



DRIVE

JUNGHEINRICH 4.0

Interim report as of 30 June 2018

Conference call

Hans-Georg Frey,
Chairman of the Board of Management
Hamburg, 9 August 2018

JUNGHEINRICH

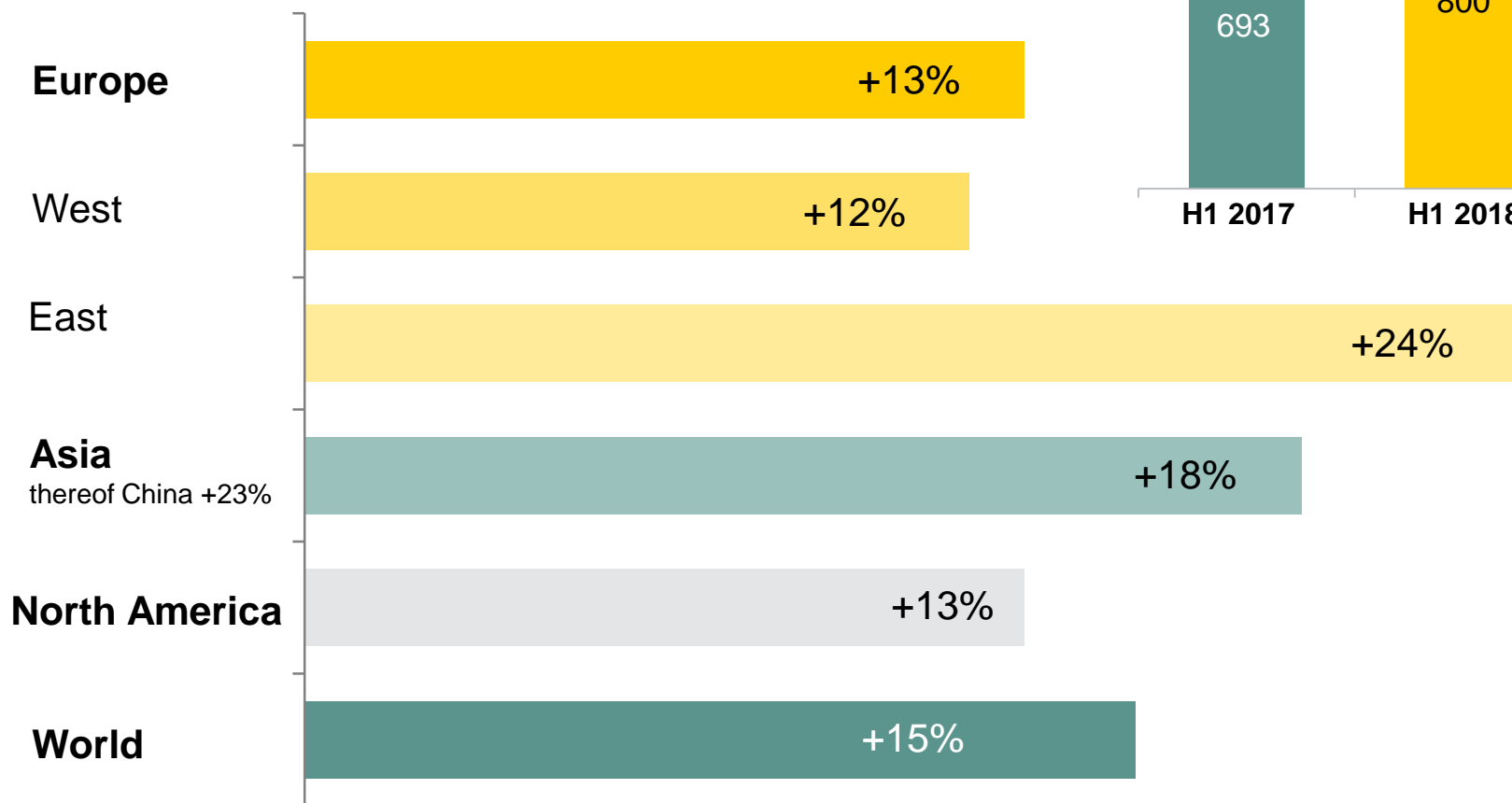
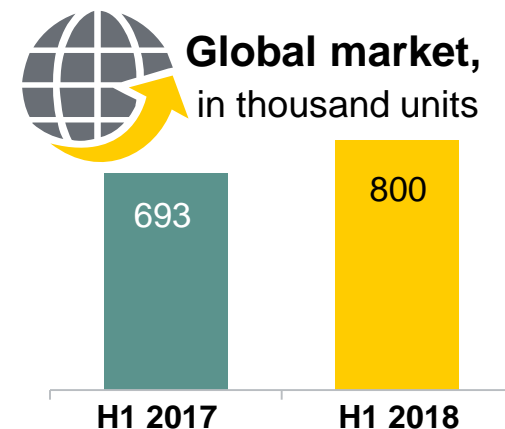
Jungheinrich highlights

H1 2018

- Highs for incoming orders (value), revenue and EBIT
- Incoming orders at almost €2 billion
- Again significant increase in research and development expenditure
- Orders on hand up 30% compared to 31 December 2017; orders account for five months of production
- Forecast substantiated: incoming orders and revenue at the upper end of the range
- EBIT in the range of €270 million to €280 million confirmed

Global material handling equipment market, January to June 2018

Growth rates by region

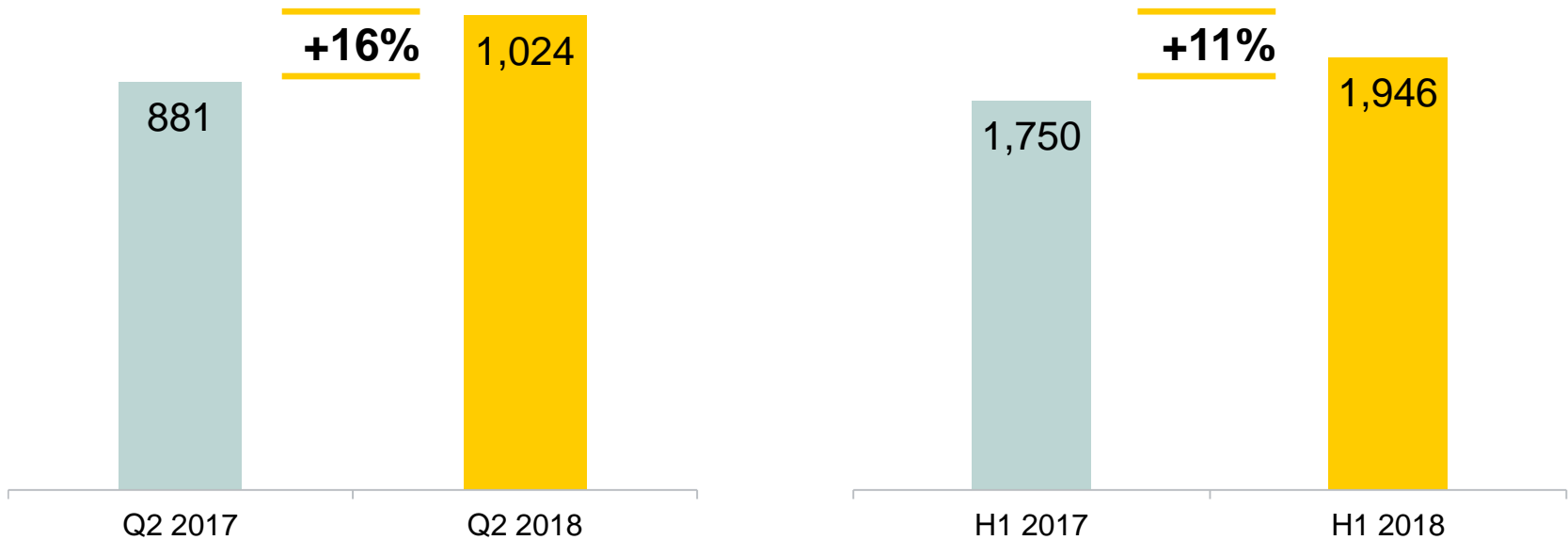


Sources: WITS, SIMHEM; based on incoming orders in units, January to June 2018 vs January to June 2017

Incoming orders for all business fields

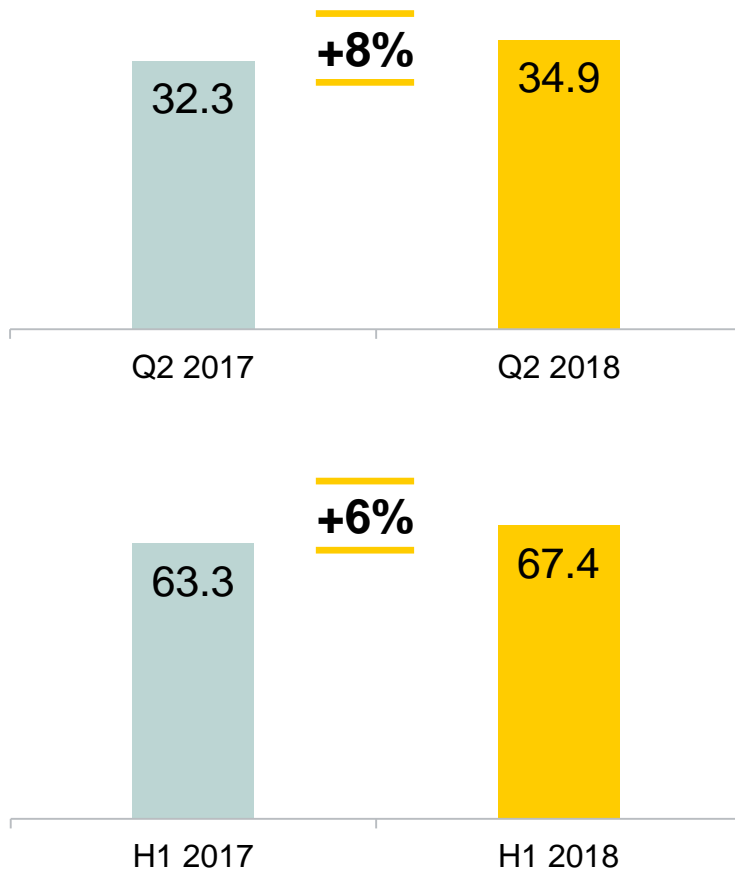
Incoming orders, in € million

- Just over one quarter of the increase due to higher demand for logistics systems solutions



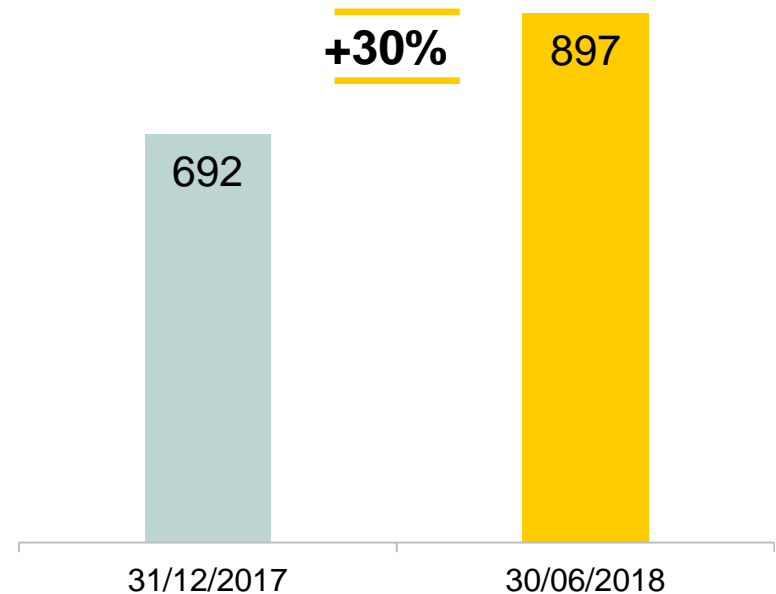
Development of new truck business

Incoming orders, in thousand units



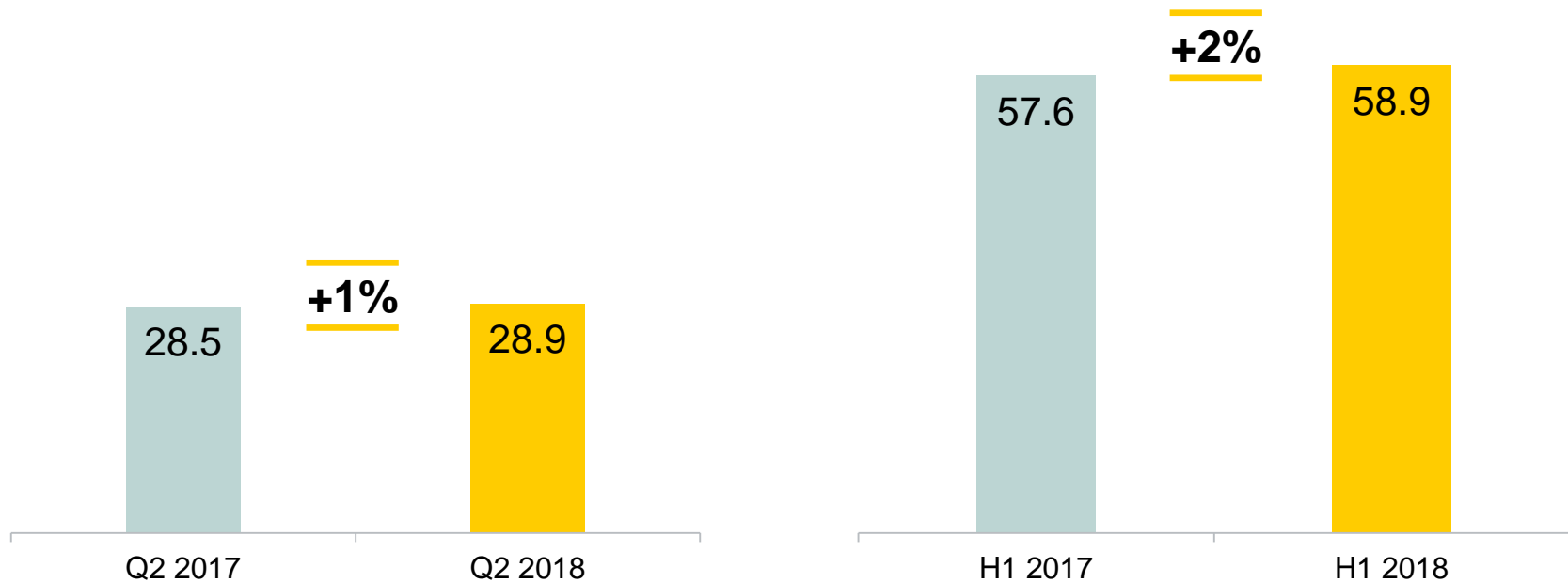
Orders on hand, in € million

■ Orders account for five months of production



Development of new truck business

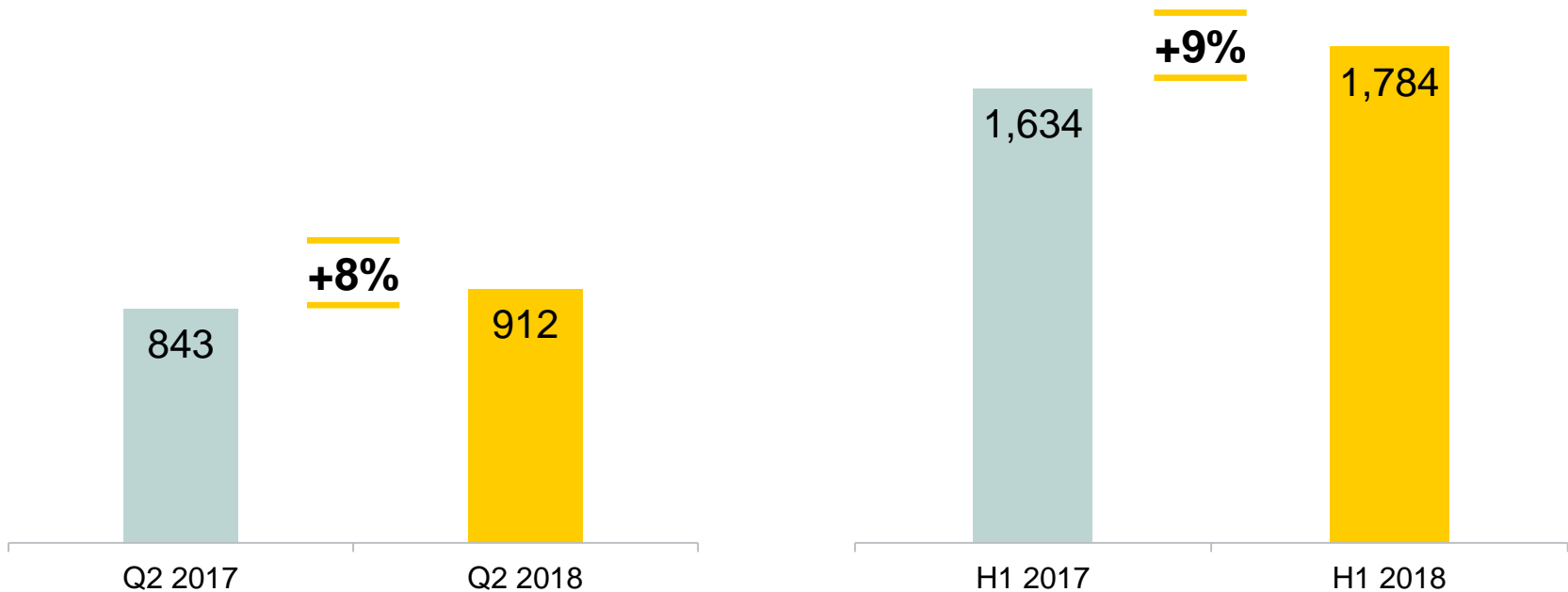
Production, in thousand units



Group revenue

Group revenue, in € million

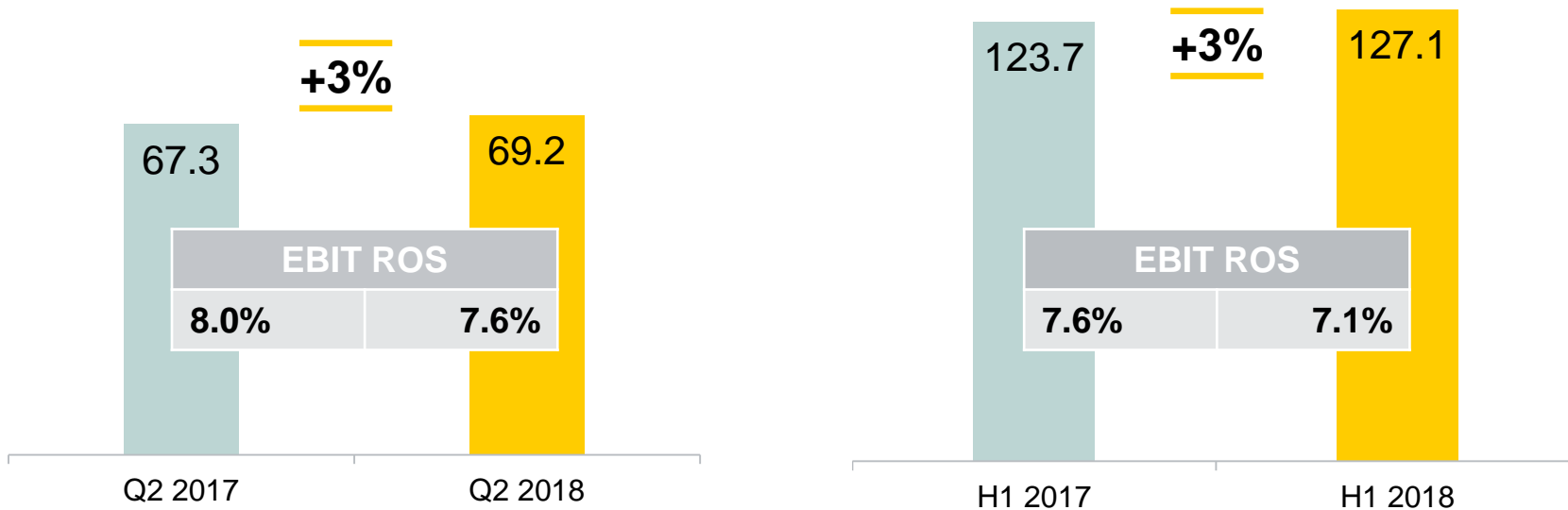
- “Logistics Systems” share of revenue: 15%
- Short-term rental and used equipment increases by 10%, after-sales services up by 8%
- Foreign revenue up 9% to €1,350 million
- Share of revenue from outside of Europe: 13%



Earnings

EBIT, in € million

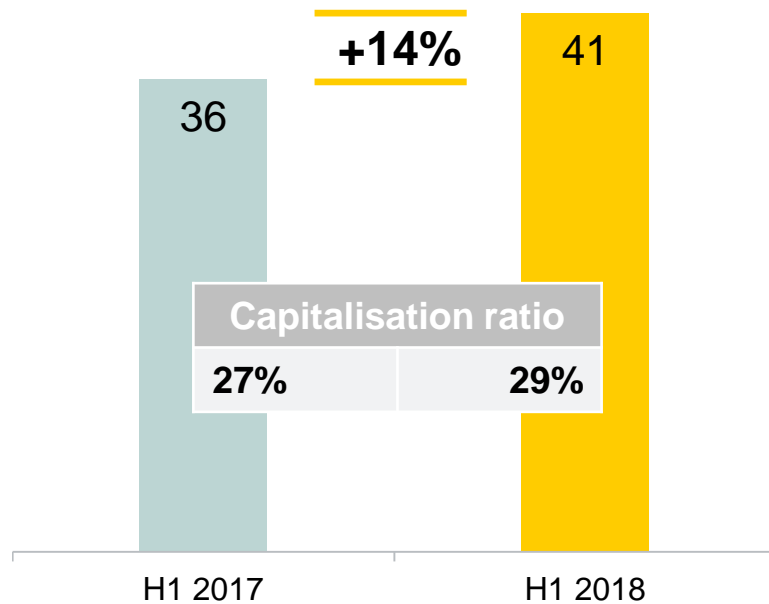
- In addition to staffing costs increasing significantly, raw materials prices exceeding expectations and the costs for the industry's most important trade fair, CeMAT, supply bottlenecks accompanied by price increases from some suppliers had a negative impact on earnings.
- Increased expenses for research and development again withstood in EBIT.



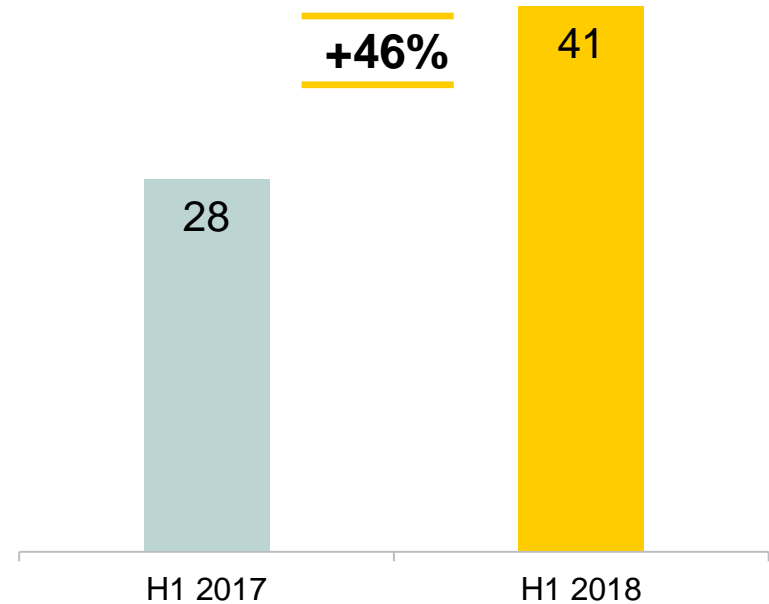
Research and development and capital expenditure

R&D expenditure, in € million

- Focus: partial and full automation of trucks, lithium-ion technology, greater product variety

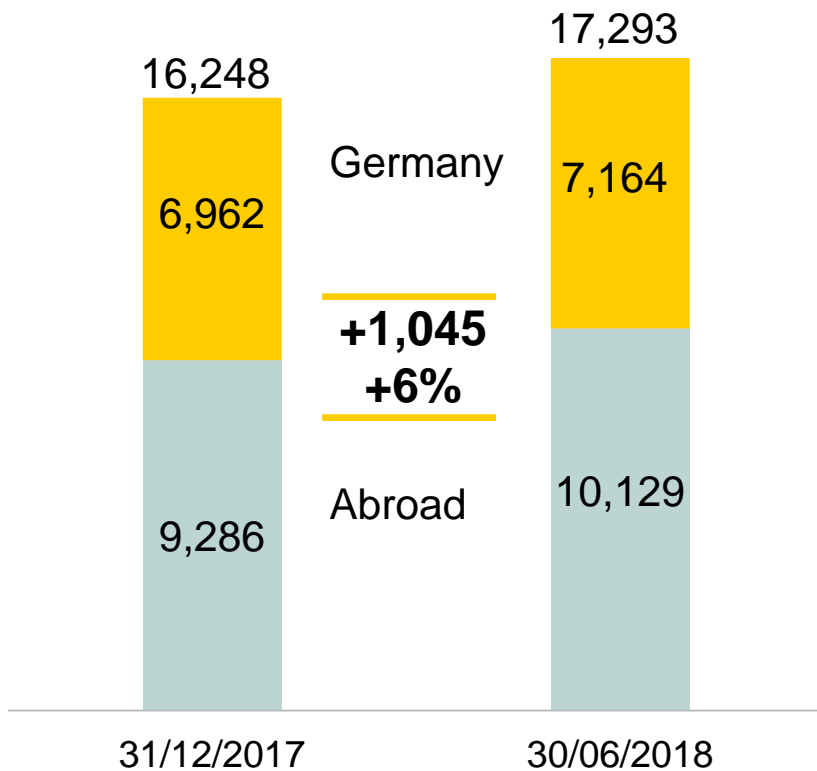


Capital expenditure, in € million



Employees

(full-time equivalent)¹



- Expansion focus: Europe and South America
- 25% of the new employees work at the new sales companies in Colombia, Ecuador and Peru.
- Customer service organisation expanded by 325 employees, equivalent to 31% of the total new employees

1) Including apprentices, excluding temporary workers.

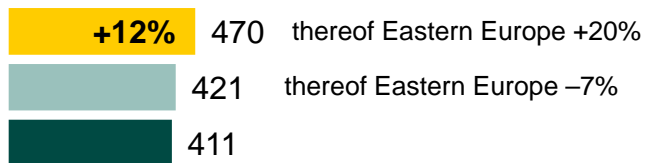
Global material handling equipment market

Forecast for global and European growth in 2018 revised

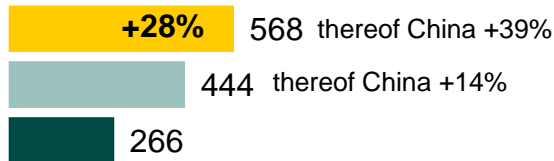
World



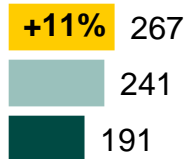
Europe



Asia



North America



■ 2017 ■ 2016 ■ 2007

- 2018 growth >10% for material handling equipment market, both globally and in Europe

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

Jungheinrich Group 2018 forecast

	March 2018	August 2018
Incoming orders in € billion	3.75 to 3.85	Upper end of range
Revenue in € billion	3.6 to 3.7	Upper end of range
EBIT in € million	270 to 280	
EBIT ROS	On a par with previous year (7.5%)	
EBT in € million	250 to 260	
EBT ROS	On a par with previous year (7.1%)	
Net debt in € million	Medium double-digit million euro range	At around €100 million
ROCE	16.5% to 17.5%	15% to 16%

Disclaimer

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