



Interim report
as of 30 June 2017



Interim Statement as of June 30, 2017

Conference Call

Hans-Georg Frey
Chairman of the Board of Management
Hamburg, August 8, 2017



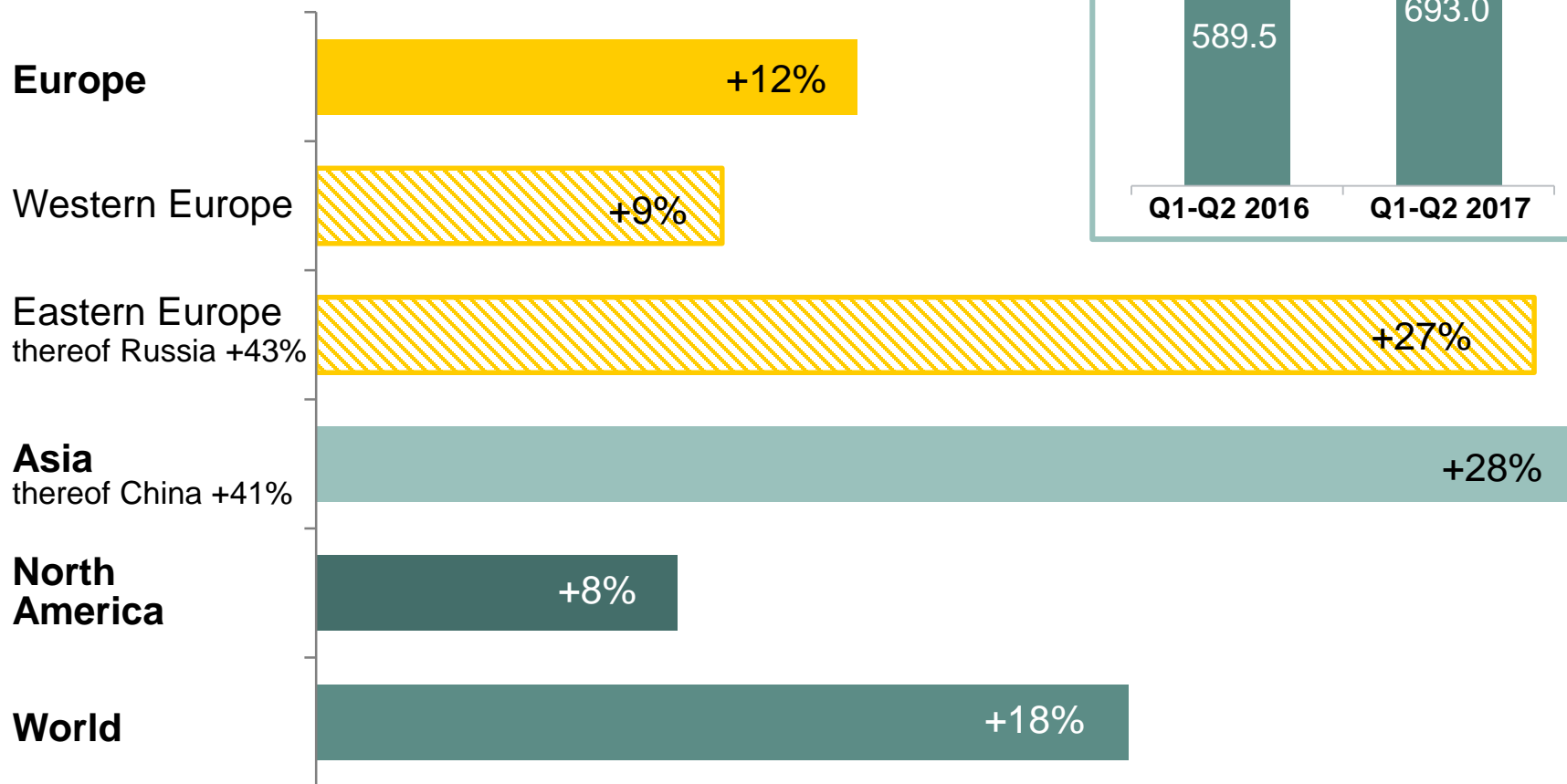
Highlights Jungheinrich

H1 2017

- Full-year forecast for incoming orders and net sales raised, EBIT expected to be at the upper end of the forecast range
- Incoming orders (in units) up 12%
- At 57.6 thousand forklifts, production up 12% year on year
- Consolidated net sales up 14%, with the new truck business up 22% as the main driver
- Research and development expenditures increased considerably
- EBIT rises by 12% to €123.7 million, EBT and net income up 16% each year on year

World Material Handling Equipment Market, Jan. to June 2017

Growth Rates by Region

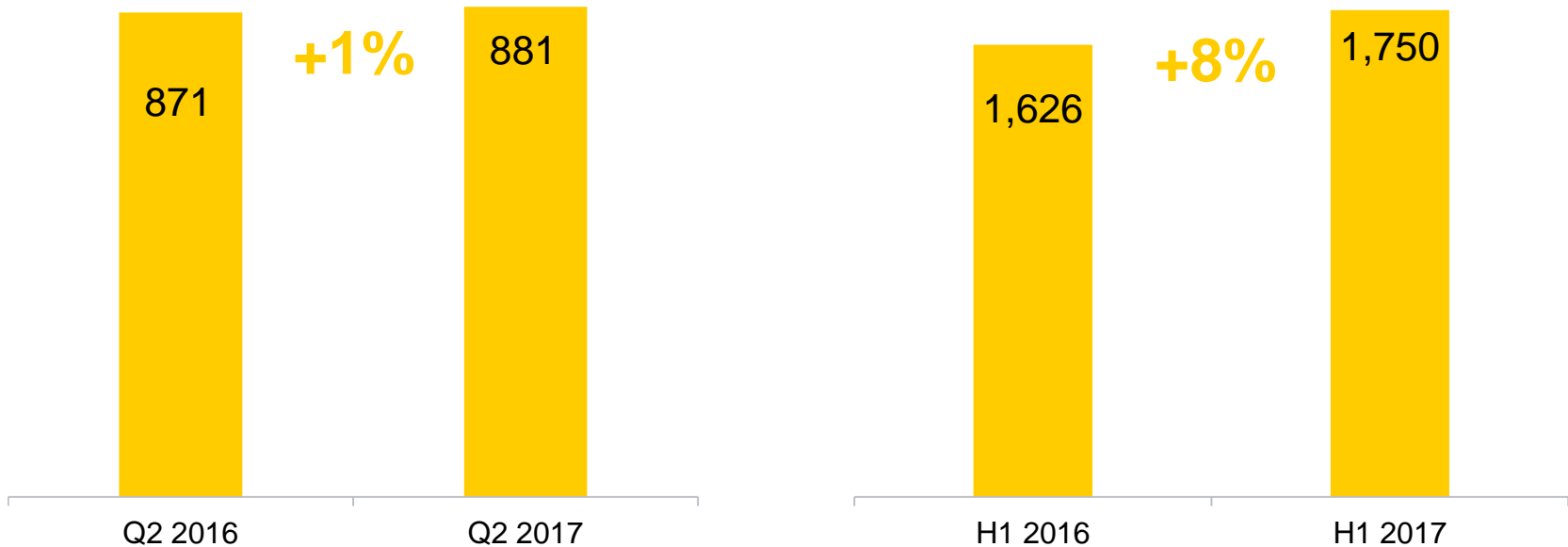


Sources: WITS, SIMHEM; based on incoming orders in units, January to June 2017 vs. January to June 2016.

Incoming Orders of all Business Fields

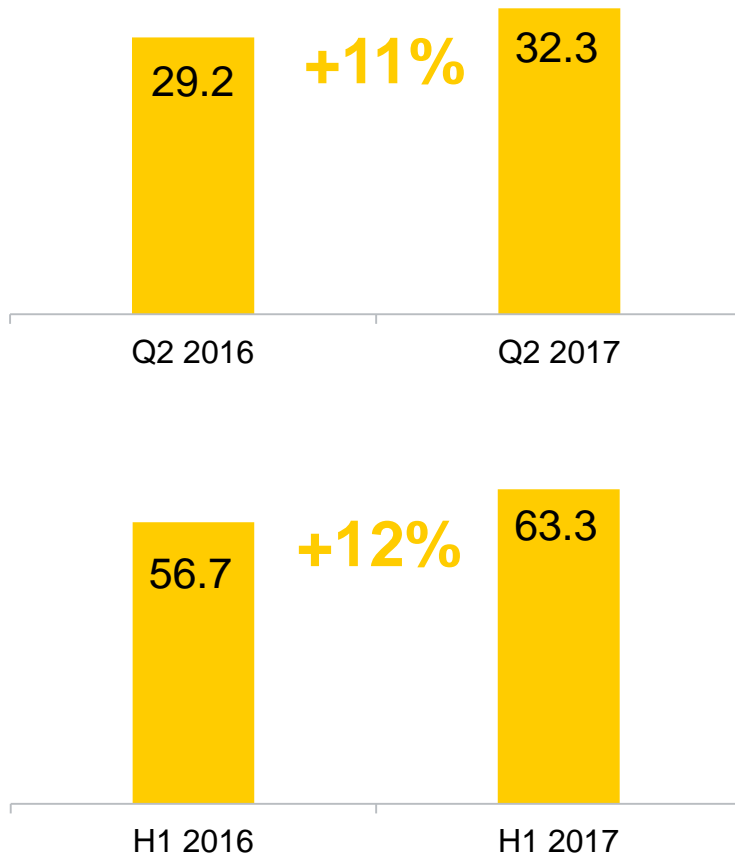
Incoming orders , in € million

- Almost a quarter of the rise resulted from higher demand for logistics system solutions



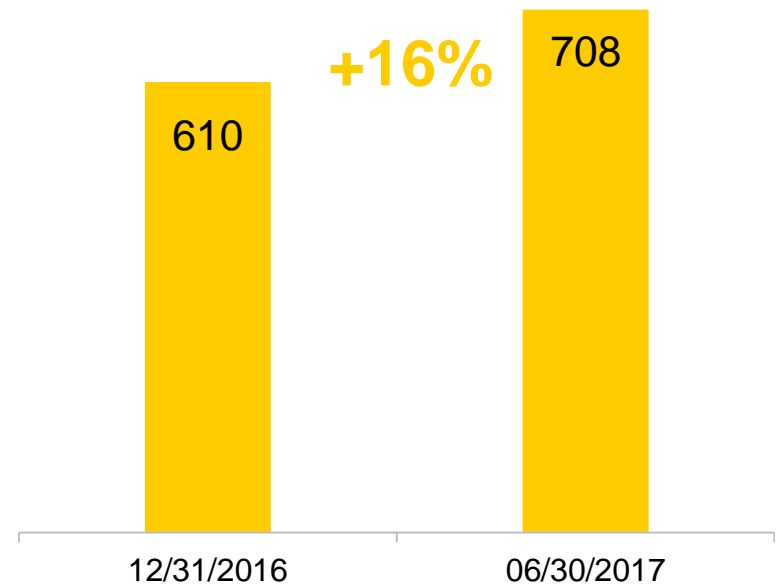
New Truck Business

Incoming orders, in thousand units



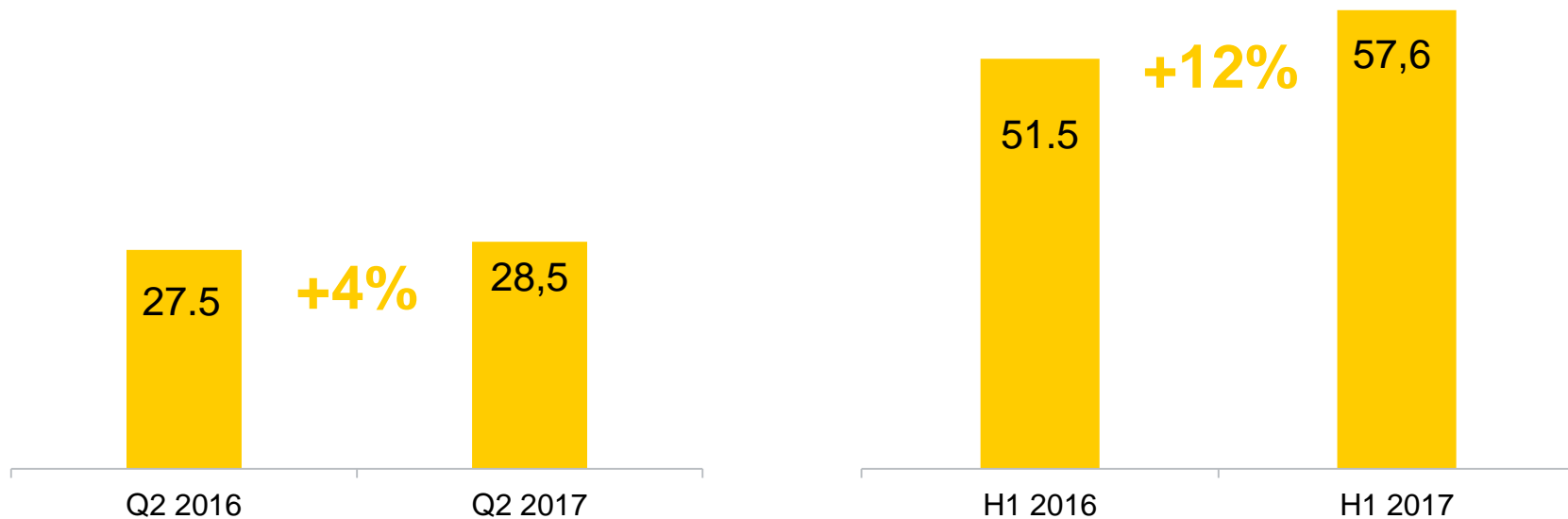
Orders on hand, in € million

- The order reach is more than four months



New Truck Business

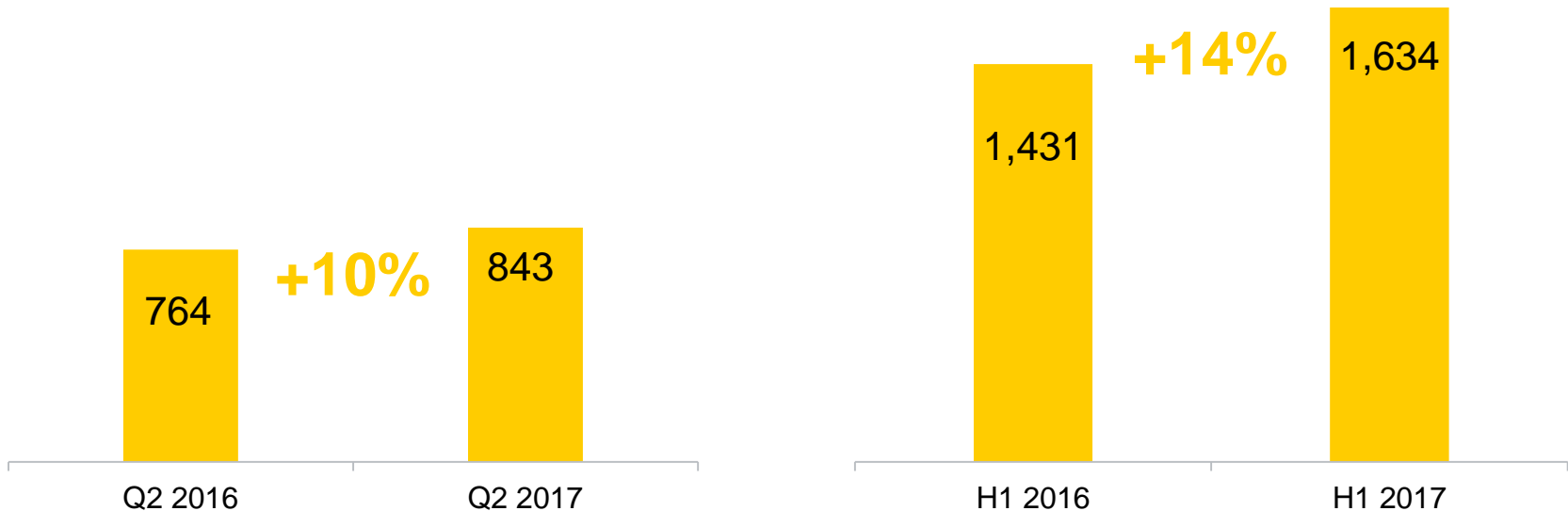
Production, in thousand units



Consolidated Net Sales

Consolidated net sales, in € million

- Last year benefited from the non-recurring effect of the transfer of the short-term hire equipment of Jungheinrich's Chinese sales company to the joint venture with Heli
- Net sales from new truck business up 22%
- After-sales services up 8% and financial services business up 14%
- Foreign net sales up 14% to €1,235 million

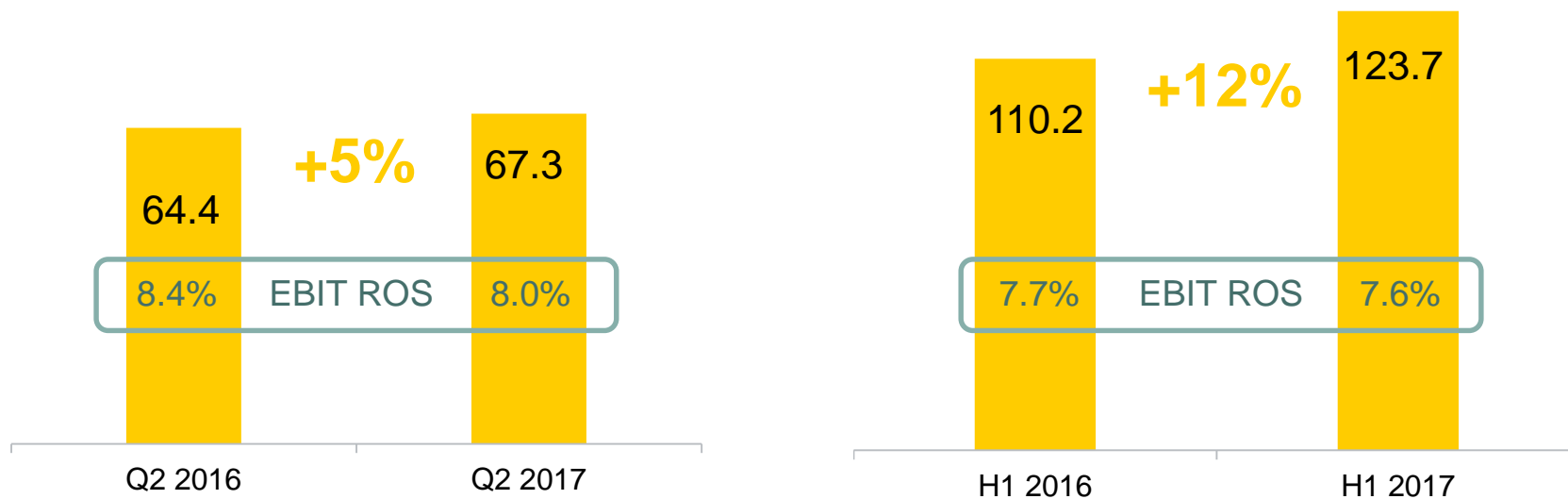


Earnings Trend¹

EBIT, in € million

EBIT, in € million

- Q2/H1 2016 EBIT benefits from the positive non-recurring effect of €4.7 million of the deconsolidation of UK-based Boss Manufacturing Ltd.

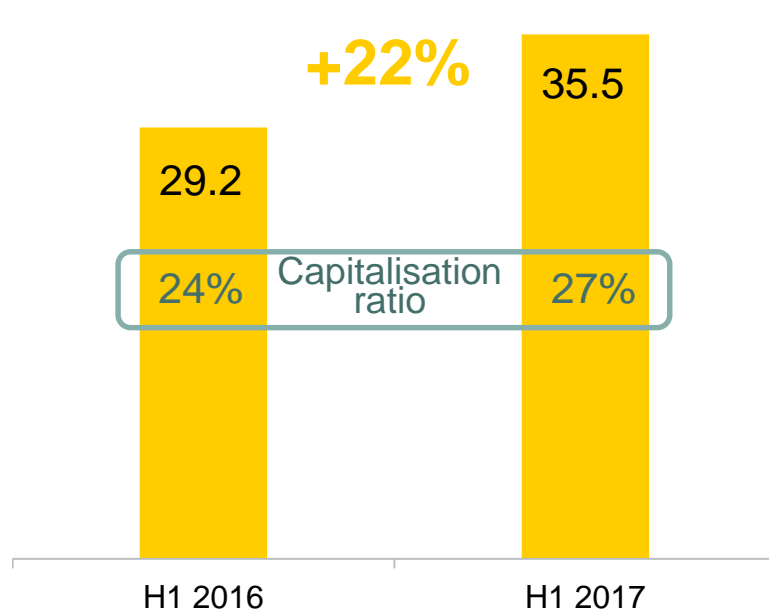


¹ Comparative figures for 2016 have been adjusted in line with IFRS 3 due to the classification and valuation of customer leases as part of the final purchase price allocation for NTP Forklifts Australia (NTP), acquired in November 2015.

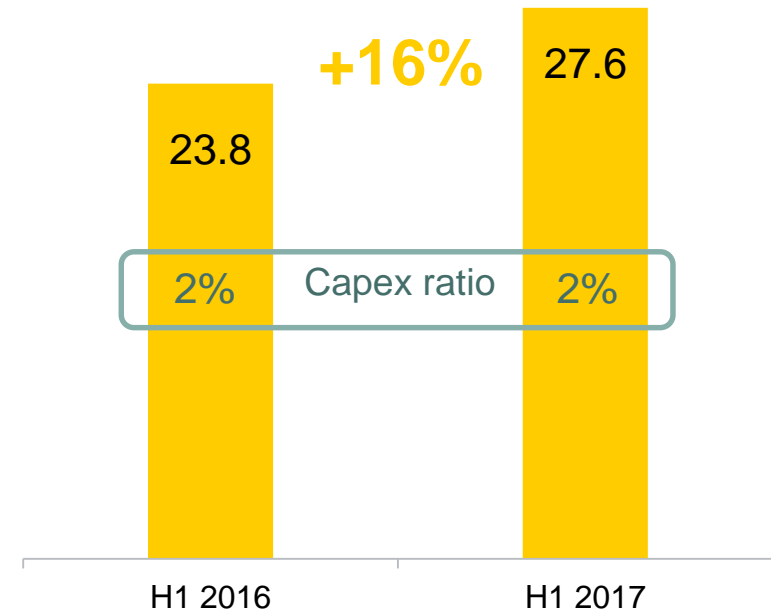
Research & Development and Capital Expenditures

R&D Expenditures, in € million

- Focal points:
 - Energy efficiency of drive systems
 - Digital products
 - Automation

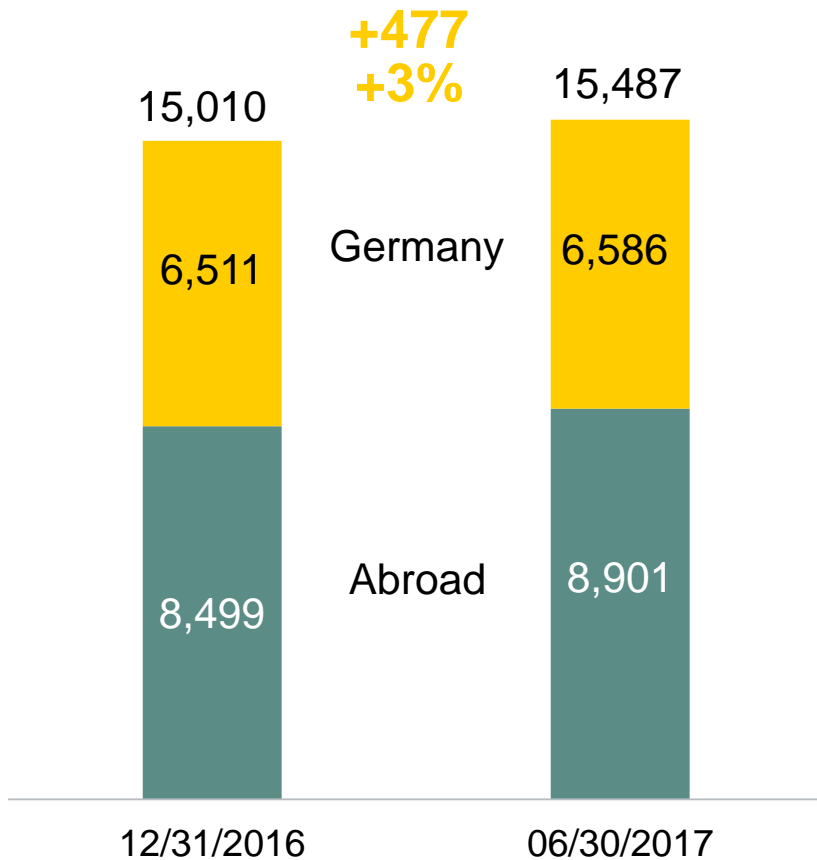


Capital expenditures, in € million



Workforce Trend

Employees, in full-time equivalents¹



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

¹ Including apprentices, excluding temporary workers.

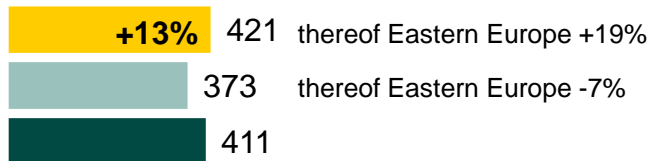
World Material Handling Equipment Market

Expectations of 2017 market development increasingly optimistic

World



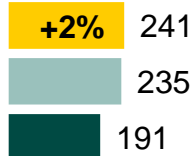
Europe



Asia



North America



■ 2016 ■ 2015 ■ 2017

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

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 stand a chance to 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 commendable market growth.

Forecast 2017: Raised for incoming orders and net sales, EBIT placed at the upper end of the forecast range

	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 %	In the order of last year's level (7.6)	In the order of last year's level (7.6)
EBT in € million	235 - 245	230 - 245
EBT ROS in %	In the order of last year's level (7.0)	In the order of last 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.

