



Interim Statement as of March 31, 2017

Conference Call

Dr. Volker Hues
Member of the Board of Management (Finance)
Hamburg, May 3, 2017

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Highlights of the Material Handling Equipment Market

Q1 2017

- The world material handling equipment market expanded by 20%, with China as the driving force (+46%).
- Significant increase in demand witnessed in Russia.
- The warehousing equipment product segment posted 18% global growth—primarily thanks to gains posted in Asia and Europe.
- Some 80% of the huge 23% rise in worldwide demand for IC engine-powered counterbalanced trucks was due to the significant increase in orders in China.

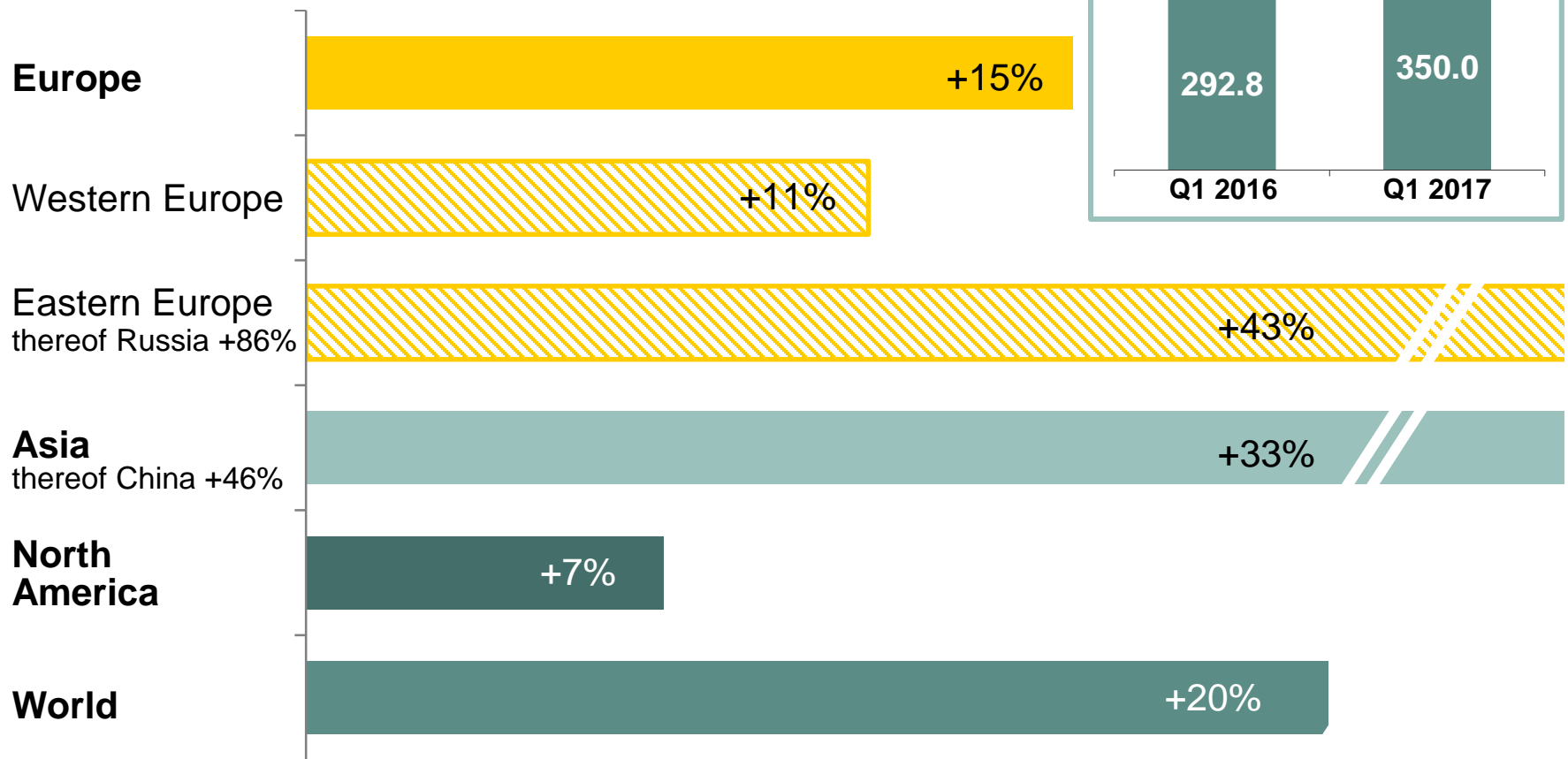
Highlights Jungheinrich

Q1 2017

- Incoming orders posted double-digit growth (in terms of both units and value)
- The rise in demand for logistic system solutions accounted for some 30% of the increase in the value of incoming orders
- Production totalled 29.1 thousand units, surpassing the year-earlier quarter by 21%
- All business fields contributed to the net sales growth
- EBIT advanced 23% to €56.4 million
- Orders on hand were up 11% compared to December 31, 2016; the order reach exceeded 4 months
- Full-year forecast for 2017 unchanged

World Material Handling Equipment Market, Jan. to March 2017

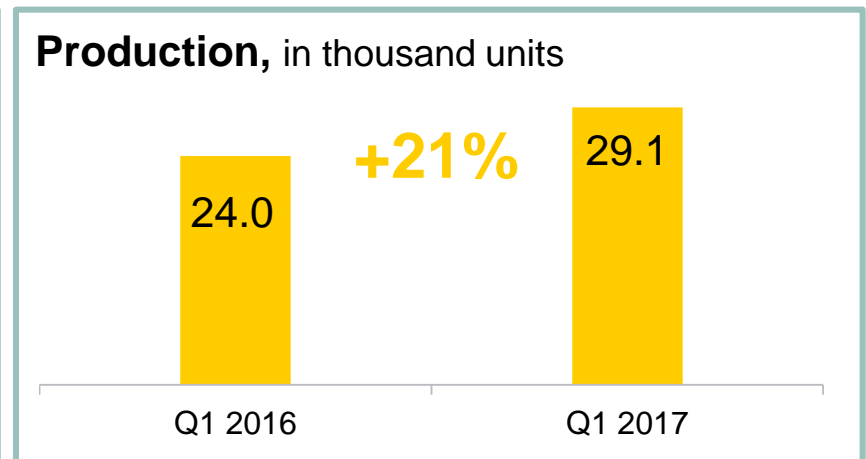
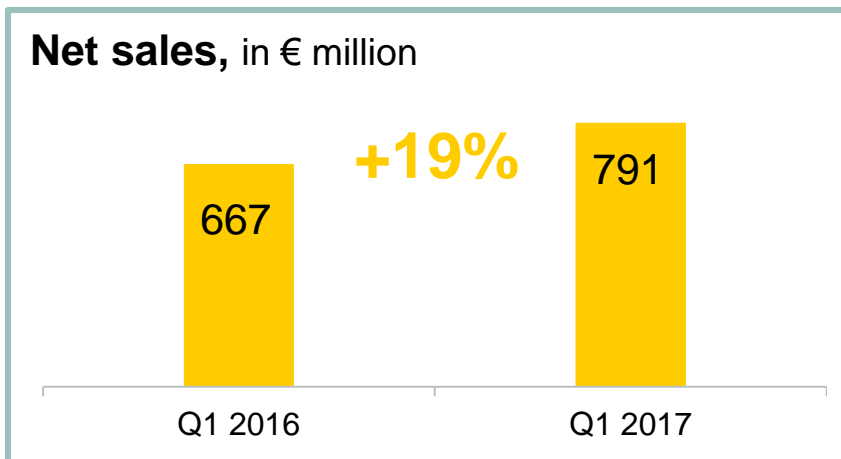
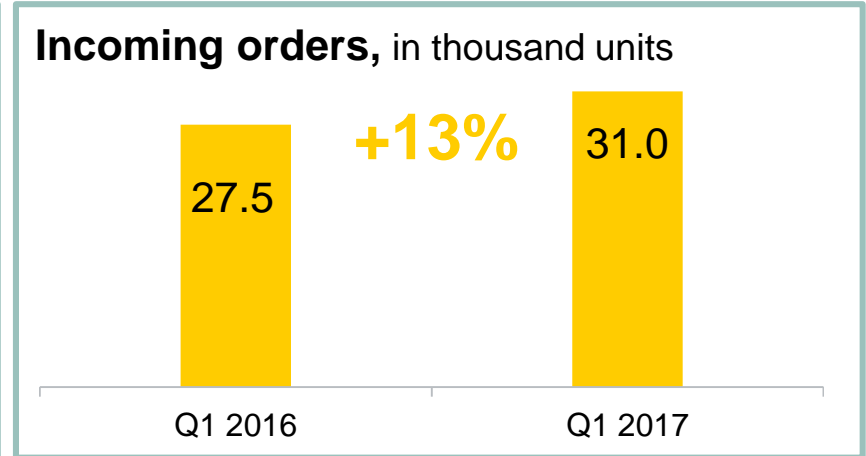
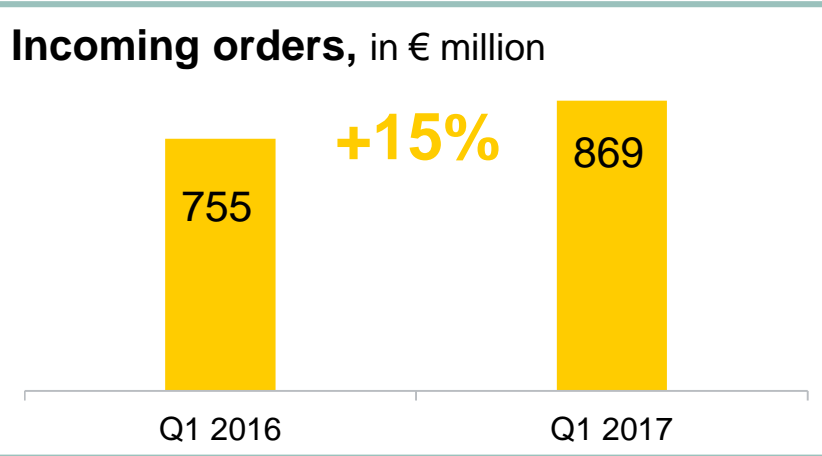
Growth Rates by Region



Source: WITS, SIMHEM; based on incoming orders in units, Jan. to March 2017 vs. Jan. to March 2016.

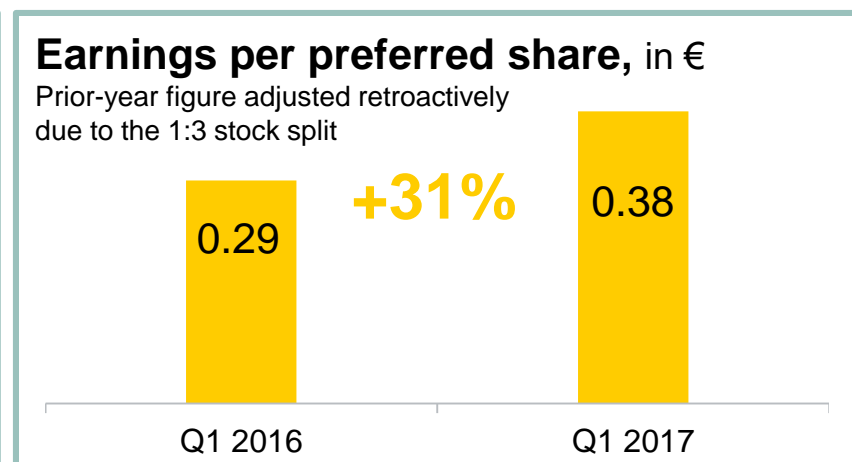
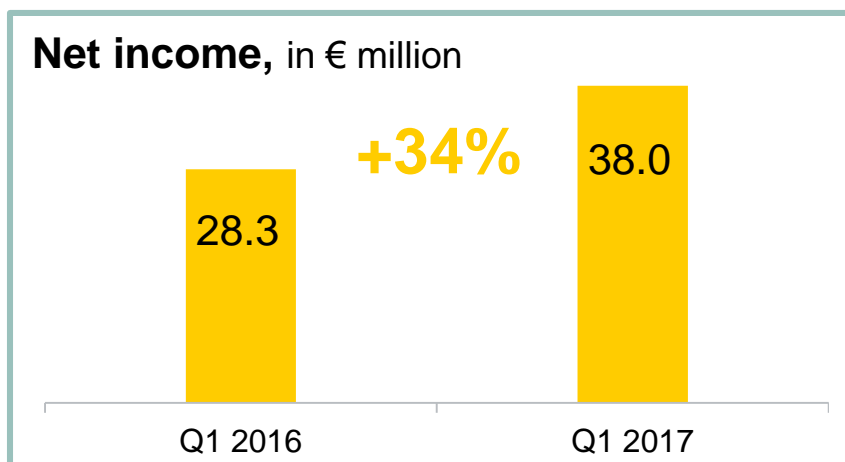
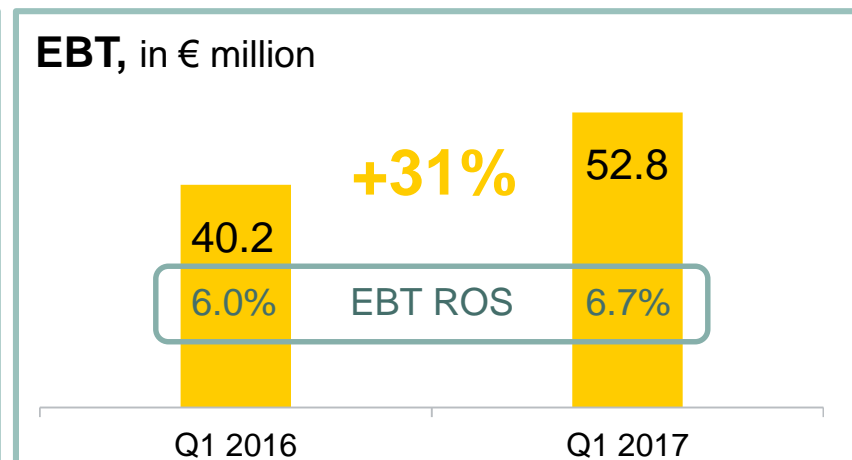
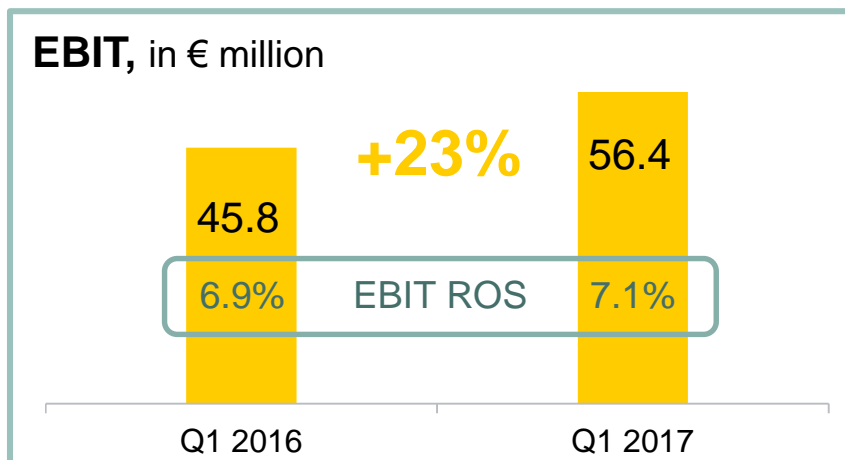
Current Business Trend

Q1 2017



Earnings Trend

Q1 2017



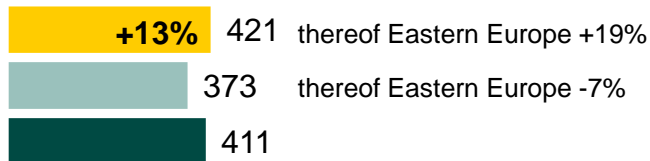
World Material Handling Equipment Market

Expected Development in 2017

World



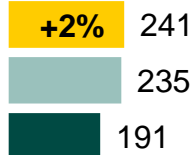
Europe



Asia



North America



■ 2016 ■ 2015 ■ 2007

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

World

- Jungheinrich continues to expect the world market to grow. However, the previous assessment of the contributions by the individual regions has been adjusted.

Europe

- Market volume is likely to increase.
- If the strong growth in Eastern Europe persists, demand may even stand a chance to rise by a high single-digit percentage.

Asia

- Double-digit market growth seems possible, although the current development, i.e. the dramatic rise in demand for IC engine-powered counterbalanced trucks, should normalize.

North America

- The good demand for electric material handling equipment may well continue.
- If it persists, the recovery of IC engine-powered counterbalanced trucks should also contribute to commendable market growth.

Jungheinrich Group: Forecast for the Financial Year 2017 unchanged

Positive Business Trend expected

	Forecast 2017
Incoming orders in € billion	3.4 - 3.5
Net sales in € billion	3.3 - 3.4
EBIT in € million	250 - 260
EBIT ROS in %	In the order of last year's level (7.6)
EBT in € million	230 - 245
EBT ROS in %	In the order of last year's level (7.0)
Net credit in € million	Mid-range, double-digit million euro territory
ROCE in %	In the order of last year's level (17.8)
Market share in Europe in %	Slight improvement over 2016 (21.6)

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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