



Interim statement as of 30 September 2017

Conference call

Dr. Volker Hues
Member of the Board of Management, Finance
Hamburg, 7 November 2017

JUNGHEINRICH

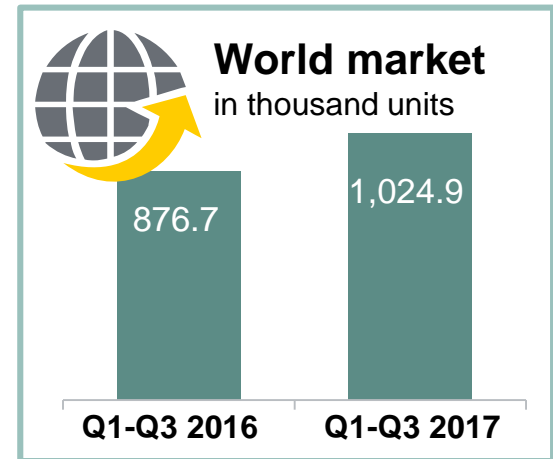
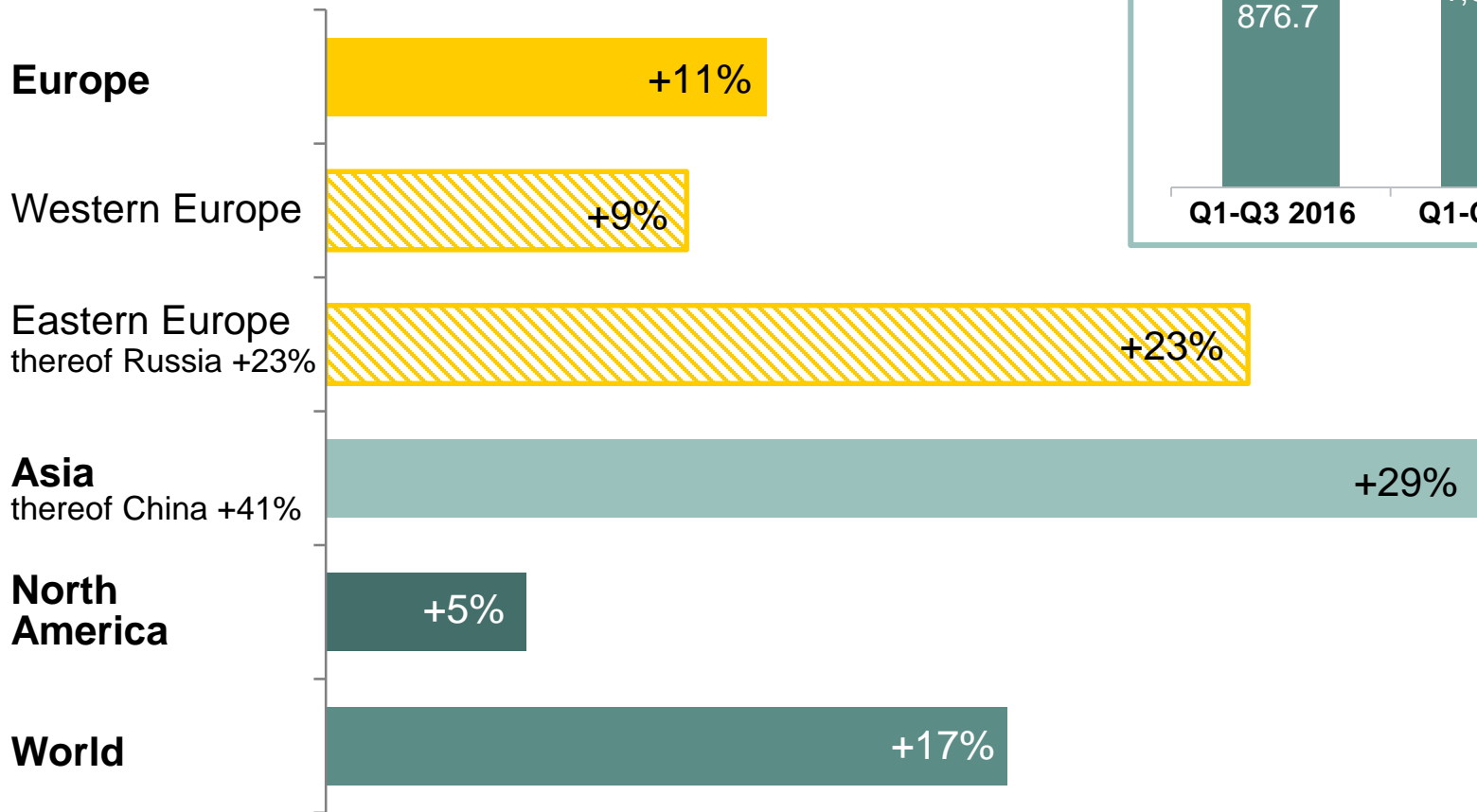
Jungheinrich highlights

Q1–Q3 2017

- Forecast for the whole of 2017 confirmed
- Double-digit increase in incoming orders (in units), production and net sales
- 43% increase in net sales in “Logistics Systems” segment
- EBIT up 12% to €184 million
- Net income exceeds last year’s figure by 17%

World material handling equipment market, Jan. to Sept. 2017

Growth rates by region



Sources: WITS, SIMHEM; based on incoming orders in units, January to September 2017 vs. January to September 2016.

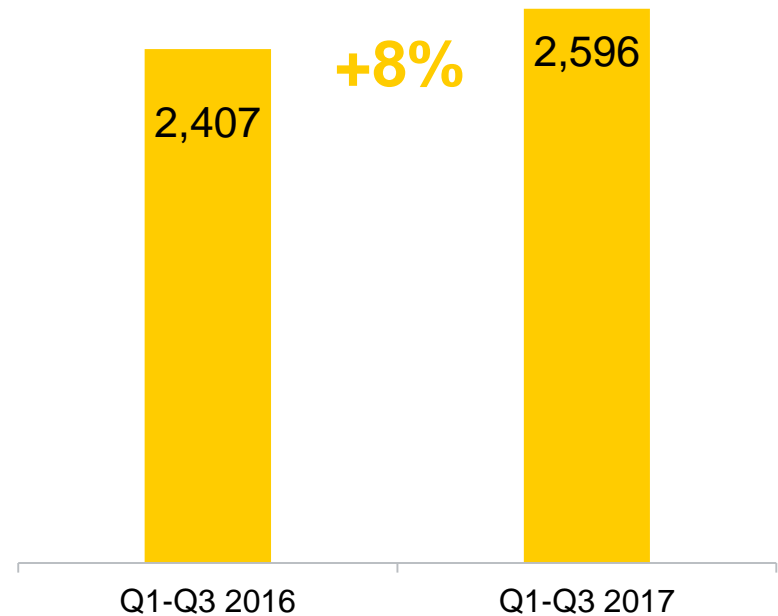
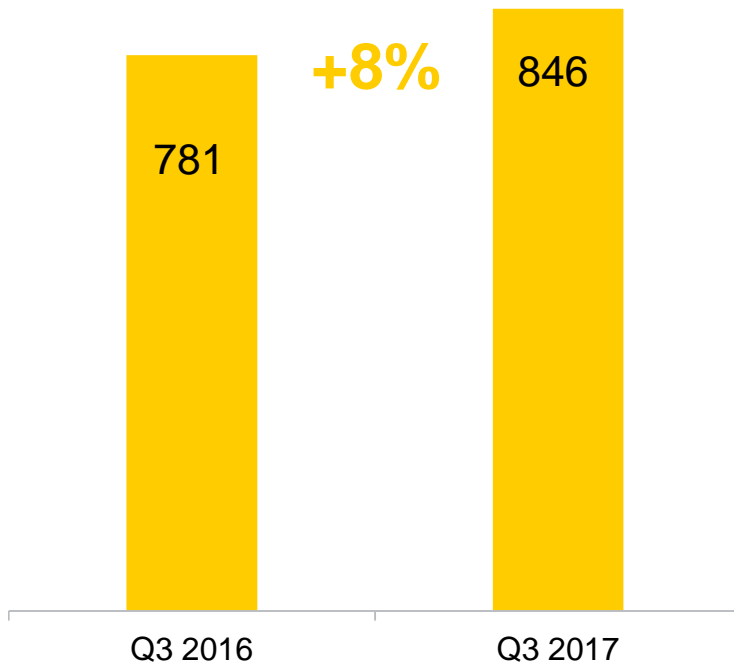
Incoming orders of all business fields

in € million

Q3

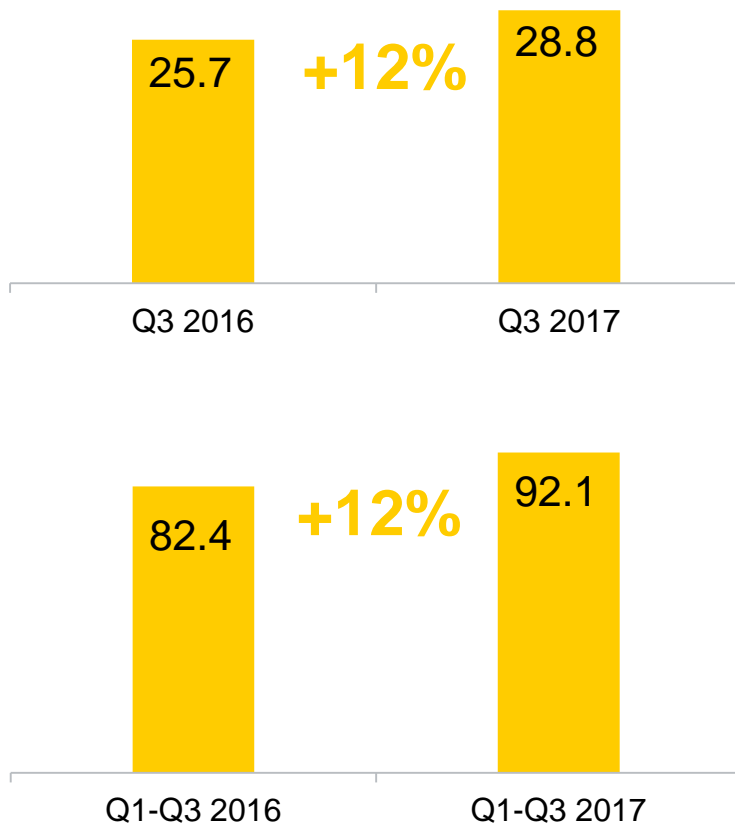
Q1-Q3

- Almost a quarter of the increase is due to higher demand for logistics system solutions



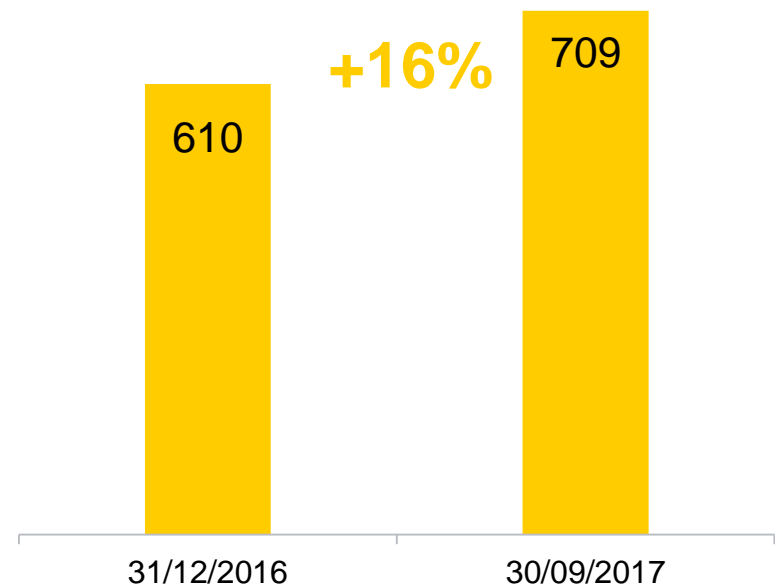
New truck business

Incoming orders, in thousand units



Orders on hand, in € million

- The order reach is more than four months

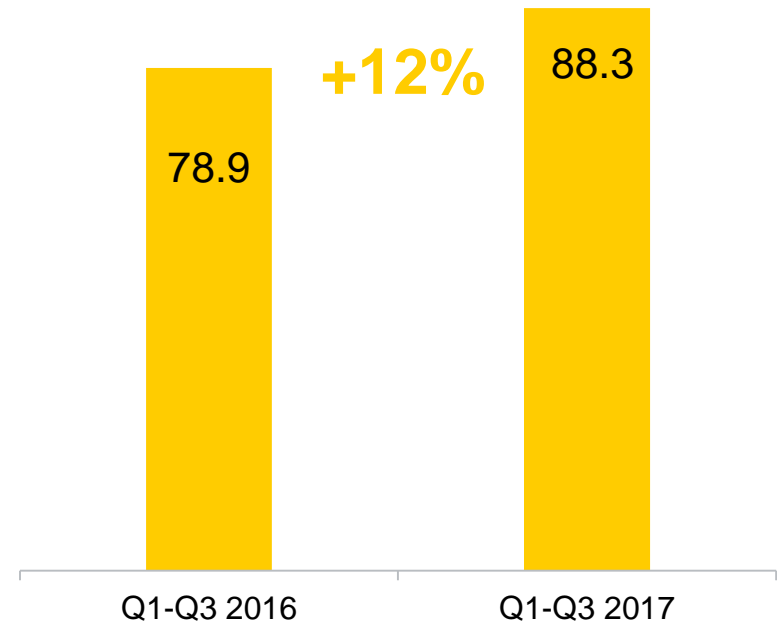
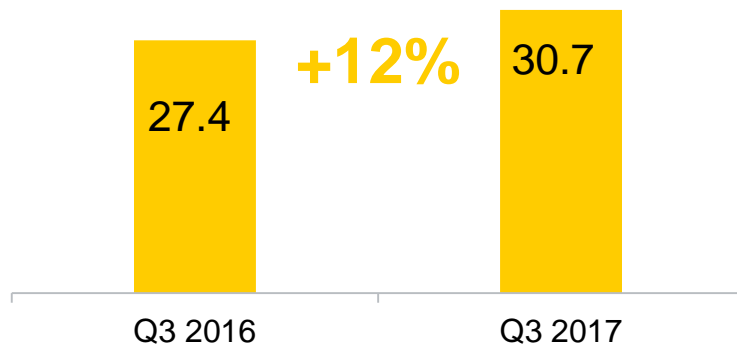


New truck business: production

in thousand units

Q3

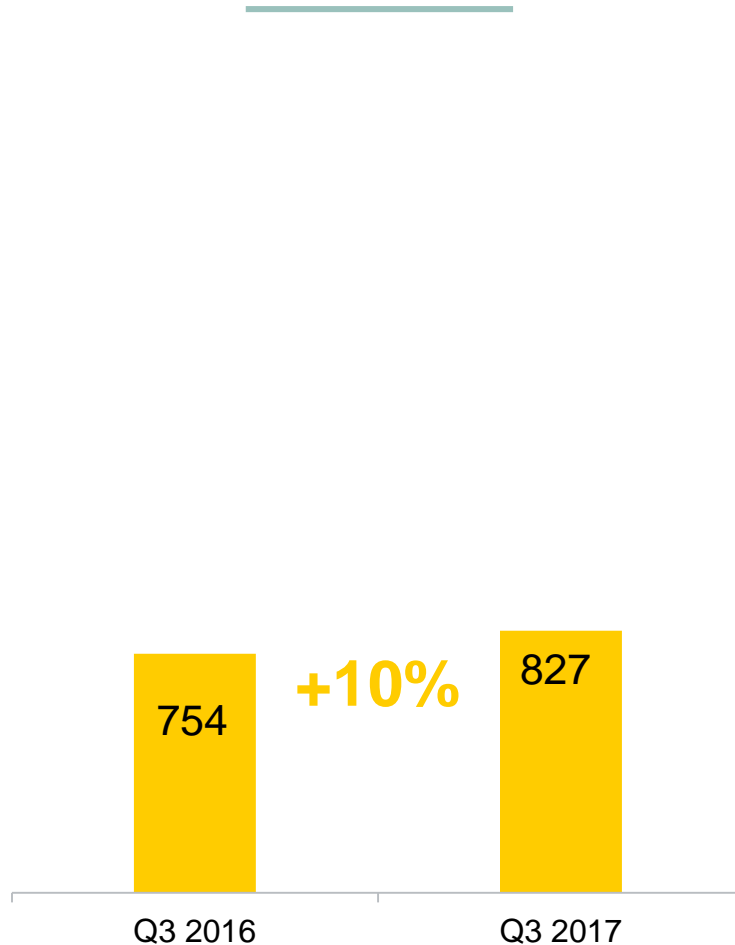
Q1-Q3



Consolidated net sales

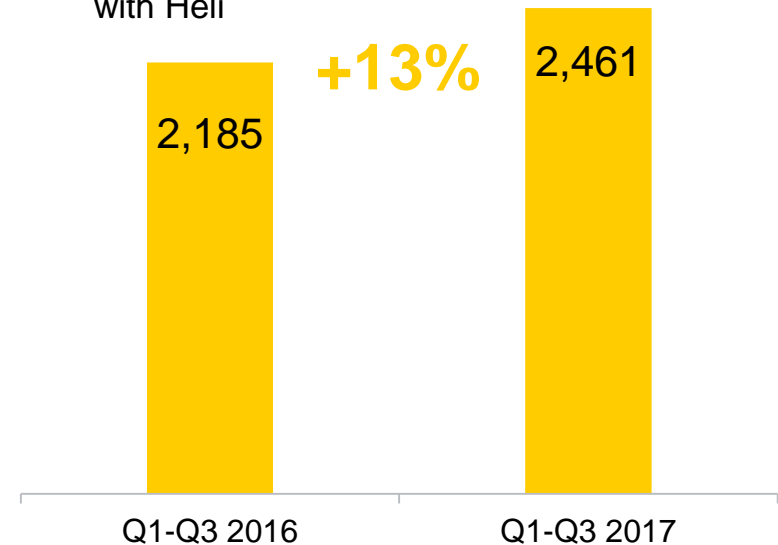
in € million

Q3



Q1-Q3

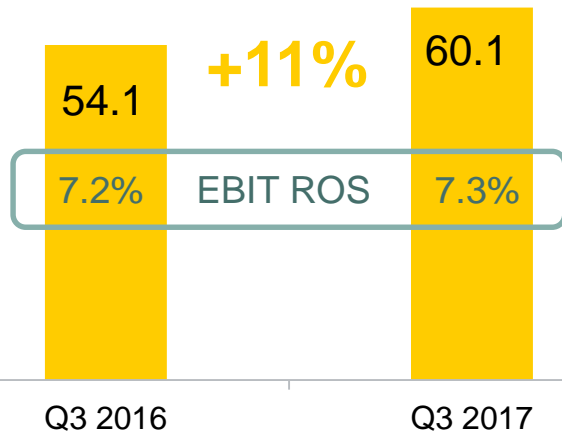
- Net sales from new truck business up 19% (= €22 million), more than 50% of this figure is attributable to “Logistics Systems”
- After-sales services up 8%
- financial services business up 12%
- Last year benefited from the non-recurring effect resulting from the transfer of the short-term hire equipment from Jungheinrich's Chinese sales company to the joint venture with Heli



Earnings before interest and taxes (EBIT)

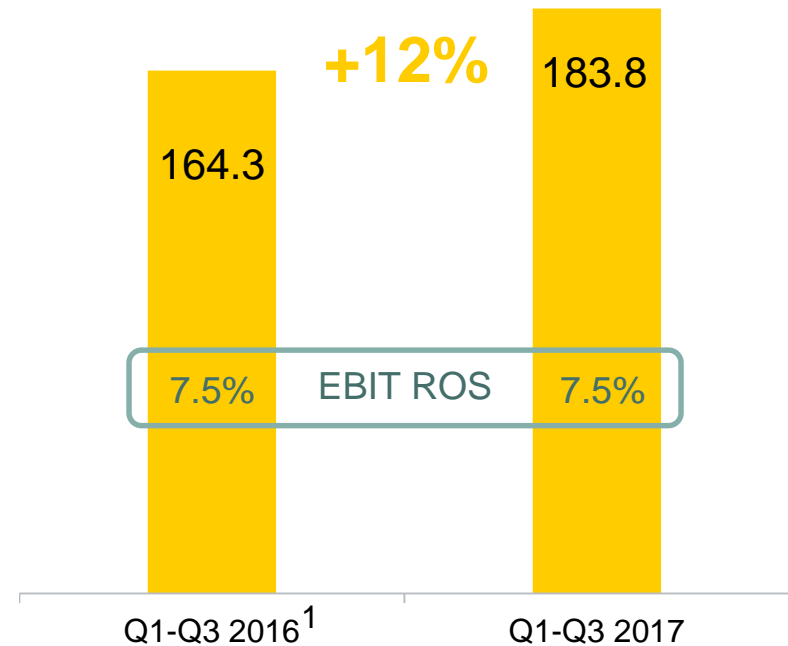
in € million

Q3



Q1-Q3¹

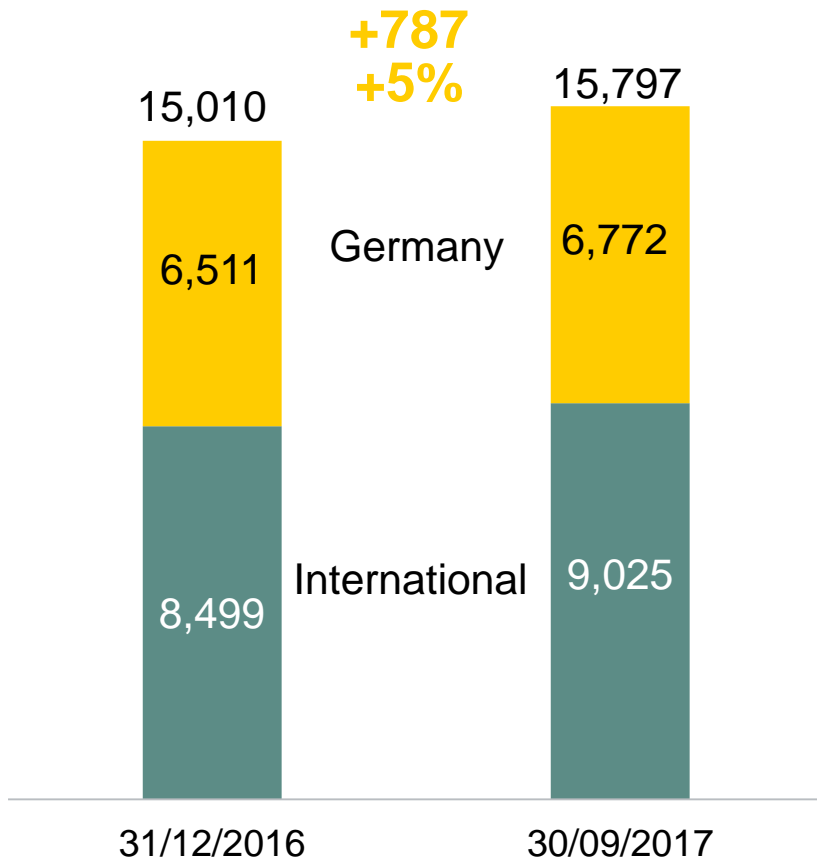
- 9M 2016 EBIT benefited from the positive non-recurring effect of €4.7 million resulting from the deconsolidation of UK-based company Boss Manufacturing Ltd. (Q2 2016)



¹ Comparative figures for 2016 have been adjusted in line with IFRS 3 due to the classification and valuation of customer leases as part of the final purchase price allocation for NTP Forklifts Australia (NTP), acquired in November 2015.

Workforce trend

in full-time equivalents¹



- Most of the expansion is attributable to the sales companies, focusing on Europe

¹ Including apprentices, excluding temporary workers.

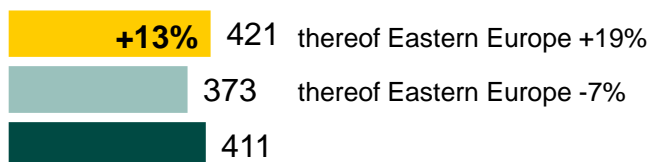
World material handling equipment market

Assumptions regarding market development in 2017 unchanged*

World



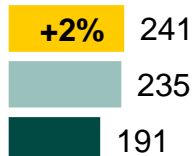
Europe



Asia



North America



■ 2016 ■ 2015 ■ 2017

World:

- Jungheinrich anticipates that the material handling equipment market will grow significantly in 2017.

Europe:

- Market volume will continue to expand significantly.
- If the strong growth in Eastern Europe persists, demand may even rise by at least a high single-digit percentage.

Asia:

- Double-digit market growth is materialising, although the current development, i.e. the substantial rise in demand for IC engine-powered counterbalanced trucks, should normalise.

North America:

- The robust demand for electric material handling equipment may well continue.
- The recovery of IC engine-powered counterbalanced trucks, which has become solid, should also contribute to continued positive market growth.

* See interim report published 8 August 2017

Sources: WITS, SIMHEM; based on incoming orders in units.

Forecast 2017

Forecast updated in August confirmed

	Forecast	
	August 2017	March 2017
Incoming orders in € billion	3.45 - 3.55	3.4 - 3.5
Net sales in € billion	3.35 - 3.45	3.3 - 3.4
EBIT in € million	At the upper end of the range of 250 to 260	250 - 260
EBIT ROS in %	At previous year's level (7.6)	At previous year's level (7.6)
EBT in € million	235 - 245	230 - 245
EBT ROS in %	At previous year's level (7.0)	At previous year's level (7.0)

Disclaimer

Since developments cannot be foreseen, the actual business trend may deviate from the expectations, assumptions and estimates made by Jungheinrich company management in this presentation. Factors that may lead to such deviations include changes in the economic environment, changes 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.

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