



Jungheinrich

Company presentation

Hamburg, September 2020

Highlights

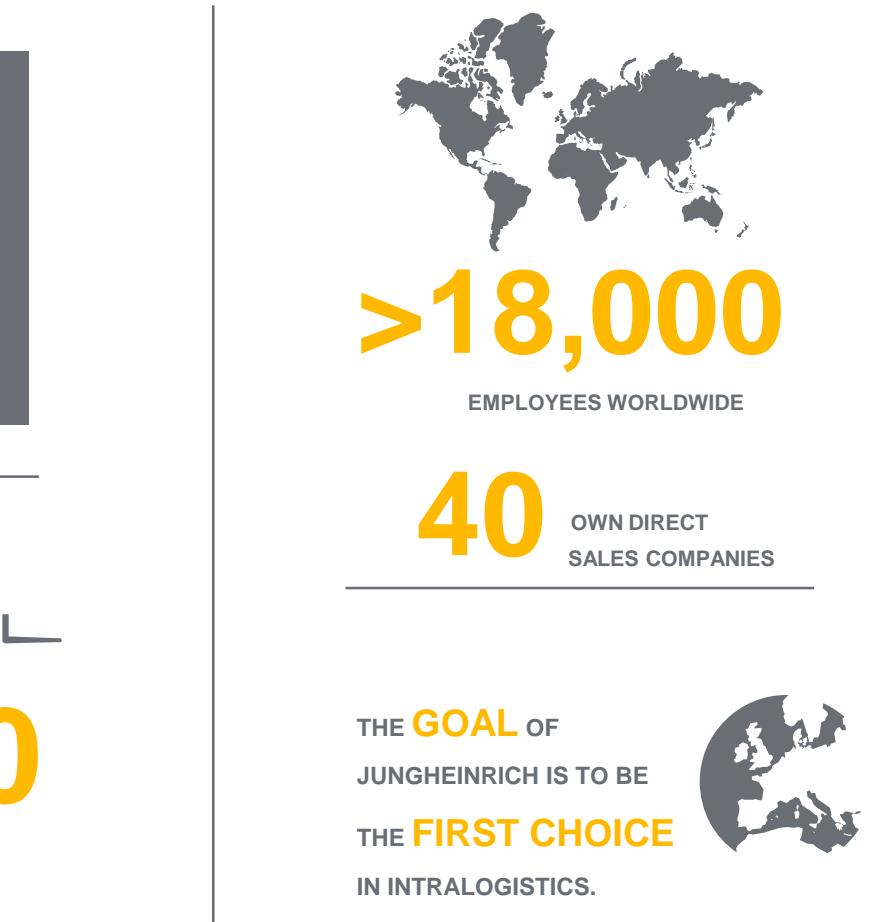
4.1
€ BLN.

REVENUE 2019



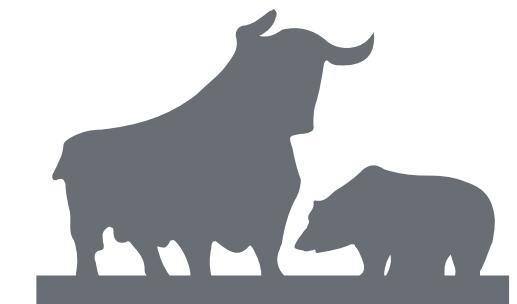
112,900

PRODUCED INDUSTRIAL TRUCKS 2019



>5,500

AFTER-SALES SERVICE TECHNICIANS



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

Key figures

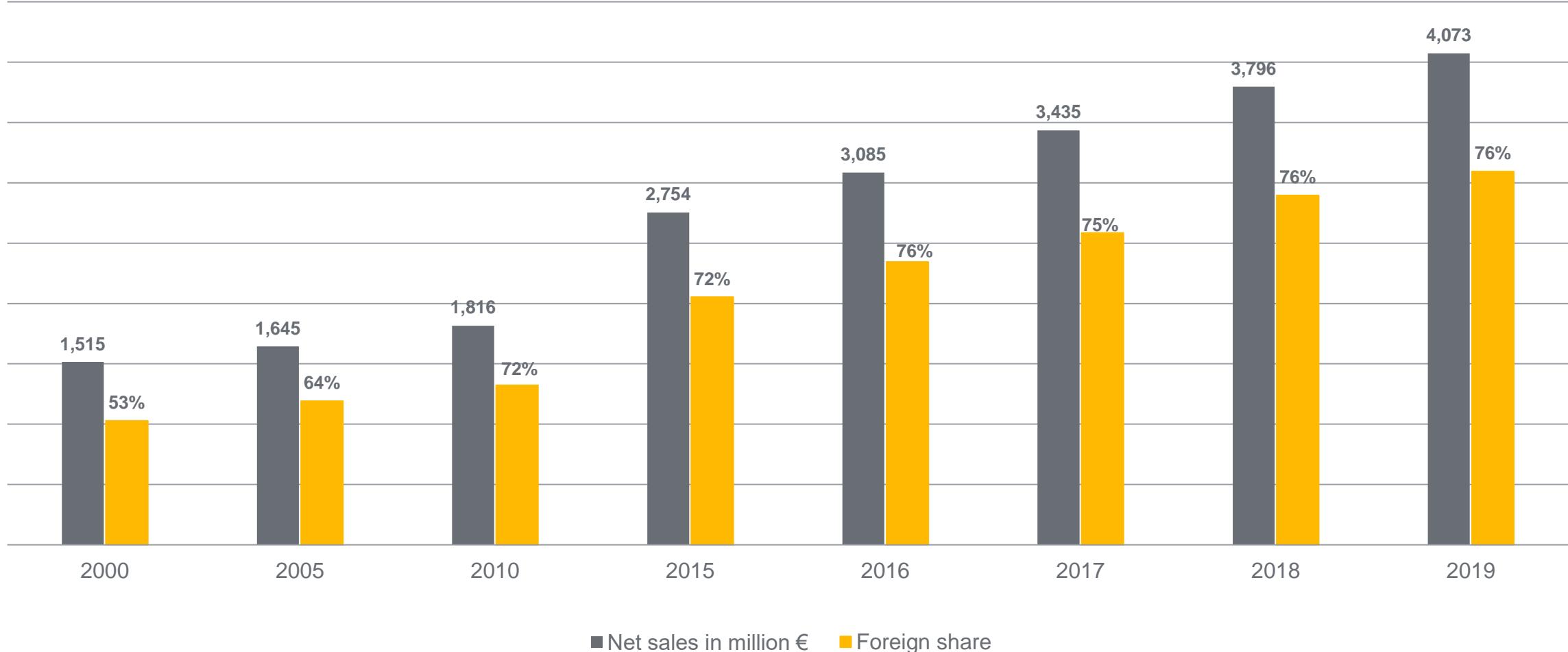
	2019	2018	Change %
Incoming orders (units)	121,900	131,000	-6.9
Incoming orders (€ million)	3,922	3,971	-1.2
Revenue (€ million)	4,073	3,796	+7.3
Earnings before interest and income taxes (EBIT) (€ million)	263	275	-4.4
EBIT return on sales (EBIT ROS) (%)	6.4	7.2	-
Profit or loss (€ million)	177	176	+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

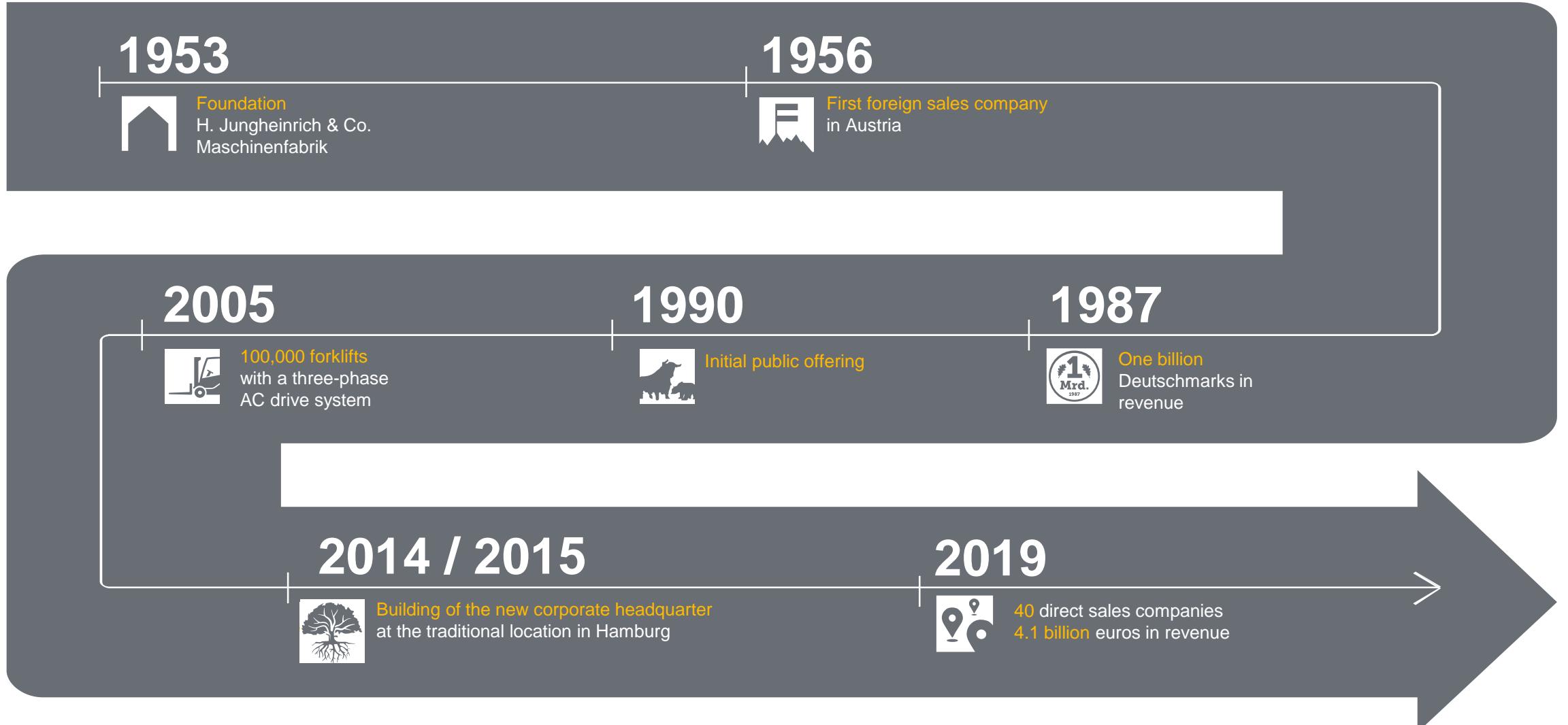
³ Based on share of earnings attributable to the shareholders of Jungheinrich AG

Revenue



■ Net sales in million € ■ Foreign share

History



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

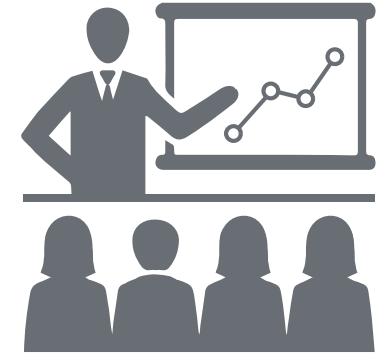
Member of the Board of
Management
Finance



Sabine Neuß

Member of the Board of
Management
Engineering

Employees

<p>EMPLOYEE TENURE</p>  <p>10 years</p>	<p>>8,000</p>  <p>new jobs created worldwide since 2010</p>	 <p>Numerous workshops and trainings for the professional and personal advancement</p>	 <p>Jungheinrich International Graduate Program (JIG)</p>
	 <p>>20 % of our employees around the world are women</p>  <p>Working Worldwide International programs for employees</p>	 <p>>18,000 employees worldwide</p>	

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

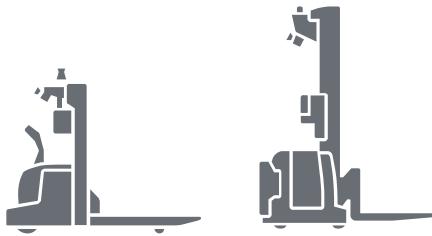
AFTER-SALES SERVICES



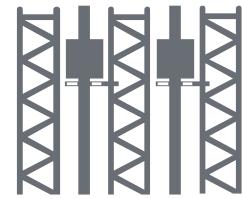
Service / spare parts / accessories

Products & solutions (II)

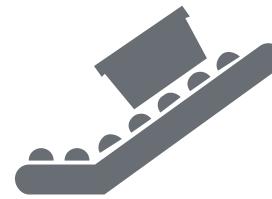
AUTOMATED SYSTEMS



Automated guided vehicles

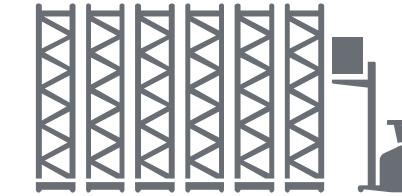


Stacker cranes



Conveyor systems

WAREHOUSE EQUIPMENT



Racks

DIGITALISATION



Warehouse management



Fleet management



Communication interfaces



Assistance systems



Safety systems

Overview product portfolio (I)

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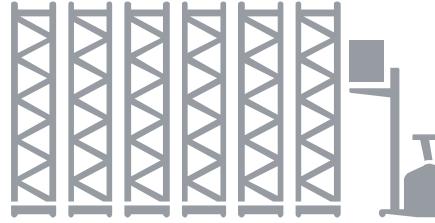
Assistance systems



Safety systems

Automated systems and digital solutions

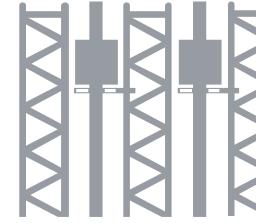
Automated systems



Racking and warehouse equipment



Stacker cranes



Automated guided vehicles



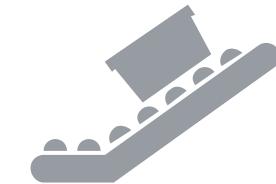
Warehouse management



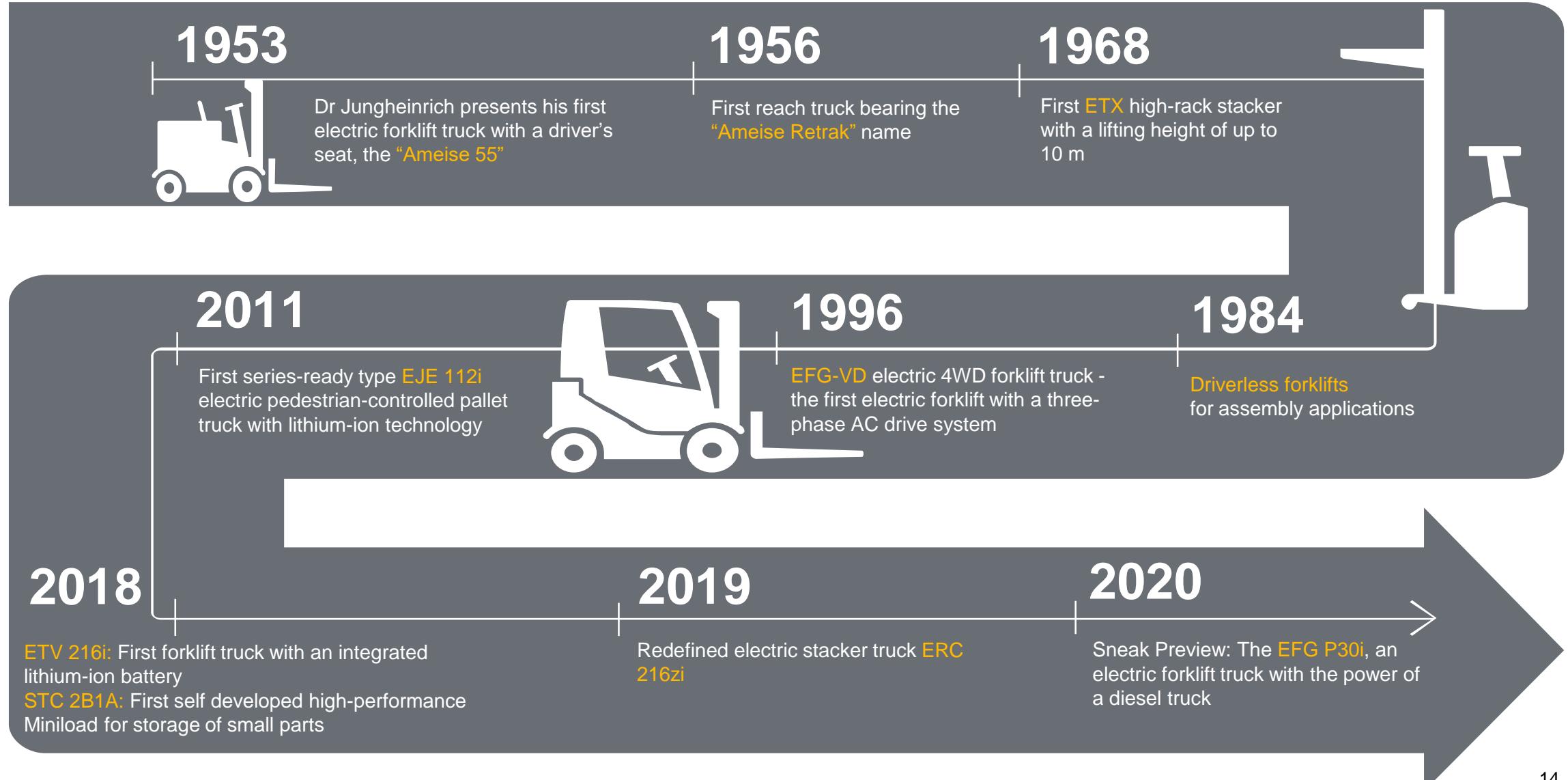
Digital solutions



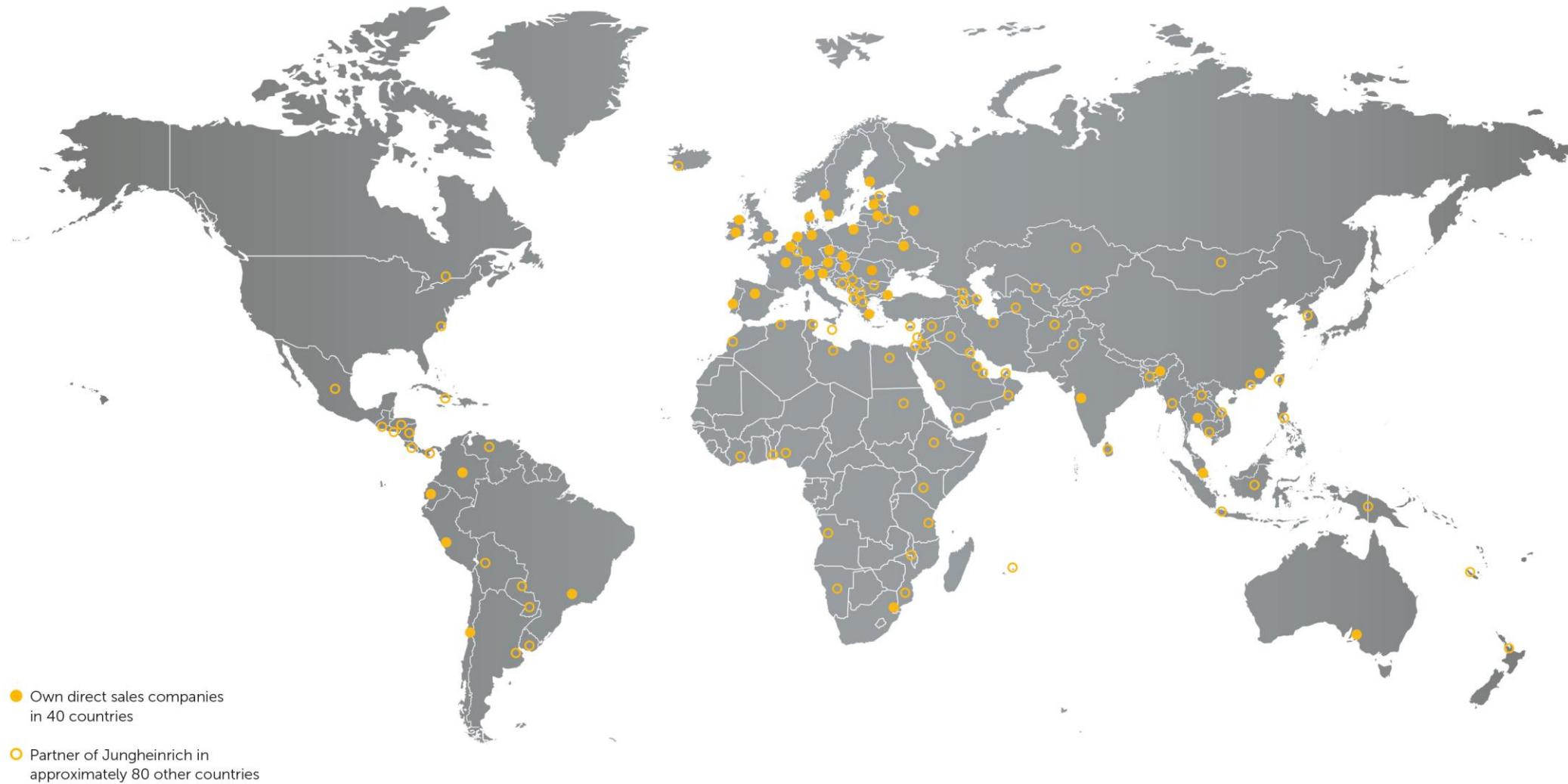
Conveyor technology



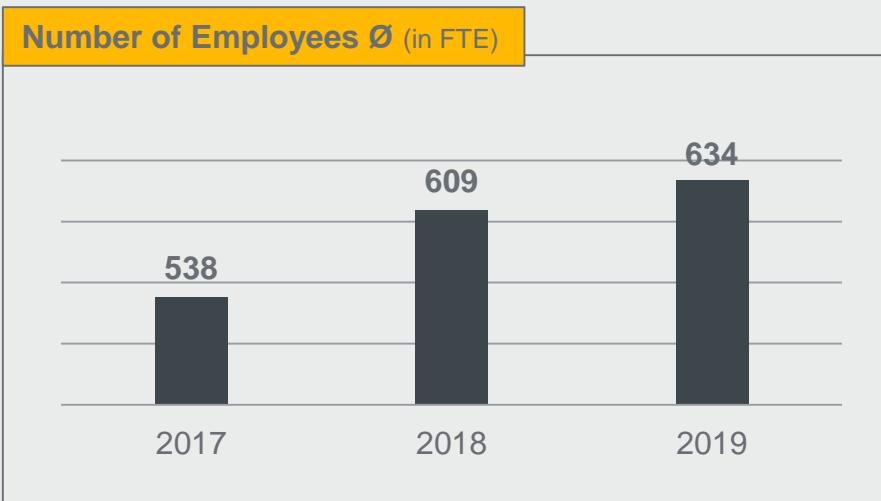
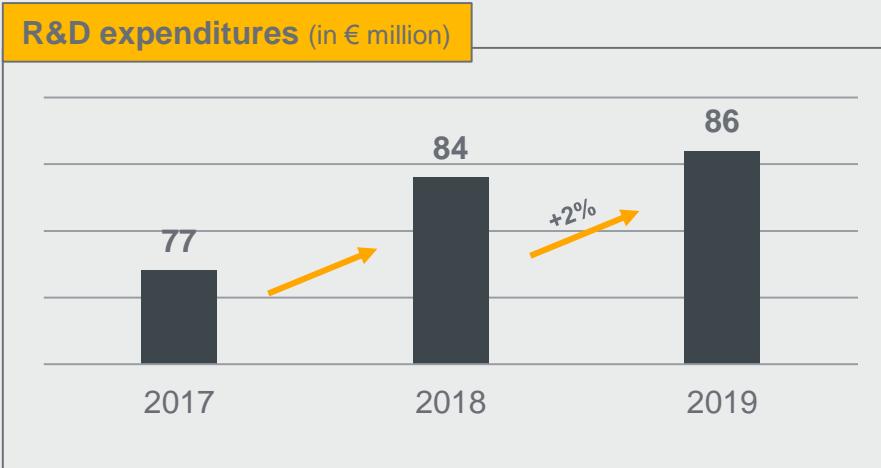
Product milestones



Represented worldwide in more than 100 countries



Research and development



“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

Dr. Friedrich Jungheinrich
DR. FRIEDRICH JUNGHEINRICH
STIFTUNG



Cooperation with
action medeor



Regular support of the
ARCHE e.V.



Support of national and
international projects



Awards 2019/2020



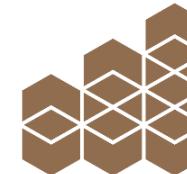
GERMAN
DESIGN
AWARD
WINNER
2019



GERMAN
DESIGN
AWARD
GOLD
2019



GERMAN
DESIGN
AWARD
WINNER
2020¹



IFoY AWARD
international intralogistics and
forklift truck of the year

Jungheinrich share

Solid long-term capital investment¹

+19 %



Dividend

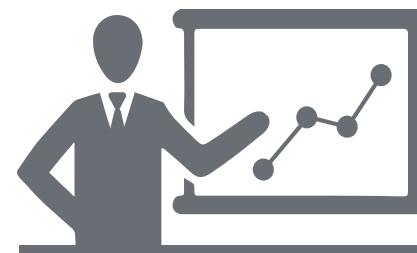
€0.48 / share

for finance year 2019



Dividend policy

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



Broad analyst coverage

