



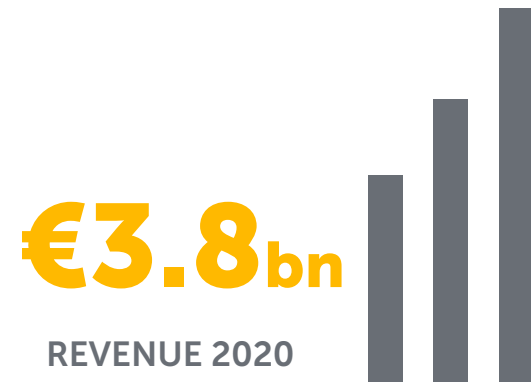
Jungheinrich

Company presentation

Hamburg, November 2021



Highlights



>1 million

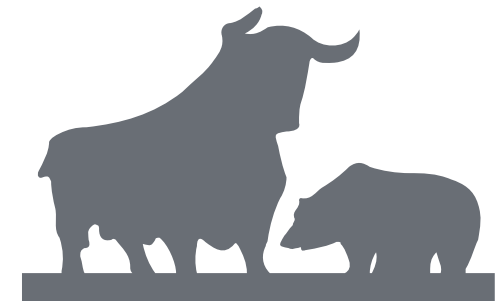
ELECTRIC TRUCKS IN USE WORLDWIDE



40 OWN DIRECT
SALES COMPANIES

WITH OUR GROUP STRATEGY 2025+, WE
HAVE COMMITTED OURSELVES TO

THE GOAL OF
CREATING **STRATEGY** 2025+
SUSTAINABLE VALUE



WE ARE A LISTED

STOCK CORPORATION

WITH THE CHARACTERISTICS OF A

FAMILY-OWNED COMPANY

Key figures

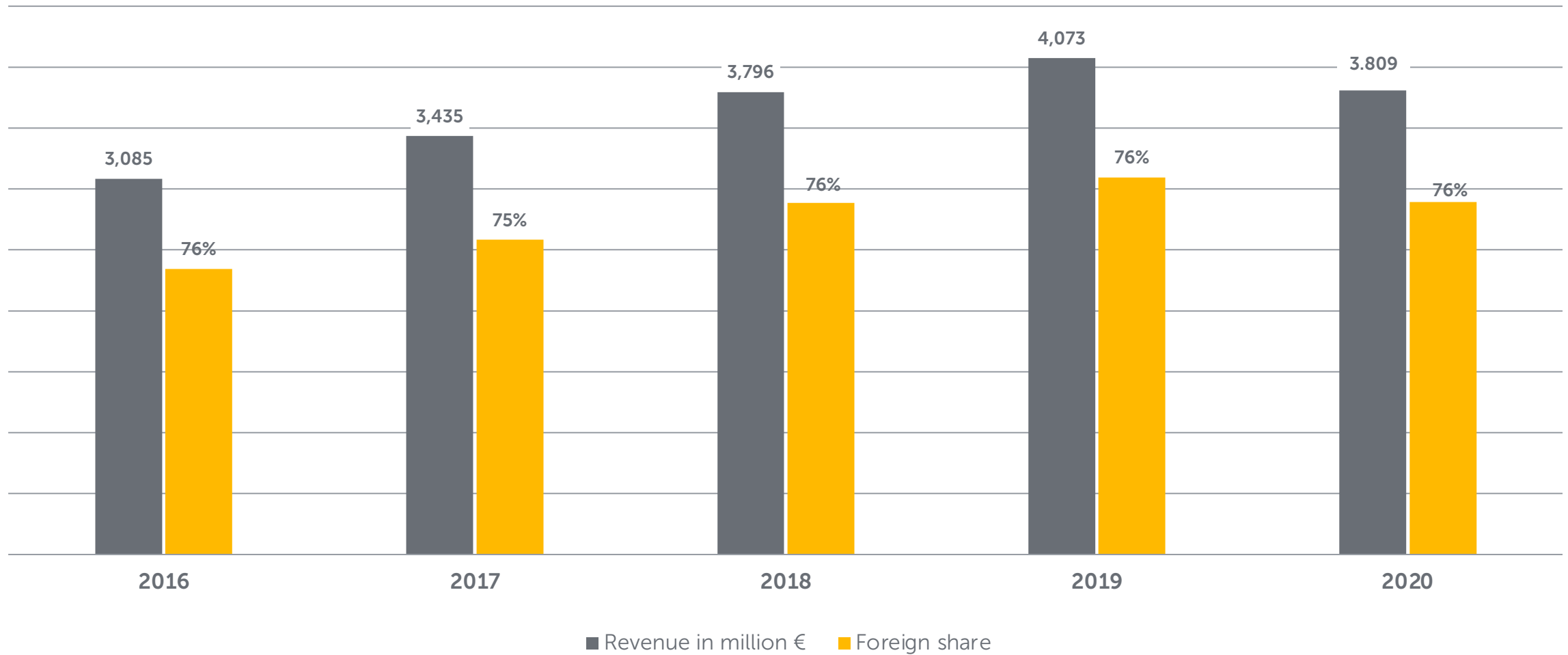
	2020	2019	Change %
Incoming orders (units)	111,400	121,900	-8.6
Incoming orders (€ million)	3,777	3,922	-3.7
Revenue (€ million)	3,809	4,073	-6.5
Earnings before interest and income taxes (EBIT) (€ million)	218	263	-17.1
EBIT return on sales (EBIT ROS) (%)	5.7	6.4	-
Profit or loss (€ million)	151	177	-14.7
Capital expenditure ¹ (€ million)	75	157	-52.2
Balance sheet total 31/12 (€ million)	5,411	5,231	+3.4
Shareholders' equity 31/12 (€ million)	1,546	1,488	+3.9
Employees 31/12 (FTE ²)	18,103	18,381	-1.5
Earnings per preferred share ³ (€)	1.49	1.5	-14.9

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



Jungheinrich share

Solid long-term
capital investment¹

+16 %



Dividend

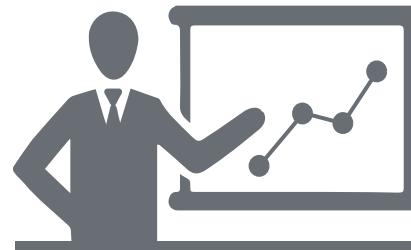
€0.43 / share

for the 2020 financial year



Dividend policy

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



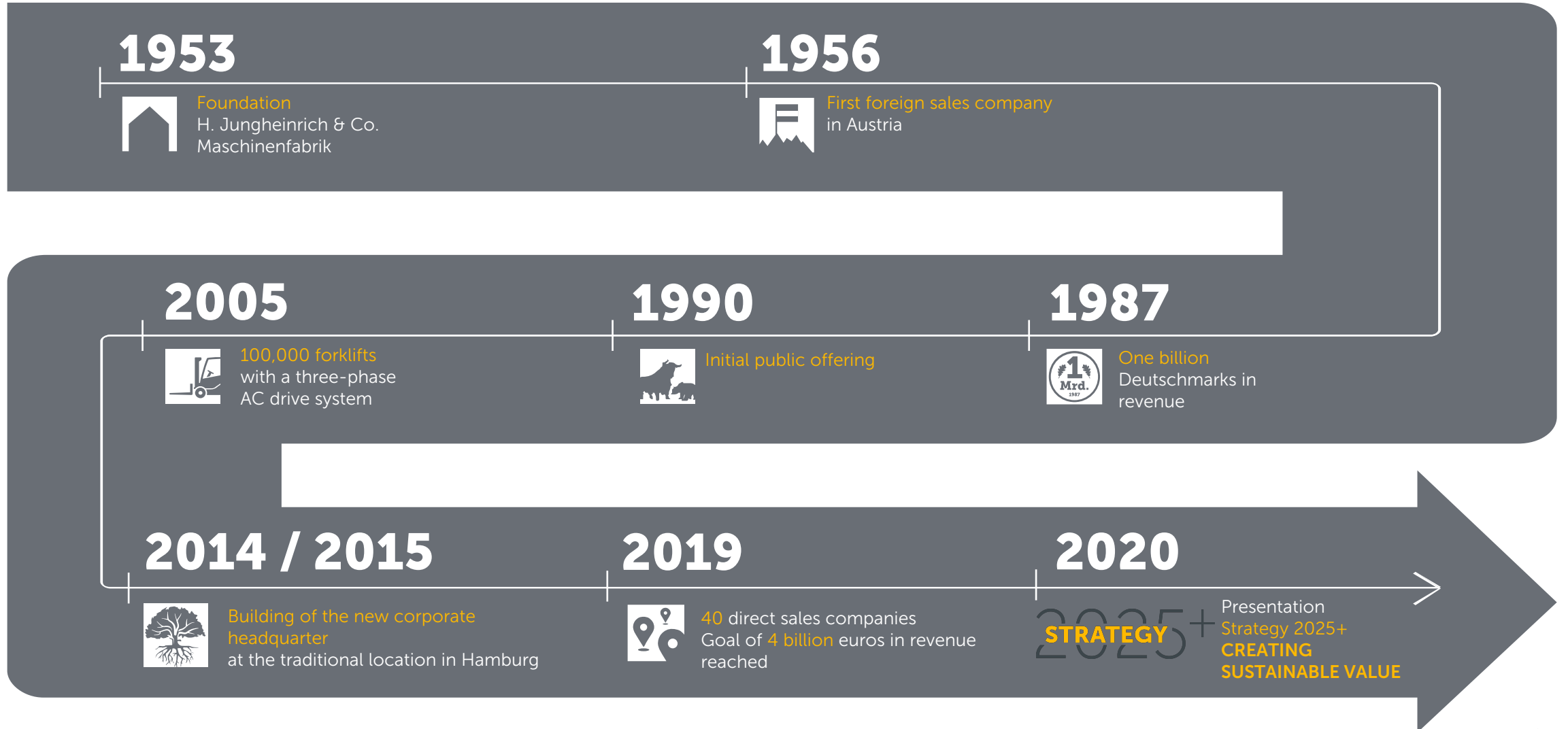
Stock exchange:

- ▶ Broad analyst coverage
- ▶ Share listed in the MDAX



¹ average yield during the investment period of 10 years p.a.; in comparison DAX +7,0%, SDAX +10,9%

History



Board of management



Dr. Lars Brzoska

Chairman of the Board of
Management



Christian Erlach

Member of the Board of
Management Sales



Dr. Volker Hues

Member of the Board of
Management Finance



Sabine Neuß

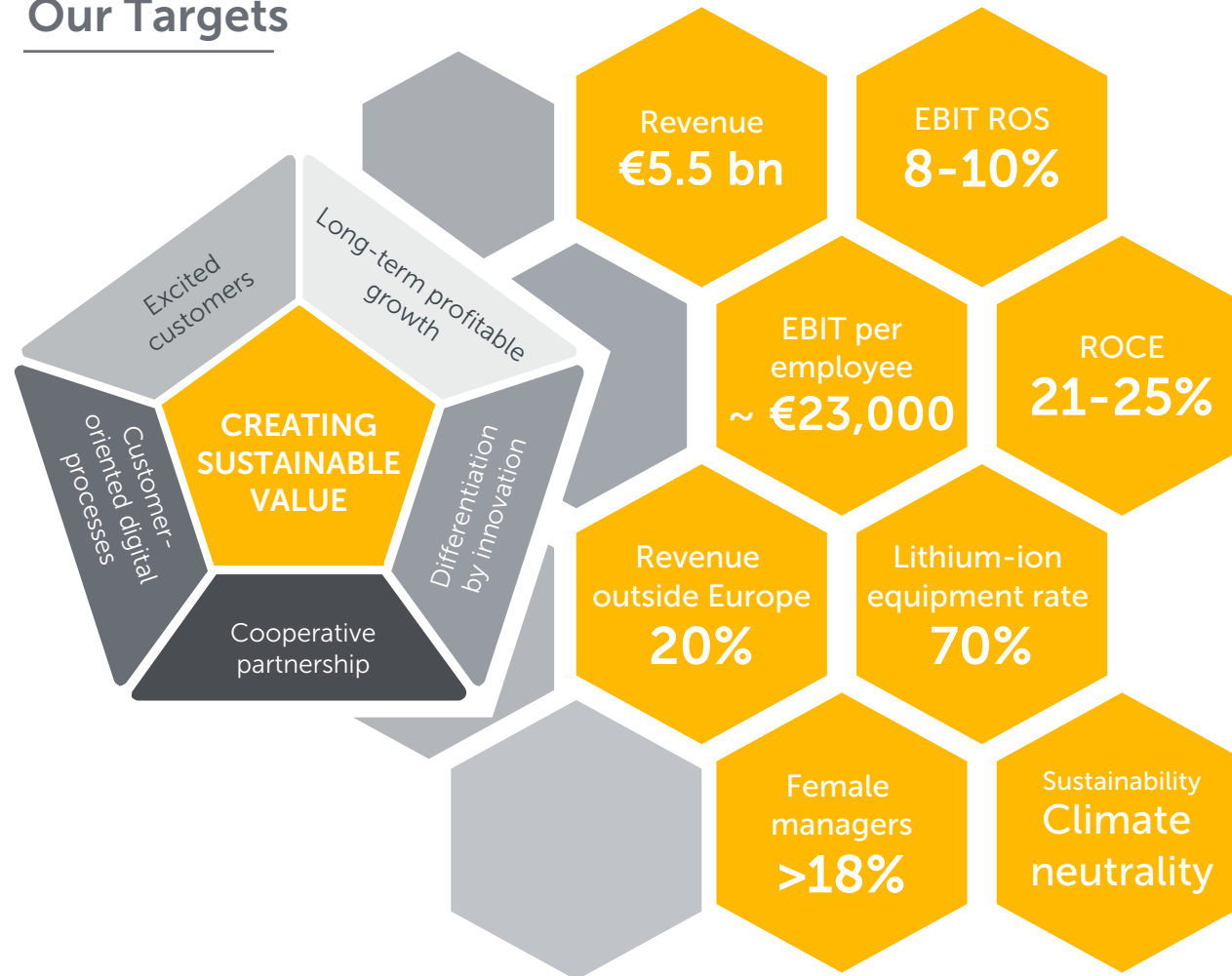
Member of the Board of
Management Technics

Business model

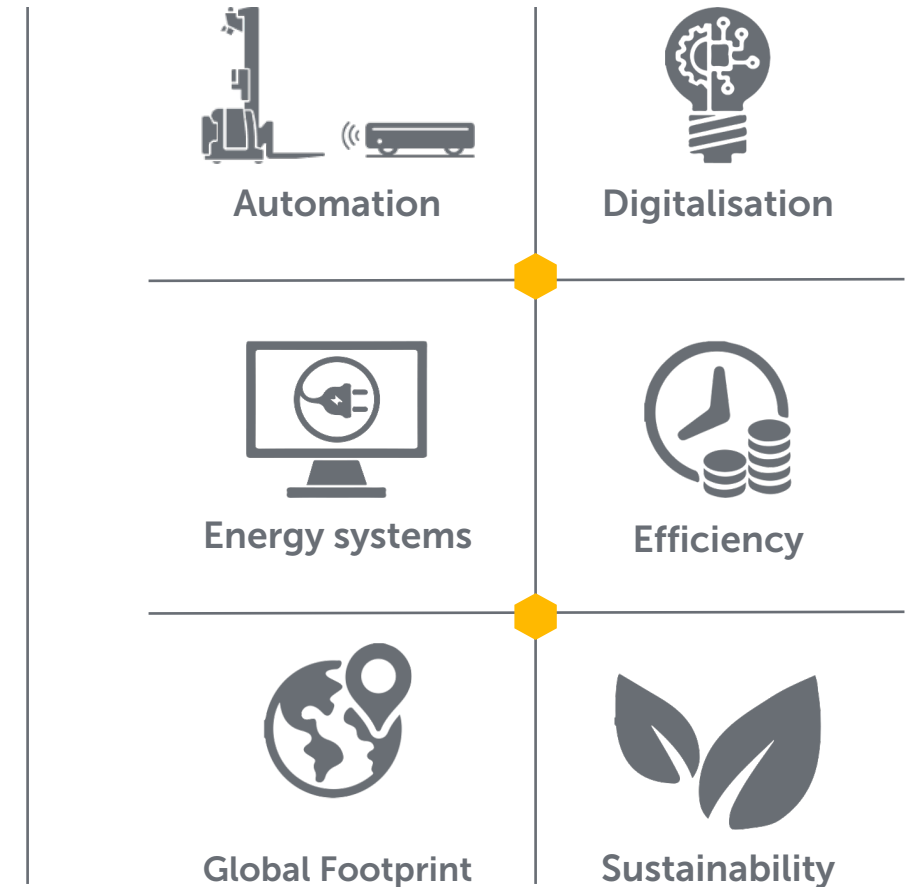


Strategy 2025+

Our Targets



Our fields of action



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

INDIVIDUAL SECTOR SOLUTIONS



Customised trucks /
small-series



Powertrain
Solutions

AFTER-SALES SERVICES



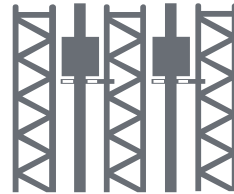
Service / spare parts /
accessories

Products & solutions (II)

AUTOMATED SYSTEMS



Automated guided vehicles

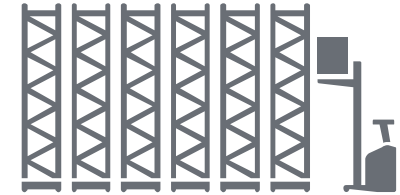


Stacker cranes



Conveyor systems

WAREHOUSE EQUIPMENT



Racks

DIGITALISATION



Warehouse management



Fleet management



Communication interfaces



Assistance systems



Safety systems

Overview product portfolio (I)

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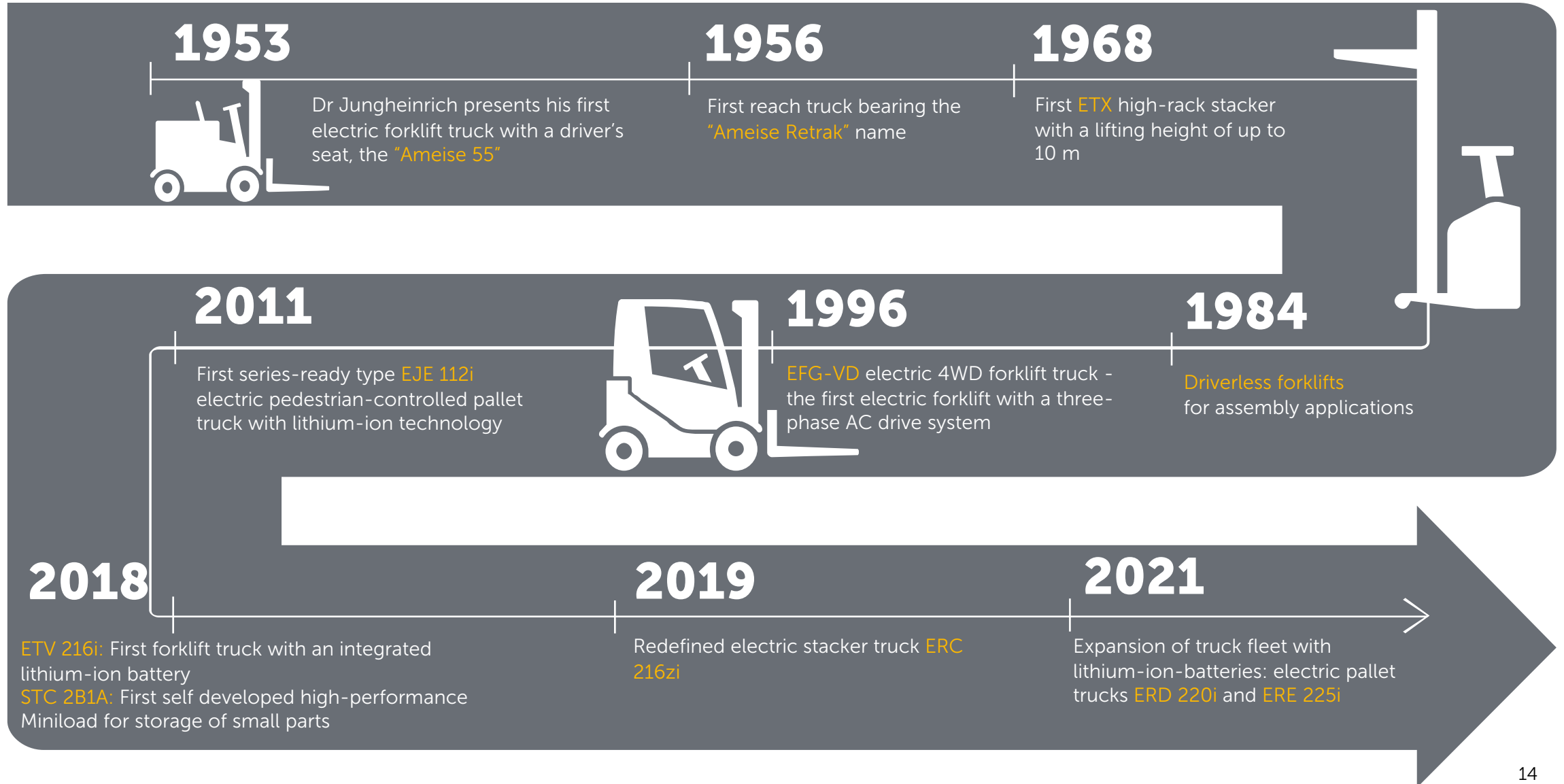


Assistance systems



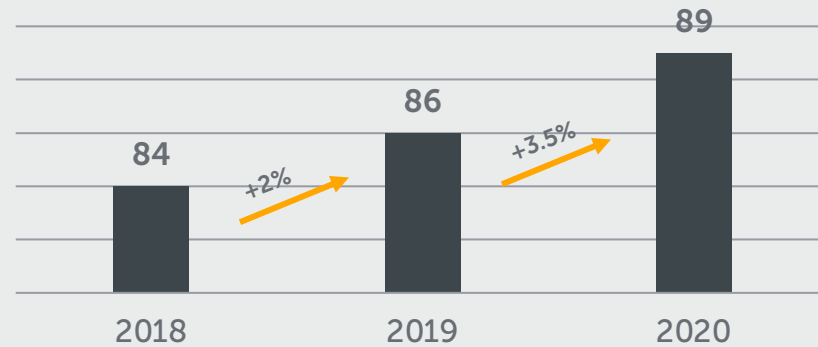
Safety systems

Product milestones

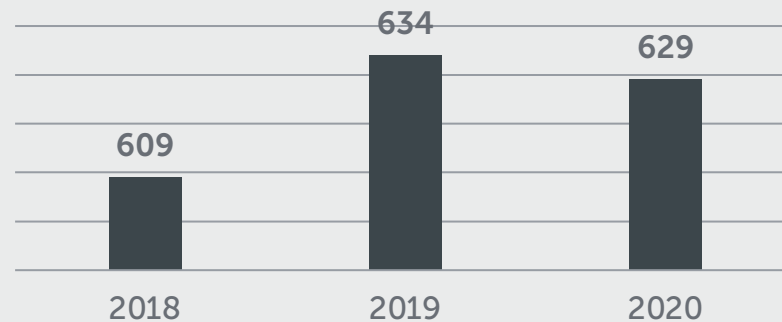


Research and development

R&D expenditures (in € million)



Number of employees Ø (in FTE)



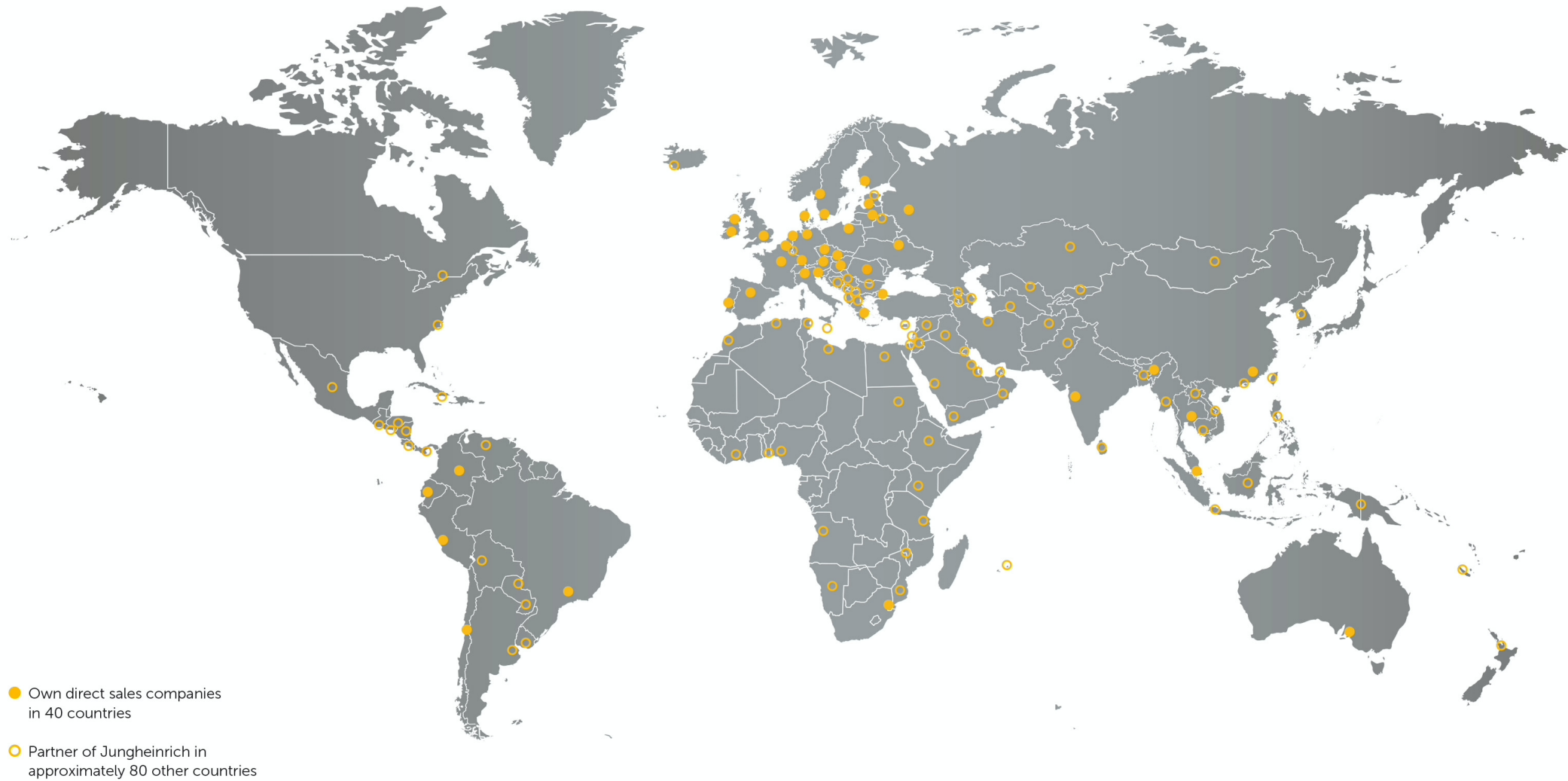
LI-ION
technology



“Electric mobility is one of our core competencies, which we will continue to expand with strategic measures in the field of energy systems as part of our Strategy 2025+.

Lithium-ion technology offers forward-looking advantages.”

Worldwide presence



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>>18,000 employees worldwide</p>	
 <p>Working Worldwide International programs for employees</p>			

1 according to a study by German magazine "stern" from January 2021

Sustainability at Jungheinrich

Product life cycle
assessment

-20%

CO₂e-emissions
from trucks
(2010–2020)

Electric share
of trucks produced
nearly

100%

&
goal of electrifying other
sectors

**CLIMATE
NEUTRALITY**

Our contribution to
the 1.5 degree target
of the science based
targets initiative

Reconditioning plant
with

94%

reuse rate per truck

Commitment to the

17

united nations
sustainable
development goals

Human rights code in
all

40

sales units worldwide

For fair & transparent
supply chains

>500

suppliers
with csr self-assessment



Corporate Social Responsibility

Long-standing cooperation
with
action medeor



Regular support
of the ARCHE e.V.



Support of
national and
international
projects



Dr. Friedrich Jungheinrich
DR. FRIEDRICH JUNGHEINRICH
STIFTUNG



Awards 2020/2021



red^{dot} winner 2021
best of the best

