



JUNGHEINRICH

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JUNGHEINRICH 4.0

Annual Report 2018

JUNGHEINRICH

Interim report as of 30 June 2019

Conference Call

Hans-Georg Frey,
Chairman of the Board of Management
Hamburg, 8 August 2019

JUNGHEINRICH

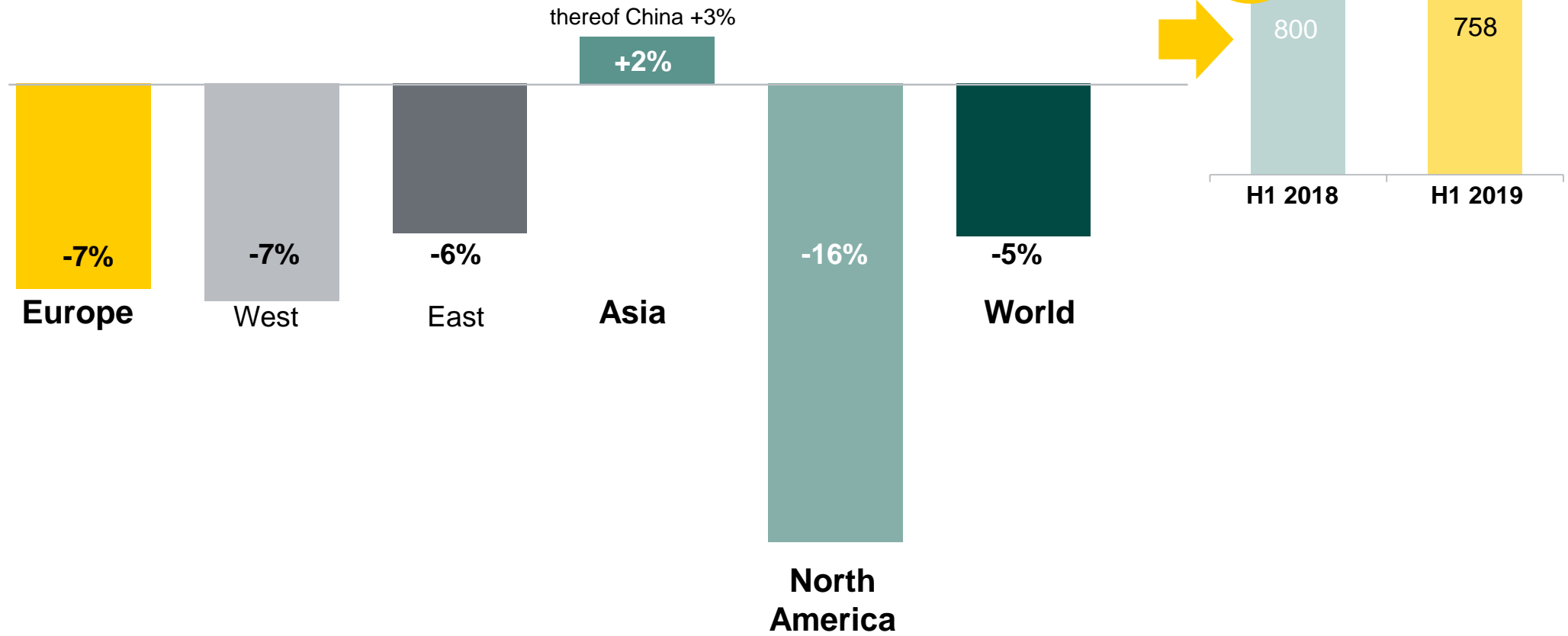
Highlights

H1 2019

- Value of incoming orders exceeds €2 billion (+6%)
- Revenue increases by 10%
- EBT and profit or loss above previous year
- Orders on hand up 12% on 31 December 2018; orders account for 5 months of production
- Forecast adjusted

Global material handling equipment market, H1 2019

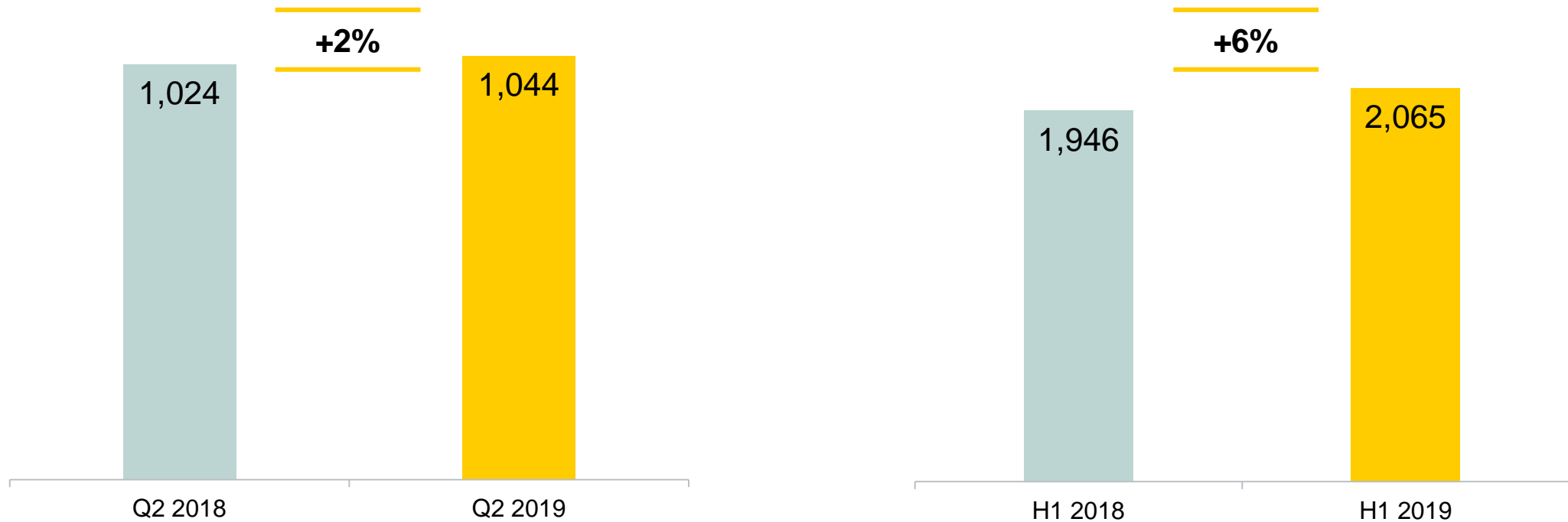
Growth rates by regions



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

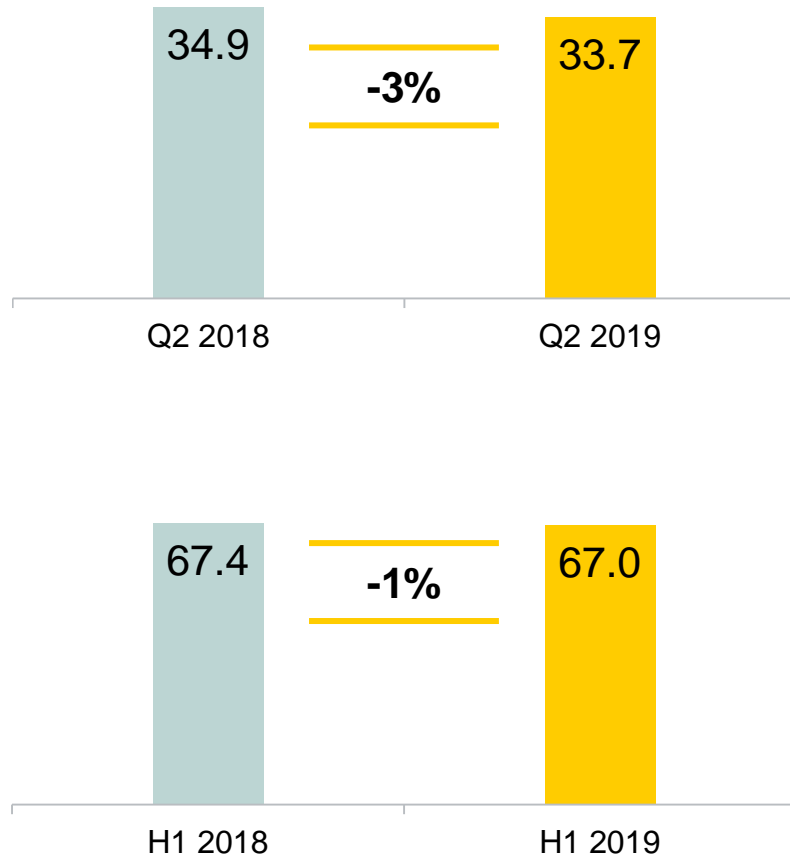
Incoming orders for all business fields

Incoming orders, in € million



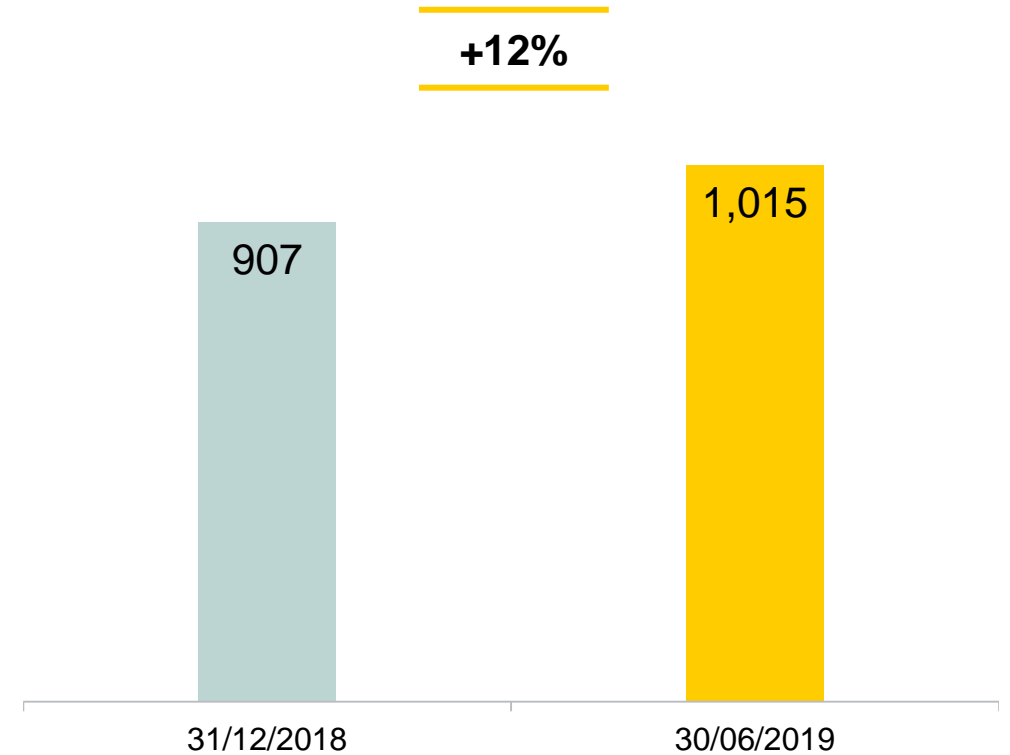
Development of new truck business (I)

Incoming orders, in thousand units



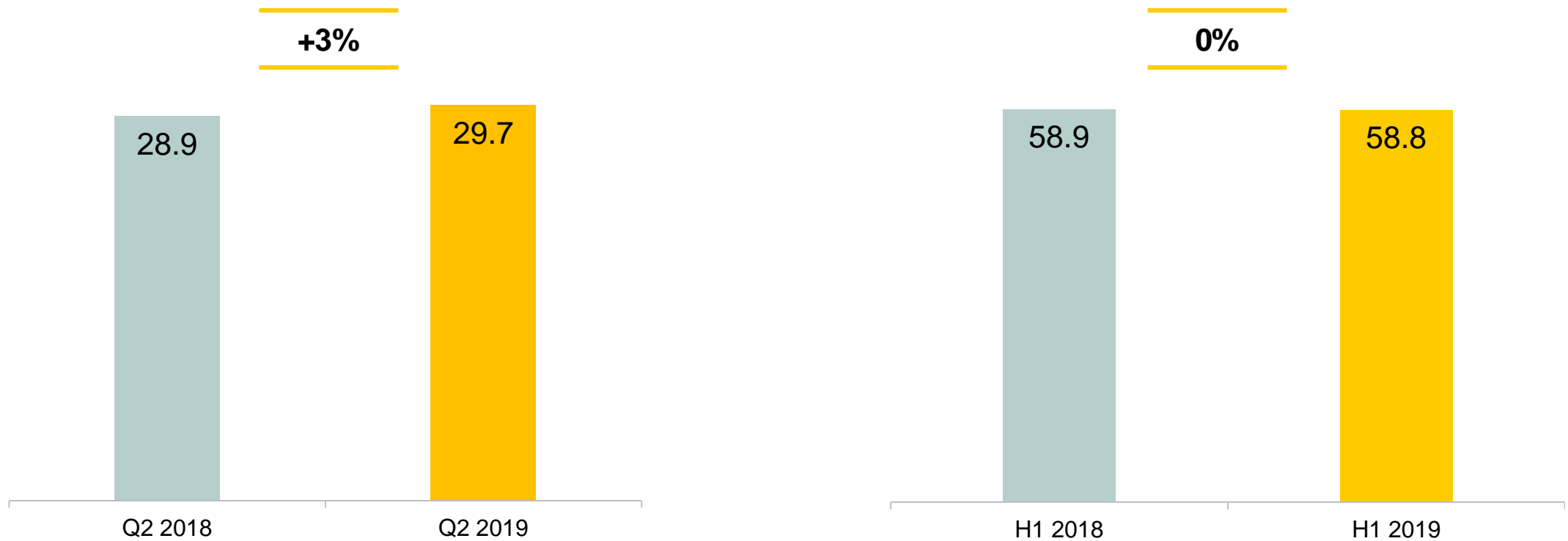
Orders on hand, in € million

■ Orders account for five months of production



Development of new truck business (II)

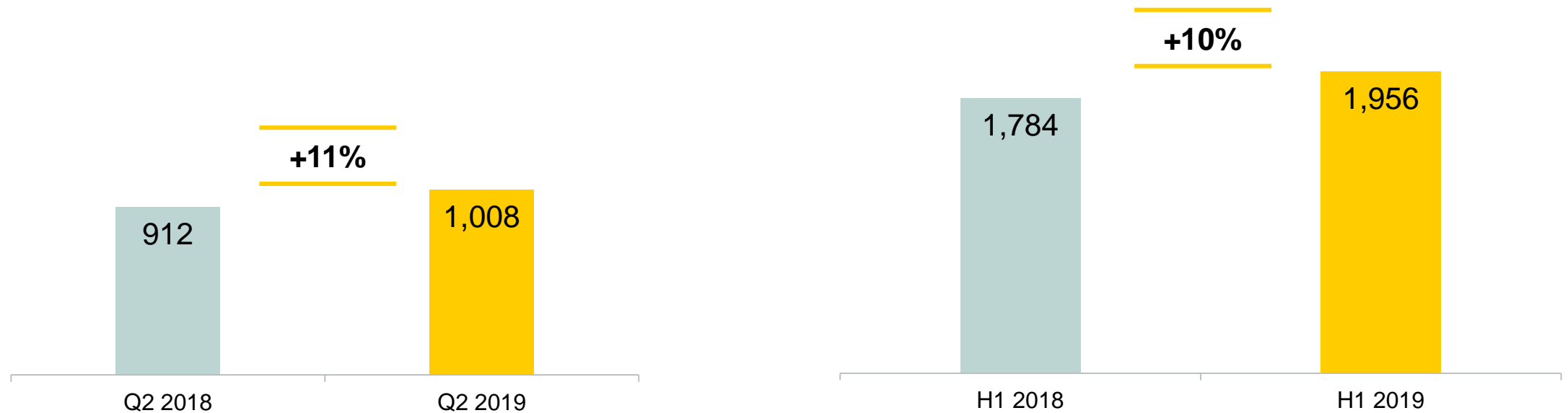
Production, in thousand units



Group revenue

Revenue, in € million

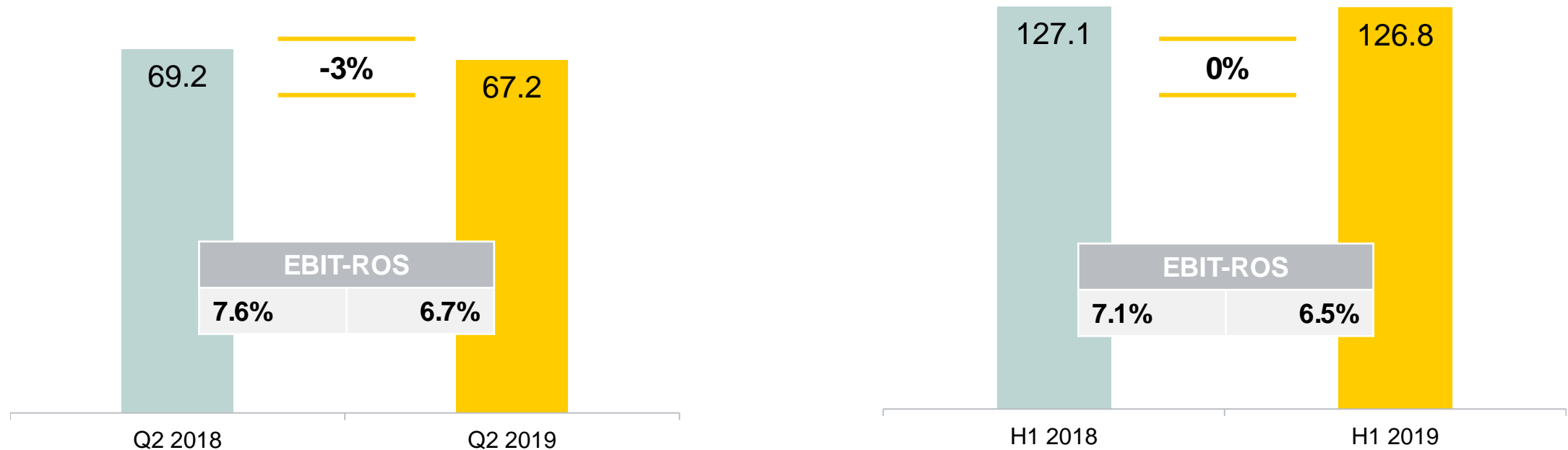
- All business fields and divisions – especially new truck business – contribute to revenue growth.



Earnings

EBIT, in € million

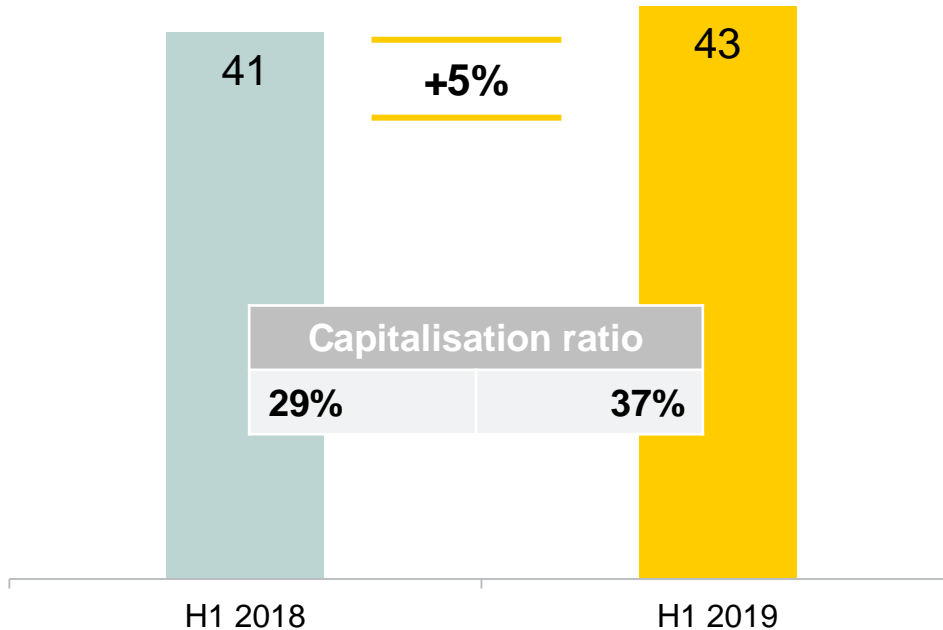
- Pricing pressure on the market, the start of a decline in capacity utilisation in individual plants, and the consequential effects of the increase in raw materials prices in the previous year are all impacting EBIT.



Research and development and capital expenditure

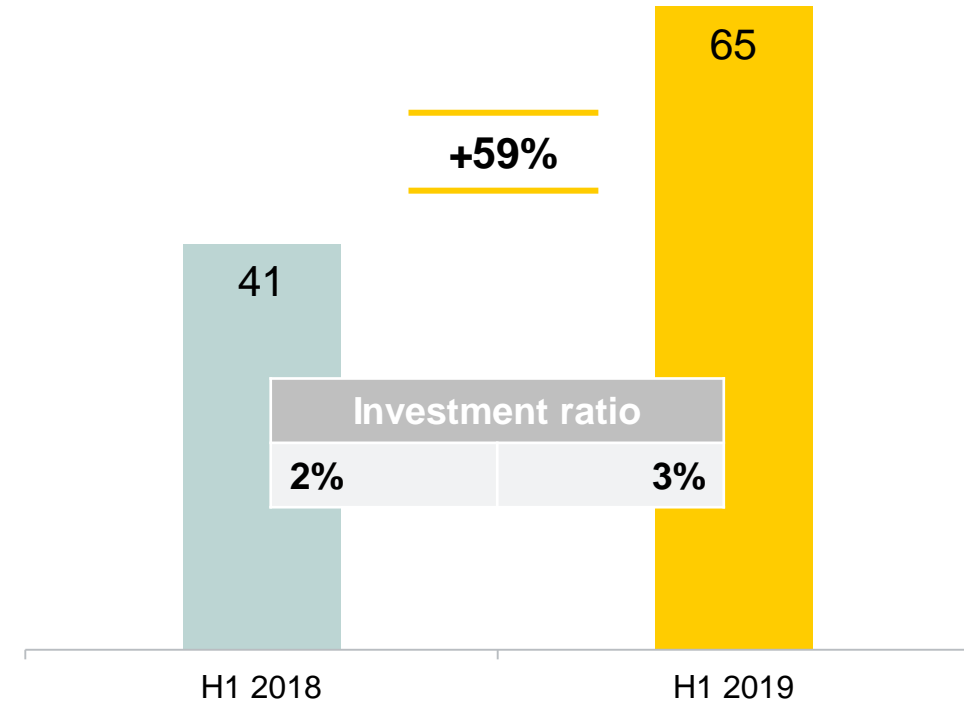
R&D expenditure, in € million

- Focus: Expanding market leadership in the field of energy storage systems based on lithium-ion technology, expansion of the product portfolio for stacker cranes and stationary conveyor systems.



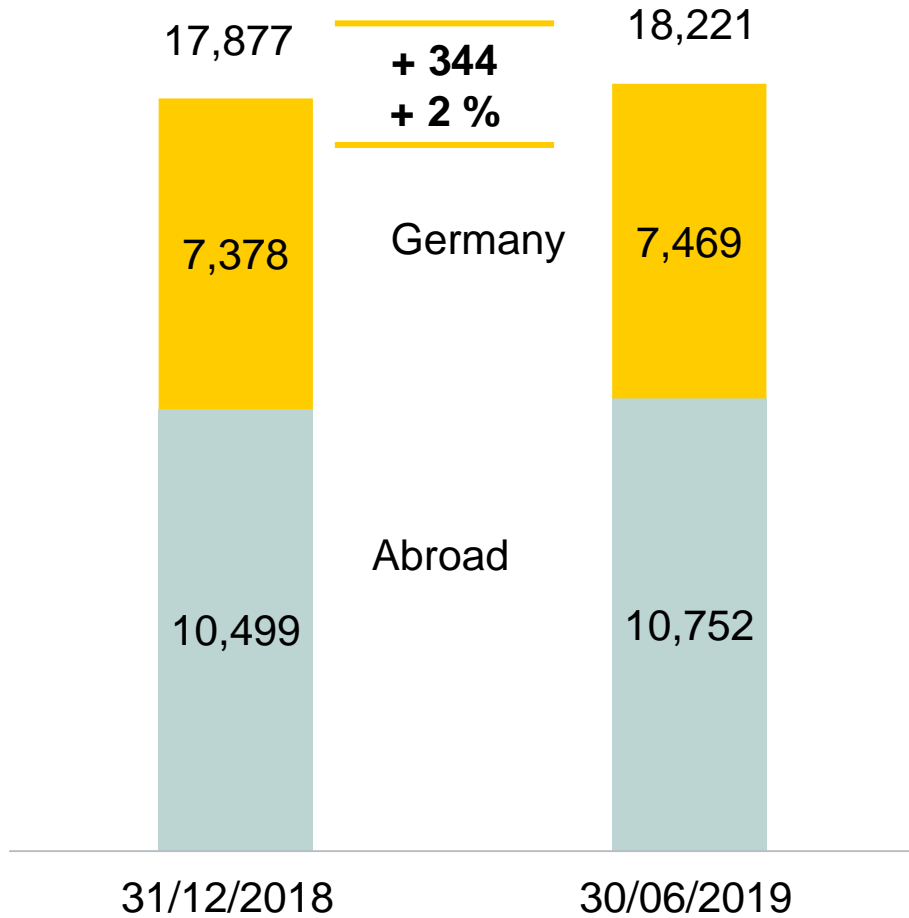
Capital expenditure, in € million

- Priorities in 2019: Construction of a plant for lithium-ion batteries, expansion of the Degernpoint plant as well as of the Paris branch and finalisation of the head office in Hamburg.



Employees

in full time equivalents¹⁾



- Sales capacity strengthened in Europe, especially in Germany, Poland and Italy.

1) Including apprentices, excluding temporary workers

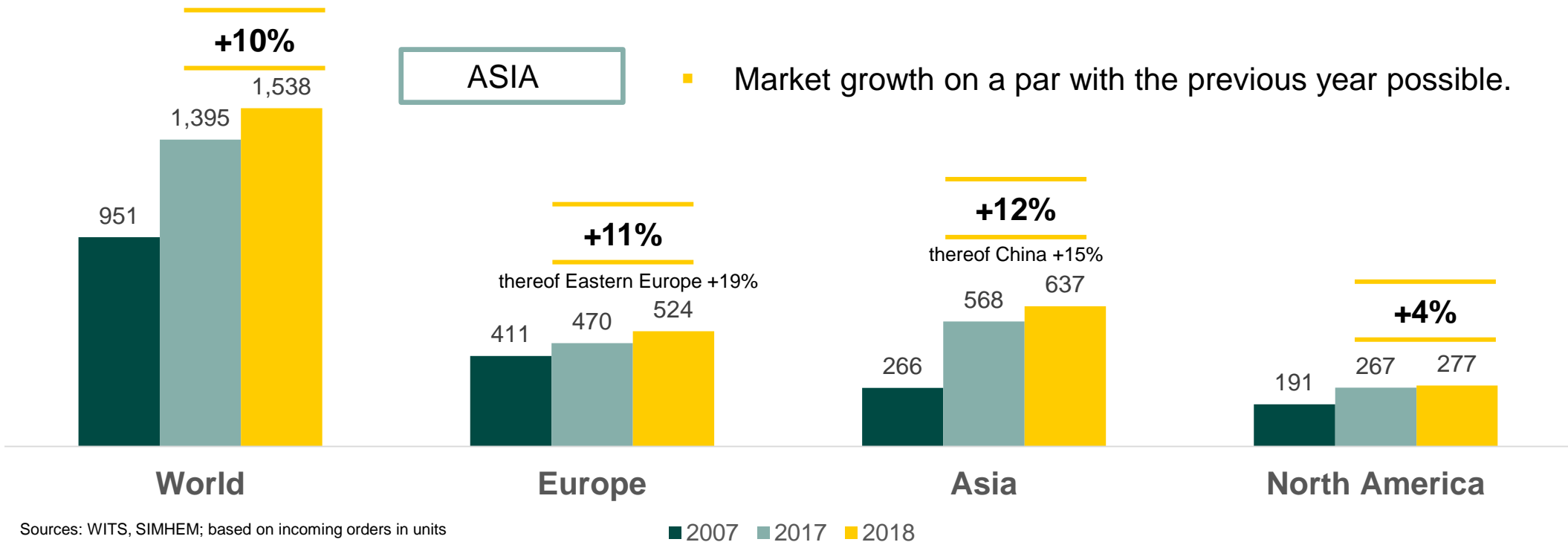
Global market for material handling equipment 2019: noticeable decline expected

GLOBAL MARKET

EUROPE

ASIA

- Lasting and noticeable decline in global market.
- Lasting and noticeable decline in our core market in Europe.
- Market growth on a par with the previous year possible.



Jungheinrich Group 2019 forecast adjusted

	March 2019	August 2019 ¹⁾
Incoming orders in € billion	4.05 to 4.20	3.80 to 4.05
Revenue in € billion	3.85 to 4.05	
EBIT in € million	275 to 295	240 to 260
EBIT ROS in %	7.0 to 7.4	6.0 to 6.7
EBT in € million	250 to 270	215 to 235
EBT ROS in %	6.4 to 6.8	5.4 to 6.1
Net debt in € million	90 to 120 (excl. IFRS 16)	230 to 260 (incl. IFRS 16)
ROCE in %	15.0 to 16.0 (excl. IFRS 16)	12.0 to 14.0 (incl. IFRS 16)

- Financial liabilities increase by €154 million (lease liabilities) due to the initial application of IFRS 16 in the 2019 financial year.

¹⁾ Forecast for 2019 adjusted on 22 July 2019 (ad-hoc release).

Disclaimer

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