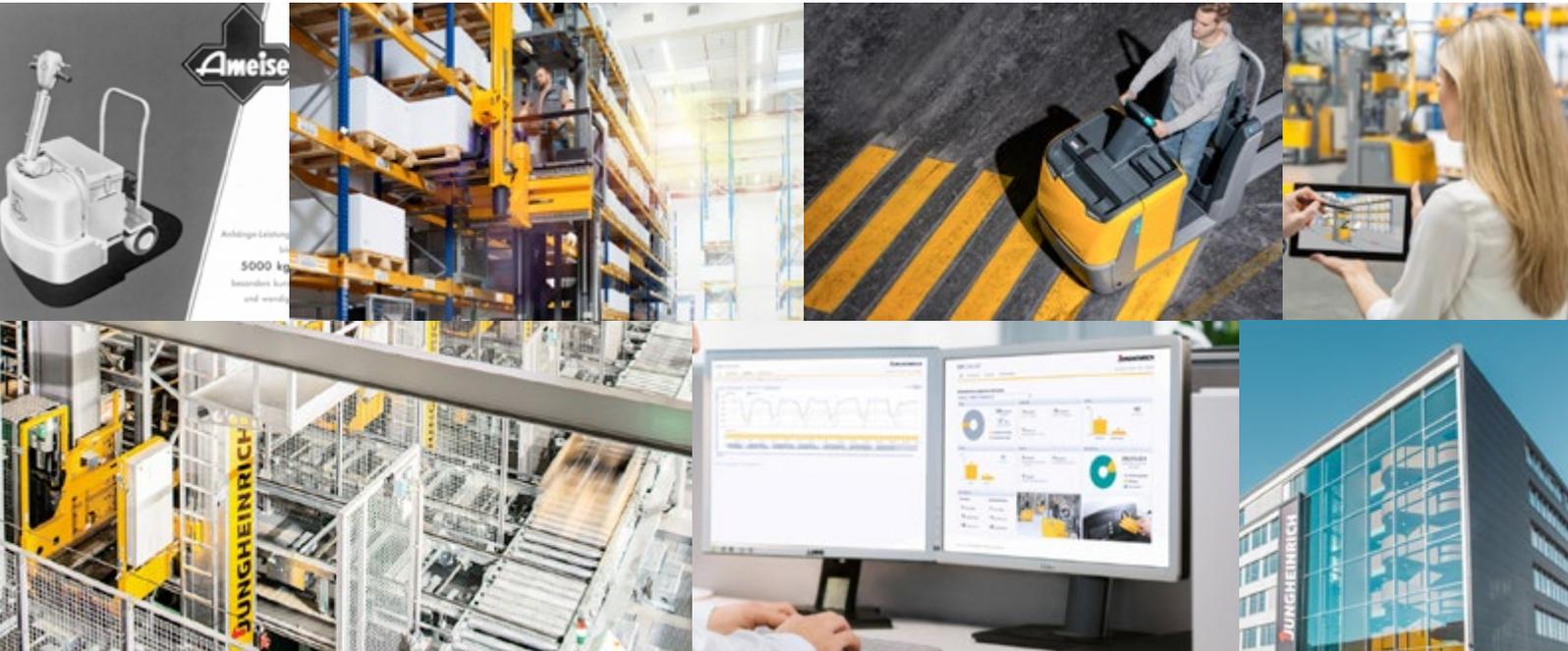


## Jungheinrich AG Corporate Profile



- Leading intralogistics company
- Established in 1953
- Portfolio:
  - Material handling equipment (new trucks, used trucks and trucks for short-term hire)
  - Logistics systems (racks, software and automation)
  - Associated services (after-sales services, financing and consulting)
- 3.1 billion euros in annual net sales (2016)
- 15,000 employees (2016)
- Proprietary direct sales & service network in 36 countries with a footprint in over 70 additional countries through partner companies
- Legally classified as a stock corporation
- Listed in the MDAX

Established in 1953, Jungheinrich ranks among the world's leading intralogistics companies. Drawing on a coordinated portfolio of material handling equipment, logistics systems and services, Jungheinrich offers its customers comprehensive solutions from a one-stop shop.

The Group's strategy has been designed to achieve sustainable, profitable growth en route to increasing the company's value. Jungheinrich's goal is to become the No. 1 intralogistics brand across all European markets and to rank among the top 3 global players over the long term. The company aims to achieve consolidated net sales of 4 billion euros in 2020. In 2016, it generated some 3.1 billion euros in net sales, employing 15,000 people. Jungheinrich has been listed on the stock market since 1990 and is listed in the MDAX.

The company's product range encompasses everything from manually operated to fully automated forklifts, running the gamut from hand pallet trucks and battery-powered reach trucks, both of which were spawned from the inventive spirit of its founder, Dr. Friedrich Jungheinrich, to the EKX high-rack stacker and driverless transport

systems, which are considered benchmarks in their classes.

In pursuit of its growth strategy, Jungheinrich has significantly expanded its logistics systems business in recent years and successfully positioned itself as an innovative provider of intralogistics solutions the world over. They cover everything from the customized planning to the project design and implementation of entire warehouses on the strength of the full offering, including racking systems as well as partially and fully automated forklifts, stacker cranes, software, service and financing. Jungheinrich provides its customers with all they need from a one-stop shop, ideally matched and coordinated. This can also involve the company acting as general contractor.

Jungheinrich has manufacturing operations at seven sites: stacker trucks, reach trucks and order pickers roll off the production lines of the Norderstedt plant, which is located just outside Hamburg. Counterbalanced trucks

are produced at Moosburg, Bavaria, while high-rack stackers are manufactured at the neighbouring plant in Degernpoint. Low-lift trucks are produced in Landsberg near Halle (Saale) while a plant in Lüneburg, south of Hamburg, primarily produces customized trucks. Used forklift trucks are reconditioned for resale in the purpose-built workshop near Dresden. The factory in Qingpu (Shanghai) produces counterbalanced trucks as well as stacker and low-lift trucks.

In 2013, Jungheinrich commissioned a state-of-the-art spare parts centre in Kaltenkirchen, north of Hamburg, in light of the growing after-sales services business. The centre and other warehouses ensure 24/7 spare parts availability in Europe and Asia, 365 days a year.

The company's direct sales network includes proprietary service companies, spans 36 countries, the latest expansions occurring in Malaysia, South Africa, Australia, Romania and Chile. Jungheinrich's product range is sold via partner companies in over 70 additional countries.

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