

A large yellow circle with a black border is centered on a dark grey background with a hexagonal pattern. The words "POWER" and "ON" are written in bold, black, sans-serif capital letters inside the circle, stacked vertically.

**POWER  
ON**

## **Interim Report as of 30 June 2020**

### **Supplementary information on business trend**

For the attention of the management

(Key statements may and should also be communicated to the workforce as a whole!)

Hamburg, 11. August 2020

 **JUNGHEINRICH**

# Market volume growth for product segments cum. June vs. previous year

China cum. above previous year, Class 31 growing (>11% world market)

		Class 2	Class 3	Class 31	Class 32	Class 1	Class 4/5	Units
<b>Europe</b>		18,278	130,499	24,756	105,743	36,227	26,949	211,953
	MV Δ%	-20.4	-10.4	-	-	-24.7	-27.1	-16.4
<b>Asia</b>		19,905	91,084	47,472	43,612	45,463	189,130	345,582
	MV Δ%	-11.1	3.8	-	-	-4.5	3.7	1.6
thereof: China		3,901	73,690	40,741	32,949	25,460	158,212	261,263
	MV Δ%	-6.6	8.7	-	-	3.2	10.4	8.9
<b>North America</b>		17,572	43,107	4,964	38,143	21,642	30,231	112,552
	MV Δ%	6.9	10.3	-	-	-5.7	-27.3	-6.2
<b>South America</b>		1,247	5,054	1,078	3,976	1,198	5,821	13,320
	MV Δ%	-29.7	-9.7	-	-	-23.5	-25.1	-20.3
<b>Rest of the world</b>		2,292	5,898	1,528	4,370	3,126	10,866	22,182
	MV Δ%	-26.2	-13.7	-	-	-24.2	-21.3	-20.4
<b>World</b>		59,294	275,642	79,798	195,844	107,656	262,997	705,589
	MV Δ%	-11.1	-3.2	-	-	-13.4	-6.9	-7.0

<b>Class 1</b> Battery-powered counterbalanced trucks	<b>Class 2</b> Narrow-aisle and reach trucks	<b>Class 31</b> Low-lift pallet trucks with a tare weight of <= 250 kg	<b>Class 32</b> Other low-lift trucks, high-lift trucks and order pickers
<b>Class 3</b> Low- and high-lift trucks and order pickers	<b>Class 4/5</b> IC engine-powered counterbalanced trucks		

# Market share trend product segments cum. June vs. previous year

Significant MS decline by -1,1%-pt; MS Class 31 = 4.4% worldwide

		Class 2	Class 3	Class 31	Class 32	Class 1	Class 4/5	Units
<b>Europe</b>		34.5	24.5	12.3	27.4	16.8	3.9	21.4
		2.8	-1.6	12.3	27.4	0.7	-0.9	-0.2
<b>Asia</b>		4.0	2.2	1.0	3.6	1.8	0.0	1.1
		-2.2	-0.6	1.0	3.6	0.1	0.0	-0.3
thereof: China		7.6	1.4	0.9	2.0	1.8	0.0	0.7
		-7.4	-0.6	0.9	2.0	0.3	0.0	-0.3
<b>North America</b>	<b>MS Δ%pt cum. June 2020 vs. 2019</b>	3.2	3.7		4.2	2.2		2.3
		-1.9	-2.6		4.2	-0.6		-1.0
<b>South America</b>		17.4	10.2	4.5	11.7	13.4	0.3	6.8
		6.5	1.6	4.5	11.7	1.6	-0.6	1.3
<b>Rest of the world</b>		7.3	5.2	0.5	6.8	7.4	0.5	3.5
		-6.5	-3.2	0.5	6.8	-3.0	0.3	-1.8
<b>World</b>		13.6	13.2	4.4	16.8	7.2	0.4	7.6
		-1.6	-2.2	4.4	16.8	-0.6	-0.3	-1.1

<b>Class 1</b> Battery-powered counterbalanced trucks	<b>Class 2</b> Narrow-aisle and reach trucks	<b>Class 31</b> Low-lift pallet trucks with a tare weight of <= 250 kg	<b>Class 32</b> Other low-lift trucks, high-lift trucks and order pickers
<b>Class 3</b> Low- and high-lift trucks and order pickers	<b>Class 4/5</b> IC engine-powered counterbalanced trucks		

# H1 2020: Key figures Jungheinrich Group

in € million	H1 2020	H1 2019	Change in %
Incoming orders	1,811	2,065	-12.3
Revenue	1,801	1,956	-7.9
EBIT*	95.2	125.1	-23.9
EBIT-ROS*	5.3%	6.4%	-1.1%-pt.
Profit or loss*	59.7	84.0	-28.9
Number of employees (30/06) (FTE) <sup>1)</sup>	17,986	18,221	-1.3

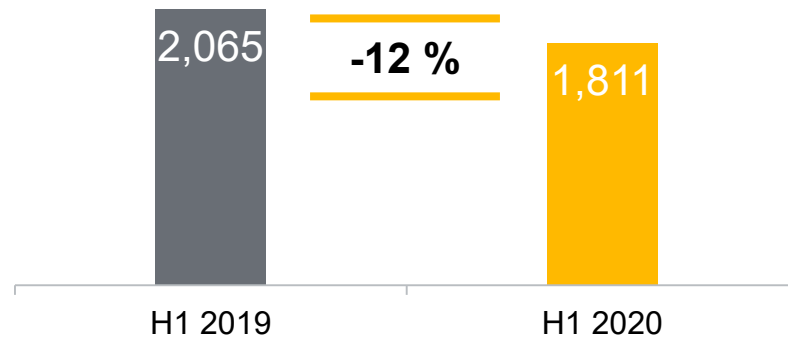
- Jungheinrich has performed well in a tense market environment resulting from the COVID-19 pandemic.
- Moderate decline in revenue at – 8 per cent.
- Drop in EBIT largely due to lower capacity utilisation at production plants.
- Measures to reduce costs are proving effective.

\*The previous year's figures have been adjusted and take into consideration the impacts on earnings reported in the interim statement as of 30 September 2019 and which almost balanced each other out.

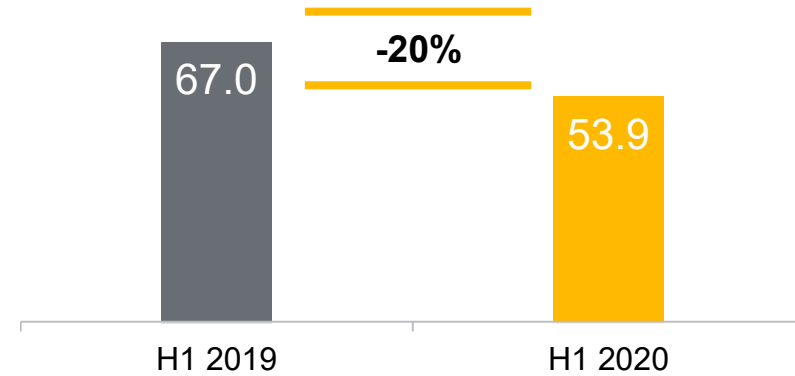
1) Full-time equivalents (FTE), including apprentices, excluding temporary workers

# Business trend H1 2020

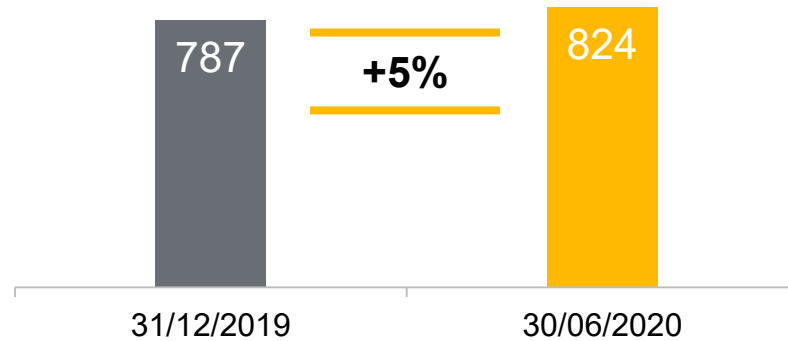
**Incoming orders, in € million**



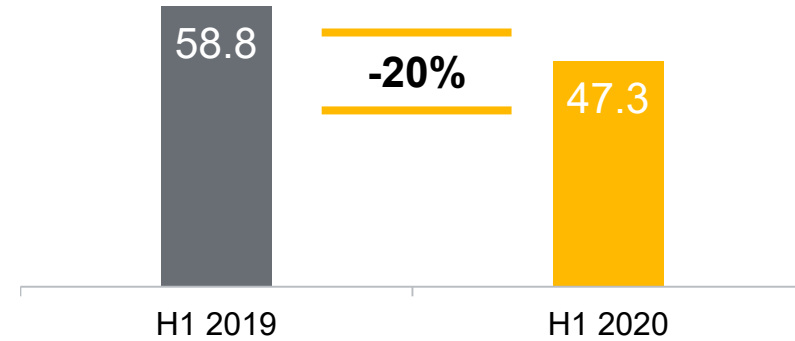
**Incoming orders, in thousand units**



**Orders on hand, in € million**

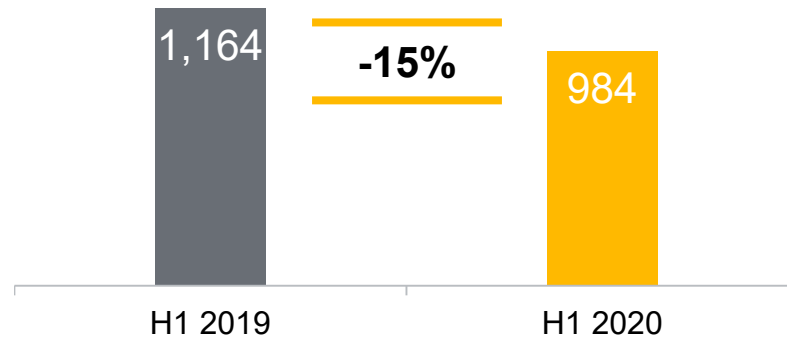


**Production, in thousand units**

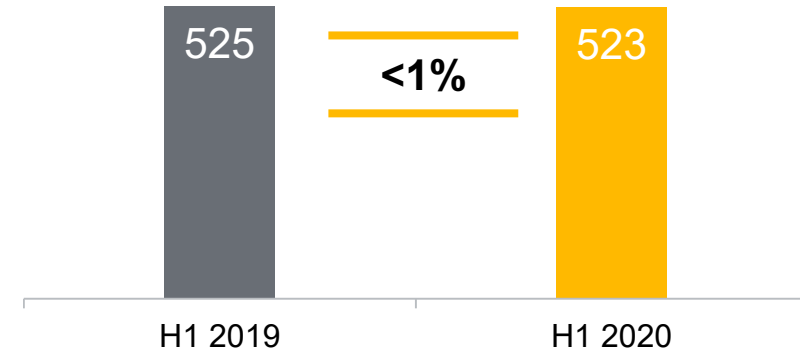


# H1 2020: Revenue by business fields (Intralogistics)

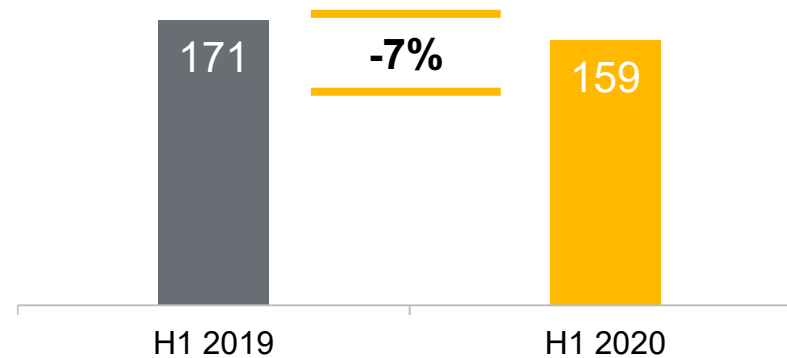
**New truck business, in € million**



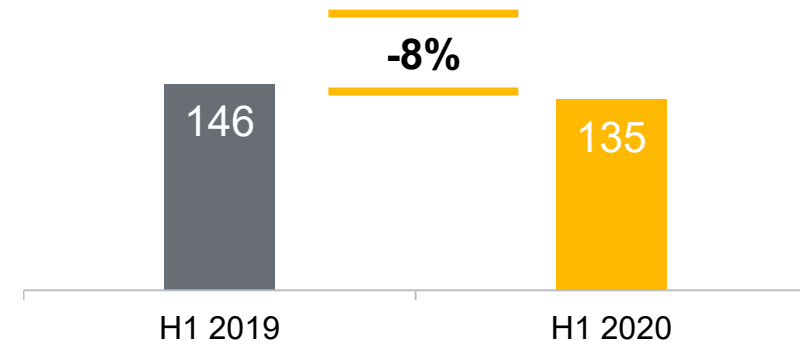
**After-sales services, in € million**




**Short-term rental, in € million**



**Used equipment, in € million**



# Jungheinrich Group: new forecast for 2020 released



	July 2020*
<b>Incoming orders</b> in € billion	3.40 to 3.60
<b>Revenue</b> in € billion	3.40 to 3.60
<b>EBIT</b> in € million	130 to 180
<b>EBIT ROS</b> in %	3.8 to 5.0
<b>EBT</b> in € million	105 to 155
<b>EBT ROS</b> in %	3.1 to 4.3
<b>Net debt</b> in € million	considerably < 50
<b>ROCE</b> in %	8 to 12
<b>Market share in Europe</b> in %	slight improvement against 2019 (20.2%)

\* The forecast for the 2020 financial year published on 18 December 2019 and confirmed with the publication of the 2019 annual report on 18 March 2020 did not cover the consequences of the COVID-19 pandemic and was withdrawn at the end of April 2020 due to the uncertainty regarding the expected consequences of the pandemic on Jungheinrich's further business development.

 ***JUNGHEINRICH***