Highlights

€4.76bn
REVENUE 2022

>1 million
ELECTRIC TRUCKS IN USE WORLDWIDE

~20,000
EMPLOYEES WORLDWIDE
OWN DIRECT SALES COMPANIES IN
42 COUNTRIES

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

>6,000
AFTER-SALES SERVICE TECHNICIANS

WE ARE A LISTED
STOCK CORPORATION
WITH THE CHARACTERISTICS OF A
FAMILY-OWNED COMPANY
## Key figures

<table>
<thead>
<tr>
<th></th>
<th>2022</th>
<th>2021</th>
<th>Change %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Incoming orders (units)</td>
<td>128,800</td>
<td>162,400</td>
<td>-20.7</td>
</tr>
<tr>
<td>Incoming orders (€ million)</td>
<td>4,791</td>
<td>4,868</td>
<td>-1.6</td>
</tr>
<tr>
<td>Revenue (€ million)</td>
<td>4,763</td>
<td>4,240</td>
<td>12.3</td>
</tr>
<tr>
<td>Earnings before interest and income taxes (EBIT) (€ million)</td>
<td>386</td>
<td>360</td>
<td>7.2</td>
</tr>
<tr>
<td>EBIT return on sales (EBIT ROS) (%)</td>
<td>8.1</td>
<td>8.5</td>
<td>-</td>
</tr>
<tr>
<td>Profit or loss (€ million)</td>
<td>270</td>
<td>267</td>
<td>1.1</td>
</tr>
<tr>
<td>Capital expenditure¹ (€ million)</td>
<td>73</td>
<td>71</td>
<td>2.8</td>
</tr>
<tr>
<td>Balance sheet total 31/12 (€ million)</td>
<td>6,164</td>
<td>5,769</td>
<td>6.8</td>
</tr>
<tr>
<td>Shareholders’ equity 31/12 (€ million)</td>
<td>2,051</td>
<td>1,803</td>
<td>13.8</td>
</tr>
<tr>
<td>Employees 31/12 (FTE²)</td>
<td>19,807</td>
<td>19,103</td>
<td>3.7</td>
</tr>
<tr>
<td>Earnings per preferred share³ (€)</td>
<td>2.65</td>
<td>2.62</td>
<td>1.1</td>
</tr>
</tbody>
</table>

¹ Property, plant and equipment and intangible assets without capitalised development expenditure and right-of-use assets
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

Revenue in € million
Foreign share
Jungheinrich share

Solid long-term capital investment\(^1\)

+12.2%

Dividend

€0.68/share
for the 2022 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

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1 average yield during the investment period of 10 years p.a.; in comparison DAX +6.0%, MDAX +7.5%, SDAX +8.4%
1953
Foundation
H. Jungheinrich & Co. Maschinenfabrik

1956
First foreign sales company in Austria

1987
One billion Deutschmarks in revenue

2014/2015
Building of the new corporate headquarter at the traditional location in Hamburg

2005
100,000 forklifts with a three-phase AC drive system

1990
Initial public offering

2019
40 direct sales companies. Goal of 4 billion euros in revenue reached

2020
Presentation Strategy 2025+ CREATING SUSTAINABLE VALUE

2021
Perfect fit: Acquisition of arculus

2023
Successful acquisition in the United States: Storage Solutions
Board of Management

Dr Lars Brzoska
Chairman of the Board of Management
Corporate

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

- Revenue: €5.5 bn
- EBIT ROS: 8-10%
- EBIT per employee: ~€23,000
- ROCE: 21-25%
- Revenue outside Europe: 20%
- Lithium-ion equipment rate: 70%
- Female managers: 20%
- Net zero emissions Scope 1 & 2: 2030

Our fields of action

- Automation
- Digitalisation
- Energy systems
- Efficiency
- Global Footprint
- Sustainability
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

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
- Mobile Robots
- 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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# Overview product portfolio (II)

## AUTOMATED SYSTEMS
- Mobile Robots
- Stacker cranes
- Conveyor systems

## WAREHOUSE EQUIPMENT
- Racks

## DIGITALISATION
- Warehouse management
- Fleet management
- Communication interfaces
- Assistance systems
- Safety systems
Dr Jungheinrich presents his first electric forklift truck with a driver’s seat, the “Ameise 55”

First reach truck bearing the “Ameise Retrak” name

First ETX high-rack stacker with a lifting height of up to 10 m

First series-ready type EJE 112i electric pedestrian-controlled pallet truck with lithium-ion technology

EFG-VD electric 4WD forklift truck - the first electric forklift with a three-phase AC drive system

Driverless forklifts for assembly applications

ETV 216i: First forklift truck with an integrated lithium-ion battery

STC 2B1A: First self developed high-performance Miniload for storage of small parts

Redefined electric stacker truck ERC 216zi

10 years Lithium-Ion-technology „made by Jungheinrich”

Introduction of an automated compact storage system for containers: PowerCube
“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

42 countries

Own direct sales companies

Approximately 80 countries

Partner of Jungheinrich
### Employees

<table>
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<tr>
<th>EMPLOYEE TENURE</th>
<th>&gt;9,000 new jobs created worldwide since 2010</th>
<th>Numerous workshops and trainings for the professional and personal advancement</th>
<th>Jungheinrich International Graduate Program (JIG)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ø 10 years</td>
<td></td>
<td></td>
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</table>

- **TOP 100 Employer in Germany**
- ~20,000 employees worldwide
- >20% of our employees around the world are women
- Working Worldwide
  - International programs for employees

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1 according to a study by German magazine " stern " from January 2021
# Sustainability at Jungheinrich

<table>
<thead>
<tr>
<th>Metric</th>
<th>Description</th>
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<tbody>
<tr>
<td>&gt;1m Electric trucks in use</td>
<td>Electric share of trucks produced nearly 100% &amp; goal of electrifying other sectors</td>
</tr>
<tr>
<td>17 Commitment to the 17 united nations sustainable development goals</td>
<td>For climate neutrality 2030 CO₂e-neutral business operations (Scope 1 &amp; 2)</td>
</tr>
<tr>
<td>42 Human rights code in all 42 countries where Jungheinrich is active</td>
<td>Reconditioning plants with up to 99% reuse and recycling of the material</td>
</tr>
<tr>
<td>&gt;700 For fair &amp; transparent supply chains &gt;700 suppliers with csr self-assessment</td>
<td></td>
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Corporate Social Responsibility

Long-standing cooperation with action medeor

Regular support of the ARCHE e.V.

Support of national and international projects
Awards 2022/2023

- PLATINUM Top 1% ecoVadis Sustainability Rating 2022
- IFOY winner
- red dot winner 2022
- DESIGN AWARD 2022
- LOGISTRA best practice Innovationen 2022