



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

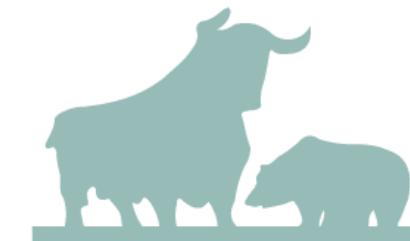
In Europe we are

No. 2



in the industry.

>5,300
after-sales service technicians



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

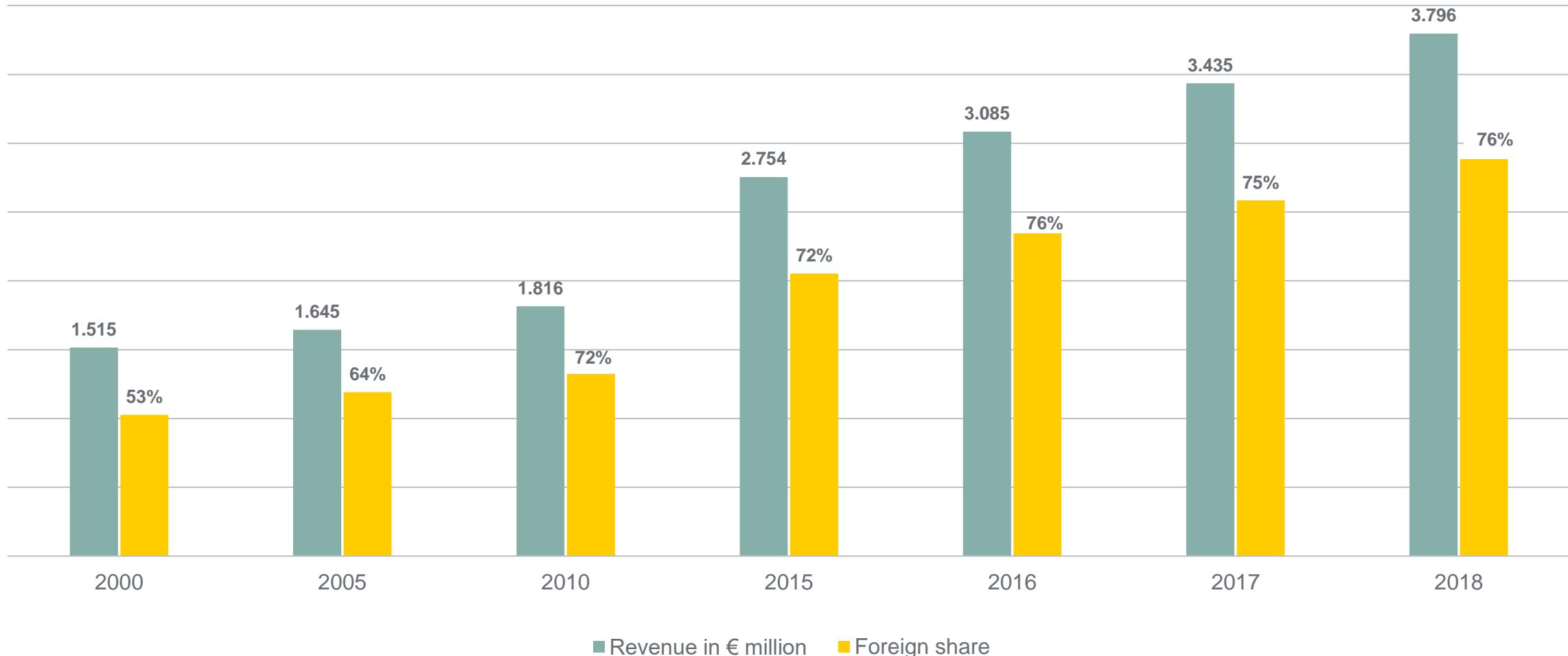


Key figures

	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

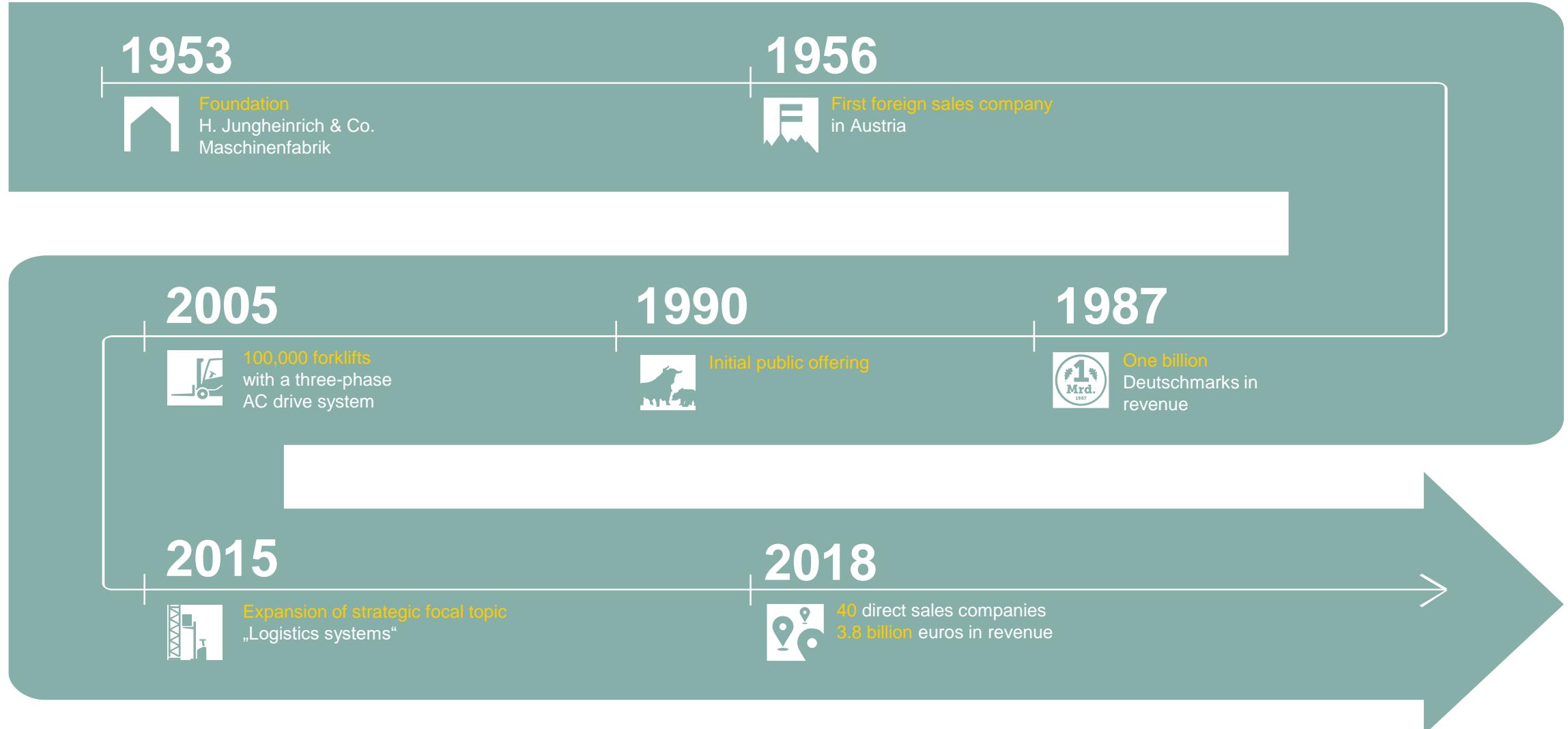
* Tangible and intangible assets excluding capitalized development expenditures.

Revenue



■ Revenue in € million ■ Foreign share

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

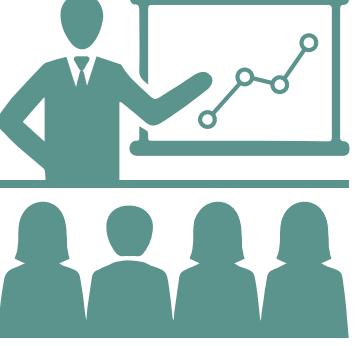
Member of the Board of
Management
Finance



Dr Klaus-Dieter Rosenbach

Member of the Board of
Management
Logistics Systems

Employees

<p>EMPLOYEE TENURE</p>  <p>10 years</p>	<p>~8,000</p>  <p>new Jobs created since 2010</p>	 <p>Numerous workshops and trainings for the professional and personal advancement</p>	 <p>Jungheinrich International Graduate Program (JIG)</p>
	 <p>20.0% of our employees around the world are women</p>  <p>Working Worldwide International programs for employees</p>	 <p>18,000 employees worldwide</p>	

Business model



Industrial trucks

Warehouse Trucks



Pedestrian trucks



Low level order pickers



Stackers



Reach trucks



Order pickers



High-rack stackers



Tow trucks

Electric trucks



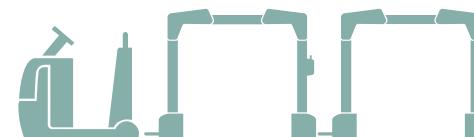
Diesel/LPG trucks



Hand pallet trucks



Tugger trains



Trailers

Further solutions



Special build and small series



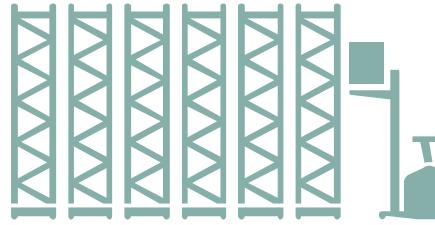
Batteries and chargers



Accessories

Logistics systems and digital solutions

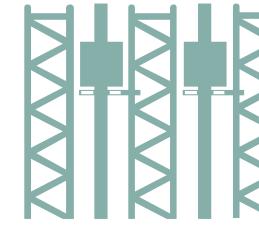
Logistics systems



Racking and warehouse equipment



Stacker cranes



Stacker cranes



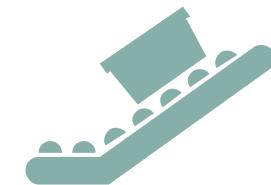
Warehouse management



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



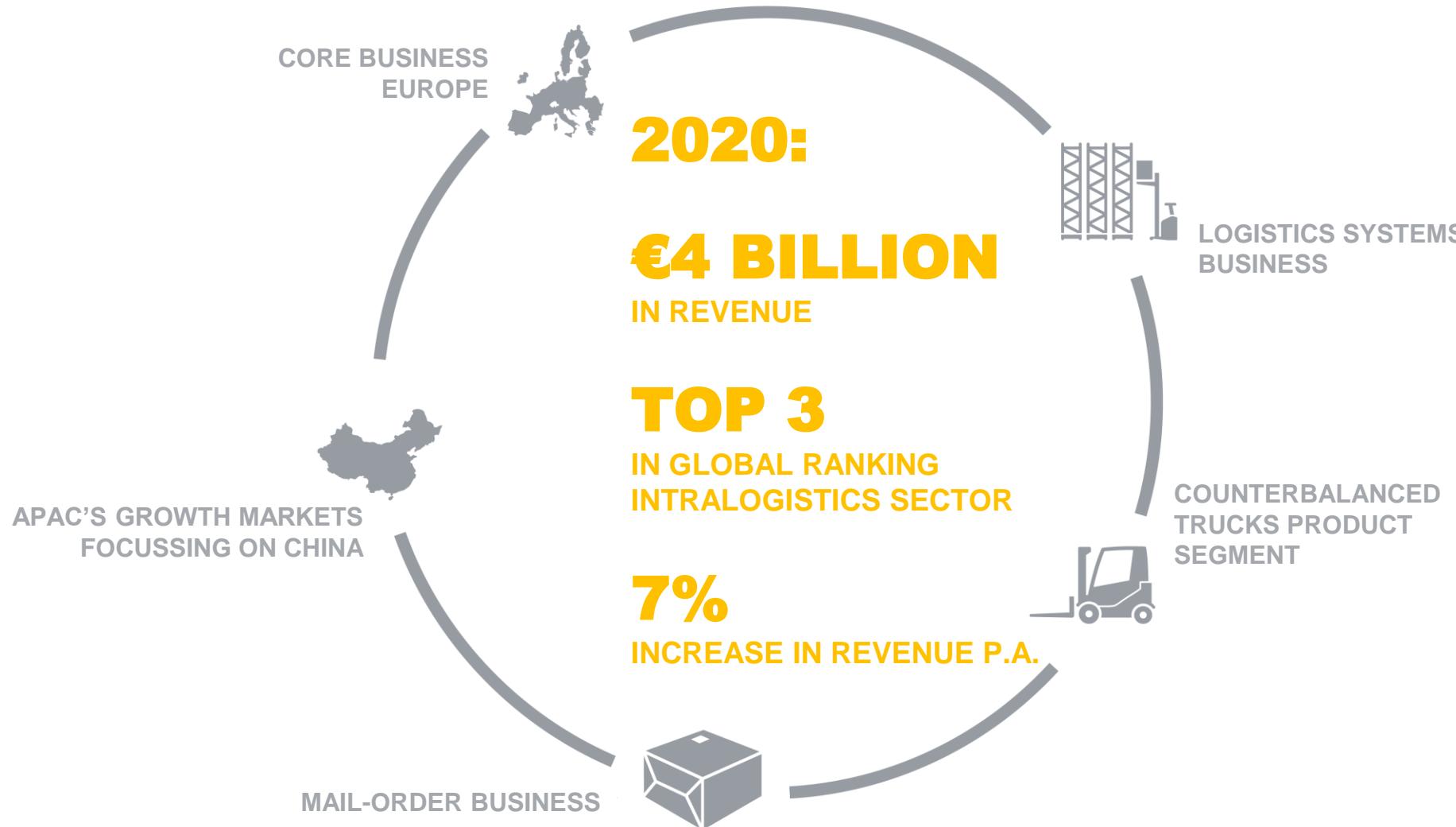
Warehouse Management
Systems



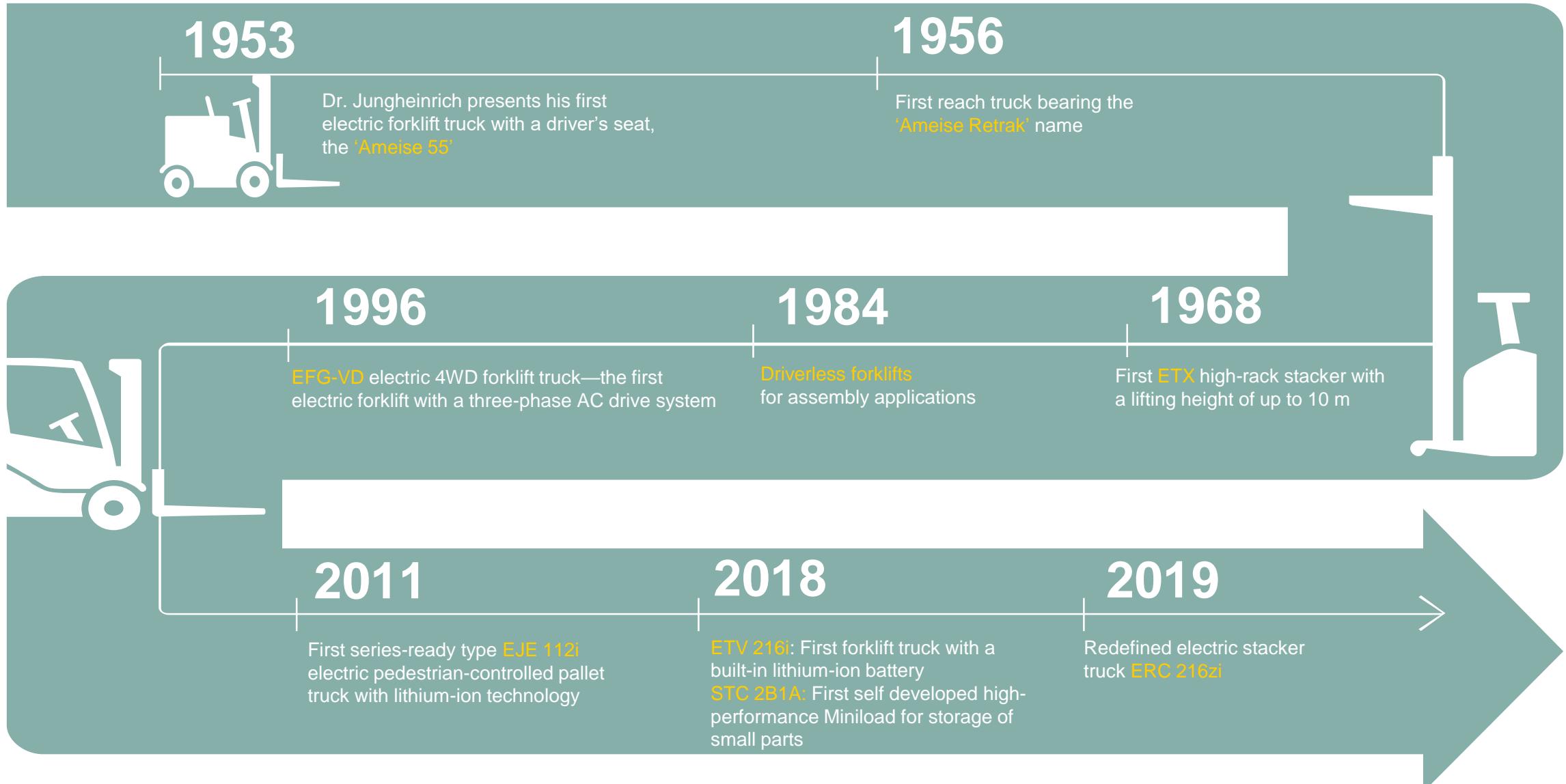
Digital Solutions



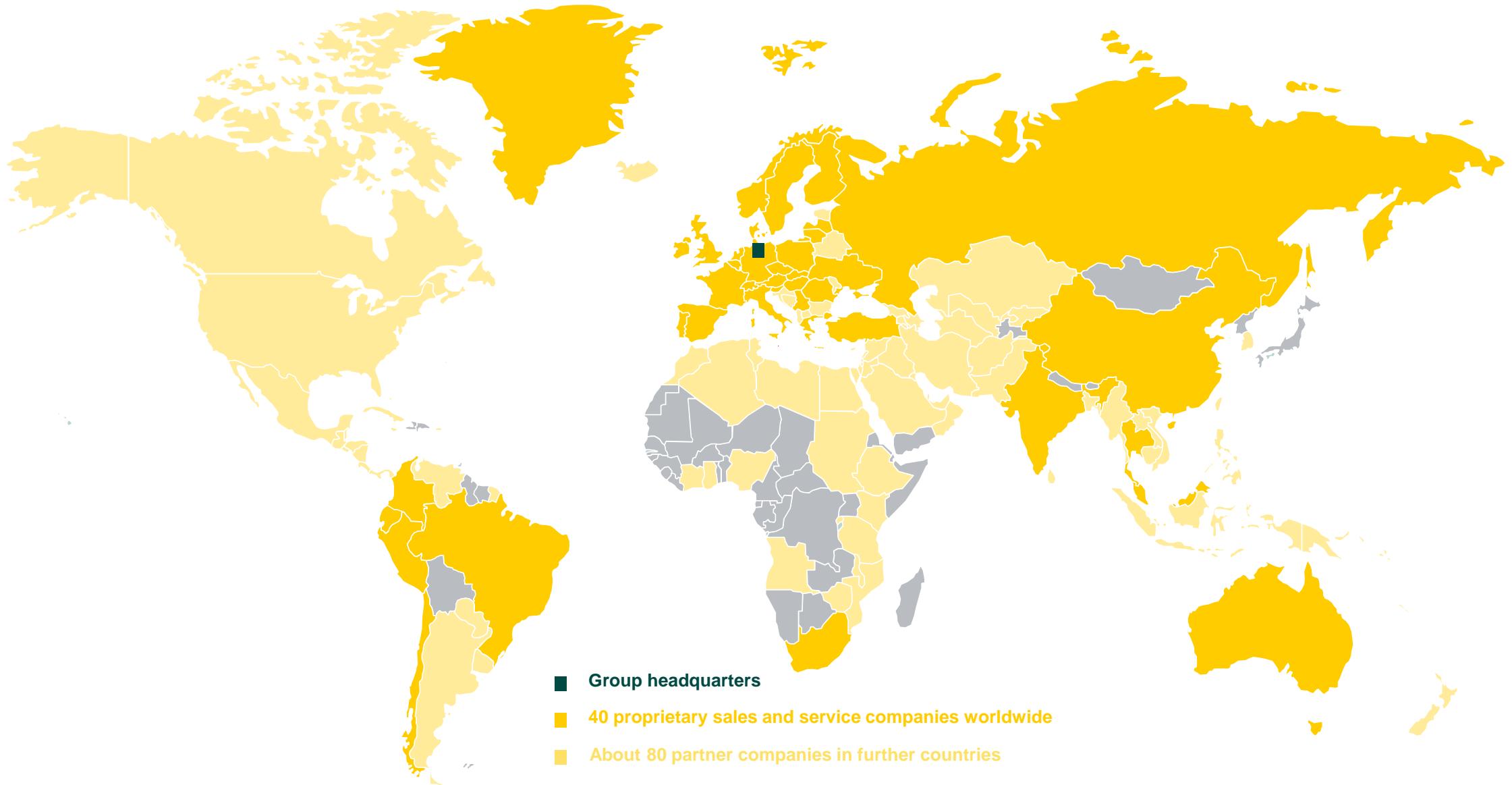
Sustainable growth strategy with clear goals



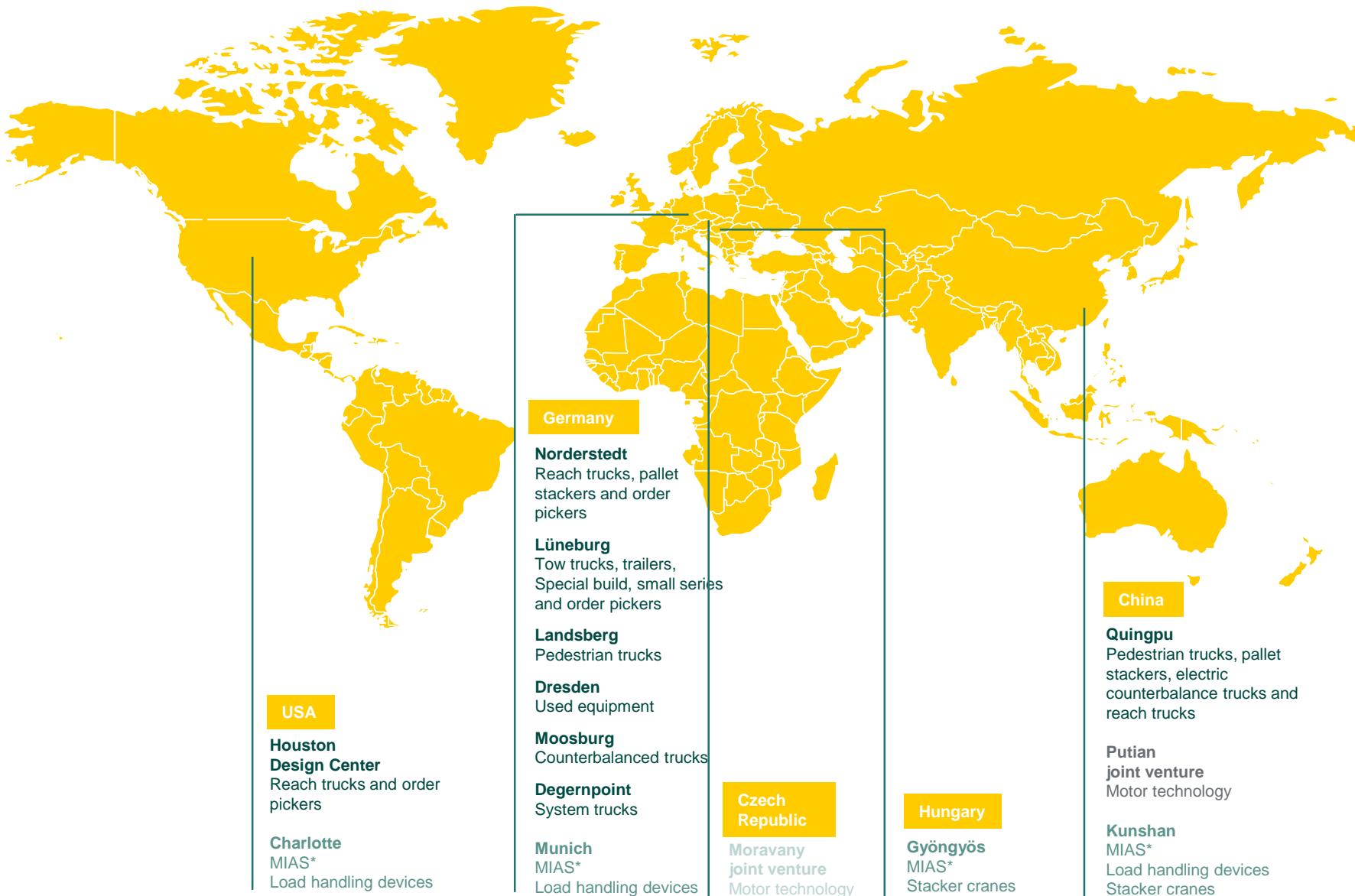
Product milestones



Worldwide represented in more than 100 countries

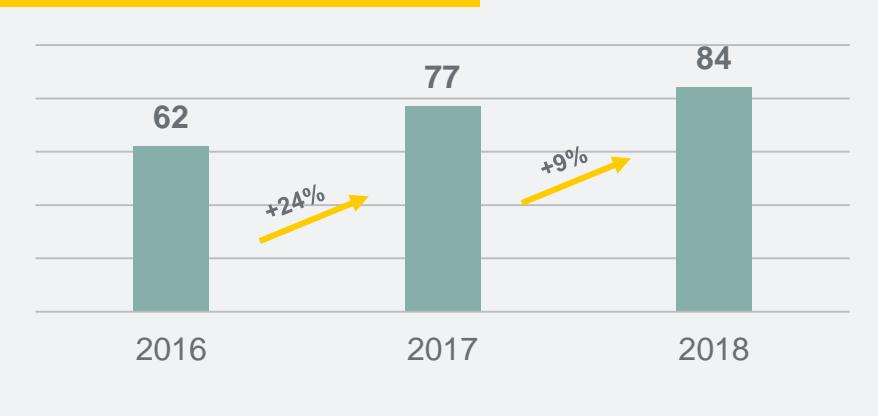


Production sites

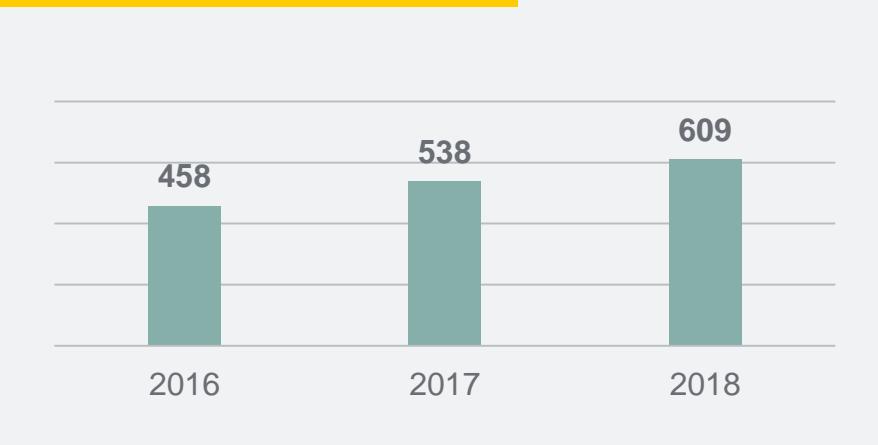


Research & Development

R&D Expenditures (in million €)



Number of Employees Ø (in FTE)



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

LION
technology



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

Corporate Social Responsibility

Dr. Friedrich Jungheinrich

DR. FRIEDRICH JUNGHEINRICH
STIFTUNG



Cooperation with
action medeor



action
medeor

Regular support of the
Arche e.V.



Support of national and
international projects

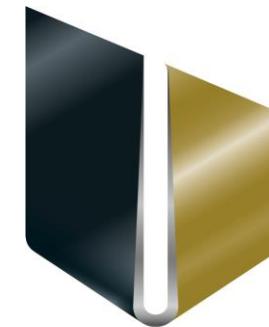


Awards 2018/2019



IFOY AWARD

international forklift truck
of the year 2018



Jungheinrich share

Solid long-term capital investment

+ 25%*

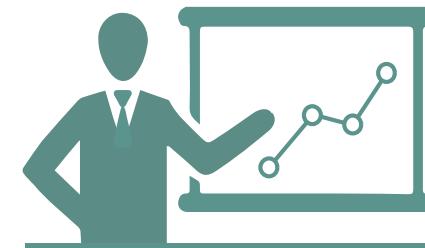


Stable dividend

€0.50



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



Broad analyst coverage

