



JUNGHEINRICH

Interim statement as of 31 March 2023

Conference call

Dr Lars Brzoska (Chairman of the Board of Management)
Dr Volker Hues (Member of the Board of Management, Finance)
Hamburg, 8 May 2023

JUNGHEINRICH

Q1 2023 – At a glance



Acquisition of US Storage Solutions Group successfully completed on 15 March 2023



Incoming orders up slightly at €1,350 million



Revenue of €1,291 million surpasses the corresponding quarter last year by 22%



Record EBIT of €120 million and EBIT ROS of 9.3% achieved



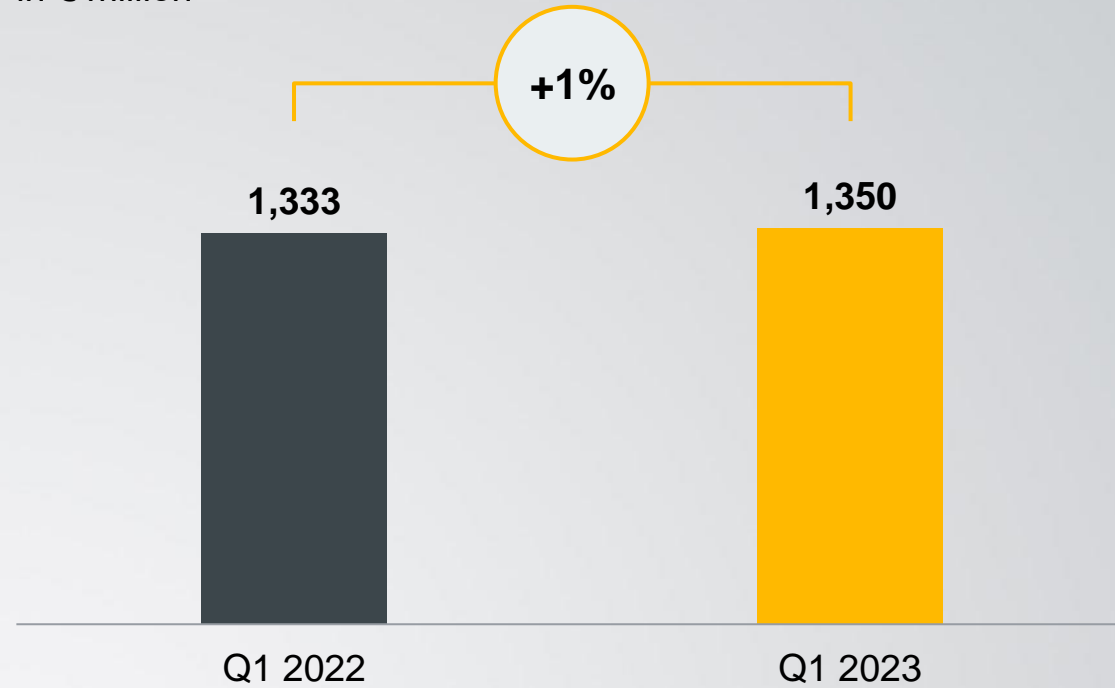
Free cash flow of €–232 million burdened by €310 million for the purchase price payment for Storage Solutions, positive free cash flow from operating business without acquisition



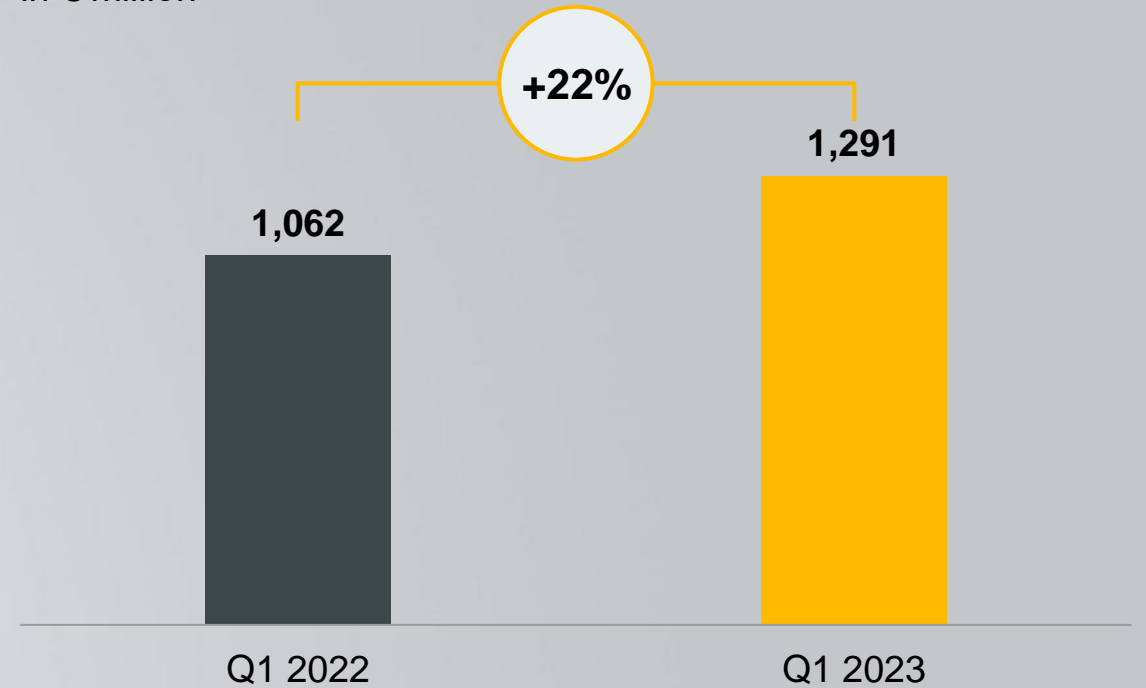
Forecast for 2023 raised

Strong start to the 2023 financial year

Value of incoming orders in Group
in € million



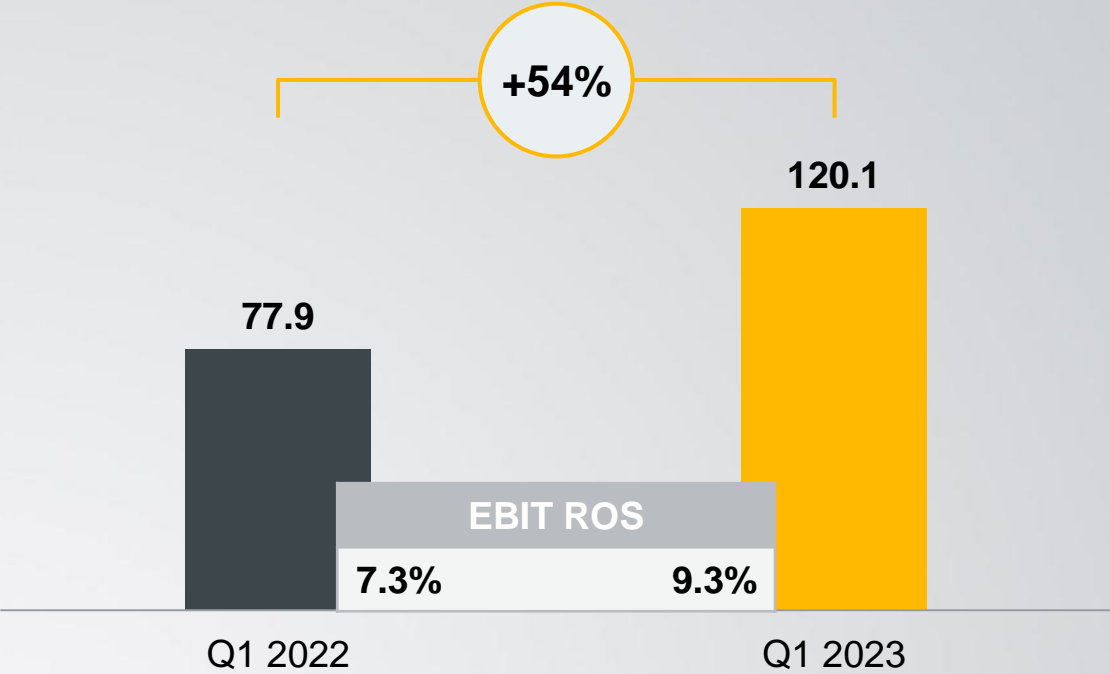
Revenue
in € million



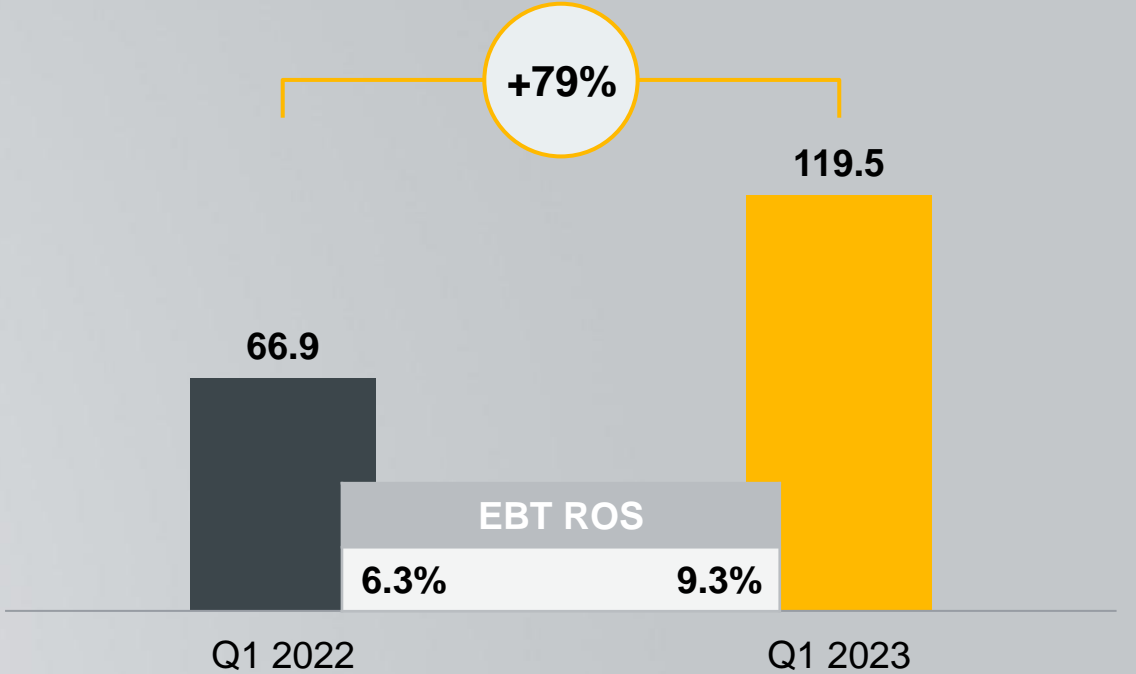
- Key driver: new business

Results rise to record levels

EBIT
in € million



EBT
in € million

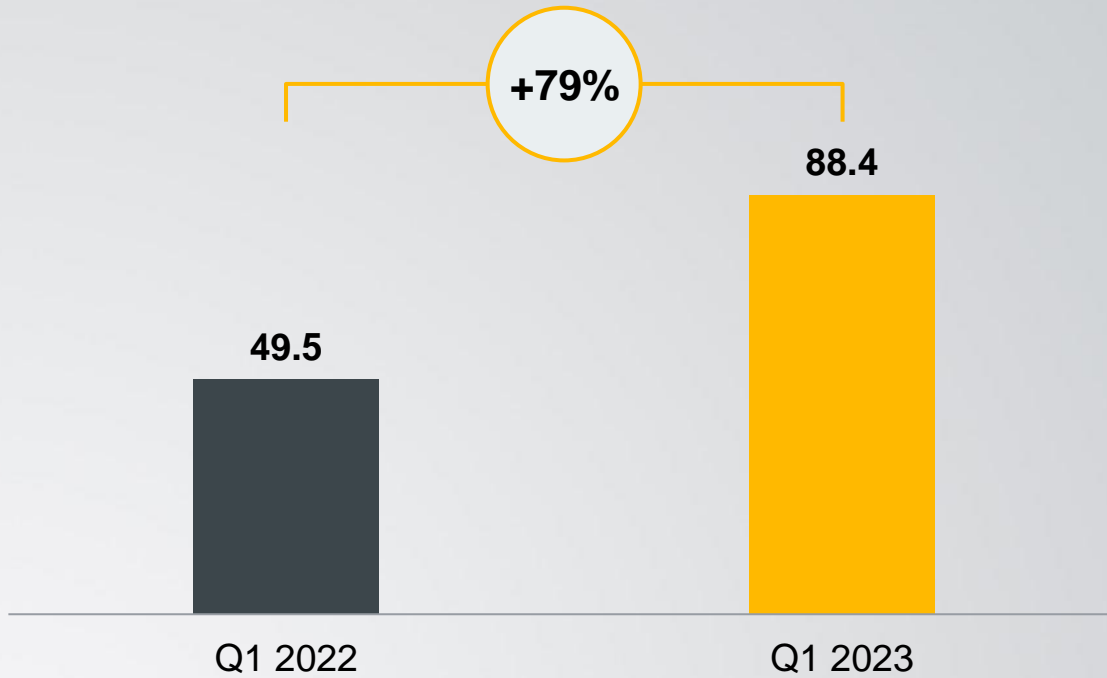


- EBIT benefits from appropriate measures to safeguard margins
- Transaction-related costs of €9 million resulting from the acquisition of Storage Solutions recognised

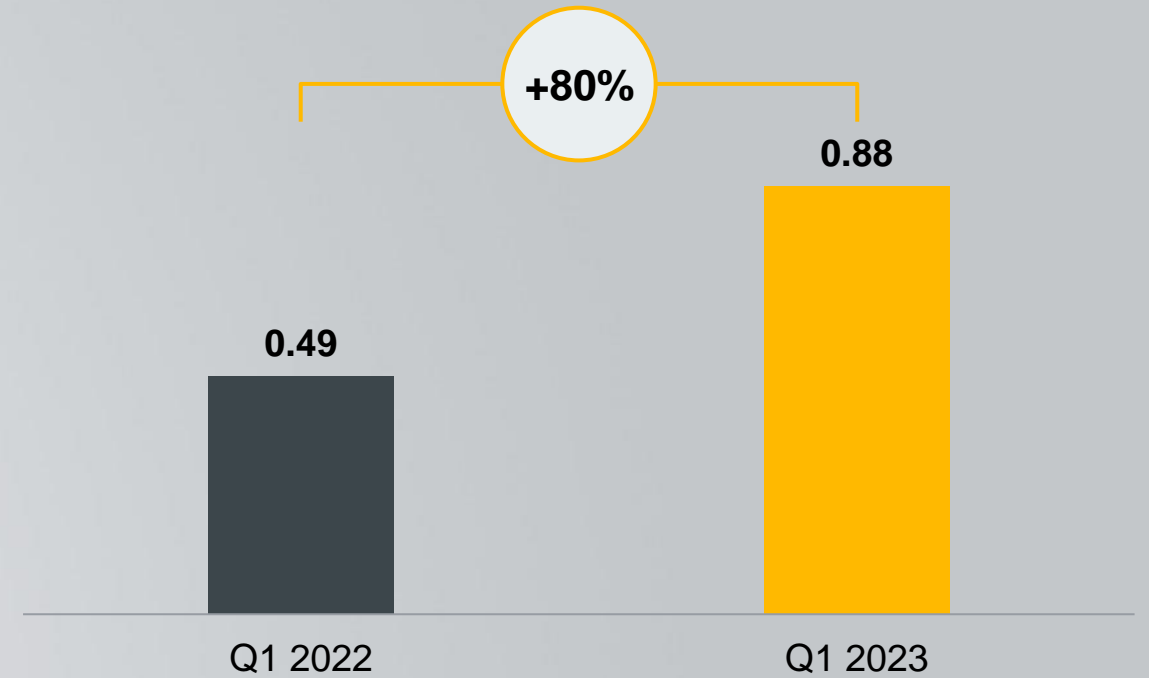
- Significantly improved financial income boosts results

Profit for the year also shows a steep rise

Profit or loss
in € million



Earnings per preferred share
in €



2023 forecast raised

	Actual 2022	Forecast March 2023 ¹⁾	Forecast April 2023 ²⁾
Incoming orders in € billion	4.8	4.8 to 5.2	5.0 to 5.4
Revenue in € billion	4.8	4.9 to 5.3	5.1 to 5.5
EBIT in € million	386	350 to 400	400 to 450
EBIT ROS in %	8.1	7.3 to 8.1	7.8 to 8.6
EBT in € million	347	325 to 375	370 to 420
EBT ROS in %	7.3	6.6 to 7.4	7.2 to 8.0
ROCE in %	16.3	13.0 to 16.0	15.0 to 18.0
Free cash flow in € million	-239	significantly better, but still negative	

Included effects from the acquisition of Storage Solutions:

- Incoming orders: €0.3 billion
- Revenue: €0.2 billion
- EBIT: €20 million
- Negative EBIT effects:
 - One-off transaction-related costs (€9 million)
 - Purchase price allocation (€15 million to €20 million)
 - Variable, performance-related remuneration (€15 million)
- Free cash flow affected by €310 million purchase price payment

¹⁾ 2022 Annual Report

²⁾ Ad hoc announcement on 24/04/2023 and interim statement as of 31 March 2023

Disclaimer

The explanations in this presentation are partly 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 Corona 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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