

**POSTAL VOTE RESP. PROXY TO THE COMPANY PROXIES**

**for the Annual General Meeting of KION GROUP AG on May 9, 2019**

We would ask you to fill in this form and send it **together with your admission ticket or specifying your admission ticket number** directly to the following address by Wednesday, **May 8, 2019, 24:00** (CEST) (time of receipt by the Company is decisive):

KION GROUP AG  
 c/o Better Orange IR & HV AG  
 Haidelweg 48  
 81241 München  
 Germany  
 Telefax: +49 (0) 89.889 690 655  
 E-Mail: KION@better-orange.de

**Postal vote or proxy to the proxies of KION GROUP AG**  
 (please complete and mark appropriate box)

\_\_\_\_\_  
 Authorising person's first name                      Authorising person's surname

\_\_\_\_\_  
 Admission ticket number                      Number of shares

- I/We exercise my/our voting rights to the above-mentioned Annual General Meeting by **postal vote** as listed below:
- I/We authorise **the Company proxies provided by KION GROUP AG**, Mr. Torsten Fues and Mr. Harald Hoßfeld, both employees of Better Orange IR & HV AG, both with business address in München, Germany, each of them individually with the right to delegate authorisation, to represent me/us at the above-mentioned Annual General Meeting by disclosure of my/our name in the list of participants and to exercise my/our voting right(s) or have such voting right(s) exercised with the following instructions:

**Postal vote resp. voting instructions to the Company proxies**

Item on the agenda	Yes	No	Abstention
2. Resolution on the appropriation of the balance sheet profit for the 2018 financial year	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. Resolution on the ratification of the actions of the Executive Board of KION GROUP AG for the 2018 financial year	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. Resolution on the ratification of the actions of the Supervisory Board of KION GROUP AG for the 2018 financial year	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. Resolution on the appointment of the auditor of the annual financial statements and the auditor of the consolidated financial statements for the 2019 financial year as well as the auditor for the review of the half-yearly financial statements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
6. Election of two Supervisory Board members			
6.1) Dr. Michael Macht	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
6.2) Mr. Tan Xuguang	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

In case the Company has received motions proposed by shareholders that had to be made available and within the statutory period prescribed, they are available on the Company's website [www.kiongroup.com/agm](http://www.kiongroup.com/agm). You also can give voting instructions resp. exercise your voting rights by postal vote for these motions. To do this, please enter the name of the shareholder and, if applicable, the motion in the table below. Do not forget to give your instructions by ticking the appropriate box.

Motions of shareholders	Yes	No	Abstention
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Place                      Date                      Signature(s) or other closing of the declaration

## INFORMATION ON POSTAL VOTE RESP. AUTHORISING THE COMPANY PROXIES OF KION GROUP AG

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In addition to the possibility of exercising your voting right(s) by postal vote, you can authorise the proxies provided by KION GROUP AG, Mr. Torsten Fues and Mr. Harald Hoßfeld, both employees of Better Orange IR & HV AG, both with business address in Munich, Germany, each of them individually with the right to delegate authorisation, who are bound by your instructions. The Company proxies are entitled to vote on your behalf only if you have given them specific instructions regarding the individual motions proposed for the items on the agenda. The Company proxies must follow your instructions when voting on the motions proposed as announced in the agenda.

You have the following possibilities for casting your vote per postal vote or authorising and instructing the above-mentioned Company proxies using the form "Postal vote resp. proxy to the Company proxies".

### **Sending of postal vote or proxy to the Company proxies of KION GROUP AG by post, fax or e-mail**

Please use the form "Postal vote resp. proxy to the Company proxies". With this form, you cast your postal vote or authorise the above-mentioned proxies provided by KION GROUP AG and instruct them how your voting right(s) on the motions proposed is/are to be exercised.

Then send (by post or e-mail) or fax your form "Postal vote resp. proxy to the Company proxies" together with the admission ticket or specifying your admission ticket number directly to the following address:

By post to: KION GROUP AG  
c/o Better Orange IR & HV AG  
Haidelweg 48  
81241 München  
Germany

or by fax using the following number: +49 (0) 89.889 690 655

or by e-mail to: KION@better-orange.de

### **Important information:**

Please note that only shareholders who have registered in good time and who are entitled to participate and vote are entitled to cast their votes by postal vote or by granting authorisation and issuing instructions for exercising their voting right(s) to the Company proxies provided by KION GROUP AG. Please fill in and send the form to the Company together with your admission ticket or specify your admission ticket number by Wednesday, May 8, 2019, 24:00 (CEST) (time of receipt).

If the Company receives postal votes or authorisations and instructions for Company proxies by several means of transmission (post, fax or e-mail), the last formally valid postal vote or proxy with relevant instructions received will be considered binding.

Improperly received or inconclusive postal votes are counted as invalid for the respective agenda items. If instructions are not properly filled out or not clearly given, the Company proxies, depending on the voting procedure, will either abstain or not participate in the voting for the respective agenda items. The Company proxies are required to vote in accordance with your instructions and are not permitted to exercise your voting right in ballots that were not announced before the Annual General Meeting (e.g. procedural motions). Depending on the voting procedure, the Company proxies will either abstain or not participate in the voting in these cases. You cannot instruct the Company proxies to raise an objection, file a motion or ask questions.

The personal attendance of a shareholder or an authorised third party at the Annual General Meeting will be deemed to constitute a revocation of the postal votes previously cast. Proxy to the Company proxies must be revoked in text form.

*If you have any questions about the proxies, please call our*  
**Annual General Meeting hotline**  
*between 9:00 and 17:00, Mondays to Fridays (except public holidays in Germany) at*  
**+49 (0) 89.88 96 906 20**