Interim statement as of 31 March 2018

Conference Call

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Member of the Board of Management, Finance
Hamburg, 4 May 2018
Jungheinrich Highlights
Q1 2018

- Business development in Q1 2018 in line with expectations
- Net sales increase by 10%, product mix dominated by large trucks and project orders
- With 30 thousand trucks, production exceeds the very strong previous year’s quarter
- EBIT of €58 million slightly higher than in the previous year
- Orders on hand up 13% on 31 December 2017, orders account for almost 5 months of production
- Forecast for the whole of 2018 confirmed
World material handling equipment market, Jan. to March 2018
Growth rates by region

Europe
+7%

Western E.
+5%

Eastern E.
+16%

Asia
thereof China +16%
+13%

North America
+18%

World
+12%

Sources: WITS, SIMHEM; based on incoming orders in units, January to March 2018 vs. January to March 2017.
Current Business Trend
Q1 2018

**Incoming orders**, in € million

- Q1 2017: 869
- Q1 2018: 922
  - Increase: +6%

**Net sales**, in € million

- Q1 2017: 791
- Q1 2018: 872
  - Increase: +10%

**Incoming orders**, in thousand units

- Q1 2017: 31.0
- Q1 2018: 32.5
  - Increase: +5%

**Production**, in thousand units

- Q1 2017: 29.1
- Q1 2018: 30.0
  - Increase: +3%
Earnings

**EBIT, in € million**

- **Q1 2017**: 56.4
- **Q1 2018**: 57.9

**EBIT-ROS**

- **Q1 2017**: 7.1 %
- **Q1 2018**: 6.6 %

**EBT, in € million**

- **Q1 2017**: 52.8
- **Q1 2018**: 51.2

**EBT-ROS**

- **Q1 2017**: 6.7 %
- **Q1 2018**: 5.9 %

**Net income, in € million**

- **Q1 2017**: 38.0
- **Q1 2018**: 37.4

**Earnings per preferred share, in €**

- **Q1 2017**: 0.38
- **Q1 2018**: 0.38
World material handling equipment market
Further market increase expected for 2018

- In light of the positive economic indicators on a global scale, we anticipate that growth in the global market for material handling equipment in 2018 will be in the mid-to-high single-digit percent range.

- We believe higher growth levels are also a possibility in certain markets.

- For our core market Europe, we also anticipate growth in the mid-to-high single-digit percent range.

Sources: WITS, SIMHEM; based on incoming orders in units.
Jungheinrich Group: Forecast for the 2018 financial year
Ongoing positive business trend expected

<table>
<thead>
<tr>
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<th>Forecast 2018</th>
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<tbody>
<tr>
<td><strong>Incoming orders</strong> in € billion</td>
<td>3.75–3.85</td>
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<tr>
<td><strong>Net sales</strong> in € billion</td>
<td>3.6–3.7</td>
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<tr>
<td><strong>EBIT</strong> in € million</td>
<td>270–280</td>
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<td><strong>EBIT ROS</strong></td>
<td>at around the same level as last year (7.5%)</td>
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<tr>
<td><strong>EBT</strong> in € million</td>
<td>250–260</td>
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<tr>
<td><strong>EBT ROS</strong></td>
<td>at around the same level as last year (7.1%)</td>
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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, 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.