



Jungheinrich

Company presentation

Hamburg, February 2020



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

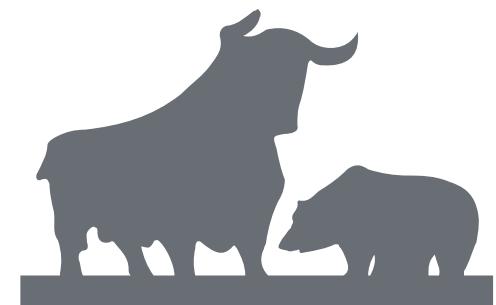
No. 2



in the industry.



>5,300
after-sales service technicians



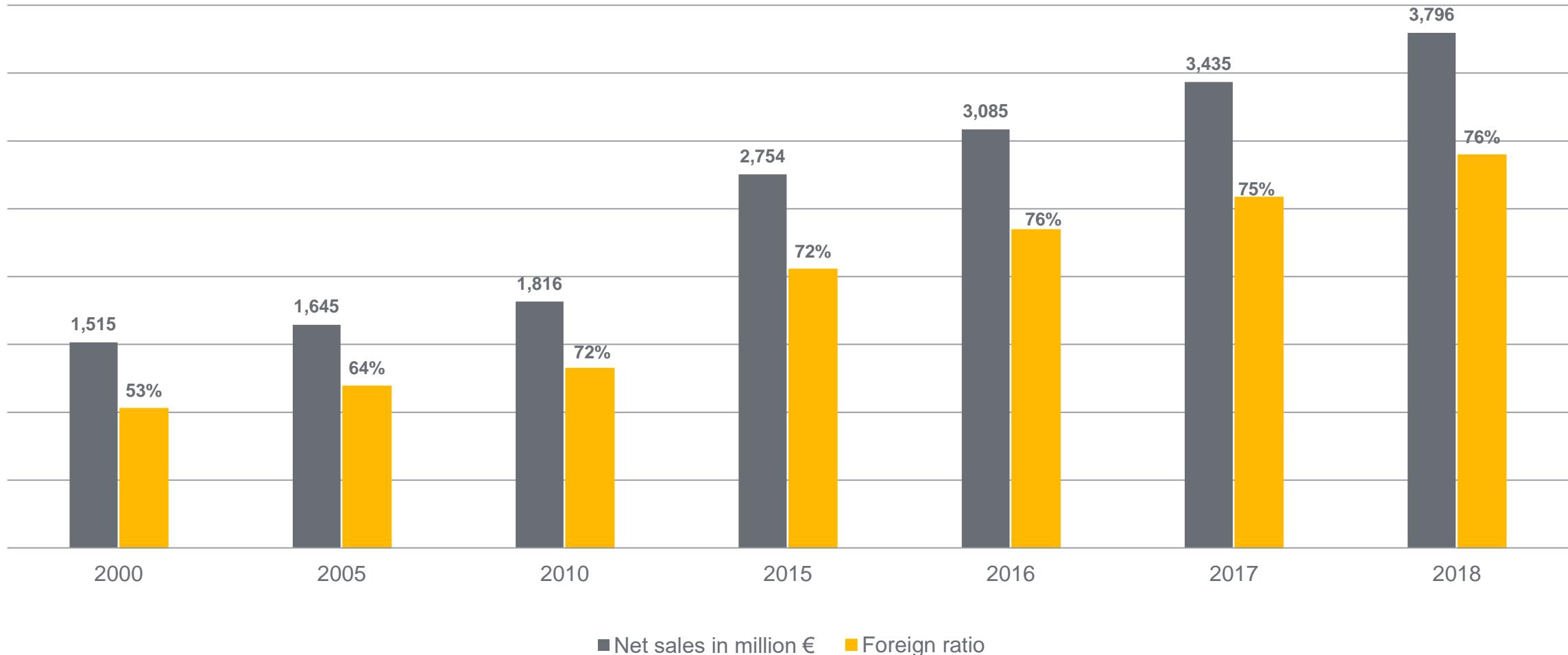
We are a listed
stock corporation
with the characteristics of a
family-owned company.

Key figures

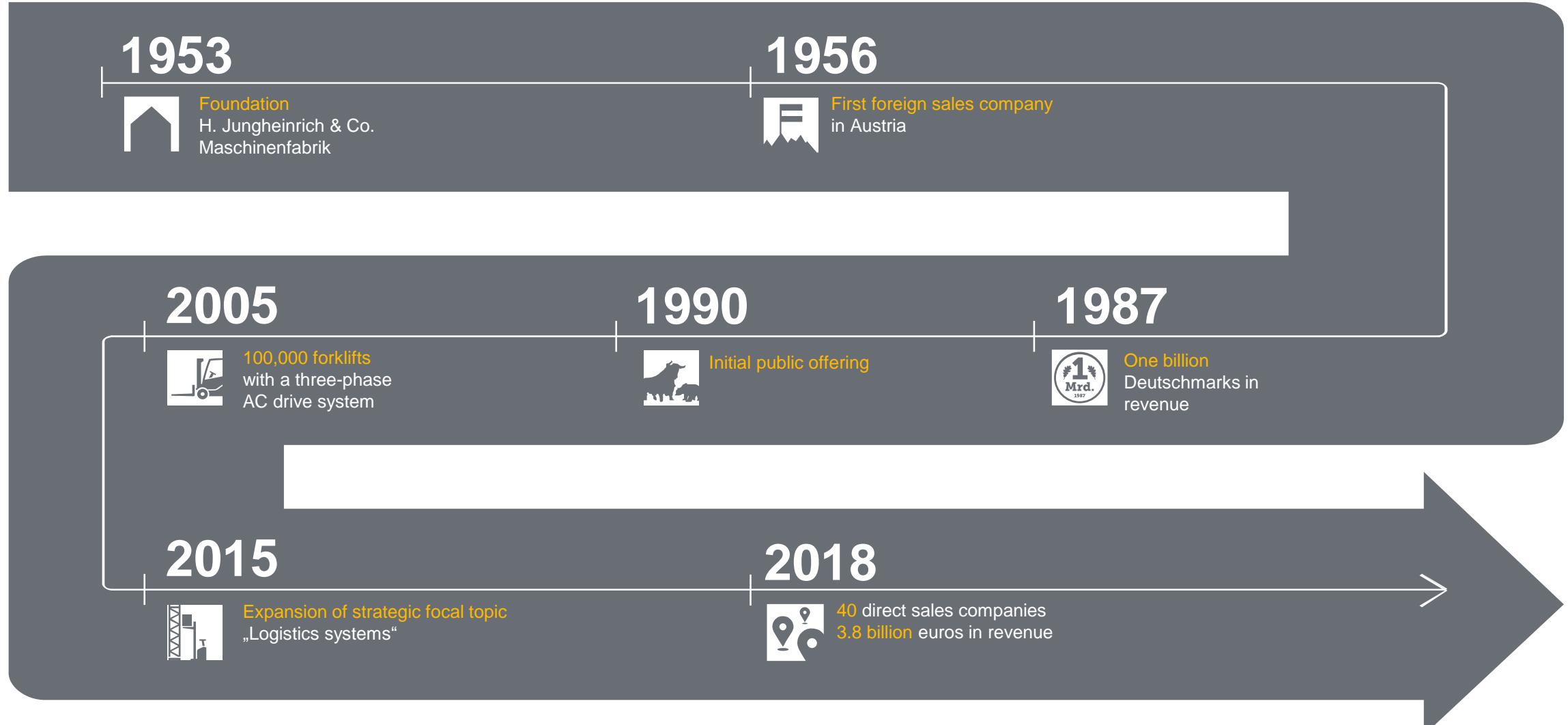
	2018	2017	Change in %
Incoming orders (units)	131,000	123,500	+6.1
Incoming orders (€ million)	3,971	3,560	+11.5
Revenue (€ million)	3,796	3,435	+10.5
Earnings before interest and taxes (EBIT) (€ million)	275	259	+6.2
EBIT return on sales (EBIT ROS) %	7.2	7.5	—
Profit or loss (€ million)	176	182	-3.3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

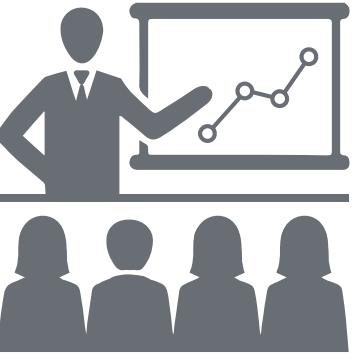
**Sabine Neuß**

Member of the Board of
Management
Engineering

**Dr Klaus-Dieter Rosenbach**

Member of the Board of
Management
Logistics Systems

Employees

<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>	

* according to Focus und Kununu

Business model



Industrial trucks

Warehouse Trucks



Pedestrian trucks



Low level order pickers



Stackers



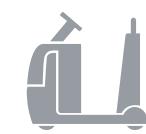
Reach trucks



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



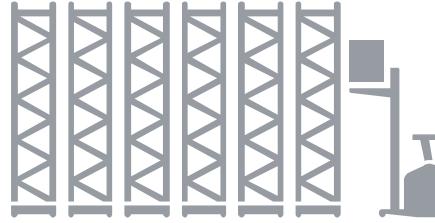
Batteries and chargers



Accessories

Logistics systems and digital solutions

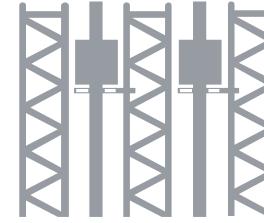
Logistics systems



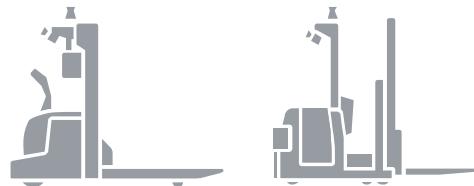
Racking and warehouse equipment



Stacker cranes



Automated guided vehicles



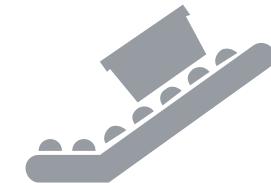
Warehouse management



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



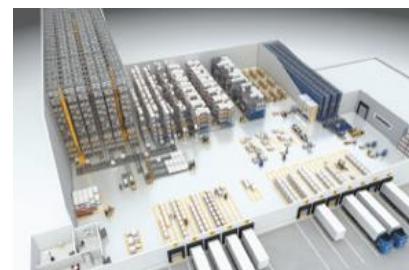
Racking and warehouse
equipment



Conveyor technology



Complete solutions



Warehouse management
systems



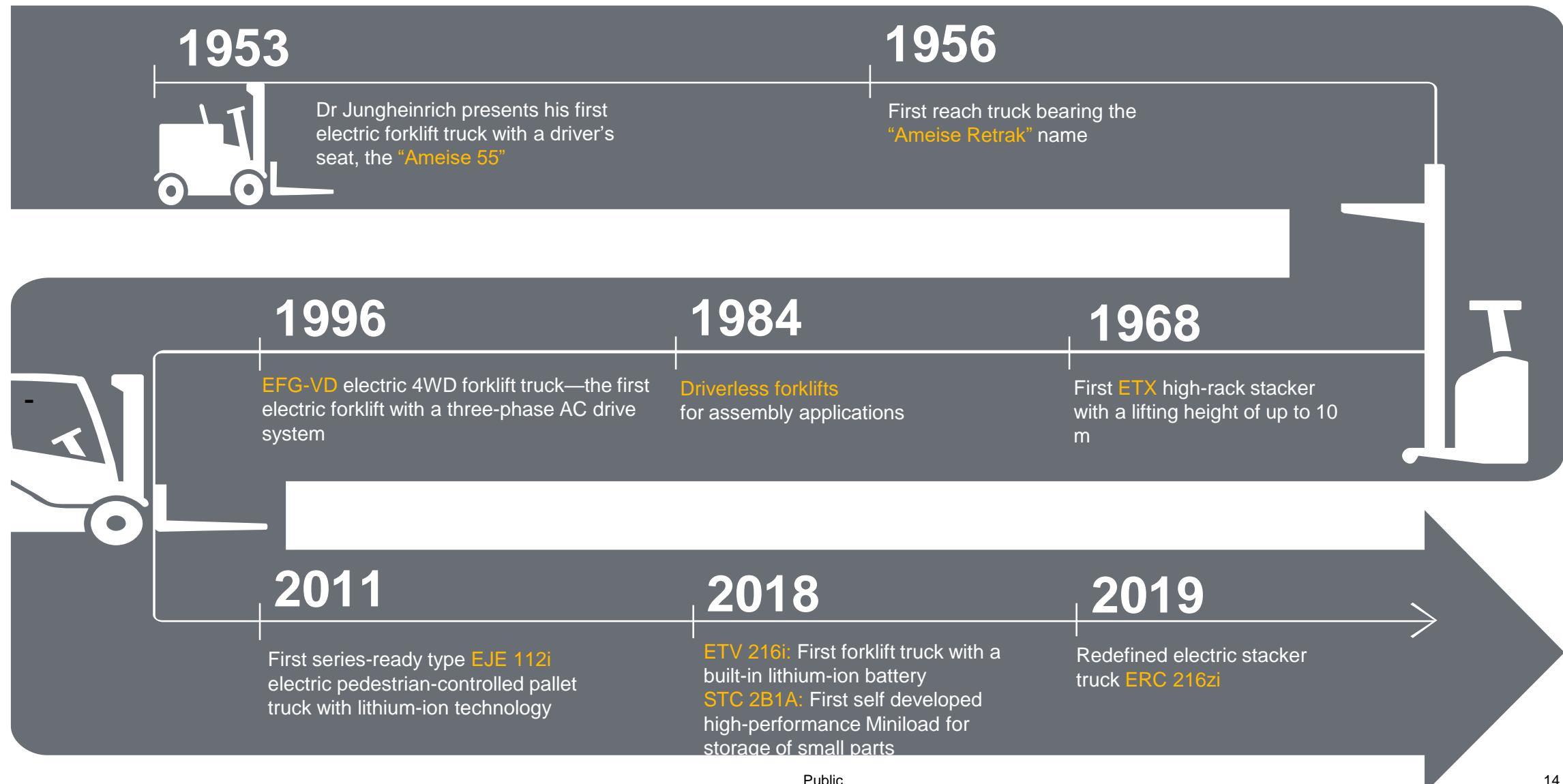
Digital solutions



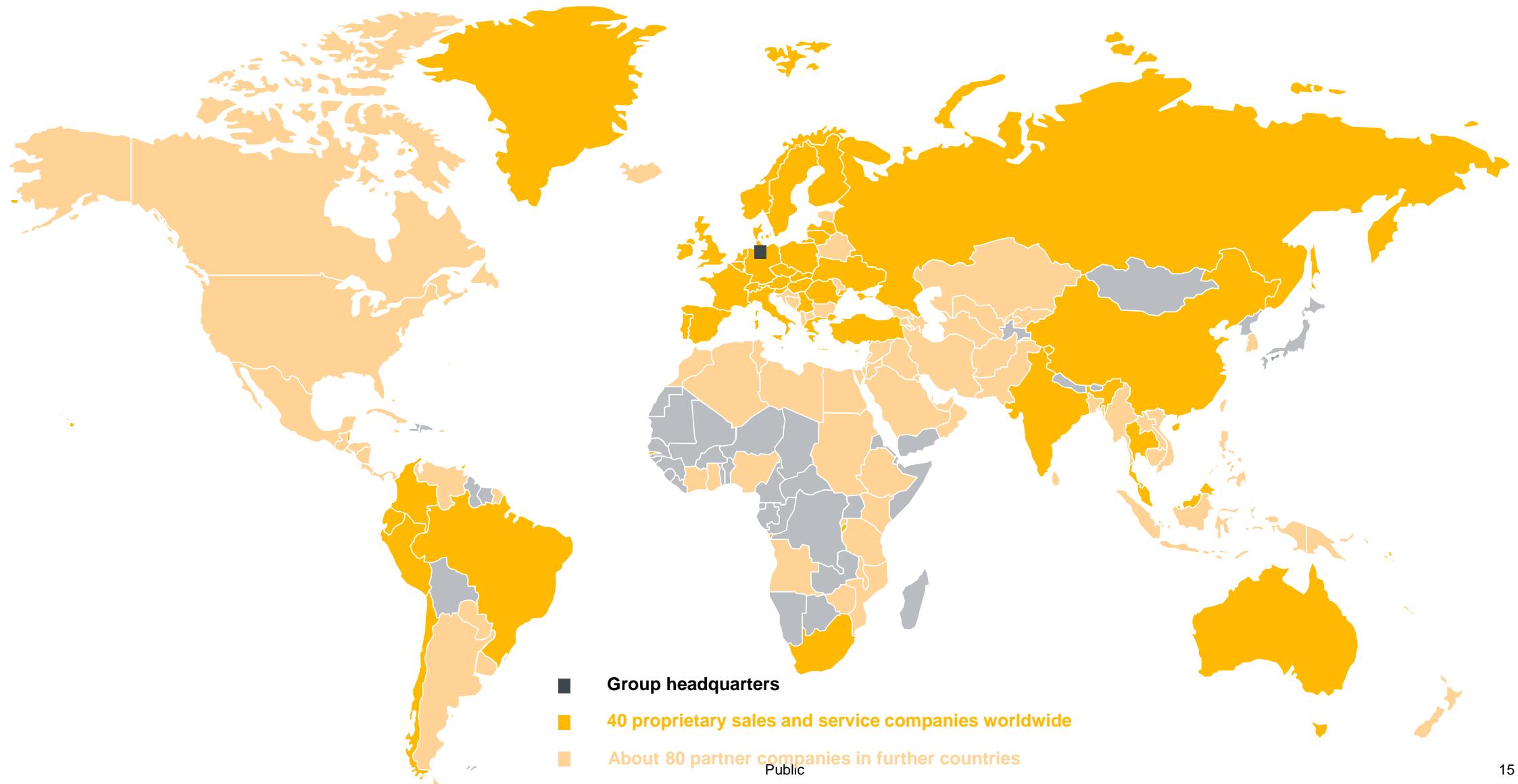
Sustainable growth strategy with clear goals



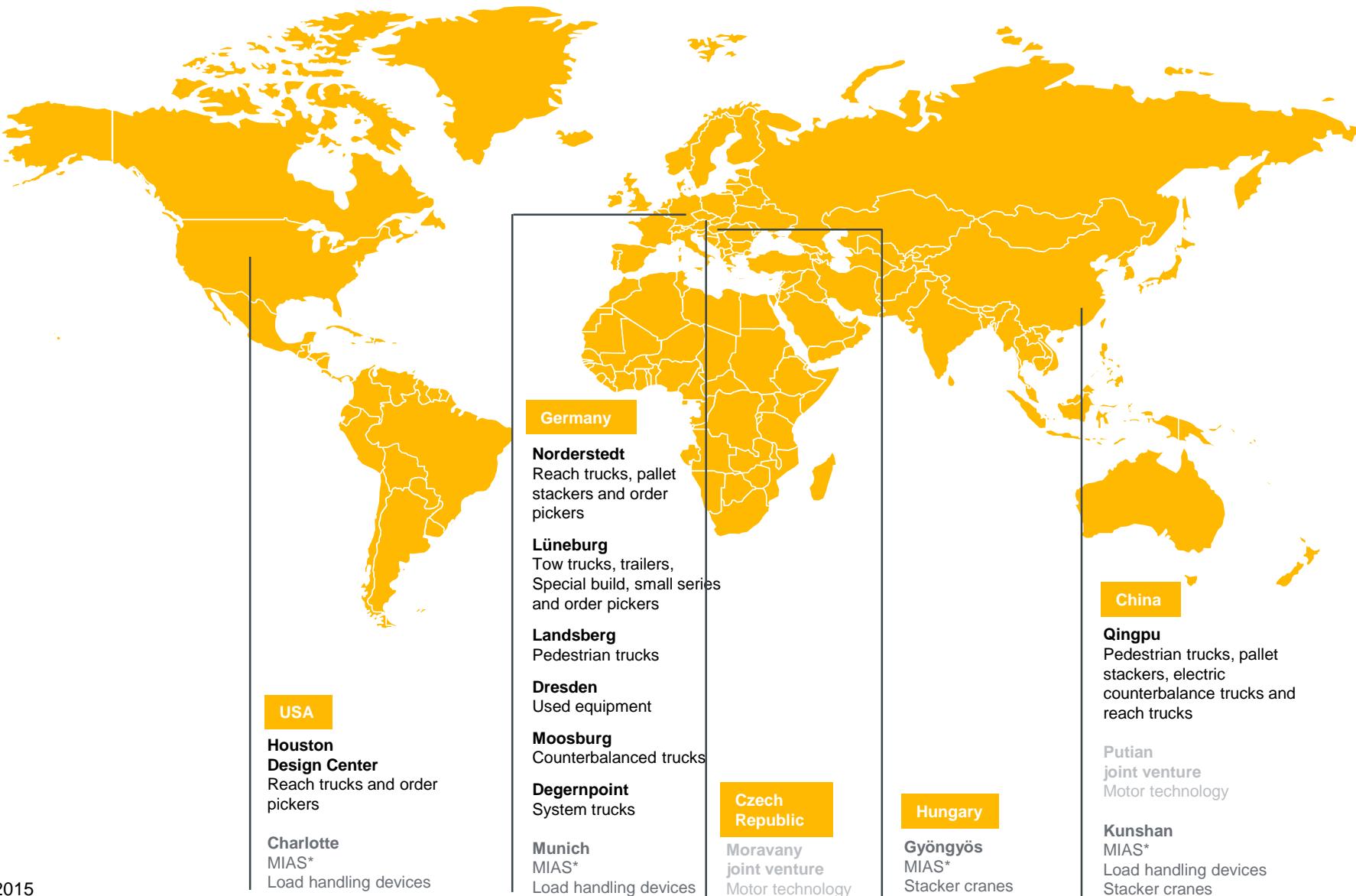
Product milestones



Worldwide represented in more than 100 countries

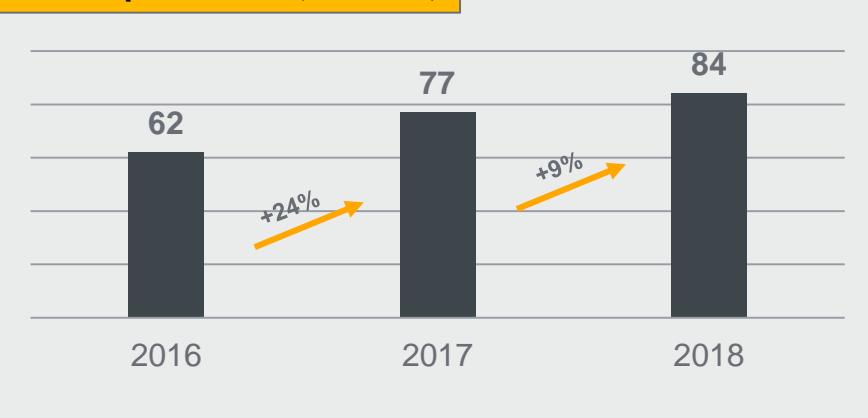


Production sites

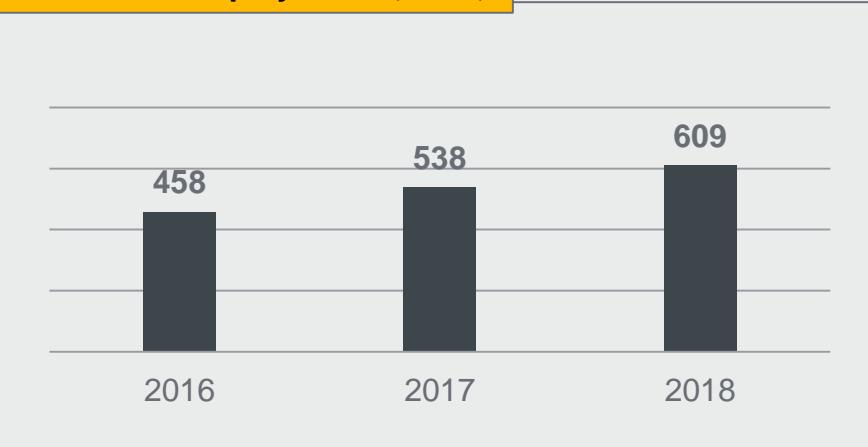


Research and development

R&D expenditures (in € million)



Number of Employees Ø (in FTE)



Corporate Social Responsibility

Dr. Friedrich Jungheinrich
DR. FRIEDRICH JUNGHEINRICH
STIFTUNG



Cooperation with
action medeor



Regular support of the
Arche e.V.



Public

Support of national and
international projects



Awards 2019/2020



GERMAN
DESIGN
AWARD
WINNER
2019

GERMAN
DESIGN
AWARD
GOLD
2019



GERMAN
DESIGN
AWARD
WINNER
2020



IFOY AWARD
international intralogistics and
forklift truck of the year

Jungheinrich share

Solid long-term capital investment

+25%*



Stable dividend

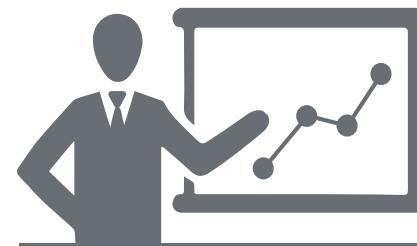
€0.50 / share

for finance year 2018



Dividend policy

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



Broad analyst coverage

