



**DRIVE**

JUNGHEINRICH 4.0

## Interim statement as of 30 September 2018

### Conference call

Dr. Volker Hues,  
Member of the Board of Management, Finance  
Hamburg, 6 November 2018

***JUNGHEINRICH***

# Jungheinrich highlights

## Q1–Q3 2018

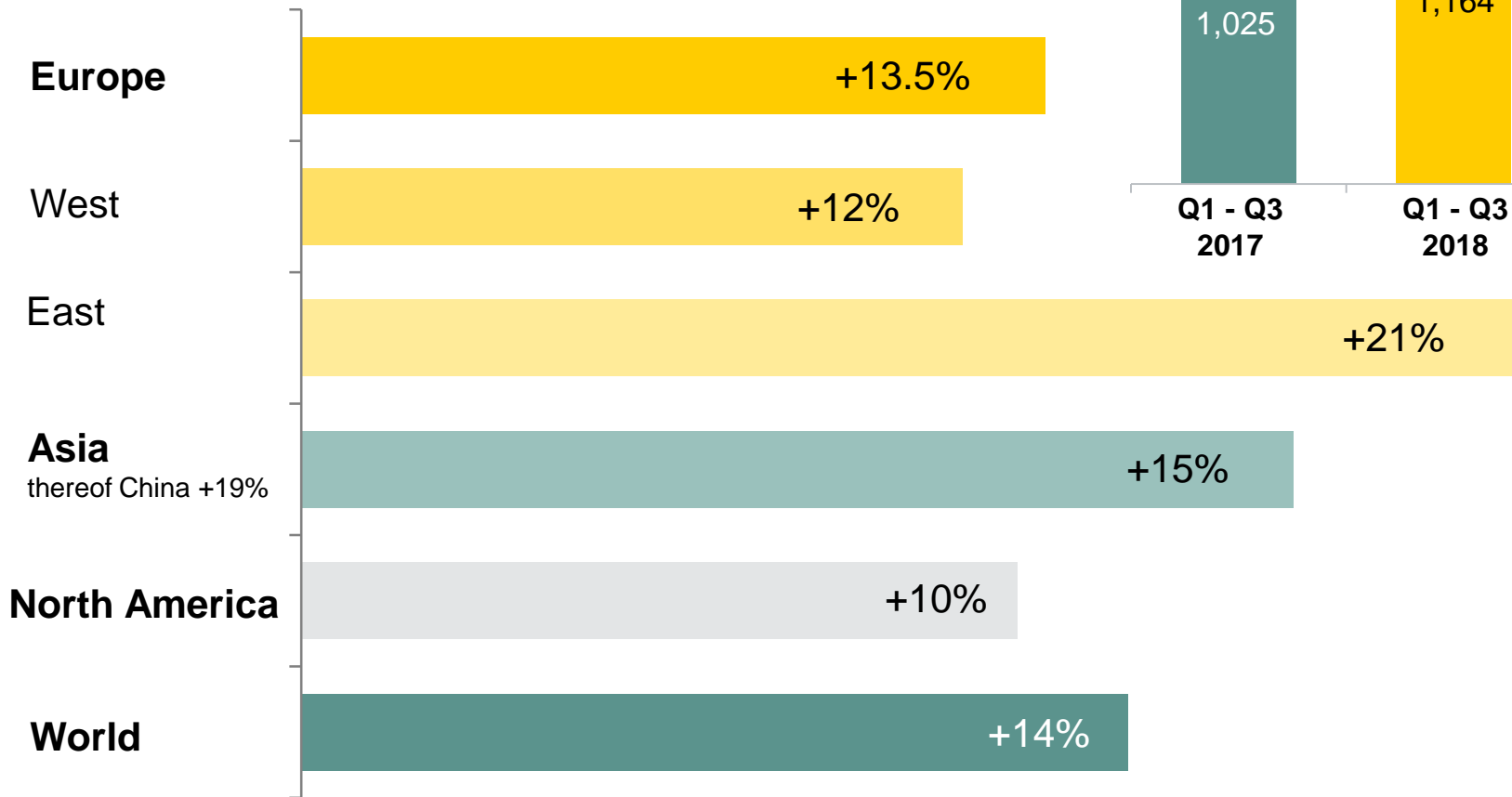
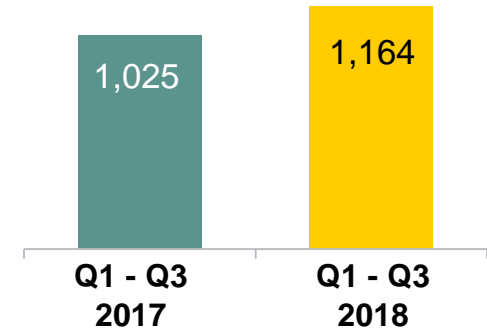
- Significantly increased highs once again for incoming orders (value) and revenue
- Incoming orders at almost €3 billion
- EBIT record: €193 million (+5%) despite difficult underlying conditions
- Orders on hand up 51% on 31 December 2017; orders account for six months of production
- Forecast raised for incoming orders and revenue  
EBIT in the range of €270 million to €280 million confirmed

# Global material handling equipment market, January to September 2018

## Growth rates by region



**Global market,**  
in thousand units

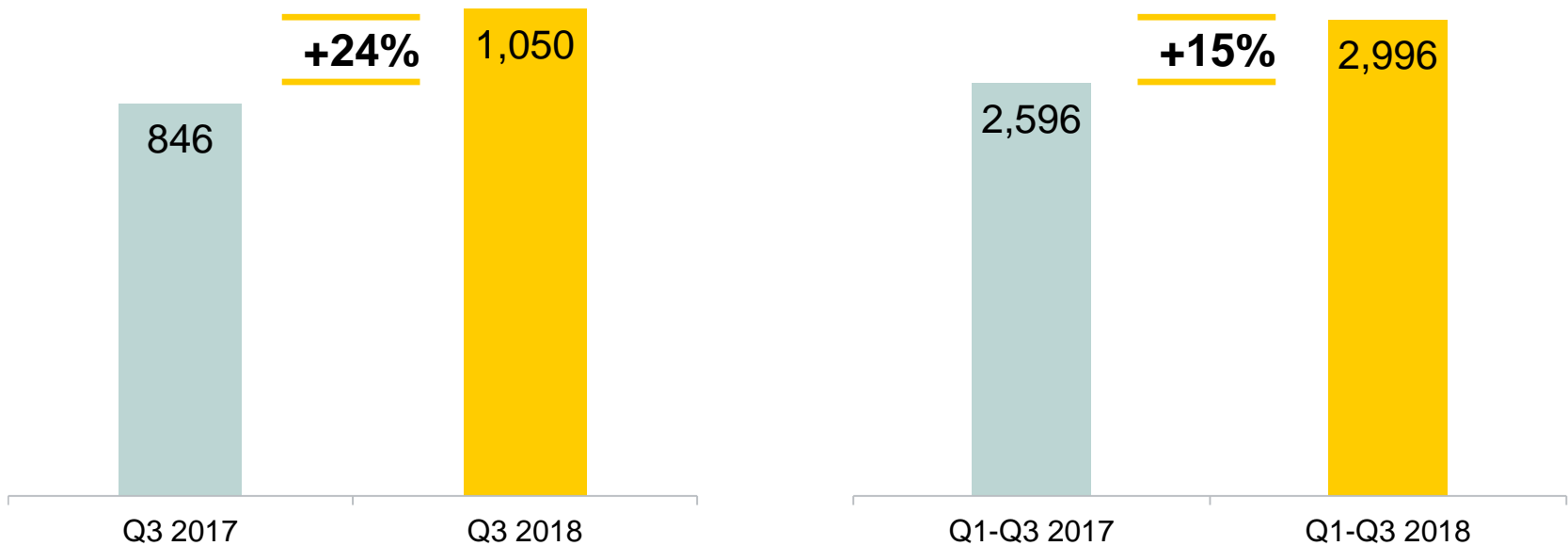


Sources: WITS, SIMHEM; based on incoming orders in units, January to September 2018 vs January to September 2017

# Incoming orders for all business fields

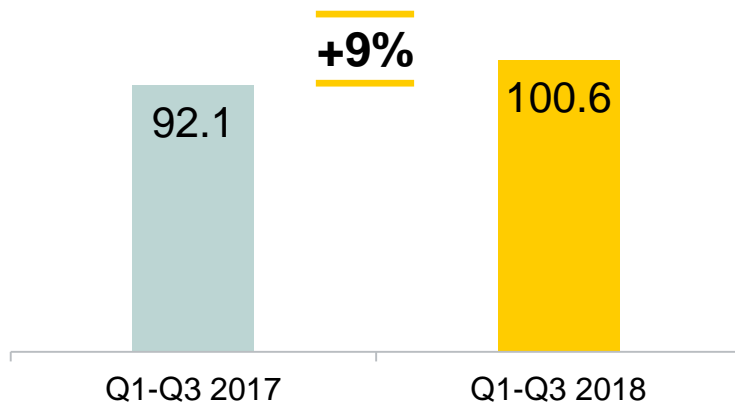
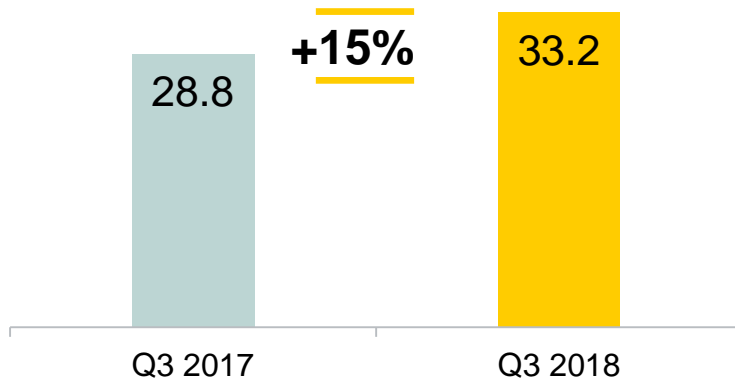
## Incoming orders, in € million

- Growth significantly due to higher demand for logistics systems solutions



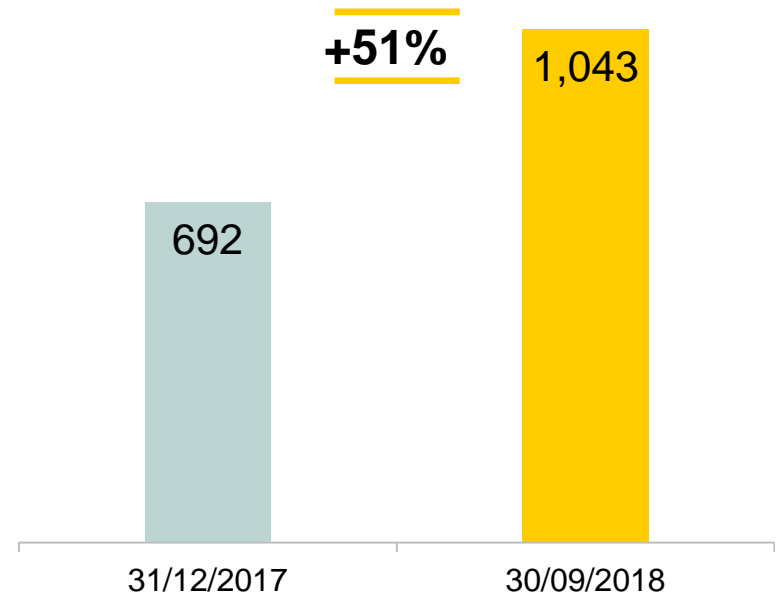
# Development of new truck business

**Incoming orders**, in thousand units



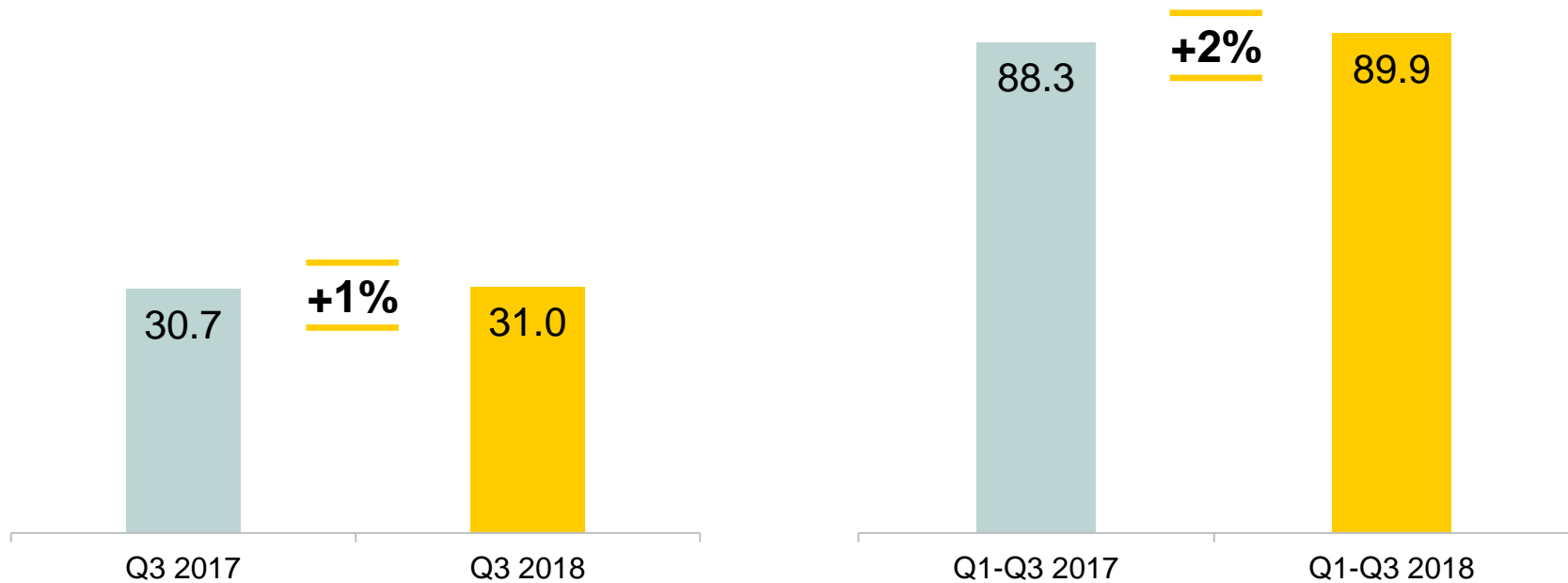
**Orders on hand**, in € million

■ Orders account for six months of production



# Development of new truck business

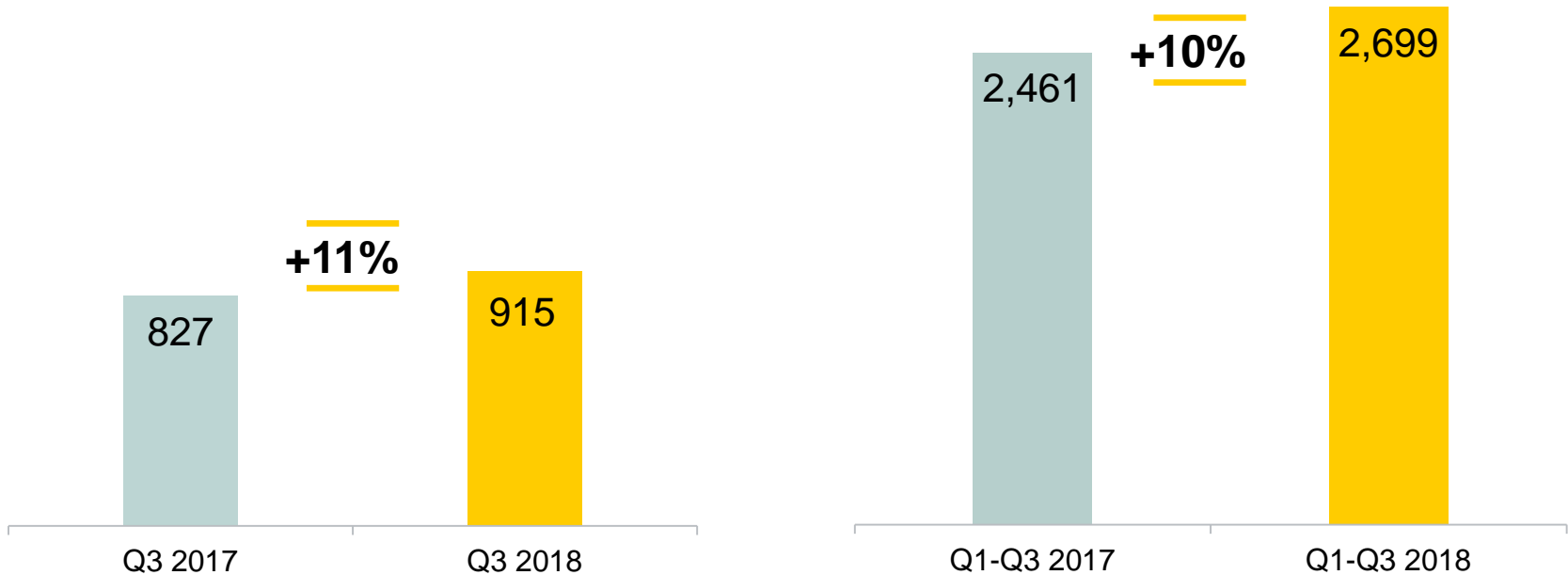
**Production**, in thousand units



# Group revenue

## Group revenue, in € million

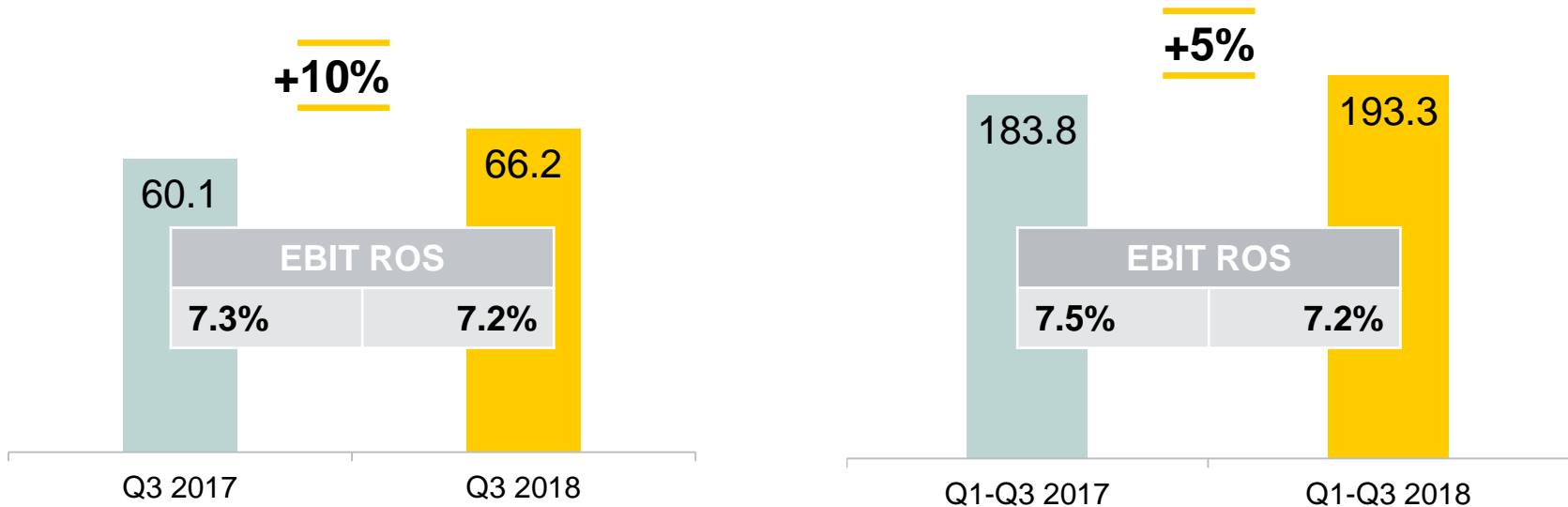
- “Logistics Systems” share of revenue: 15%
- Short-term rental and used equipment increases by 11%, after-sales services up by 9%



# Earnings

## EBIT, in € million

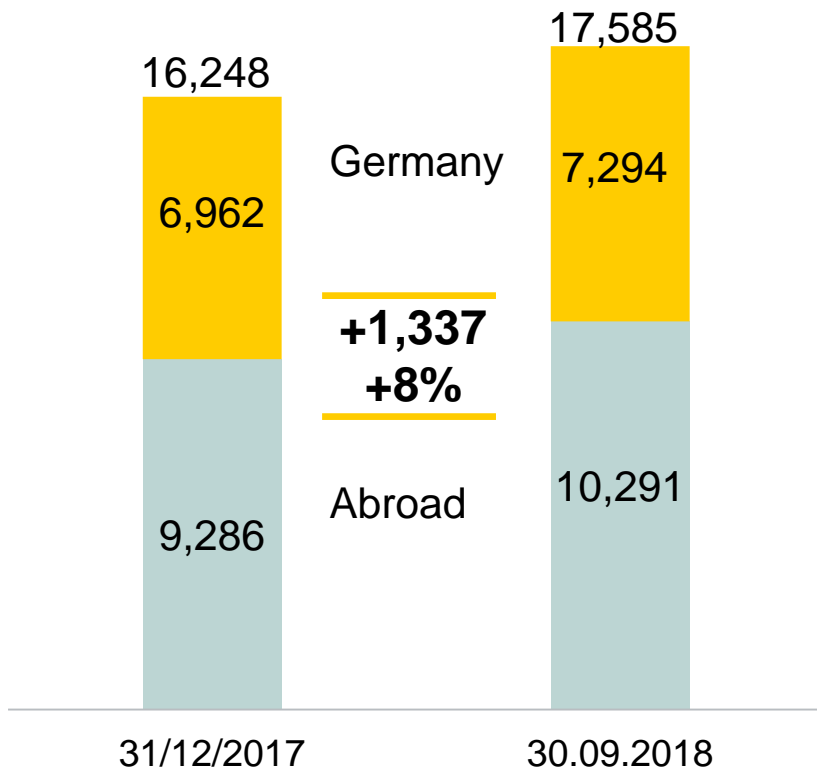
- In addition to staffing costs increasing significantly, raw materials prices exceeding expectations and the costs for the industry's most important trade fair, CeMAT, supply bottlenecks accompanied by price increases from some suppliers had a negative impact on earnings





# Employees

(full-time equivalent)<sup>1</sup>



- Expansion focus: Europe and South America
- 23% of the new employees work at the new sales companies in Colombia, Ecuador and Peru as well as in Serbia.
- 370 after-sales technicians hired, equivalent to 28% of the total new employees

1) Including apprentices, excluding temporary workers.

# Global material handling equipment market

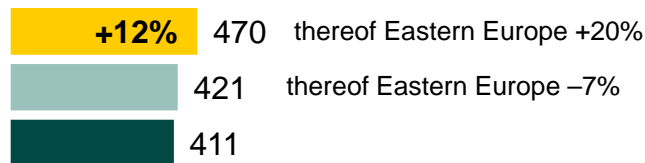
## Forecast for global and European growth in 2018 unchanged\*

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

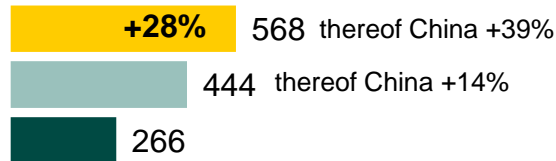
### World



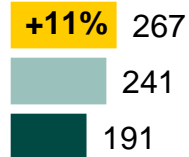
### Europe



### Asia



### North America



■ 2017 ■ 2016 ■ 2007

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

\*Assumptions regarding market development for the whole of 2018 have not changed from those in the interim report published in August 2018.

## Jungheinrich Group 2018 forecast adjusted

	March 2018	August 2018	November 2018
<b>Incoming orders</b> in € billion	3.75 to 3.85	Upper end of range	3.85 to 3.95 Upper end of range
<b>Revenue</b> in € billion	3.6 to 3.7	Upper end of range	3.65 to 3.75 Upper end of range
<b>EBIT</b> in € million	270 to 280		Lower end of range
<b>EBIT ROS</b>	On a par with previous year (7.5%)		Below the previous year
<b>EBT</b> in € million	250 to 260		Lower end of range
<b>EBT ROS</b>	On a par with previous year (7.1%)		Below the previous year
<b>Net debt</b> in € million	Medium double-digit million euro range	At around €100 million	At around €120 million
<b>ROCE</b>	16.5% to 17.5%	15% to 16%	

## Disclaimer

Unforeseeable developments may cause the actual business trend to differ from expectations, assumptions and estimates of the management of Jungheinrich that are reproduced 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 to exchange and interest rates. No responsibility is therefore taken for the forward-looking statements in this presentation.

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