



# Conference Call

## Interim Report as of June 30, 2015

### Growing with Passion

Hans-Georg Frey, Chairman of the Board of Management  
Hamburg, August 11, 2015



**JUNGHEINRICH**  
Machines. Ideas. Solutions.



# Jungheinrich Highlights—Q2 2015

- Jungheinrich puts in strong performance in Q2
- Incoming orders total €703 million, up 9% year on year; net sales grow 13% to €680 million
- Number of units produced surpasses year-earlier figure by 21%
- EBIT, EBT and net income each more than 20% higher than in last year's corresponding period
- Dealership acquired in Malaysia

# Jungheinrich Highlights—H1 2015

- Incoming orders (units) in new truck business advance 15%
- Incoming orders (value) and net sales each climb 10%
- EBIT 14% higher year on year
- Major construction projects on schedule and within budget
- Board of Management lifts forecast for 2015 in terms of incoming orders, net sales, EBIT and EBT

# World Material Handling Equipment Market—H1 2015

## Growth Rates by Region

in terms of units; compared to H1 2014

Europe

+9%

Western

+13%

Eastern

-14%

thereof Russia -52%

+8%

excluding Russia

Asia

thereof China -10%

-3%

+8%

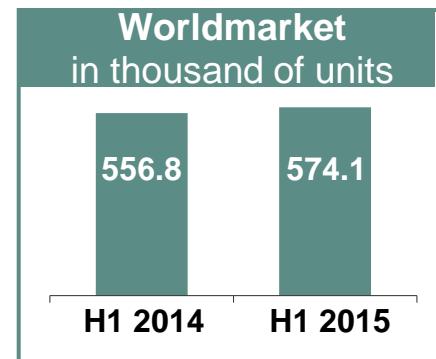
excluding China

North America

+11%

World

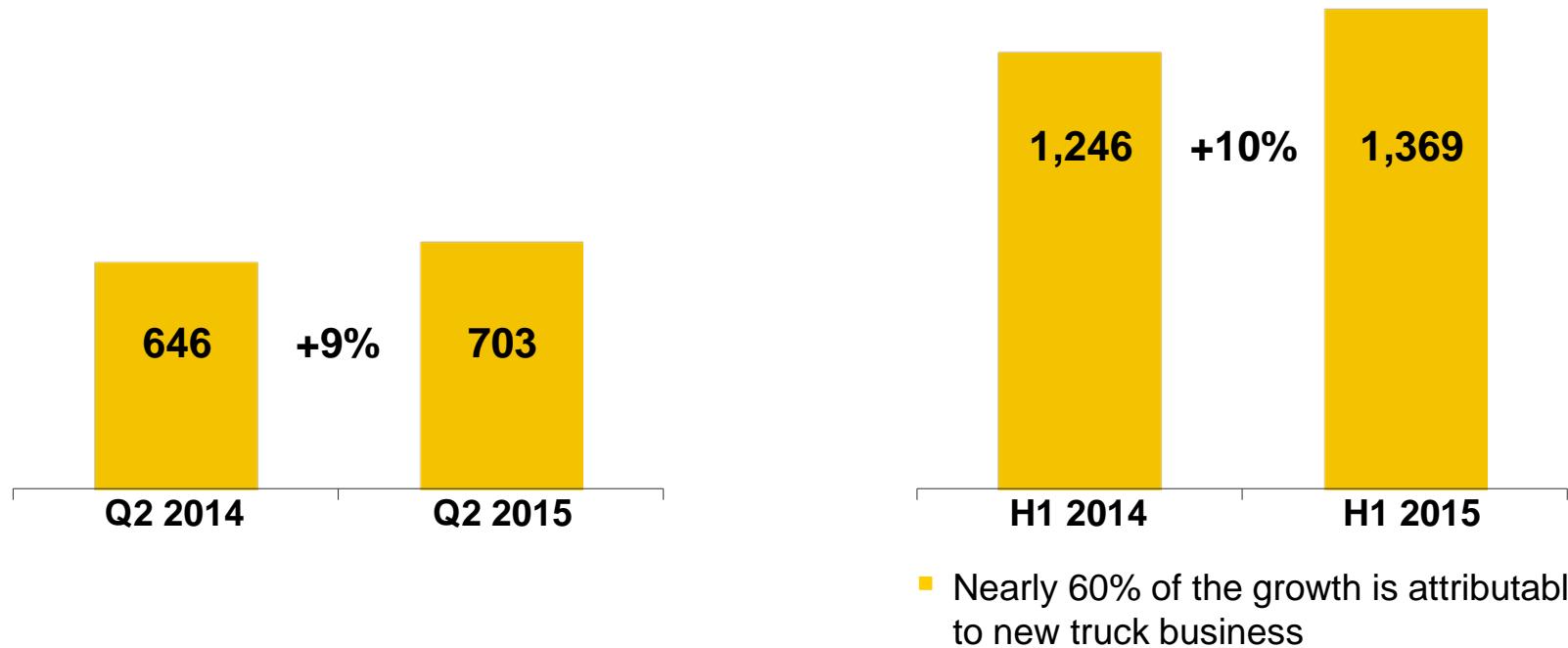
+3%



Source: WITS, SIMHEM 6/2015.

# Incoming Orders of all Business Fields

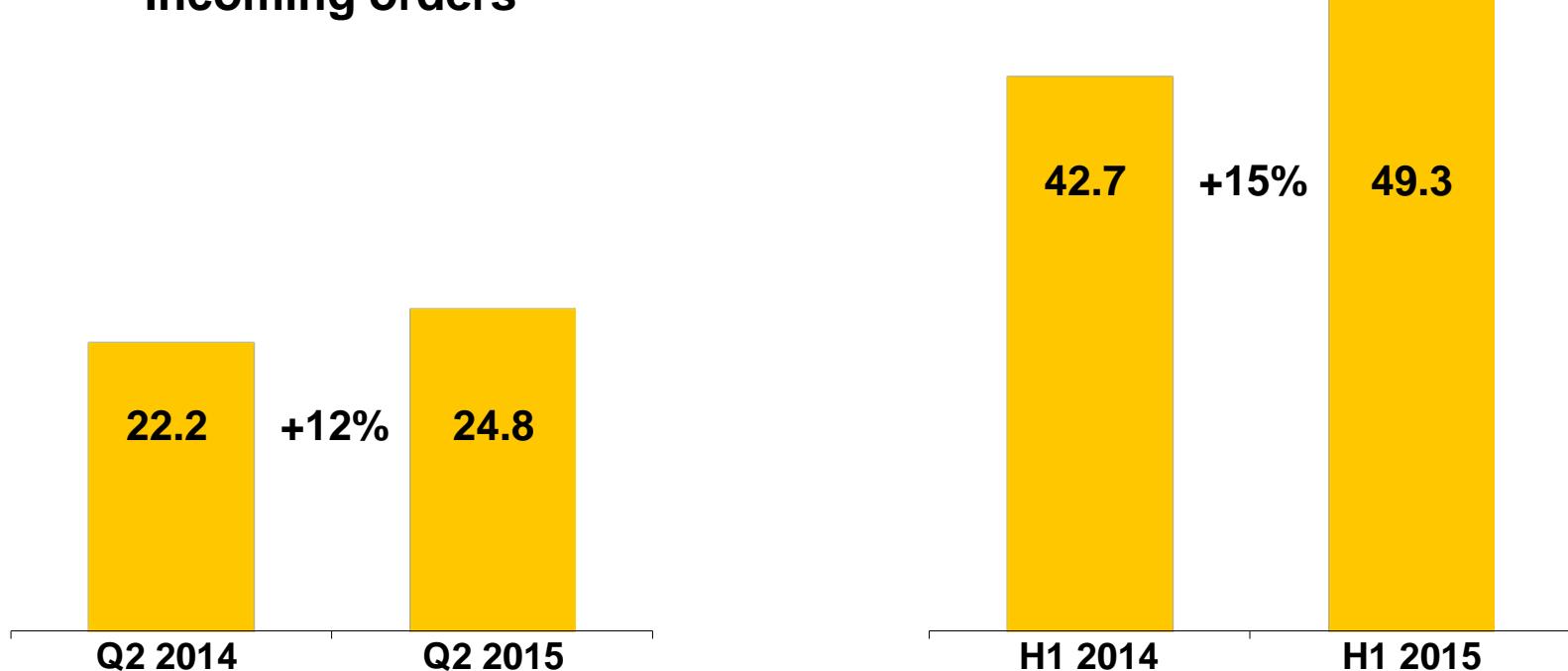
in million €



# Business Trend—New Truck Business

in thousand units

## Incoming orders



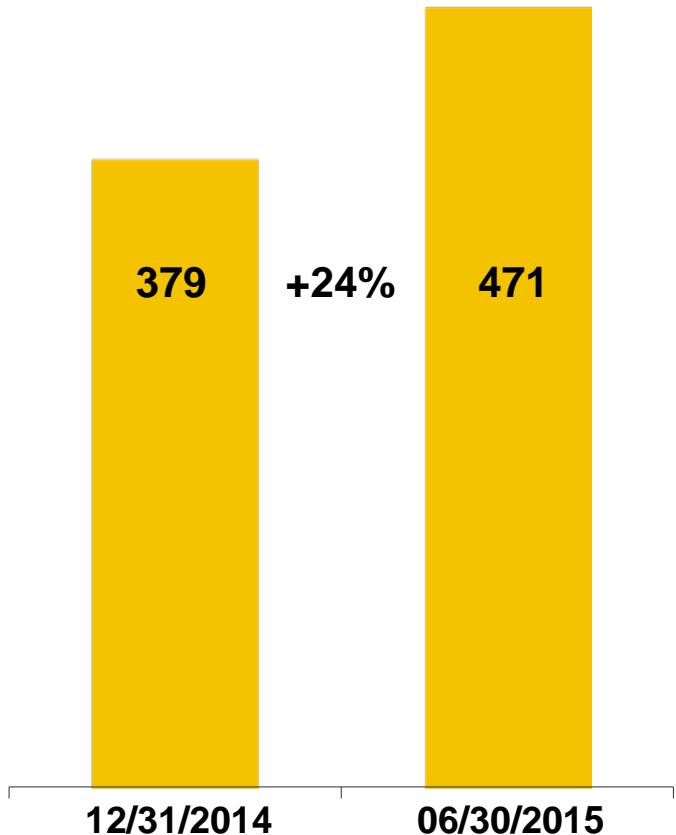
- Much larger number of trucks added to the short-term hire fleet than in the same period last year

- All product segments (warehousing equipment as well as battery and IC engine-powered counterbalanced trucks) contribute to the strong rise

# Orders on Hand—New Truck Business

in million €

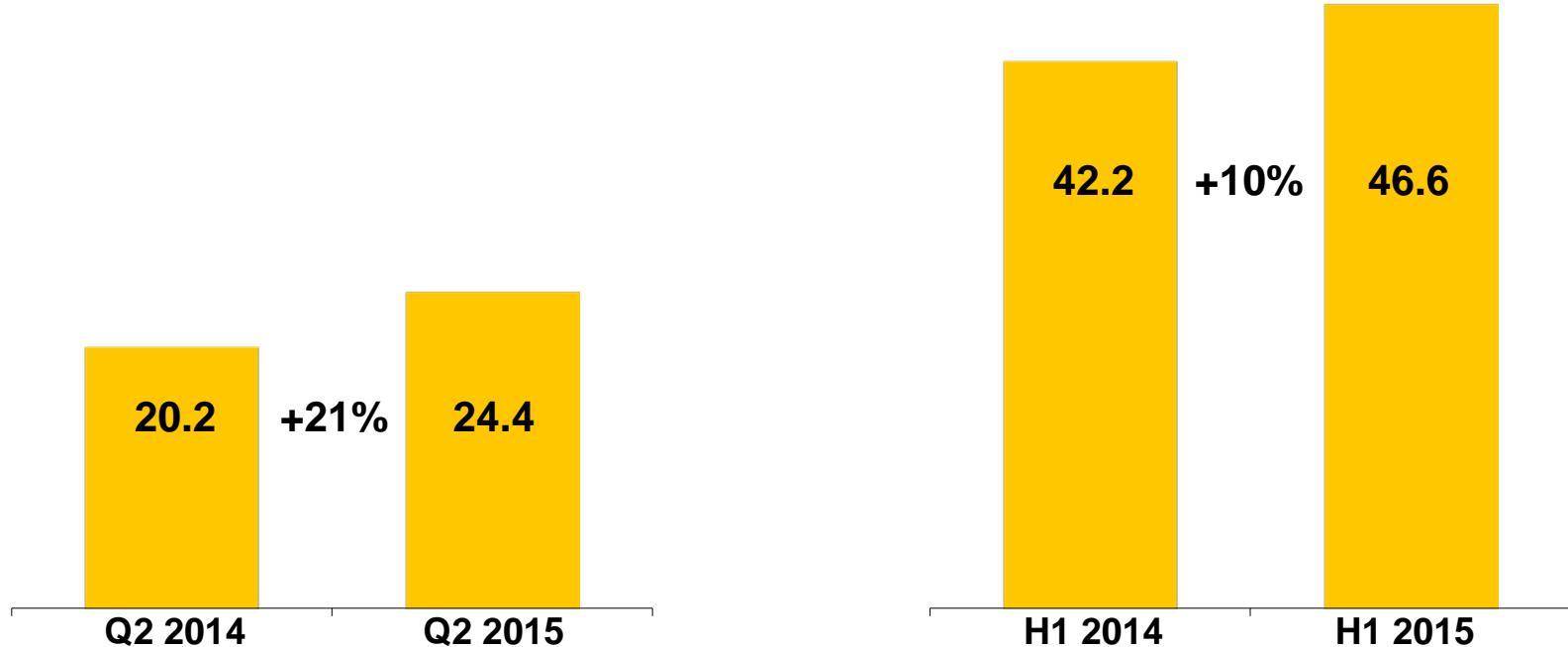
- The order reach was four months



# Business Trend—New Truck Business

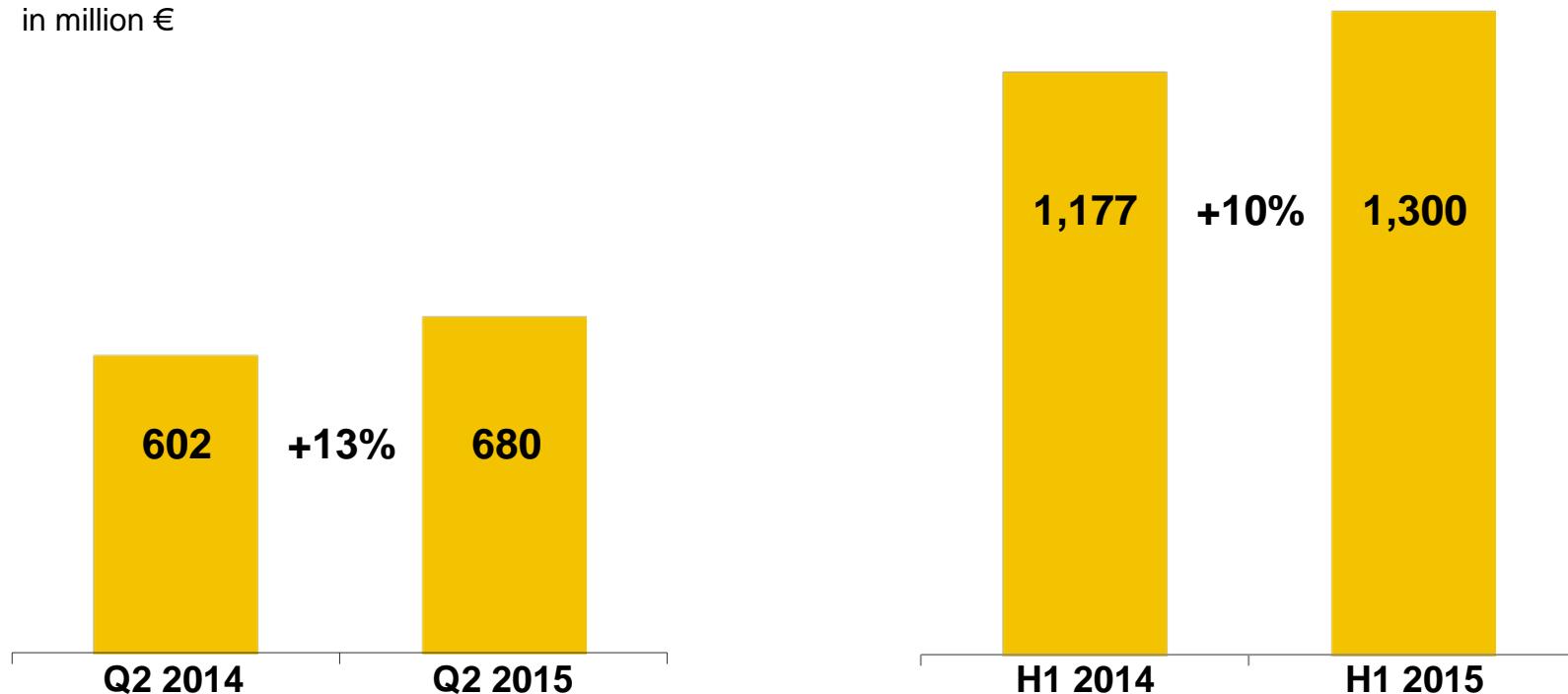
in thousand units

## Production



# Consolidated Net Sales

in million €

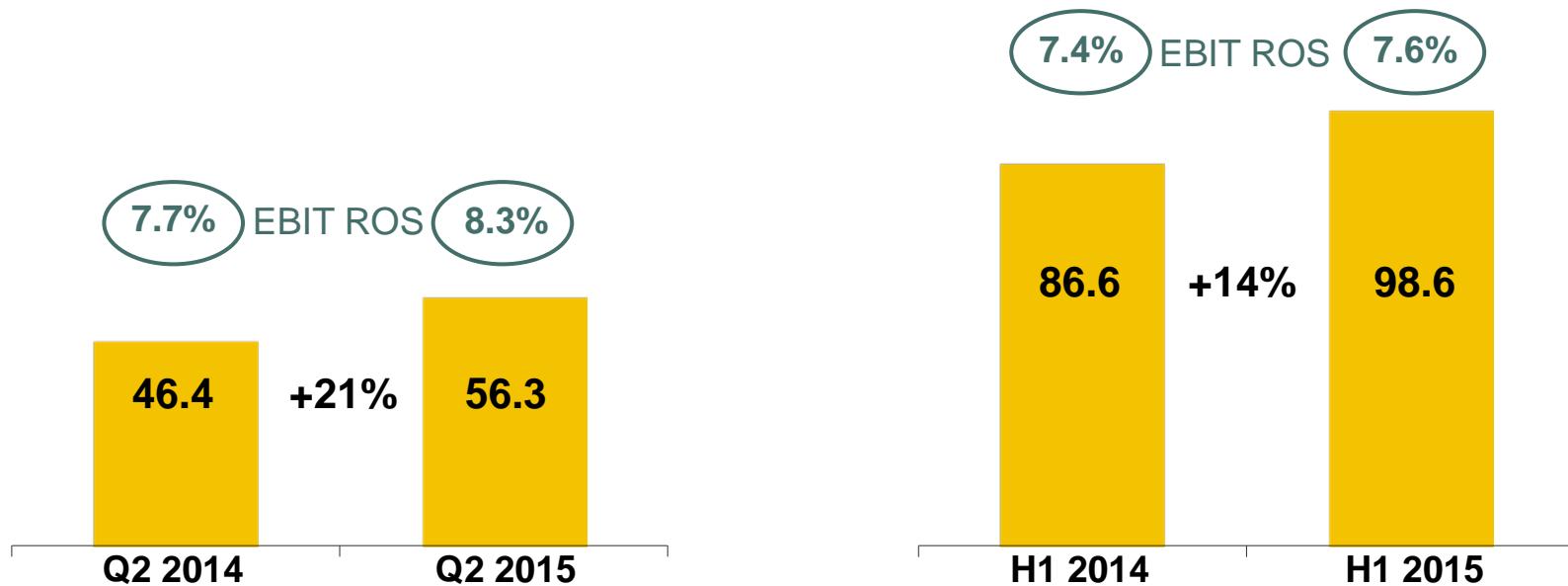


- Marked net sales growth in new truck business drives up consolidated net sales

- Net sales from new truck business +11%
- Net sales from short-term hire and used equipment +11%
- Net sales from after-sales services +8%
- Net sales outside Europe +19%
- Strong rise in net sales in China
- Share of Group net sales grows to 11%

# EBIT

in million €

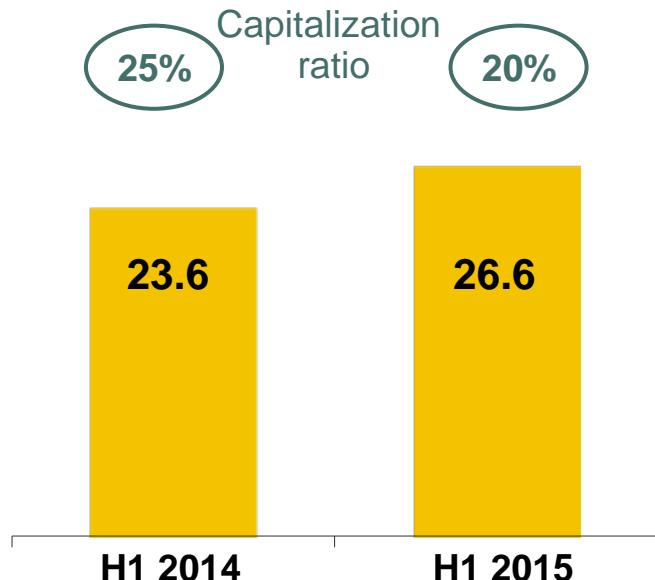


- EBIT increases due to the rise in unit production figures

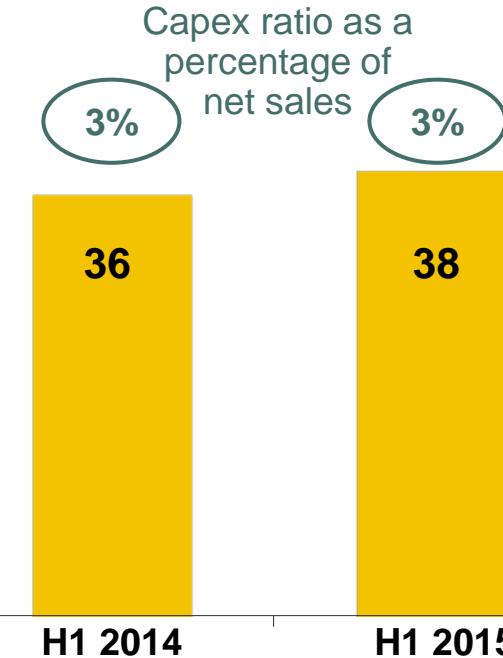
# R&D and Capital Expenditures

in million €

## R&D Expenditures



## Capital Expenditures

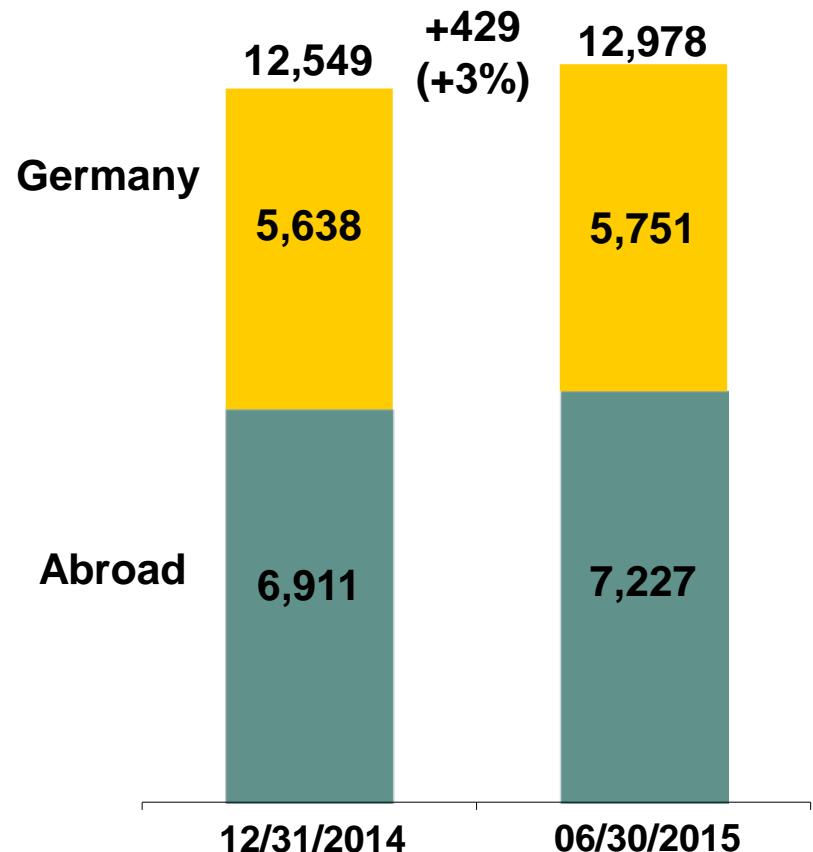


- Capital expenditures in both periods cover major construction projects: Norderstedt training centre, modernization of the Moosburg factory, expansion of the Dresden Used Equipment Centre & corporate headquarters in Hamburg

## Workforce Trend

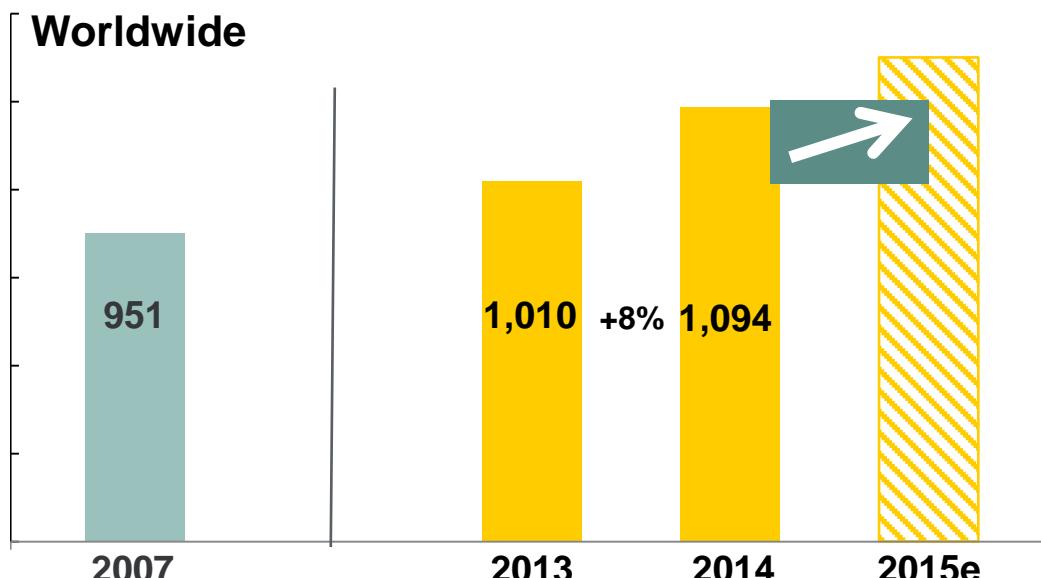
In full-time equivalent (FTE), including apprentices, excluding temporary workers.

- Sales in Europe remain the focal point of the continued headcount expansion
- Q2 2015: +238 Employees, nearly 40 of whom were added through the acquisition of a dealership in Malaysia



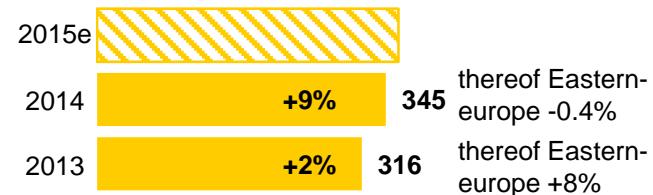
# World Material Handling Equipment Market

in thousand units



- We anticipate that the Western European market will grow. With the exception of Russia, this also applies to Eastern Europe. The Russian market is no longer expected to improve significantly in the year underway.
- In Asia—except China—we expect the market to continue posting solid growth, whereas in China, only the warehousing and battery-powered counterbalanced truck segments are likely to grow.

### Europe



### Asia



### North Amerika



Source: WITS and SIMHEM, 2015 figures estimated.

# Jungheinrich Acquires MIAS Group

- Jungheinrich reinforces its leading position as a provider of logistics systems.
- The Munich-based MIAS Group is an international mechanical engineering company active in the warehousing and transportation technology sectors, where it offers stacker cranes and load handling technology.
- MIAS Group key figures in 2014: net sales of approx. €40 million and over 300 employees.
- As part of the Jungheinrich Group, the MIAS Group will maintain an independent presence on the market under the MIAS brand name.

# Jungheinrich Group—Forecast for 2015

**Incoming orders**  
**€2.7 bn - €2.8 bn**  
(prior €2.6 bn - €2.7 bn)

**Net sales**  
**€2.65 bn -**  
**€2.75 bn**  
(prior €2.6 bn - €2.7 bn)

**EBIT**  
**€195 million -**  
**€205 million**  
(prior €190 million -  
€200 million)

**EBT**  
**€180 million -**  
**€190 million**  
(prior €170 million -  
€180 million)

**Capital expenditures in tangible assets**      **€90 million - €100 million**

**Research and development expenditures**      **~ €50 million**

**ROCE**      **15% - 20%**

## Disclaimer

Since developments cannot be foreseen, the actual business trend may deviate from the expectations presented here based on assumptions and estimates made by Jungheinrich company management. Factors that may lead to such deviations include changes in the economic environment, changes in the political and legal environment and 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 and no ensuing liability is assumed.

