



Jungheinrich

Company presentation

Hamburg, April 2023



Highlights



>1 million

ELECTRIC TRUCKS IN USE WORLDWIDE



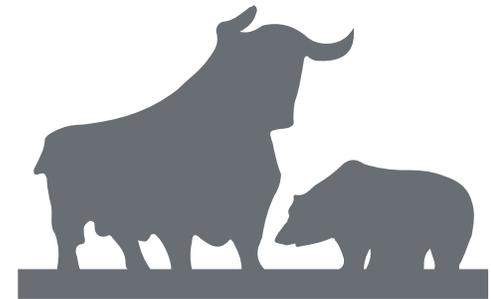
EMPLOYEES WORLDWIDE

OWN DIRECT SALES COMPANIES IN

42 COUNTRIES

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

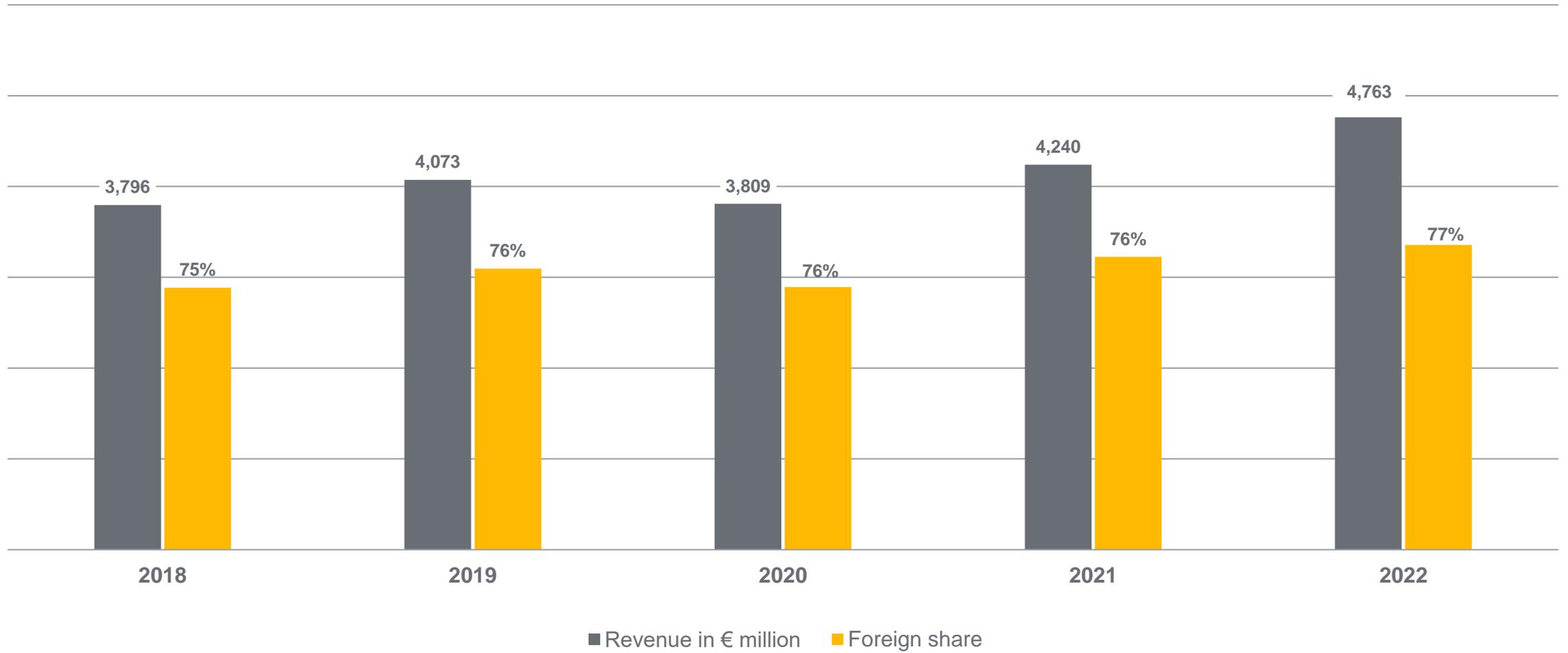
	2022	2021	Change %
Incoming orders (units)	128,800	162,400	-20.7
Incoming orders (€ million)	4,791	4,868	-1.6
Revenue (€ million)	4,763	4,240	12.3
Earnings before interest and income taxes (EBIT) (€ million)	386	360	7.2
EBIT return on sales (EBIT ROS) (%)	8.1	8.5	-
Profit or loss (€ million)	270	267	1.1
Capital expenditure ¹ (€ million)	73	71	2.8
Balance sheet total 31/12 (€ million)	6,164	5,769	6.8
Shareholders' equity 31/12 (€ million)	2,051	1,803	13.8
Employees 31/12 (FTE ²)	19,807	19,103	3.7
Earnings per preferred share ³ (€)	2.65	2.62	1.1

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



Jungheinrich share

Solid long-term capital investment¹

+12.2%



Dividend

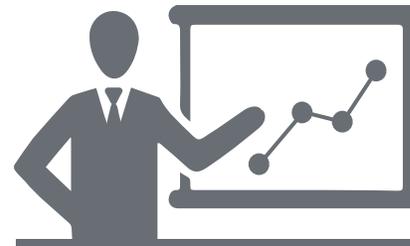
€0.68/share

for the 2022 financial year



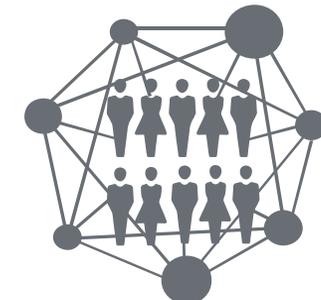
Dividend policy

- ▶ Reliable dividend payments
- ▶ Payout between 25 and 30% of profit or loss



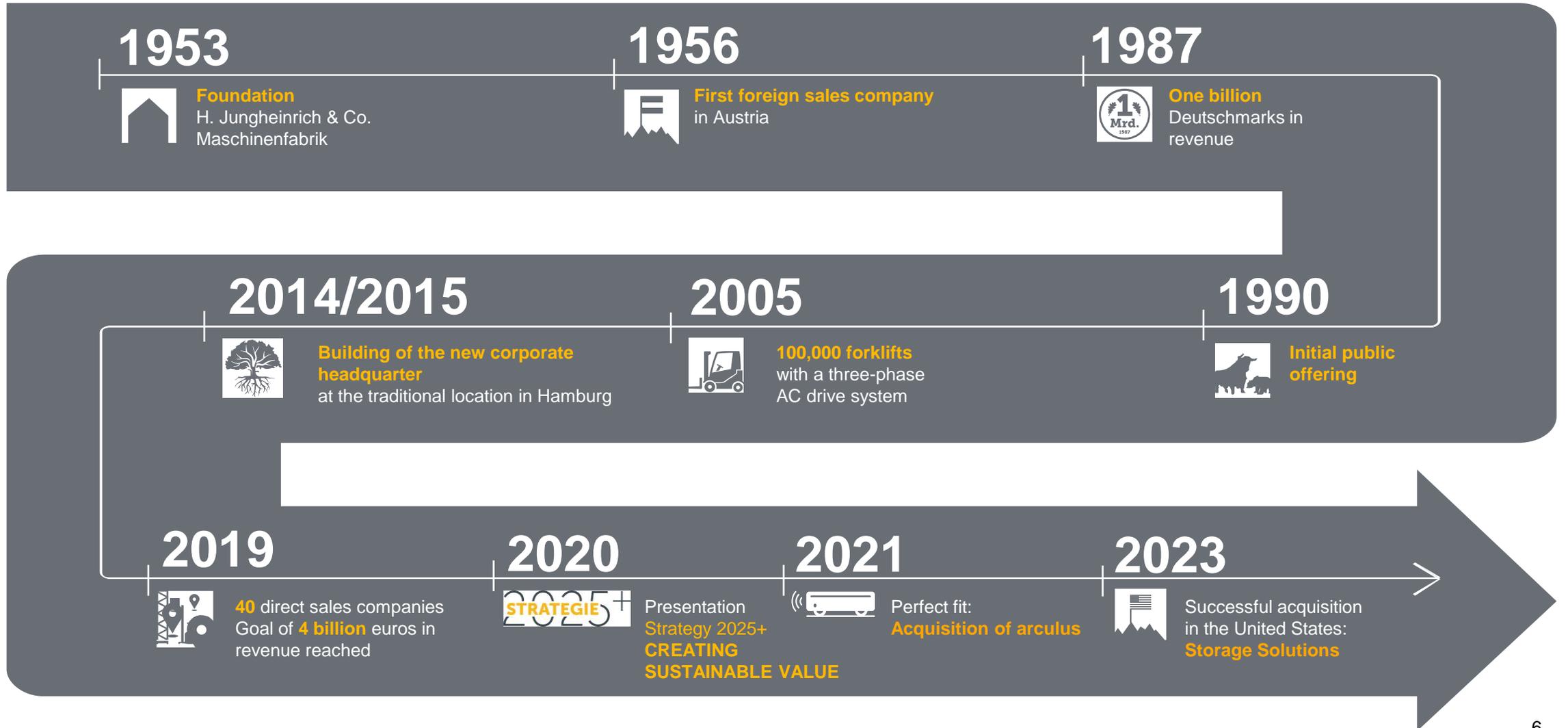
Stock exchange:

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



¹ average yield during the investment period of 10 years p.a.; in comparison DAX +6.0%, MDAX +7.5%, SDAX +8.4%

History



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

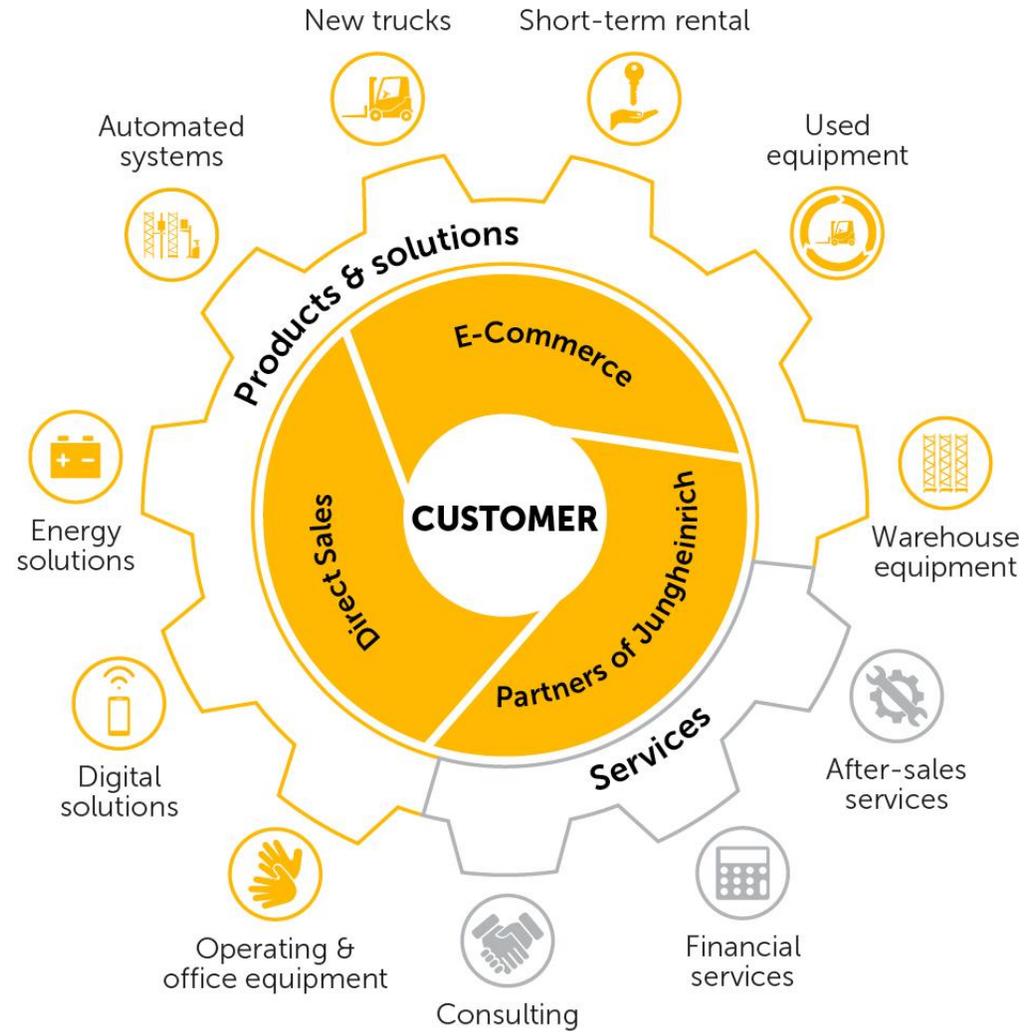
Member of the Board of
Management
Finance



Sabine Neuß

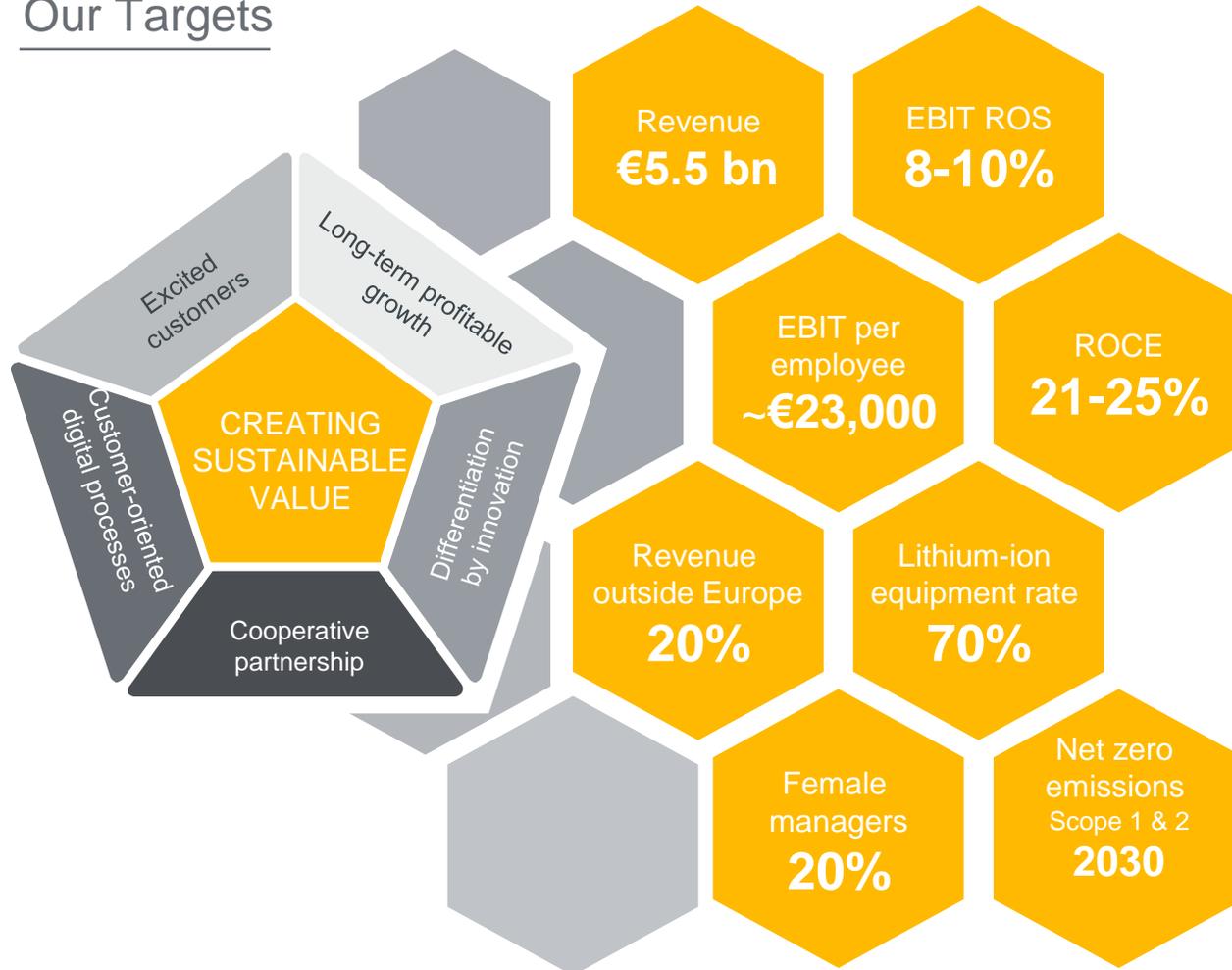
Member of the Board of
Management
Technics

Business model

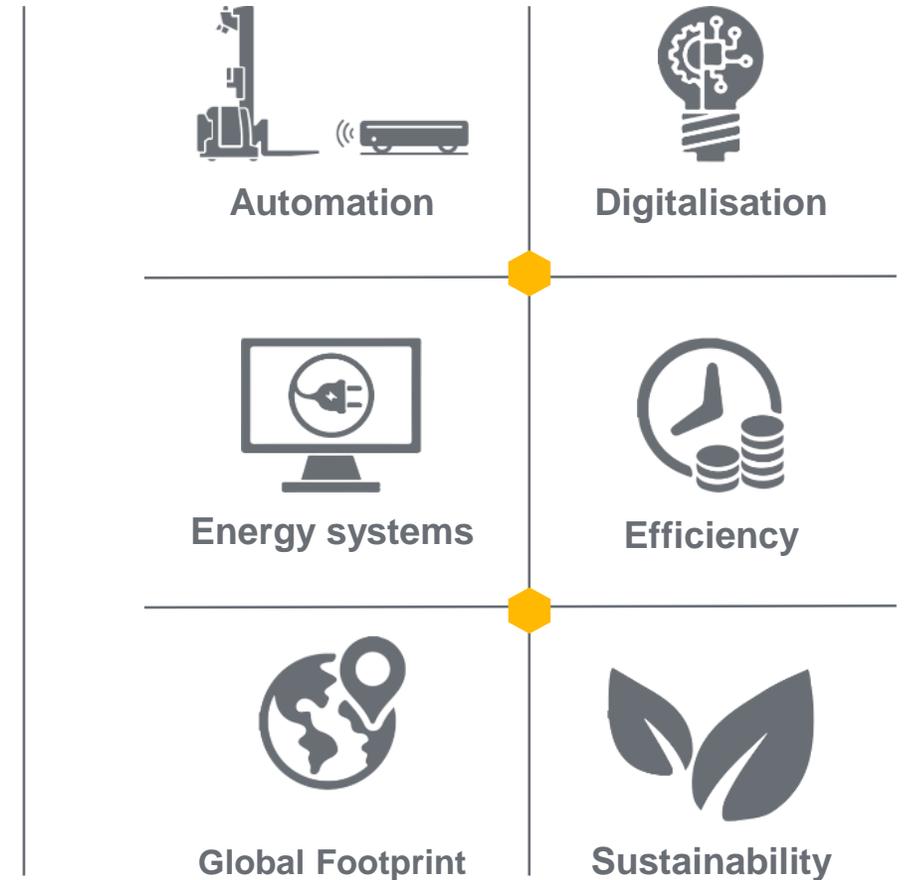


Strategy 2025+

Our Targets



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

ENERGY SYSTEMS



Batteries



Chargers

INDIVIDUAL SECTOR SOLUTIONS



Customised trucks/
small-series



Powertrain
Solutions

AFTER-SALES SERVICES



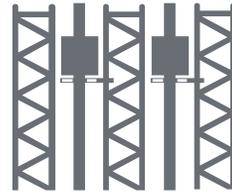
Service/spare parts/
accessories

Products & solutions (II)

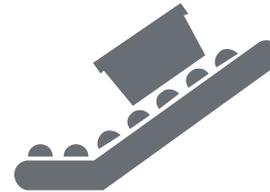
AUTOMATED SYSTEMS



Mobile Robots

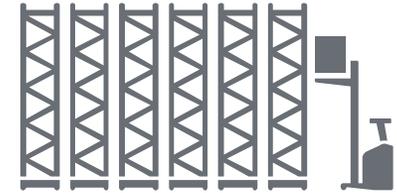


Stacker cranes



Conveyor systems

WAREHOUSE EQUIPMENT



Racks

DIGITALISATION



Warehouse management



Fleet management



Communication interfaces



Assistance systems



Safety systems

Overview product portfolio (I)

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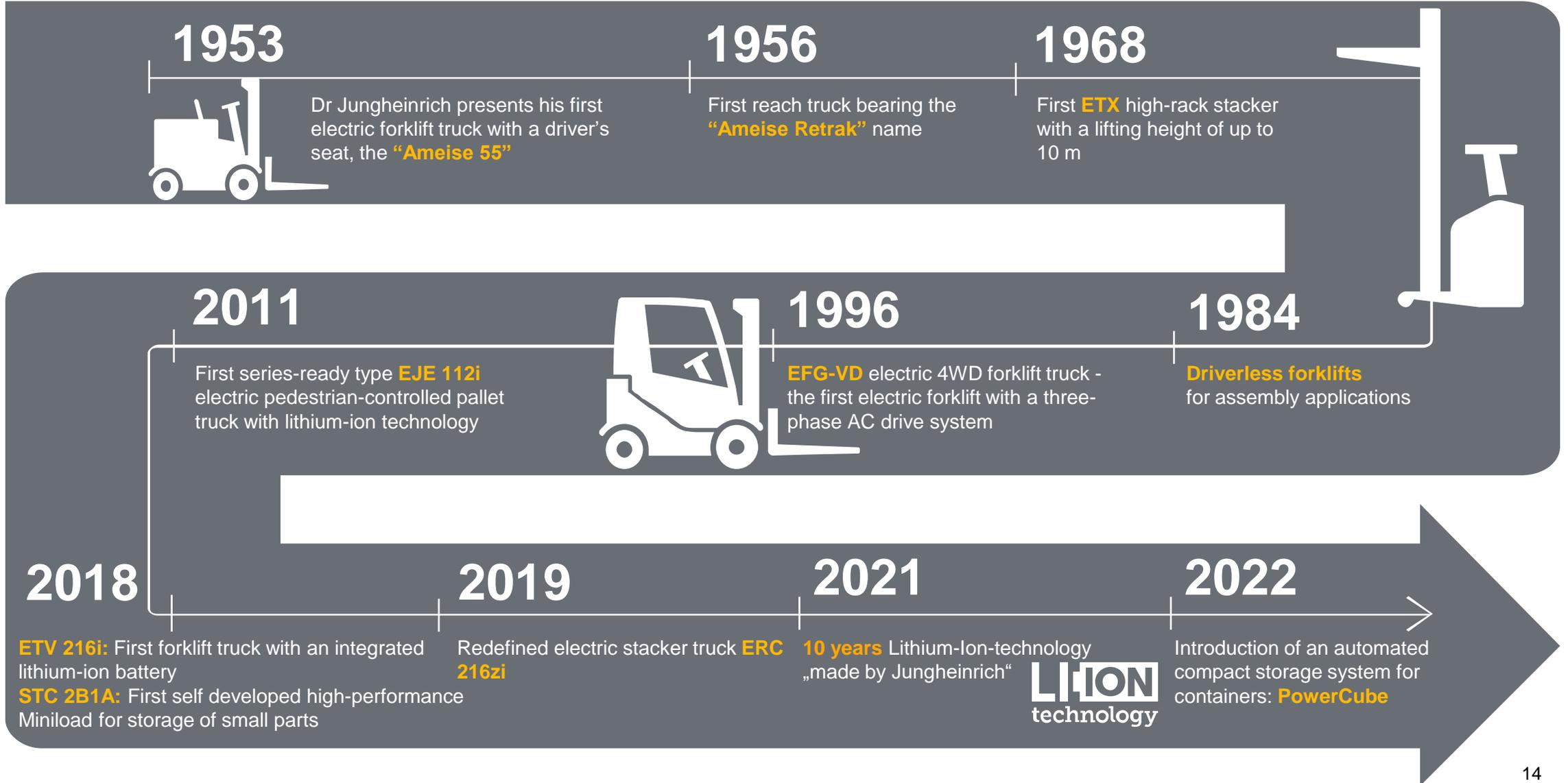


Assistance systems



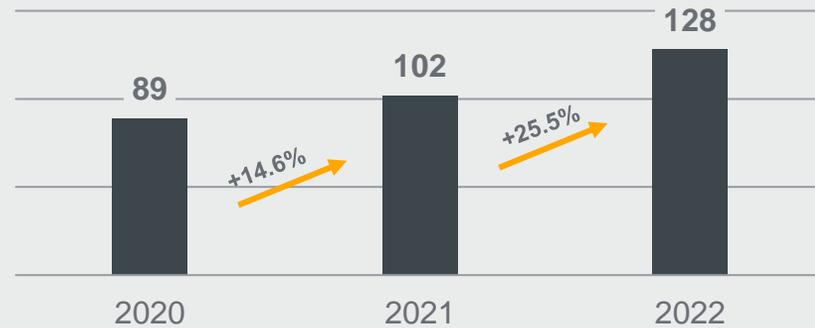
Safety systems

Product milestones



Research and development

R&D expenditures (in € million)



Number of employees Ø (in FTE)



“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. “

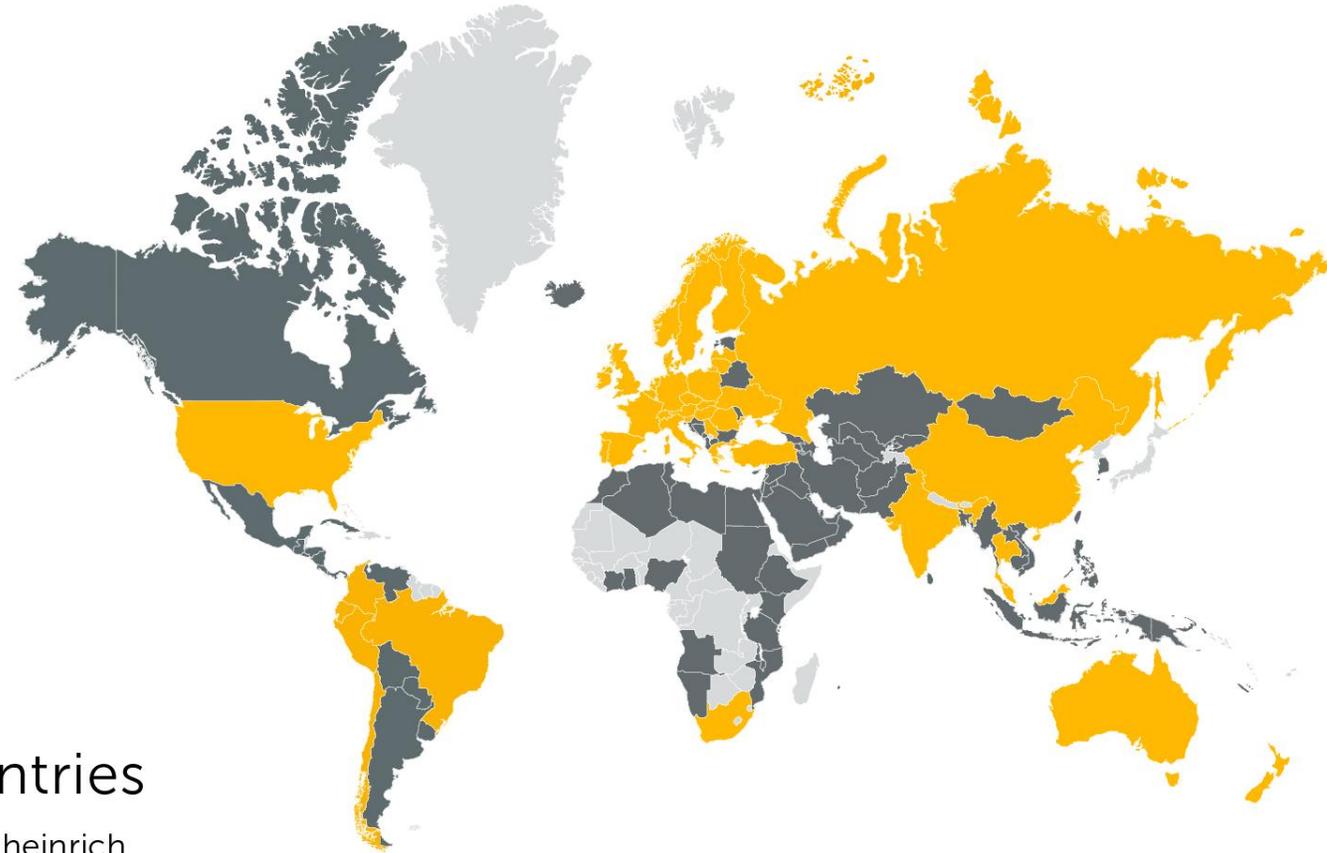
Worldwide presence

42 countries

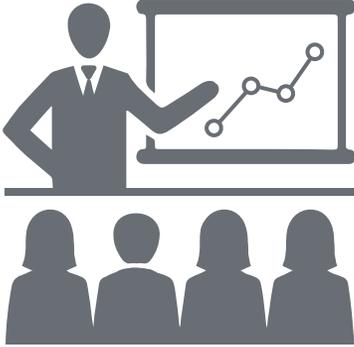
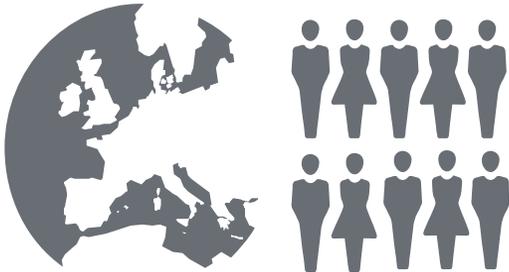
Own direct sales companies

Approximately 80 countries

Partner of Jungheinrich



Employees

<p>EMPLOYEE TENURE</p>  <p>10 years</p>	<p>>9,000</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>~20,000 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

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

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 2022/2023



reddot winner 2022

