

DRIVE

JUNGHEINRICH 4.0

Facts and Figures



At a glance

Jungheinrich Group		2017	2016	Change %
Incoming orders	units	123,500	109,200	13.1
	million €	3,560	3,220	10.6
Production of material handling equipment	units	120,100	106,300	13.0
Net sales	million €	3,435	3,085	11.3
thereof Germany	million €	851	753	13.0
thereof abroad	million €	2,584	2,332	10.8
Foreign ratio	%	75	76	–
Earnings before interest and income taxes (EBIT)	million €	259	235	10.2
EBIT return on sales (EBIT ROS)	%	7.5	7.6	–
Earnings before taxes (EBT)	million €	243	216	12.5
EBT return on sales (EBT ROS)	%	7.1	7.0	–
Net income	million €	182	154	18.2
Capital expenditures ¹	million €	88	59	49.2
Research and development expenditures	million €	77	62	24.2
Employees 31/12	FTE ²	16,248	15,010	8.2
thereof Germany	FTE ²	6,962	6,511	6.9
thereof abroad	FTE ²	9,286	8,499	9.3
Earnings per preferred share	€	1.80	1.52	18.4
Dividend per share				
– ordinary share	€	0.48 ³	0.42	14.3
– preferred share	€	0.50 ³	0.44	13.6

¹ Property, plant and equipment and intangible assets without capitalised development expenditures

² FTE = full-time equivalents

³ Proposal

Facts 2017

MORE THAN

120,000

TRUCKS
MANUFACTURED

NET SALES

€ 3.4 billion

MORE THAN

16,000

EMPLOYEES
WORLDWIDE

PRESENCE IN

39

COUNTRIES VIA DIRECT
SALES COMPANIES

JUNGHEINRICH SHARE HITS AT

€ 40.63

AN ALL-TIME HIGH

Jungheinrich Aktiengesellschaft

Friedrich-Ebert-Damm 129

22047 Hamburg, Germany

Phone: +49 40 6948-0

Fax: +49 40 6948-1777

www.jungheinrich.com

info@jungheinrich.com

As of: March 2018

Everything from a single source

Material handling equipment

- ▶ Low-lift and stacker trucks
- ▶ Battery-powered counterbalanced trucks
- ▶ IC engine-powered counterbalanced trucks
- ▶ Reach trucks
- ▶ Order pickers
- ▶ Tow tractors and trailers
- ▶ High-rack stackers
- ▶ Automated Guided Vehicles
- ▶ Customised trucks



Logistics systems

- ▶ Complete logistical solutions
- ▶ Automated storage systems
- ▶ Warehouse Management Software

Energy and Drive Systems

- ▶ Innovative drive systems
- ▶ Lithium-ion and lead-acid batteries
- ▶ Efficient charging devices



Racking systems

- ▶ Pallet storage
- ▶ Small parts storage
- ▶ Long goods storage and platforms



Services

- ▶ Equipment for short-term rental
- ▶ Used equipment
- ▶ After-sales services
- ▶ Financial services
- ▶ Full-service program
- ▶ Fleet management
- ▶ Driver training
- ▶ Jungheinrich PROFISHOP

Winner of

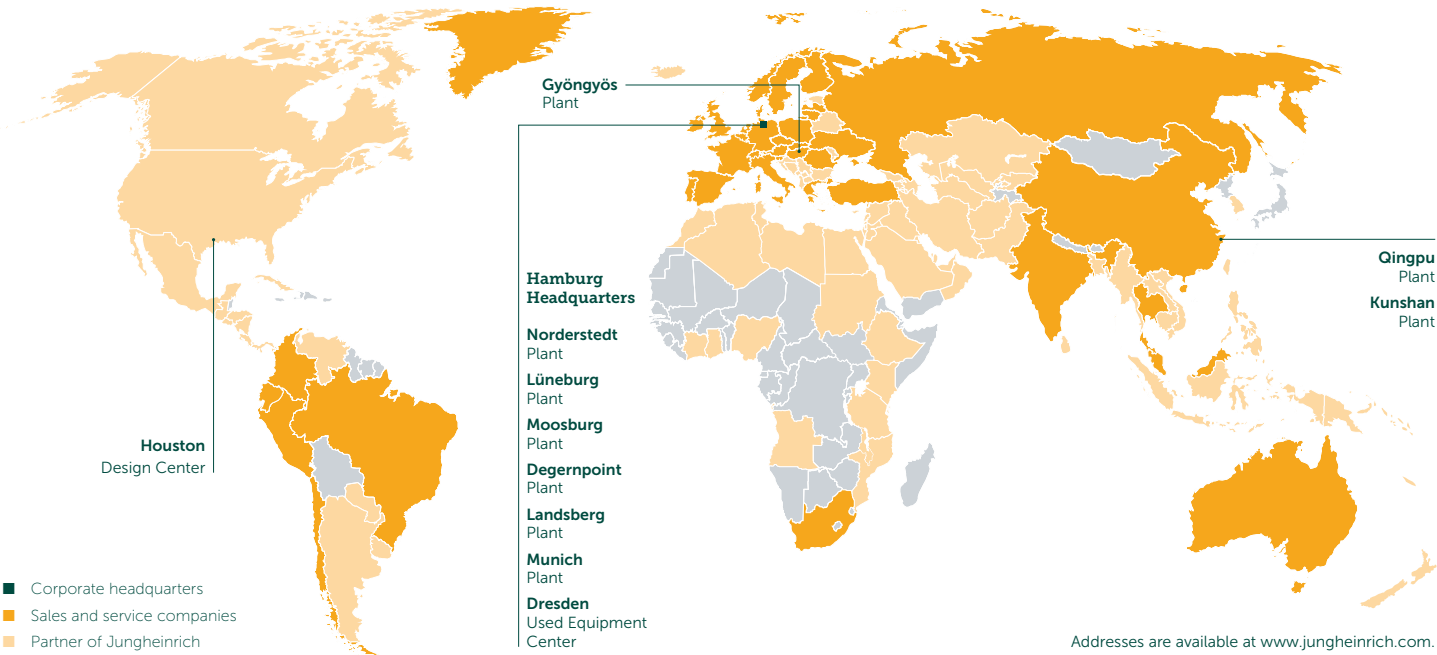


The leading solutions provider for the intralogistics sector

Jungheinrich has positioned itself globally as a solution provider for the intralogistics sector and offers customers fully interconnected solutions from a single source. This includes the customised planning, project management and realisation of complete, fully automated warehouses with well thought-out process chains using the entire range of products and services on offer: partially and fully automated material handling equipment, racks and stacker cranes, as well as software, digital solutions and services.

Jungheinrich is the only manufacturer in the industry producing in addition to electric motors and drive controls the corresponding batteries and chargers and thus holds a leading position in the field of lithium-ion technology.

With proprietary sales and service companies in 39 countries worldwide, and a tightly spun global network of dealerships, we offer our customers full-coverage, professional advice and extensive service — courtesy of around 4,900 mobile after-sales service technicians. In total, more than 16,000 employees worldwide are working for Jungheinrich.



Addresses are available at www.jungheinrich.com.