

CREATING SUSTAINABLE VALUE

IR Presentation

Q1 – Q3 2021






Hamburg, 10 November 2021



Highlights Q1– Q3 2021

- Global market volume grows significantly, as does European market volume
- Incoming orders rise to €3.6 billion (+31%)
- All results markedly higher than previous year's figures
- Net credit of €295 million achieved (end of December 2020: €194 million)
- Increase in price of materials more than compensated for with price adjustments and efficiency measures; bottlenecks in supply chains overcome well so far
- Forecast for 2021 raised again

Key figures Q1 – Q3 2021

€3.6 billion Incoming orders 	€3,020 million Revenue 	€258 million EBIT 
€183 million Profit or loss 	€295 million Net credit 	18,681 Employees 

Very good performance in a challenging market environment

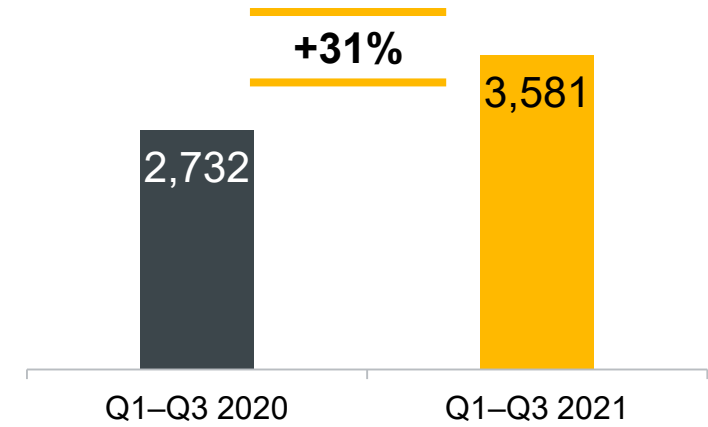
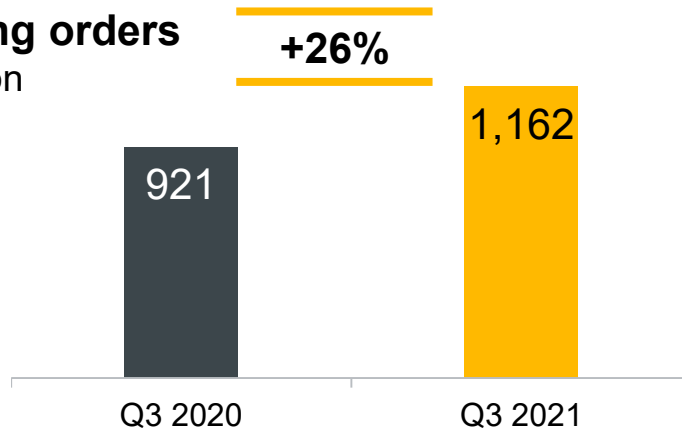
Covid-19: Safely through the crisis



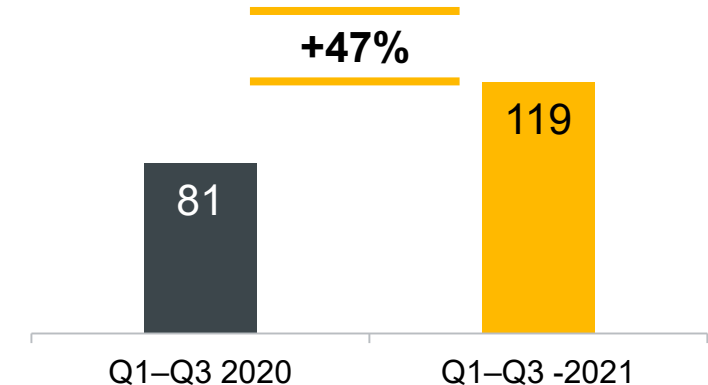
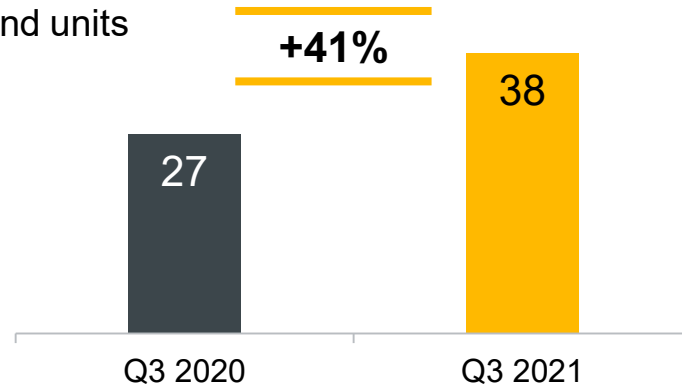
- ▶ **Crisis management** continues to operate **successfully**; early intervention led to swift and sustainable stabilisation.
- ▶ Through **targeted management of the supply chain**, production shutdowns have largely been successfully avoided.
- ▶ **Considerably better capacity utilisation** at production plants than in the same period of the previous year.
- ▶ In light of the current market and business development, **the targets of the Strategy 2025+ were reviewed and adjusted.**
- ▶ **Strong balance sheet and solid liquidity** ensure implementation of strategic measures.

Incoming orders continue to develop very well

Incoming orders
in € million



in thousand units



► Incoming orders reflect positive market development, especially in Europe

Revenue growth trails behind increase in demand due to strained material supply

Revenue

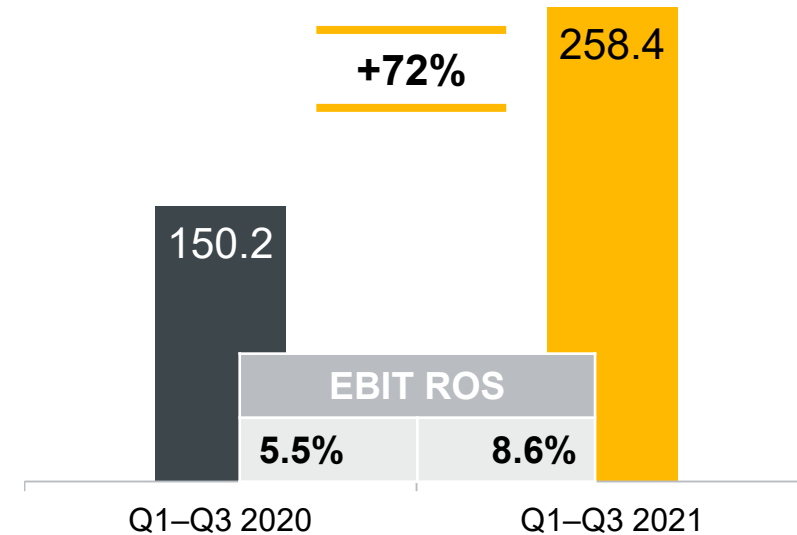
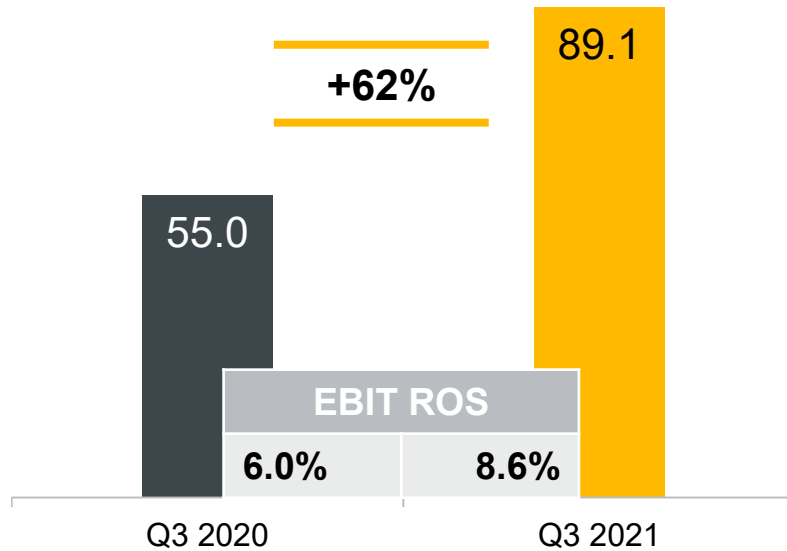
in € million



- ▶ New truck business is main driver of revenue growth (€204 million increase)
- ▶ Main causes: significantly higher production volume of trucks and solid growth in automated systems

EBIT very significantly higher than in previous year

EBIT
in € million



- ▶ EBIT largely profits from significant increase in capacity utilisation
- ▶ Increase in price of materials more than compensated for with price adjustments and efficiency measures

Forecast raised again

2021 forecast	October 2021 ¹⁾	April 2021 ²⁾
Incoming orders in € billion	4.6 to 4.8	4.2 to 4.5
Revenue in € billion	4.0 to 4.2	
EBIT in € million	340 to 370	300 to 350
EBIT ROS in %	8.5 to 8.8	7.5 to 8.3
EBT in € million	325 to 355	280 to 330
EBT ROS in %	8.1 to 8.5	7.0 to 7.9
Net credit in € million	considerably > 300	
ROCE³⁾ in %	20 to 23	17 to 21
ROCE new in %	19 to 22	17 to 21

1) Ad hoc announcement as of 25 October 2021

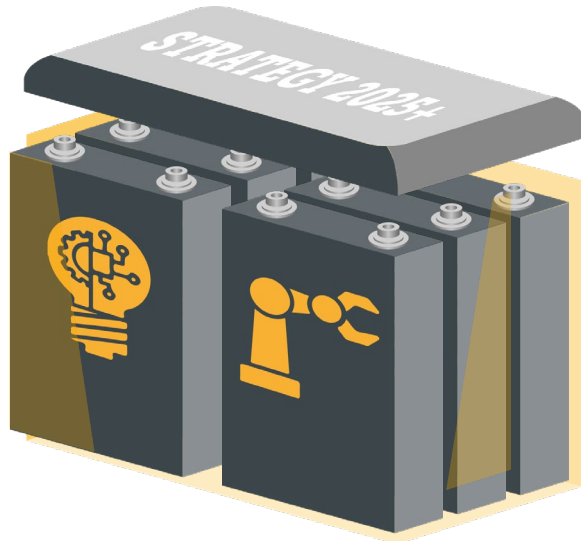
2) Ad hoc announcement as of 22 April 2021

3) Will be reported for the last time for the 2021 financial year

- ▶ Prerequisite: no further deterioration of the currently strained material supply (particularly in the case of electronics components) for the rest of the year
- ▶ Unrestricted, continued implementation of measures to ensure ability to deliver
- ▶ Future serious production shutdowns due to bottlenecks in the material supply chain cannot be ruled out

Jungheinrich Group Strategy 2025+

Our key fields of action



Automation



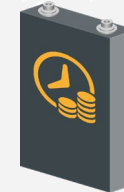
Energy Systems



Global Footprint



Digitalisation



Efficiency

Employees &
Business Partners



Sustainability

CREATING SUSTAINABLE VALUE

2025+
STRATEGIE

CREATING
SUSTAINABLE
VALUE

Transformation

Our central target: Creating sustainable value

PROFITABILITY

Margin focus ▪ Cash is king ▪ Dividend continuity

EFFICIENCY

Customer centricity ▪ Lean processes ▪ Easy to deal with

SUSTAINABILITY

Creating value for all ▪ Deep entrepreneurial anchorage ▪ Contribution to society

Disclaimer

Unforeseeable developments may cause the actual business trend to differ from expectations, assumptions and estimates of the management of Jungheinrich that are reproduced in this presentation.

Factors that may lead to such deviations include changes in the economic environment within the intralogistics sector and materials supply – including the consequences of the further development of the Covid-19 pandemic – as well as changes to the exchange rate and interest rates. No responsibility is therefore taken for the forward-looking statements in this presentation.





NOTES

At a glance

3.8
€ BLN.

INCOMING
ORDERS
& REVENUE 2020.



STRONG BALANCE
SHEET
AND SOLID
LIQUIDITY.



>18,000

EMPLOYEES WORLDWIDE

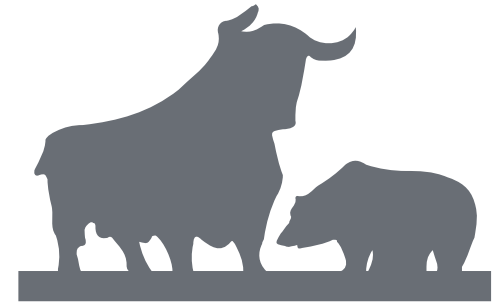
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OWN DIRECT
SALES COMPANIES.

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

CREATING
SUSTAINABLE VALUE.

STRATEGY²⁰²⁵⁺



WE ARE A LISTED

STOCK CORPORATION

WITH THE CHARACTERISTICS OF A

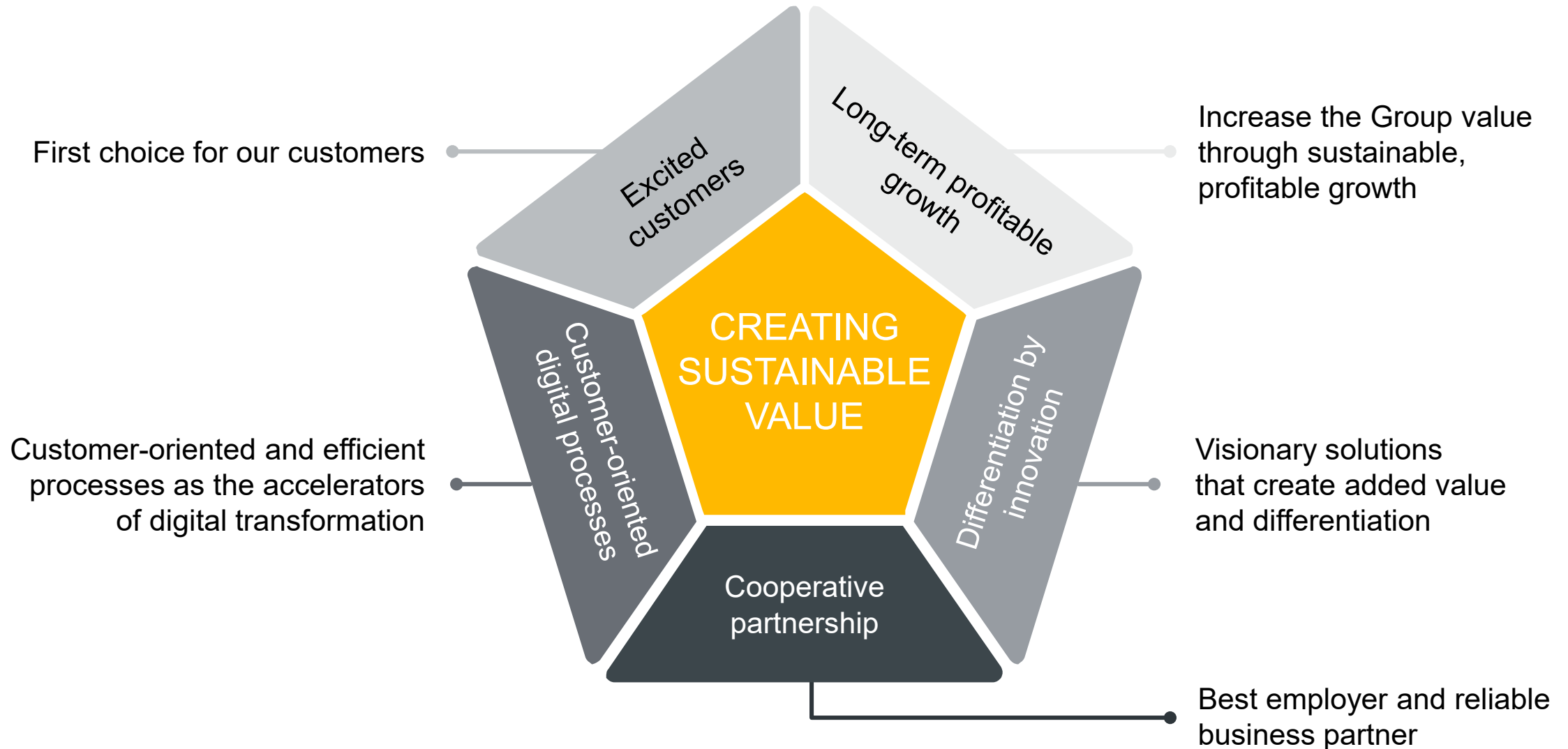
FAMILY-OWNED COMPANY.



COVID 19

SAFELY THROUGH THE CRISIS.

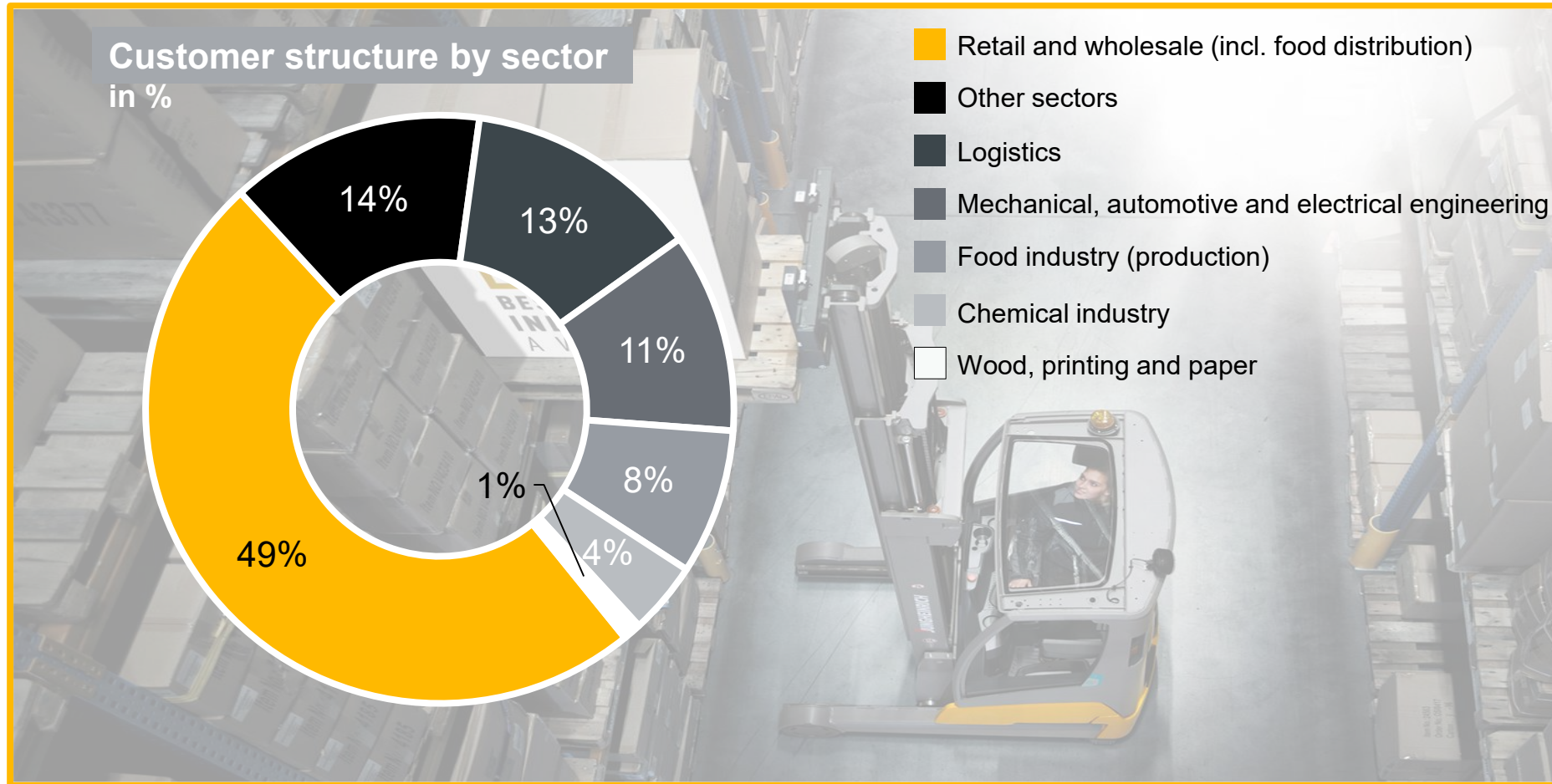
Our core objective: Creating sustainable value



Business model



Customer structure, diversified by sector



Based on approximately 70% of incoming orders in units, 2020

Jungheinrich key figures 2016 – 2020 (I)

in € million	2016	2017	2018	2019	2020
Incoming orders	3,220	3,560	3,971	3,922	3,777
Group revenue	3,085	3,435	3,796	4,073	3,809
thereof Germany	753	851	900	966	917
thereof abroad	2,332	2,584	2,896	3,107	2,892
EBIT	235	259	275	263	218
EBIT ROS	7.6%	7.5%	7.2%	6.4%	5.7%
Capital employed ¹⁾	1,318	1,497	1,717	1,917	1,618
ROCE ²⁾³⁾	17.8%	17.3%	16.0%	13.7%	13.5%
R&D expenditure	62	77	84	86	89
Capital expenditure ⁴⁾	59	88	106	157	75

1) Shareholders' equity + Financial liabilities – Cash and cash equivalents and securities + Provisions for pensions and long-term personnel obligations

2) EBIT / Employed interest-bearing capital x 100

3) Determined according to accounting changes as at 1/1/2019 (IFRS 16 "Leases"). (Values from the previous year have not been adjusted)

4) Property, plant and equipment, and intangible assets excluding capitalised development expenditure and right-of-use assets

Jungheinrich key figures 2016 – 2020 (II)

in € million	2016	2017	2018	2019	2020
Equity ratio (Intralogistics)	48%	48%	46%	46%	45%
Equity ratio (Group)	31%	30%	29%	28%	29%
Net debt (+)/ net credit (–) ¹⁾²⁾	–56	7	108	172	–194
Tax ratio	28%	25%	29%	27%	25%
Profit or loss	154	182	176	177	151
Employees (FTE ³⁾)	15,010	16,248	17,877	18,381	18,103
thereof Germany	6,511	6,962	7,378	7,635	7,577
thereof abroad	8,499	9,286	10,499	10,746	10,526
Dividend per preferred share	€0.44	€0.50	€0.50	€0.48	€0.43

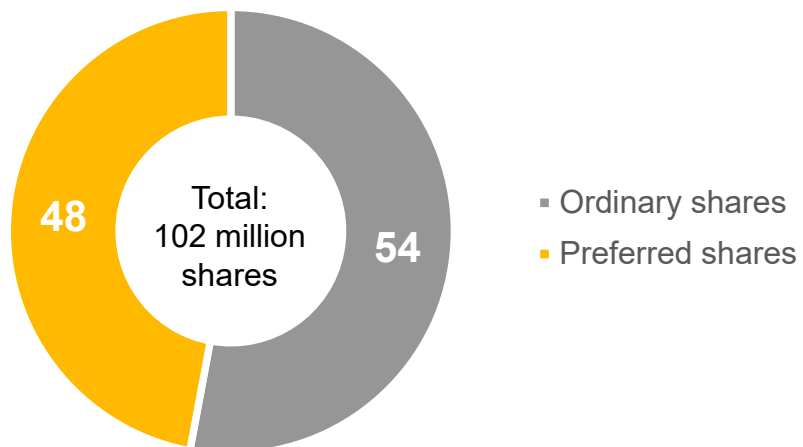
1) Net debt = Financial liabilities – cash and cash equivalents and securities

2) Determined according to accounting changes as at 1/1/2019 (IFRS 16 “Leases”). (Values from the previous year have not been adjusted)

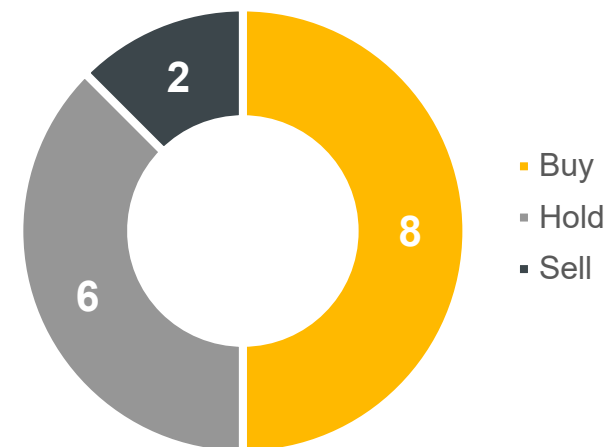
3) In full-time equivalents, always on 31/12

Jungheinrich share: Key figures and analyst coverage

Share structure



Analyst coverage as at 30/09/2021



Key figures for the share	2016	2017	2018	2019	2020
Earnings per preferred share	€1.52	€1.80	€1.73	€1.75	€1.49
Dividend per preferred share	€0.44	€0.50	€0.50	€0.48	€0.43
Total dividend distribution	€44 million	€50 million	€50 million	€48 million	€43 million
Distribution ratio	29%	28%	28%	27%	28%

2021 financial calendar and IR contact

Date	Event
31/03/2022	Balance sheet press conference
31/03/2022	Analyst conference
06/05/2022	Interim statement as at 31/03/2022
10/05/2022	2022 Annual General Meeting
13/05/2022	Dividend payment
12/08/2022	Interim report as at 30/06/2022
11/11/2022	Interim statement as at 30/09/2022

General information

Subscribed capital: €102 million subdivided into
 54,000,000 no-par-value ordinary shares
 48,000,000 no-par-value preferred shares (listed)

Securities identification numbers (preferred shares): Stock exchanges: Frankfurt and Hamburg and all other German stock exchanges

ISIN: DE0006219934
 WKN: 621 993

Segment: Prime Standard Ticker:
 Sector: Industry Reuters JUNG_p.de
 Stock index: MDAX Bloomberg JUN3 GR



IR contact

Andrea Bleesen
 Head of Corporate Investor Relations
Jungheinrich Aktiengesellschaft
 Friedrich-Ebert-Damm 129 · 22047 Hamburg
 Tel +49 40 6948-3407 · Fax +49 40 6948-753407
andrea.bleesen@jungheinrich.de · www.jungheinrich.com