

## FOREWORD BY THE BOARD OF MANAGEMENT

### Dear shareholders,

Last year was extraordinary in every respect, but will hopefully remain unique in that way for a long time. It would be hard to find a year in the history books, even going back many decades, that was as dominated by a single event to such an extent as 2020 was dominated by the coronavirus. Its impact on almost all areas of life was unprecedented.

Shortly after the beginning of the year, our colleagues in China were affected by the first lockdown measures. From early March onwards, Europe – our core market – became a hotspot. Economic life came to a temporary standstill across large parts of the continent. Jungheinrich's business operations, however, did not. Because we took the situation extremely seriously right from the start and began to take the necessary precautionary measures at an early stage, we succeeded in being able to act at all times, even at the height of the coronavirus crisis.

As a result, Jungheinrich has come through this period better overall than was initially expected. The financial year closed with respectable revenue of €3.81 billion and an equally respectable EBIT of €218 million. The decline was therefore much less than had been feared in the summer. As a result of measures taken early on to reduce costs and secure liquidity, the negative impact of the pandemic on our earnings could be kept to a minimum. At the same time, we maintained our strong balance sheet and solid liquidity. We turned net debt of €172 million into a net credit balance of €194 million – an improvement of €366 million in one year.

The fact that we were able to achieve such a result during a year that has seen the greatest health and economic crisis since the Second World War is above all also an expression of the outstanding commitment of our employees. Thanks

to their great dedication, our customers, especially those in critical sectors such as logistics, wholesale, food and pharmaceuticals, were able to rely on Jungheinrich. Our colleagues have become the "yellow heroes". To say thank you for this extraordinary commitment and in recognition of the additional burden caused by the crisis, we paid our employees a special corona bonus at the end of the year. Jungheinrich is proud of this team and is sure that it will go on to master all the upcoming challenges and achieve even more in the future.

Despite all the challenges associated with the coronavirus crisis, it has not prevented us from thinking about what the future of Jungheinrich could look like. Over the course of 2020, we developed our Strategy 2025+ within this context and presented it in the autumn. The strategy specifies how we will achieve our goals together. It focuses on increasing profitability, efficiency and sustainability.

In technological terms, Jungheinrich is focusing on the innovation of automation, digitalisation and energy systems. We will be expanding our role as a trendsetter in these fields and consistently exploiting the resulting growth potential. To this end, we are pushing ahead with the expansion of our automation portfolio, primarily in the areas of automated guided vehicles, fully automated warehouses, as well as software and robotics.

In terms of energy efficiency, Jungheinrich is already number one in intralogistics. No other company in the industry relies so consistently on the lithium-ion battery. In 2025, more than 70 per cent of the trucks we sell will be equipped with lithium-ion technology. To this end, we will be launching further truck models with modern battery concepts onto the market in the coming years. We also see great growth potential beyond intralogistics. This is why we now also apply our

expertise in the field of efficient and climate-friendly electric mobility to well-known manufacturers of construction and agricultural machinery.

All activities are based on our holistic understanding of sustainability that takes equal account of economic, environmental and social aspects. For us, assuming corporate responsibility means combining social and environmental aspects with profitable growth. Within the mechanical engineering industry, Jungheinrich is already among the most sustainable 2 per cent of companies. At the end of 2020, we joined the 50 Sustainability & Climate Leaders initiative in order to lead the fight against climate change alongside other international groups.

Jungheinrich will create sustainable value for our customers, employees, shareholders and business partners as well as for society as a whole. This is our goal and it is what drives us, today and in the future. My colleagues from the Board of Management and I would like to thank you all for your long-standing trust in Jungheinrich. Special thanks go to our two shareholder families Lange and Wolf, and to the Supervisory Board for their close and constructive collaboration.

Sincerely yours,



Dr Lars Brzoska  
Chairman of the Board of Management