



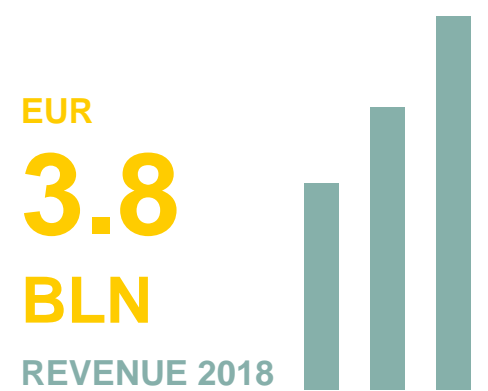
# Jungheinrich

## Company presentation

Hamburg, September 2019



# Highlights



**121.000**

PRODUCED INDUSTRIAL TRUCKS 2018

**12.000**

WITH LITHIUM-ION TECHNOLOGY



**18,000**

EMPLOYEES WORLDWIDE

**40**

OWN DIRECT  
SALES COMPANIES

In Europe we are

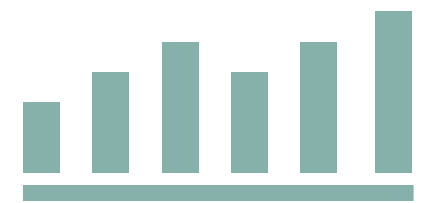
**No. 2**



in the industry.



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

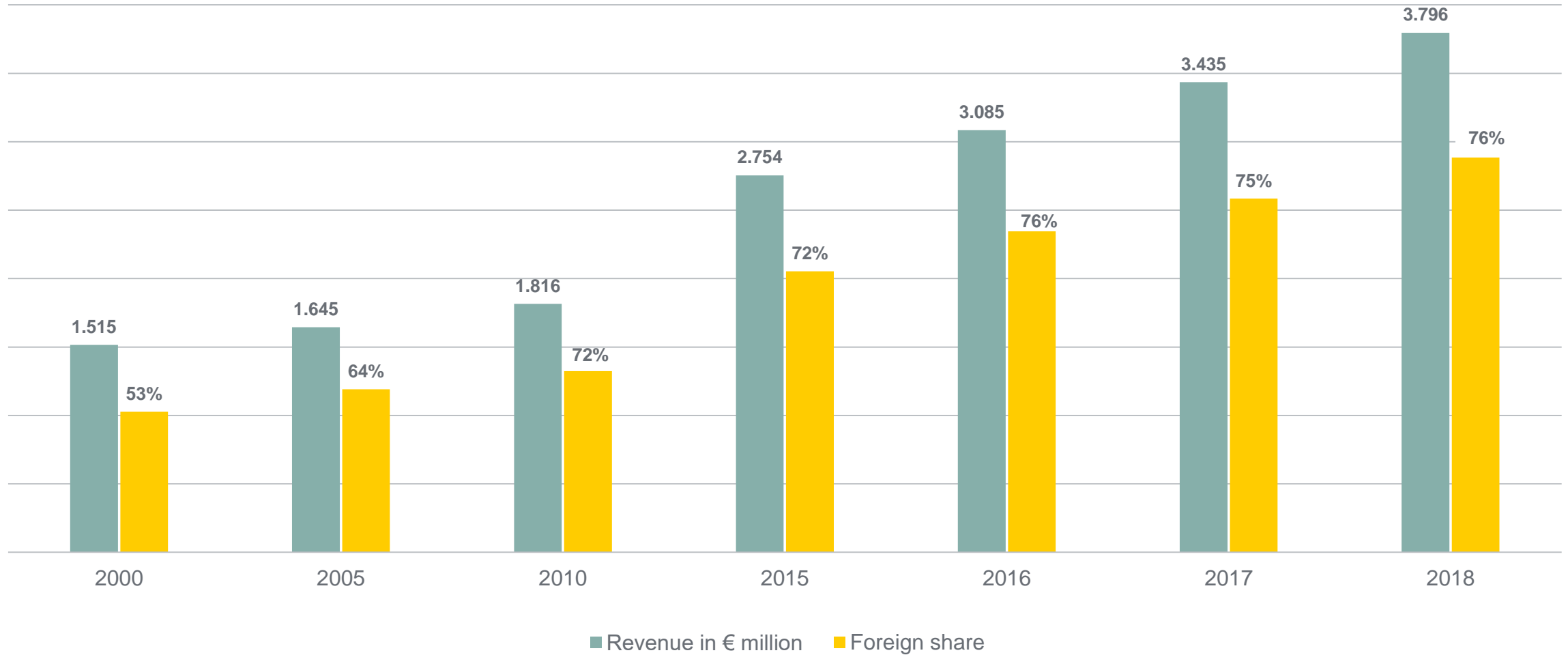


# Key figures

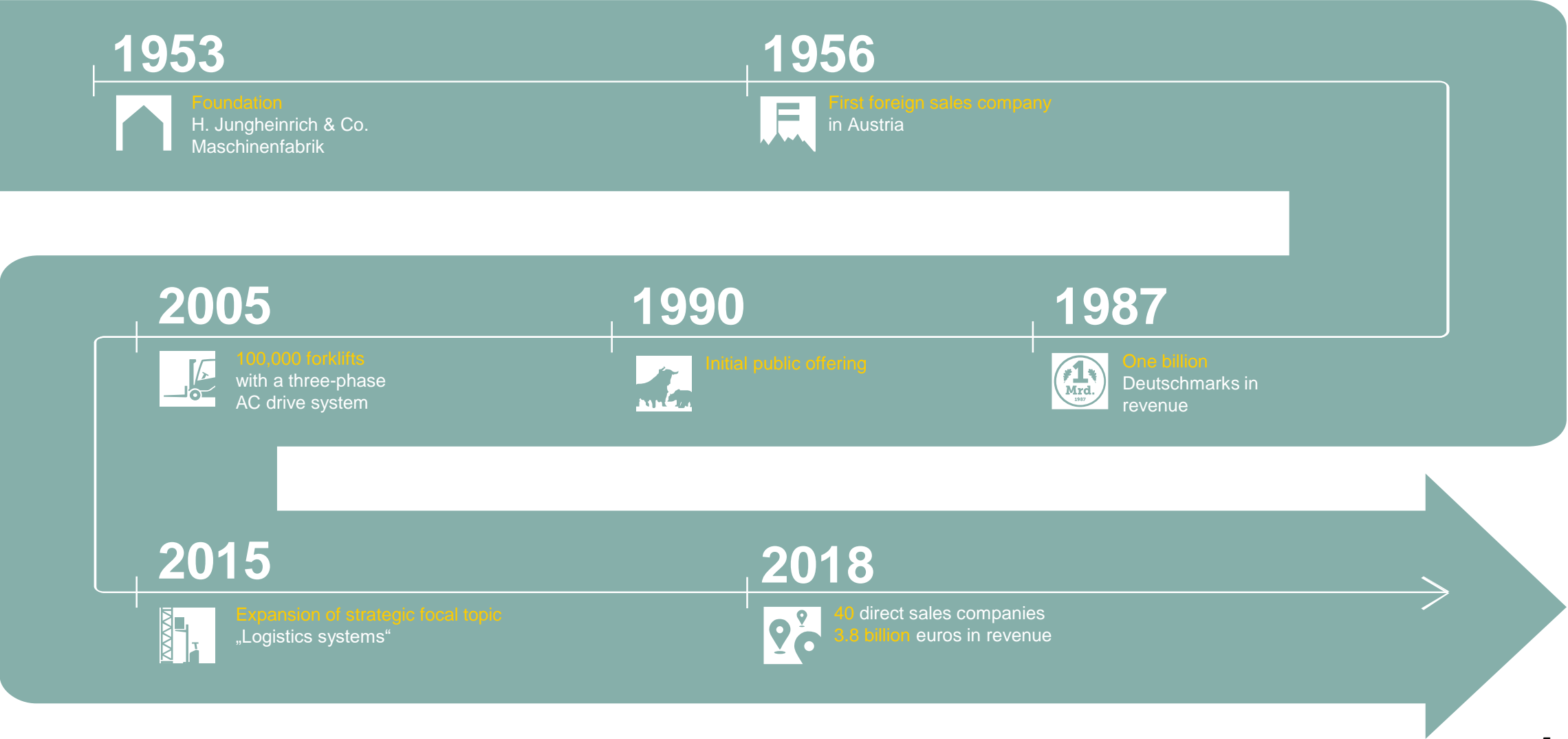
	2018	2017	Change in %
Incoming orders (units)	131,000	123,500	+6.1
Incoming orders (€ million)	3,971	3,560	+11.5
Revenue (€ million)	3,796	3,435	+10.5
Earnings before interest and taxes (EBIT) (€ million)	275	259	+6.2
EBIT return on sales (EBIT ROS) %	7.2	7.5	—
Profit or loss (€ million)	176	182	-3.3
Earnings per preferred share (€)	1.73	1.80	-3.9
Capital expenditures* 31/12 (€ million)	106	88	+20.5
Balance sheet total 31/12 (€ million)	4,746	4,130	+14.9
Shareholders' equity 31/12 (€ million)	1,362	1,244	+9.5
Employees 31/12	17,877	16,248	+10.0

\* Tangible and intangible assets excluding capitalized development expenditures.

# Revenue



# History





# Board of Management



**Dr Lars Brzoska**

Chairman of the Board of  
Management  
Labour Director  
& Engineering



**Christian Erlach**

Member of the Board of  
Management  
Marketing  
& Sales



**Dr Volker Hues**

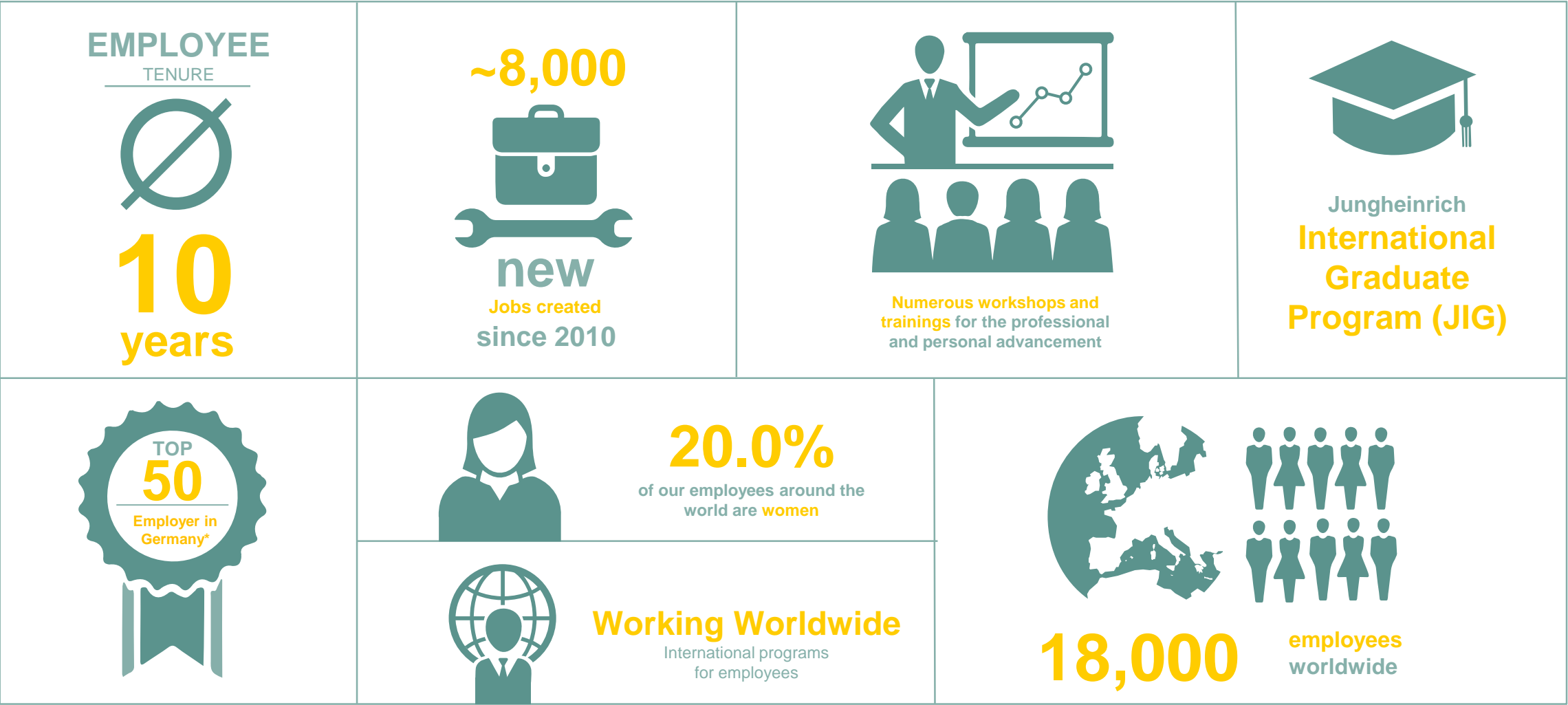
Member of the Board of  
Management  
Finance



**Dr Klaus-Dieter Rosenbach**

Member of the Board of  
Management  
Logistics Systems

# Employees



\*according to Focus und Kununu

# Business model





# Industrial trucks

## 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



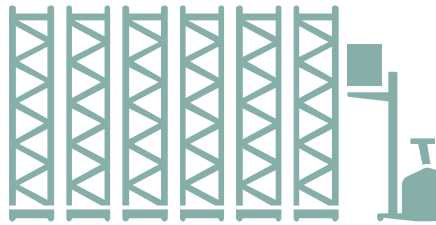
Batteries and chargers



Accessories

# Logistics systems and digital solutions

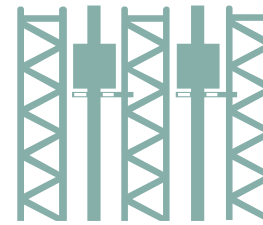
Logistics systems



Racking and warehouse equipment



Stacker cranes



Stacker cranes



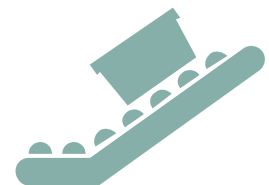
Warehouse management



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**



**Complete Solutions**



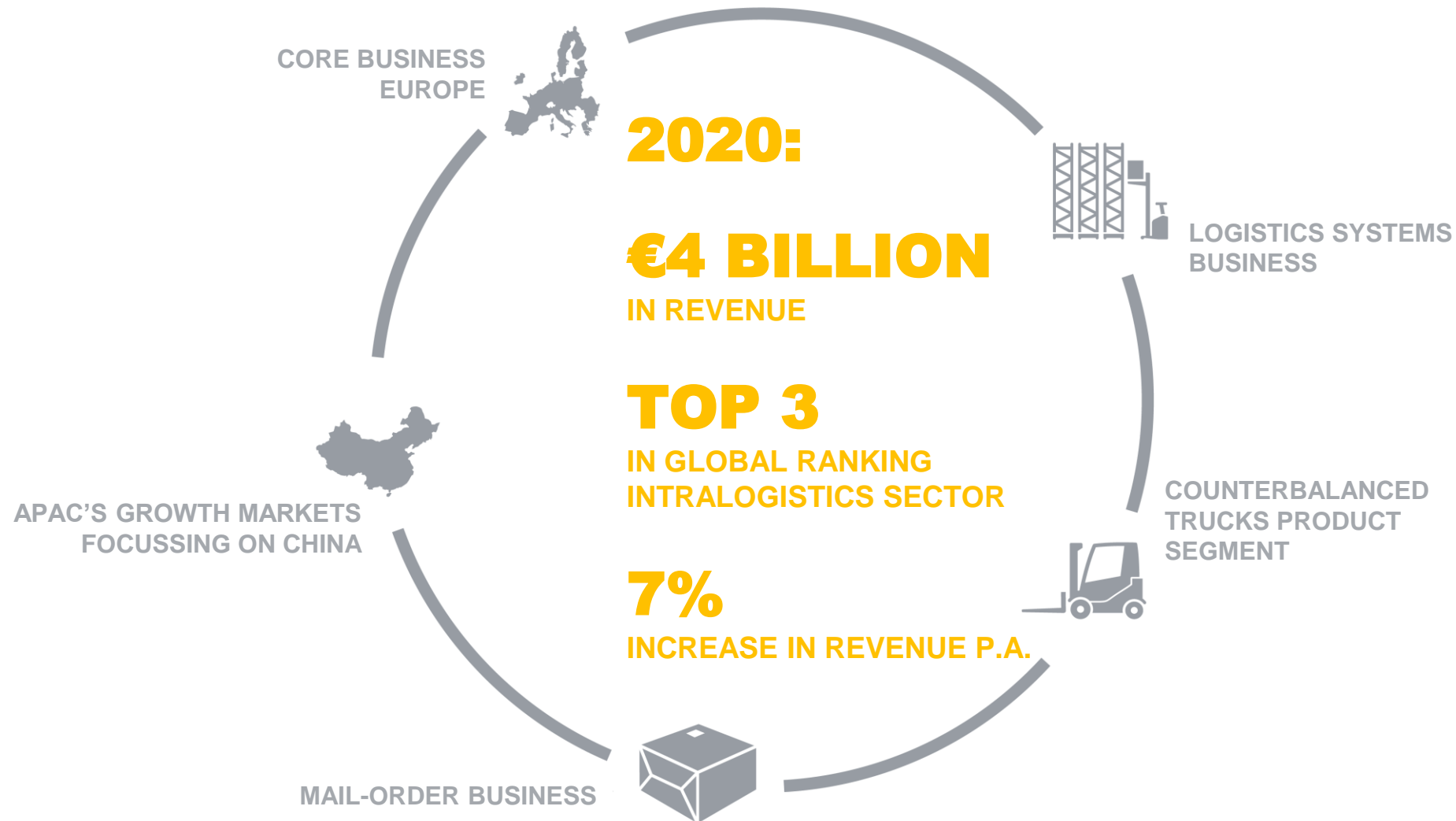
**Warehouse Management  
Systems**



**Digital Solutions**

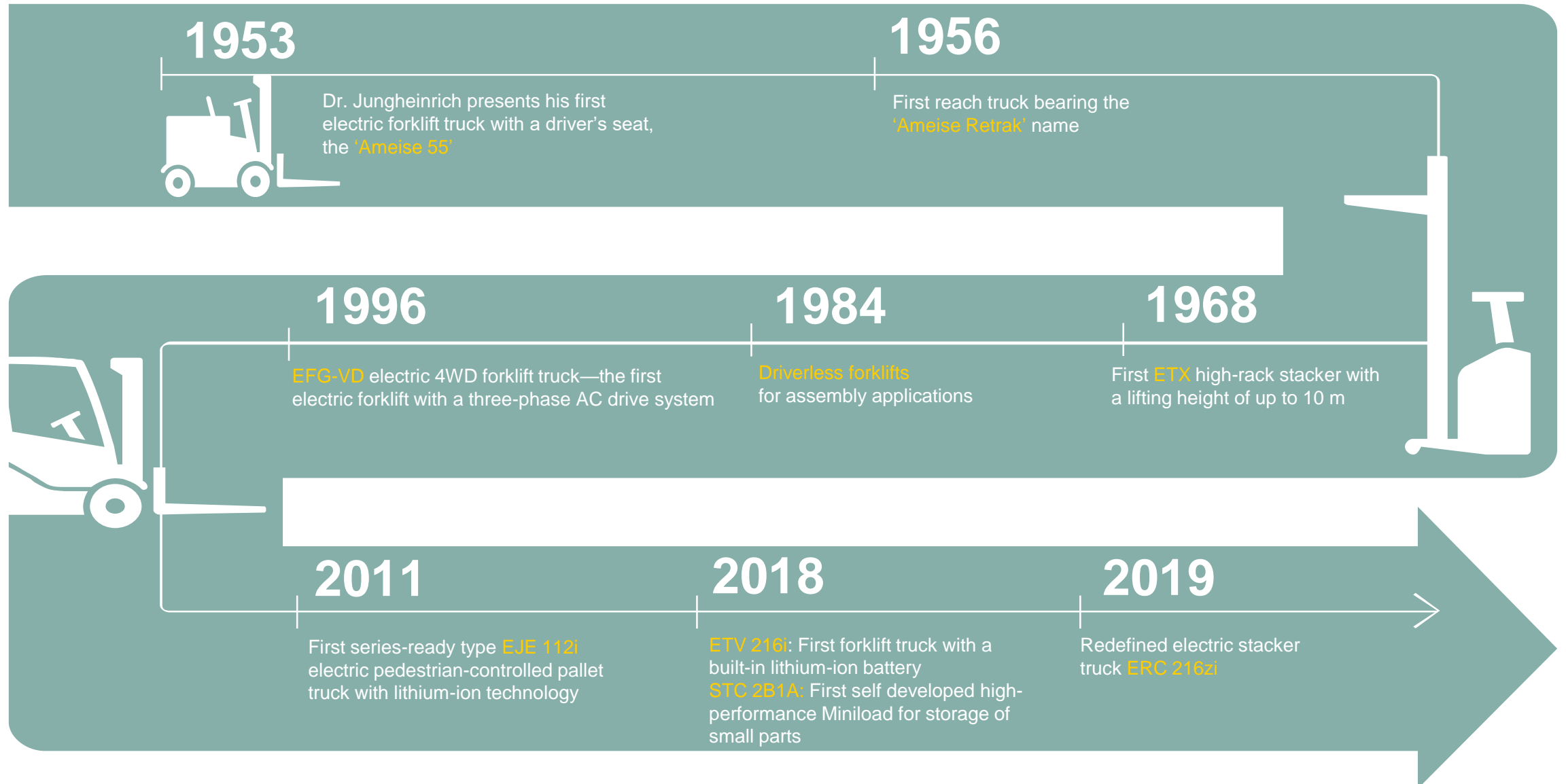


# Sustainable growth strategy with clear goals

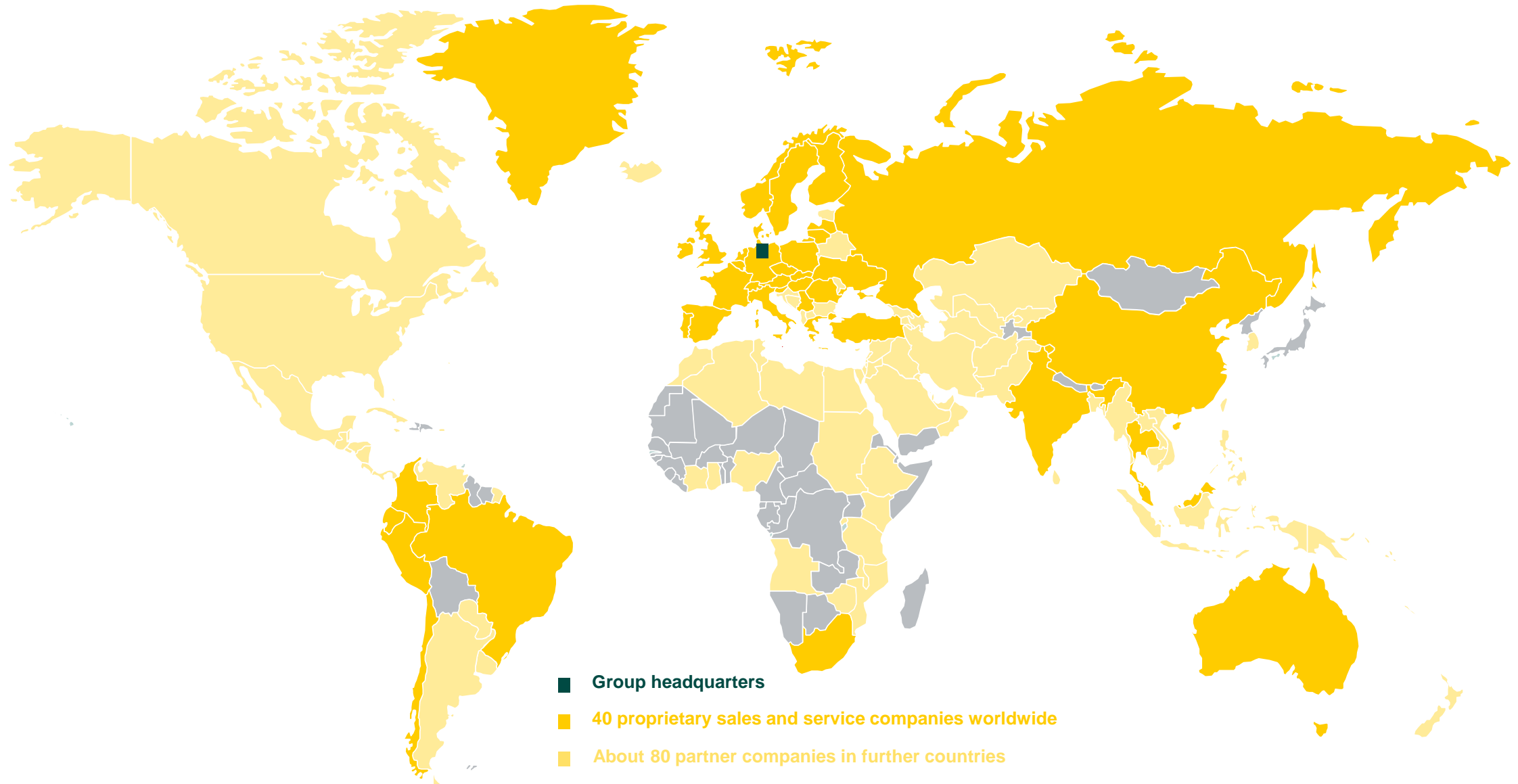




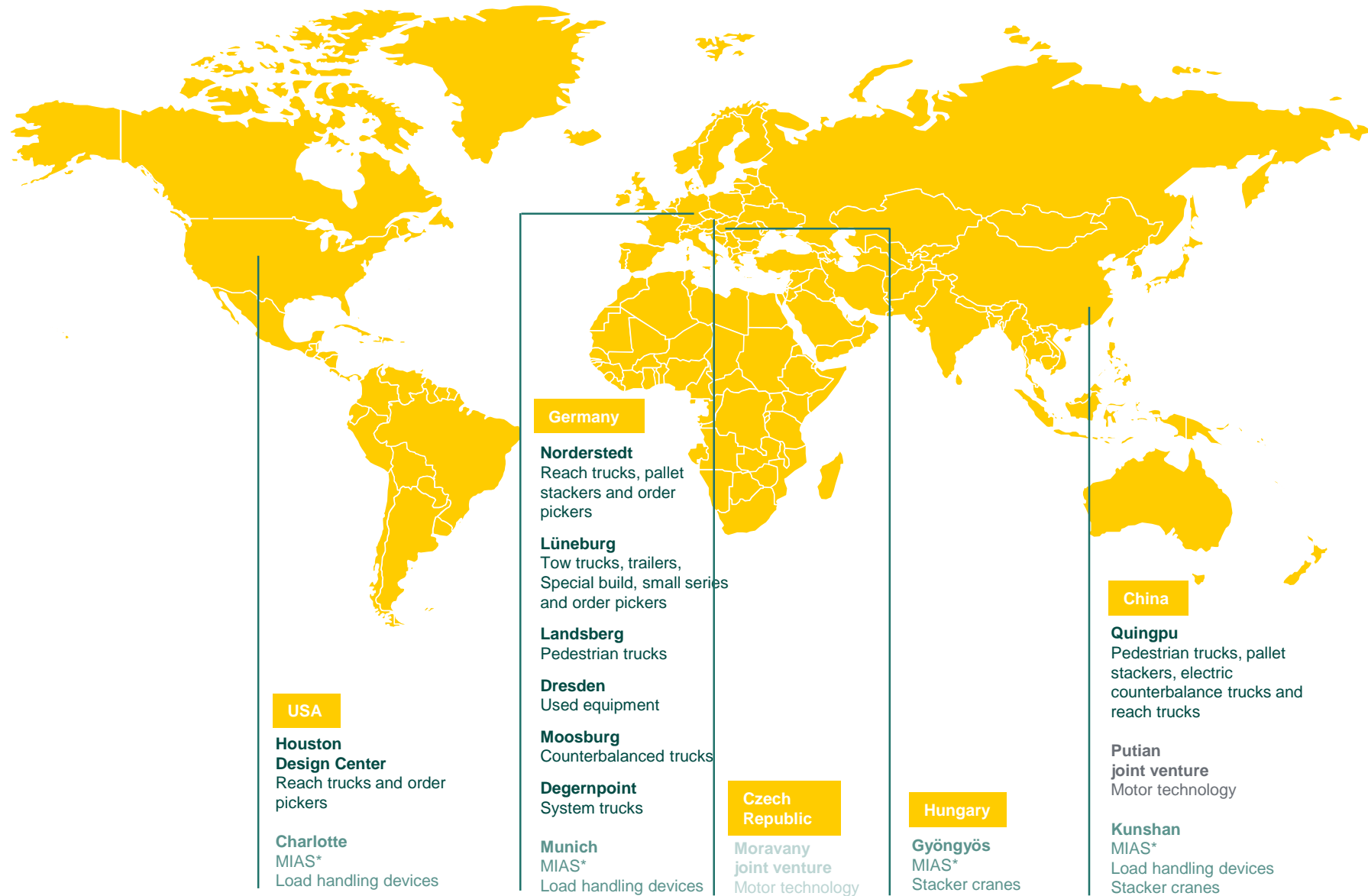
# Product milestones



## Worldwide represented in more than 100 countries

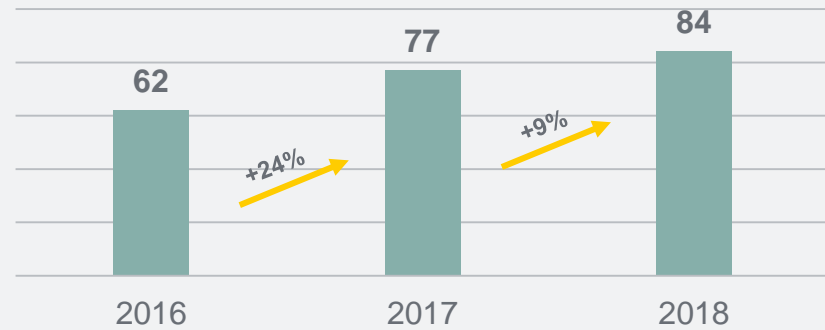


# Production sites

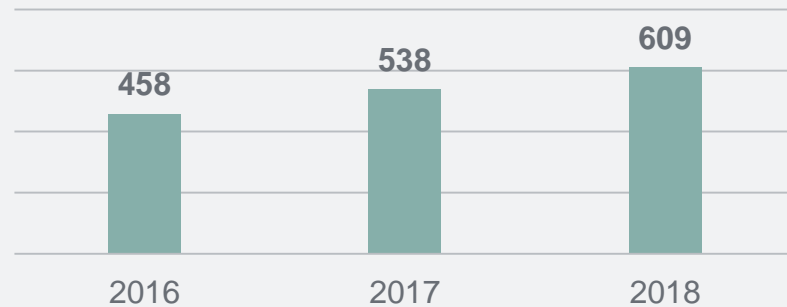


# Research & Development

R&D Expenditures (in million €)



Number of Employees Ø (in FTE)

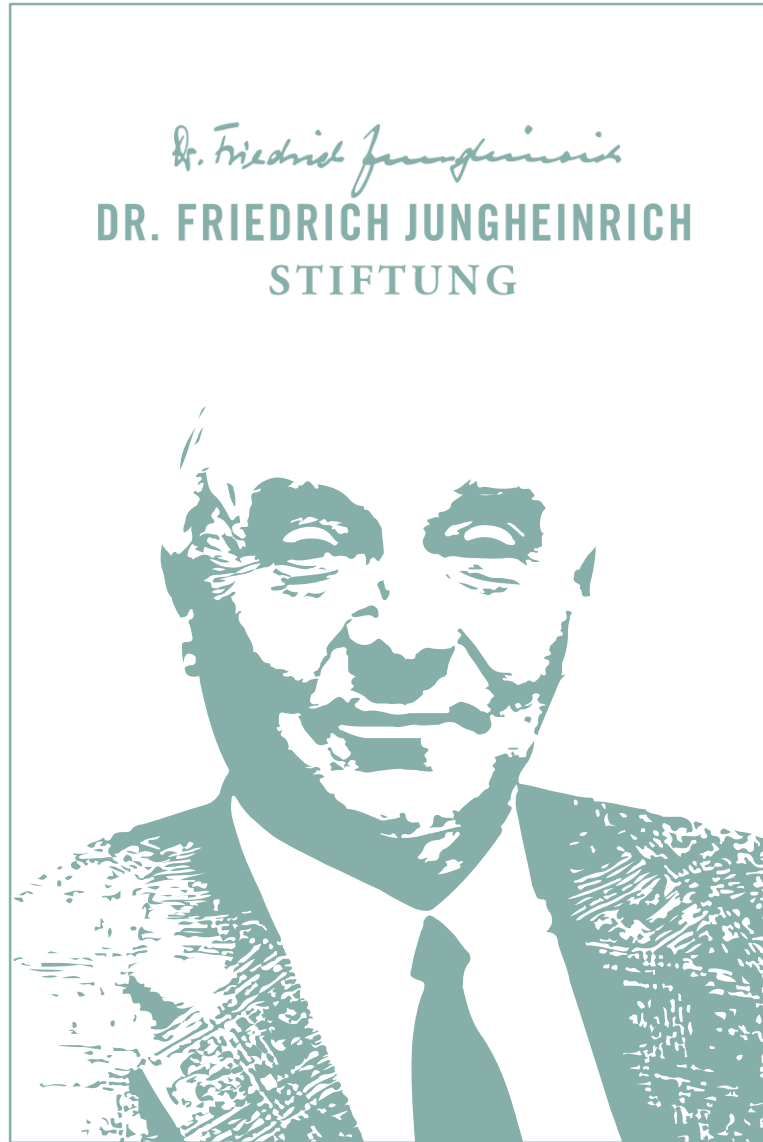


$f(x) = ax^3 + bx^2 + cx + d$   
 $ax^2 + bx + c = 0$

**LI-ION**  
technology

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



Regular support of the  
Arche e.V.



Support of national and  
international projects



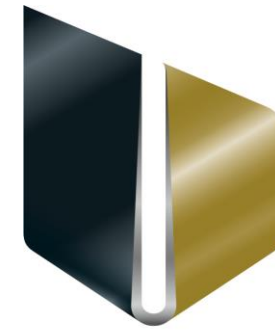


## Awards 2018/2019



**IFOY AWARD**

international forklift truck  
of the year 2018



german  
brand  
award  
18  
gold

MANUFACTURING  
EXCELLENCE

AWARD



GERMAN  
DESIGN  
AWARD  
2018



# Jungheinrich share

Solid long-term  
capital investment

**+ 25%\***

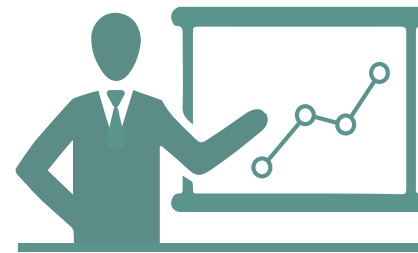


Stable dividend

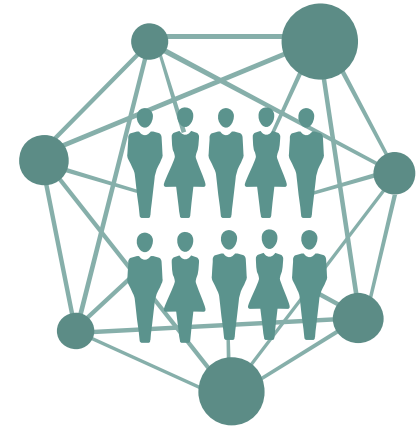
**€0.50**



Dividend policy:  
reliable dividend  
payments; payout  
between 25 and 30% of  
profit after tax



Broad  
**analyst coverage**



\*average yield during the investment period of 10 years p.a.; in comparison DAX +8%, MDAX +14%, SDAX + 13%