



Interim statement as of 31 March 2018

Conference Call

Dr Volker Hues
Member of the Board of Management, Finance
Hamburg, 4 May 2018

**JUNGHEINRICH**

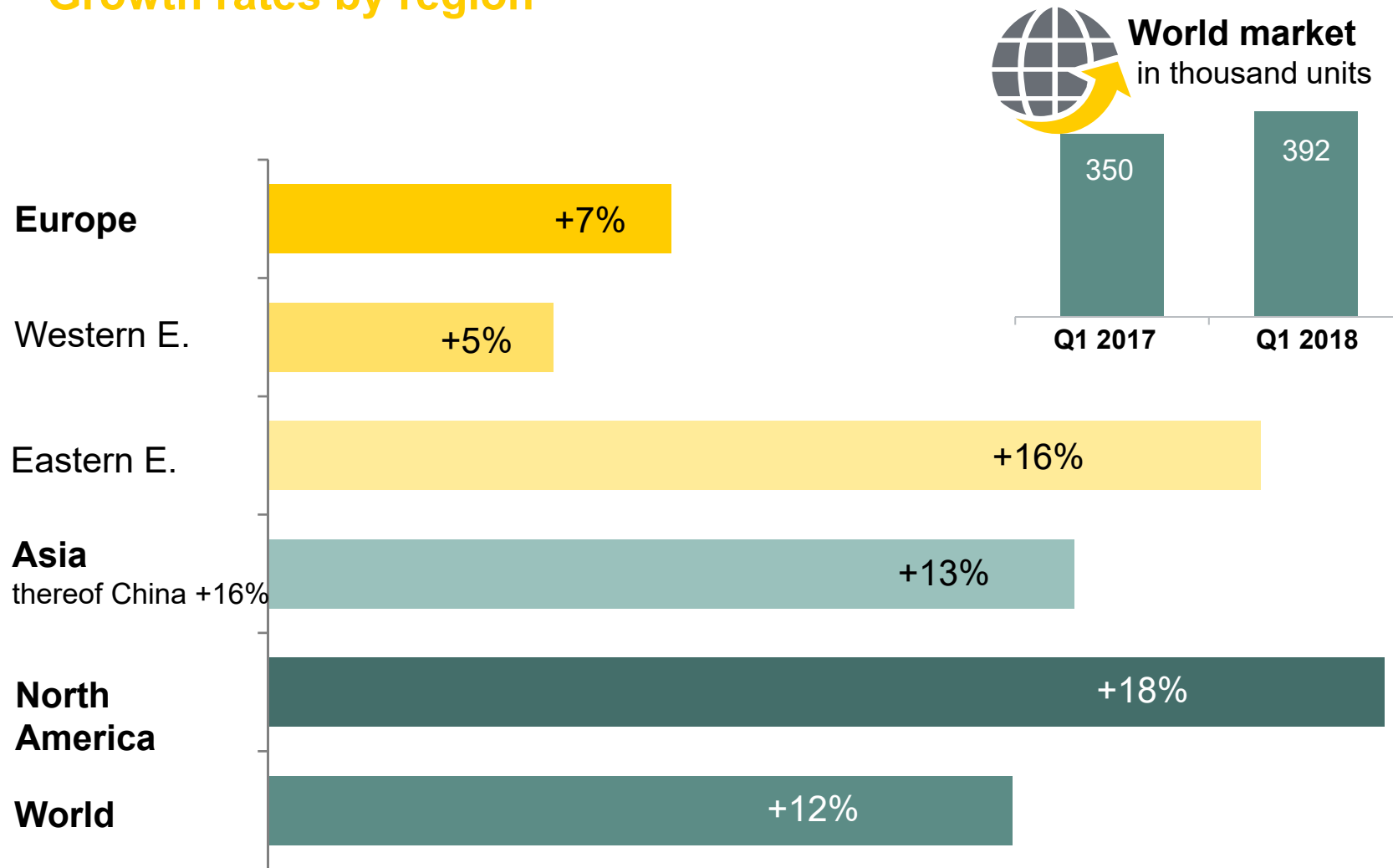
Jungheinrich Highlights

Q1 2018

- Business development in Q1 2018 in line with expectations
- Net sales increase by 10%, product mix dominated by large trucks and project orders
- With 30 thousand trucks, production exceeds the very strong previous year's quarter
- EBIT of €58 million slightly higher than in the previous year
- Orders on hand up 13% on 31 December 2017, orders account for almost 5 months of production
- Forecast for the whole of 2018 confirmed

World material handling equipment market, Jan. to March 2018

Growth rates by region

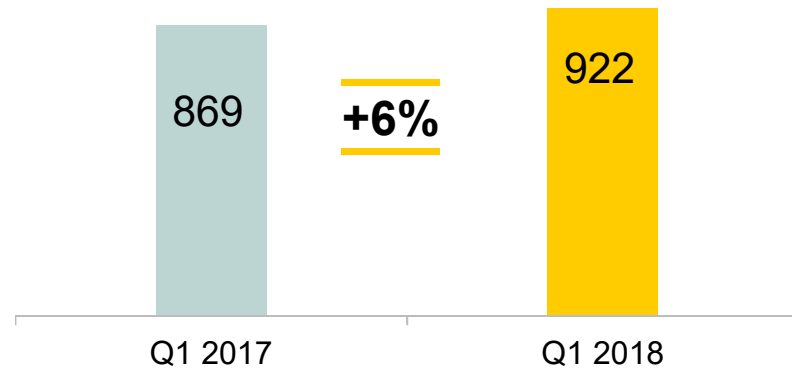


Sources: WITS, SIMHEM; based on incoming orders in units, January to March 2018 vs. January to March 2017.

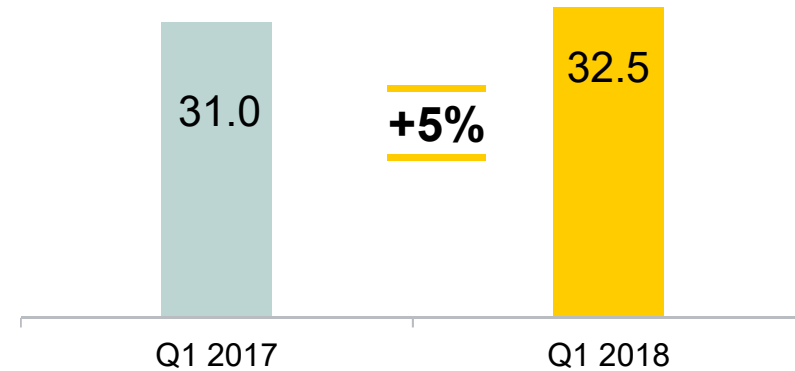
Current Business Trend

Q1 2018

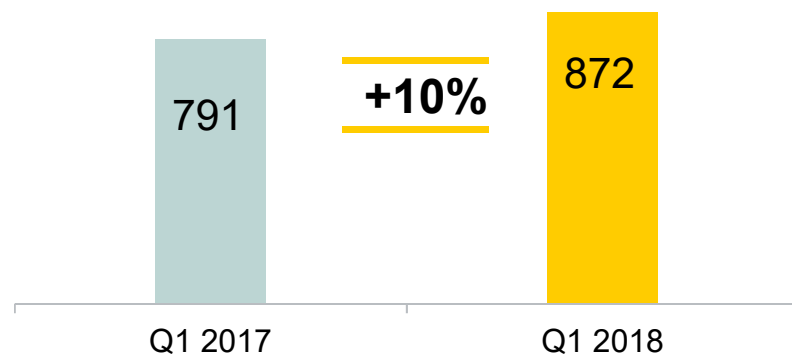
Incoming orders, in € million



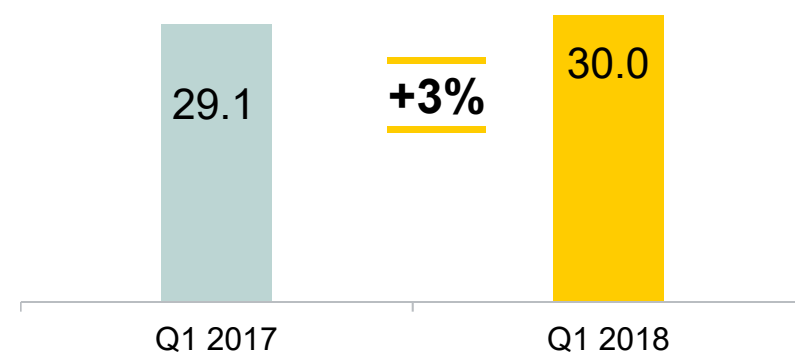
Incoming orders, in thousand units



Net sales, in € million

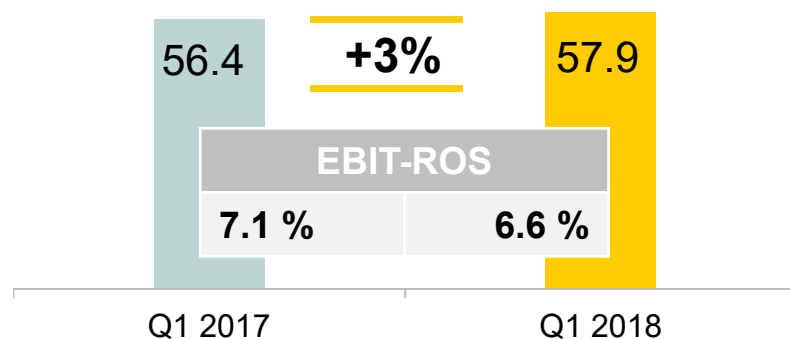


Production, in thousand units

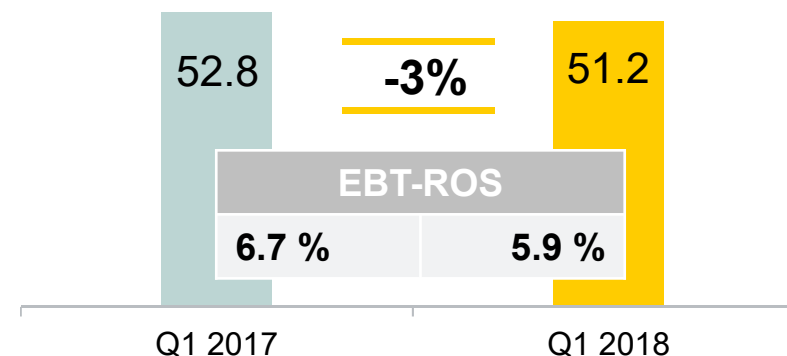


Earnings

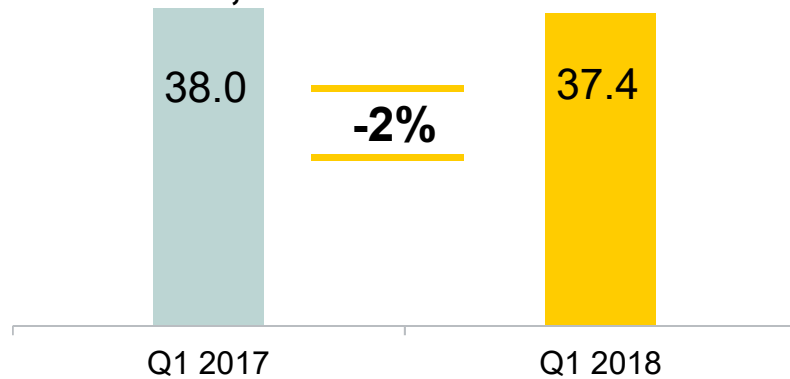
EBIT, in € million



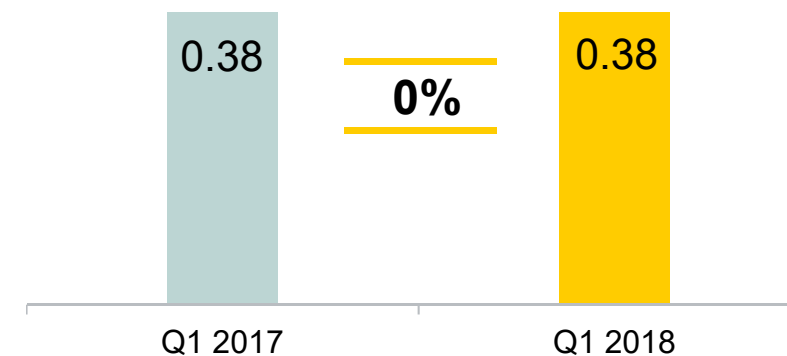
EBT, in € million



Net income, in € million



Earnings per preferred share, in €



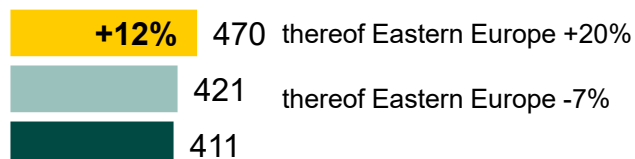
World material handling equipment market

Further market increase expected for 2018

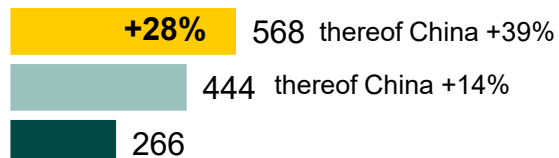
World



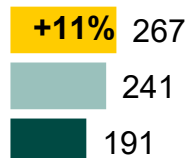
Europe



Asia



North America



■ 2017 ■ 2016 ■ 2007

- In light of the positive economic indicators on a global scale, we anticipate that growth in the global market for material handling equipment in 2018 will be in the mid-to-high single-digit percent range
- We believe higher growth levels are also a possibility in certain markets
- For our core market Europe, we also anticipate growth in the mid-to-high single-digit percent range

Sources: WITS, SIMHEM; based on incoming orders in units

Jungheinrich Group: Forecast for the 2018 financial year

Ongoing positive business trend expected

	Forecast 2018
Incoming orders in € billion	3.75–3.85
Net sales in € billion	3.6–3.7
EBIT in € million	270–280
EBIT ROS	at around the same level as last year (7.5%)
EBT in € million	250–260
EBT ROS	at around the same level as last year (7.1%)

Disclaimer

Since developments cannot be foreseen, the actual business trend may deviate from the expectations, assumptions and estimates made by Jungheinrich company management in this presentation. Factors that may lead to such deviations include changes in the economic environment, within the material handling equipment sector as well as exchange and interest-rate fluctuations. Therefore, no responsibility is taken for forward-looking statements made in this presentation.

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