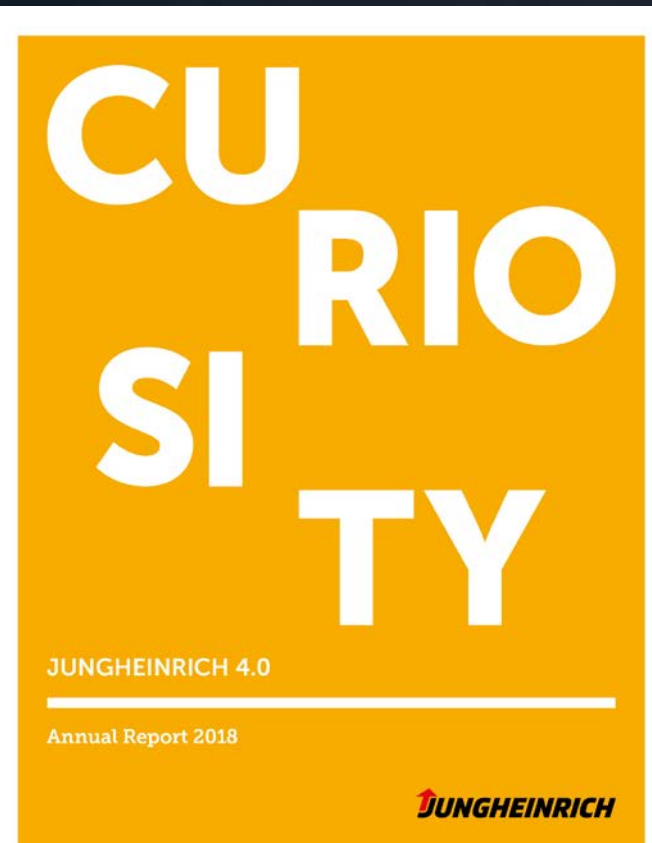




**JUNGHEINRICH**

**IR Presentation**  
**for the 2018 financial year**

Hamburg, 20 March 2019



**JUNGHEINRICH**



## AGENDA

2018 AT A GLANCE

FINANCIAL KEY FIGURES

STRATEGIC OVERVIEW

# 1

## 2018 AT A GLANCE

Jungheinrich is one of the world's leading solutions providers for the intralogistics sector



# 2018 – Another successful year for Jungheinrich



NEW ALL-TIME HIGHS  
FOR INCOMING ORDERS  
(€3.97 BILLION),  
REVENUE (€3.80 BILLION),  
AND EBIT (€275 MILLION)

+66% REVENUE IN  
5 YEARS

121,000 TRUCKS  
PRODUCED



EMPLOYEES  
18,000 WORLDWIDE

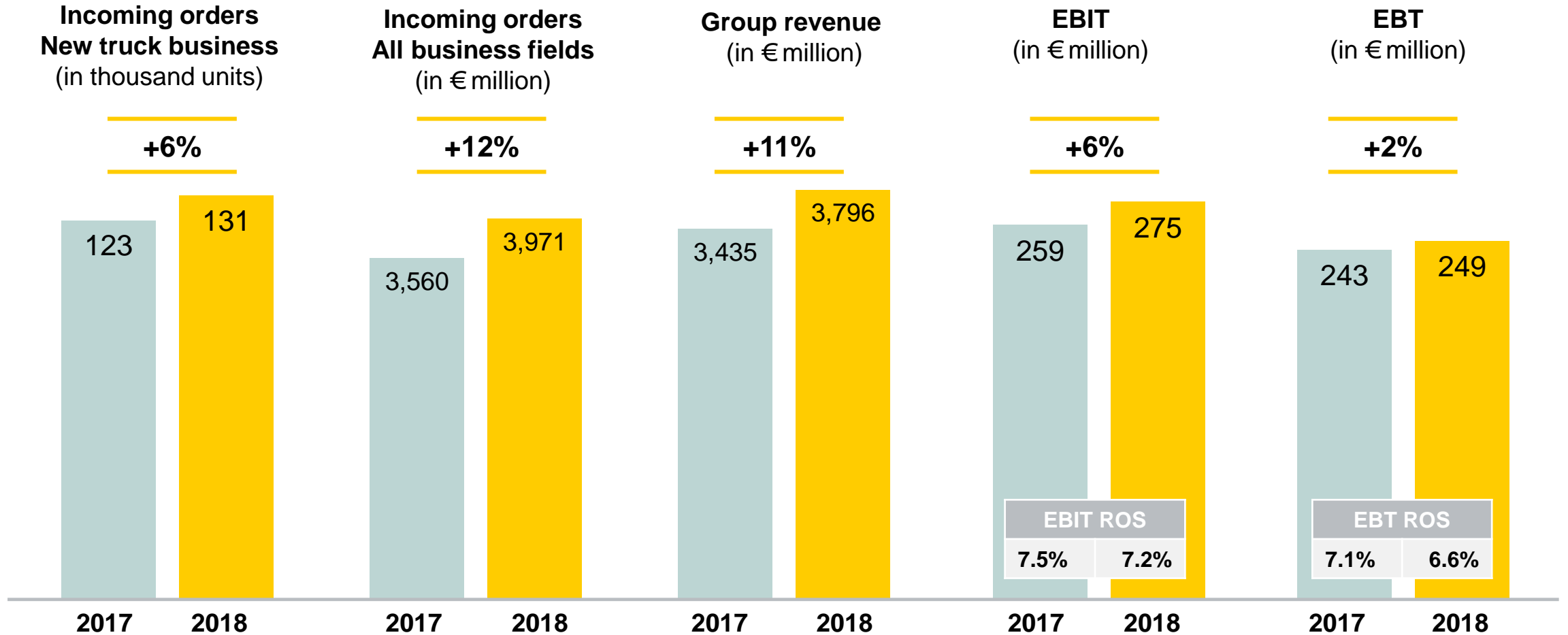
GLOBAL SALES AND  
SERVICE NETWORK  
EXPANDED:  
NEW COMPANIES IN  
COLOMBIA, PERU,  
ECUADOR AND SERBIA



~ 12,000 UNITS OF  
MATERIAL HANDLING  
EQUIPMENT WITH  
LITHIUM-ION TECHNOLOGY  
DELIVERED

SERIES LAUNCH OF THE  
FIRST REACH TRUCK  
(ETV 216i) WITH BUILT-IN  
LITHIUM-ION BATTERY

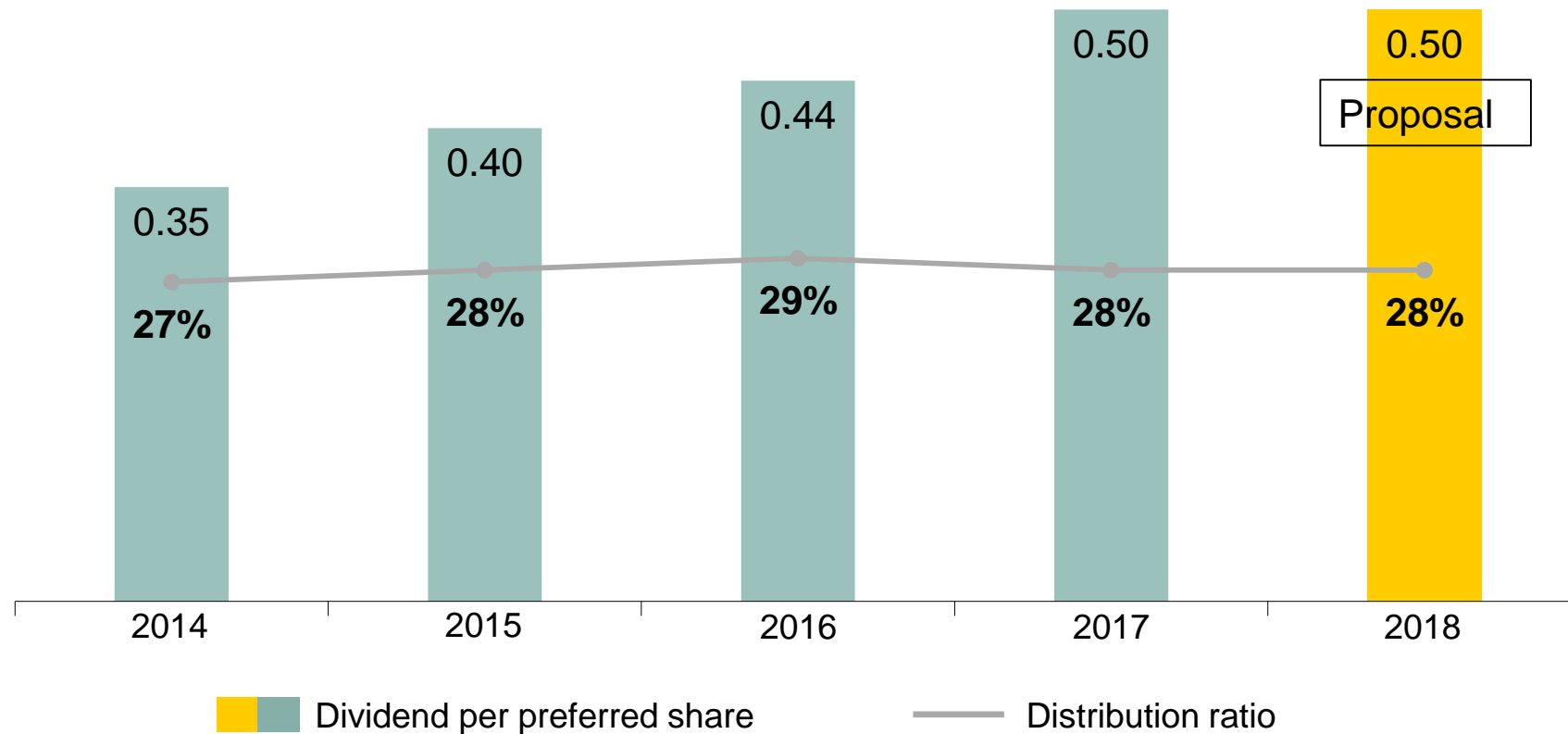
# The Jungheinrich Group in figures



# Dividend continuity – dividend stable

## Objective:

Distribution ratio between 25% and 30% of profit or loss



Figures adjusted retroactively due to the 1:3 stock split implemented on 22 June 2016.



# 2

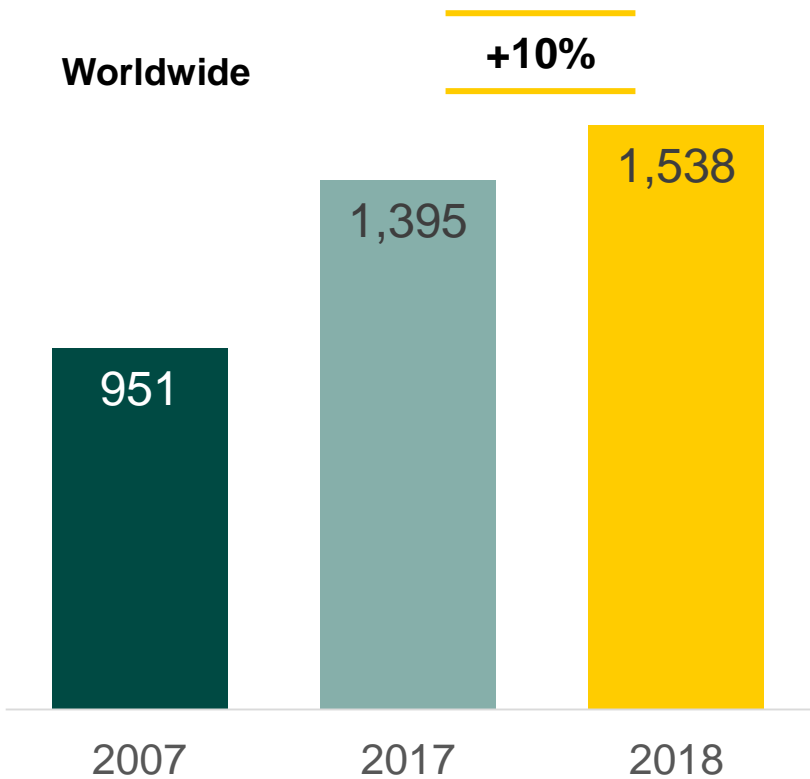
## FINANCIAL KEY FIGURES

Facts and figures



# World material handling equipment market

Incoming orders in thousand units



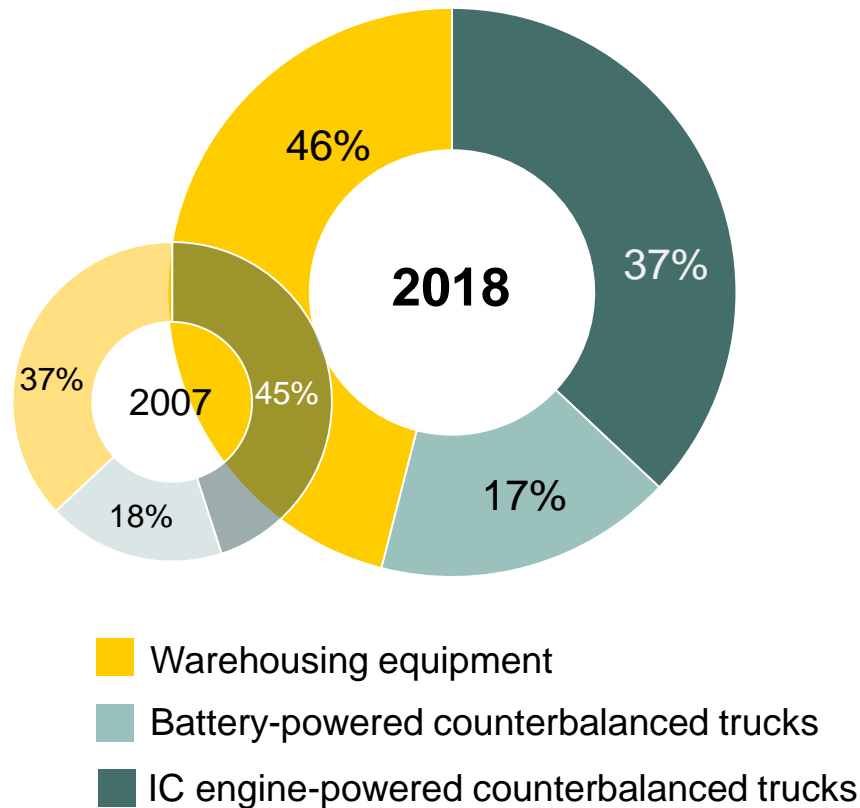
	2018	2017	Change %
World	1,538	1,395	10.3
Europe	524	470	11.5
thereof Eastern Europe	92	77	19.5
Asia	637	568	12.1
thereof China	436	378	15.3
North America	277	267	3.7
Other regions	100	90	11.1

Source: WITS (World Industrial Truck Statistics),  
SIMHEM (Society of Indian Materials Handling Equipment Manufacturers)



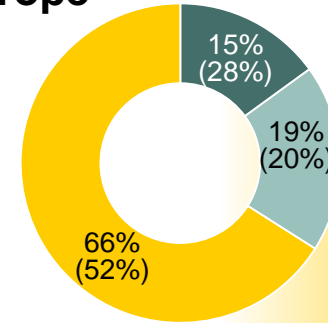
# Market volume by product segment 2018 vs 2007

**Worldwide 2018: 1,538 thousand units**  
(2007: 951 thousand units)

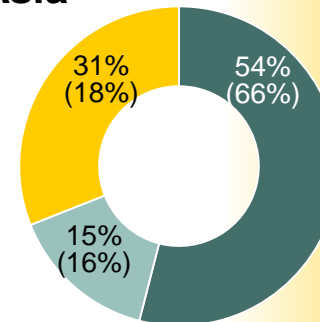


Source: WITS, SIMHEM; based on incoming orders in units

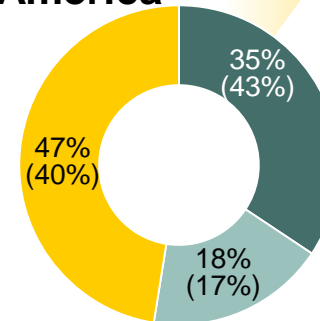
## Europe



## Asia

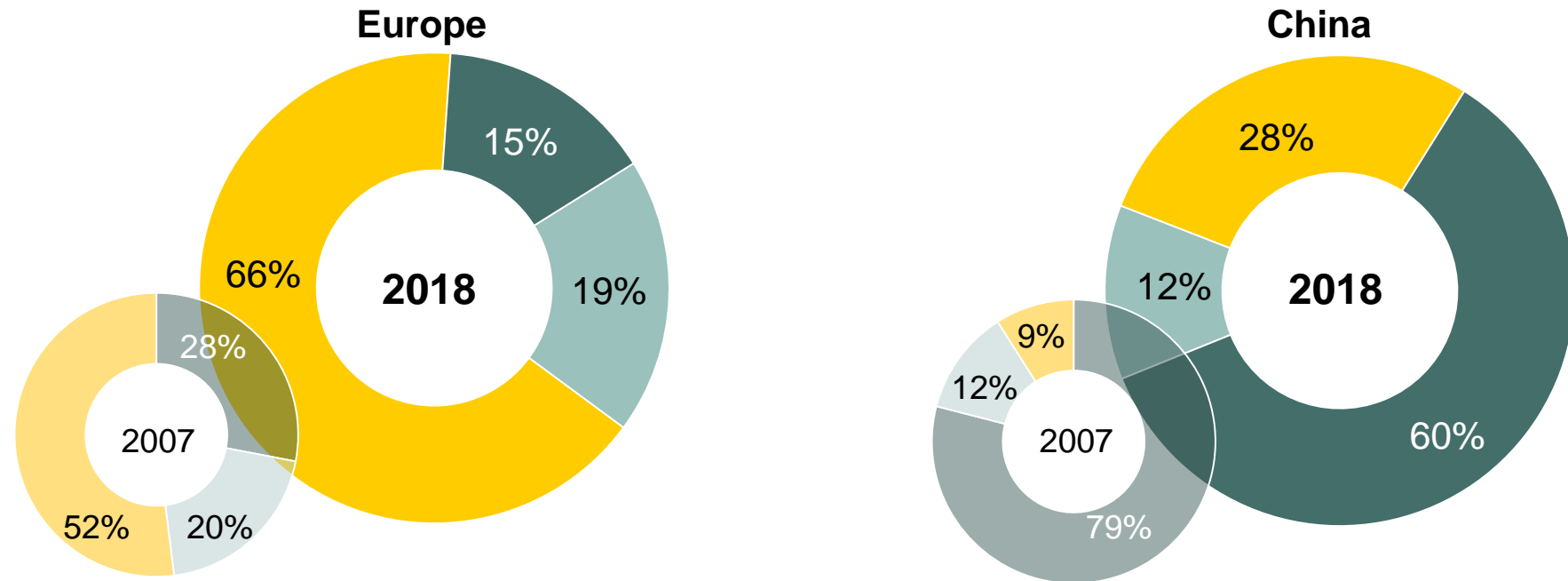


## North America



**The warehousing equipment trend continued across all regions**

## Market structure by product segment 2018 vs 2007



**Europe and China: clear trend towards warehousing equipment  
= future growth potential for Jungheinrich**

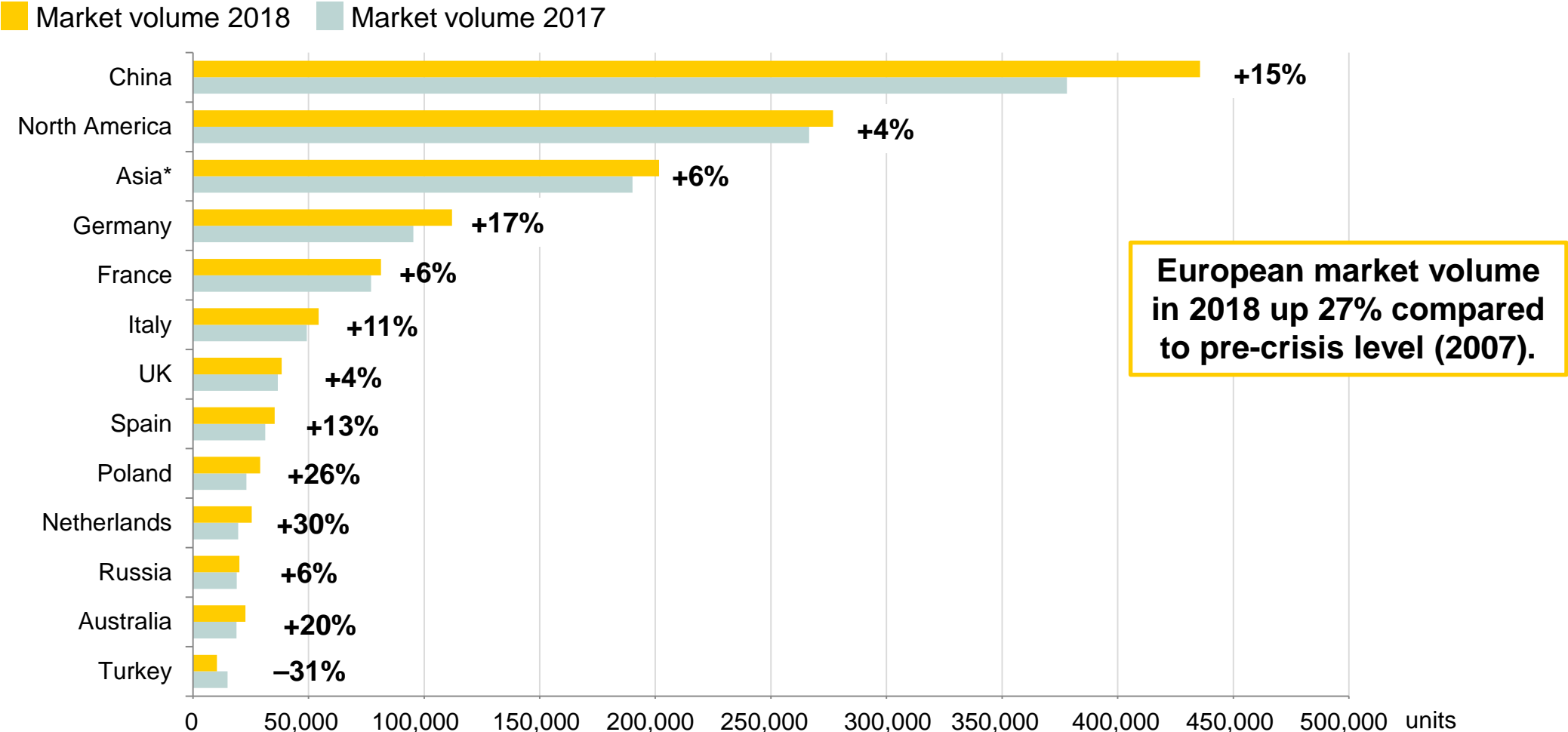
Warehousing equipment

Battery-powered  
counterbalanced trucks

IC engine-powered  
counterbalanced trucks

Source: WITS; based on incoming orders in units

# Development of the material handling equipment markets of importance to Jungheinrich

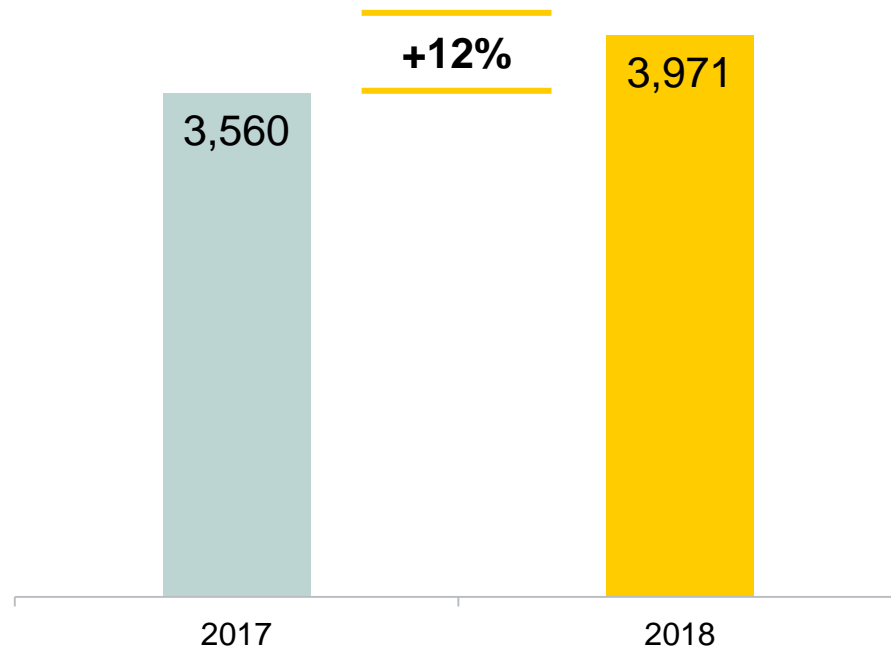


\*excluding China

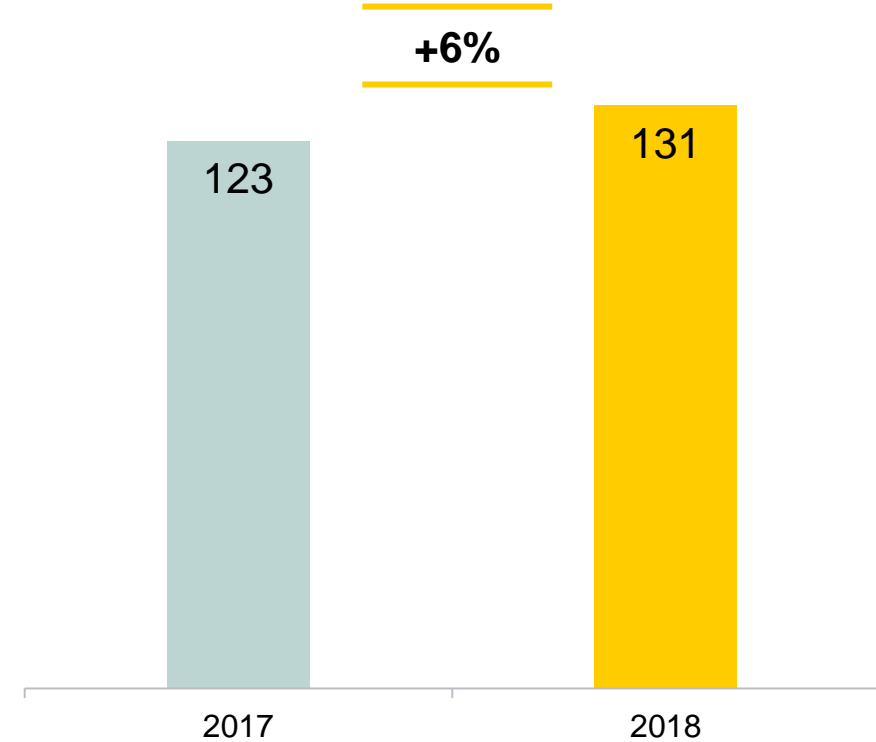
# Double-digit increase in value of incoming orders

## All business fields, in € million

- More than 20% of the increase was due to higher demand for logistics systems solutions.



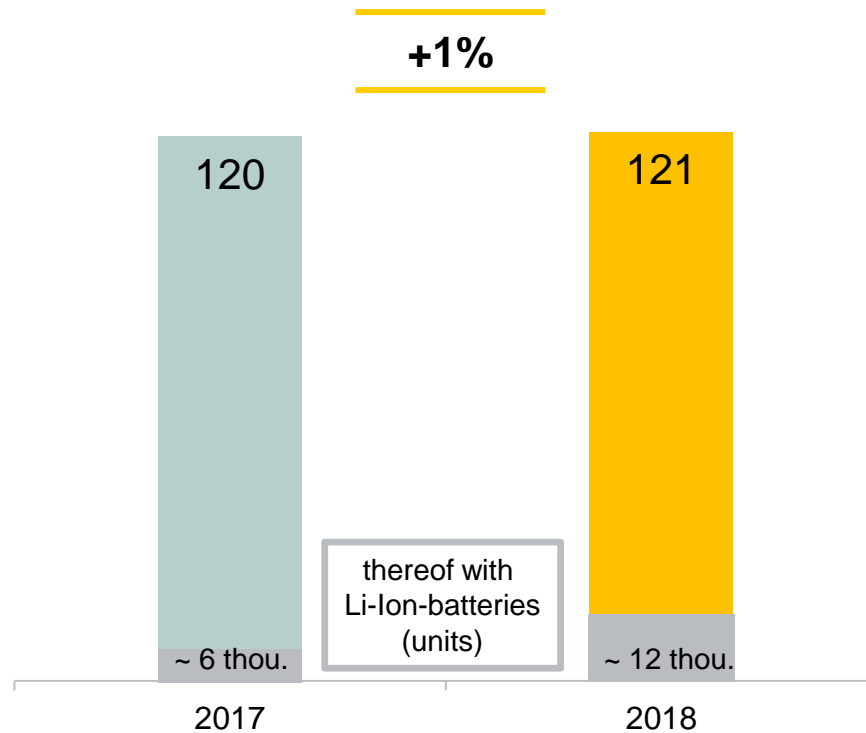
## New truck business, in thousand units



# Production virtually exclusively focused on electric trucks

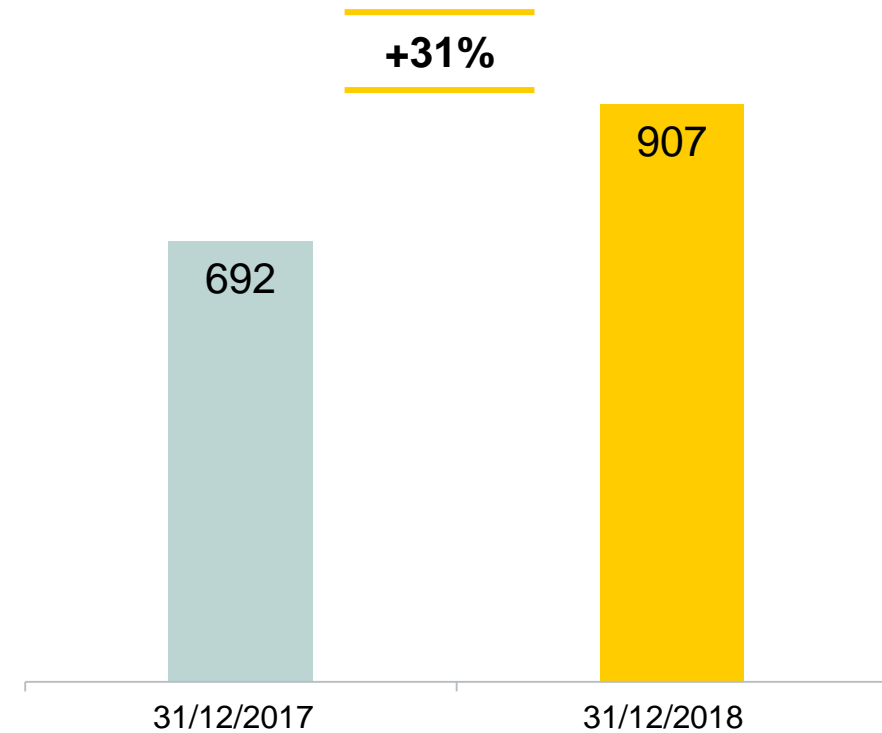
## Production, in thousand units

- 97% of the trucks are electric trucks.



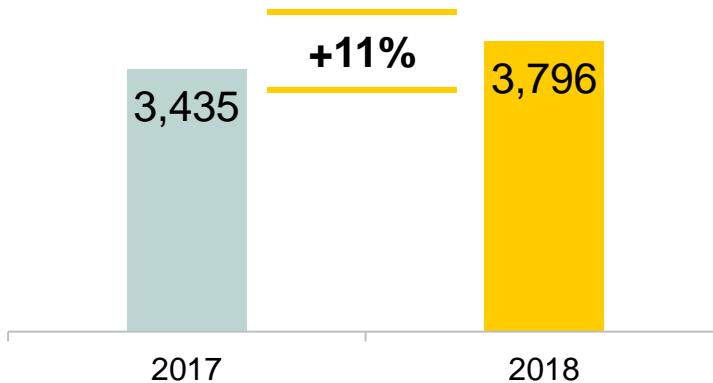
## Orders on hand, in € million

- A large amount of the orders on hand are attributable to "Logistics Systems".



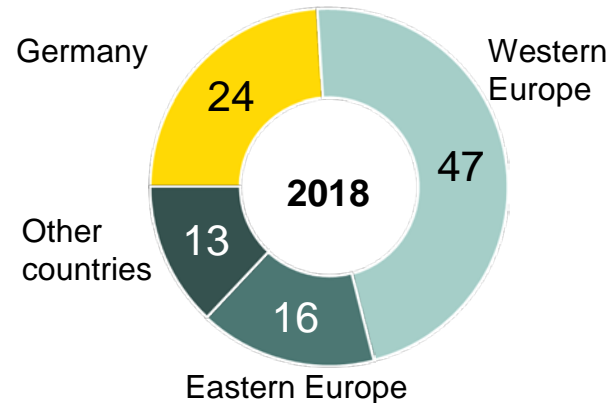
# Group revenue hits all-time high

Group revenue (in € million)



- All business fields and divisions contribute to revenue growth.
- After-sales services increases by 9%.

Revenue by region (%)



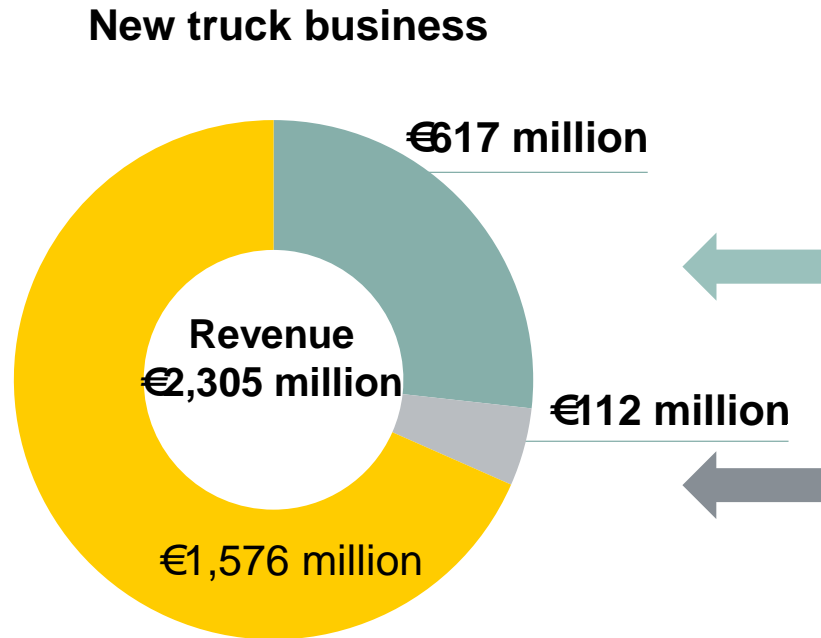
in € million

	2018	2017	Change %
Germany	900	851	5.8
Western Europe	1,780	1,627	9.4
Eastern Europe	616	542	13.7
Other countries	500	415	20.5
Total	3,796	3,435	10.5

- Growth mainly achieved in Germany, Italy, Poland, Austria and the Czech Republic.
- Revenue outside Europe increases by 20%.



# “Logistics Systems” and “Mail Order” continue to grow



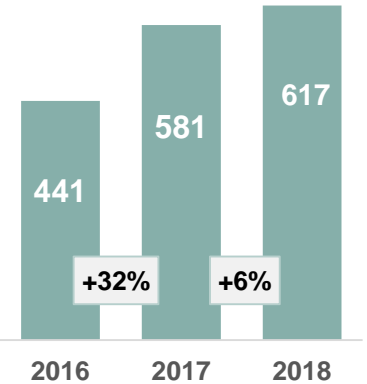
## Logistics Systems

- Large orders shape high prior-year basis.



- System trucks
- Racks
- Project business

Development of revenue in € million

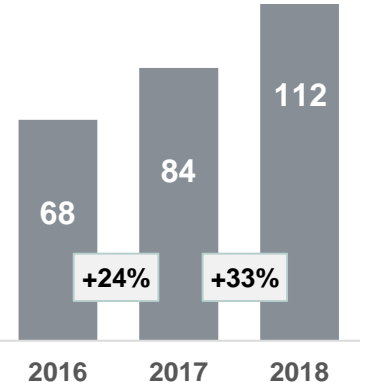


## Mail Order

- Expands through international expansion and extension of the product range.



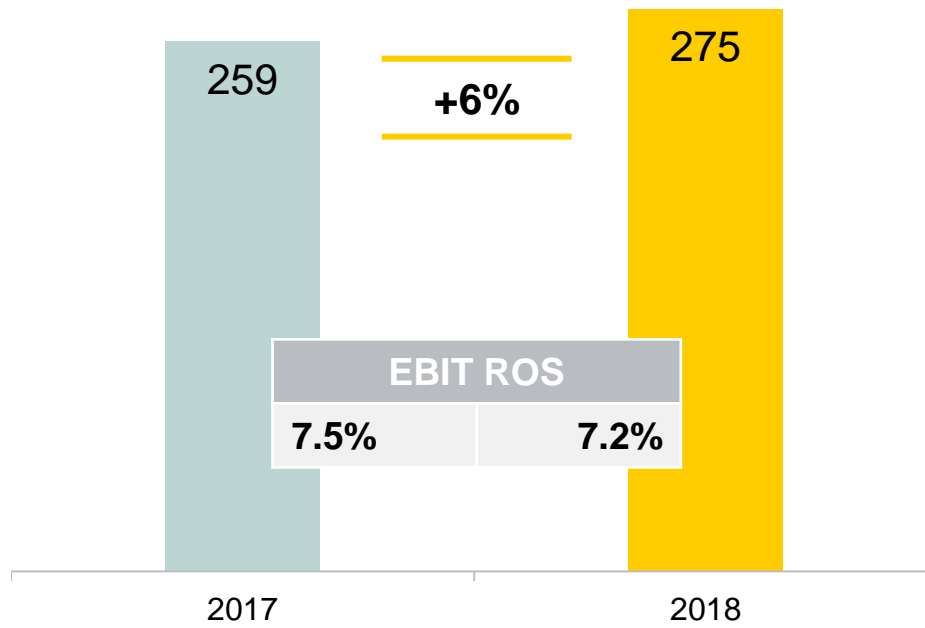
Development of revenue in € million



# EBIT and EBT up again

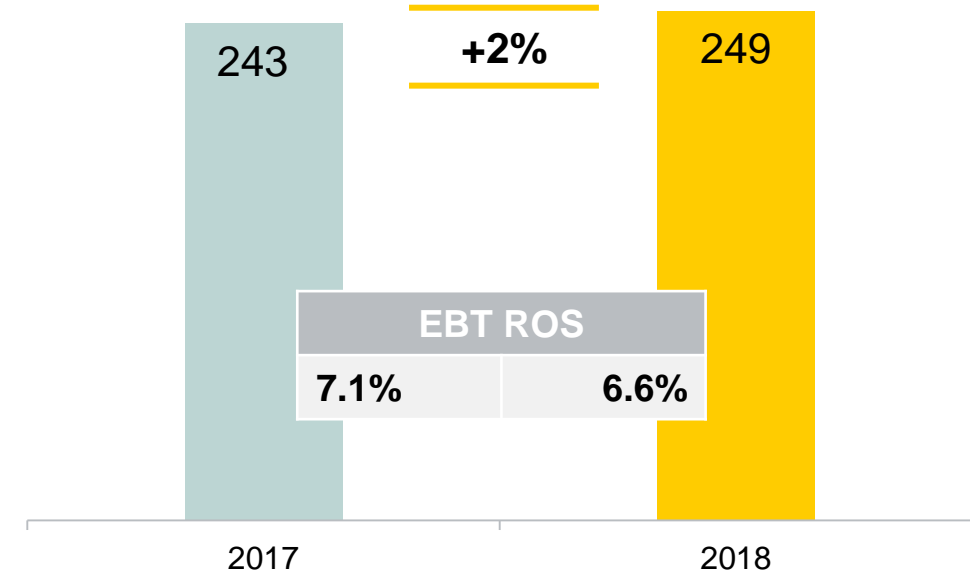
## EBIT, in € million

- EBIT adversely affected by noticeably higher personnel costs, higher than expected raw material prices, costs for CeMAT, the industry's leading trade fair, and supply bottlenecks combined with price increases.



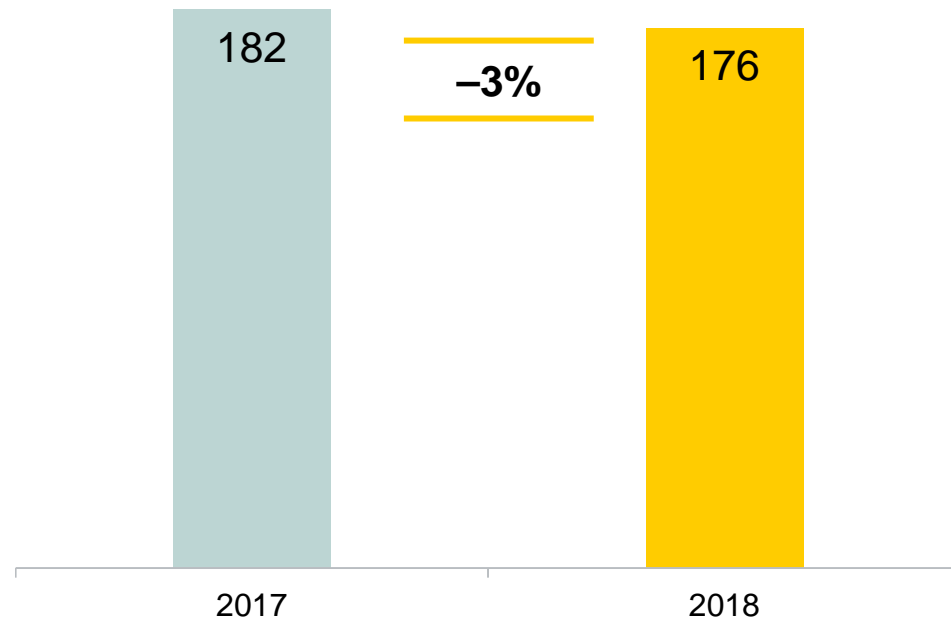
## EBT, in € million

- The measurement of securities and derivatives held in the special fund have a negative influence on the financial result.

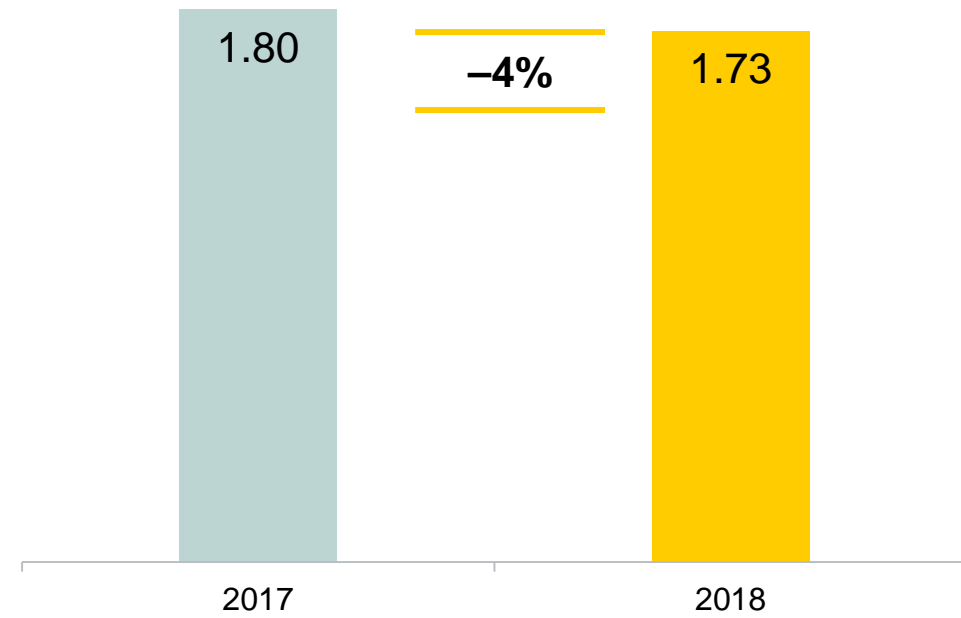


# Profit or loss slightly below the previous year

**Profit or loss, in € million**



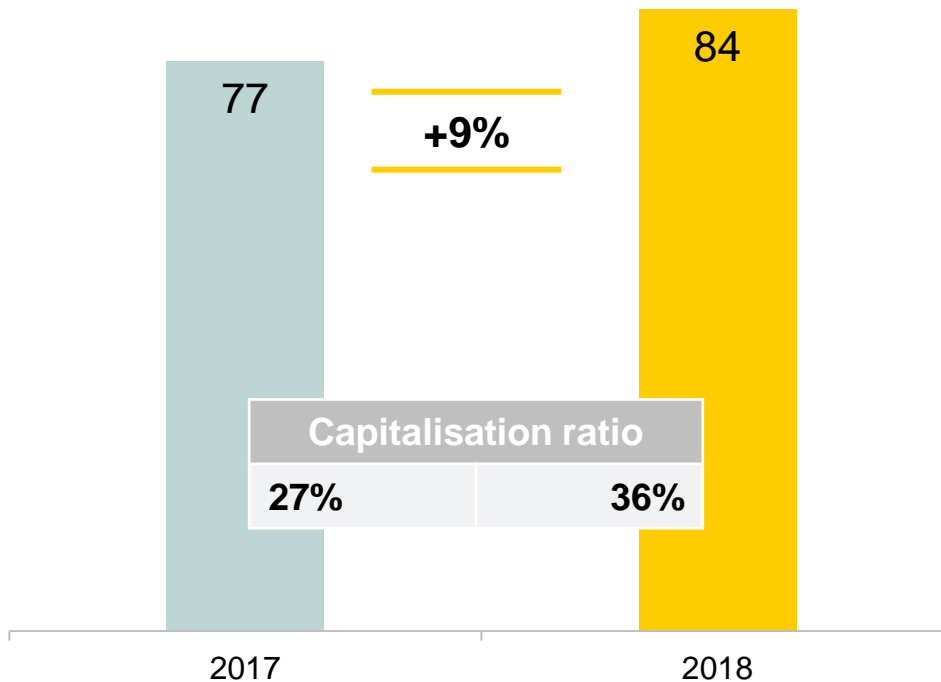
**Earnings per preferred share, in €**



# Research and development expenditure further extended, capital expenditure increased

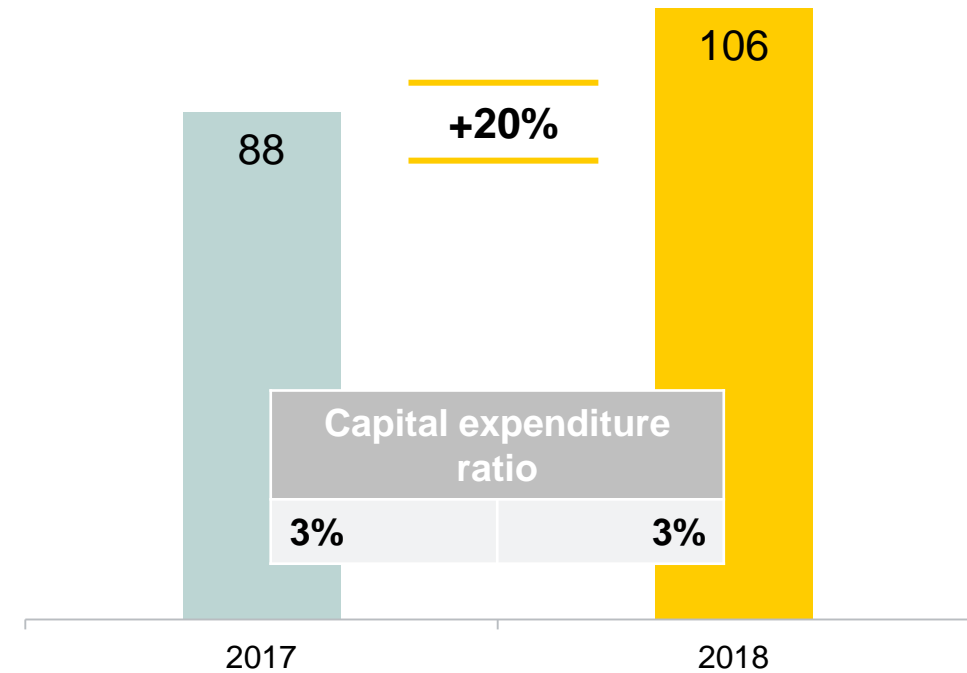
## R&D expenditure, in € million

- Focus: Expansion of market leadership in energy storage systems, expansion of product portfolio for stacker cranes and stationary conveyor systems.



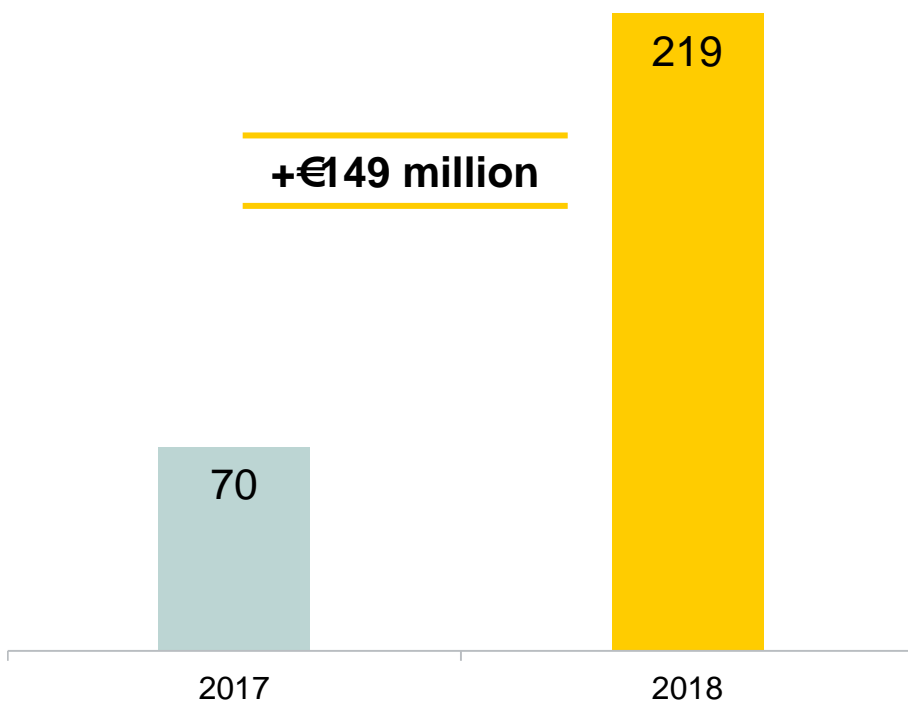
## Capital expenditure, in € million

- Priorities in 2018: Expansion of the spare parts centre in Kaltenkirchen, extension of the plant in Degernpont, construction of a new sales building in Paris and expansion of the head office in Hamburg.



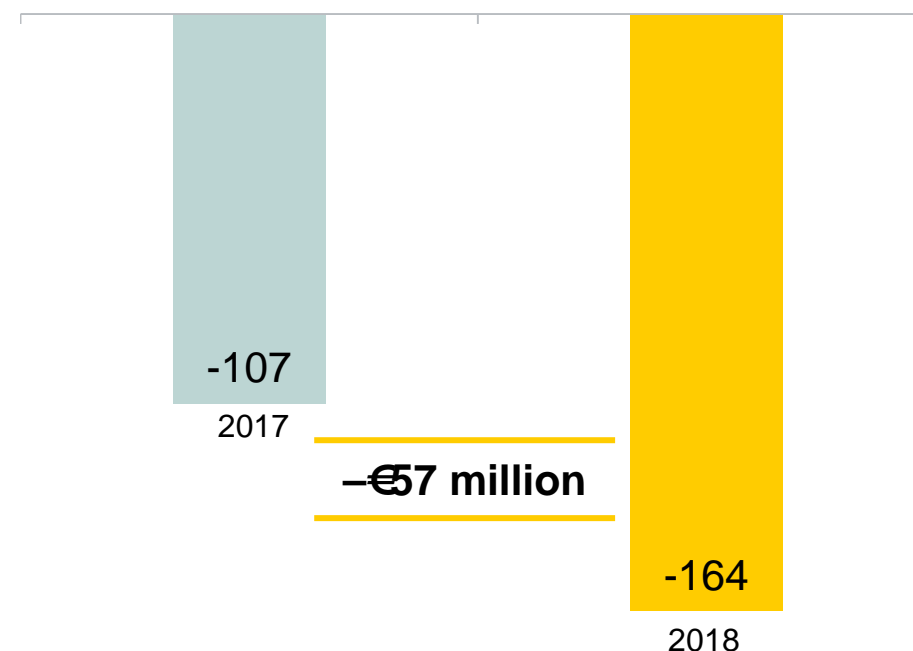
# Cash flow from operating activities impacted by increase in financing for trucks for short-term rental and financial services

Cash flow from operating activities,  
in € million



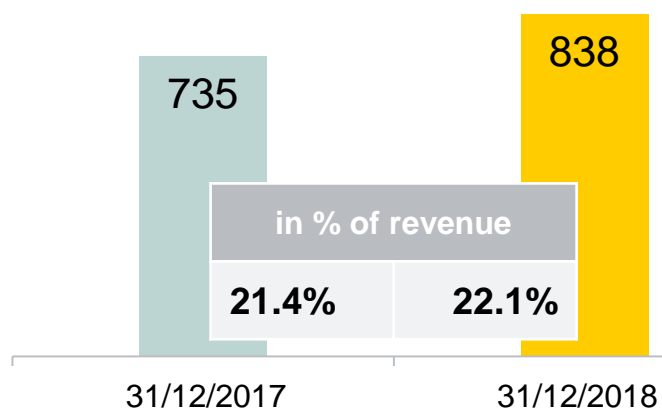
Cash flow from investing activities,  
in € million

- 2018: 40% of the change is based on payments for company acquisitions in South America and Serbia.



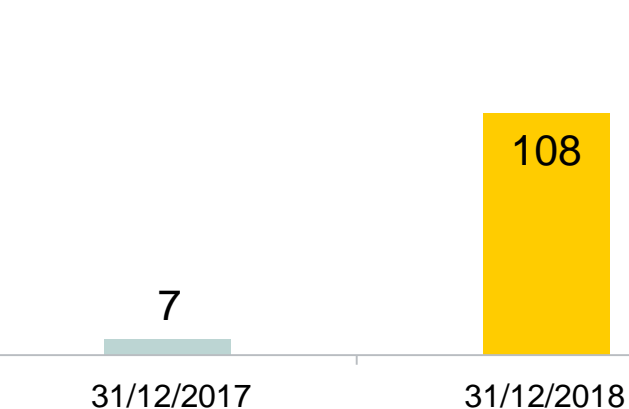
# ROCE down on previous year due to rising net debt

**Working capital, in € million**



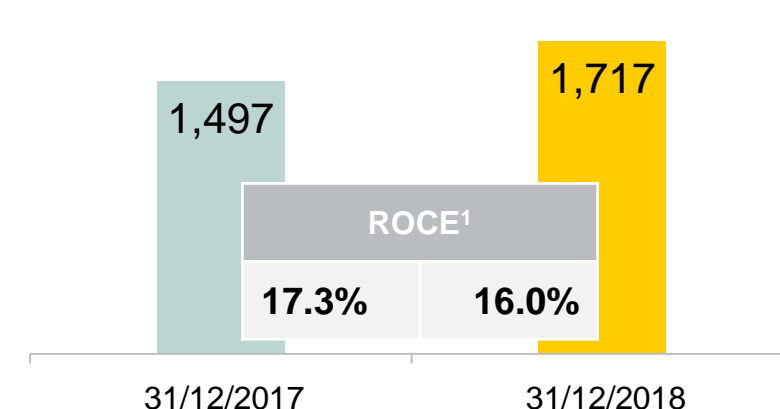
- Increase in inventories as at the balance sheet date, a large part (€53 million): increase in finished products, goods and payments made for sales.

**Net debt, in € million**



- Increase in working capital, the expansion of the short-term rental fleet and payments for company acquisitions lead to higher net debt.
- Adjusted forecast from last year ~ €120 million short at the end of the year.

**Capital employed, in € million**



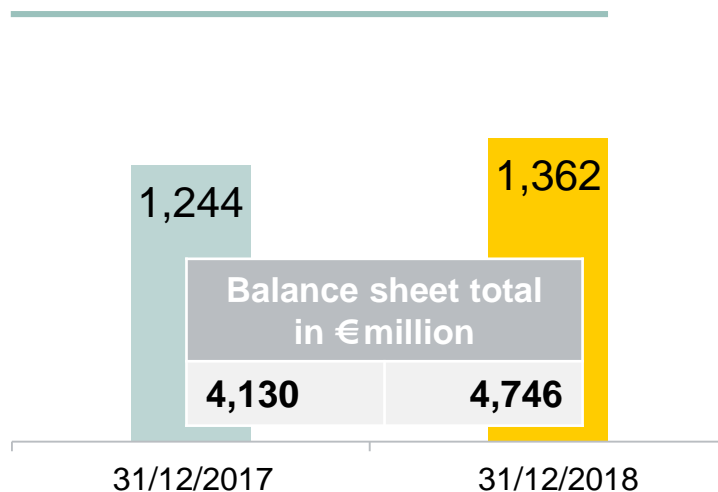
- ROCE down year-on-year as expected due to disproportional increase in interest-bearing capital (+15%) and comparatively low increase in EBIT (+6%).

1) ROCE = EBIT / interest-bearing capital (as at balance sheet date). Interest-bearing capital: equity + financial liabilities + provisions for pensions and similar obligations + long-term personnel provisions – cash and cash equivalents and securities

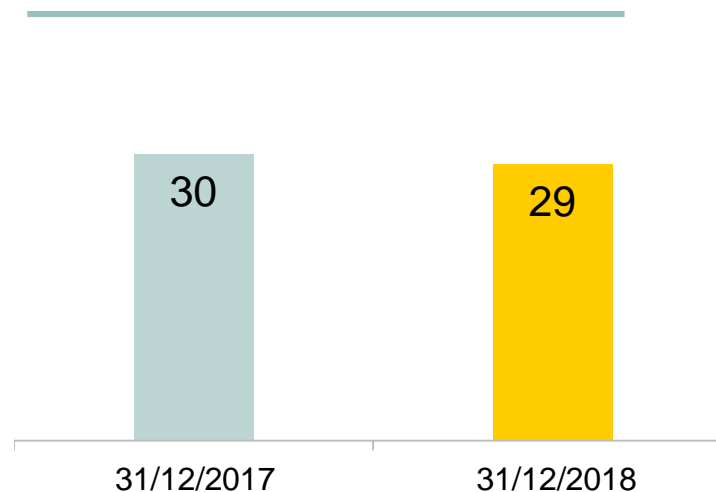


# Stable financial position and capital structure

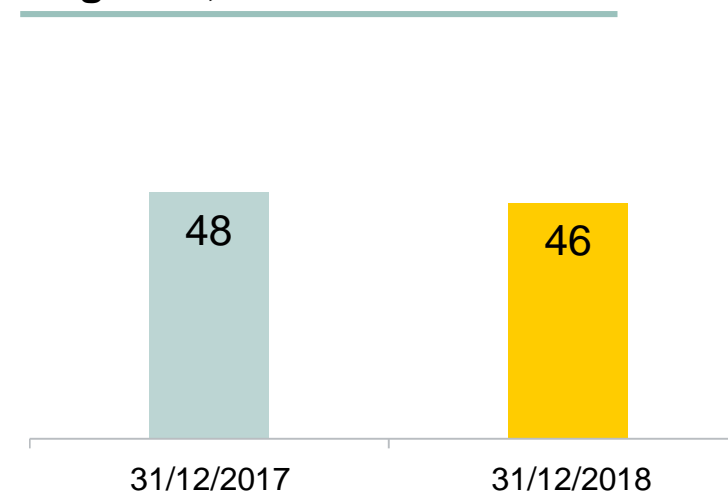
Shareholders' equity,  
in € million



Equity ratio Group,  
in %



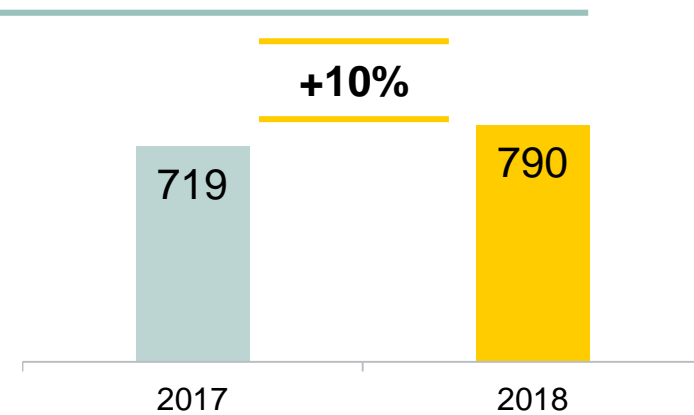
Equity ratio Intralogistics  
segment, in %



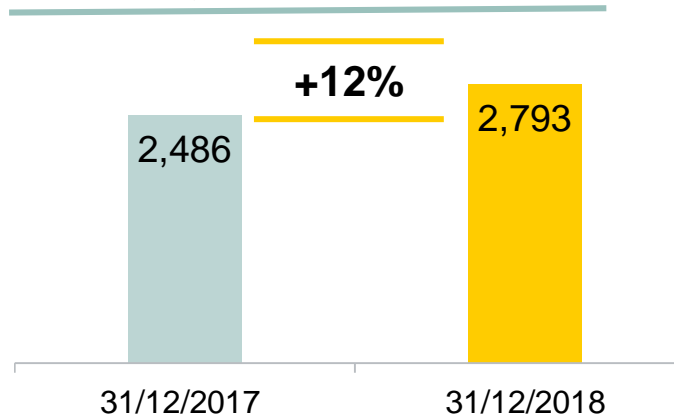
- The main factor in the €118 million increase in shareholders' equity is the positive earnings trend in the reporting year.
- Stronger credit financing of short-term rental business.
- Long-term loans to finance real estate and asset investments with matching maturities.

# More than 40% of new trucks marketed through financial service agreements

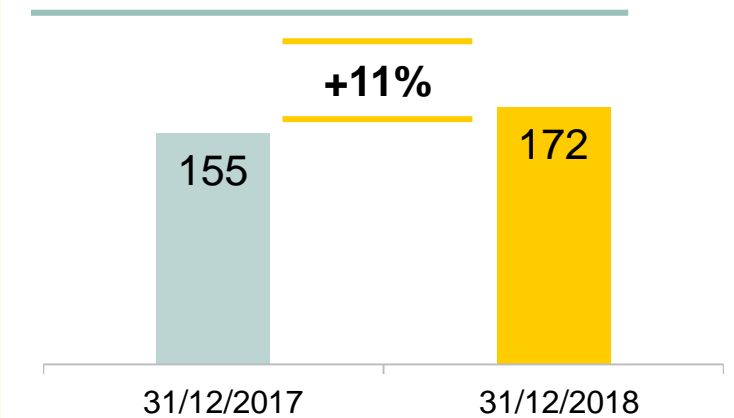
Original value of new contracts, in € million



Original value of contracts on hand, in € million



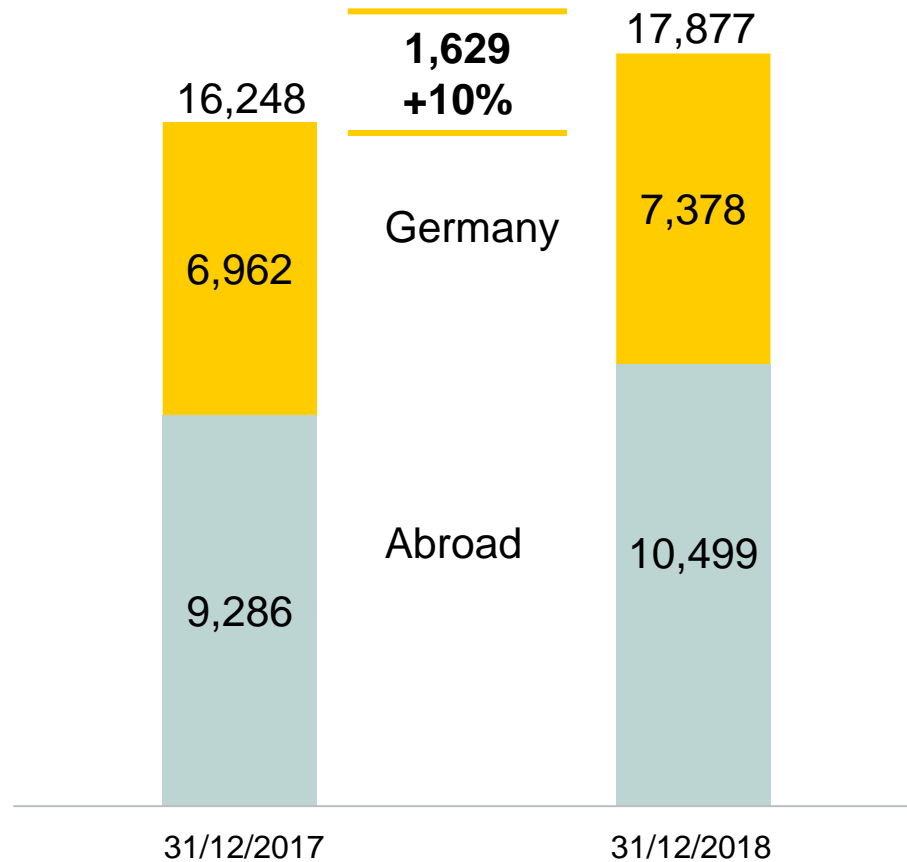
Trucks in contracts on hand, in thousand units



- Leasing ratio still > 40%.
- Financial services agreements ensure long-term customer loyalty.
- Refinancing is carried out with matching maturities and interest rates.

# Workforce expanded further

Employees (full-time equivalent)<sup>1</sup>



- Sales capacity strengthened in Europe, especially in France, Germany, Spain, Italy and Poland.
- 306 new employees due to acquisitions in South America (Colombia, Ecuador and Peru) and Serbia.
- 437 after-sales service technicians hired.

1) Including trainees and apprentices, excluding temporary workers

# Current development of business in January and February 2019

	Jan and Feb 2018	Jan and Feb 2019	Change in %
<b>Incoming orders</b> in € million	584	663	+14%
<b>Incoming orders</b> in units	20,700	21,500	+4%
<b>Production</b> in units	19,500	18,600	–5%
<b>Revenue</b> in € million	562	613	+9%

# 3

## STRATEGIC OVERVIEW

Group strategy with clear goals



# Market drivers in the intralogistics sector

E-COMMERCE

ELECTRIC  
MOBILITY

PURCHASING  
POWER  
GROWTH



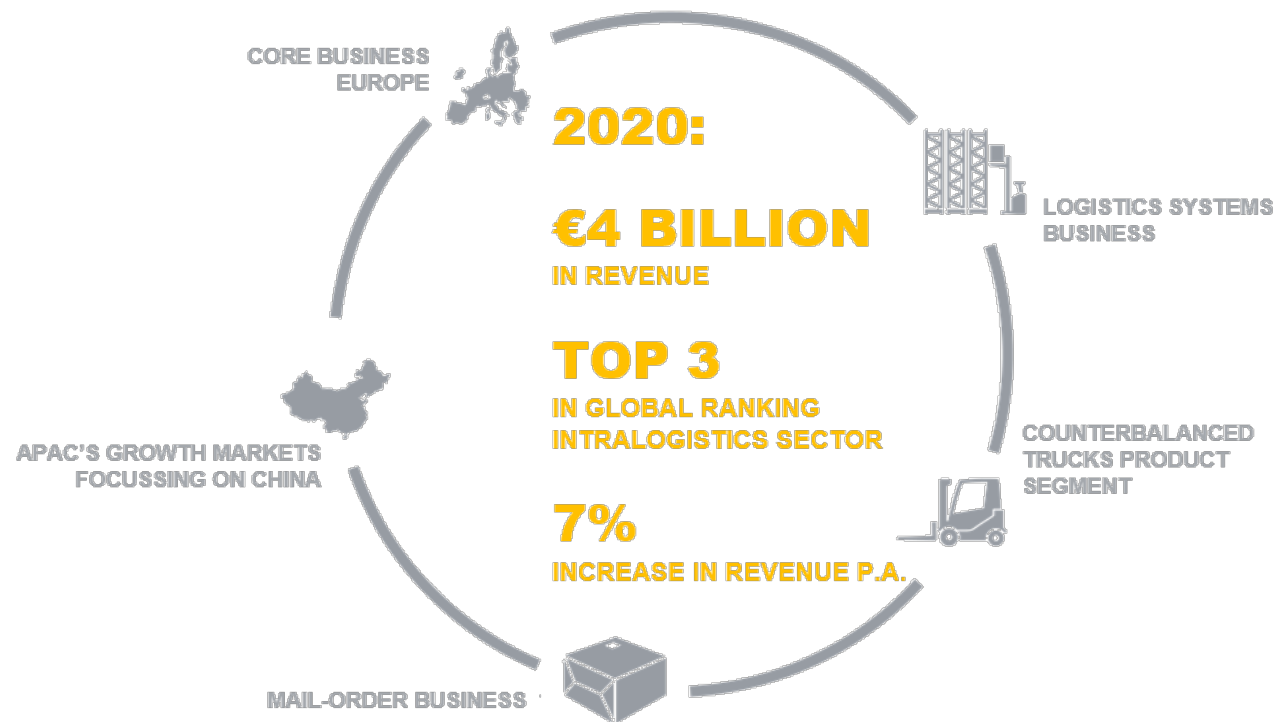
THE INTRA-  
LOGISTICS  
MARKET WILL  
GROW.

JUNGHEINRICH  
IS BENEFITING  
FROM THIS  
GROWTH TREND.





# Group strategy with clear goals geared towards sustainable, profitable growth



- THE CHARACTER OF A FAMILY BUSINESS: ORDINARY SHARES IN FAMILY HANDS.
- HIGH EQUITY RATIO, FINANCIAL INDEPENDENCE.
- ATTRACTIVE CUSTOMER INDUSTRIES.
- STRONG MARKET POSITION.

# Long-term stability through an integrated business model



- LESS CYCLICAL, NEARLY 45% OF GROUP REVENUE GENERATED WITH SERVICES.
- CUSTOMERS ARE PRIMARILY IN THE LESS CYCLICAL RETAIL, WHOLESALE, LOGISTICS AND FOOD INDUSTRIES.
- CLOSE CUSTOMER LOYALTY DUE TO HIGH LEASING RATIO (>40%)\*.
- JUNGHEINRICH'S TEN LARGEST INDIVIDUAL CUSTOMERS ACCOUNT FOR ONLY APPROX. 10% OF GROUP REVENUE.

\*Number of material handling equipment units sold under financial service agreements in relation to the new trucks sold by the Jungheinrich Group.

# Market drivers in the intralogistics sector

## LITHIUM-ION TECHNOLOGY MILESTONES

ELECTRIC  
MOBILITY

**2011**

First manufacturer of  
series-produced truck  
with lithium-ion battery  
EJE 112i



**2018**

Series launch of  
reach truck  
ETV 216i  
incl. lithium-ion battery



**2018**

12,000 lithium-ion  
trucks sold  
(2017: 5,800)



**2019**

Series launch of  
electric  
stacker truck  
ERC 216zi



# Market drivers in the intralogistics sector

LITHIUM-ION TECHNOLOGY  
STRATEGIC INVESTMENT

ELECTRIC  
MOBILITY



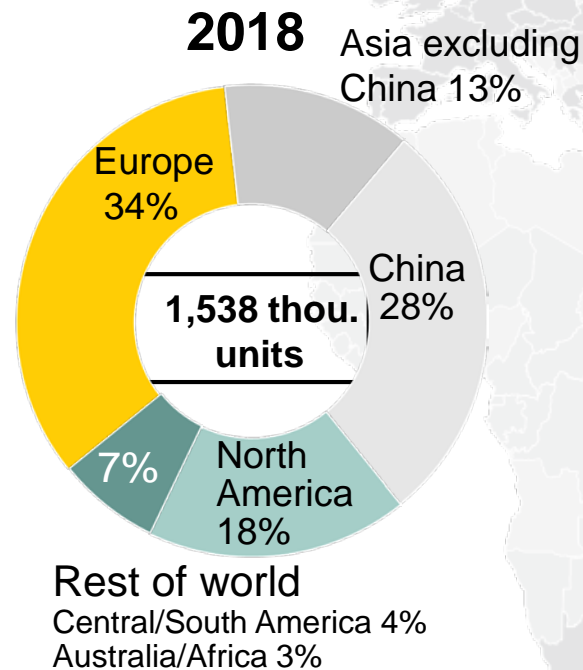
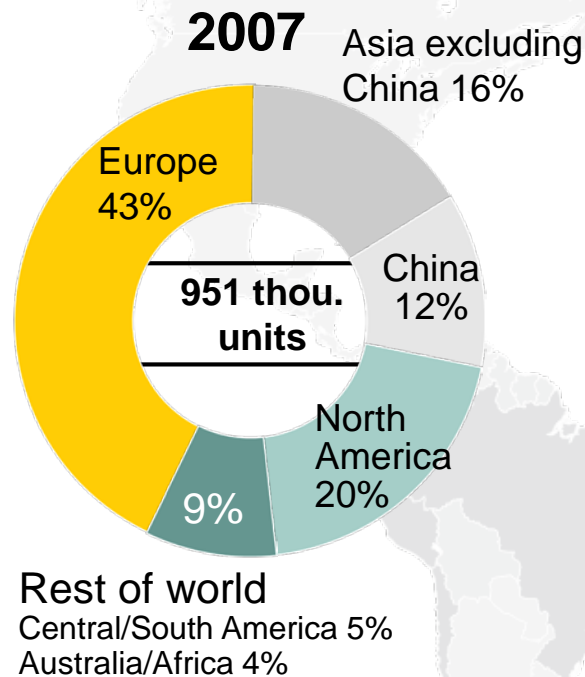
- JUNGHEINRICH AND TRIATHLON ESTABLISH A COMPANY FOR THE PRODUCTION AND REPROCESSING OF LITHIUM-ION BATTERY SYSTEMS (70% / 30%):  
**JT ENERGY SYSTEMS GMBH.**
- CAPITAL STOCK: €3.1 MILLION.
- OPERATIONAL LAUNCH: AUGUST 2019.

## GOAL:

- TO BUILD UP PRODUCTION CAPACITIES TO MEET THE RAPIDLY GROWING DEMAND FOR LITHIUM-ION BATTERY SYSTEMS AND EXPAND OUR TECHNOLOGICAL LEADERSHIP IN THIS AREA.

# Market drivers in the intralogistics sector

**PURCHASING  
POWER  
GROWTH**



## APAC:

- NEW COMPANIES IN INDIA (2012), MALAYSIA (2014) AND AUSTRALIA (2015).
- OWN SALES COMPANY IN CHINA SINCE 2004.
- PRODUCTION IN CHINA SINCE 2006, OWN PLANT SINCE 2013.

## OTHER REGIONS:

- NEW COMPANIES IN SOUTH AFRICA (2015), ROMANIA (2015), CHILE (2016), COLOMBIA (2018), PERU (2018), ECUADOR (2018) AND SERBIA (2018).

# Market drivers in the intralogistics sector

DIGITAL PRODUCTS /  
FULL AUTOMATION

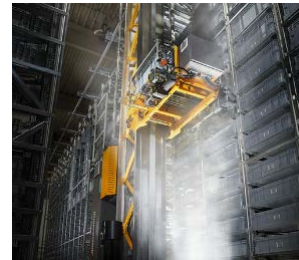
E-COMMERCE

Warehouse  
management  
systems

Logistics interface  
Warehouse  
digitalisation

Fleet  
management  
systems

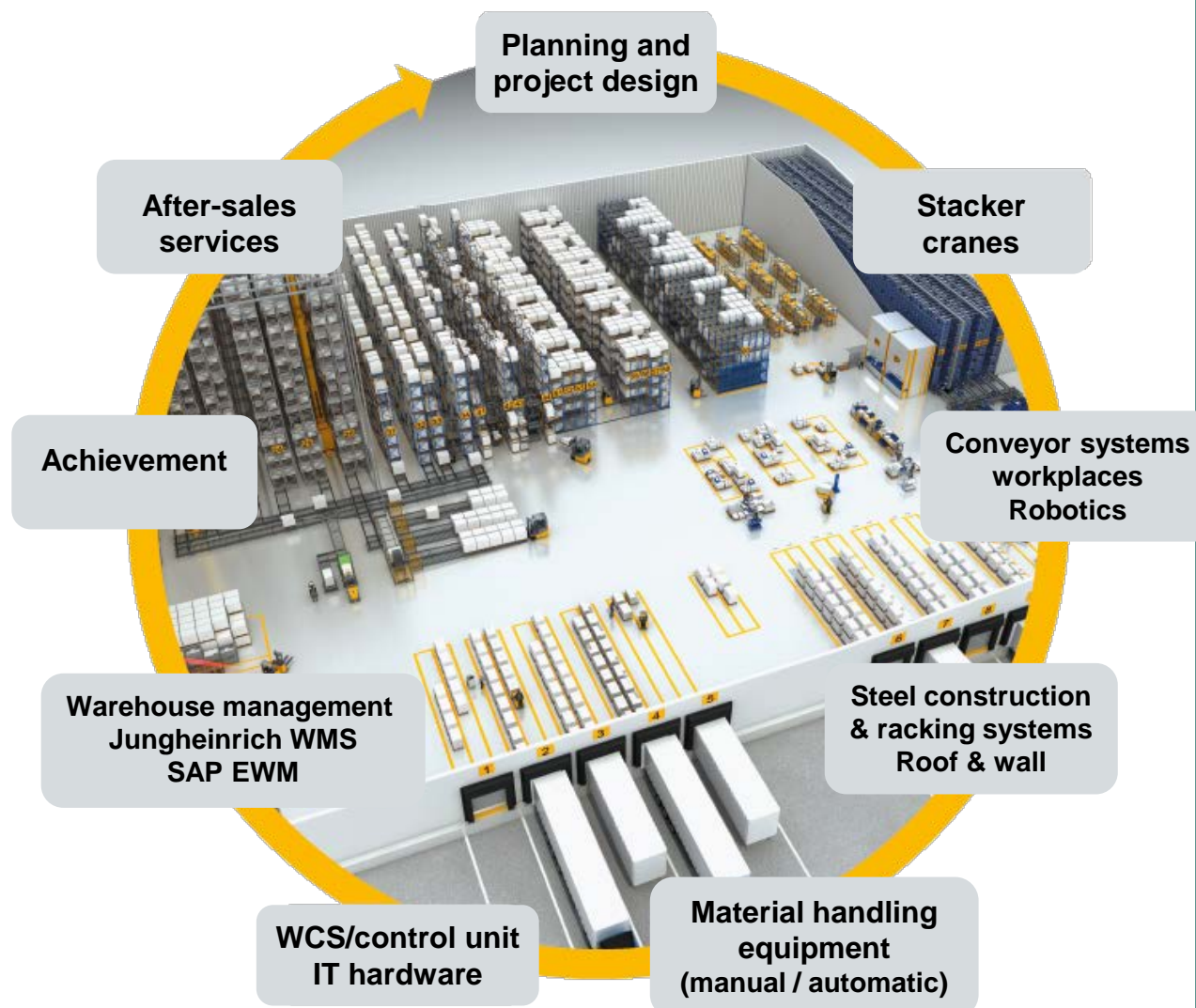
Radio data  
solutions



- MARKET LAUNCH OF HIGH-PERFORMANCE MINILOAD **STC 2B1A** (2018).
- WAREHOUSE MANAGEMENT SYSTEM “JUNGHEINRICH WMS” UPDATED IN 2018.
- JUNGHEINRICH TAKES OVER ISI AUTOMATION GMBH, SPECIALIST IN TURNKEY AUTOMATION SOLUTIONS, IN 2019.



# Range of services for “Logistics Systems”



- HETEROGENEOUS CUSTOMER STRUCTURE.
- CONTRACT SIZE FOR AUTOMATED SOLUTIONS GENERALLY BETWEEN €1 MILLION AND €20 MILLION.
- MARKET SHARE OF SYSTEM TRUCKS IN EUROPE > 40%.
- PRODUCTION HIGHLIGHTS FOR AUTOMATED GUIDED VEHICLES (AGVs):
  - AUTOMATED HIGH-RACK STACKER **EKX 516A**: TOP PERFORMANCE AT LOW ENERGY CONSUMPTION.
  - VERTICAL ORDER PICKER **EKS 412S**: TOP PERFORMANCE AT ALL LEVELS WITH 14M PICKING EFFICIENCY.
- EXPANSION OF DEGERNPOINT PLANT (WAREHOUSE AND SYSTEM TRUCKS) TO >5,000 UNITS OF MATERIAL HANDLING EQUIPMENT STARTED.



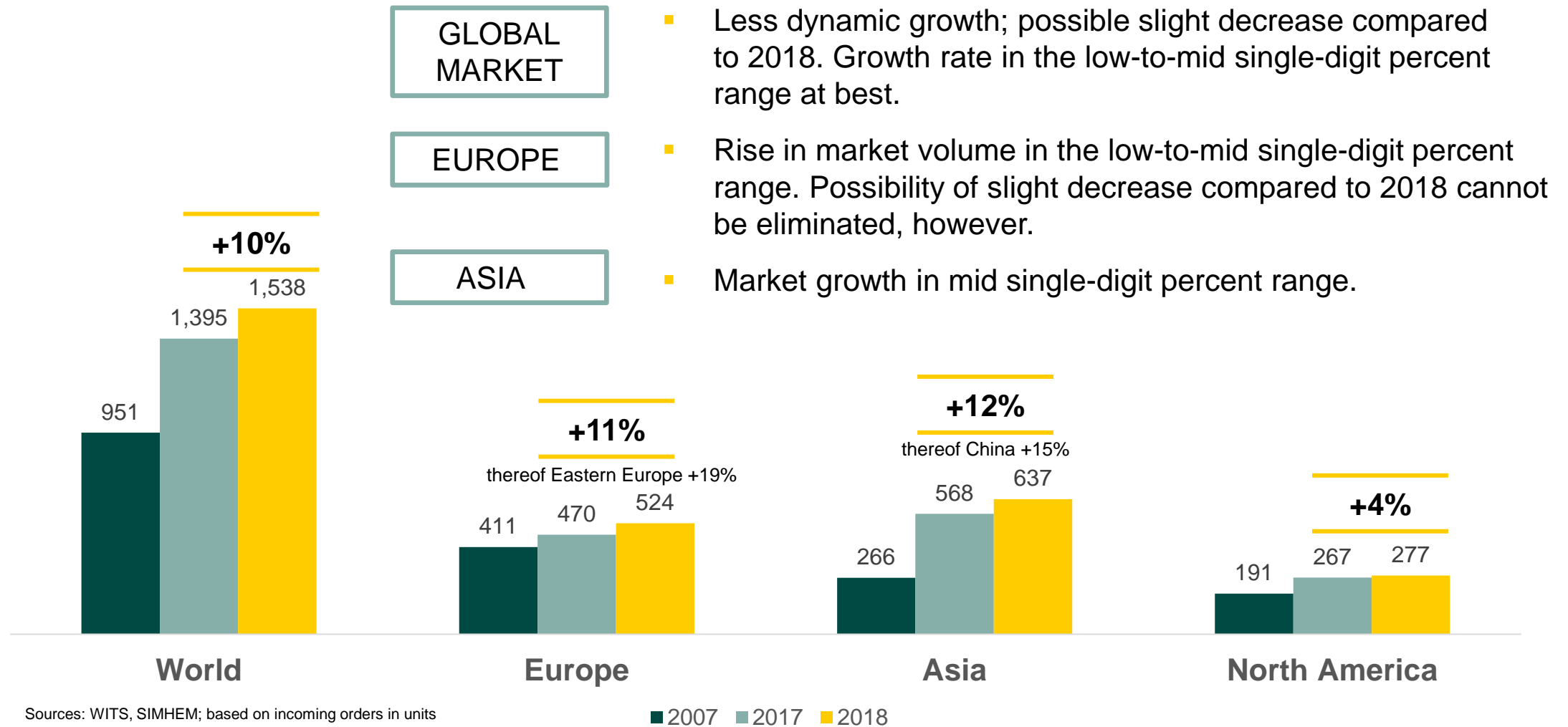
# Jungheinrich: an attractive investment



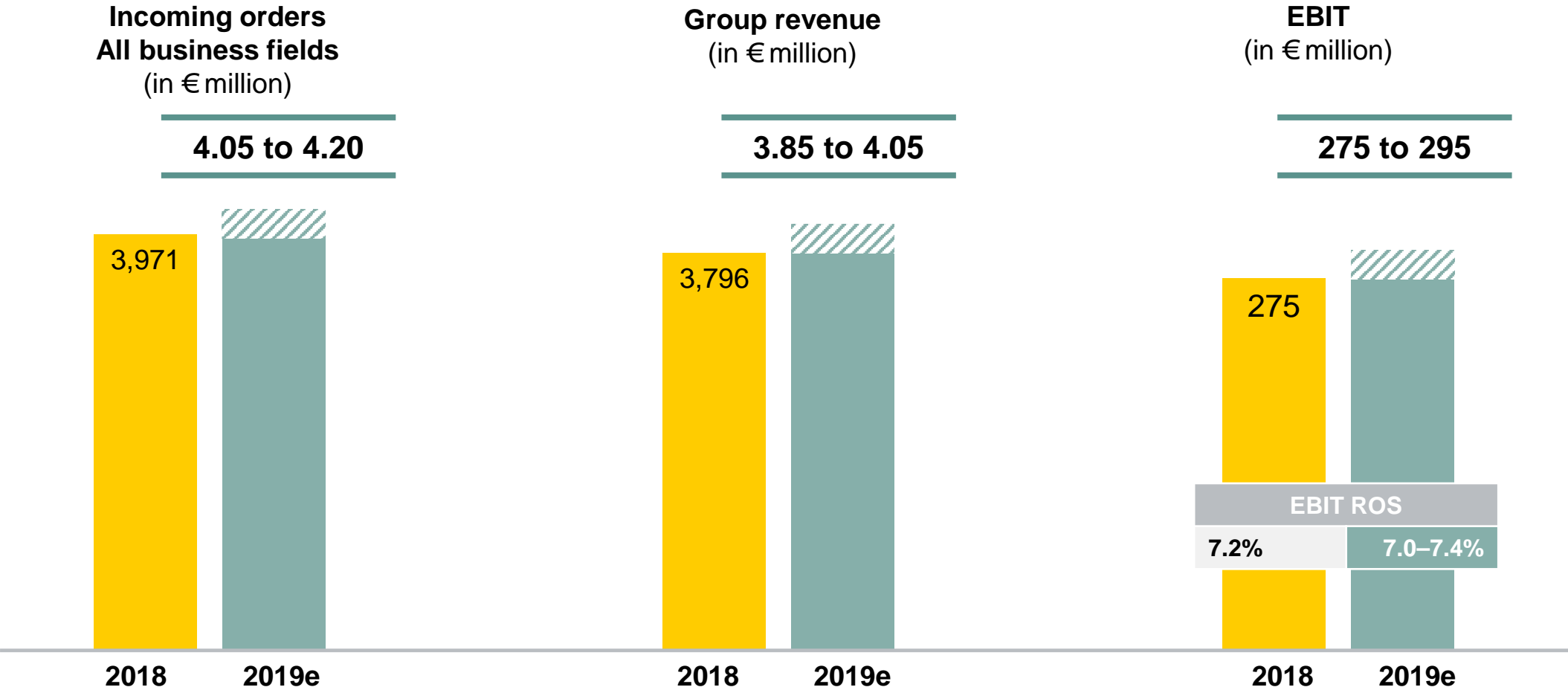
**MARKET OPPORTUNITIES  
MEET THE STRENGTH  
OF JUNGHEINRICH!**



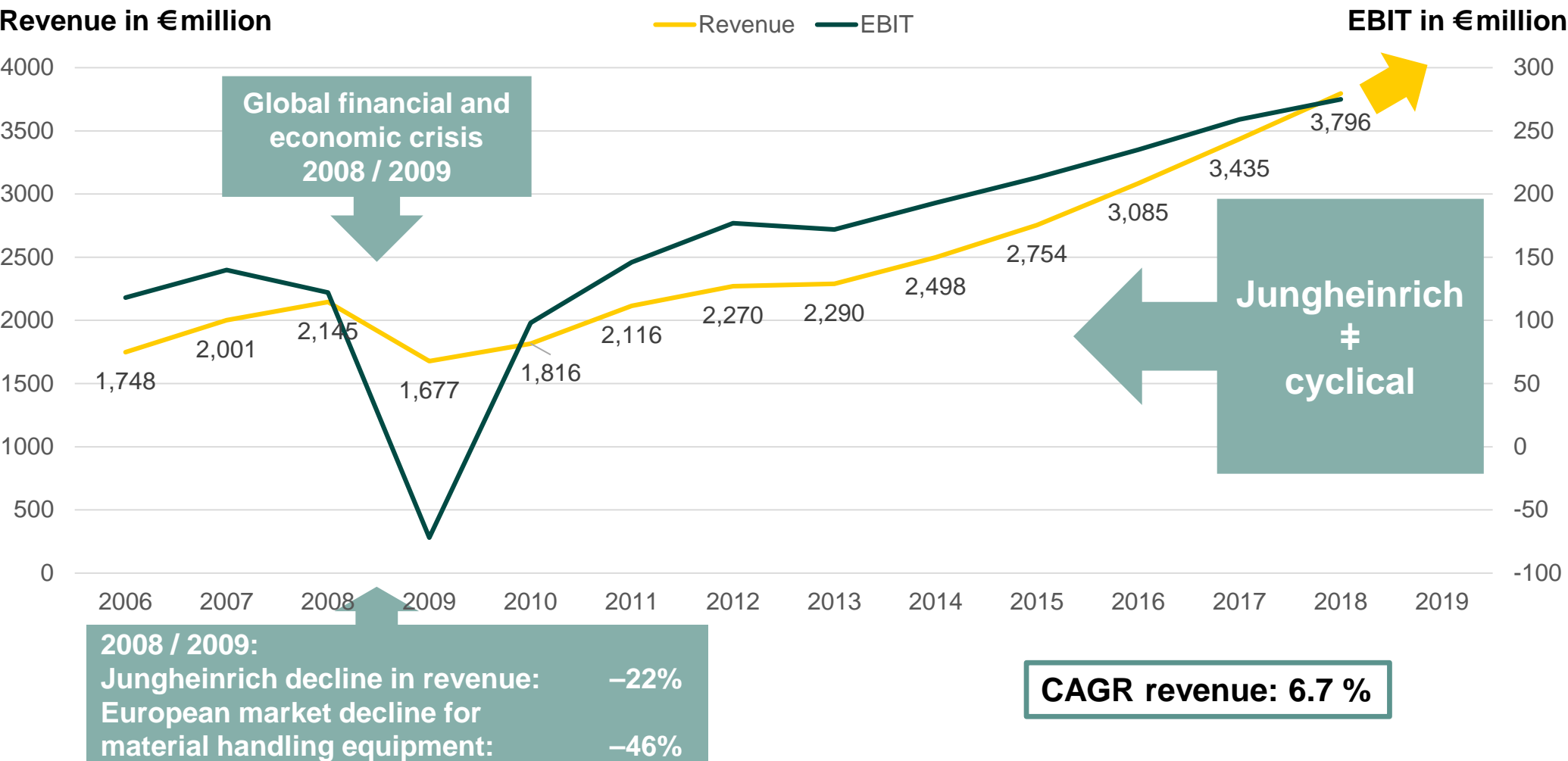
# Global market for material handling equipment will continue to grow in 2019, but with slowing momentum



# Jungheinrich Group forecast 2019



# Jungheinrich: a sound investment



CAGR = compound annual growth rate

# Disclaimer

Unforeseeable developments may cause the actual business trend to differ from expectations, assumptions and estimates of the management of Jungheinrich that are reproduced in this presentation. Factors that may lead to such deviations include changes in the economic environment, within the material handling equipment sector as well as to exchange and interest rates. No responsibility is therefore taken for the forward-looking statements in this presentation.

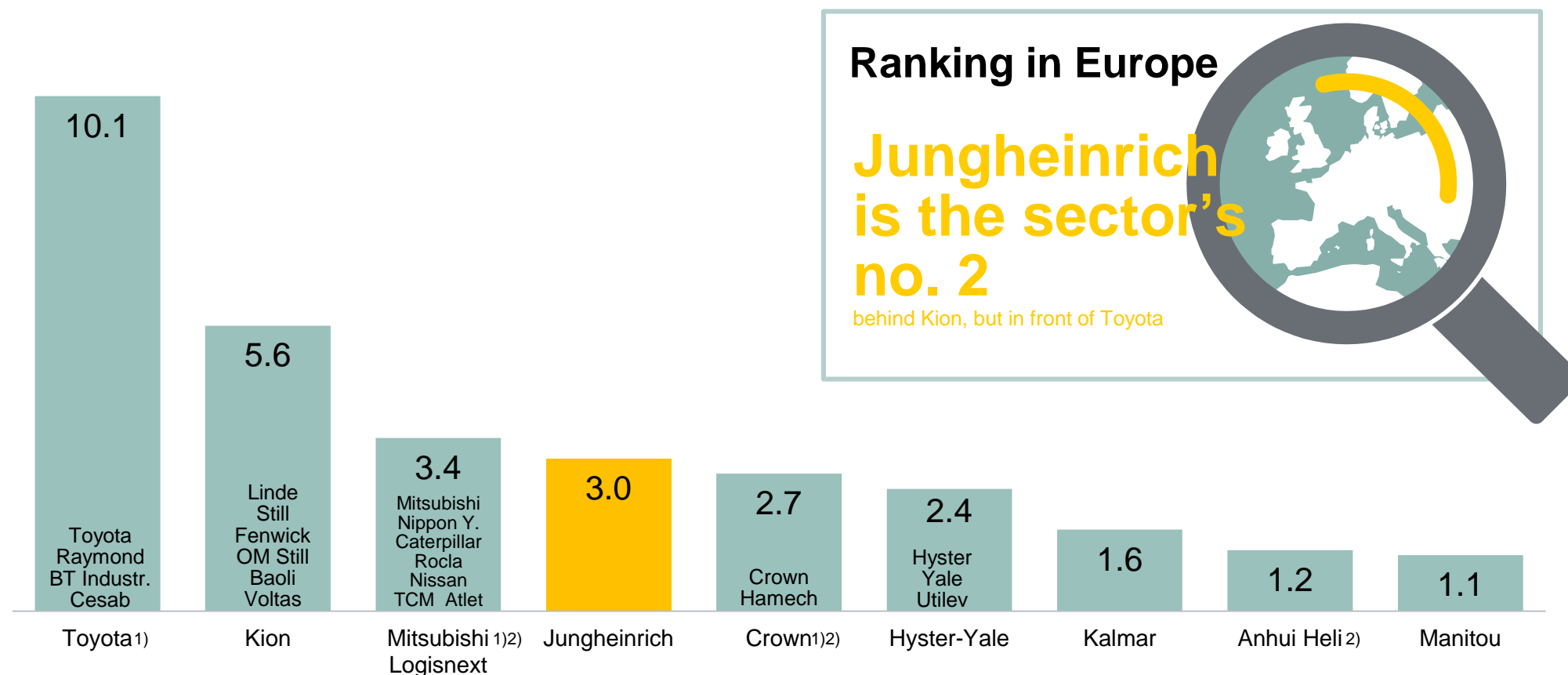




# NOTES

# Global ranking of material handling equipment manufacturers

## 2017 revenue of forklift trucks and warehousing equipment in €billion



1) Financial year from April to March

2) Revenue from forklift trucks and warehousing equipment generally lower than Group revenue. Exceptions are Mitsubishi Logisnext; Crown and Anhui Heli (value given here for revenue from forklift trucks and warehousing equipment = Group value).

Source: Logistik Journal, 10/2018

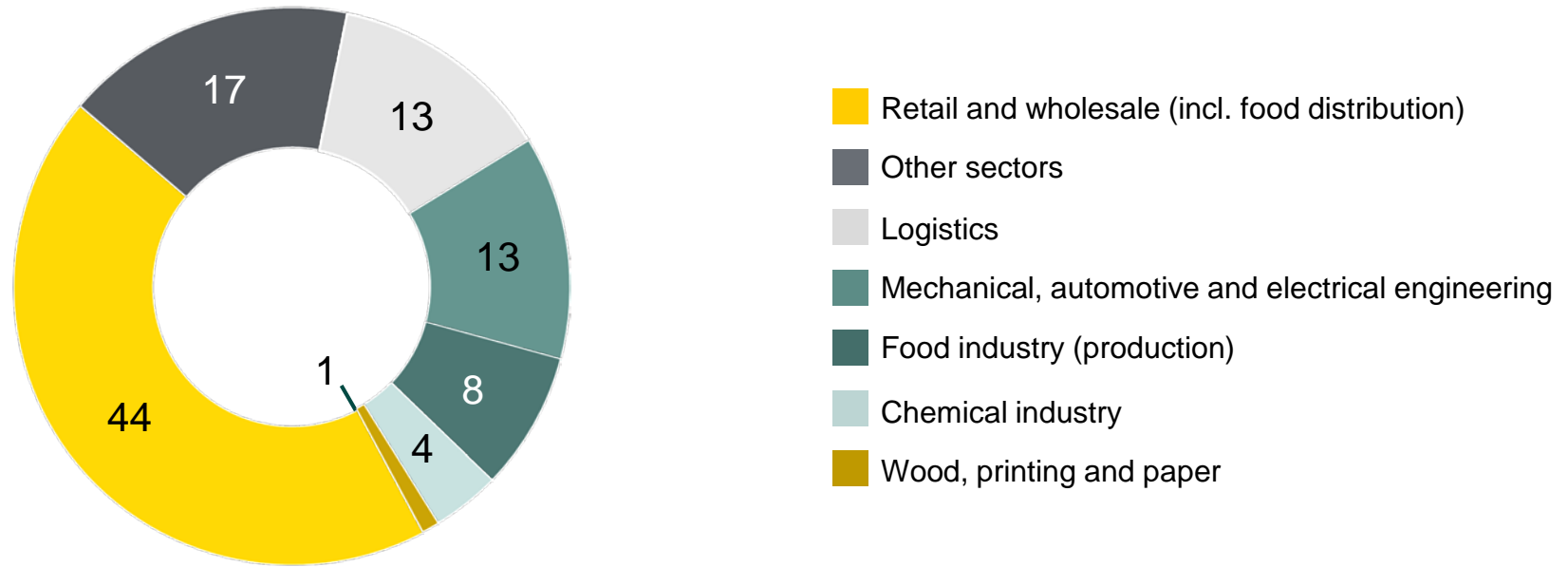
# Jungheinrich Group production sites

	Germany							Hungary	China	
	Norderstedt	Lüneburg	Moosburg	Degernpoint	Landsberg	Munich	Dresden	Gyöngyös	Qingpu	Kunshan
Low-lift trucks					•				•	
Stacker trucks	•								•	
Battery-powered counterbalanced trucks			•						•	
IC engine-powered counterbalanced trucks			•							
Reach trucks	•								•	
Order pickers	•	•		•						
Tow tractors and trailers		•								
High-rack stackers				•						
Stacker cranes								•		•
Load handling equipment						•				•
Automated guided vehicles		•		•						
Small-series and customised trucks		•								
Control units, batteries and chargers	•								•	
Reconditioning of used equipment							•		•	



# Jungheinrich: Broad customer base

Customer structure by sector (%)



Based on approximately 70% of incoming orders in units

# Jungheinrich key data (I)

in €million	2007	2015	2016	2017	2018
Incoming orders	2,120	2,817	3,220	3,560	3,971
Group revenue	2,001	2,754	3,085	3,435	3,796
thereof Germany	505	701	753	851	900
thereof abroad	1,496	2,053	2,332	2,584	2,896
EBIT	140	213	235	259	275
EBIT ROS	7.0%	7.7%	7.6%	7.5%	7.2%
Capital employed <sup>1</sup>	578	1,187	1,318	1,497	1,717
ROCE <sup>2</sup>	24.1%	17.9%	17.8%	17.3%	16.0
R&D expenditure	41	55	62	77	84
Capital expenditure <sup>3</sup>	52	87	59	88	106

1) Shareholders' equity + Financial liabilities – Cash and cash equivalents and securities + Provisions for pensions and long-term personnel obligations

2) EBIT / Employed interest-bearing capital x 100

3) Property, plant and equipment and intangible assets without capitalised development expenditures

## Jungheinrich key data (II)

in €million	2007	2015	2016	2017	2018
Equity ratio (Intralogistics)	40%	48%	48%	48%	46%
Equity ratio (Group)	27%	31%	31%	30%	29%
Net debt <sup>1</sup>	40	–75	–56	7	108
Tax ratio	41%	31%	28%	25%	29%
Profit or loss	82	138	154	182	176
Employees (FTE <sup>3</sup> )	10,178	13,962	15,010	16,248	17,877
thereof Germany	4,761	6,078	6,511	6,962	7,378
thereof abroad	5,417	7,884	8,499	9,286	10,499
Dividend per preferred share	€0.19 <sup>2</sup>	€0.40 <sup>2</sup>	€0.44	€0.50	€0.50 (proposal)

1) Net debt = Financial liabilities – cash and cash equivalents and securities

2) Figures adjusted retroactively due to the 1:3 stock split implemented on 22 June 2016

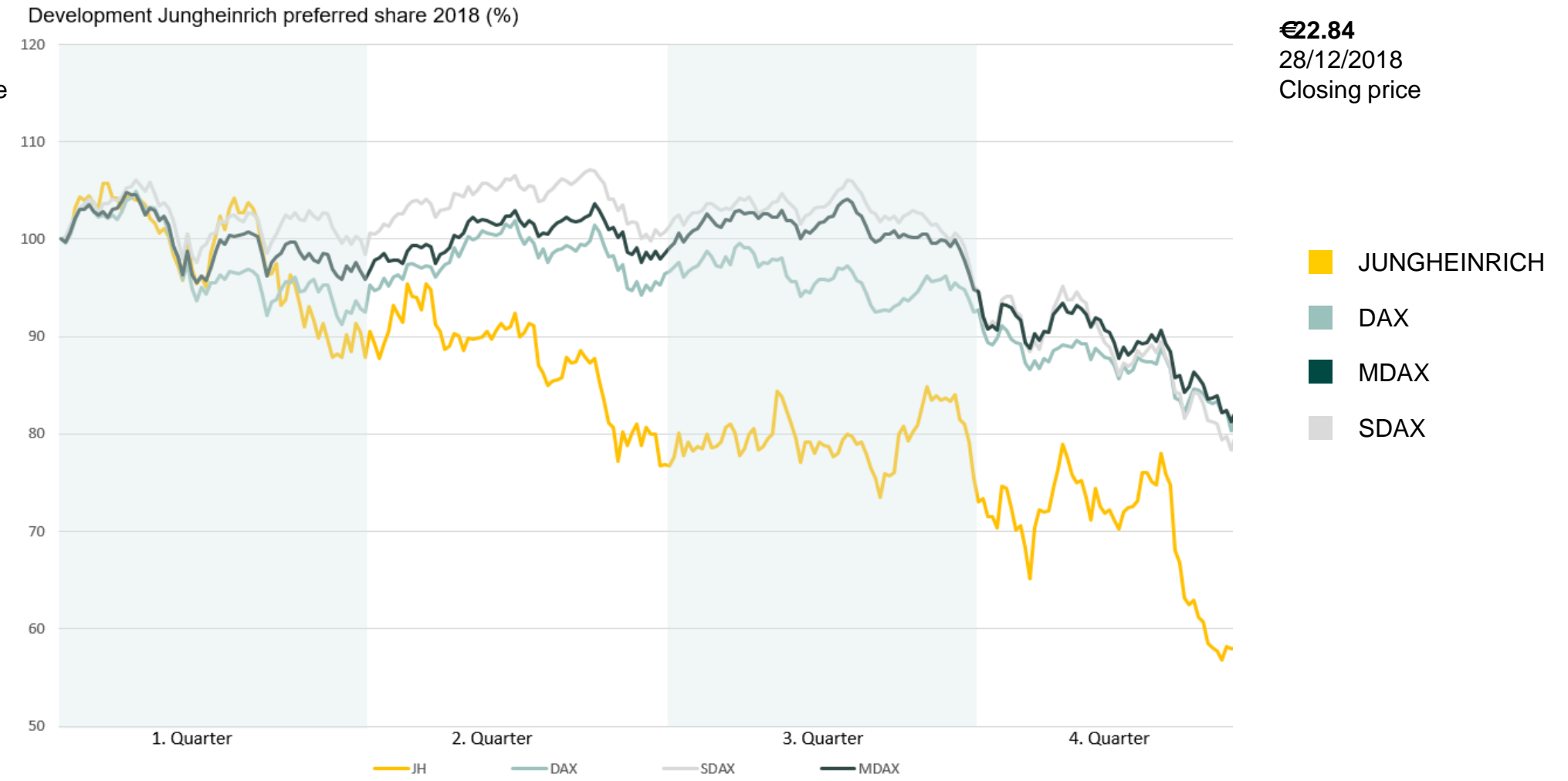
3) full-time equivalent

# Development of Jungheinrich preferred share

## All-time high: €41.60 on 12 + 15 January 2018

**€39.35**  
29/12/2017  
Closing price

**€22.84**  
28/12/2018  
Closing price



## Financial calendar



Balance sheet press conference	20/03/2019
Analyst conference	20/03/2019
2019 Annual General Meeting	30/04/2019
Dividend payment	06/05/2019
Interim statement as of 31/03/2019	10/05/2019
Interim report as of 30/06/2019	08/08/2019
Interim statement as of 30/09/2019	07/11/2019



## Contact

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## General information

Subscribed capital: €102 million subdivided into  
54,000,000 no-par-value ordinary shares  
48,000,000 no-par-value preferred shares (listed)

Securities identification numbers (preferred shares):

ISIN: DE0006219934

WKN: 621 993



Stock exchanges: Frankfurt and Hamburg and all other  
German stock exchanges

Segment Prime Standard

Branch: Industry

Stock index: SDAX

Ticker:

Reuters JUNG\_p.de

Bloomberg JUN3 GR