Press release

TP / 25 / 28 September 2026

Jungheinrich and Kuehne+Nagel have signed an international framework agreement for around 5,000 industrial trucks

- **An international partnership with a multi-year strategic focus**
- **Standardised rental fleet management with centralised, digital fleet control**
- **A scalable fleet concept for efficiency, transparency and operational flexibility**

Hamburg – Jungheinrich AG has signed an international framework agreement with the Kuehne+Nagel Group. The agreement covers a volume of around 5,000 industrial trucks and applies to several European countries. The contract was signed by Jungheinrich's Chief Sales Officer Nadine Despineux and Eduardo Razuck, Executive Vice President Contract Logistics & Member of the Board of Management at Kuehne+Nagel.

The agreement covers the long-term provision and management of industrial trucks as part of a rental and service concept based on Jungheinrich Rental Fleet Management. Jungheinrich has designed the system specifically for internationally active customers with large fleets. It enables the highly efficient combination of a core fleet with flexibly scalable rental components. Jungheinrich has also further developed it into a bespoke solution for Kuehne+Nagel called KN-RFM+, which prioritises flexibility and the achievement of a particularly high utilisation rate for the fleet. The focus here is on transparency and comparability, as well as the uniform management of the fleet across different sites and national borders.

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“This partnership goes far beyond the provision of industrial trucks. With our Rental Fleet Management approach, we are supporting Kuehne+Nagel in implementing an internationally uniform, transparent and at the same time flexible fleet model that is consistently geared towards efficiency,” says Nadine Despineux, Chief Sales Officer at Jungheinrich AG.

Among other things, energy-efficient industrial trucks featuring lithium-ion technology from the Jungheinrich portfolio are being deployed. The vehicles are characterised by high availability, short charging times and maintenance-free battery systems, and are particularly suitable for cross-site use in standardised fleets.

From Kuehne+Nagel’s perspective, the partnership with Jungheinrich is based on a shared understanding of complex logistical requirements and long-term operational development.

“The requirements in logistics are evolving rapidly. By combining our operational expertise with Jungheinrich’s fleet management capabilities, we are creating a scalable and transparent solution that supports business needs across multiple markets. Together, we are building an approach that helps us respond more effectively to changing market requirements and customer expectations,” says Eduardo Razuck, Executive Vice President Contract Logistics & Member of the Board of Management at Kuehne+Nagel.

Jungheinrich is already operating as a fleet partner for Kuehne+Nagel in several European countries, including France, Italy, the Netherlands, Belgium and Luxembourg. With the signing of the framework agreement, this partnership is now set to be further strengthened.

The agreement strengthens Jungheinrich’s position in the international marketplace and forms the basis for the long-term development of the collaboration in additional countries.

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About Jungheinrich:

As a globally leading provider in material handling, Jungheinrich has been advancing the development of innovative and sustainable products and solutions for material flows for more than 70 years. The listed family-owned business is committed to being a global partner offering value-adding solutions for material flows and thus creating the warehouse of the future. In 2025, Jungheinrich and its workforce of over 21,000 employees generated revenue of €5.5 billion. The Jungheinrich global network covers twelve production plants and its own direct sales and service companies in over 40 countries. The share is listed on the SDAX.