



Conference Call Interim Report as of June 30, 2016

Growing with Passion

Hans-Georg Frey
(Chairman of the Board of Management)
Hamburg, August 11, 2016

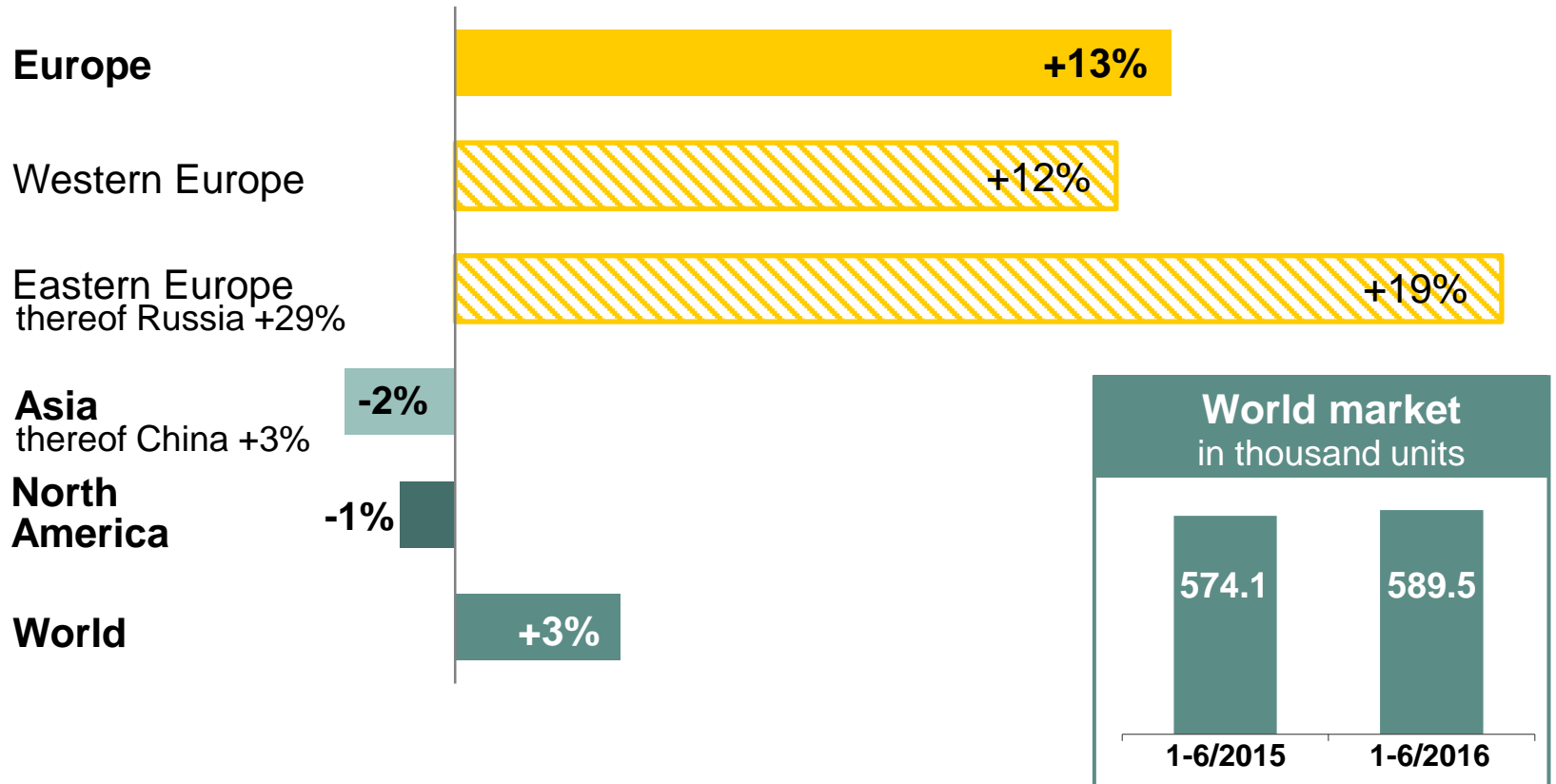
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Jungheinrich Highlights—H1 2016

- Board of Management raises forecast for incoming orders, net sales, EBIT and EBT
- Incoming orders (in terms of value and units) post a double-digit increase, clearly outgrowing the market
- Production up 11%, net sales up 10%
- EBIT benefits from a positive one-off €4.7 million effect. Net income rises by 14% to €73 million
- Acquisition of sales partner in Chile completed
- Joint venture with Heli for material handling equipment rentals in China takes up operation
- Stock Split (1:3) implemented

World Material Handling Equipment Market as of Jan. to June 2016—Growth Rates by Region

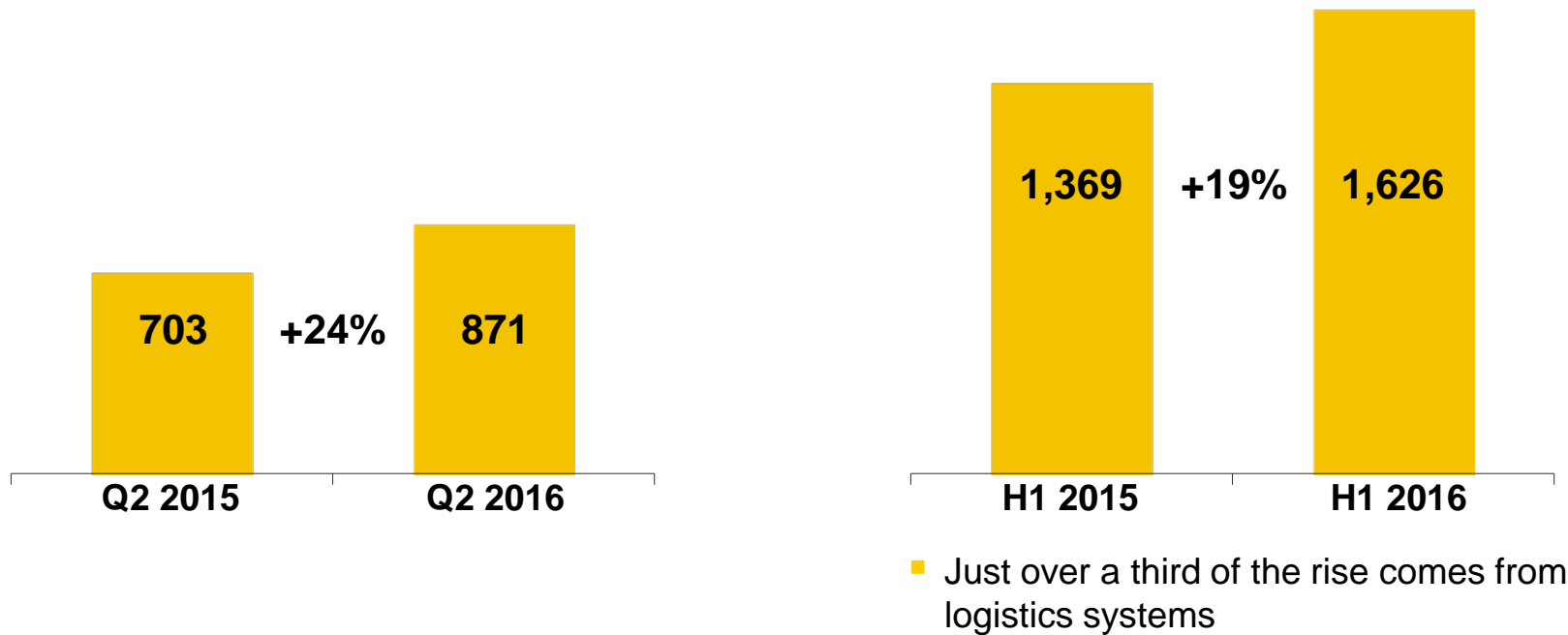
based on incoming orders in units, H1 2016 compared to H1 2015



Quelle: WITS, SIMHEM 6/2016

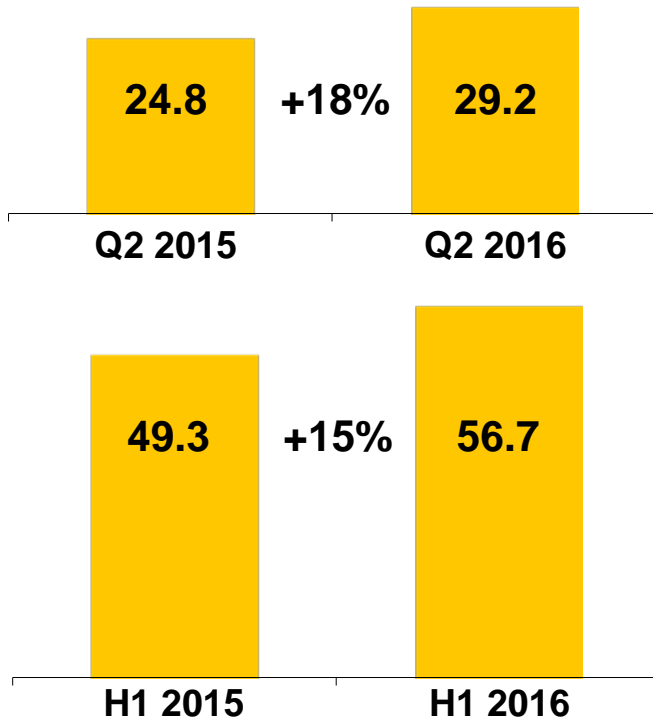
Incoming Orders of all Business Fields

in million €

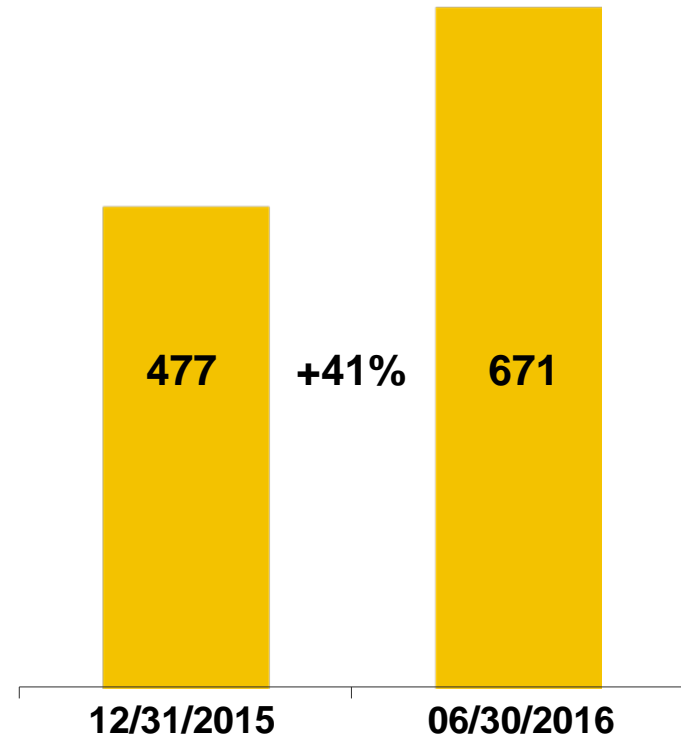


Business Trend—New Truck Business

Incoming orders
in thousand units



Orders on hand
in million €

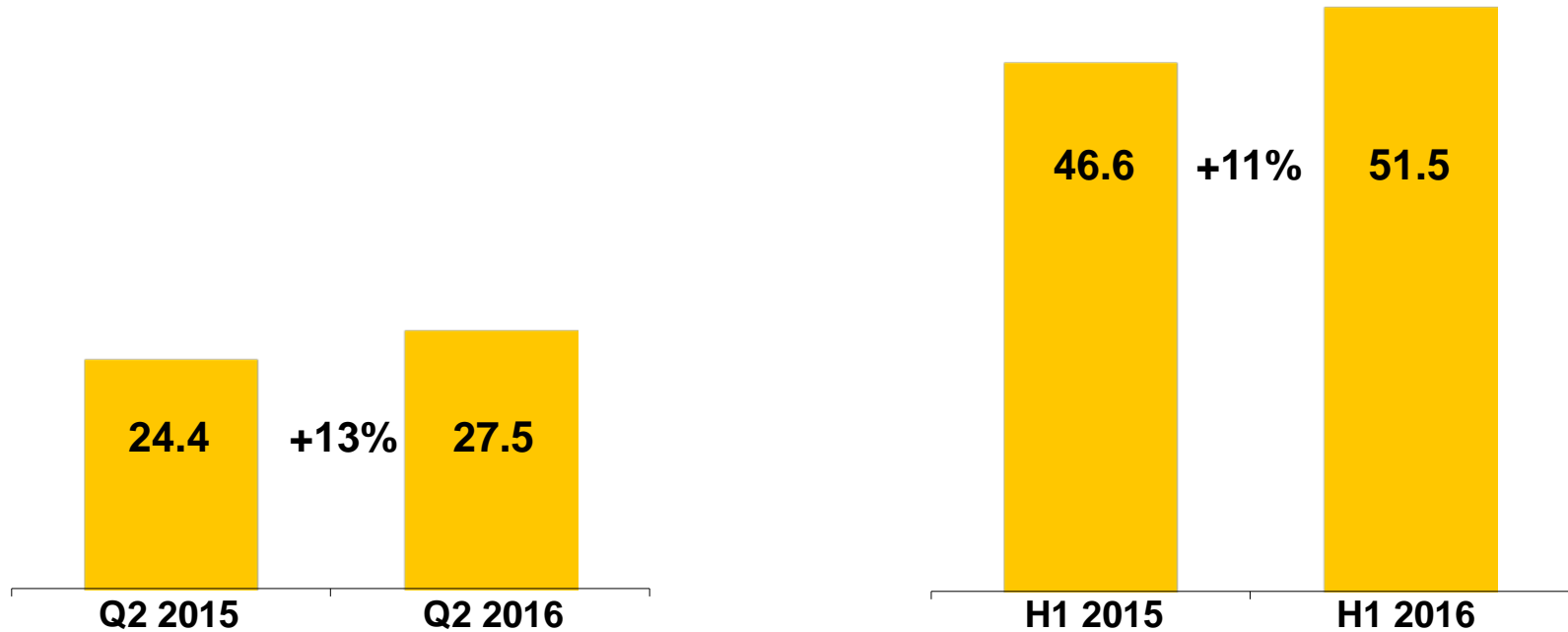


- Rise in new truck orders outpaces market growth

- The order reach is five months

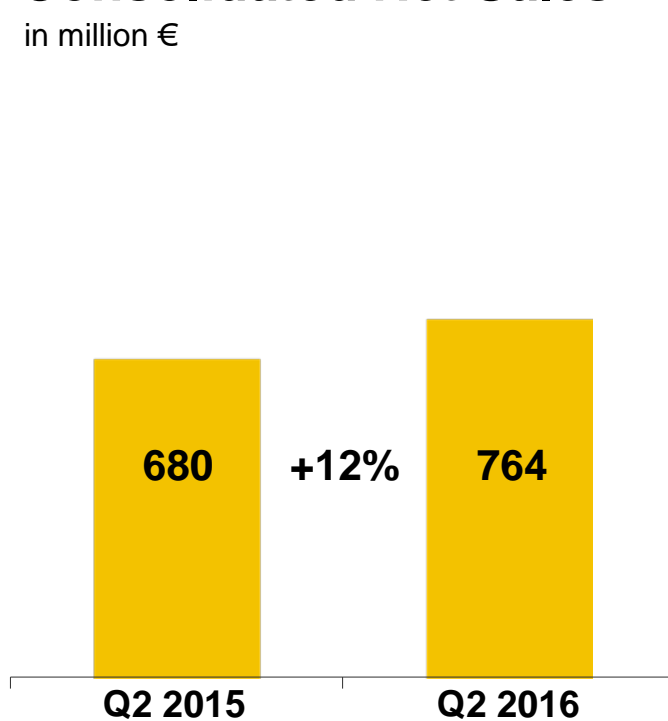
Business Trend New Truck Business—Production

in thousand units

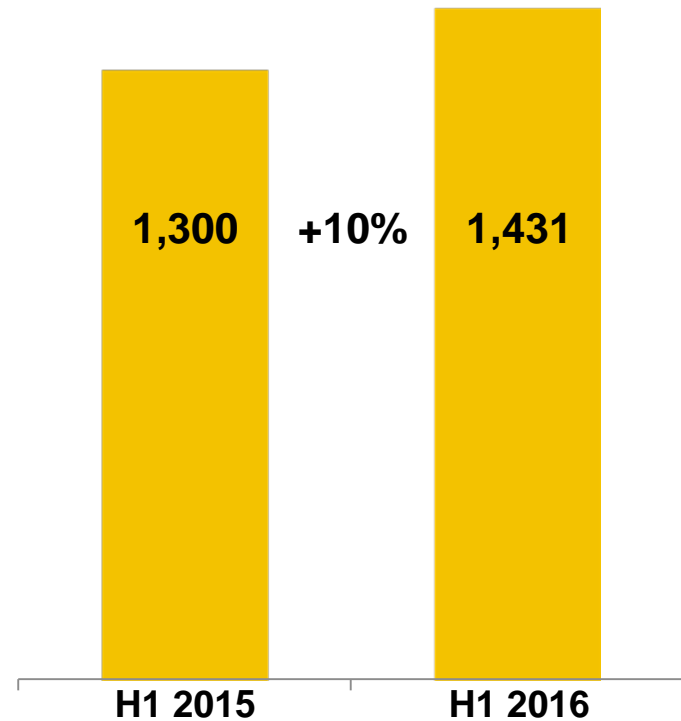


Consolidated Net Sales

in million €



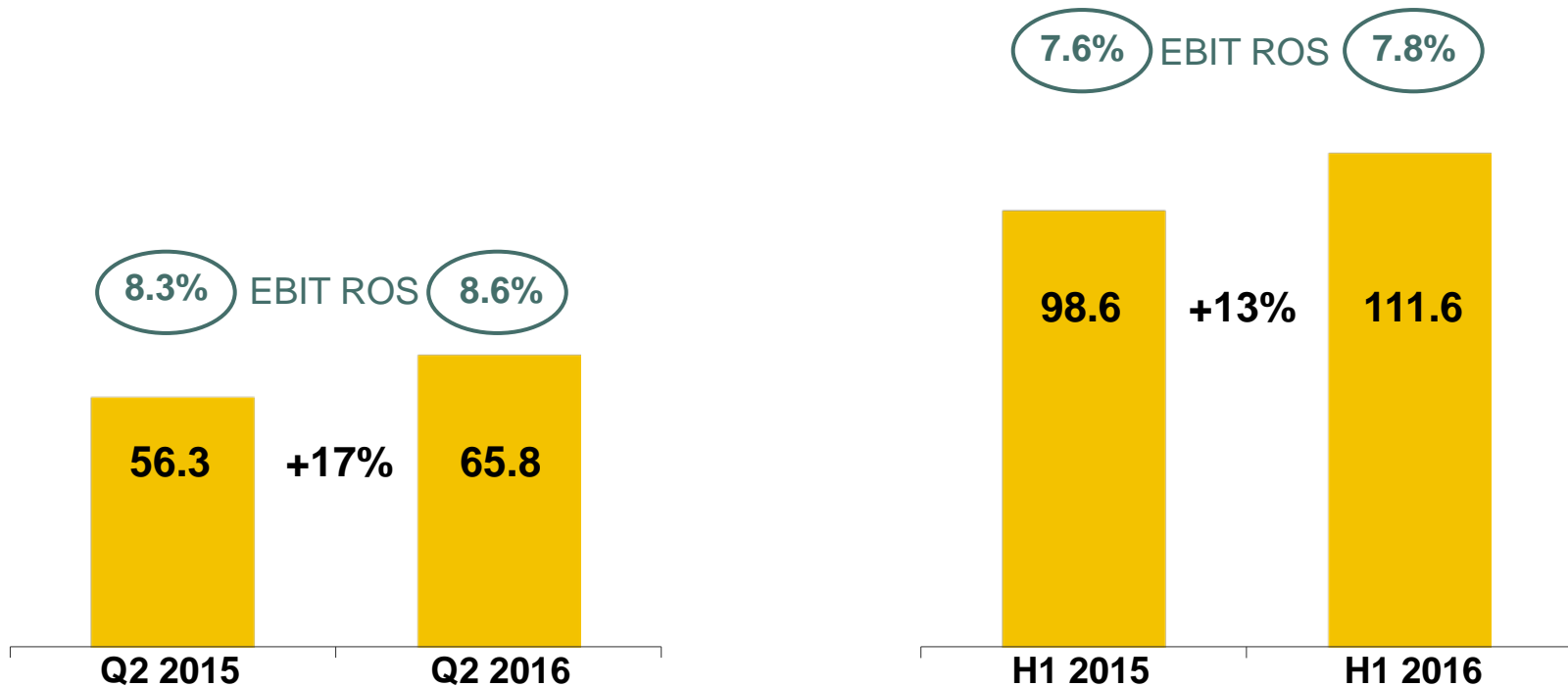
- All business fields post double-digit growth



- Net sales from new truck business +11%
- Net sales from short-term hire and used equipment +22%, nearly half of the rise results from the transfer of used equipment from Jungheinrich China's rental fleet to the joint venture with Heli
- Net sales outside Europe +43%, owing to inclusion of NTP Forklifts Australia and transfer of the rental fleet to the JV

EBIT

in million €

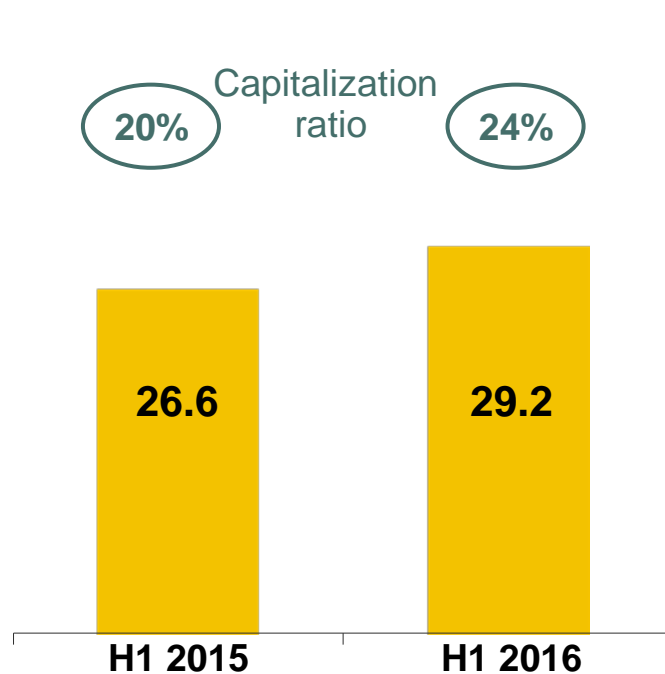


- Q2 2016 EBIT benefits from the positive one-off effect of €4.7 million of the deconsolidation of UK-based Boss Manufacturing Ltd.

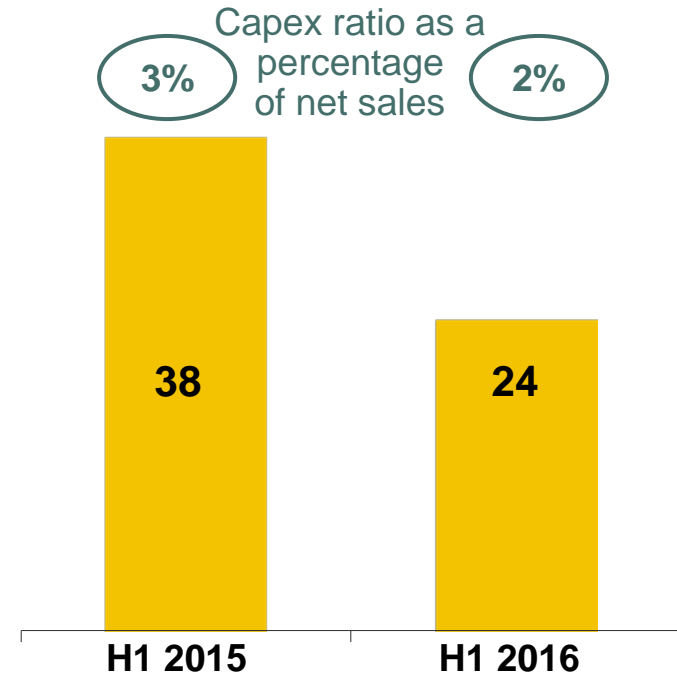
R&D and Capital Expenditures

in million €

R&D Expenditures



Capital Expenditures

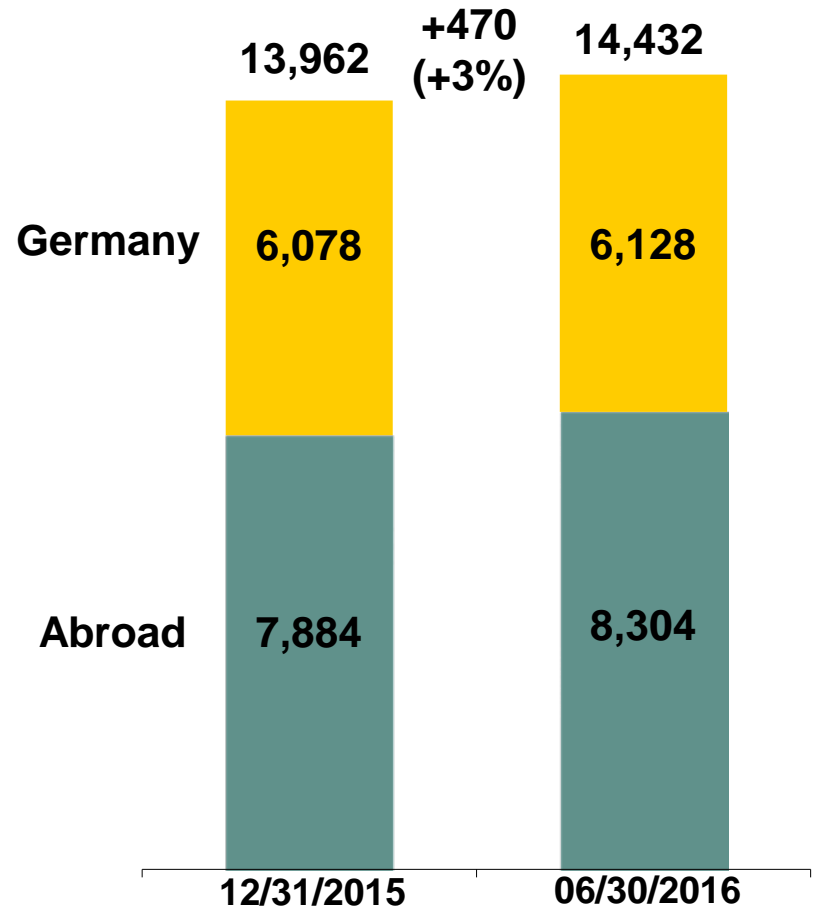


- H1 2015 capex includes (meanwhile completed) large-scale construction projects

Workforce Trend

In full-time equivalent (FTE), including apprentices, excluding temporary workers.

- Addition of 171 employees via new sales companies in connection with the acquisition of dealership operations (Romania and Chile)



World Material Equipment Market—Expected Development in 2016

Incoming orders in thousand units

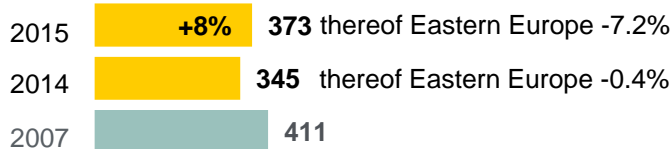
World



World:

- Slight increase in world market volume.

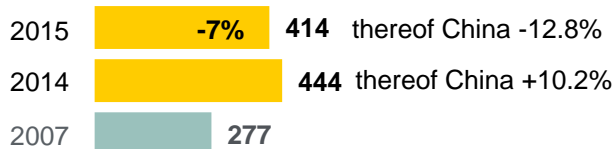
Europe



Europe:

- Very positive development in Western and Eastern Europe.

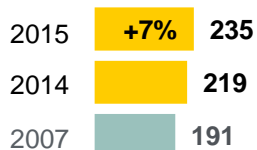
Asia



Asia:

- Warehousing equipment product segment displays positive market development.
- Slight growth of battery-powered counterbalanced truck segment.
- It remains to be seen whether the shrinking market for IC engine-powered counterbalanced trucks will recover.
- Market development stable overall.

North America



North America:

- Slight increase in market volume for warehousing equipment and electric forklifts.
- Shrinkage of the IC engine-powered truck market.
- Due to the stagnation in H1 2016 a slight decline for the full year cannot be ruled out.

Source: WITS, SIMHEM.

Jungheinrich Group—Forecast Raised for Incoming Orders, Net Sales, EBIT and EBT



Incoming orders
€3.1 bn - €3.2 bn

EBIT ROS
minimum 7.6%

EBT ROS
minimum 6.9%



Net sales
€3.0 bn - €3.1 bn



ROCE
15% - 20%



Capital expenditures in tangible
assets €75 m - €85 m



EBIT
€228 m - €238 m



Research and development
expenditures €60 m - €65 m



EBT
€208 m - €223 m



Dividend policy: Payout ratio of
25% to 30% of net income

Disclaimer

Since developments cannot be foreseen, the actual business trend may deviate from the expectations presented here based on assumptions and estimates made by Jungheinrich company management. Factors that may lead to such deviations include changes in the economic environment, changes in the political and legal environment and within the material handling equipment sector as well as exchange and interest rate fluctuations. Therefore, no responsibility is taken for forward-looking statements made in this presentation and no ensuing liability is assumed.



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