

# COMPANY PROFILE

**Founded in 1953, Jungheinrich ranks among the world's leading solutions providers for the intralogistics sector. With a comprehensive portfolio of material handling equipment, logistics systems and services, Jungheinrich is able to offer customers tailored solutions for the challenges posed by Industry 4.0.**

The **product range** covers everything from manual to fully automated trucks: from hand pallet trucks and the battery-powered reach trucks, which are both attributable to the innovative spirit of the company's founder, Dr Friedrich Jungheinrich, to the high-rack stacker EKX and automated guided vehicles such as the automated tow tractor EZS 350a, both of which are considered to be the benchmark in their respective classes.

In line with its **4/7 growth strategy**, Jungheinrich has expanded its logistics systems business and successfully positioned itself globally as a system supplier of intelligent intralogistics. This means the customised planning, project management and realisation of complete 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 provides customers with fully interconnected solutions from a single source.

The company's own **energy expertise** was also substantially developed in past years: in addition to electric engines and drive controls, Jungheinrich also produces the corresponding batteries and chargers – with the aim of harnessing the maximum energy-efficient performance of all vehicles. Particularly in the field of lithium-ion technology Jungheinrich holds a leading position in the industry due to its own research and production activities. Nearly all trucks are offered with lithium-ion batteries. To this end, a dedicated battery production line was set up in the Norderstedt plant. A total of more than one million battery-powered trucks from Jungheinrich are in use in warehouses around the world.

## LEADING SOLUTIONS PROVIDER FOR THE INTRALOGISTICS SECTOR

Year of establishment: **1953**

### Portfolio:

- ▶ **Material handling equipment** (New, used and short-term rental trucks)
- ▶ **Logistics systems** (Racks, software, automation)
- ▶ **Associated services** (After-sales services, financial services, consulting, Jungheinrich PROFISHOP)
- ▶ **Energy expertise** (Electric engines, drive controls, batteries, chargers)

€ **3.8** billion of **annual revenue** (2018)

**18,000** employees (31/12/2018)

Own direct sales and service network in **40** countries

as well as in **80** additional countries through partner organisations

Legal form: **Stock corporation**, listed on the **SDAX** stock index

 **JUNGHEINRICH**

Jungheinrich assembles at ten **production plants**: stacker trucks, reach trucks and order pickers come from the plant in Norderstedt, on Hamburg's doorstep – the one millionth truck rolled off the line in 2017. In Moosburg, Bavaria, counterbalanced forklift trucks are assembled, and high-rack stackers in the neighbouring plant in Degernpoint. Low-lift trucks are manufactured in Landsberg, near Halle (Saale) and, in Lüneburg to the south of Hamburg, primarily customised trucks are produced. Used equipment is reconditioned for resale at a purpose-built plant in Dresden. The production plant in Qingpu (Shanghai) makes battery-powered counterbalanced trucks as well as high- and low-lift trucks. Load handling equipment and stacker cranes are produced at the second Chinese plant in Kunshan. Stacker cranes are also produced in the Hungarian town of Gyöngyös.

Jungheinrich has more than 5,300 after sales technicians worldwide working in its growing **customer service business**. The fully automated spare parts centre in Kaltenkirchen, north of Hamburg, and other regional warehouses around the world ensure the 24-hour delivery of spare parts in Europe and Asia 365 days a year.

The **direct sales network**, with its own sales and service companies, covers 40 countries worldwide, with current expansions in Serbia, Columbia, Peru and Ecuador. The Jungheinrich product range is distributed through partner companies in 80 other countries.

The **Group's strategy** is based on sustainable and profitable growth and therefore on increasing company value. The goal is to become the number 1 intralogistics brand in all European markets and to be ranked among the top 3 global suppliers long term. The aim is to achieve consolidated revenue of €4 billion in 2020.

As of 31 December 2018, 18,000 employees are working for the family run company, with revenue amounting to €3.8 billion in the 2018 financial year. Jungheinrich has been publicly listed since 1990 and is on the SDAX stock index.



#### Growth strategy 4/7

With €4 billion in revenue for the 2020 financial year and annual growth of 7 per cent, we are getting closer to our target. In the 2018 financial year we were fully on track with a solid revenue of €3.8 billion.

**2020:**  
€4 billion  
in revenue

**2018**  
**revenue:**  
€3.8 billion

**4/7 growth**  
**strategy:**  
7% p. a.

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