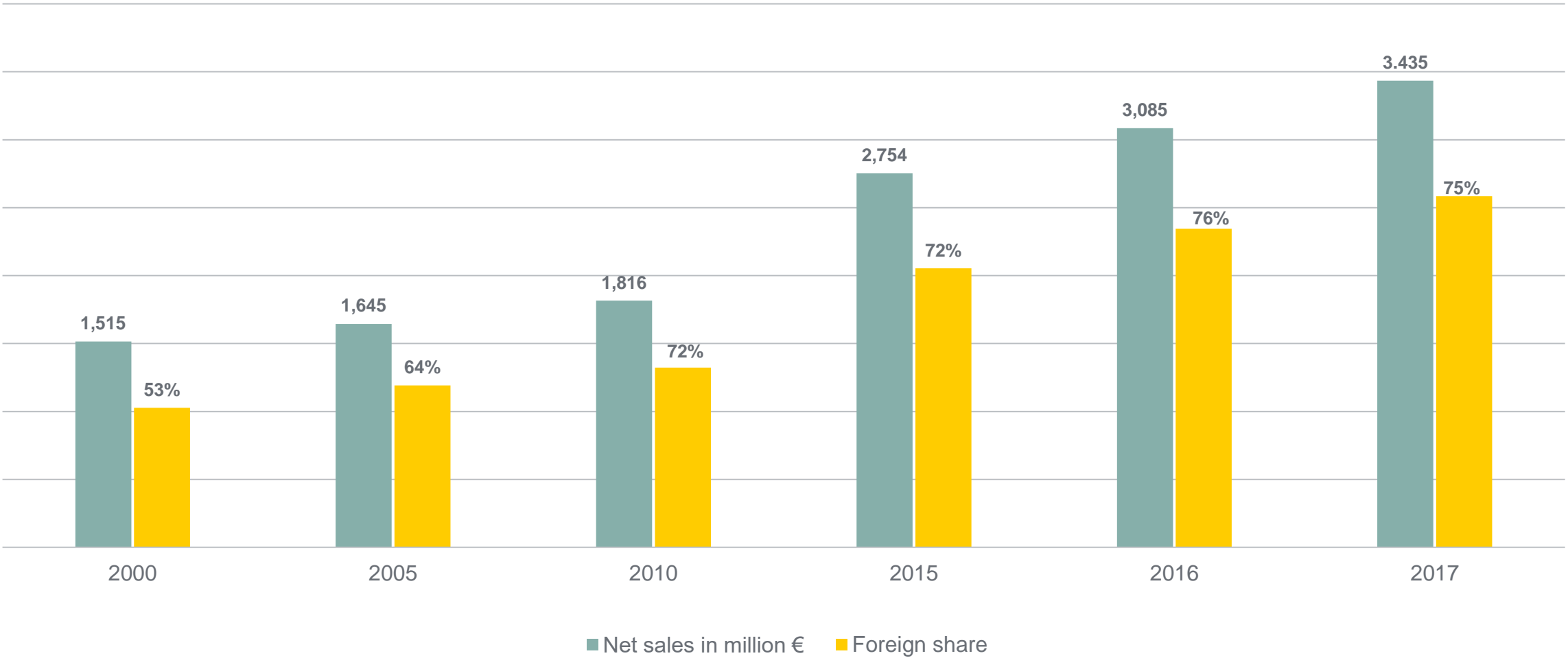


Key Figures

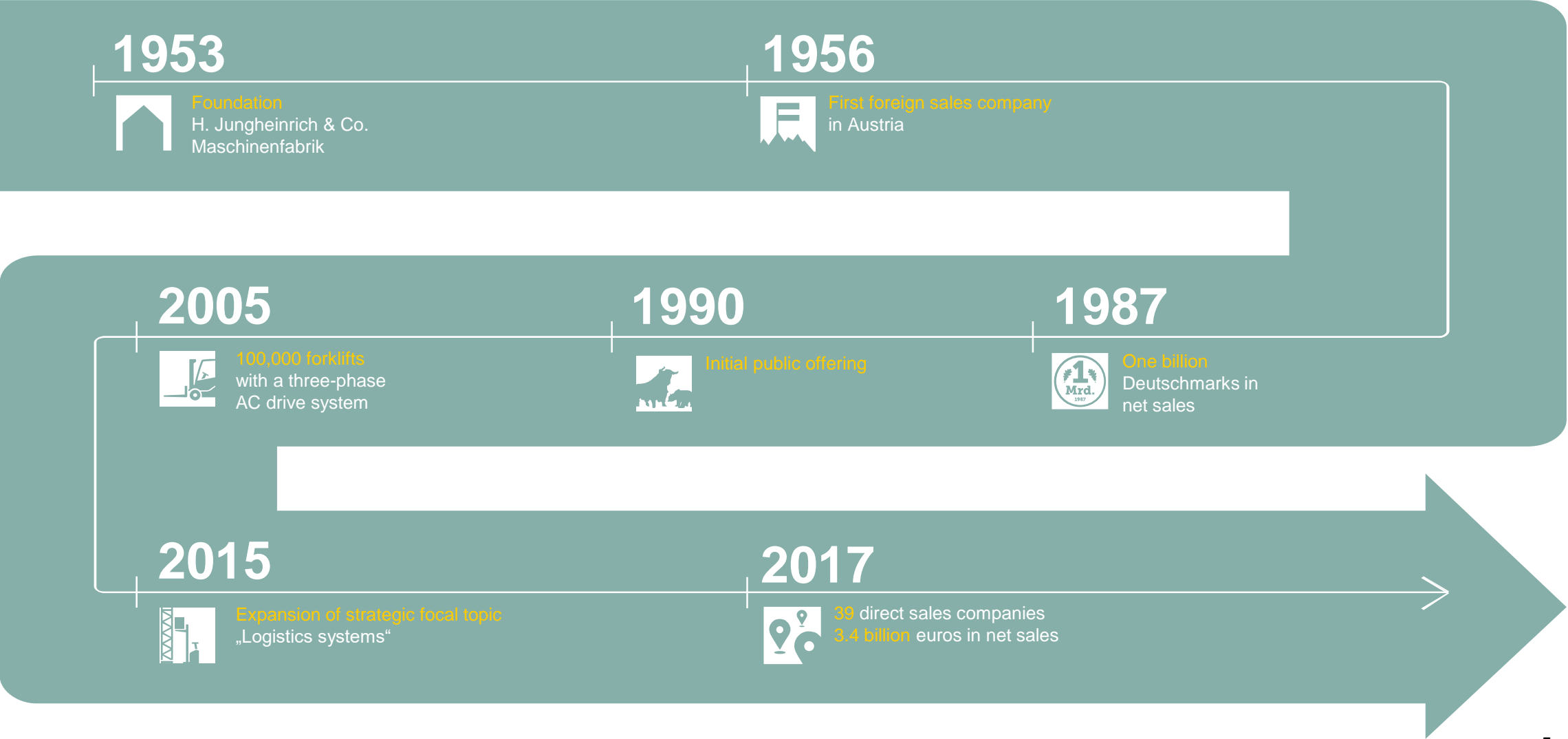
	2017	2016	Change in %
Incoming orders (units)	123,500	109,200	+13.1
Incoming orders (million €)	3,560	3,220	+10.6
Net sales (million €)	3,435	3,085	+11.3
Earnings before interest and taxes (EBIT) (million €)	259	235	+10.2
EBIT return on sales (EBIT ROS) %	7.5	7.6	—
- Net income (million €)	182	154	+18.2
- 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



Board of Management



Hans-Georg Frey

Chairman of the Board of
Management
Labour Director



Dr. Lars Brzoska

Member of the Board of
Management
Engineering



Christian Erlach

Member of the Board of
Management
Marketing & Sales



Dr. Volker Hues

Member of the Board of
Management
Finance



Dr. Klaus-Dieter Rosenbach

Member of the Board of
Management
Logistics Systems

Employees



*according to Focus und 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



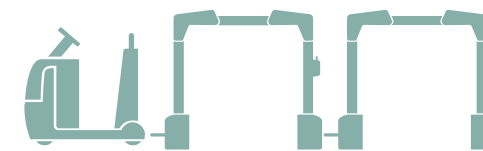
Diesel/LPG trucks



Hand pallet trucks



Tugger trains



Trailers

Further solutions



Special build and small series



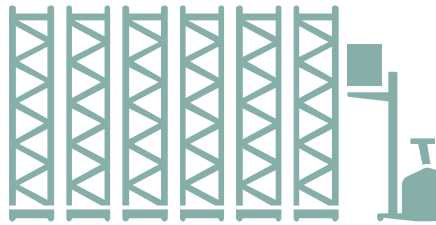
Batteries and chargers



Accessories

Logistics Systems and Digital Solutions Product Portfolio

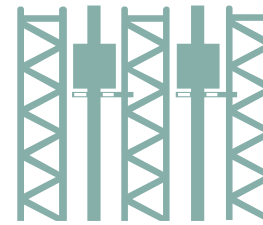
Logistics systems



Racking and warehouse equipment



Stacker cranes



Stacker cranes



Warehouse management



Digital solutions



Conveyor technology



Product portfolio (1/2)



Hand pallet trucks



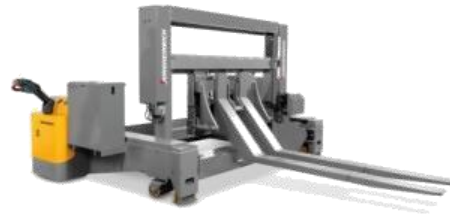
Electric-pedestrian and stacker trucks



Order pickers



Electric reach trucks



Special build



Tow tractors



Diesel and LPG trucks



Electric trucks



Batteries and chargers

Product portfolio (2/2)

**High-rack stackers/
Order pickers**



**Driverless transport
systems**



**Rack servicing
cranes (RBG)**



**Racking and Warehouse
equipment**



Material handling



Projects



**Warehouse Management
Systems**

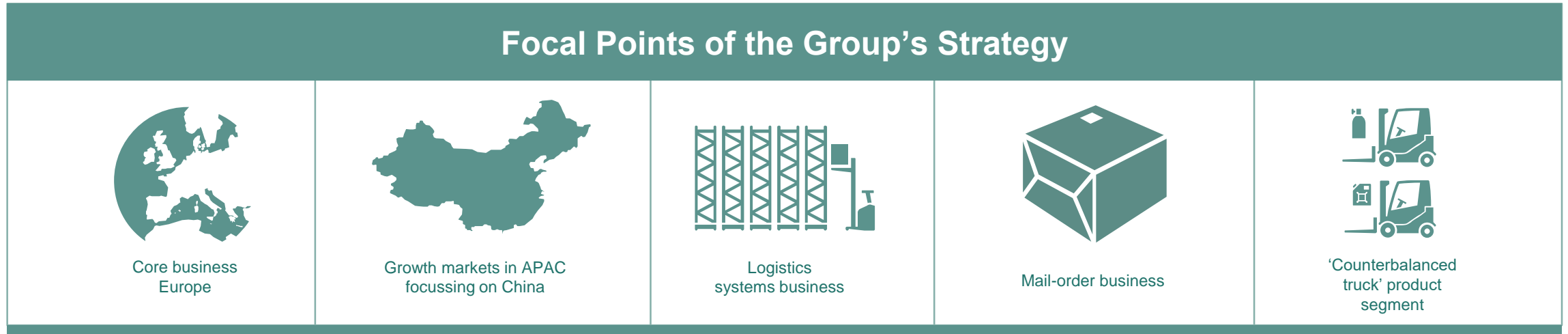


Digital Solutions

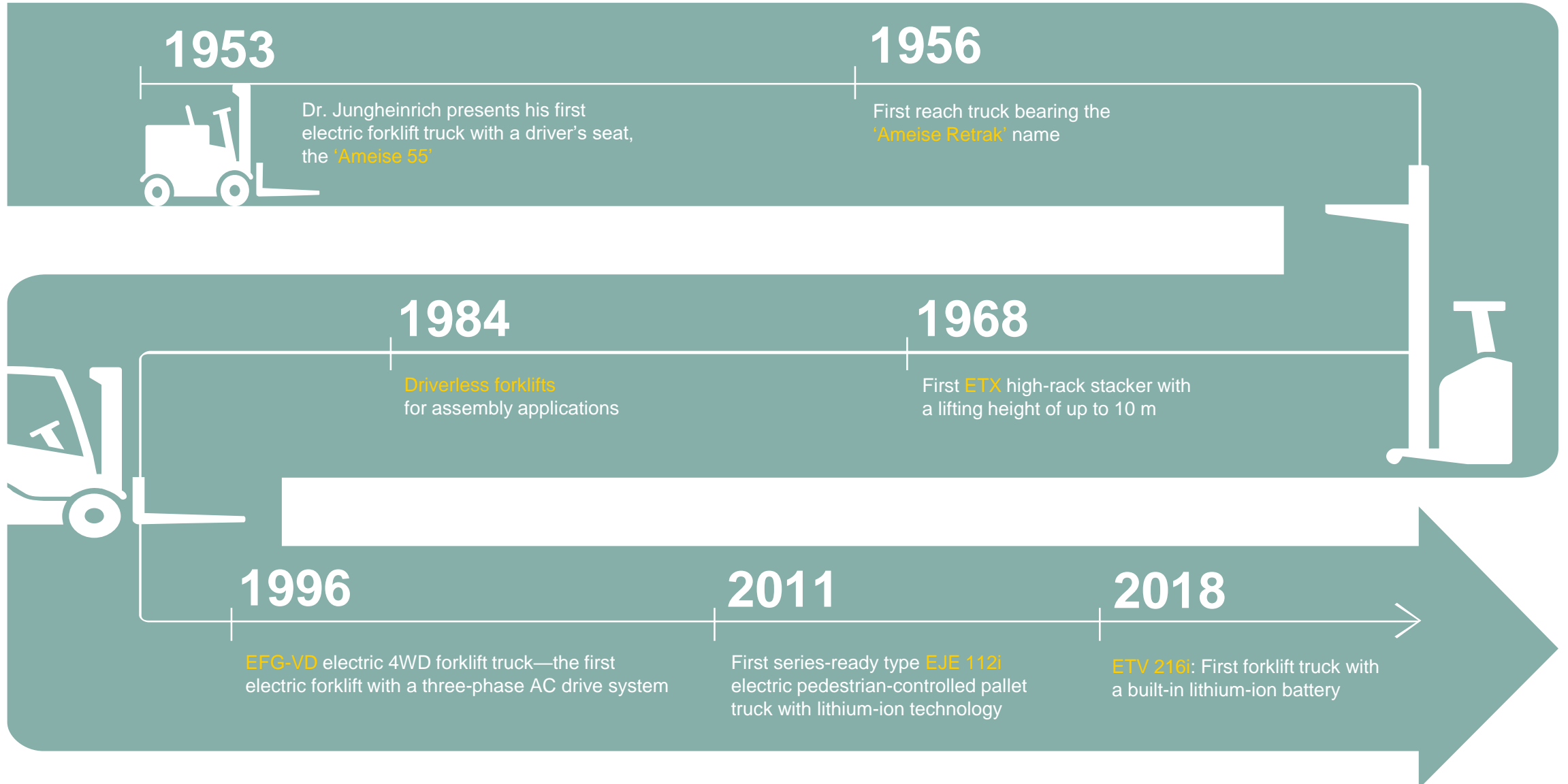


More to come

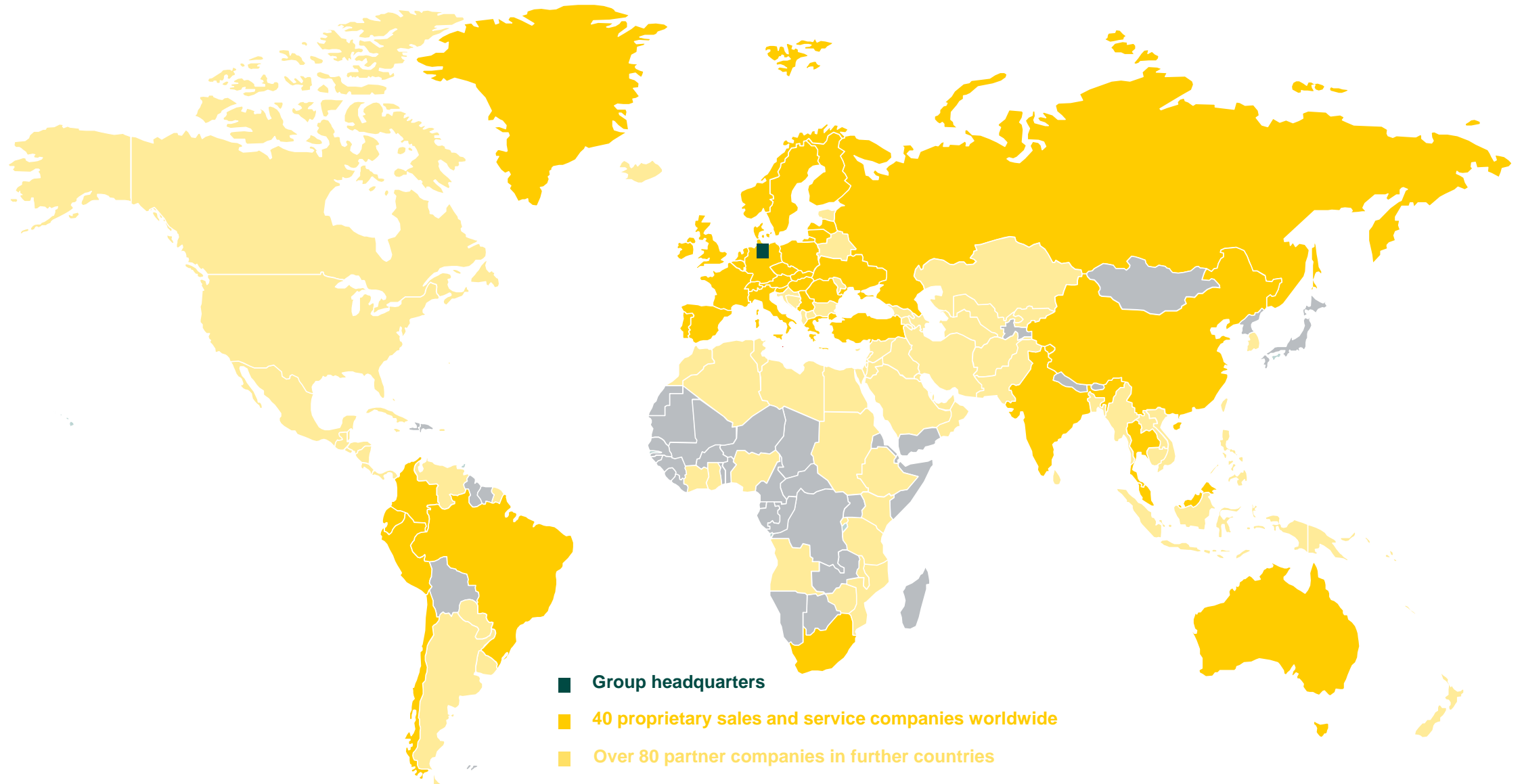
The Jungheinrich Group's Growth Strategy



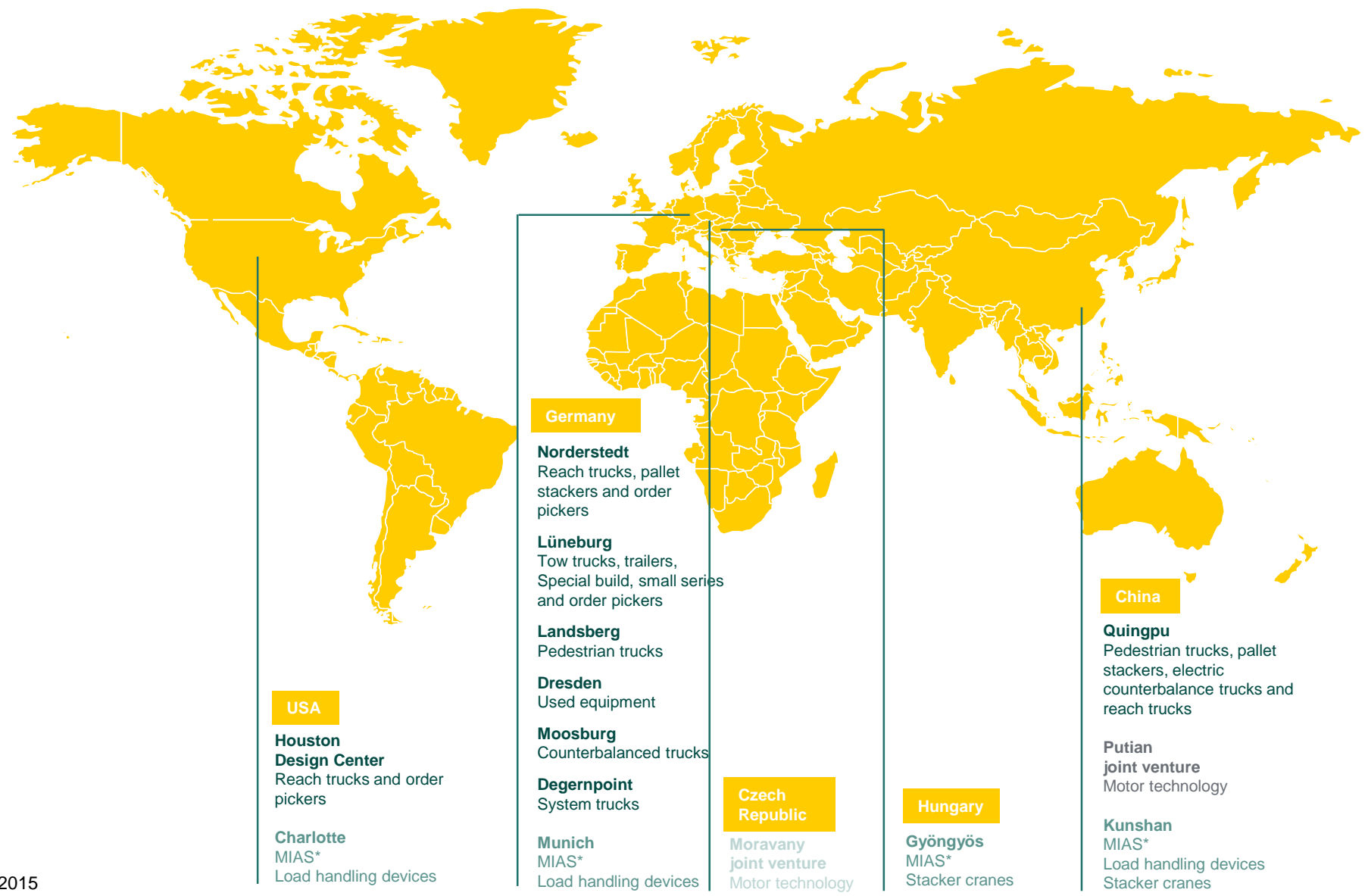
Product Milestones



Worldwide in more than 100 Countries



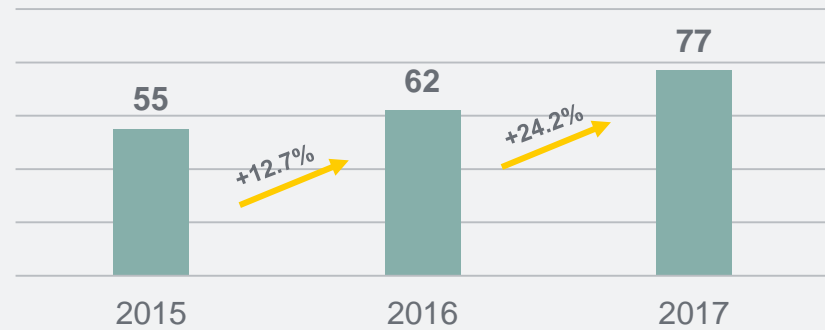
Production



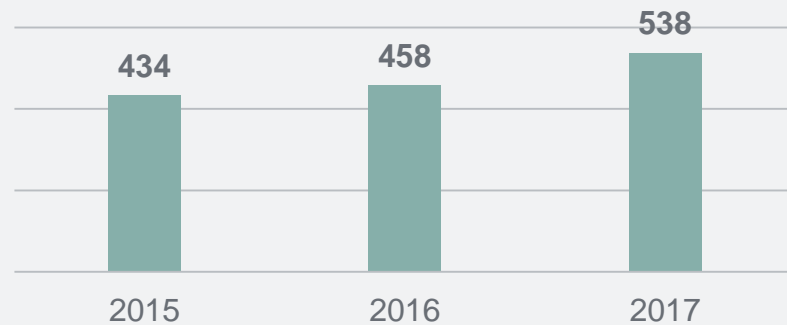
*MIAS Group acquired in 2015

Research & Development

R&D Expenditures (in million €)



Number of Employees Ø (in FTE)

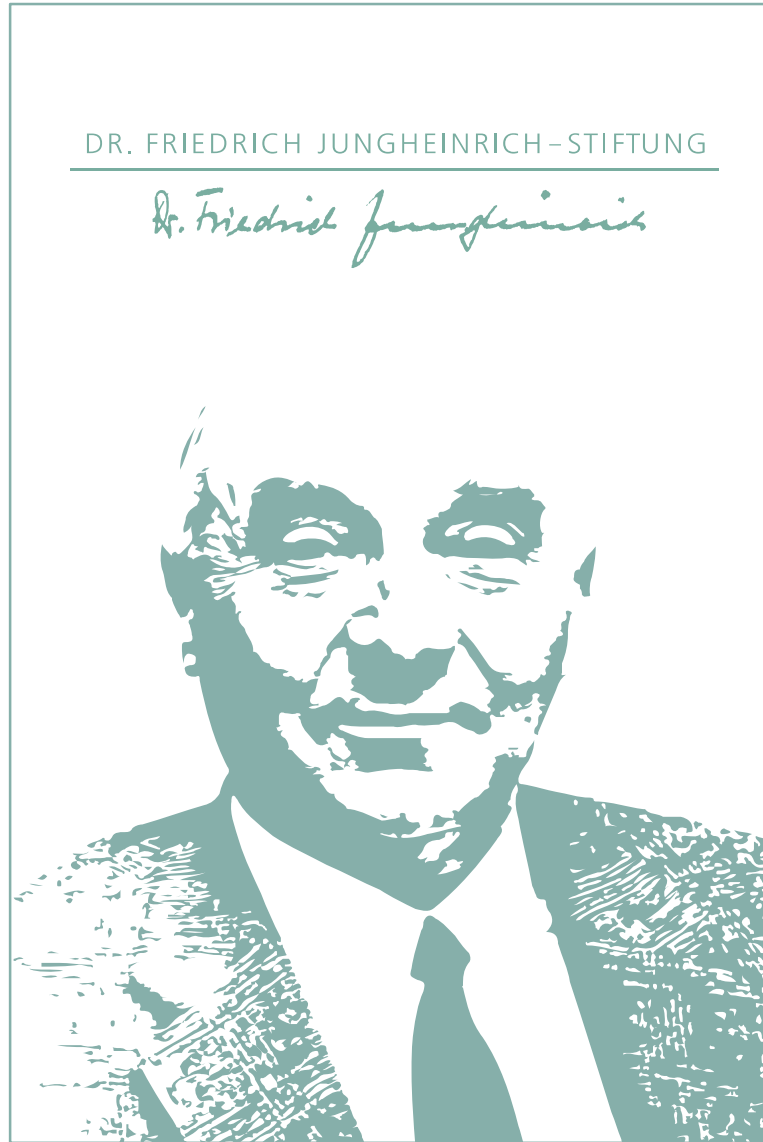


$f(x) = ax^3 + bx^2 + cx + d$
 $ax^2 + bx + c = 0$

**2SHIFTS
1CHARGE
GUARANTEED**

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



DPDHL Supplier Award



IFOY AWARD
international forklift truck
of the year 2018

Jungheinrich Share

Share price in 2017

+ 44%



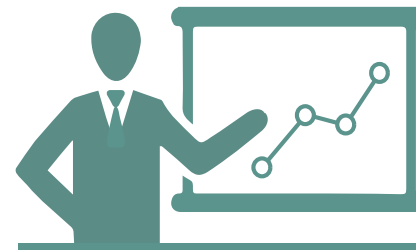
Dividend proposed
for preferred shares

+ 14%

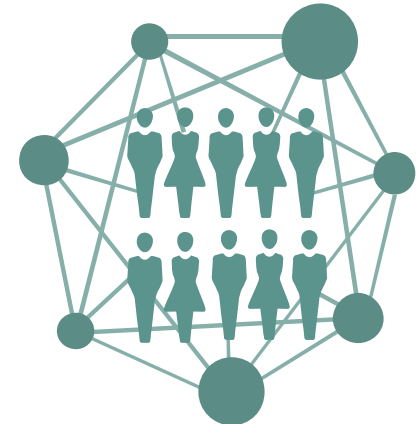
2016–2017



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



Wide
analyst coverage



 ***JUNGHEINRICH***