



# Interim statement as of 30 September 2024

Dr Volker Hues  
(Member of the Board of Management, CFO)

Heike Wulff  
(Member of the Board of Management,  
designated CFO)

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# Q1–Q3 2024: At a glance



**Resilient business development** in ongoing **difficult** market environment



**Incoming orders slightly higher** than in previous year at €3,931 million



**Revenue down 2%** against previous year's very good figure at €3,923 million



**EBIT at €320 million**, with **EBIT ROS** remaining **resilient** at **8.2%**



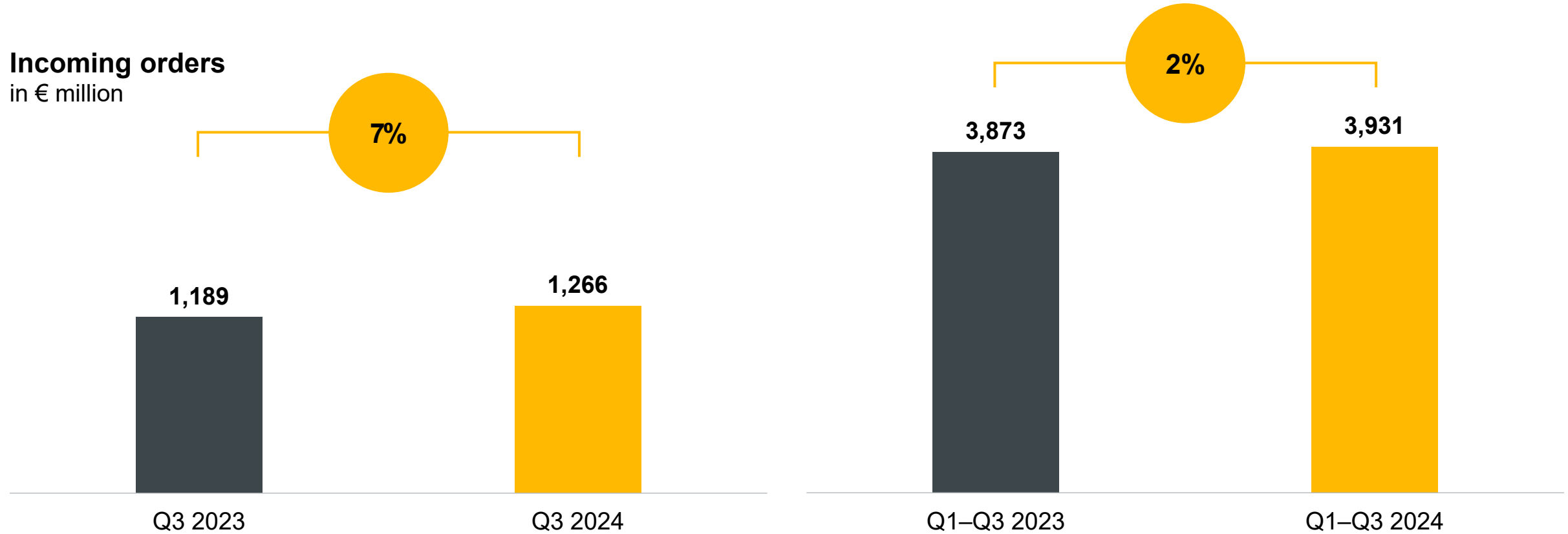
**Free cash flow is strong** at €314 million



**2024 forecast reaffirmed**, for **incoming orders and revenue substantiated**, **free cash flow expectation raised**

# Increase in incoming orders under difficult market environment

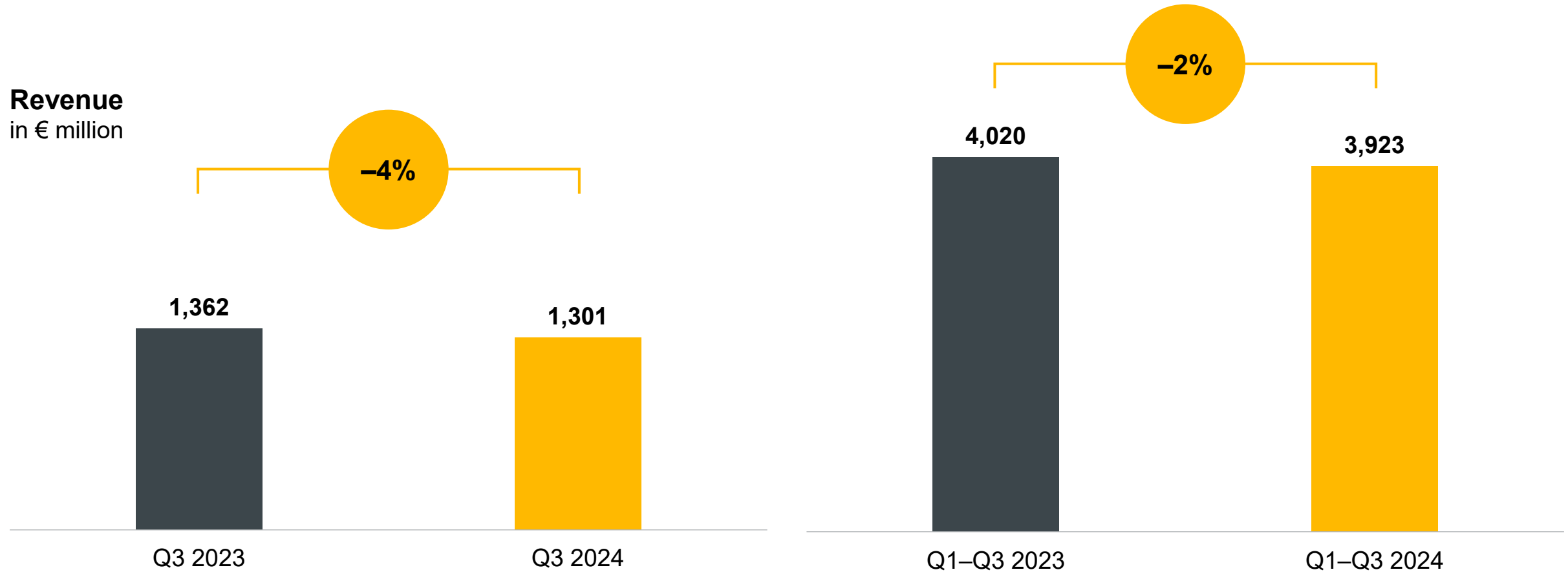
Incoming orders  
in € million



Growth in after-sales services in particular more than offsets decline in new business

# Revenue slightly below previous year's very good figures

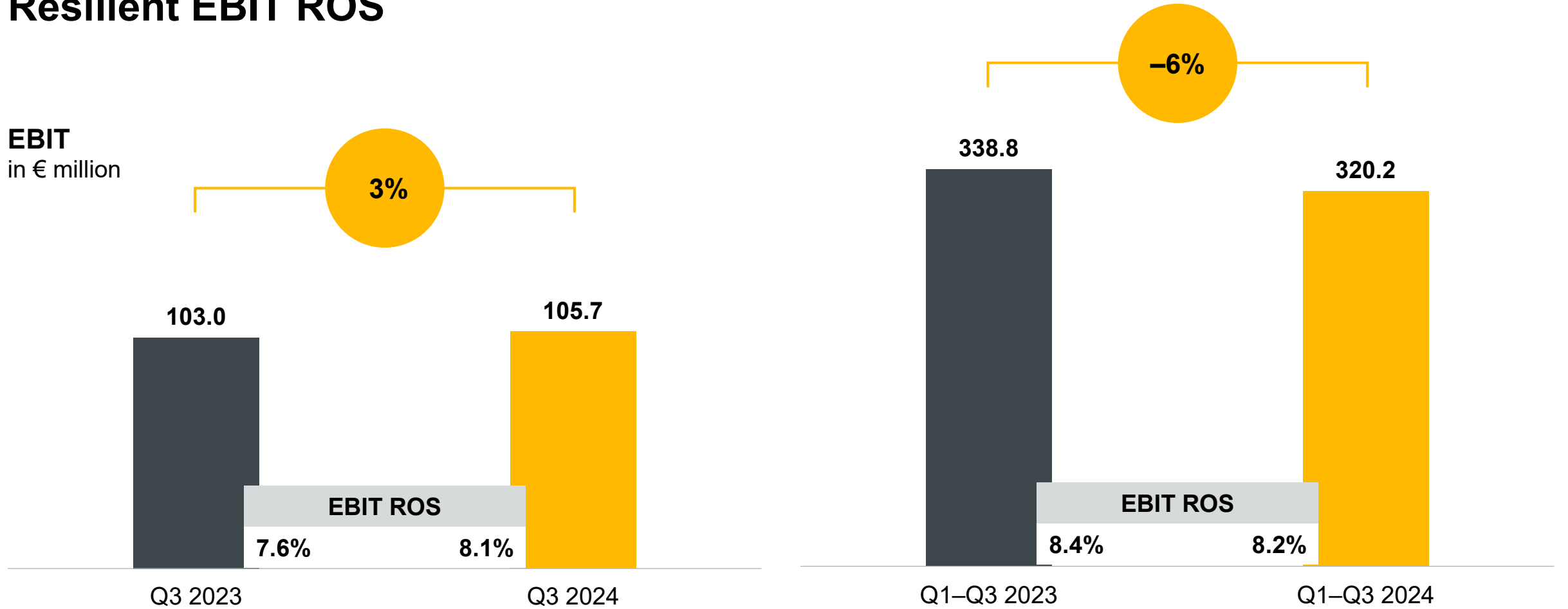
Revenue  
in € million



Decline in revenue from new business partly offset by growth in after-sales services and higher revenue from short-term rental and used equipment

# Resilient EBIT ROS

EBIT  
in € million



Measures initiated to safeguard earnings are bearing fruit; however, they do not fully offset the increased costs related to effects from collective agreements and the increase in personnel largely carried out in the previous year

# 2024 forecast reaffirmed, for incoming orders and revenue substantiated, free cash flow expectation raised

2024 forecast	Actual 2023	3/2024 <sup>1</sup>	11/2024
Incoming orders in € billion	5.2	5.2 to 5.8	
Revenue in € billion	5.5	5.3 to 5.9	
EBIT in € million	430	420 to 470	
EBIT ROS in %	7.8	7.6 to 8.4	
EBT in € million	399	380 to 430	
EBT ROS in %	7.2	6.9 to 7.7	
ROCE in %	15.9	14.5 to 17.5	
Free cash flow in € million	15	> 200	considerably > 300

## Substantiation

Looking ahead to the rest of the year 2024 and in view of the ongoing difficult market environment, we do not rule out that incoming orders and revenue could be in the lower half of their respective ranges

## Effects from acquisitions

Purchase price allocations (€13 million)

Variable remuneration of around €5 million (previously: €11 million)

<sup>1</sup> Annual Report 2023 as well as interim statement as of 31 March 2024 and interim report as of 30 June 2024

# Disclaimer

The explanations in this presentation are partially 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, such as impacts from geopolitical conflicts, natural catastrophes, pandemics and similar force majeure events, debt issues, within the material handling 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 to accept any obligation to update forward-looking statements.

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