



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.

~5,000
after-sales service technicians



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

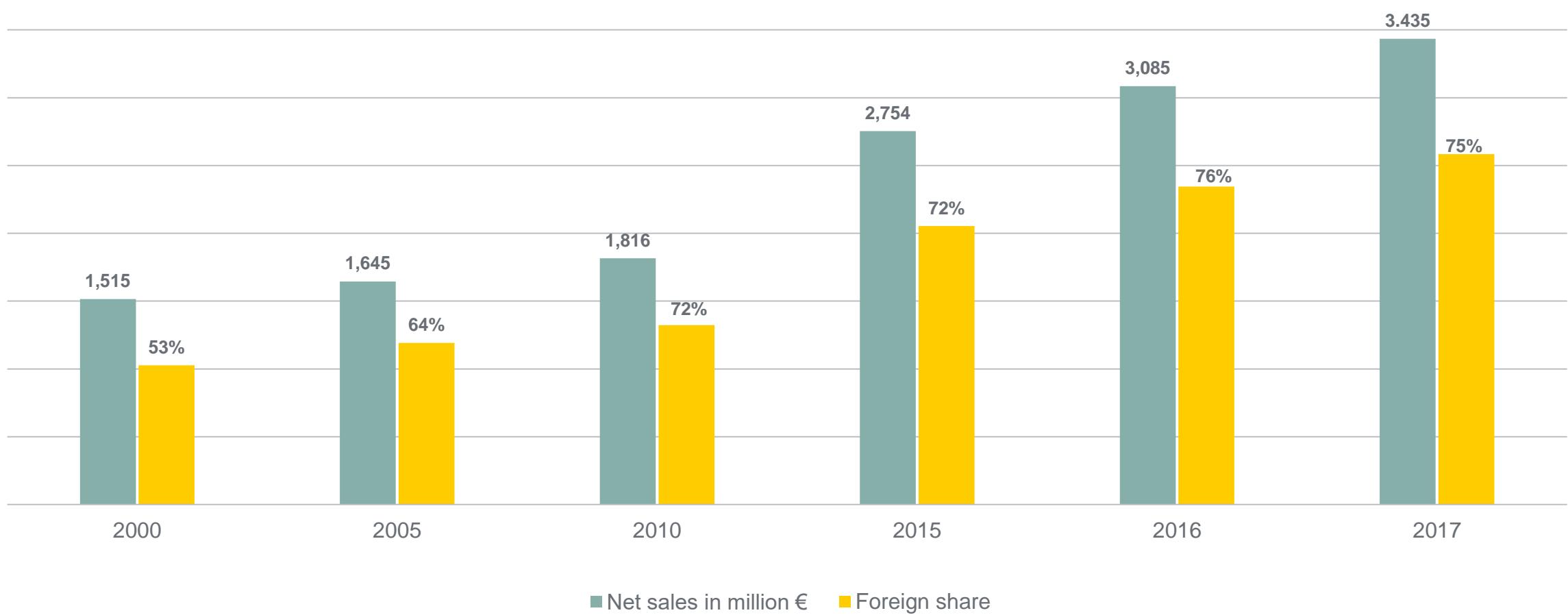


Key Figures

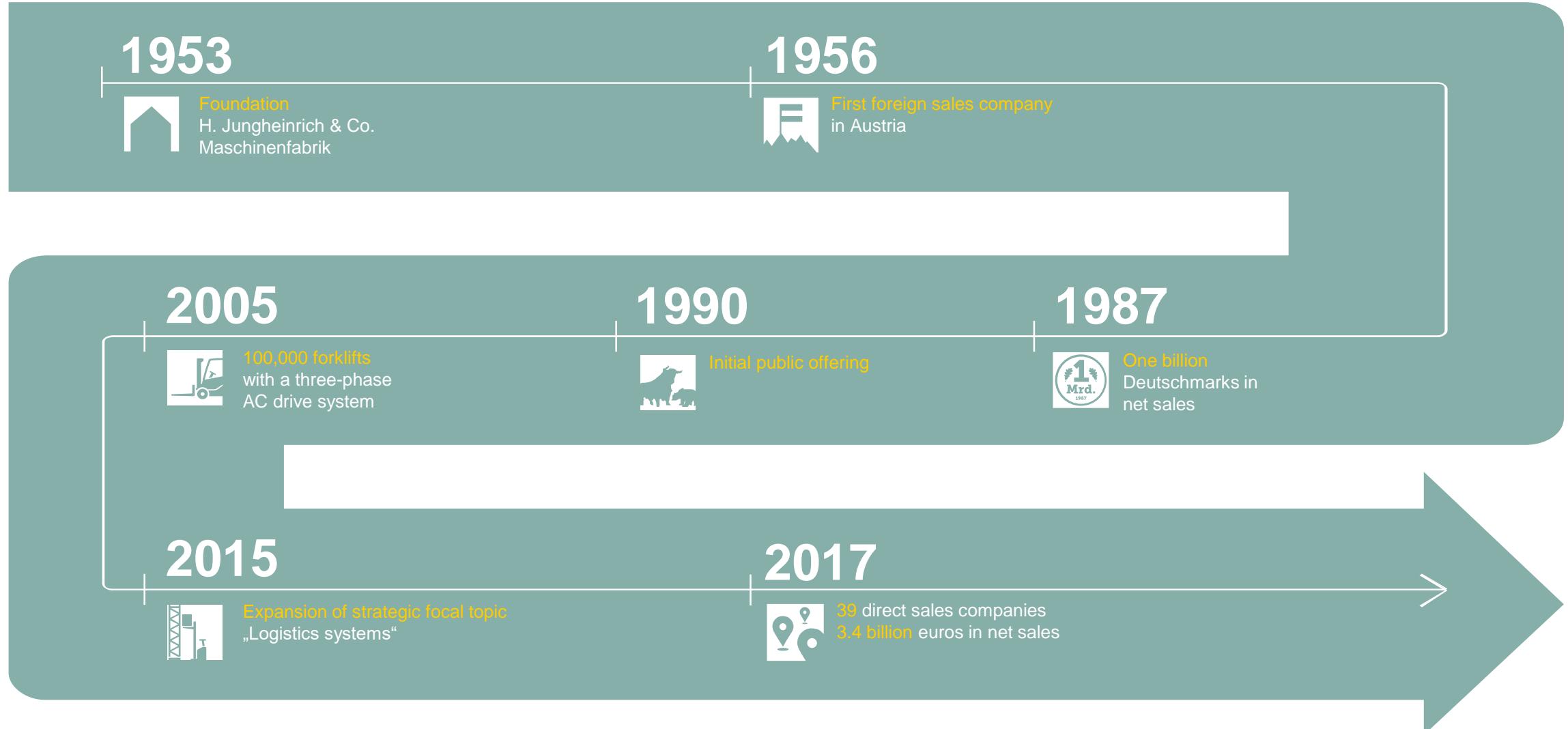
	2017	2016	Change in %
Incoming orders (units)	123,500	109,200	+13.1
Incoming orders (million €)	3,560	3,220	+10.6
Net sales (million €)	3,435	3,085	+11.3
Earnings before interest and taxes (EBIT) (million €)	259	235	+10.2
EBIT return on sales (EBIT ROS) %	7.5	7.6	—
- Net income (million €)	182	154	+18.2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

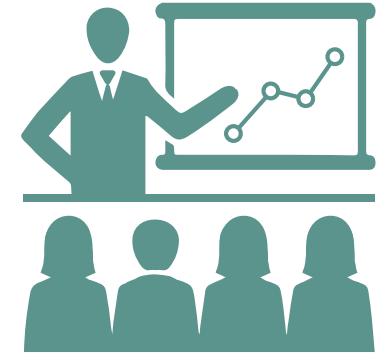
**Dr. Volker Hues**

Member of the Board of
Management
Finance

**Dr. Klaus-Dieter Rosenbach**

Member of the Board of
Management
Logistics Systems

Employees

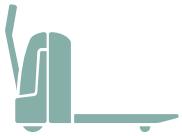
<p>EMPLOYEE TENURE</p>  <p>10 years</p>	<p>>7,000</p>  <p>new Jobs created since 2009</p>	 <p>Numerous workshops and trainings for the professional and personal advancement</p>	 <p>Jungheinrich International Graduate Program (JIG)</p>
	 <p>19.9 % of our employees are women (sector average: 16.6%)</p>  <p>Working Worldwide Internationale programs for employees</p>	 <p>>17,000 employees worldwide</p>	

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



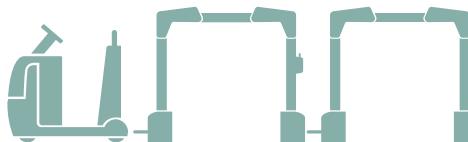
Diesel/LPG trucks



Hand pallet trucks



Tugger trains



Trailers

Further solutions



Special build and small series



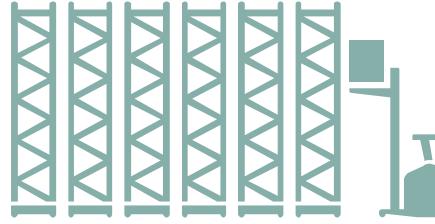
Batteries and chargers



Accessories

Logistics Systems and Digital Solutions Product Portfolio

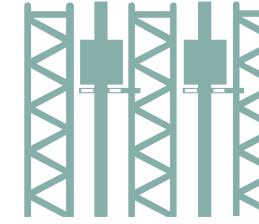
Logistics systems



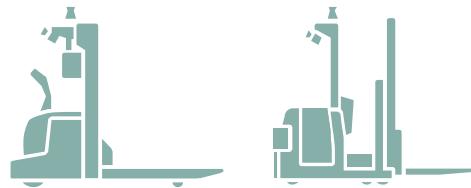
Racking and warehouse equipment



Stacker cranes



Stacker cranes



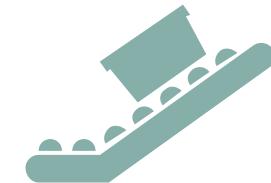
Warehouse management



Digital solutions



Conveyor technology



Product portfolio (1/2)



Hand pallet trucks



Electric-
pedestrian and
stacker trucks



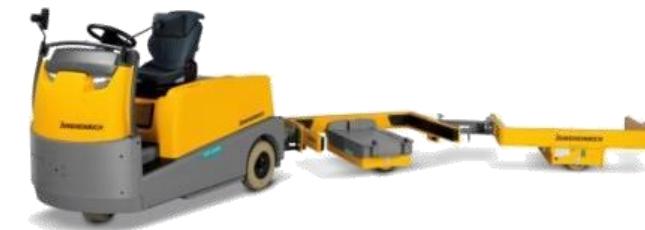
Order pickers



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

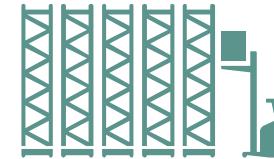
Focal Points of the Group's Strategy



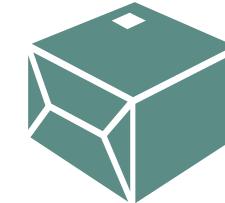
Core business
Europe



Growth markets in APAC
focussing on China



Logistics
systems business



Mail-order business

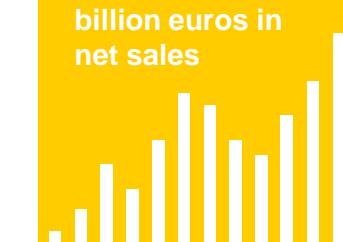


'Counterbalanced
truck' product
segment

TARGET: 2020

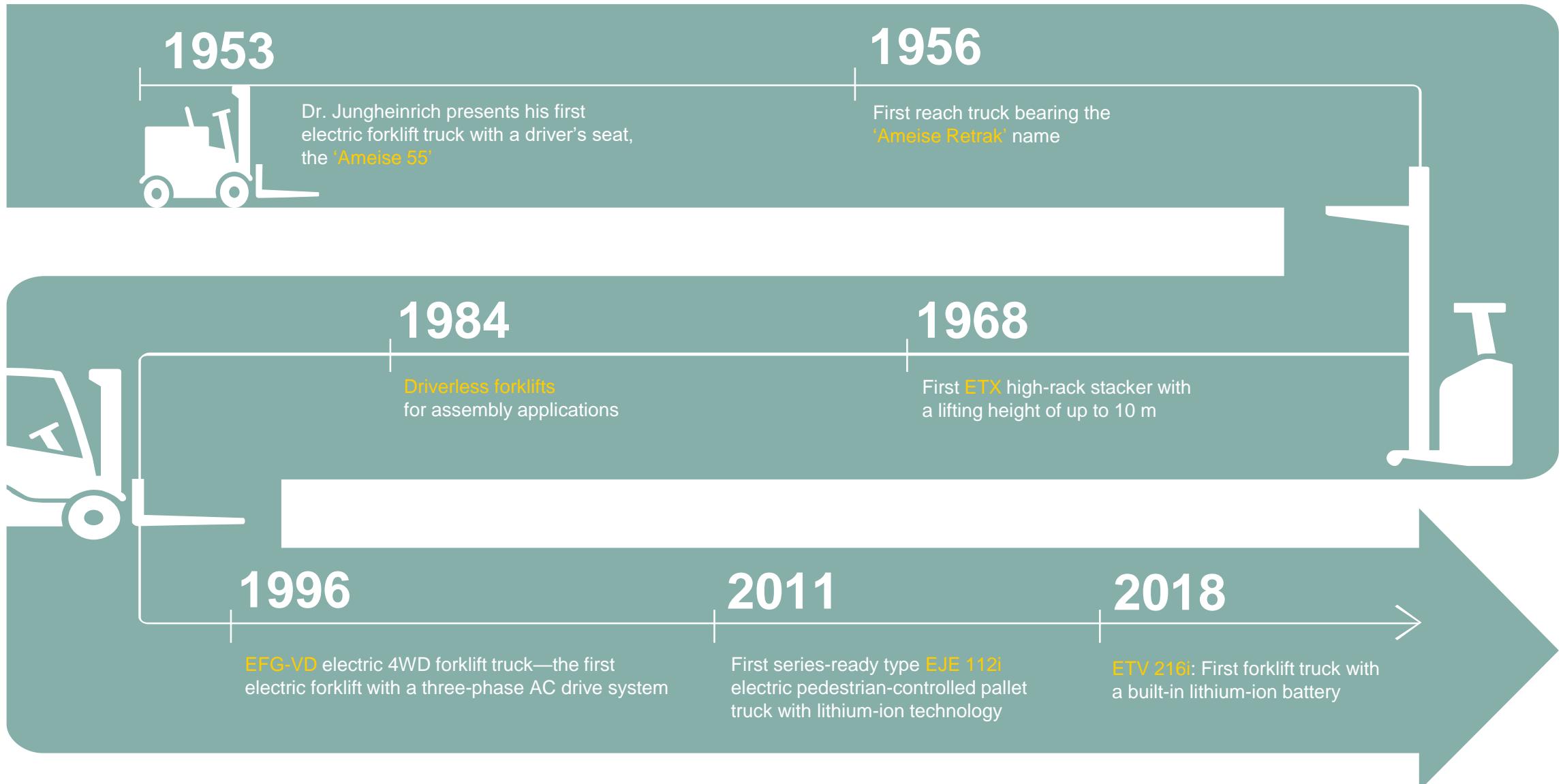
4

billion euros in
net sales

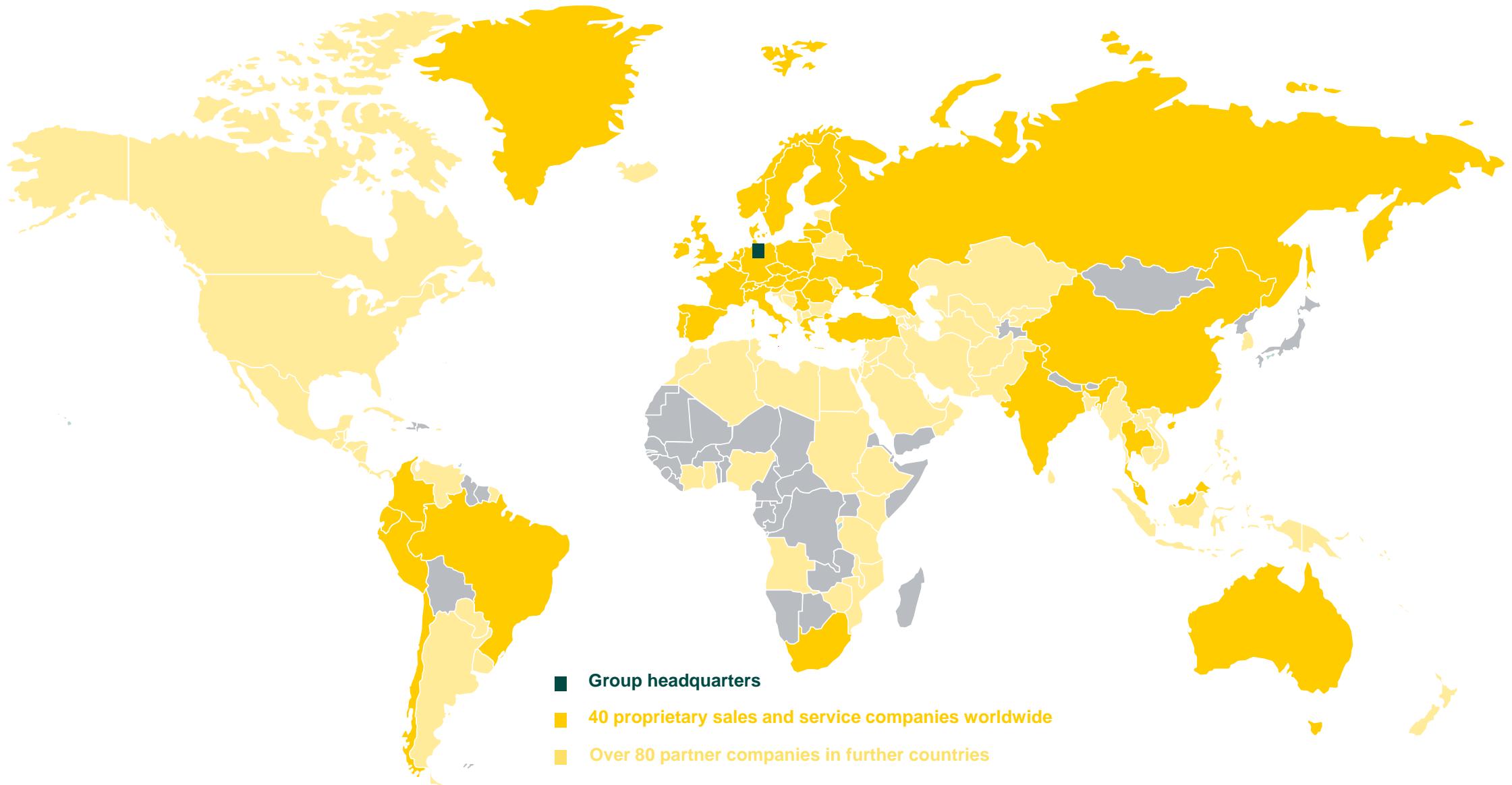


No. 1 brand
in intralogistics (Europe)

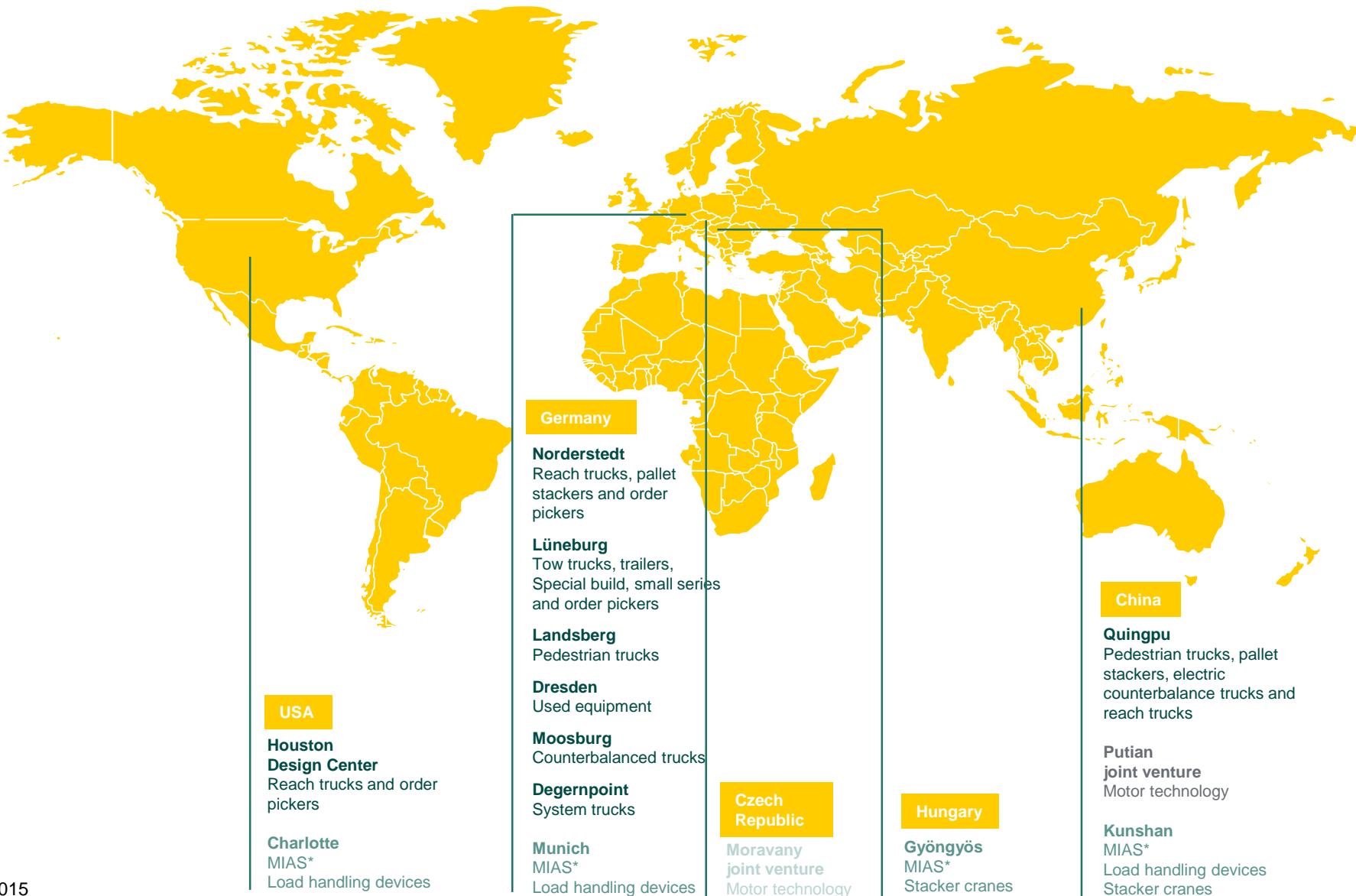
Product Milestones



Worldwide in more than 100 Countries



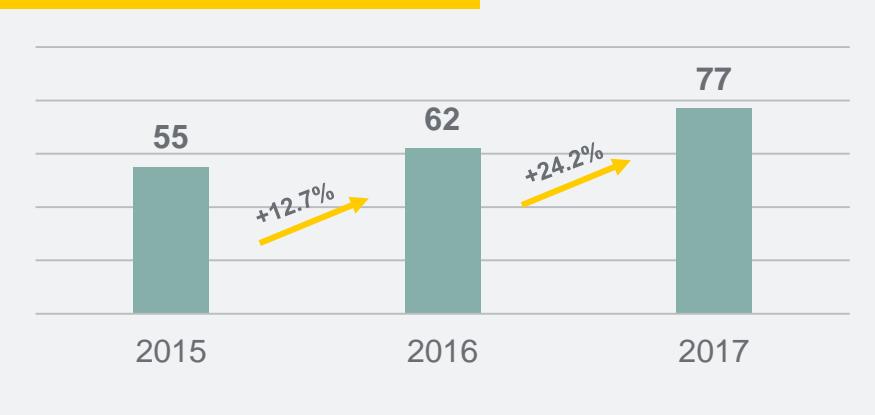
Production



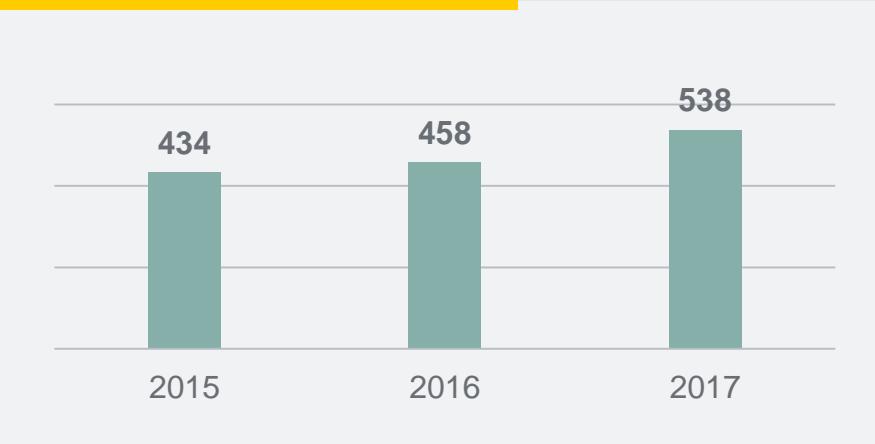
*MIAS Group acquired in 2015

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

DR. FRIEDRICH JUNGHEINRICH-STIFTUNG

Dr. Friedrich Jungheinrich



Cooperation with
action medeor



**action
medeor**

Support of the Hamburg
Kids' University



Support of national and
international projects



Awards 2017/2018



reddot award 2017
best of the best



MANUFACTURING
EXCELLENCE
AWARD



IFOY AWARD
international forklift truck
of the year 2017



Deutsche Post DHL
Group

DPDHL Supplier Award



IFOY AWARD
international forklift truck
of the year 2018

Jungheinrich Share

Share price in 2017
+ 44%

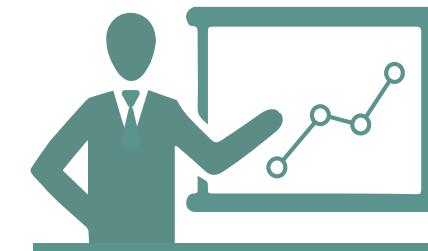


Dividend proposed
for preferred shares
+ 14%

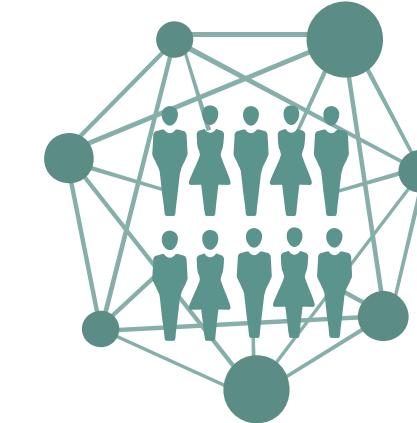
2016–2017



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



Wide
analyst coverage



The logo for Jungheinrich, featuring the company name in a bold, black, sans-serif font. The letter 'J' is stylized with a red arrow pointing upwards and to the right through the top bar of the 'J'.