



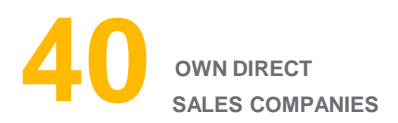
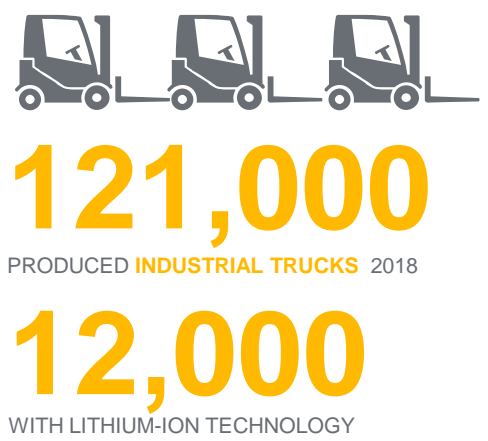
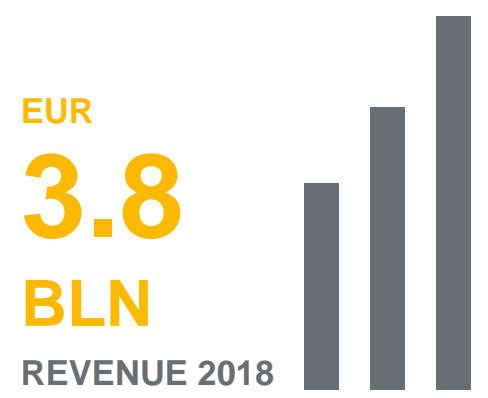
Jungheinrich

Company presentation

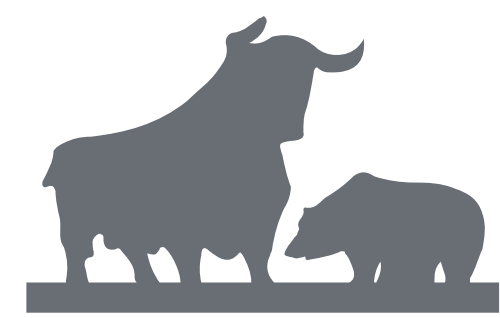
Hamburg, February 2020



Highlights



In Europe we are



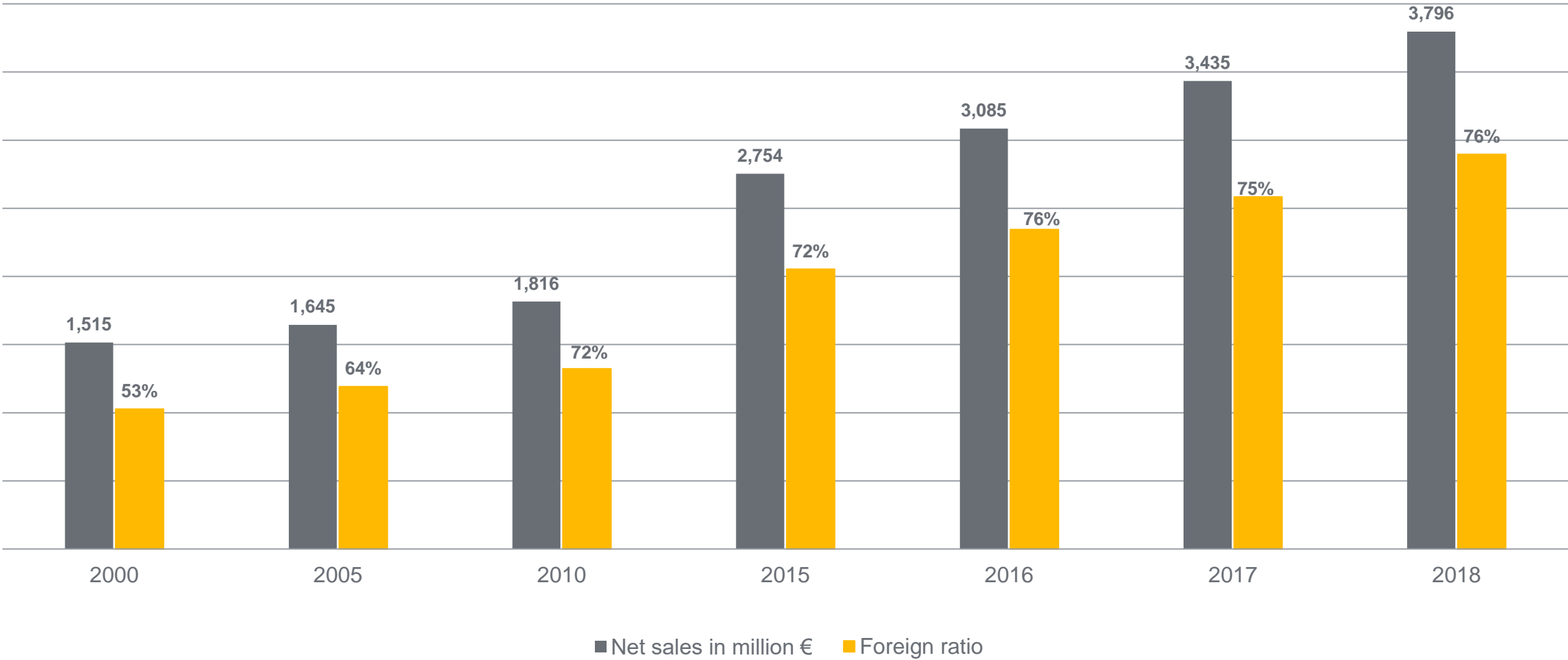
We are a listed
stock corporation
with the characteristics of a
family-owned company.

Key figures

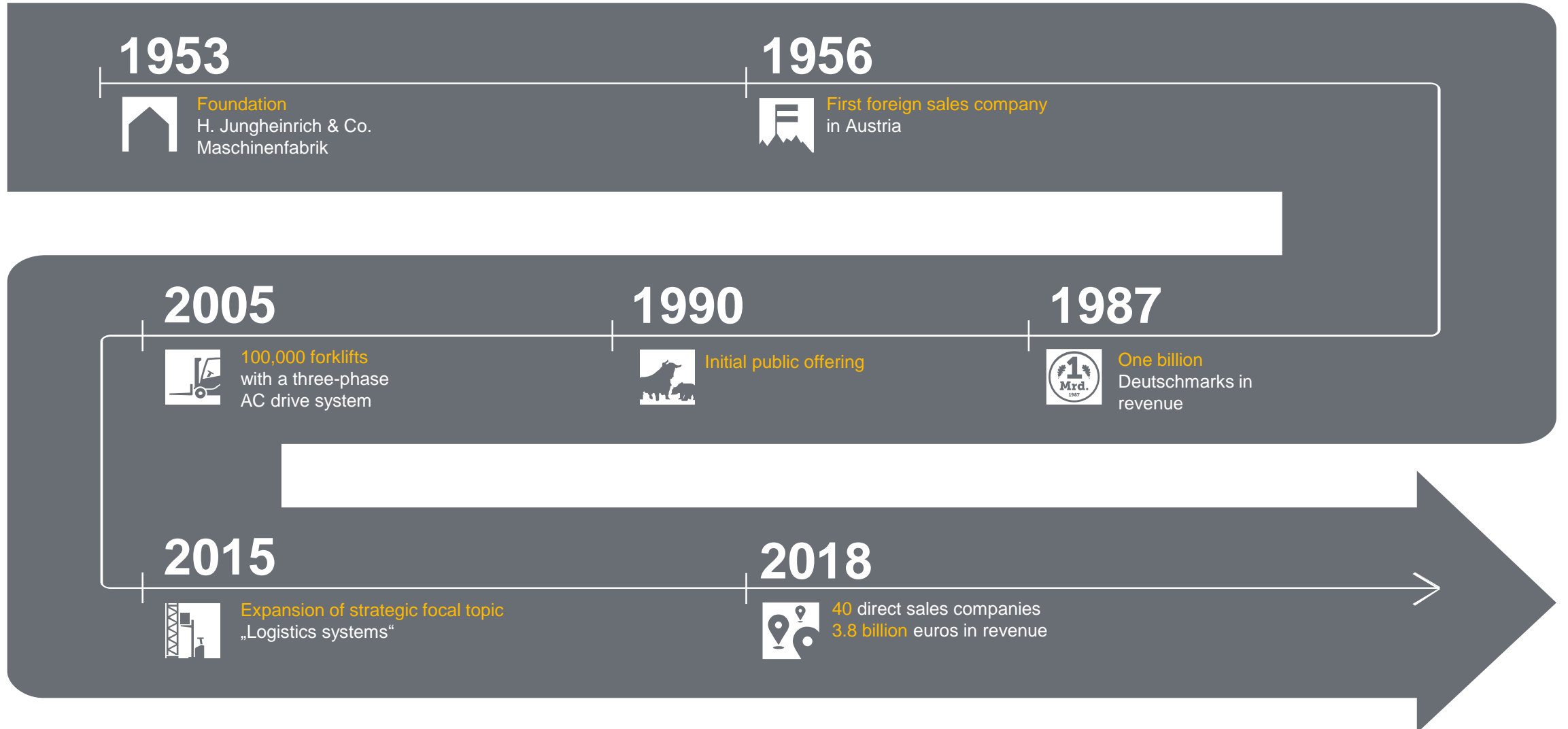
	2018	2017	Change in %
Incoming orders (units)	131,000	123,500	+6.1
Incoming orders (€ million)	3,971	3,560	+11.5
Revenue (€ million)	3,796	3,435	+10.5
Earnings before interest and taxes (EBIT) (€ million)	275	259	+6.2
EBIT return on sales (EBIT ROS) %	7.2	7.5	—
Profit or loss (€ million)	176	182	-3.3
Earnings per preferred share (€)	1.73	1.80	-3.9
Capital expenditure* 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

* Property, plant and equipment and intangible assets without capitalised development expenditure.

Revenue



History



Board of management



Christian Erlach

Member of the Board of
Management
Marketing
& Sales



Dr Volker Hues

Member of the Board of
Management
Finance



Dr Lars Brzoska

Chairman of the Board of
Management
Labour Director



Sabine Neuß

Member of the Board of
Management
Engineering



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



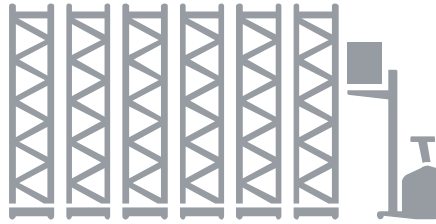
Batteries and chargers



Accessories

Logistics systems and digital solutions

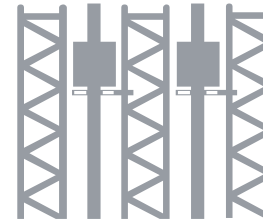
Logistics systems



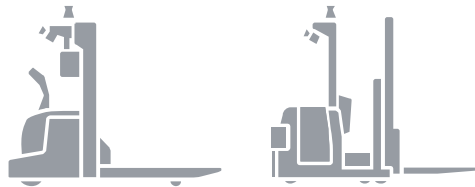
**Racking and
warehouse equipment**



Stacker cranes



Automated guided vehicles



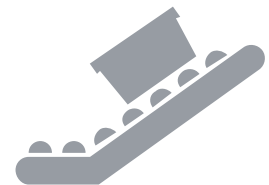
Warehouse management



Digital solutions



Conveyor technology



Product portfolio (1/2)



Hand pallet trucks



Electric-pedestrian and stacker trucks



Order pickers



Electric reach trucks



Special build and small series



Tugger trains



Diesel and LPG trucks



Electric trucks



Batteries and chargers

Product portfolio (2/2)

**High-rack stackers/
Order pickers**



**Automated guided
vehicles**



Stacker cranes



**Racking and warehouse
equipment**



Conveyor technology



Complete solutions



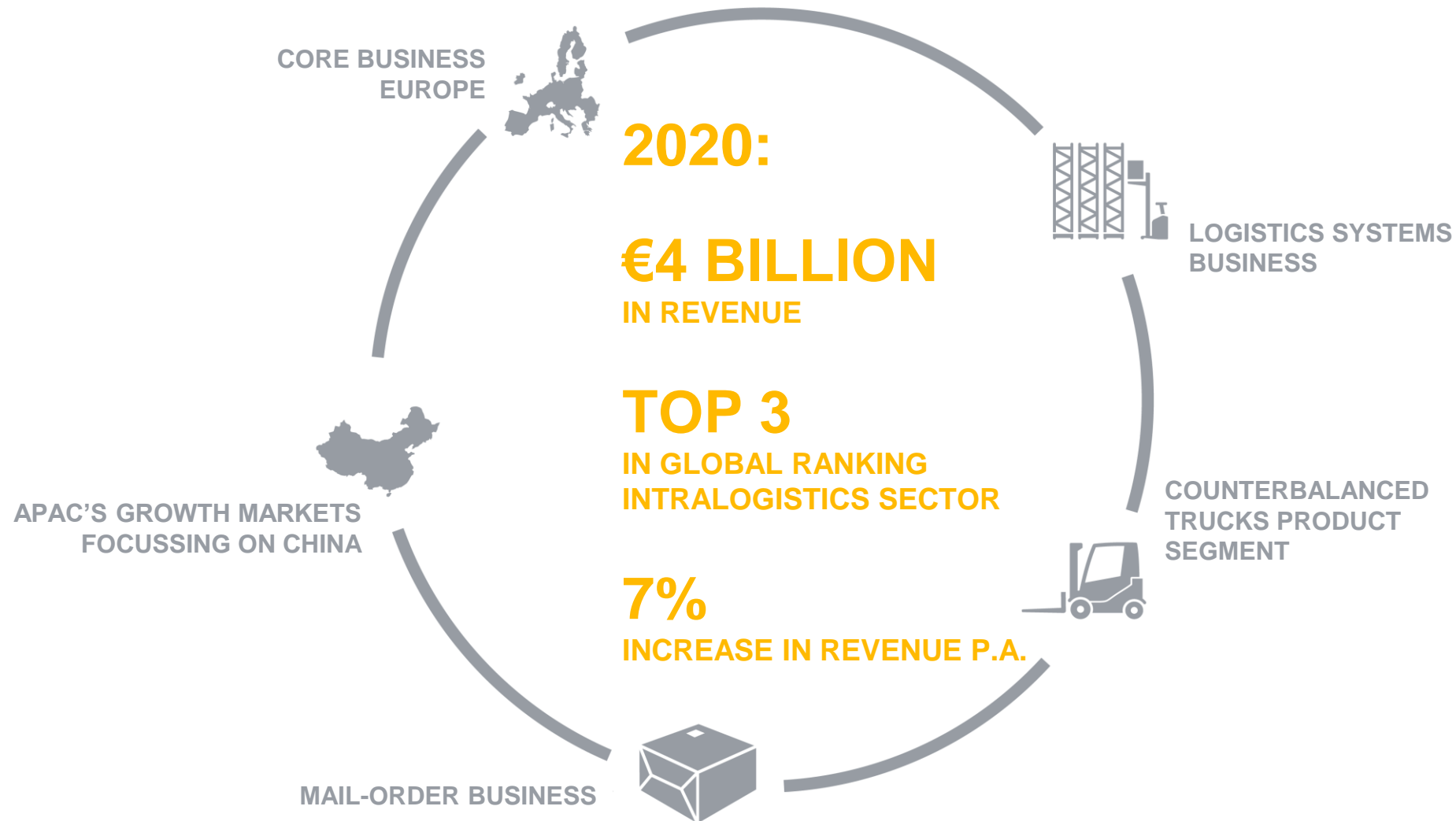
**Warehouse management
systems**



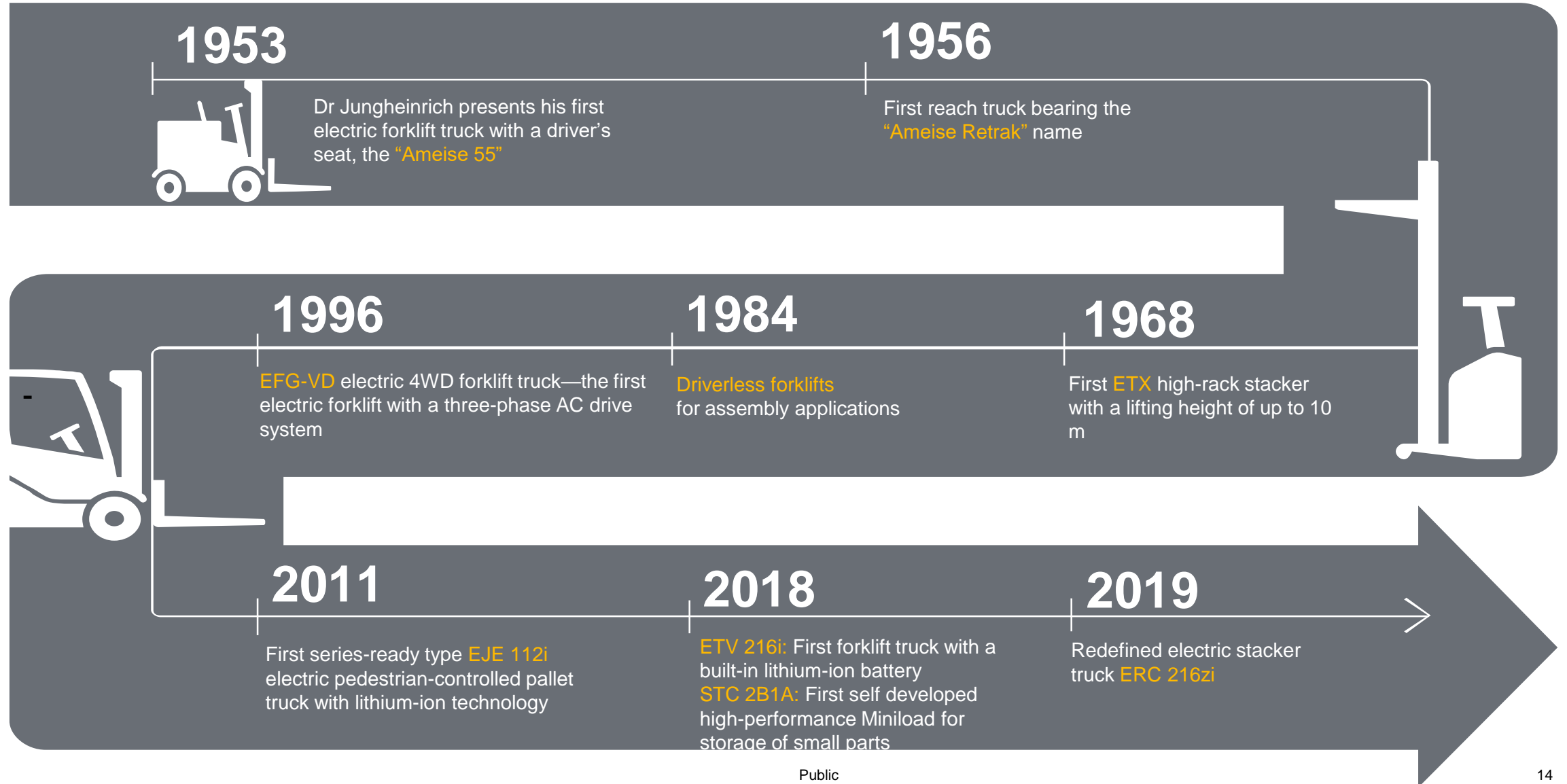
Digital solutions



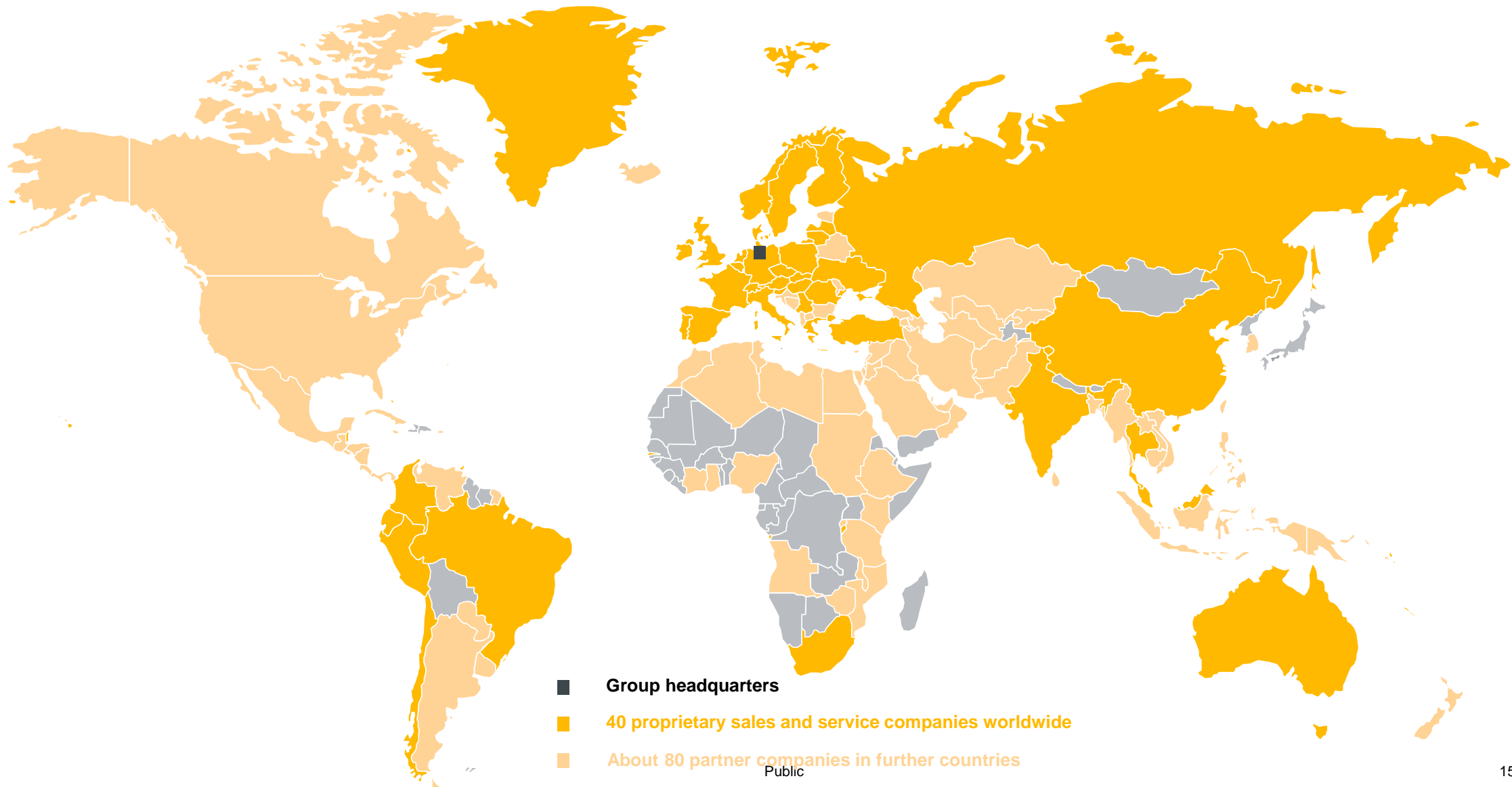
Sustainable growth strategy with clear goals



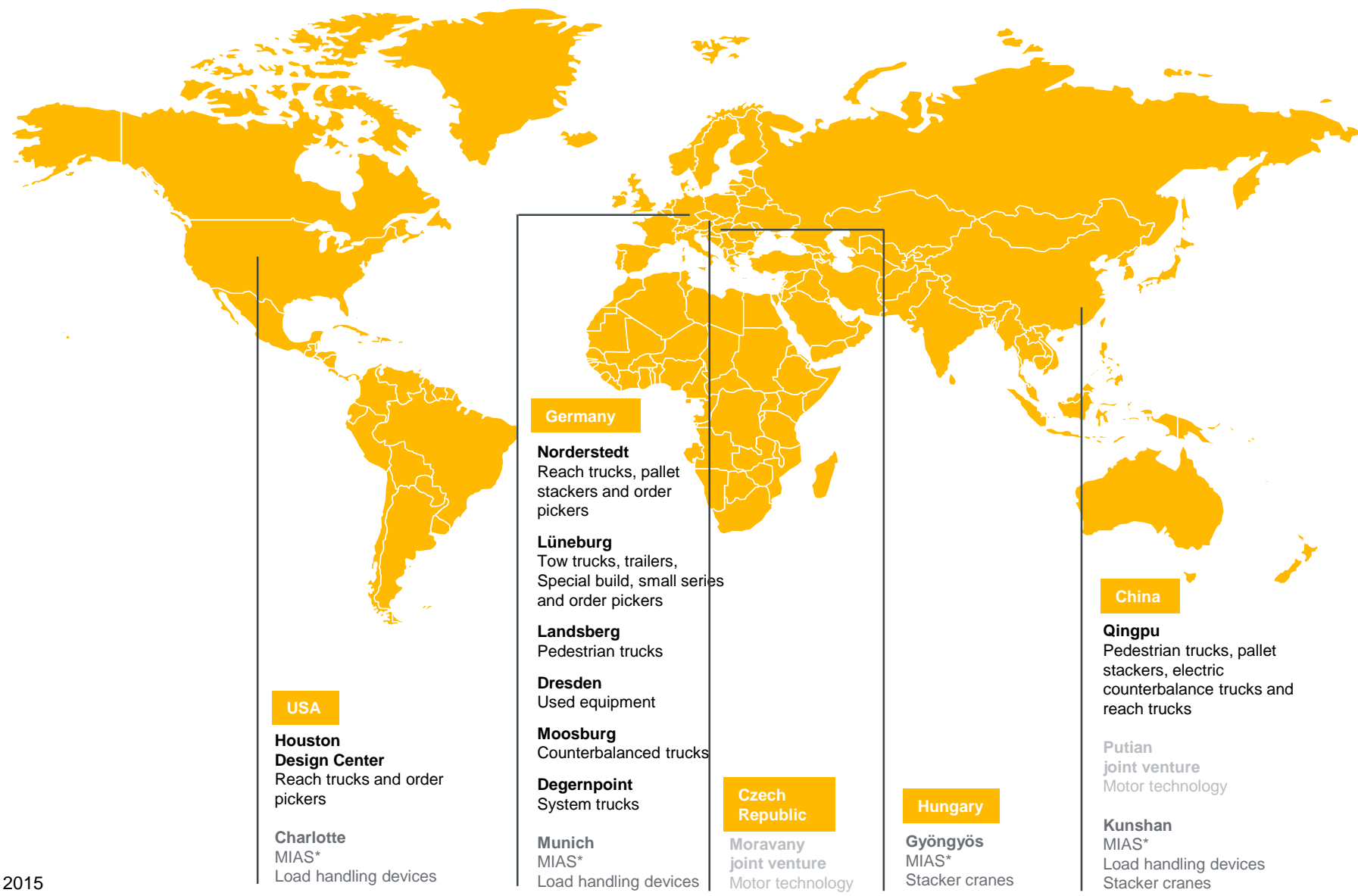
Product milestones



Worldwide represented in more than 100 countries



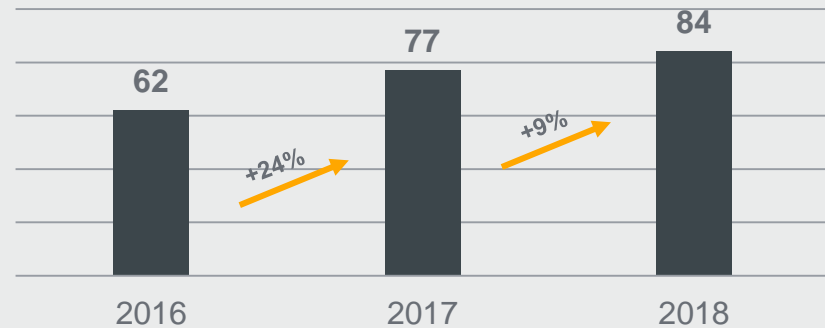
Production sites



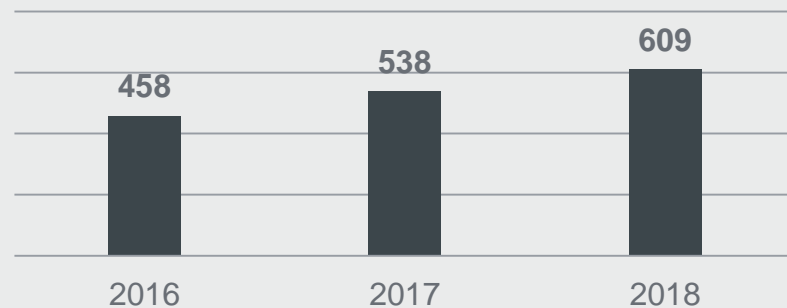
* MIAS Group acquired in 2015

Research and development

R&D expenditures (in € million)



Number of Employees Ø (in FTE)

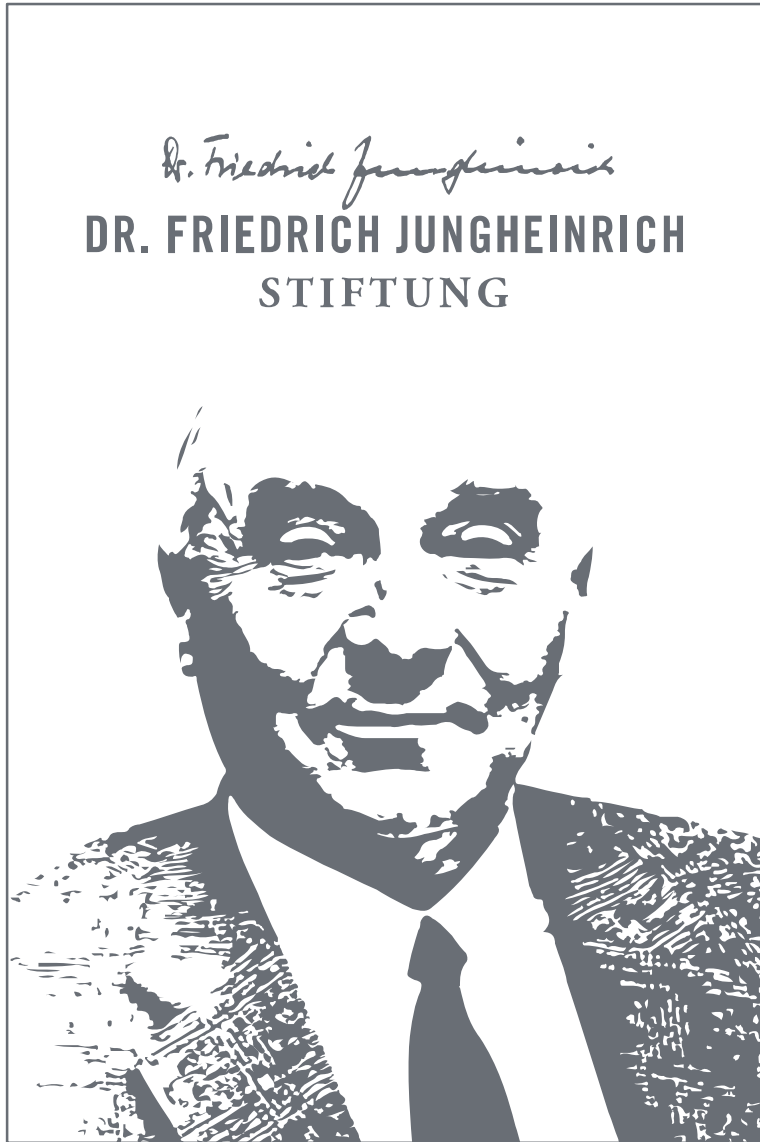


$f(x) = ax^3+bx^2+cx+d$
 $ax^2+bx+c = 0$

LION
technology

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

Corporate Social Responsibility



Cooperation with
action medeor



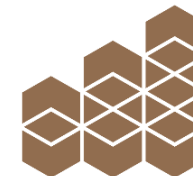
Regular support of the
Arche e.V.



Support of national and
international projects



Awards 2019/2020



Jungheinrich share

Solid long-term
capital investment

+25%*



Stable dividend

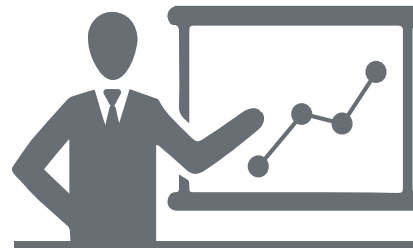
€0.50 / share

for finance year 2018

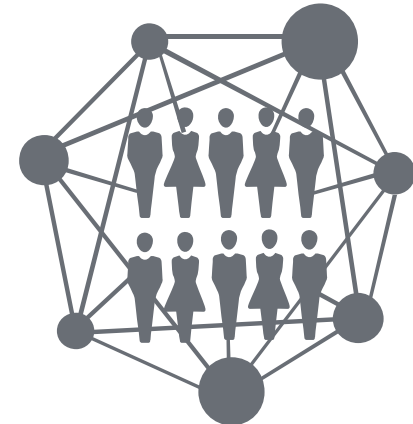


Dividend policy

- ▶ reliable dividend payments
- ▶ payout between 25 and 30% of profit or loss



Broad
analyst coverage



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