



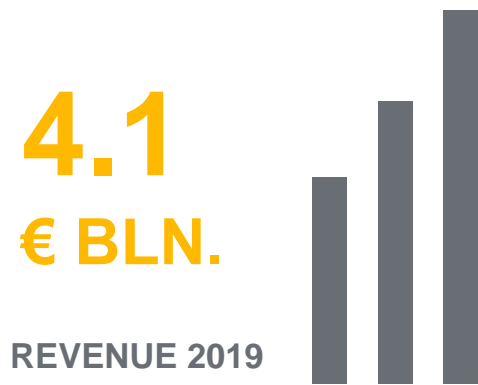
Jungheinrich

Company presentation

Hamburg, September 2020



Highlights



112,900

PRODUCED **INDUSTRIAL TRUCKS** 2019



40 OWN DIRECT
SALES COMPANIES

THE **GOAL** OF
JUNGHEINRICH IS TO BE
THE **FIRST CHOICE**
IN INTRALOGISTICS.



WE ARE A LISTED
STOCK CORPORATION
WITH THE CHARACTERISTICS OF A
FAMILY-OWNED COMPANY.

Key figures

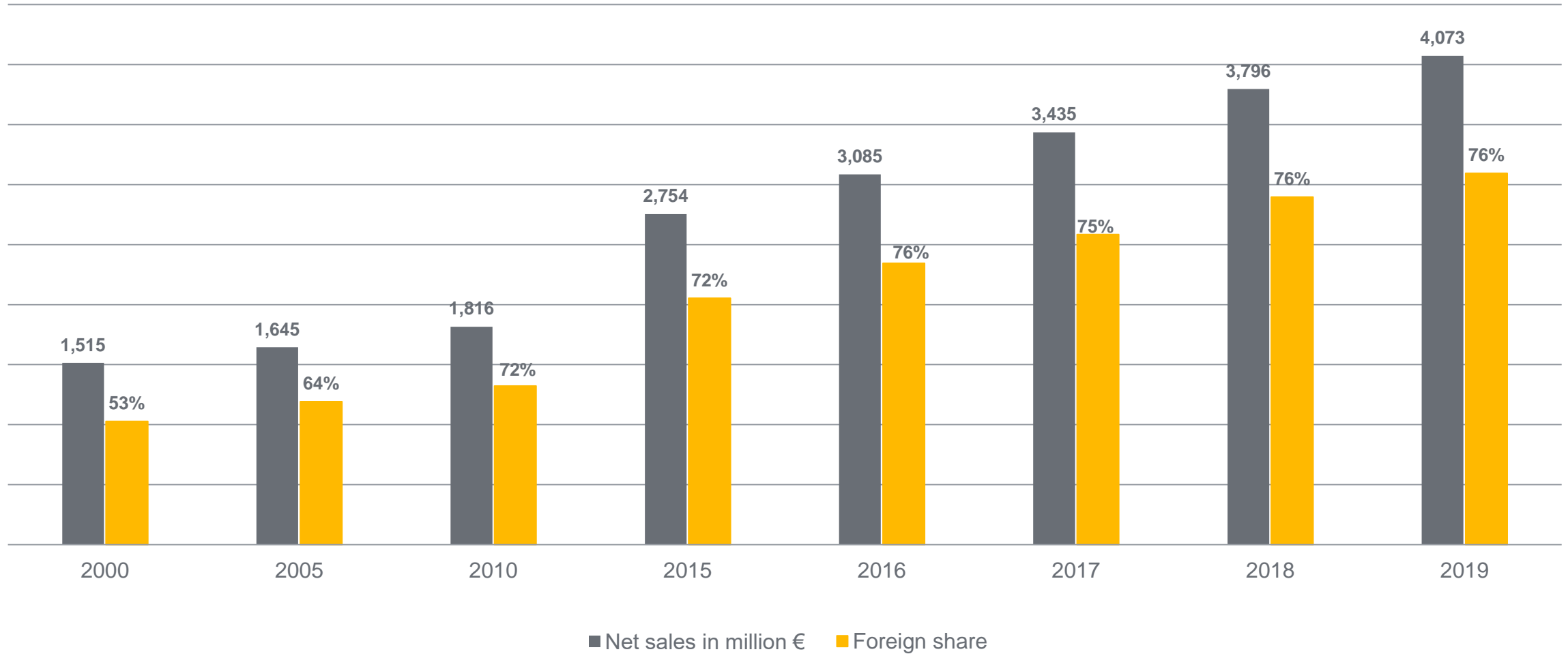
	2019	2018	Change %
Incoming orders (units)	121,900	131,000	-6.9
Incoming orders (€ million)	3,922	3,971	-1.2
Revenue (€ million)	4,073	3,796	+7.3
Earnings before interest and income taxes (EBIT) (€ million)	263	275	-4.4
EBIT return on sales (EBIT ROS) (%)	6.4	7.2	-
Profit or loss (€ million)	177	176	+0.6
Capital expenditure ¹ (€ million)	157	106	+48.1
Balance sheet total 31/12 (€ million)	5,231	4,746	+10.2
Shareholders' equity 31/12 (€ million)	1,488	1,362	+9.3
Employees 31/12 (FTE ²)	18,381	17,877	+2.8
Earnings per preferred share ³ (€)	1.75	1.73	+1.2

1 Property, plant and equipment and intangible assets without capitalised development expenditure

2 FTE = full-time equivalents; part-time employees were taken into account according to their hours

3 Based on share of earnings attributable to the shareholders of Jungheinrich AG

Revenue



History

1953



Foundation
H. Jungheinrich & Co.
Maschinenfabrik

1956



First foreign sales company
in Austria

2005



100,000 forklifts
with a three-phase
AC drive system

1990



Initial public offering

1987



One billion
Deutschmarks in
revenue

2014 / 2015



Building of the new corporate headquarter
at the traditional location in Hamburg

2019



40 direct sales companies
4.1 billion euros in revenue

Board of management



Dr. Lars Brzoska

Chairman of the Board of
Management
Labour Director



Christian Erlach

Member of the Board of
Management
Marketing & Sales



Dr. Volker Hues

Member of the Board of
Management
Finance



Sabine Neuß

Member of the Board of
Management
Engineering

Employees



¹ according to a study by German magazine "stern" from January 2020

Business model



Products & solutions (I)

WAREHOUSING EQUIPMENT



Pedestrian trucks



Low level order pickers



Reach trucks



Stackers



Order pickers



High-rack stackers



Tugger trains and trailers



Hand pallet trucks

COUNTERBALANCED TRUCKS



Electric



Diesel/LPG

ENERGY SYSTEMS



Batteries



Chargers

CUSTOMISED TRUCKS / SMALL-SERIES



Individual sector solutions

AFTER-SALES SERVICES



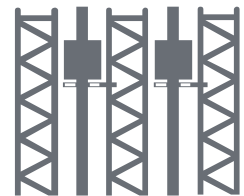
Service / spare parts / accessories

Products & solutions (II)

AUTOMATED SYSTEMS



Automated guided vehicles

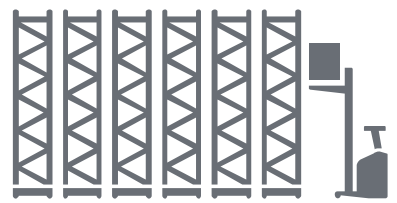


Stacker cranes



Conveyor systems

WAREHOUSE EQUIPMENT



Racks

DIGITALISATION



Warehouse management



Fleet management



Communication interfaces



Assistance systems



Safety systems

Overview product portfolio (I)

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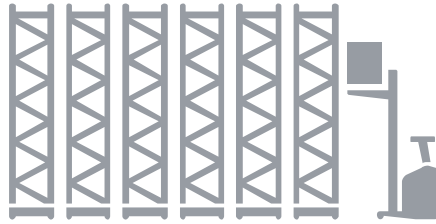
Assistance systems



Safety systems

Automated systems and digital solutions

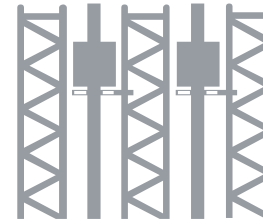
Automated systems



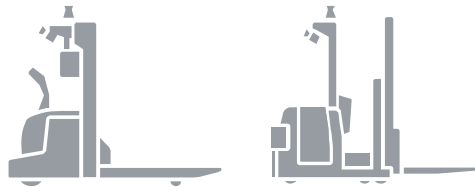
**Racking and
warehouse equipment**



Stacker cranes



Automated guided vehicles



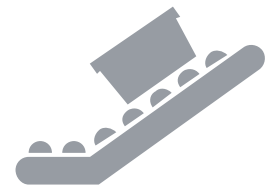
Warehouse management



Digital solutions



Conveyor technology



Product milestones

1953



Dr Jungheinrich presents his first electric forklift truck with a driver's seat, the "Ameise 55"

1956

First reach truck bearing the "Ameise Retrak" name

1968

First ETX high-rack stacker with a lifting height of up to 10 m



2011

First series-ready type EJE 112i electric pedestrian-controlled pallet truck with lithium-ion technology



1996

EFG-VD electric 4WD forklift truck - the first electric forklift with a three-phase AC drive system

1984

Driverless forklifts for assembly applications

2018

ETV 216i: First forklift truck with an integrated lithium-ion battery
STC 2B1A: First self developed high-performance Miniload for storage of small parts

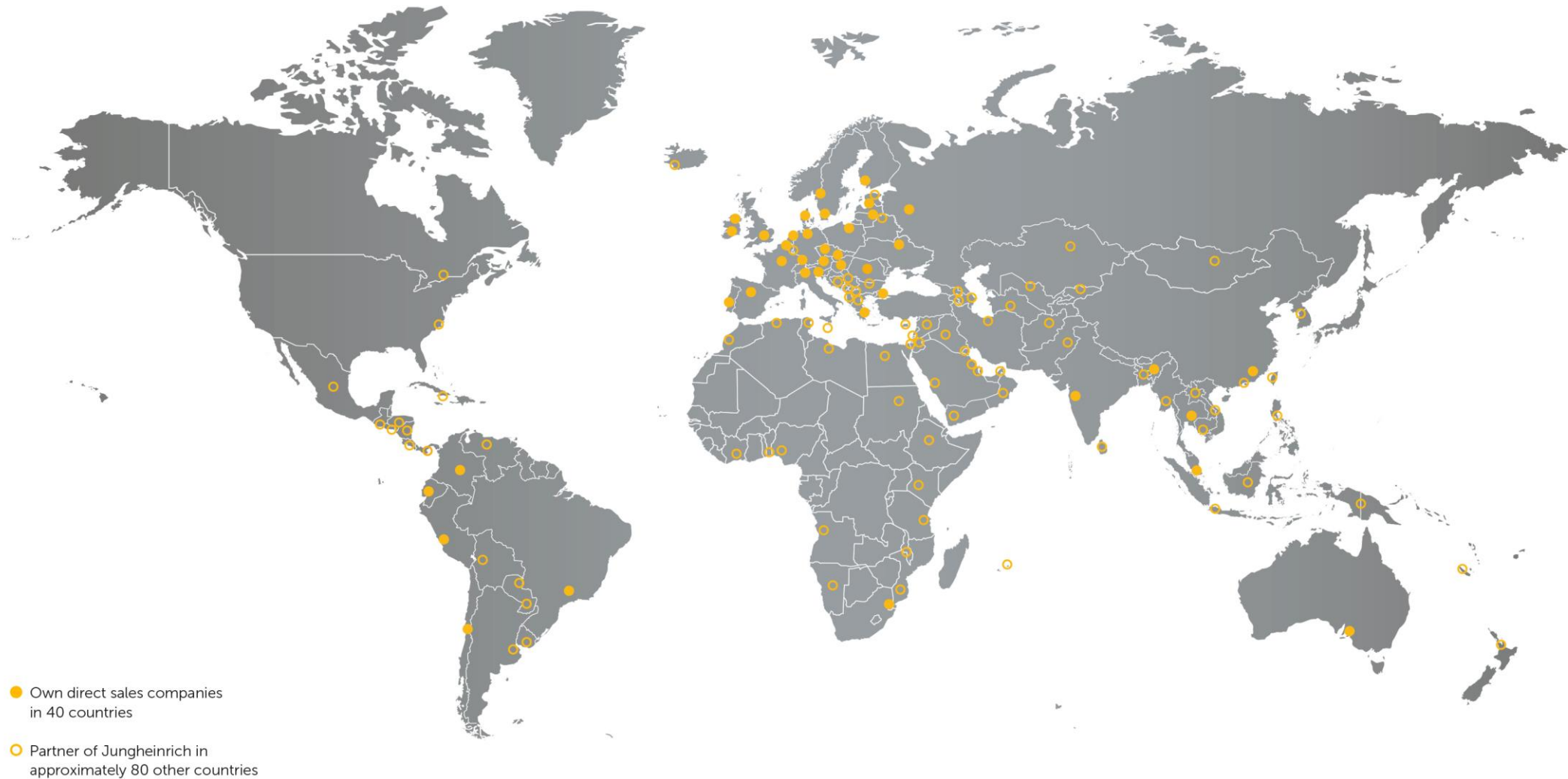
2019

Redefined electric stacker truck ERC 216zi

2020

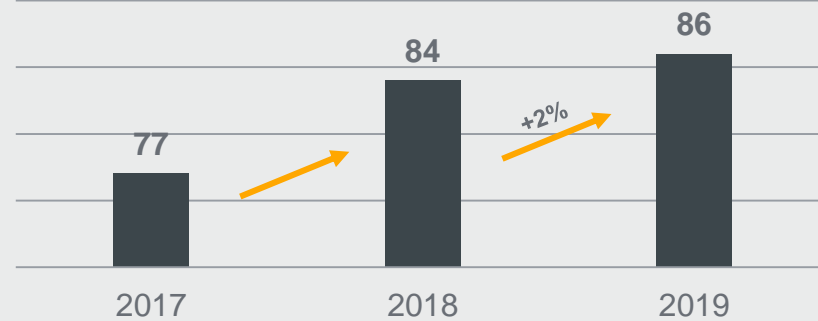
Sneak Preview: The EFG P30i, an electric forklift truck with the power of a diesel truck

Represented worldwide in more than 100 countries

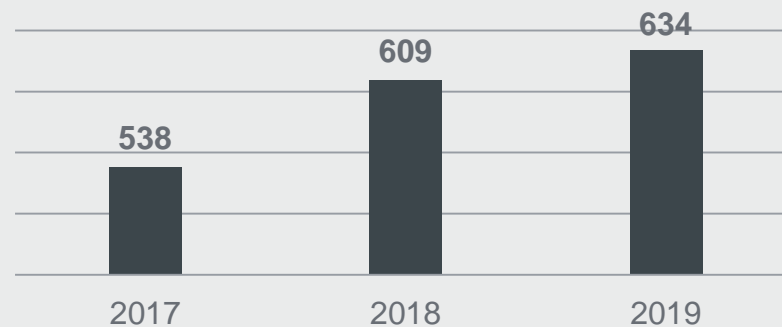


Research and development

R&D expenditures (in € million)



Number of Employees Ø (in FTE)

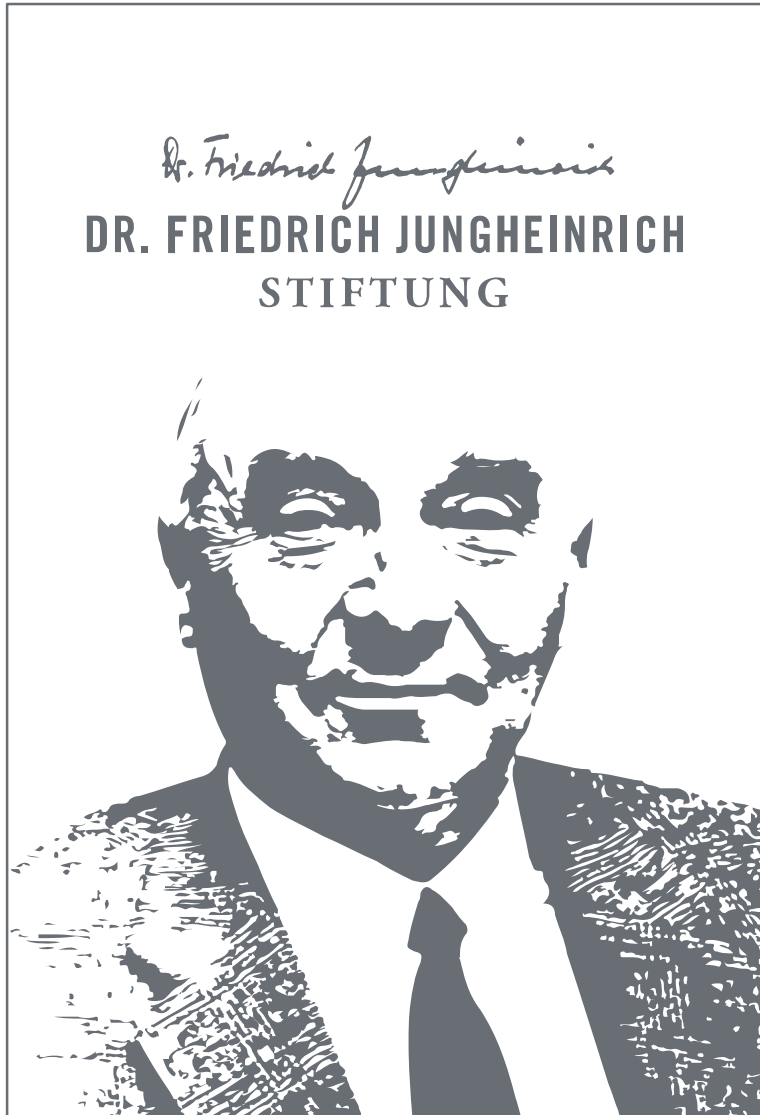


LI-ION
technology



“We see great potential in lithium-ion technology. This is why lithium-ion technology is one of the focal points of our current research and development work for electric power in the reporting year. “

Corporate Social Responsibility



Cooperation with
action medeor



Regular support of the
ARCHE e.V.



Support of national and
international projects



Awards 2019/2020



¹ for our annual report 2018 „Curiosity“

Jungheinrich share

Solid long-term
capital investment¹

+19 %



Dividend

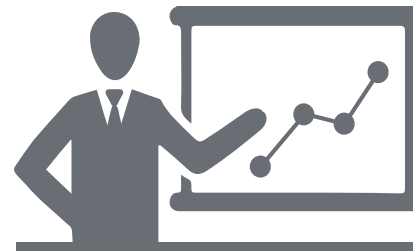
€0.48 / share

for finance year 2019

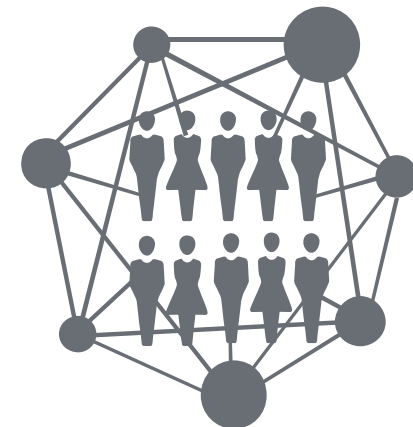


Dividend policy

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



**Broad
analyst coverage**



¹ average yield during the investment period of 10 years p.a.; in comparison DAX +7,8%, SDAX +12,9%