

CURIOUSITY

JUNGHEINRICH 4.0

Facts and Figures



At a glance

| Jungheinrich Group | | 2018 | 2017 | Change % |
|--|------------------|-------------------|---------|----------|
| Incoming orders | units | 131,000 | 123,500 | 6.1 |
| | € million | 3,971 | 3,560 | 11.5 |
| Production of material handling equipment | | | | |
| | units | 121,000 | 120,100 | 0.8 |
| Revenue | € million | 3,796 | 3,435 | 10.5 |
| thereof Germany | € million | 900 | 851 | 5.8 |
| thereof abroad | € million | 2,896 | 2,584 | 12.1 |
| Foreign ratio | % | 76 | 75 | – |
| Earnings before interest and income taxes (EBIT) | € million | 275 | 259 | 6.2 |
| EBIT return on sales (EBIT ROS) | % | 7.2 | 7.5 | – |
| Earnings before taxes (EBT) | € million | 249 | 243 | 2.5 |
| EBT return on sales (EBT ROS) | % | 6.6 | 7.1 | – |
| Profit or loss | € million | 176 | 182 | –3.3 |
| Capital expenditure ¹ | € million | 106 | 88 | 20.5 |
| Research and development expenditure | € million | 84 | 77 | 9.1 |
| Employees 31/12 | FTE ² | 17,877 | 16,248 | 10.0 |
| thereof Germany | FTE ² | 7,378 | 6,962 | 6.0 |
| thereof abroad | FTE ² | 10,499 | 9,286 | 13.1 |
| Earnings per preferred share | € | 1.73 | 1.80 | –3.9 |
| Dividend per share | | | | |
| – ordinary share | € | 0.48 ³ | 0.48 | 0.0 |
| – preferred share | € | 0.50 ³ | 0.50 | 0.0 |

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

2 FTE = full-time equivalents

3 Proposal

2018 highlights

18,000
employees worldwide –

8,000
jobs created in **8 years**

Record revenue of € **3.8** billion
+ **66%** in **5 years**

12,000
lithium-ion trucks sold – doubled
in one year

40 sales and service companies
on **5 continents**

World premiere of
ETV 216i

– first reach truck with built-in
lithium-ion battery

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Everything considered from a single source

► **Material handling equipment**

- New trucks
- Used trucks
- 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

You can find a detailed overview of our products and services at www.jungheinrich.co.uk.

Awarded with



Leading solutions provider for the intralogistics sector

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

driver in the industry, in addition to electric engines and drive controls Jungheinrich also manufactures 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 40 countries worldwide, and a tightly spun global network of dealerships, we offer our customers full-coverage, professional advice and extensive service – courtesy of more than 5,300 mobile after-sales service technicians. Jungheinrich employs 18,000 people worldwide, with revenue amounting to €3.8 billion in 2018.

