

# FIVE-YEAR OVERVIEW



## ABOUT JUNGHEINRICH

## TO OUR SHAREHOLDERS

## COMBINED MANAGEMENT REPORT

## CONSOLIDATED FINANCIAL STATEMENTS

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Jungheinrich Group		2021	2020	2019	2018	2017
Incoming orders	units	162,400	111,400	121,900	131,000	123,500
	€ million	4,868	3,777	3,922	3,971	3,560
Orders on hand 31/12	€ million	1,519	821	787	907	692
Revenue	€ million	4,240	3,809	4,073	3,796	3,435
thereof Germany	€ million	1,014	917	966	900	851
thereof abroad	€ million	3,226	2,892	3,107	2,896	2,584
Foreign ratio	%	76	76	76	76	75
Earnings before interest, taxes, depreciation and amortisation (EBITDA)	€ million	737	643	670	595	543
Earnings before interest and income taxes (EBIT)	€ million	360	218	263	275	259
EBIT return on sales (EBIT ROS)	%	8.5	5.7	6.4	7.2	7.5
EBIT return on capital employed (ROCE) <sup>1</sup>	%	20	14	14	16	17
EBIT return on capital employed Intralogistics (ROCE new)	%	20	11	-	-	-
Earnings before taxes (EBT)	€ million	349	200	242	249	243
EBT return on sales (EBT ROS)	%	8.2	5.3	5.9	6.6	7.1
Profit or loss	€ million	267	151	177	176	182
Capital expenditure <sup>2</sup>	€ million	71	75	157	106	88
Research and development expenditure	€ million	102	89	86	84	77
Balance sheet total 31/12	€ million	5,769	5,411	5,231	4,746	4,130
Trucks for short-term rental	€ million	363	289	353	381	375
Trucks for lease from financial services	€ million	500	516	558	528	448
Receivables from financial services	€ million	1,407	1,327	1,260	1,044	891
Liabilities from financial services	€ million	1,896	1,803	1,760	1,526	1,315
Shareholders' equity 31/12	€ million	1,803	1,546	1,488	1,362	1,244
thereof subscribed capital	€ million	102	102	102	102	102
Equity ratio (Group)	%	31	29	28	29	30
Equity ratio (Intralogistics)	%	48	45	46	46	48
Return on equity after income taxes (ROE)	%	16	10	12	13	15
Net debt (+) / Net credit (-) <sup>1</sup>	€ million	-222	-194	172	108	7
Indebtedness ratio <sup>1</sup>	years	< 0	< 0	0.32	0.23	0.02
Employees 31/12	FTE <sup>3</sup>	19,103	18,103	18,381	17,877	16,248
thereof Germany	FTE <sup>3</sup>	7,995	7,577	7,635	7,378	6,962
thereof abroad	FTE <sup>3</sup>	11,108	10,526	10,746	10,499	9,286
Earnings per preferred share <sup>4</sup>	€	2.62	1.49	1.75	1.73	1.80
Dividend per share – ordinary share	€	0.66 <sup>5</sup>	0.41	0.46	0.48	0.48
– preferred share	€	0.68 <sup>5</sup>	0.43	0.48	0.50	0.50



### Explanatory notes to the key financial data:

Equity ratio = Shareholders' equity ÷ Total capital × 100  
 EBIT return on sales (EBIT ROS) = EBIT ÷ Revenue × 100  
 EBT return on sales (EBT ROS) = EBT ÷ Revenue × 100  
 EBIT return on capital employed (ROCE) = EBIT ÷ Employed interest-bearing capital<sup>6</sup> × 100  
 EBIT return on capital employed Intralogistics (ROCE new) = EBIT Intralogistics ÷ average capital employed Intralogistics × 100  
 Return on equity after income taxes (ROE) = Profit or loss ÷ Average shareholders' equity × 100  
 Net indebtedness = Financial liabilities – Cash and cash equivalents and securities  
 Indebtedness ratio = Net indebtedness ÷ EBITDA (excluding the depreciation of trucks for lease from financial services)

- 1 Determined according to accounting changes as of 01/01/2019 (IFRS 16 "Leases"). (Values from the previous year have not been adjusted.)
- 2 Property, plant and equipment and intangible assets without capitalised development expenditure and right-of-use assets.
- 3 FTE = full-time equivalents; part-time employees were taken into account according to their hours.
- 4 Based on share of earnings attributable to the shareholders of Jungheinrich AG.
- 5 Proposal.
- 6 Shareholders' equity + Financial liabilities – Cash and cash equivalents and securities + Provisions for pensions and long-term personnel obligations.