



JUNGHEINRICH



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JUNGHEINRICH 4.0

Annual Report 2018

JUNGHEINRICH

Interim statement as of 31 March 2019

Conference Call

Dr Volker Hues
Member of the Board of Management, Finance
Hamburg, 10 May 2019

JUNGHEINRICH

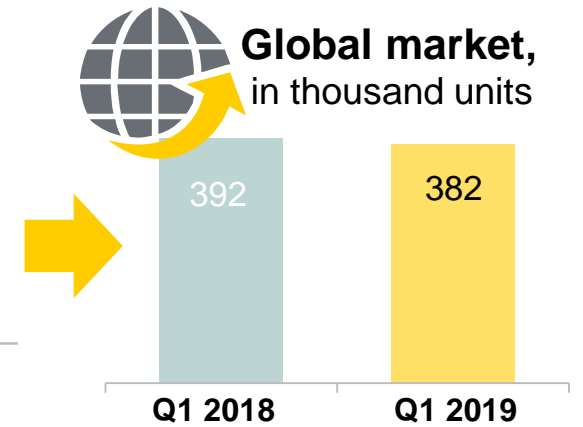
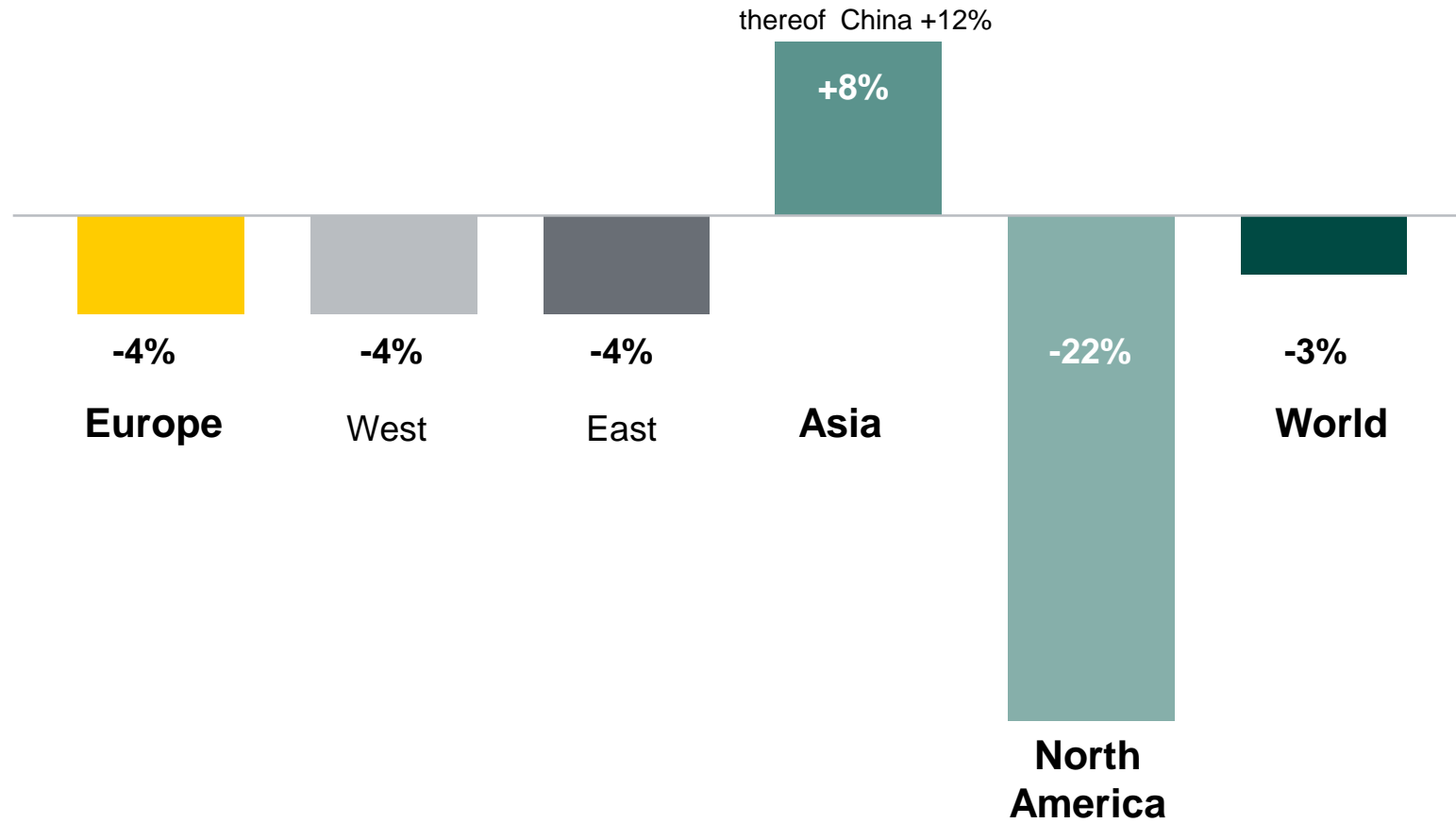
Jungheinrich highlights

Q1 2019

- Strong revenue and incoming orders performance in the first quarter of 2019.
- 11 per cent increase in incoming orders compared to previous year.
- All results up on the previous year's values.
- Orders on hand up 9 per cent on 31 December 2018; orders account for a good 5 months of production.
- Forecast for the whole of 2019 confirmed.

Global material handling equipment market, Q1 2019

Growth rates by regions

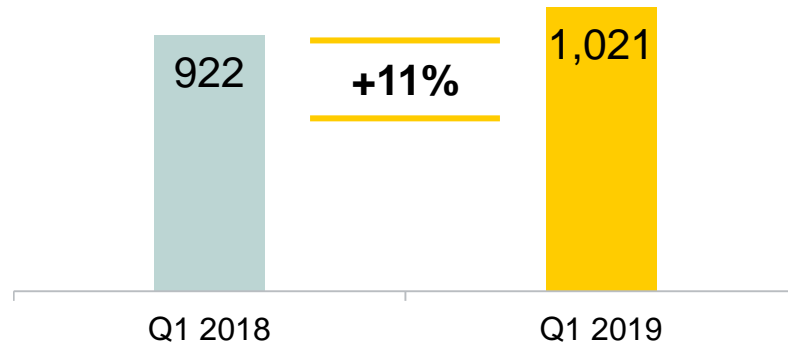


Sources: WITS, SIMHEM; based on incoming orders in units, January to March 2019 vs January to March 2018.

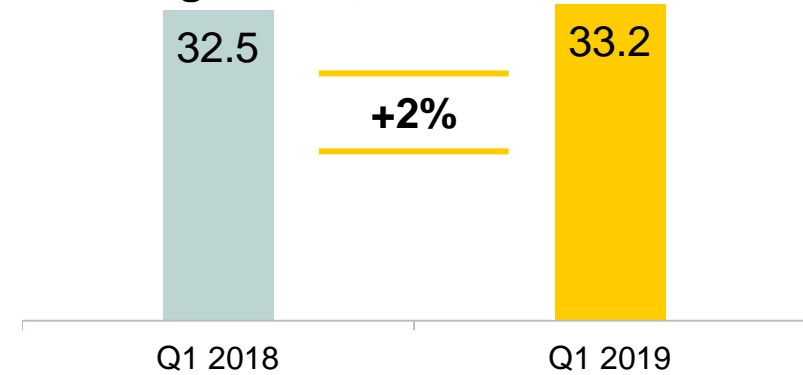
Business trend

Q1 2019

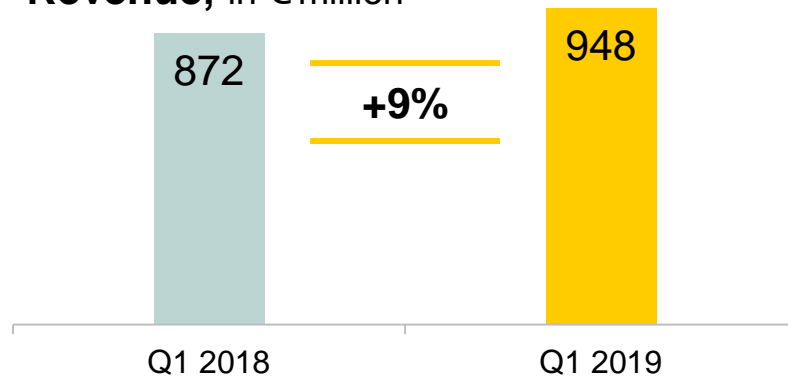
Incoming orders, in € million



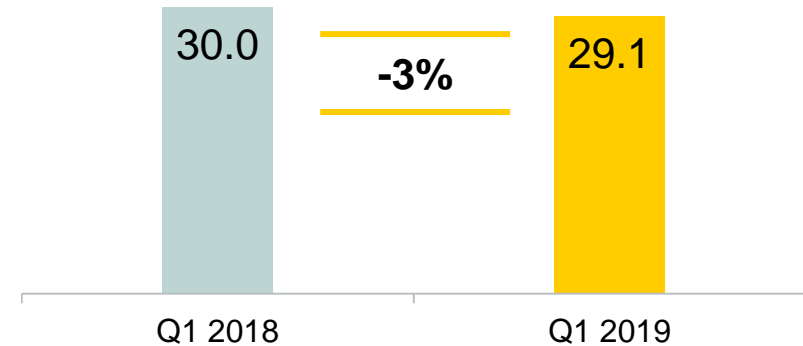
Incoming orders, in thousand units



Revenue, in € million

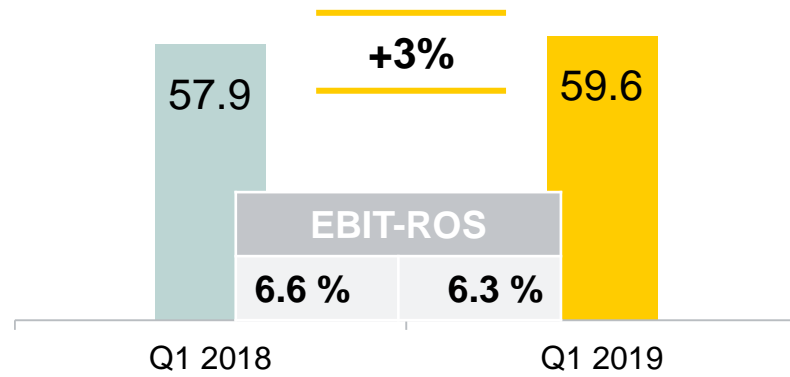


Production, in thousand units

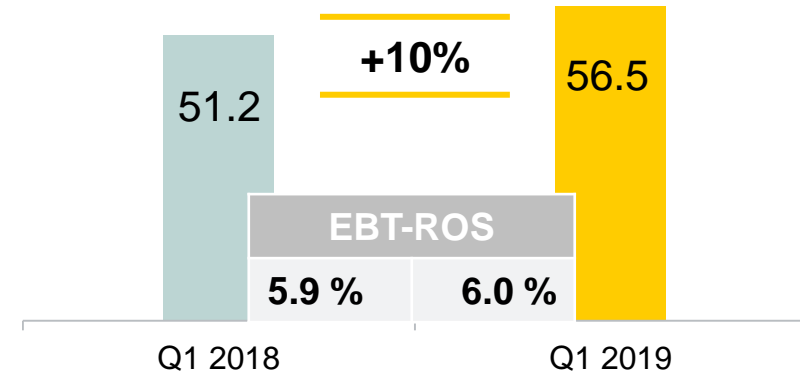


Earnings Q1 2019

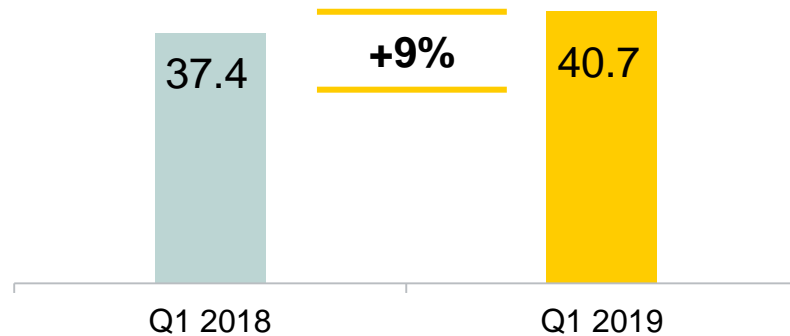
EBIT, in € million



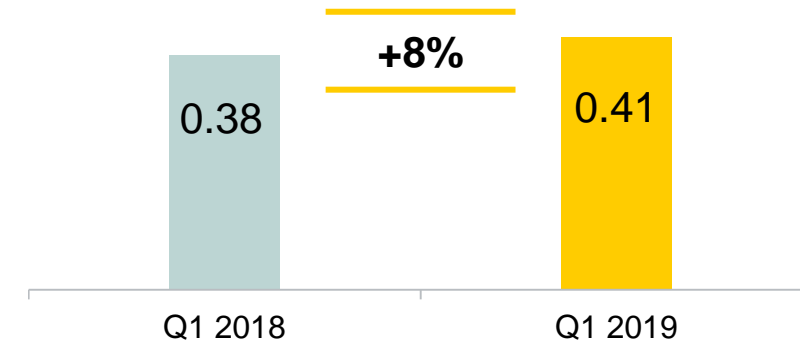
EBT, in € million



Profit or loss, in € million



Earnings per preferred share, in €



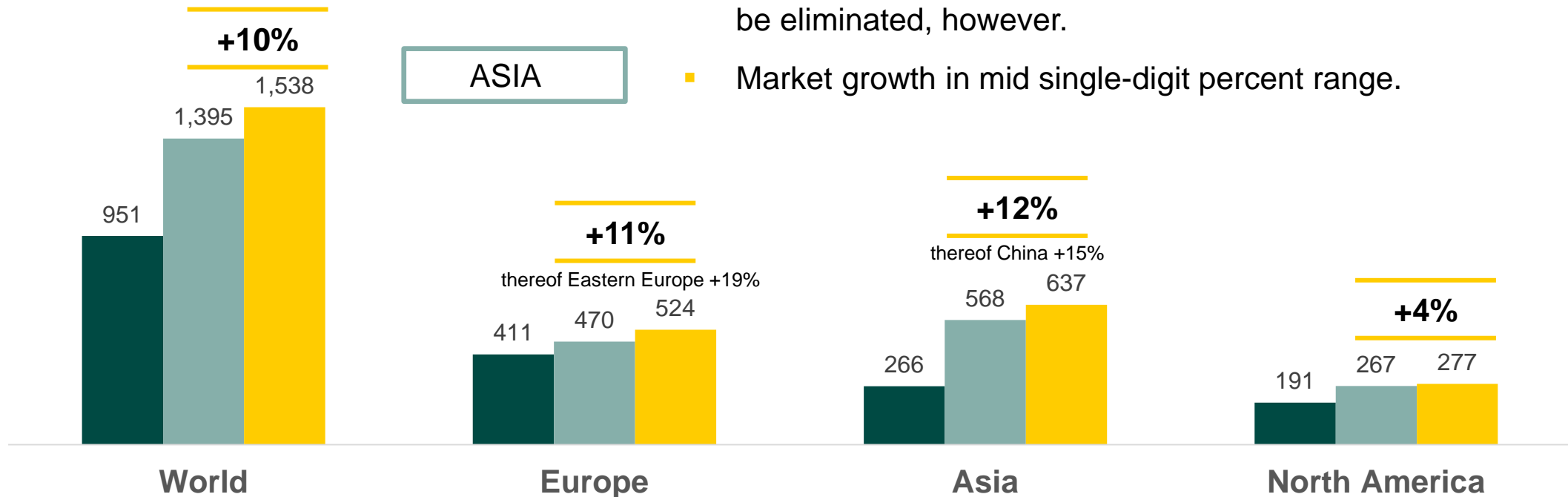
Global market for material handling equipment will continue to grow in 2019, but with slowing momentum

GLOBAL MARKET

EUROPE

ASIA

- Less dynamic growth; possible slight decrease compared to 2018. Growth rate in the low-to-mid single-digit percent range at best.
- Rise in market volume in the low-to-mid single-digit percent range. Possibility of slight decrease compared to 2018 cannot be eliminated, however.
- Market growth in mid single-digit percent range.



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

■ 2007 ■ 2017 ■ 2018

Jungheinrich Group forecast 2019 confirmed

	Forecast 2019
Incoming orders, in € billion	4.05 to 4.20
Revenue, in € billion	3.85 to 4.05
EBIT, in € million	275 to 295
EBIT-ROS	7.0 to 7.4%
EBT, in € million	250 to 270
EBT-ROS	6.4 to 6.8%

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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