JUNGHEINRICH

Capital market presentation

Hamburg, August 2026

JUNGHEINRICH

Facts & Figures 2025

Incoming orders (€5.4 billion) and **revenue** (€5.5 billion) **robust**

EBIT, adjusted for one-off effects, of **€448 million** (EBIT ROS 8.1%)

Free cash flow is strong at **€314 million**

Dividend:
payment ratio stable
at 28 per cent

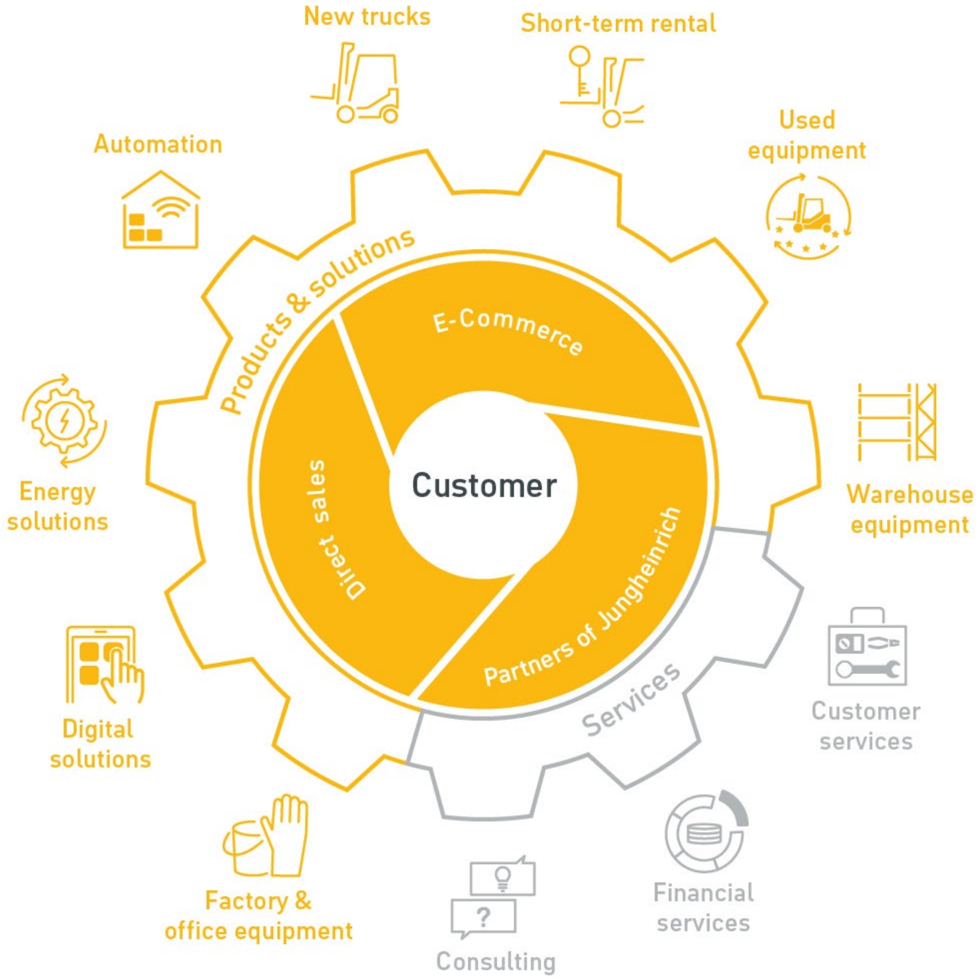
Strategy 2030+ successfully launched in first year

Transformation programme largely implemented

Market entry into **Mid-Tech segment** started positively

Implementation of **new segment structure** completed

Integrated, resilient business model



Customer centricity –
all services from a single source

One-brand strategy – Jungheinrich stands for quality across the entire product and service spectrum

Comprehensive, complete **life cycle management**

Measurable added value and **tailored solutions** for the customers

Complete solutions for warehouse logistics

Warehouse trucks

Electric counter-balanced trucks

Energy systems

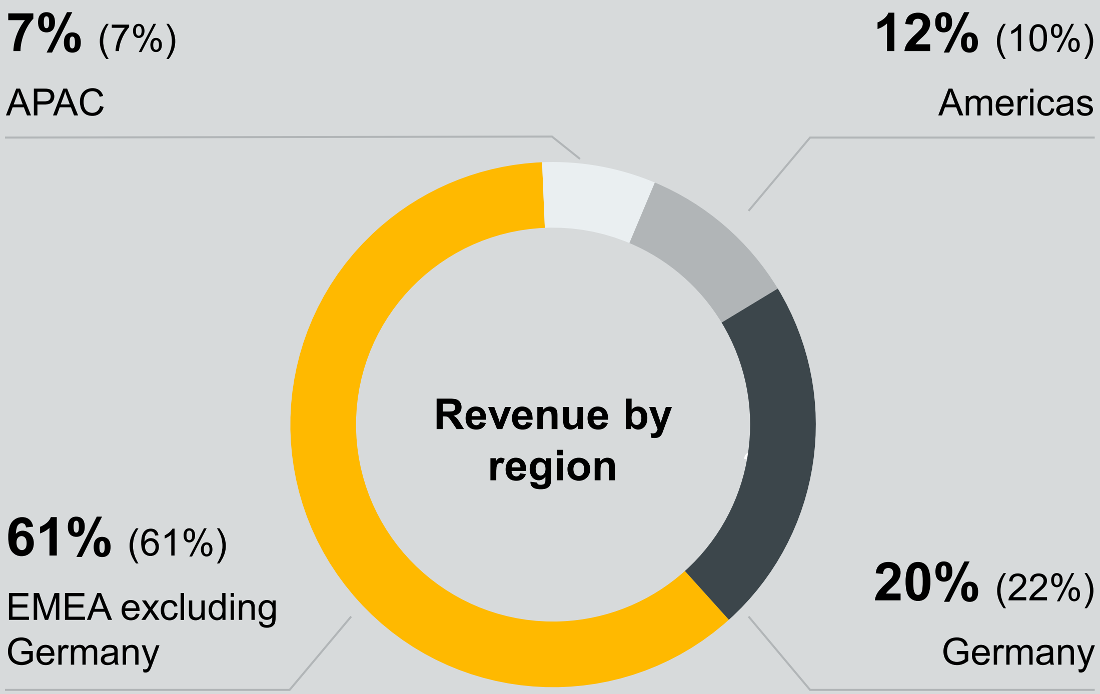
Warehouse equipment

Fully automated systems

Semi-automated systems

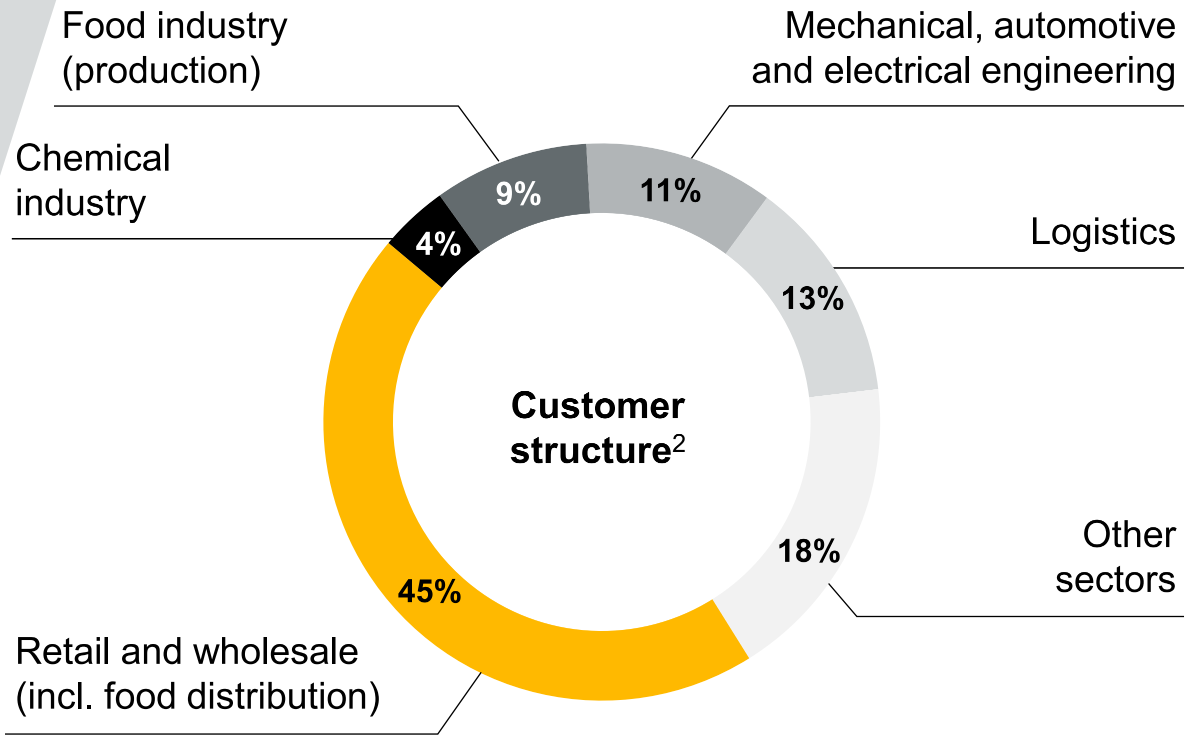
Manually operated systems

Strong position in Europe, balanced customer structure



Top 5 revenue countries

1. Germany
2. Italy
3. France
4. USA
5. United Kingdom



[1] in FY 2025, total: €5,502 million

[2] Customer structure based on incoming orders (units) in FY2025

Jungheinrich is one of the world’s leading solutions providers for the material handling sector

1	TOYOTA MATERIAL HANDLING	DAIFUKU Always an Edge Ahead	6
2	KION GROUP	HYSTER-YALE MATERIALS HANDLING	7
3	JUNGHEINRICH	Honeywell	8
4	CROWN	HELI	9
5	Logisnext	KNAPP	10

Sources: Top 20 Lift Truck Suppliers 2025 – Modern Materials Handling; Top 20 Systems Suppliers 2023 – Modern Materials Handling; annual reports

2

Strategy 2030+

A clear destination:
We will become a 10I10 company

Revenue

€10 billion

10%

EBIT ROS

Targets based on organic growth

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2025: Important successes in our strategic fields of action

Global expansion

- Successful integration of **US acquisition Invar** into Storage Solutions Group
- Opening of **Global OEM Center in Shanghai** (China) to pool central functions in Mid-Tech business
- Opening of **Business Excellence Center in Malaysia**

Automation

- **Significant customer projects for warehouse automation** won
- Expansion of customer base for **mobile robots through new solutions**
- Implementation of a **global organisation** for **marketing and sales and development**

Portfolio extension

- **Market entry into Mid-Tech segment** through strategic partner-ship with EP Equipment (“AntOn by Jungheinrich”)
- Development of numerous **innovations in High-Tech segment**
- Launch of **corporate venturing unit Uplift Ventures** and successful spin-off of turnus.ai

Transformation

- Transformation programme launched, **personnel and location-based measures largely implemented**
- Continuation of our **digital transformation** with the DEEP programme (Digital End-to-End Processes)
- **CDP** sustainability rating: **level A** achieved for the first time

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Global Expansion: Become truly global by driving expansion in North America and APAC

OBJECTIVE 2030

Develop North America into the second core market alongside Europe & become a leading market player for material handling in APAC

North America

- **Increasing market penetration** for industrial trucks
- **Expanding Automation & Warehouse Equipment** business, esp. based on our strong Storage Solutions platform
- **Driving** additional **growth through M&A**

APAC

- **Expanding regionally in key markets** and **entering new selected markets**
- Extending **sales channels through dealers and online platforms**
- Establishing a **regional hub for APAC and new Business Service Centers** in two key markets

Global Expansion: Additional M&A activities with a strategic focus on North America and APAC

Europe	North America	APAC
Opportunistic	Strategic Focus	

To become truly global, we are committed to achieve additional > €1 billion revenue through M&A outside Europe, on top of our organic growth

Clear criteria for M&A

Enhancement of market presence

Build upon synergy effects

Ensure culture-fit

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The ongoing transformation programme strengthens global competitiveness and ensures sustainable profitability

Transformation programme

- Response to **more intense global competition and increasing cost pressure** to make the company fit for the future
- Sustainable cost savings of around **€100 million** annually by optimising production network and making organisation more efficient, **largely effective in 2027, full effect in 2028**
- Around **500 of the 1,000 positions worldwide** (reductions and relocations) affect **Germany**
- Implementation **faster than planned: most of the negotiations that are subject to co-determination** with Works Council committees are **complete:**
  - **Production closure in Luneburg** (31/03/2027) and relocation to other Jungheinrich plants has **been negotiated and is being implemented**
  - **Capacity adjustment in Norderstedt implemented**
- **One-off expenses: €93 million**[1] in 2025, **€17 million** expected for 2026

€100 million
cost savings p.a.

1,000 positions
reduction and relocation

Optimised
production network

[1] Cash impact largely in 2026

anton

BY JUNGHEINRICH

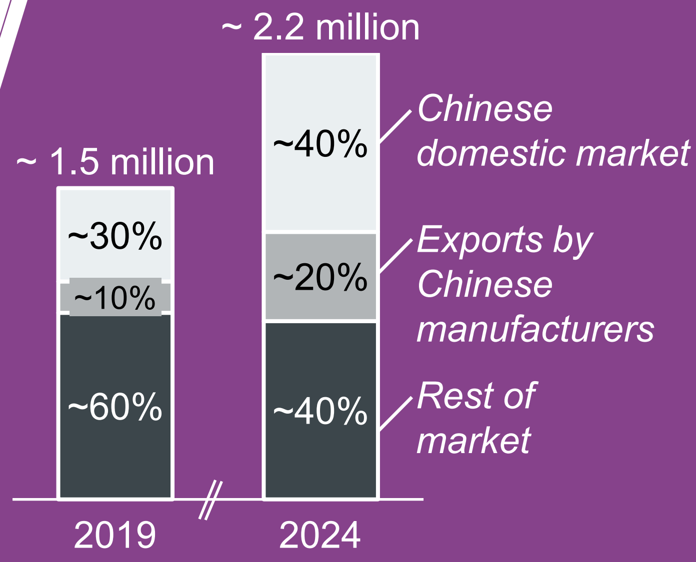
Made to rely on.

Strategic partnership positions Jungheinrich in attractive growth segment

New portfolio as entry into Mid-Tech market

- May 2025: **Jungheinrich and EP Equipment agree on strategic partnership**
- **Pooling of both companies' strengths** to increase efficiency, productivity and sustainability in global material handling
- **Successful launch in Europe in** fourth quarter of 2025 with warehouse equipment and electric counterbalanced trucks, **volume and margin targets achieved as planned**
- **Sales channels (multi-channel approach) expanded,** in particular through dealers and e-commerce
- **Expansion of portfolio and regional expansion** to Asia-Pacific and Latin America **already started**
- **Establishment of OEM Center in China** to pool key functions for development and management of global portfolio in Mid-Tech market
- **Expansion of partnership** with EP Equipment **planned**

Global industrial trucks market[1]



"China Wave" – rapidly growing **Mid-Tech market** which is primarily served by Chinese suppliers

[1] Based on WITS & Chinese export statistics, incoming orders in units

FALCON

Heavy load meets high voltage:
Jungheinrich looks to tomorrow with FalcOn

[Press release](#)

Innovations and world premieres in 2026

[Press releases]

Our goals and capital allocation priorities set the clear framework for our ambitions

Targets for 2030

Revenue	EBIT ROS
€10 billion	10%

Cash conversion rate[1]	Corporate Carbon Footprint[2]
Ø > 80%	-30%[3] (Scopes 1 & 2) + SBTi reduction targets (Scopes 1 - 3)

Capital allocation

Investments

R&D expenditure ~3-4% of revenue p.a.

Capital expenditure[4] ~1-2% of revenue p.a.

M&A

Maintaining capital structure of **maximum leverage of 1.5x net debt[5] / EBITDA over time**

Shareholder returns

Continued commitment to **our reliable dividend policy**

[1] Average Cash conversion rate (Free cash flow / Profit or loss) within the strategy timeframe
[2] The target for the corporate carbon footprint was introduced in the third quarter of 2025 and replaces the previous reduction target
[3] compared to basic year (2021)
[3] Property, plant and equipment and intangible assets without development expenditure and right-of-use assets
[4] Financial liabilities (excl. liabilities from financial services) – Cash and cash equivalents and securities

Outlook for 2026: focal points of strategic fields of action

Global expansion

- Acceleration of regional **expansion in North America and APAC**
- Expansion of **sales channels through dealers and online platforms**
- Driving additional **revenue growth** > €1 billion through M&A **beyond Europe** as part of Strategy 2030+

Automation

- **Targeted market development in growth sectors**: trade, logistics, production industries, food & beverages
- Roll-out of **standardised sector solutions** to increase scalability and cost efficiency
- **Expansion of customer services business** for automation solutions

Portfolio extension

- Market penetration with **full liner portfolio:** new generation of High-Tech vehicles, expanded Mid-Tech portfolio, high-voltage vehicles
- Continued implementation and **expansion of strategic partnership with EP** for products in Mid-Tech segment
- Systematic expansion of innovative companies and affiliates through **Uplift Ventures**

Transformation

- **Completion of transformation programme** (most effects expected from 2027)
- Continuation of our **digital transformation** with the DEEP programme **with significant roll-outs**
- Group-wide implementation of **AI**, innovative solutions in short-term rental and customer services

3 Key figures for H1 2026

H1 2026
at a glance

- **Incoming orders up significantly** by 8% on previous year to €2,954 million
- **Revenue** of €2,669 million at **previous year's level**
- **EBIT** of €145 million **far below previous year,** EBIT ROS at 5.4%
- **Negative one-off effects of €34 million**: Russian subsidiary sale, consequential effects of strike at Lüneburg plant and transformation programme
- EBIT additionally impacted by **price and volume effects in intense competitive environment**
- **EBIT adjusted for one-off effects**: **€179 million** (EBIT ROS: 6.7%)
- **Free cash flow** of €–99 million **lower** than previous year's period (€+57 million) due to acquisitions
- **Forecast adjusted** for ITS, and for the Group as a result

Highlights following the first quarter of 2026

Interest in EP Equipment

- 4.9% **stake acquired** in Chinese material handling partner
- Strategic **partnership** further **strengthened**
- Additional **growth potential** unlocked through collaboration
- **Cash outflow** of approximately **€93 million**, thereof €89 million in Q2 2026

Interest in Navflex

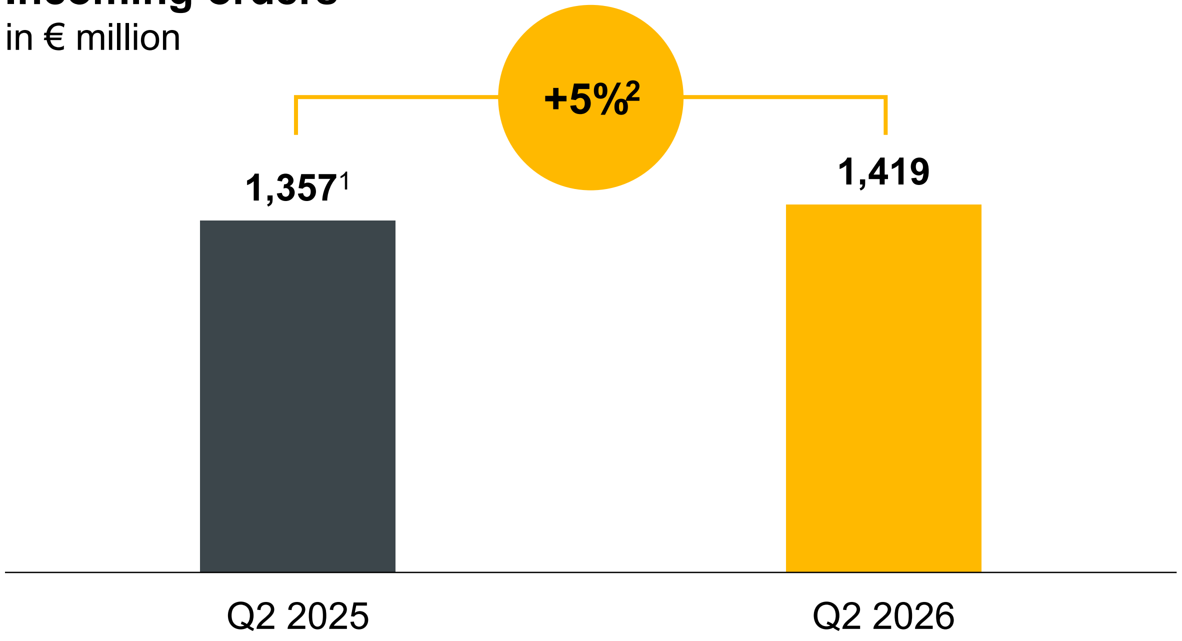
- ~7% **stake** in specialist for **Physical AI** and **automation** of truck loading and unloading
- Established **technology company in Europe** and the **US**
- Management of seamless and **automated material flows**
- **Cash outflow** of approximately **€4 million** in Q2 2026

Acquisition of All Lift Forklifts

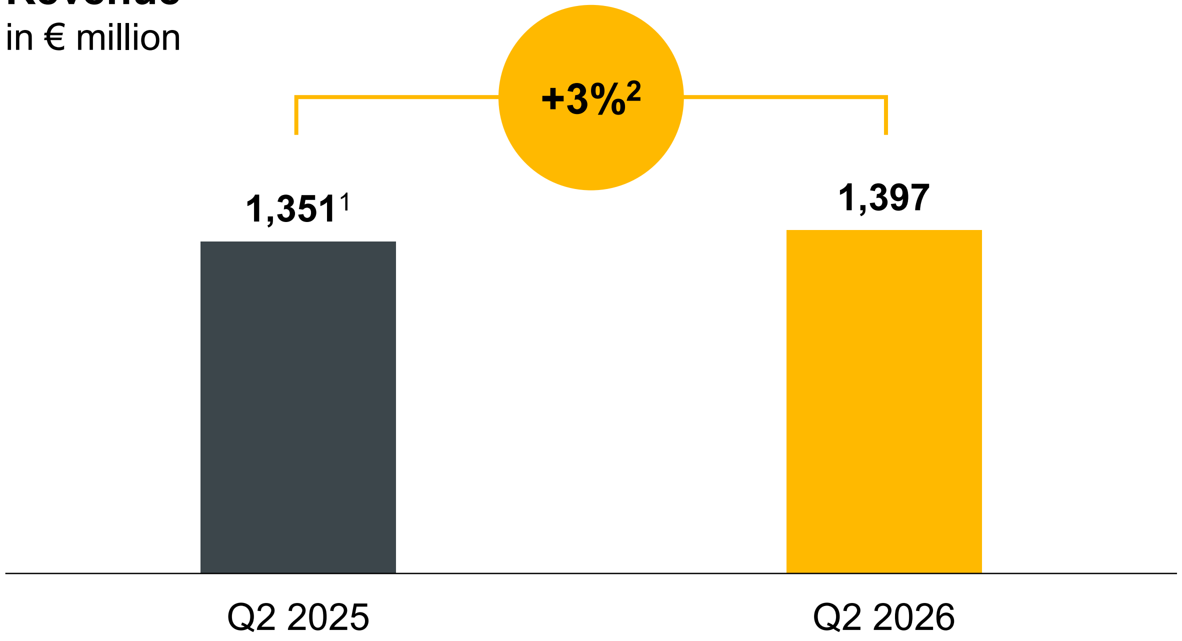
- Full **acquisition** of Australian rental company, **closing** to be expected **in the remainder of the year**
- Strengthening of **market position** in APAC
- **Purchase price of about €89 million** (enterprise value) plus earn-out component
- **Cash outflow** of approximately **€60 million** upon closing
- Expected **earnings contribution in 2026: low** single-digit € million amount

Group: Incoming orders and revenue

Incoming orders
in € million



Revenue
in € million



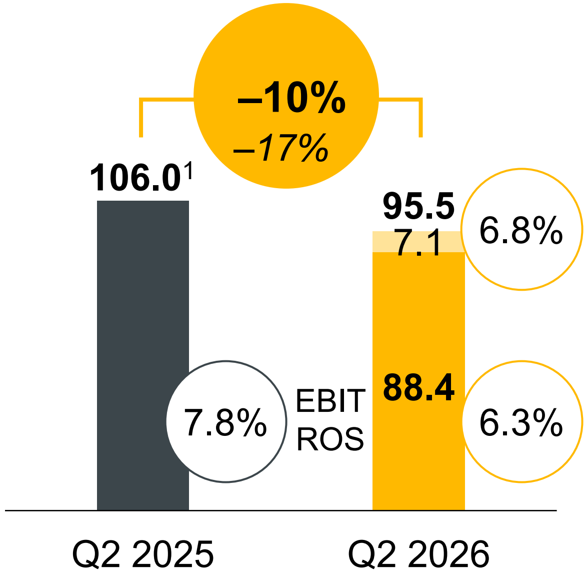
Incoming orders influenced by increased demand in AWE segment (+27%)

Slight revenue growth – increases in both segments (ITS: +1%, AWE: +17%)

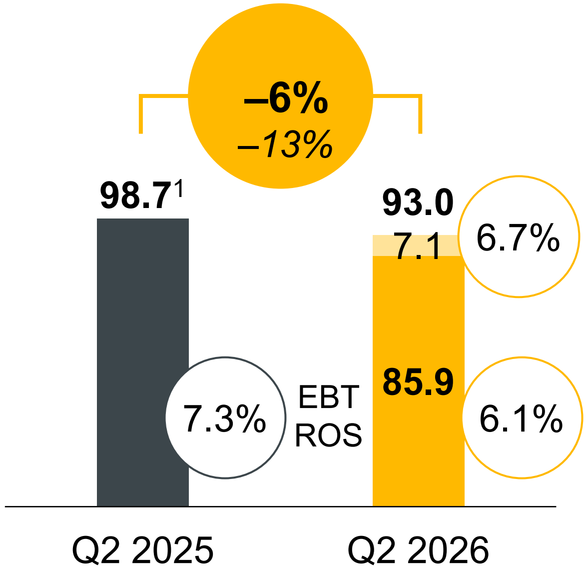
[1] Includes contributions of the Russian subsidiary (incoming orders: €39 million, revenue: €38 million).
[2] Excluding the contributions of the Russian subsidiary, incoming orders would have increased by 8% and revenue by 6%.

Group: Earnings indicators far below previous year

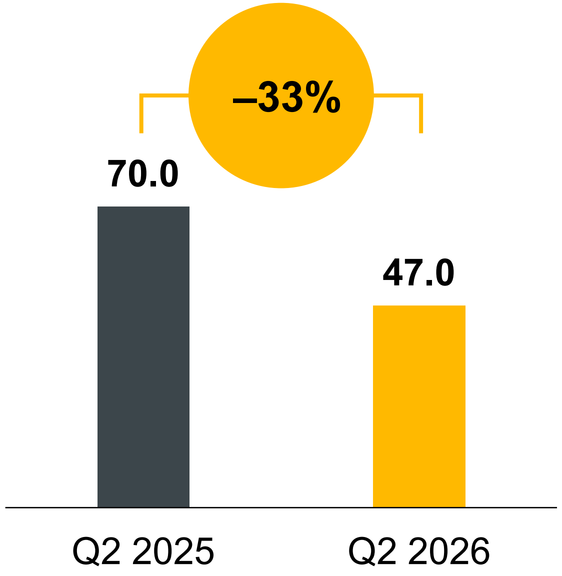
EBIT
in € million



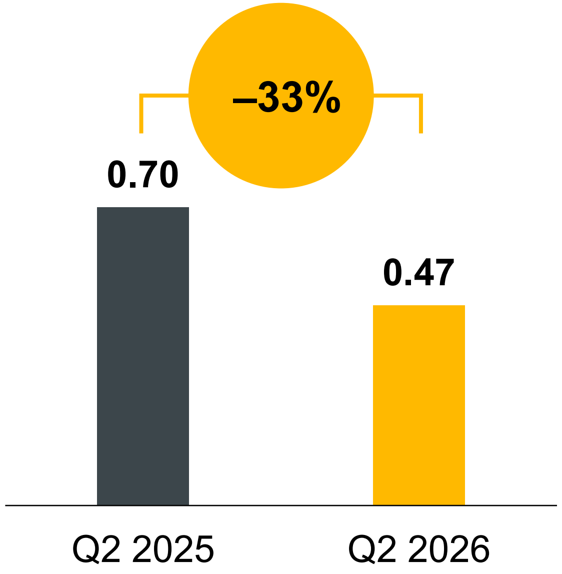
EBT
in € million



Profit or loss
in € million



Earnings per preferred share
in €



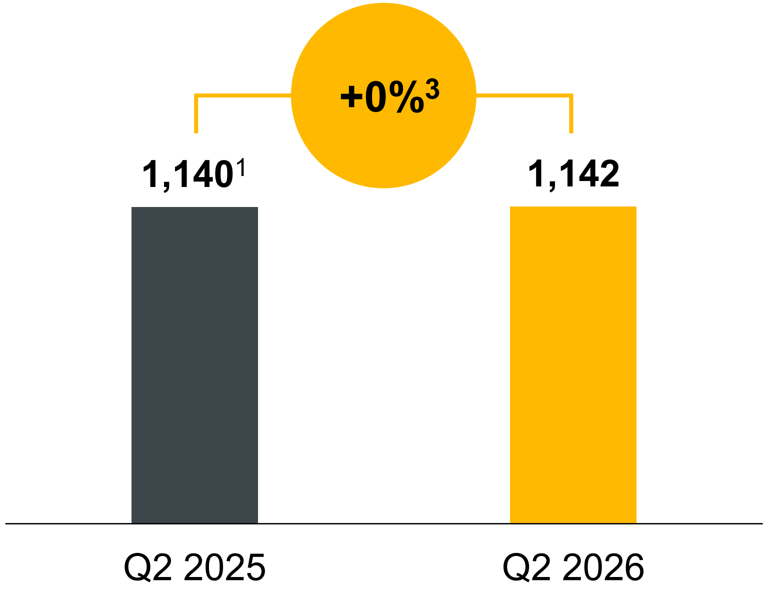
One-off effects of €7.1 million due to consequential effects of the strike at the Lüneburg plant, which ended in February (€–2.6 million), and the transformation programme (€–4.5 million). The intense competitive environment also had a negative effect. EBT driven by improved results in the special fund

Group tax rate of 45 per cent (previous year: 29 per cent) resulting from an agreement with the tax authorities regarding tax matters for the years 2017 to 2023 – negative effect on profit or loss of €13 million

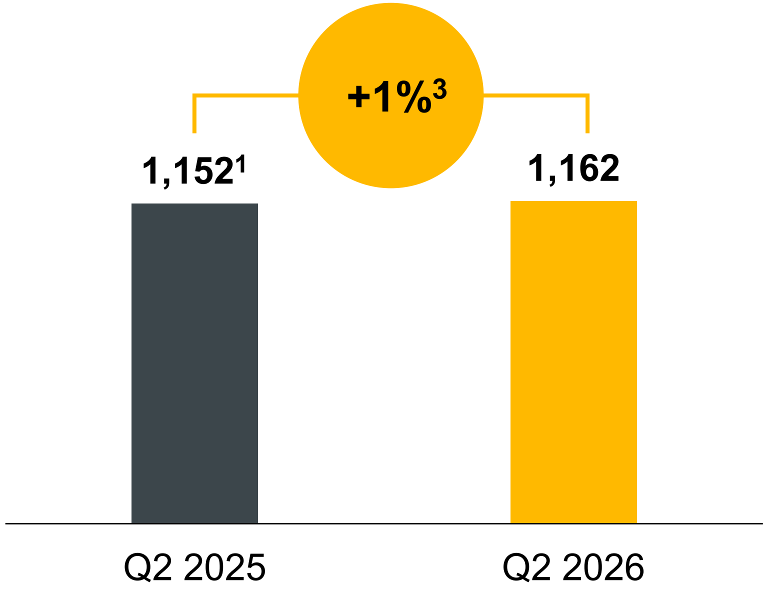
[1] Excluding Russia business (€5.0 million in EBIT with €38 million in revenue), EBIT ROS of 7.7% and EBT ROS of 7.1%.

Industrial Trucks & Services segment (ITS)

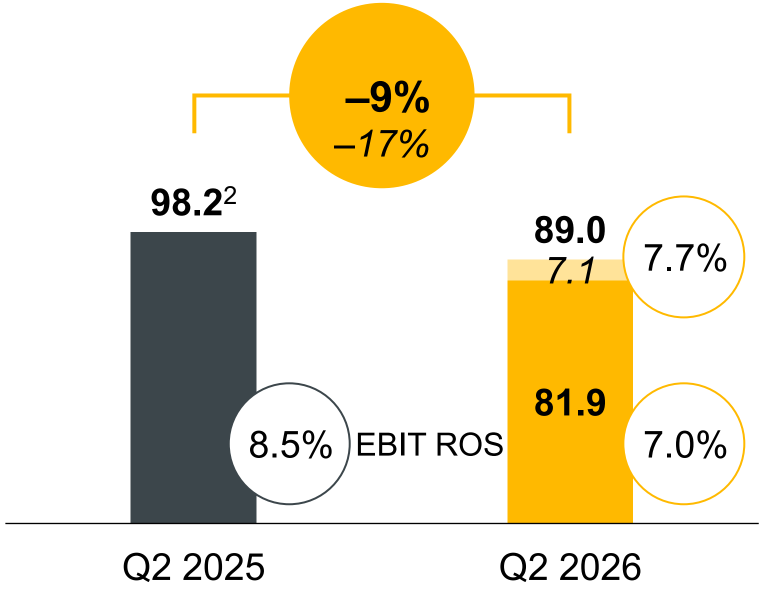
Incoming orders
in € million



Revenue
in € million



EBIT
in € million



Incoming order loss from Russia business offset

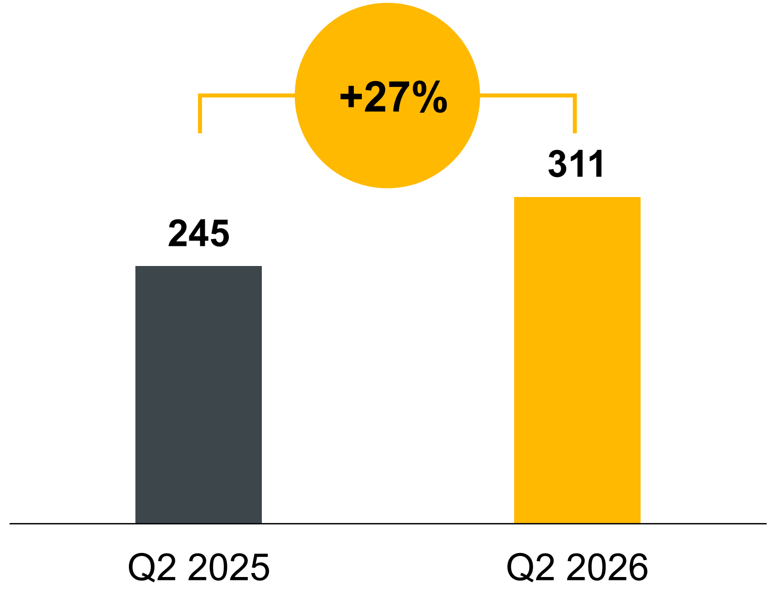
Revenue loss from Russia business offset

One-off effects of €7.1 million included (consequential effects of Lüneburg strike €2.6 million, transformation programme €4.5 million)

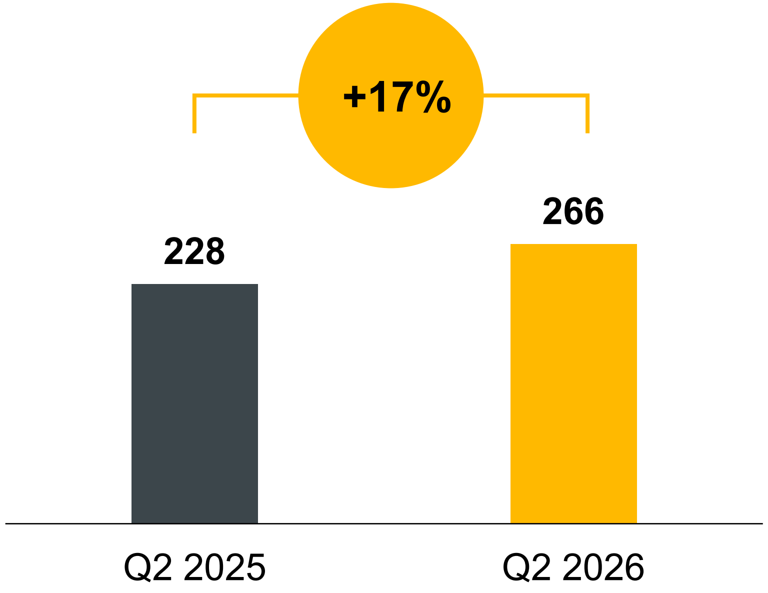
[1] Includes contributions of the Russian subsidiary (incoming orders: €39 million, revenue: €38 million).
[2] Excluding Russia business (€5.0 million in EBIT with €38 million in revenue), EBIT ROS of 8.4%.
[3] Excluding the contributions of the Russian subsidiary, incoming orders would have increased by 4% and revenue by 4%.

Automation & Warehouse Equipment (AWE) segment

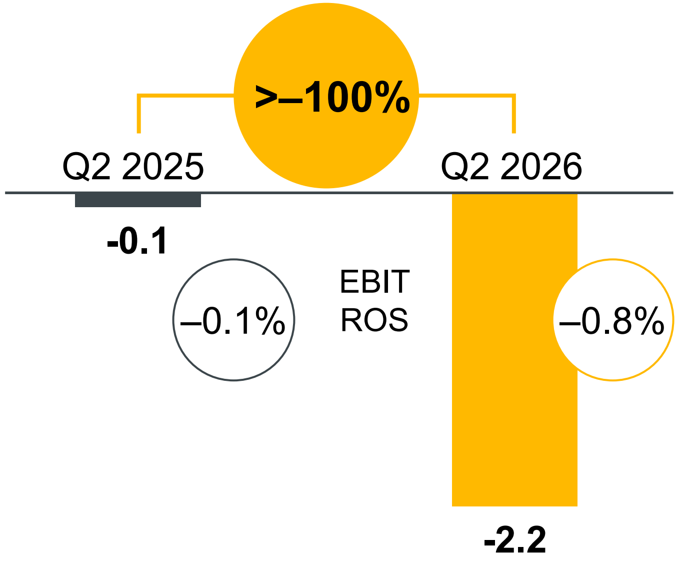
Incoming orders
in € million



Revenue
in € million



EBIT
in € million



Growth in both business fields (automation (+35%) and warehouse equipment (+20%))

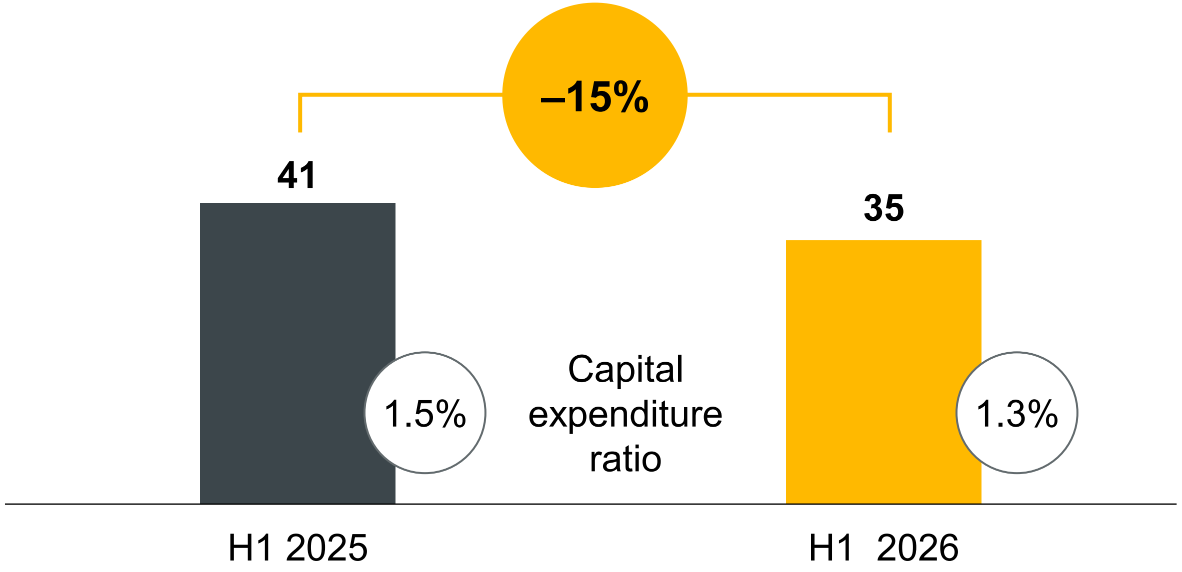
Revenue growth in both business fields (automation (+21%) and warehouse equipment (+12%))

Result still negative, as expected, due to project business

Decline in capital expenditure, increase in R&D expenditure

Capital expenditure[1]

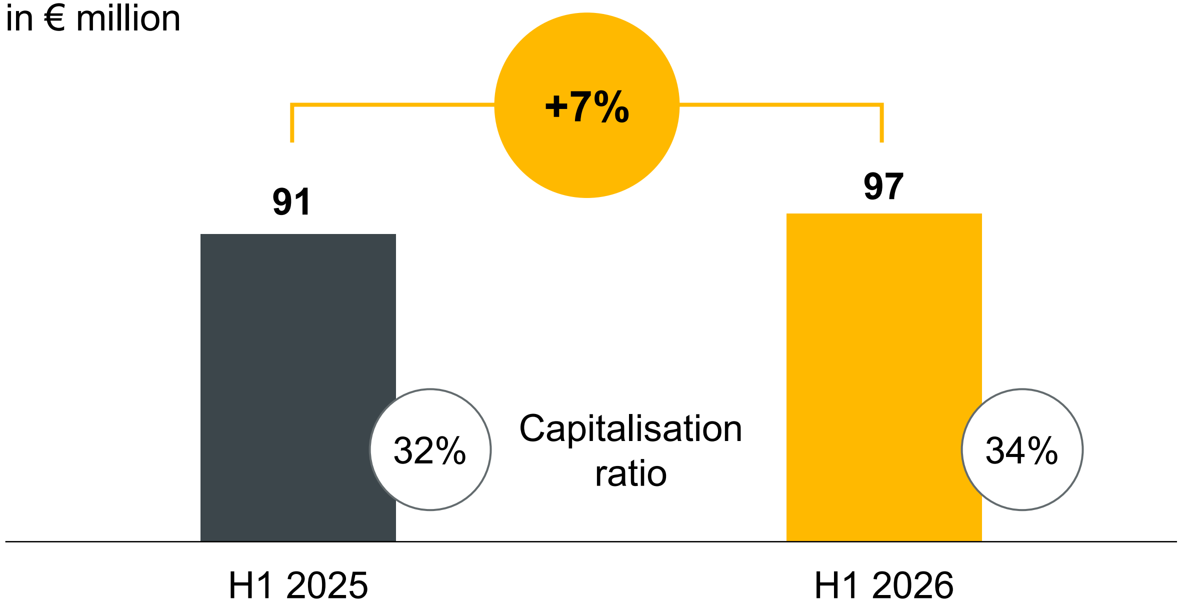
in € million



Capital expenditure includes a partial amount of €8 million for the Jungheinrich Experience Center in Moosburg

Research and development expenditure

in € million



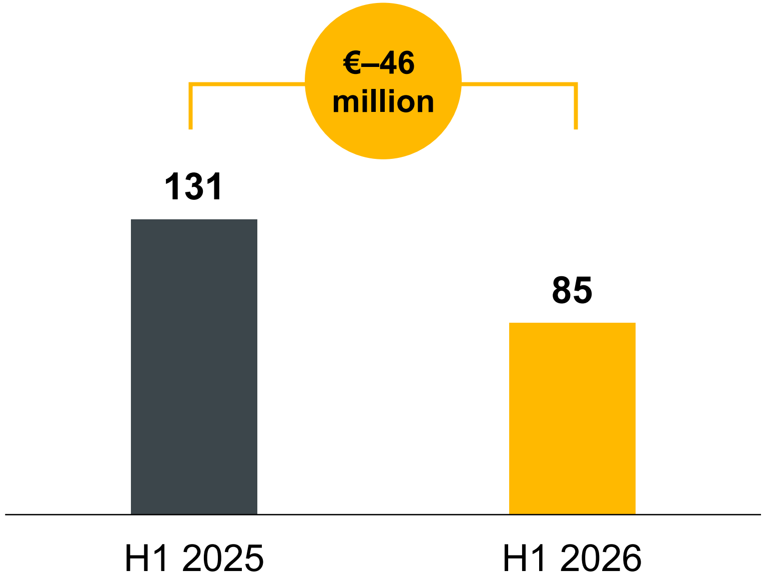
Expansion of development activities for new products and increase in R&D employees

[1] Property, plant and equipment and intangible assets not including capitalised development expenditure and right-of-use assets.

Free cash flow lower than previous year as a result of acquisitions

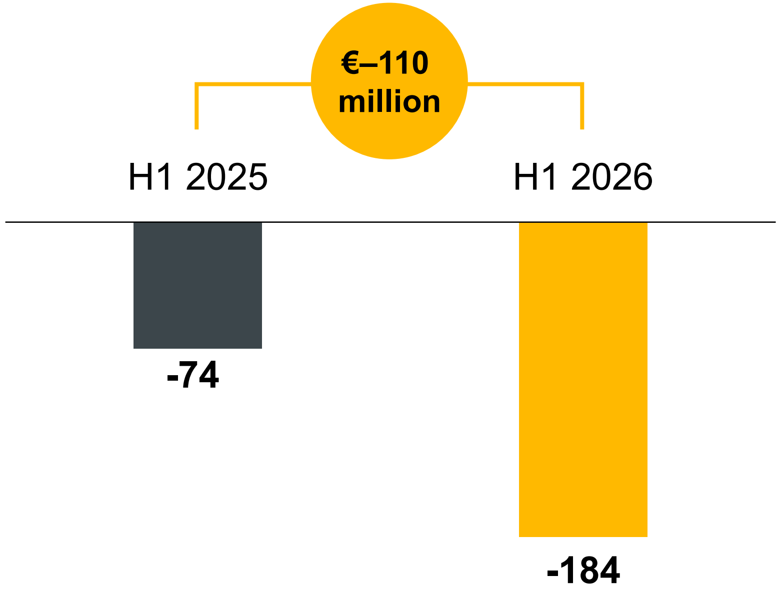
Cash flow from operating activities

in € million



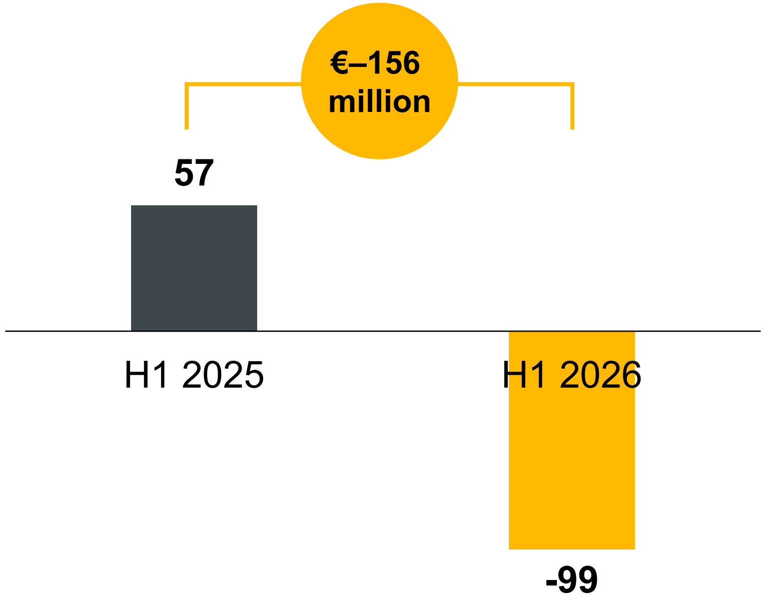
Cash flow from investing activities

in € million



Free cash flow

in € million



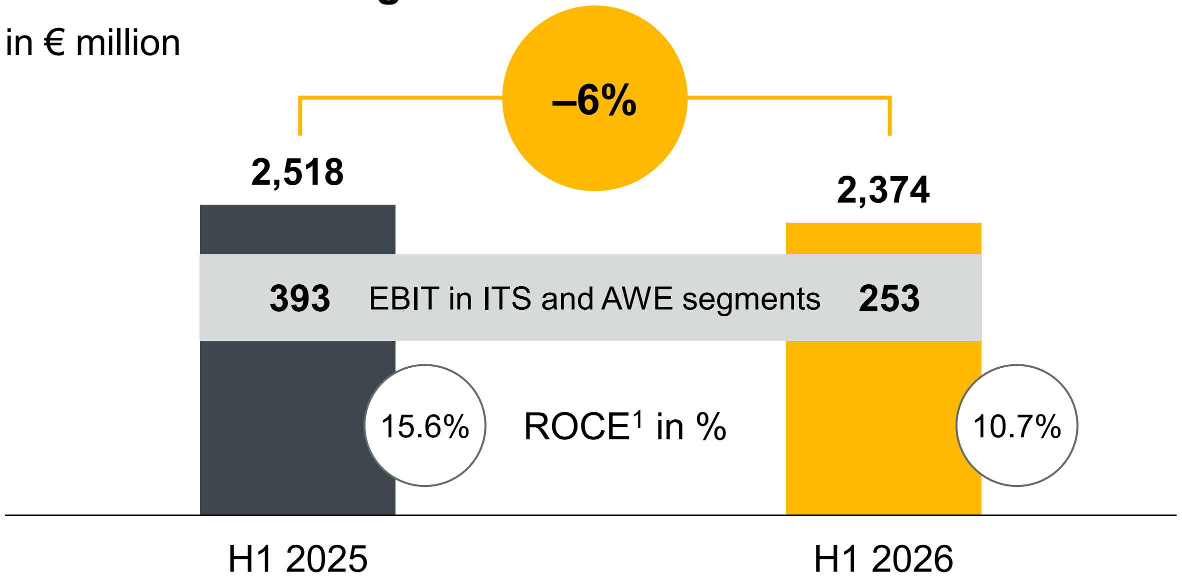
Cash flow from operating activities reflects lower profit or loss

Cash flow from investing activities includes, in particular, cash outflow for minority interests in EP Equipment (€89 million) and Navflex (€4 million)

Decline in ROCE, increase in working capital

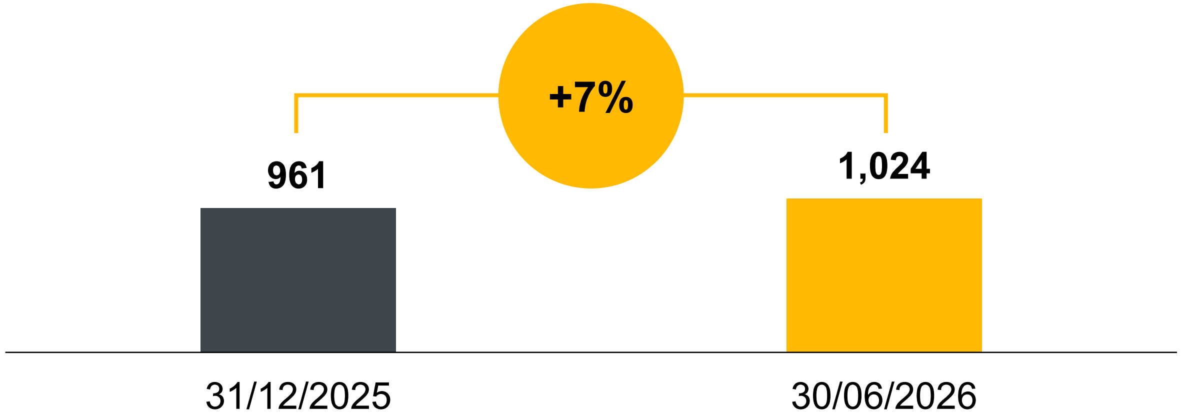
Average capital employed in ITS and AWE segments

in € million



Group working capital

in € million

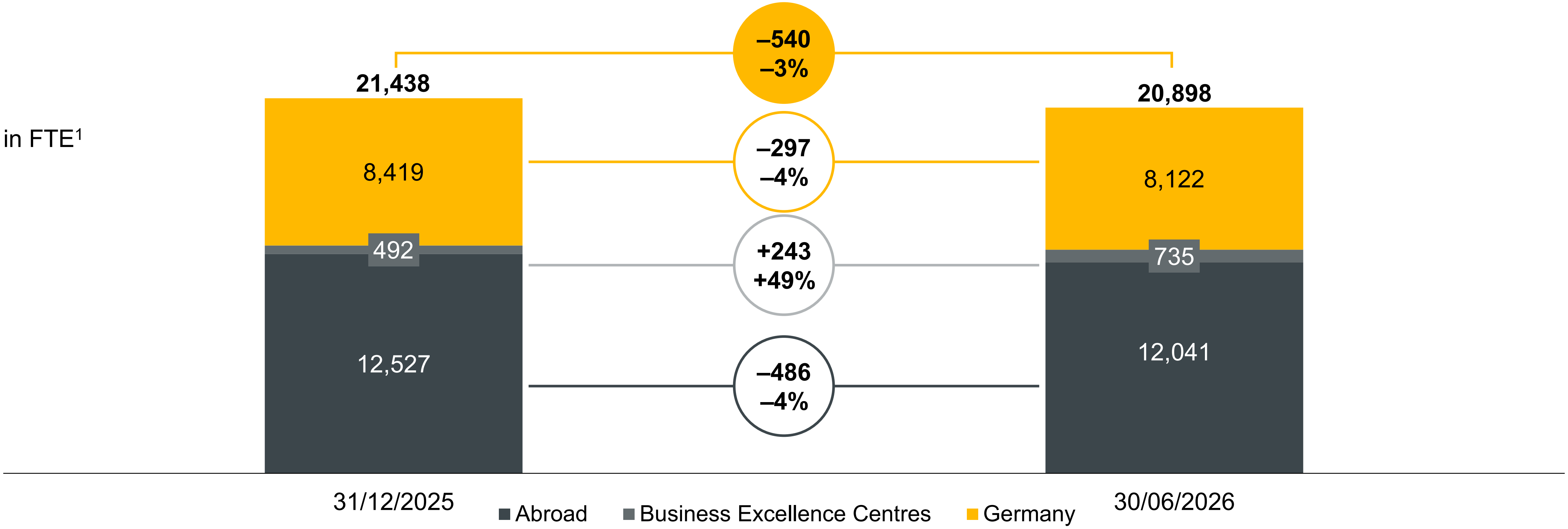


ROCE reduced by significantly lower EBIT in ITS and AWE segments with lower average capital employed

Increase in inventories and trade accounts receivable influences working capital development

[1] EBIT in ITS and AWE segments in % of the segments' average capital employed.

Changes in number of Group employees



Main drivers: Departure of around 600 employees in connection with the deconsolidation of the Russian subsidiary and job cuts from the transformation programme. This contrasted with the increase in employees in the Business Excellence Centres

[1] Full-time equivalents (FTE), including trainees and apprentices, excluding temporary workers.

4 Outlook

Continued challenging market environment

GDP[1] in %	2025	2026 forecast
World	3.5	**3.0**
USA	2.1	**2.3**
China	5.0	**4.6**
Eurozone	1.4	**0.9**
Germany	0.2	**0.7**

[1] Source: International Monetary Fund, 8 July 2026.

Risks

Weak European **economic environment**

Geopolitical conflicts in particular trade tariffs, Iran war and Russia-Ukraine war

Structural increase in **competitive pressure**

Opportunities

Innovations and disruptive **technologies**

Global **expansion opportunities**

Intact drivers: electrification, automation, digitalisation and sustainability

New segment structure improves control and transparency

Separate segments as a basis for **growth and profitability**

Own P&L and management organisation **strengthen accountability and manageability**

Creating transparency about **performance** in the individual segments

From financial year 2026:
Intralogistics becomes ITS and AWE

Industrial Trucks & Services (ITS)

Automation & Warehouse Equipment (AWE)

Financial Services
supporting ITS and AWE

Group forecast for 2026 adjusted

	Actual 2025 /	Adjusted 2025[1] /	Previous 2026 forecast	Updated 2026 forecast[2]
Incoming orders in € billion	5.4	5.2	5.4 – 6.0	5.5 – 6.1
Revenue in € billion	5.5	5.4	5.2 – 5.8	5.3 – 5.9
EBIT in € million	228	424	380 – 450	340 – 400
EBIT ROS in %	4.2	7.9	7.2 – 8.0	6.2 – 7.0
EBT in € million	196	392	350 – 420	310 – 370
EBT ROS in %	3.6	7.3	6.7 – 7.5	5.6 – 6.4
ROCE in %	8.3	n/a	14 – 18	12 – 16
Free cash flow in € million	314	n/a	> 250	> 50 4

[1] Adjusted for contributions of the discontinued Russia business (incoming orders, revenue and operating EBIT) and also adjusted for earnings-related one-off effects (sale of Russian subsidiary, transformation programme and loss on disposal of R&D).
[2] Ad hoc release as of 23 July 2026 as well as interim report as of 30 June 2026.

Effects included

1 Incoming orders and revenue each adjusted by around €150 million for the contribution of the Russian subsidiary sold in February 2026

2 EBIT and EBT adjusted by €–220 million in one-off effects as well as operating EBIT contribution of the Russian subsidiary sold in February 2026 in the amount of €24 million

3 EBIT and EBT include €–40 million in one-off effects (€–21 million for deconsolidation of the Russian subsidiary sold in February 2026, €–10 million for transformation, €–9 million for consequential effects of Lüneburg strike)

4 Cash outflows for EP Equipment (€~93 million), All Lift (€~60 million), Navflex (€~4 million)

2026 segment forecast: ITS updated, AWE unchanged

Industrial Trucks & Services	Actual 2025 /	Adjusted 2025[1] /	Previous 2026 forecast	Updated 2026 forecast[3]
Incoming orders in € billion	4.5	4.4	4.4 – 4.8	4.5 – 4.9
Revenue in € billion	4.6	4.5	4.3 – 4.7	4.4 – 4.8
EBIT in € million	222	395	360 – 420	310 – 370
EBIT ROS in %	4.8	8.8	8.3 – 8.9	7.0 – 7.6
***One-off effects** in € million* *including operational Russia contribution*	*–197* *+24*		*–35*	*–41*

Automation & Warehouse Equipment	Actual 2025 /	Adjusted 2025[2]	2026 forecast
Incoming orders in € billion	0.9	0.9	1.0 – 1.2
Revenue in € billion	0.9	0.9	0.9 – 1.1
EBIT in € million	–21	2	0 – 15
EBIT ROS in %	–2.3	0.2	0 – 1.5
***One-off effects** in € million*	*–23*		*+1*

[1] Adjusted for contributions of the discontinued Russia business (incoming orders, revenue and operating EBIT) and also adjusted for earnings-related one-off effects (sale of Russian subsidiary and transformation programme).
[2] Adjusted for earnings-related one-off effects (loss on disposal R&D and transformation programme).
[3] Ad hoc release as of 23 July 2026 as well as interim report as of 30 June 2026.

2026 forecast updated: ITS

Lost incoming orders and revenue from Russia offset (2025 contributions: €~150 million to each)

Product innovations and Mid-Tech portfolio strengthen incoming orders

EBIT and EBIT ROS negatively affected by deconsolidation effect of Russian subsidiary (€21 million), transformation programme (€11 million) and consequential effects of Lüneburg strike (€9 million)

2026 forecast: AWE

Dynamism in incoming orders through targeted market development

Accelerated internationalisation

Investments in automation business

Increase in margin through standardisation and further efficiency measures, positive impact of transformation programme (€1 million)

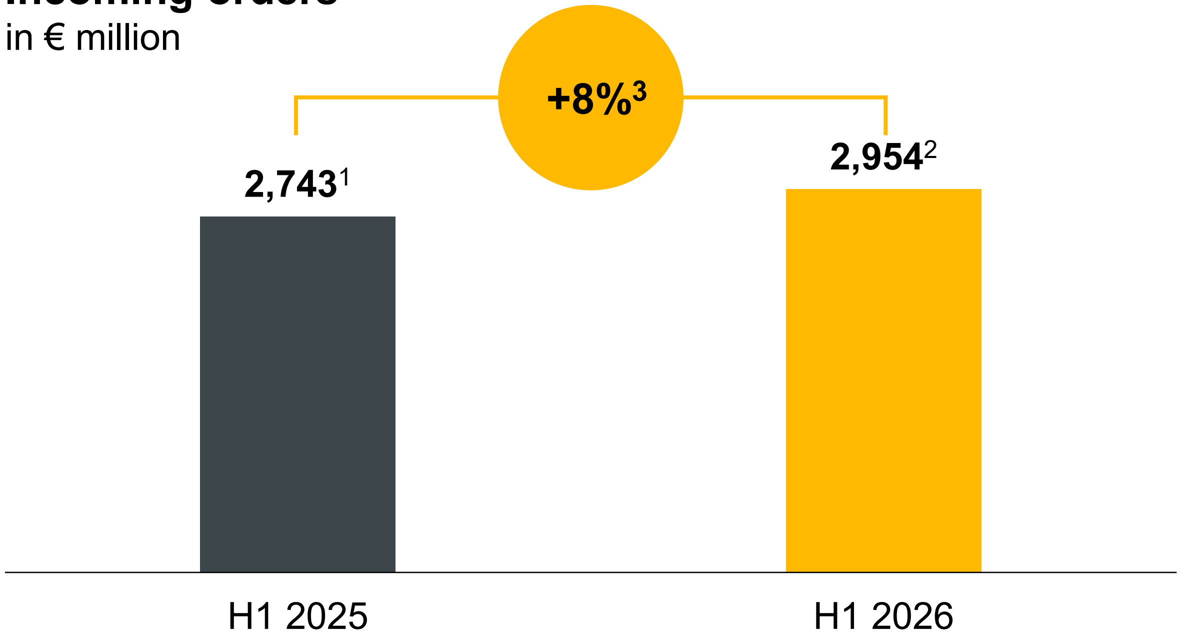
5 Additional information

Group key figures H1 2026

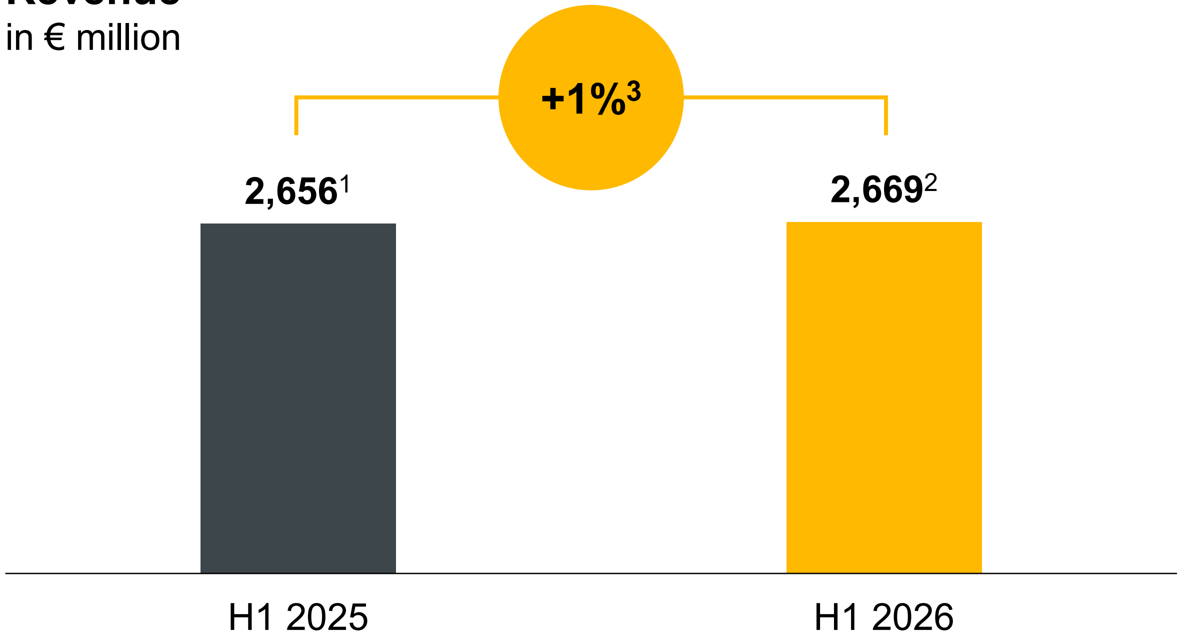
	H1 2025	H1 2026	Change %
Incoming orders in € million	2,743	2,954	7.7
Revenue in € million	2,656	2,669	0.5
EBIT in € million excluding one-off effects	210.5	144.9 178.7	–31.2
EBIT ROS in % excluding one-off effects	7.9	5.4 6.7	–
EBT in € million excluding one-off effects	195.8	132.2 166.0	–32.5
EBT ROS in % excluding one-off effects	7.4	5.0 6.2	–
Profit or loss in € million	139.0	73.2	–47.3

Group: Incoming orders and revenue

Incoming orders
in € million



Revenue
in € million



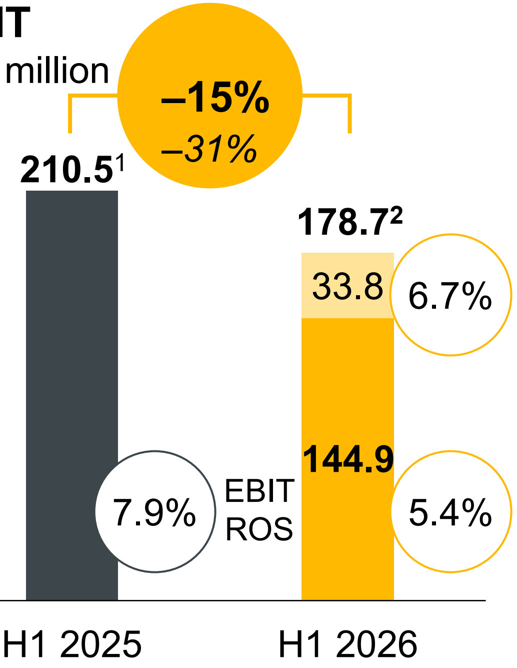
Incoming orders up significantly due to intensive sales activities in the ITS and AWE segments

Significant revenue growth in AWE segment offsets decline in revenue in ITS segment

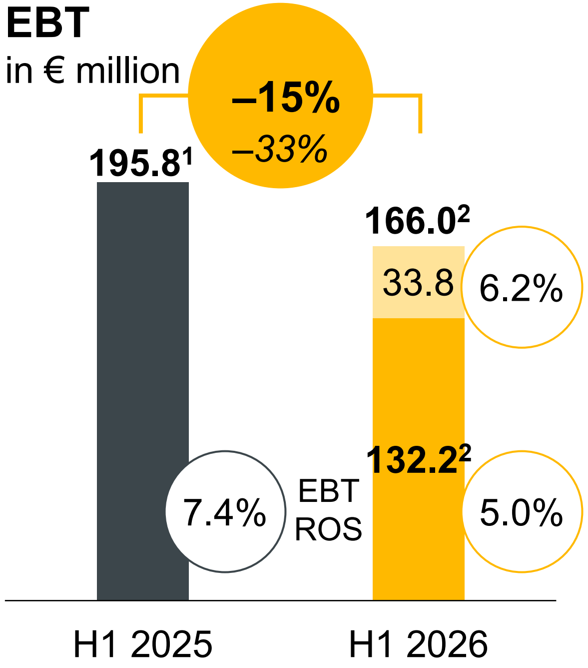
[1] Includes contribution of the Russian subsidiary (incoming orders: €76 million, revenue: €72 million).
[2] Includes contribution of the Russian subsidiary (incoming orders: €12 million, revenue: €11 million, both until 12 February 2026).
[3] Excluding the contributions of the Russian subsidiary, incoming orders would have increased by 10% and revenue by 3%.

Group: Earnings indicators far below previous year

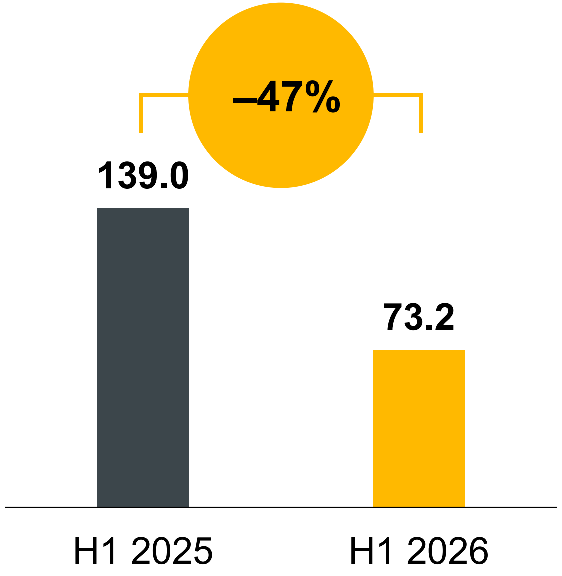
EBIT
in € million



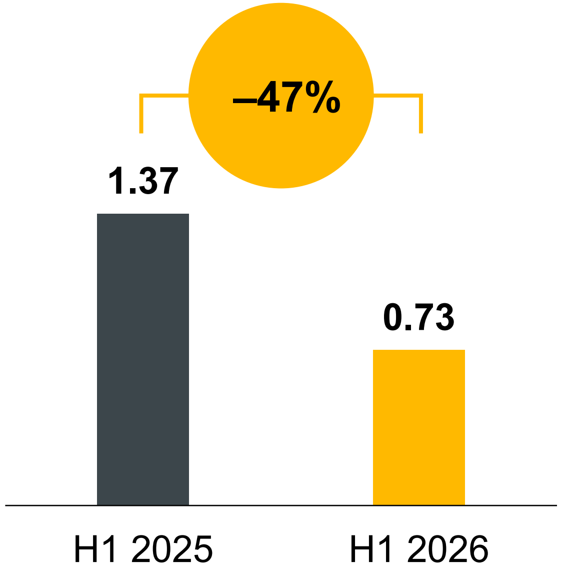
EBT
in € million



Profit or loss
in € million



Earnings per preferred share
in €



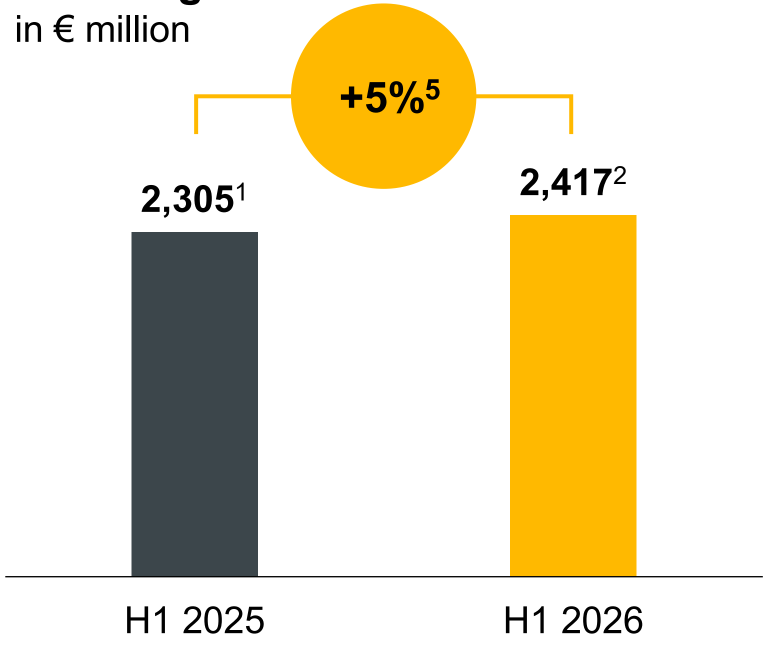
One-off effects of €33.8 million due to sale of the Russian subsidiary (€–20.5 million), consequential effects of the strike at the Lüneburg plant, which ended in February (€–7.4 million), and the transformation programme (€–5.9 million). The intense competitive environment also had a negative effect

Group tax rate of 45 per cent (previous year: 29 per cent) resulting from the sale of the Russian subsidiary and the targeted agreement with the tax authorities regarding tax matters for the years 2017 to 2023

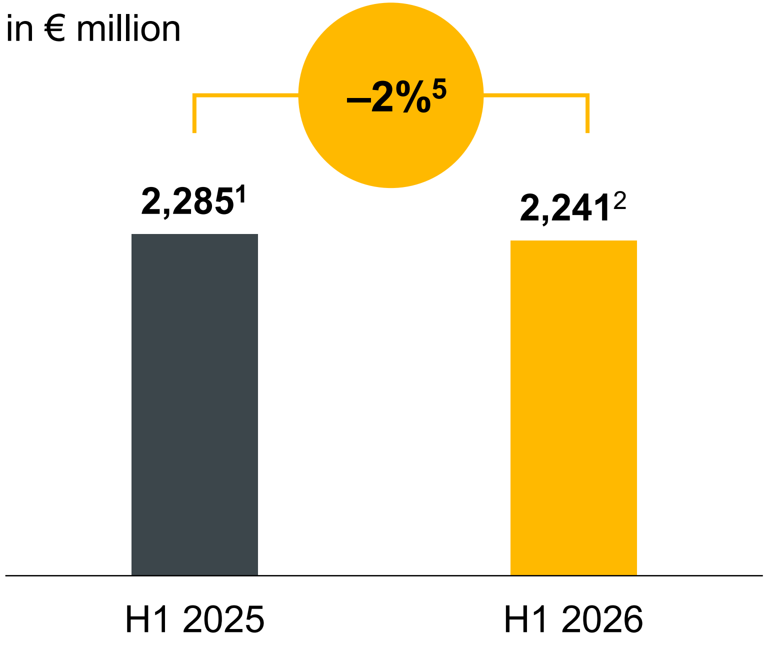
[1] Excluding Russia business (€11.4 million in EBIT with €72 million in revenue), EBIT ROS of 7.5% and EBT ROS of 6.9%.
[2] Excluding Russia business (€1.0 million in EBIT with €11 million in revenue), EBIT ROS of 6.7% and EBT ROS of 6.2%.

Industrial Trucks & Services segment (ITS)

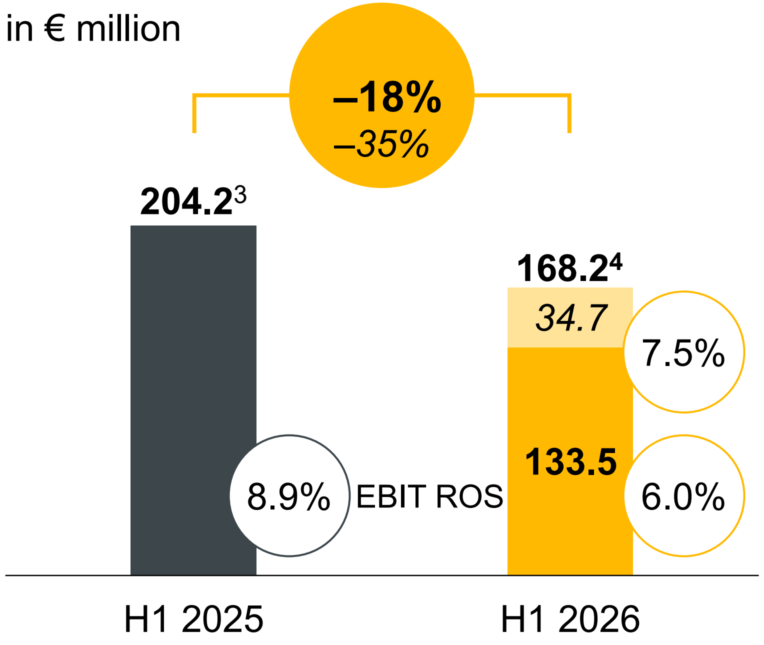
Incoming orders
in € million



Revenue
in € million



EBIT
in € million



Positive developments, particularly in the business field of new business

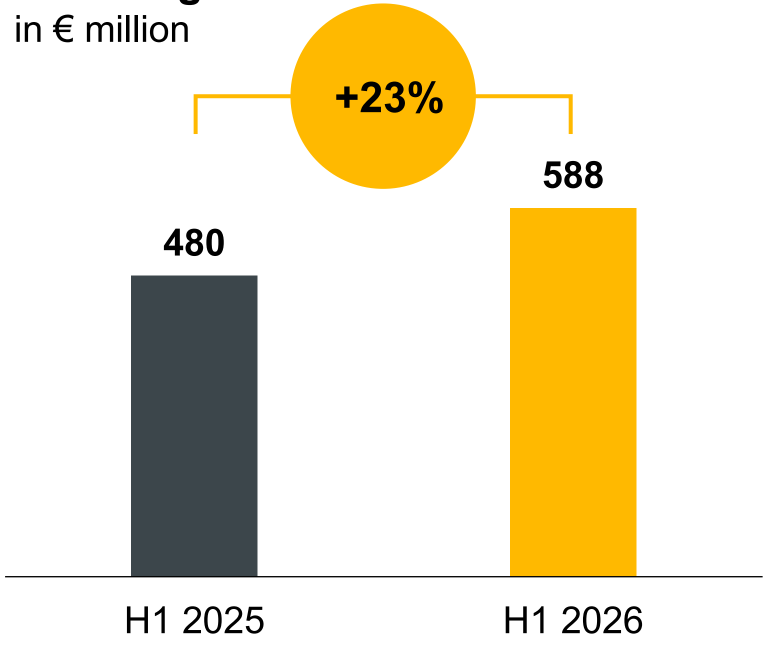
Declines in new business, short-term rental and used equipment only partially offset by customer services

One-off effects of €34.7 million included (sale of Russian subsidiary €20.5 million, conse-quential effects of Lüneburg strike €7.4 million, transformation programme €6.8 million)

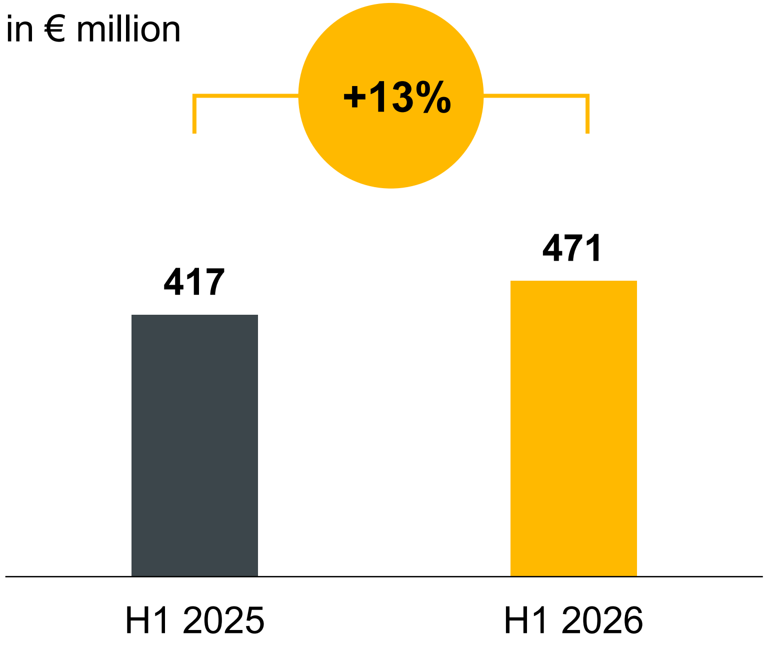
[1] Includes contributions of the Russian subsidiary (incoming orders: €76 million, revenue: €72 million).
[2] Includes contributions of the Russian subsidiary (incoming orders: €12 million, revenue: €11 million).
[3] Excluding Russia business (€11.4 million in EBIT with €72 million in revenue), EBIT ROS of 8.7%.
[4] Excluding Russia business (€1.0 million in EBIT with €11 million in revenue), EBIT ROS of 7.4%.
[5] Excluding the contributions of the Russian subsidiary, incoming orders would have increased by 8% and revenue by 1%.

Automation & Warehouse Equipment (AWE) segment

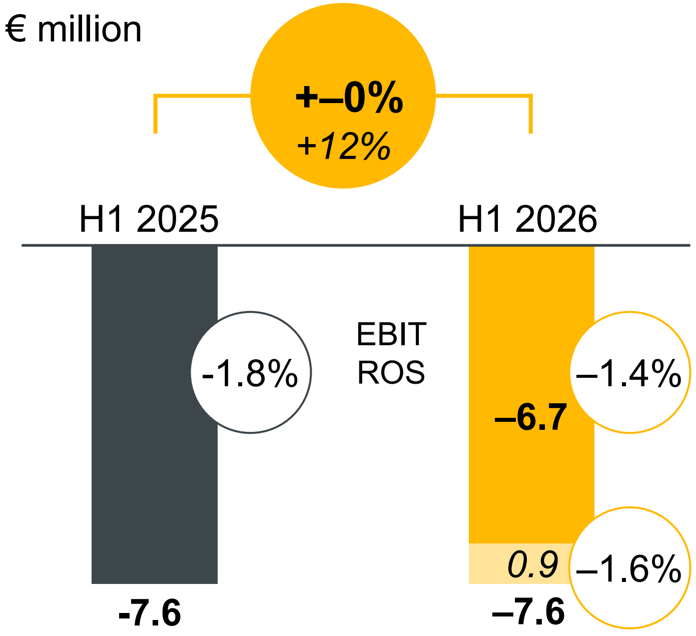
Incoming orders
in € million



Revenue
in € million



EBIT
in € million

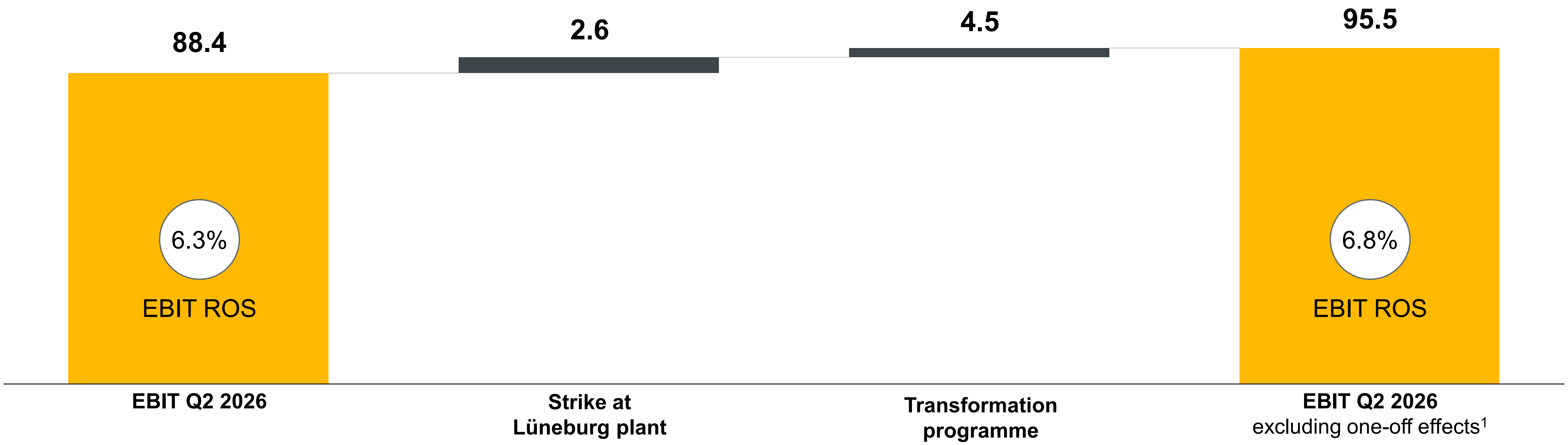


Increases in both business fields (automation (+31%) and warehouse equipment (+15%))

Revenue growth particularly in the business field of automation (18%)

Release of provisions from transformation programme (€0.9 million) included

One-off effects in Q2 2026

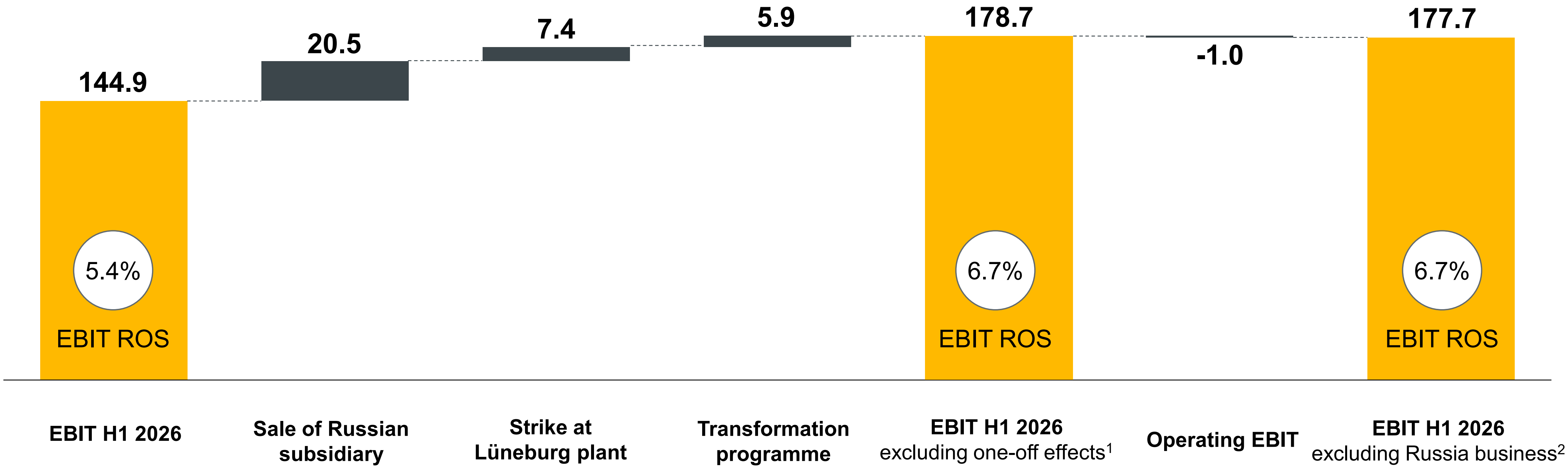


Consequential effect on earnings of strike that ended in mid-February 2026

Expenses for the transformation programme, which was approved in July 2025, involving staff- and location-based measures

[1] Adjusted for earnings-related one-off effects.

One-off effects in H1 2026



Contract signed 21 July 2025, completed 12 February 2026

Consequential effect on earnings of strike that ended in mid-February 2026

Expenses for the transformation programme, which was approved in July 2025, involving staff- and location-based measures

Operating EBIT contribution of the Russian subsidiary

[1] Adjusted for earnings-related one-off effects; includes €1 million operating EBIT contribution of the Russian subsidiary.
[2] Adjusted for earnings-related one-off effects as well as operating EBIT contribution of Russia business that has been discontinued since 13 February 2026.

2026 forecast for Group and ITS adjusted, for AWE maintained[9]

	Group		Industrial Trucks & Services		Automation & Warehouse Equipment	
	Actual 2025[1,2,3]	2026 forecast[6]	Actual 2025[1,4]	2026 forecast[7]	Actual 2025[5]	2026 forecast[8]
Incoming orders in € billion	5.4	5.5 – 6.1	4.5	4.5 – 4.9	0.9	1.0 – 1.2
Revenue in € billion	5.5	5.3 – 5.9	4.6	4.4 – 4.8	0.9	0.9 – 1.1
EBIT in € million	228	340 – 400	222	310 – 370	–21	0 – 15
EBIT ROS in %	4.2	6.2 – 7.0	4.8	7.0 – 7.6	–2.3	0 – 1.5
EBT in € million	196	310 – 370	---		---	
EBT ROS in %	3.6	5.6 – 6.4	---		---	
ROCE in %	8.3	12 – 16	---		---	
Free cash flow in € million	314	> 50	---		---	

[1] Incoming orders and revenue each include around €150 million from the Russian subsidiary.
[2] EBIT includes €220 million in negative one-off effects (including operating EBIT of the Russian subsidiary of €24 million).
[3] Group figures include Financial Services and consolidation in addition to ITS and AWE.
[4] EBIT includes €197 million in negative one-off effects (including operating EBIT of the Russian subsidiary of €24 million), therein €6 million holding company.
[5] EBIT includes €23 million in negative one-off effects.
[6] EBIT includes €40 million in negative one-off effects.
[7] EBIT includes €41 million in negative one-off effects, therein €1 million holding company.
[8] EBIT includes €1 million in positive one-off effects.
[9] Ad hoc release as of 23 July 2026.

Segment view – development by quarters in 2025

in € million	Q1 2025			Q2 2025			Q3 2025			Q4 2025			FY 2025		
	Group	**ITS**	**AWE**	**Group**	**ITS**	**AWE**	**Group**	**ITS**	**AWE**	**Group**	**ITS**	**AWE**	**Group**	**ITS**	**AWE**
Orders on hand	1,521	888	633	1,510	879	631	1,483	836	647	1,329	749	580	1,329	749	580
Order intake	1,386	1,165	235	1,357	1,140	245	1,334	1,107	253	1,310	1,118	216	5,387	4,530	948
Revenue	1,305	1,133	189	1,351	1,152	228	1,352	1,164	226	1,494	1,209	301	5,502	4,658	945
EBIT	**104.5**	**106.0**	**-7.5**	**106.0**	**98.2**	**-0.1**	**-50.2**	**-34.8**	**-22.7**	**68.0**	**52.5**	**9.8**	**228.4**	**221.9**	**-20.6**
EBIT ROS	**8.0%**	**9.4%**	**-4.0%**	**7.8%**	**8.5%**	**-0.1%**	**-3.7%**	**-3.0%**	**-10.0%**	**4.6%**	**4.3%**	**3.2%**	**4.2%**	**4.8%**	**-2.2%**
One-off effects	0	0	0	0	0	0	-162.9	-140.5	-22.4	-56.7	-56.1	-0.6	-219.6	-196.6	-23.0
EBIT without one-off effects	104.5	106.0	-7.5	106.0	98.2	-0.1	112.7	105.7	-0.3	124.7	108.5	10.4	447.9	418.4	2.4
EBIT ROS without one-off effects	8.0%	9.4%	-4.0%	7.8%	8.5%	-0.1%	8.3%	9.1%	-0.1%	8.3%	9.0%	3.4%	8.1%	9.0%	0.3%
Acquisition effects	-4	0	-4	-3	0	-3	-3	0	-3	-4	0	-4	-14	0	-14

Remark: Group figures include Financial Services and consolidation in addition to ITS and AWE. Table contains rounding differences.

Segment view – development by quarters in 2026

in € million	Q1 2026			Q2 2026		
	Group	**ITS**	**AWE**	**Group**	**ITS**	**AWE**
Orders on hand	1,590	939	651	1,629	928	701
Order intake	1,535	1,275	277	1,419	1,142	311
Revenue	1,272	1,079	205	1,397	1,162	266
EBIT	**56.5**	**51.6**	**-4.5**	**88.4**	**81.9**	**-2.2**
EBIT ROS	**4.4%**	**4.8%**	**-2.2%**	**6.3%**	**7.0%**	**-0.8%**
One-off effects	-26.7	-27.6	+0.9	-7.1	-7.1	0
EBIT without one-off effects	83.2	79.2	-5.4	95.5	89.0	-2.2
EBIT ROS without one-off effects	6.5%	7.3%	-2.6%	6.8%	7.7%	-0.8%
Acquisition effects	-4	0	-4	-3	0	-3

Remark: Group figures include Financial Services and consolidation in addition to ITS and AWE. Table contains rounding differences.

One-off effects & acquisition effects – development by quarter in 2025

	in € million	Q1 2025	Q2 2025	Q3 2025	Q4 2025	2025
One-off effects	**Total one-off effects**			**-163**	**-57**	**-220**
	ITS			-141	-56	-197
	therein holding company			-6		-6
	AWE			-22	-1	-23
	Sale of Russian subsidiary			**-85**	**-24**	**-109**
	ITS			-85	-24	-109
	therein holding company					
	AWE					
	Transformation programme			**-60**	**-33**	**-93**
	ITS			-56	-32	-88
	therein holding company			-6		-6
	AWE			-4	-1	-5
	Research & development			**-18**		**-18**
	ITS					
	therein holding company					
	AWE			-18		-18
	Acquisition effects	**-4**	**-3**	**-3**	**-4**	**-14**
	Purchase price allocation	-3	-2	-2	-3	-10
	Variable management remuneration	-1	-1	-1	-1	-4

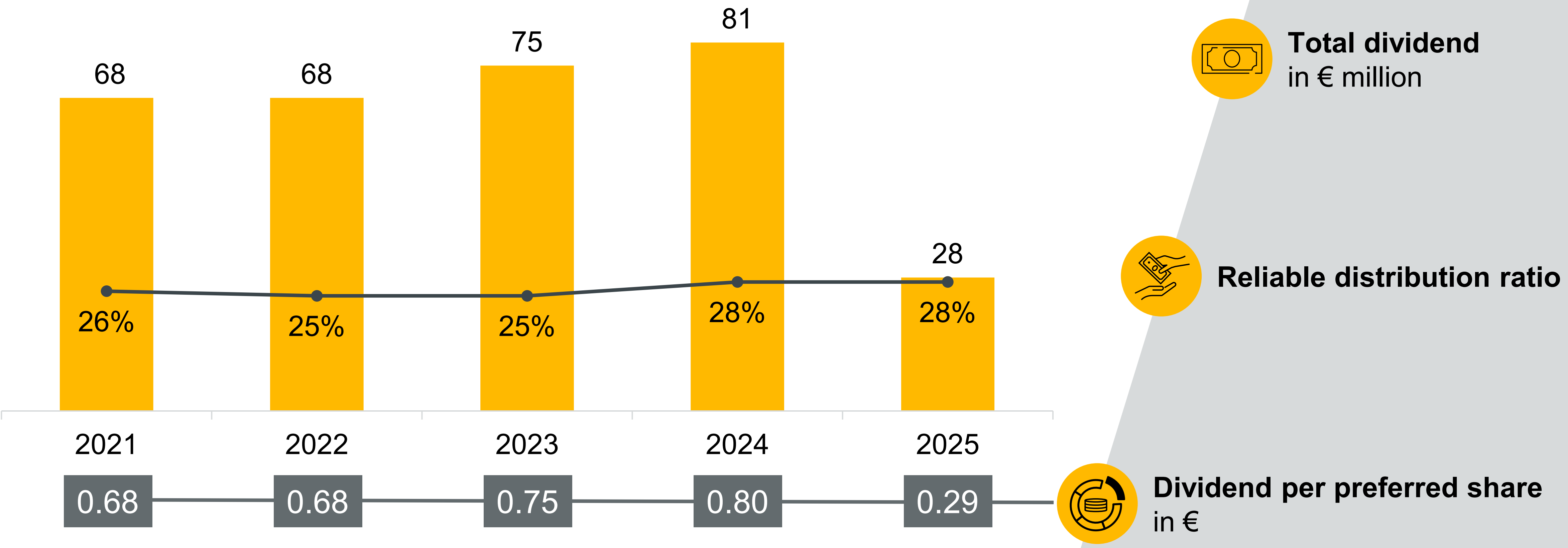
Table contains rounding differences.

One-off effects & acquisition effects – development by quarter in 2026

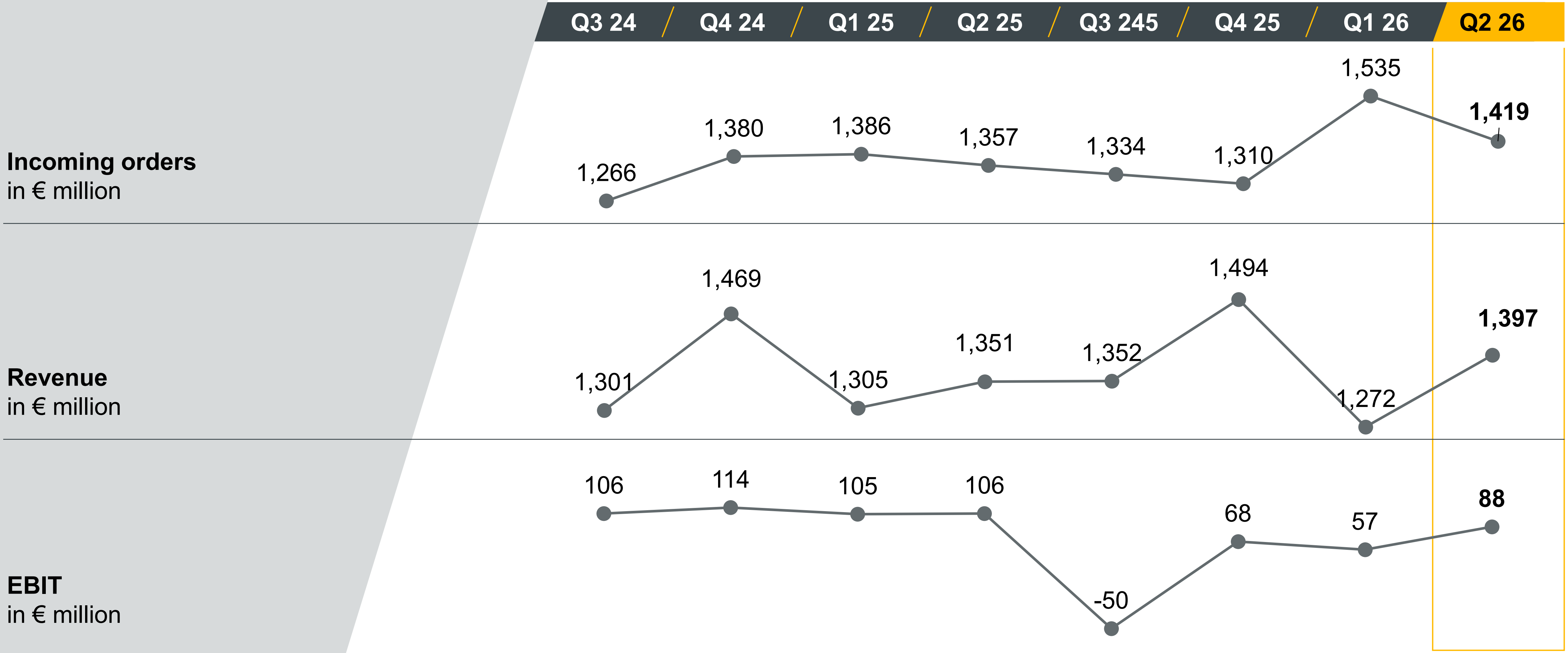
	in € million	Q1 2026	Q2 2026	2026e
One-off effects	**Total one-off effects**	**-27**	**-7**	**-40**
	ITS	-28	-7	-41
	therein holding company		-1	-1
	AWE	+1		+1
	Sale of Russian subsidiary	**-21**		**-21**
	ITS	-21		-21
	therein holding company			
	AWE			
	Transformation programme	**-1**	**-5**	**-10**
	ITS	-2	-5	-11
	therein holding company		-1	-1
	AWE	+1		+1
	Strike at Lüneburg plant	**-5**	**-3**	**-9**
	ITS	-5	-3	-9
	therein holding company			
	AWE			
	Acquisition effects	**-4**	**-3**	**-13**
	Purchase price allocation	-3	-3	-12
	Variable management remuneration	-0.5	+0.1	-1

Table contains rounding differences.

Dividend policy:
Distribution ratio between 25% and 30%



Quarterly figures at a glance



Jungheinrich key figures 2021–2025 (I)

in € million	2021	2022	2023	2024	2025
Incoming orders	4,868	4,791	5,238	5,311	5,387
Group revenue	4,240	4,763	5,546	5,392	5,502
thereof Germany	1,014	1,106	1,205	1,168	1,119
thereof abroad	3,226	3,657	4,341	4,224	4,383
EBIT	360	386	430	434	228
EBIT ROS	8.5%	8.1%	7.8%	8.1%	4.2%
ROCE[1]	20.2%	16.3%	15.9%	17.3%	8.3%
Free cash flow	89	−239	15	431	314
R&D expenditure	102	128	152	171	205
Capital expenditure[2]	71	73	90	88	87

[1] EBIT for the Intralogistics segment in % of the segment's average capital employed
[2] Property, plant and equipment and intangible assets without capitalised development expenditure and right-of-use assets

Jungheinrich key figures 2021–2025 (II)

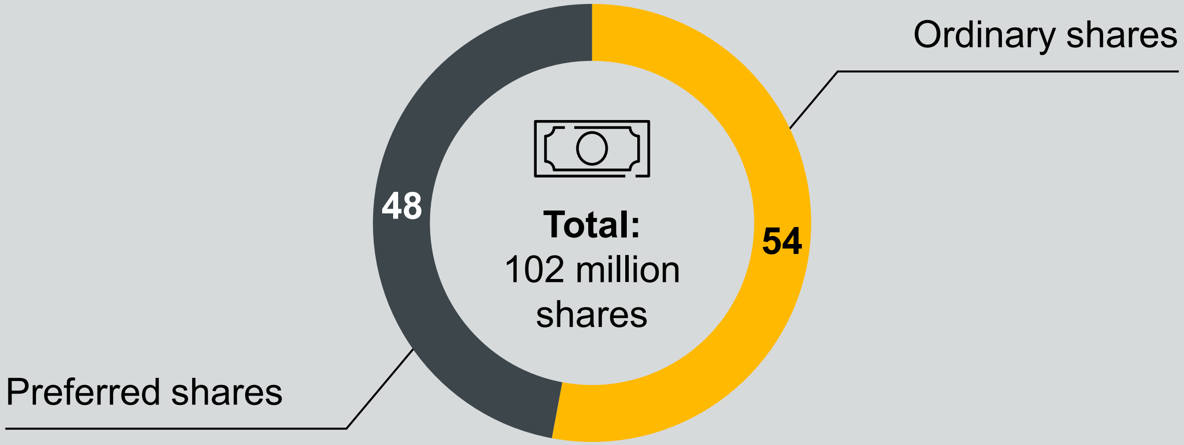
in € million	2021	2022	2023	2024	2025
Equity ratio (Intralogistics)	48%	50%	47%	52%	51%
Equity ratio (Group)	31%	33%	32%	34%	33%
Net credit (–) / net debt (+)[1]	−222	75	262	−22	−160
Tax ratio	23%	22%	25%	28%	47%
Profit or loss	267	270	299	289	104
Employees (FTE[2])	19,103	19,807	21,117	20,922	21,438
thereof Germany	7,995	8,251	8,688	8,510	8,419
thereof abroad	11,108	11,556	12,429	12,412	13,019
Dividend per preferred share	€0.68	€0.68	€0.75	€0.80	€0.29

[1] Net debt = Financial liabilities – Cash and cash equivalents and securities
[2] Full-time equivalents, always on 31/12

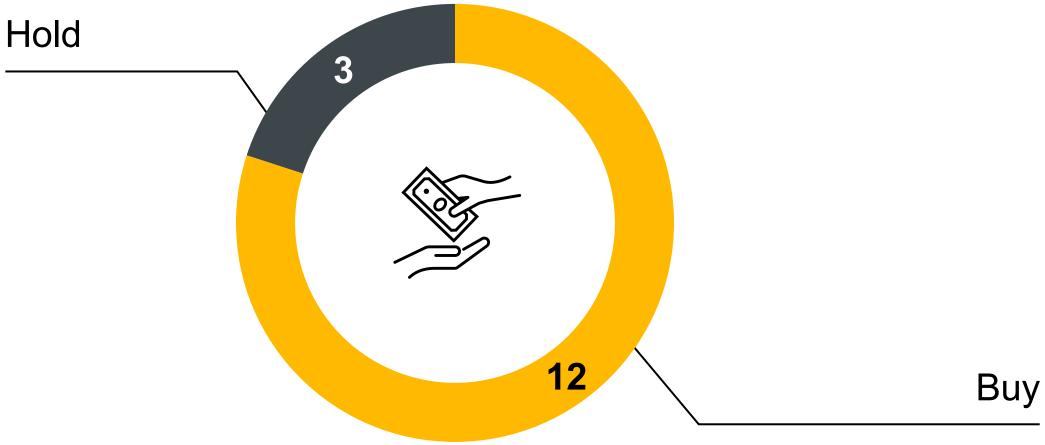
Jungheinrich share:
Key figures and analyst coverage

JUNGHEINRICH

Share structure



Analyst coverage[1]



Key figures for the share	2020	2021	2022	2023	2024
Earnings per preferred share	€1.49	€2.62	€2.65	€2.94	€2.84
Dividend per preferred share	€0.43	€0.68	€0.68	€0.75	€0.80
Total dividend distribution	€43 million	68 million	€68 million	€75 million	€81 million
Distribution ratio	28%	26%	25%	25%	28%

[1] as of 30/06/2026

Long-term performance of the Jungheinrich share

	2021	2022	2023	2024	2025
Dividend yield preferred share in %	1.5	2.6	2.3	3.1	0.8
Market capitalisation in € million	4,578	2,711	3,388	2,617	3,613
Share price performance in %	23	−41	25	−23	38

Investment period	10 years	5 years	3 years
Investment date	01/01/16	01/01/21	01/01/23
Portfolio value at end of 2023	€17,191	€10,194	€13,939
Average return p.a.	5.6%	0.5%	11.8%
Comparable return of German share indices p.a.			
DAX	9.1%	12.3%	20.3%
MDAX	4.2%	−0.2%	6.3%
SDAX	6.7%	3.0%	12.4%

Please note:
based on an initial investment of € 10 thousand and assuming that annual dividends received were reinvested in additional preferred shares

Sustainability efforts paying out in Ratings

Rating Agency	Current rating	Previous rating
EcoVadis (Platinum, Top 1%, Sustainability Rating, DEC 2024)	**Platinum** (Top 1% of assessed companies)	Platinum (Top 1% of assessed companies)
CDP (Disclosure Insight Action)	Climate change: **A** (nine-step scale from A to F)	Climate change: B (nine-step scale from A to F)
ISS ESG	**B-** (Prime) (twelve-step scale from A+ to D-)	B- (Prime) (twelve-step scale from A+ to D-)
Sustainalytics (a Morningstar company)	**Medium-risk** (five-step scale of negligible to severe ESG risk)	Medium-risk (five-step scale of negligible to severe ESG risk)
MSCI	**A** (seven-step industry-specific scale from AAA to CCC)	A (seven-step industry-specific scale from AAA to CCC)

Board of Management team

Dr Lars Brzoska
Chairman of the Board of Management,
Corporate & Finance

Nadine Despineux
Member of the Board of Management, Sales

Dr Tobias Harzer
Member of the Board of Management,
Automation & Warehouse Equipment

Maik Manthey
Member of the Board of Management, Technics

Remuneration system

Basic remuneration

Fixed ~40 to 50%,
non-performance-related

remuneration paid as
monthly payments

Ancillary benefits (~1 to 5%):
Primarily company car and
insurance policies

Pension (~5 to 15%):
Performance-based commitment for members appointed before 2024 and generally fixed supply payment for members appointed from 2024

Short-term variable remuneration

Target bonus
(~15 to 25%)

45%	Group EBT return on sales
35%	Increase in Group revenue
20%	Lithium-ion equipment ratio

Discretionary factor:
0.8 to 1.2

Payment limit:
150% of target amount

Term: 1 year

Long-term variable remuneration

Virtual performance share plan
(~20 to 30%)

60%	Return on capital employed (ROCE)
20%	Relative total shareholder return (TSR) compared with an individual peer group
20%	sustainability target

Discretionary factor:
0.8 to 1.2

Payment limit:
180% of target amount

Term: 3 years

Disclaimer

The explanations in this presentation are partially forward-looking statements that are based on the company management's current expectations, assumptions and assessments for future developments. Such statements are subject to risks and uncertainty that are largely beyond the company's control. This includes changes in the overall economic situation – such as impacts from geopolitical conflicts, natural catastrophes, pandemics and similar force majeure events –, supply of raw and auxiliary materials, the availability and price development of energy and raw and auxiliary materials, demand in important markets, competition and regulatory frameworks and regulations, exchange and interest rates and the outcome of pending or future legal proceedings. Should these or other uncertainties or unknown factors apply or the assumptions on which these statements are based prove false, actual results may deviate significantly from the results stated or implied. No responsibility is therefore taken for forward-looking statements. Without prejudice to existing capital market obligations, there is no intention to accept any obligation to update forward-looking statements.

2026 financial calendar and IR contact

Financial calendar

Date	Event
27/03/2026	Balance sheet press conference (virtual)
27/03/2026	Analyst conference (virtual)
07/05/2026	Interim statement as of 31/03/2026
19/05/2026	Annual General Meeting
22/05/2026	Dividend payment
11/08/2026	Interim report as of 30/06/2026
10/11/2026	Interim statement as of 30/09/2026

IR contact

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Friedrich-Ebert-Damm 129
22047 Hamburg, Germany

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www.jungheinrich.com

General information

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

Securities identification numbers (preferred shares):

ISIN: DE0006219934
WKN: 621 993

Stock exchanges: Frankfurt, Hamburg and all other German stock exchanges

Segment: Prime Standard
Branch: Industry
Stock index: SDAX

Tickers:
Reuters JUNG_p.de
Bloomberg JUN3 GR