



Conference Call Interim Statement as of March 31, 2016

Growing with Passion

Dr. Volker Hues
(Member of the Board of Management, Finance)
Hamburg, May 10, 2016

 **JUNGHEINRICH**
Machines. Ideas. Solutions.

Highlights of the Material Handling Equipment Market—Q1 2016

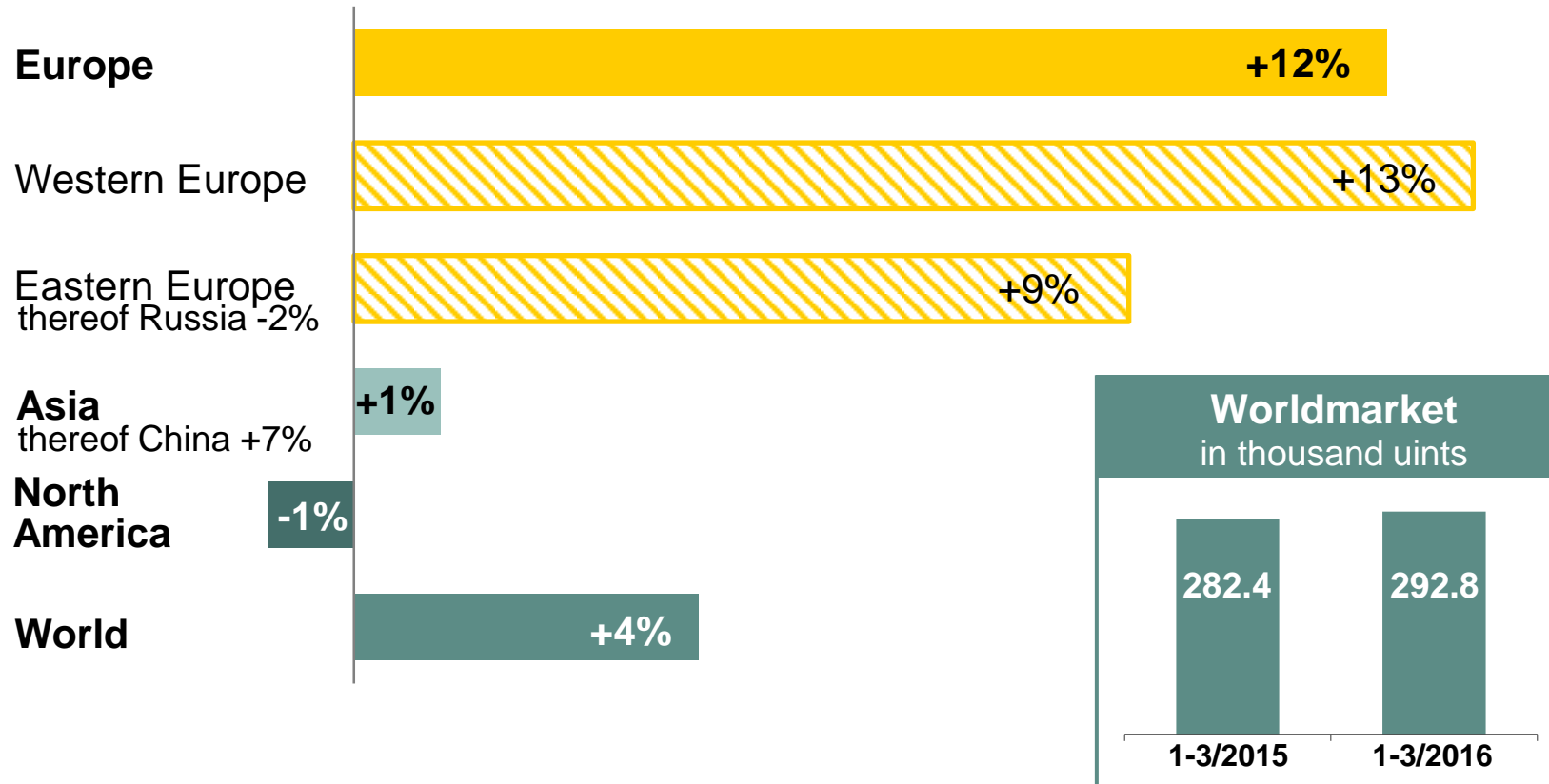
- World material handling equipment market expands by nearly 4%, driven by the European market (up 12%)
- Clear signs of stabilization apparent in Russia
- The Asian market posted a marginal gain, whereas the North American market experienced a slight downward trend
- Warehousing equipment product segment grows 10% globally, buoyed by increases primarily in Europe and Asia

Jungheinrich Highlights—Q1 2016

- Incoming orders post double-digit growth (in terms of units and value)
- ‘Logistics Systems’ division contributes just over one-third of the rise in the value of incoming orders
- At 24,000 trucks, production bests year-earlier quarter by 8%
- All business fields contribute to the net sales growth
- EBIT climbs 8% to €46 million
- Orders on hand up 20% vs. 12/31/2015; order reach nearly 5 months
- Full-year forecast for 2016 unchanged

World Material Handling Equipment Market as of Jan. to March 2016—Growth Rates by Region

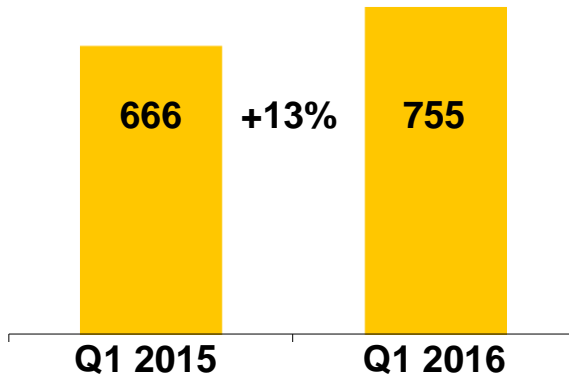
based on incoming orders in units, Q1 2016 compared to Q1 2015



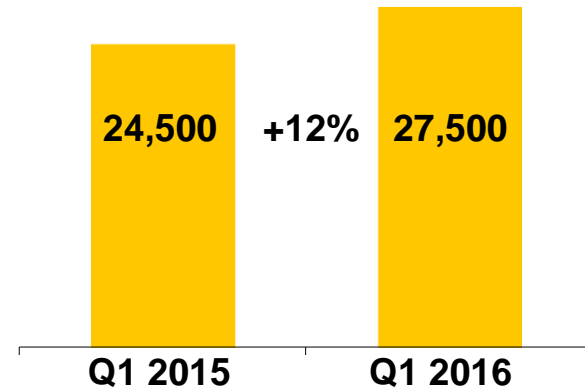
Quelle: WITS, SIMHEM 3/2016

Current Business Trend—Q1 2016

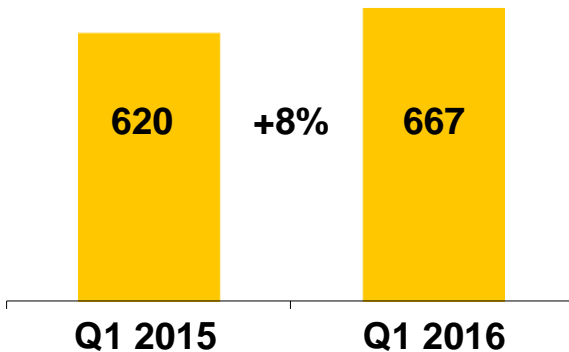
Incoming orders in million €



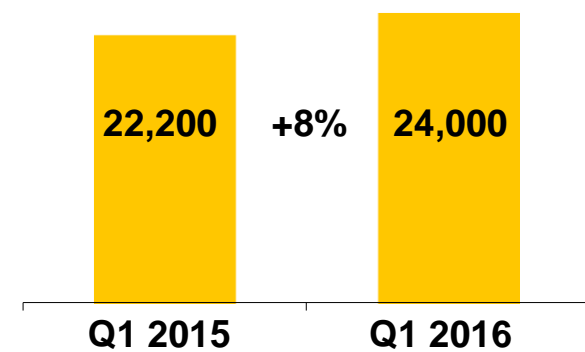
Incoming orders units



Net sales in million €

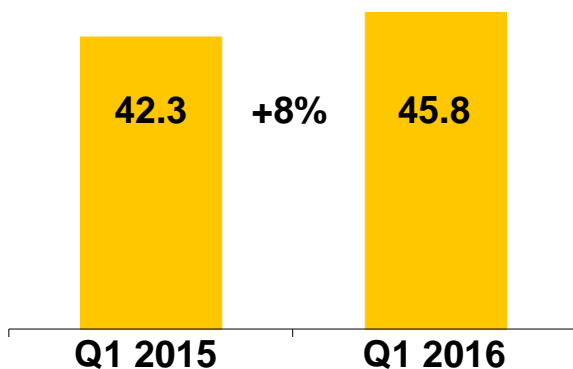


Production units

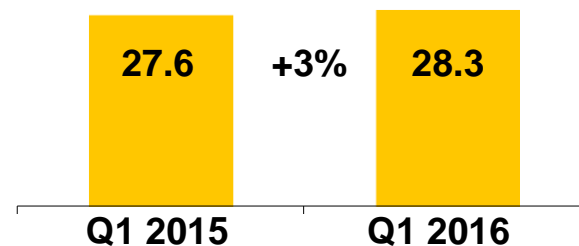


Earnings Trend—Q1 2016

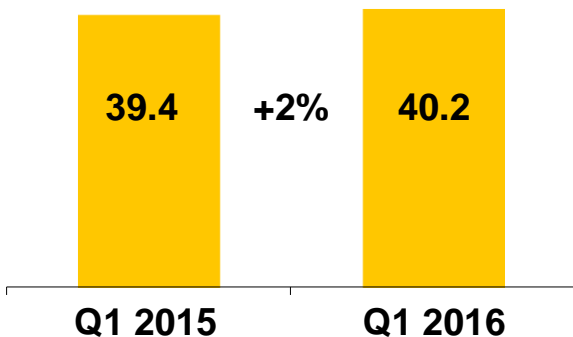
EBIT in million €



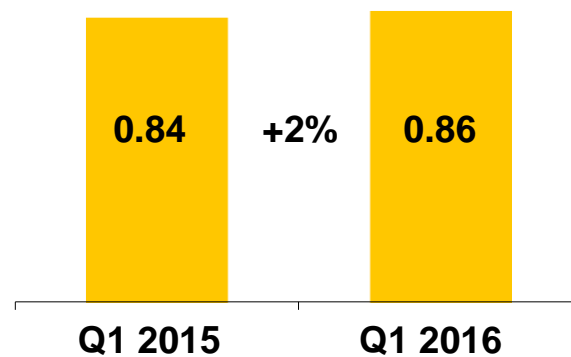
Net income in million €



EBT in million €



Earnings per preferred share in €



World Material Equipment Market—Expected Development in 2016

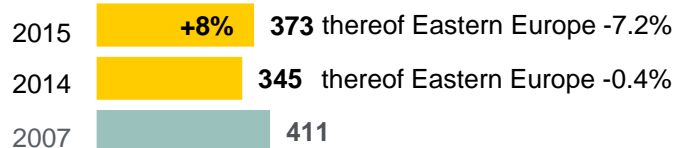
Incoming orders in thousand units

World



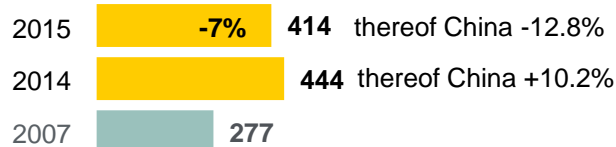
- Slight increase in world market volume.

Europe



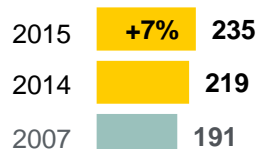
- Market volume in Western and Eastern Europe is currently expected to display positive development.

Asia



- We anticipate that the markets in Asia expand marginally, driven by the warehousing equipment and battery-powered counterbalanced truck product segments.

North America



- For the North American market we expect a stable development.

Source: WITS, SIMHEM.

Jungheinrich Group—Forecast for 2016



Incoming orders
€3.0 bn - €3.1bn



Net sales
€2.9 bn - €3.0 bn



EBIT
€220 m - €230 m



EBT
€200 m - €215 m

EBIT ROS
minimum 7.6%

EBT ROS
minimum 6.9%



ROCE
15% - 20%



Capital expenditures in tangible
assets €90 m - €100 m



Research and development
expenditures €60 m - €65 m



Dividend policy: Payout ratio of
25% to 30% of net income

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.

