

PIONEERS IN INTRALOGISTICS



Interim statement as of 30 September 2022

Conference call

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Hamburg, 11 November 2022

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Q1–Q3 2022 – At a glance



Business development satisfactory, despite ongoing challenges in supply of materials and considerable increases in cost of materials and logistics



Economic uncertainties remain severe as a result of Russia-Ukraine war



At €3,397 million, revenue up 12% against previous year; incoming orders on a par with previous year at €3,594 million



Solid development in EBIT at €266 million (previous year: €258 million), slight decrease in EBIT-ROS to 7.8% (previous year: 8.6%)



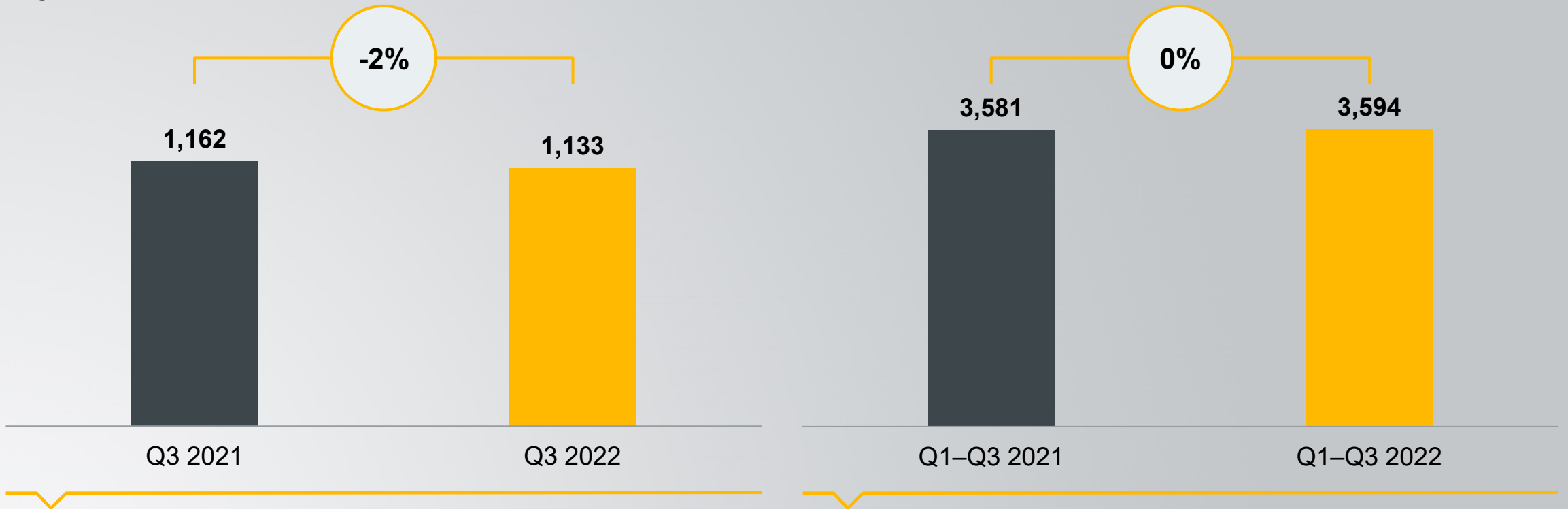
At €-273 million, free cash flow markedly negative (previous year: €+137 million) due to sharp rise in working capital



Forecast for 2022 confirmed

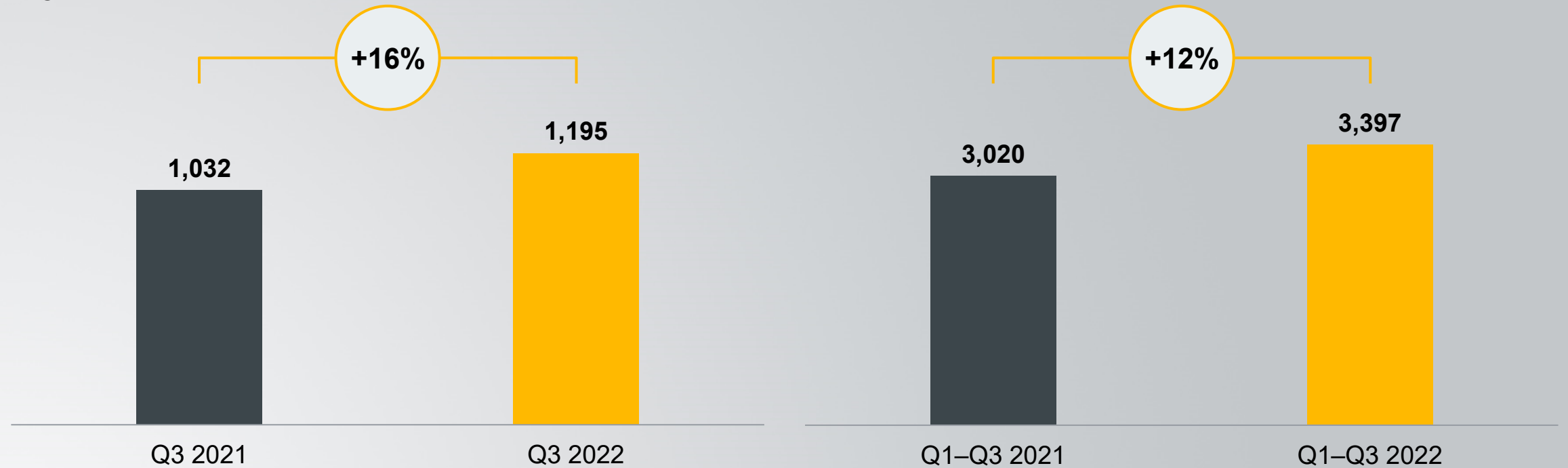
Incoming orders on a par with previous year

Incoming orders
in € million



Good revenue growth compared with previous year despite ongoing limited availability of production materials

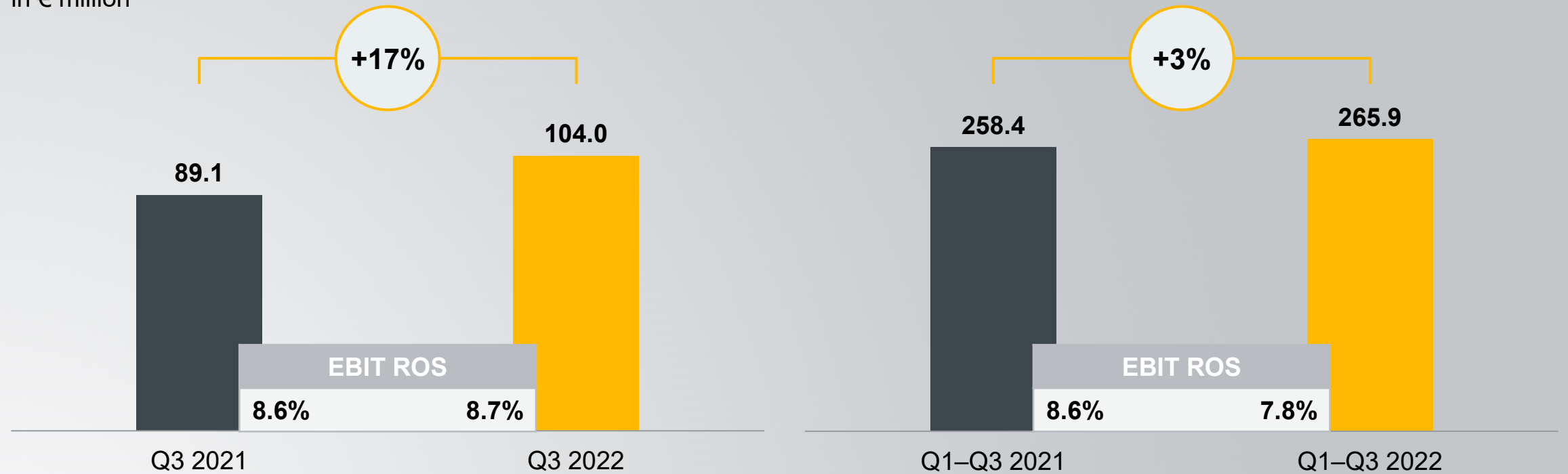
Revenue
in € million



- Key driver: new truck business, due among other things to very good growth in automated systems
- Supply chain management remains successful under extremely difficult circumstances

Solid result under challenging circumstances

EBIT
in € million



- Significant increases in cost of materials partially countered through appropriate measures

Forecast for 2022 confirmed

2022 forecast	September 2022 ¹
Incoming orders in € billion	4.6 to 4.9
Revenue in € billion	4.6 to 4.8
EBIT in € million	340 to 380
EBIT ROS in %	7.2 to 8.0
EBT in € million	305 to 345
EBT ROS in %	6.5 to 7.3
ROCE in %	14.0 to 17.0
Free cash flow in € million	significantly negative (previous year: +89)

- Largely intact supply chains and no considerable production interruptions
- Serious production restrictions due to gas shortage cannot be ruled out

¹ Ad-hoc announcement from 23/09/2022

Disclaimer

The explanations in this presentation are forward-looking statements that are based on the company management's current expectations, assumptions and assessments for future developments. Such statements are subject to risks and uncertainty that are largely beyond the company's control. This includes changes in the overall economic situation, including impacts from geopolitical conflicts, debt issues, the further course of the COVID-19 pandemic, within the intralogistics sector, in materials supply, the availability and price development of energy and raw materials, demand in important markets, developments in competition and regulatory frameworks and regulations, exchange and interest rates and the outcome of pending or future legal proceedings.

Should these or other uncertainties or unknown factors apply or the assumptions on which these statements are based prove false, actual results may deviate significantly from the results stated or implied. No responsibility is therefore taken for forward-looking statements. Without prejudice to existing capital market obligations, there is no intention nor do we accept any obligation to update forward-looking statements.

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