



Interim statement as of 30 September 2023

Conference call

Dr Lars Brzoska (Chairman of the Board of Management)
Dr Volker Hues (Member of the Board of Management, Finance)
Hamburg, 10 November 2023



Q1–Q3 2023

At a glance



Significant economic slump, geopolitical risks high



Noticeable decline in orders, incoming orders still up against previous year at €3,873 million



Revenue exceeds €4 billion mark with an increase of 18 per cent



EBIT at €339 million with EBIT ROS of 8.4 per cent



Negative free cash flow, positive operating free cash flow when acquisitions not taken into account



Post-merger integration of Storage Solutions proceeding as planned



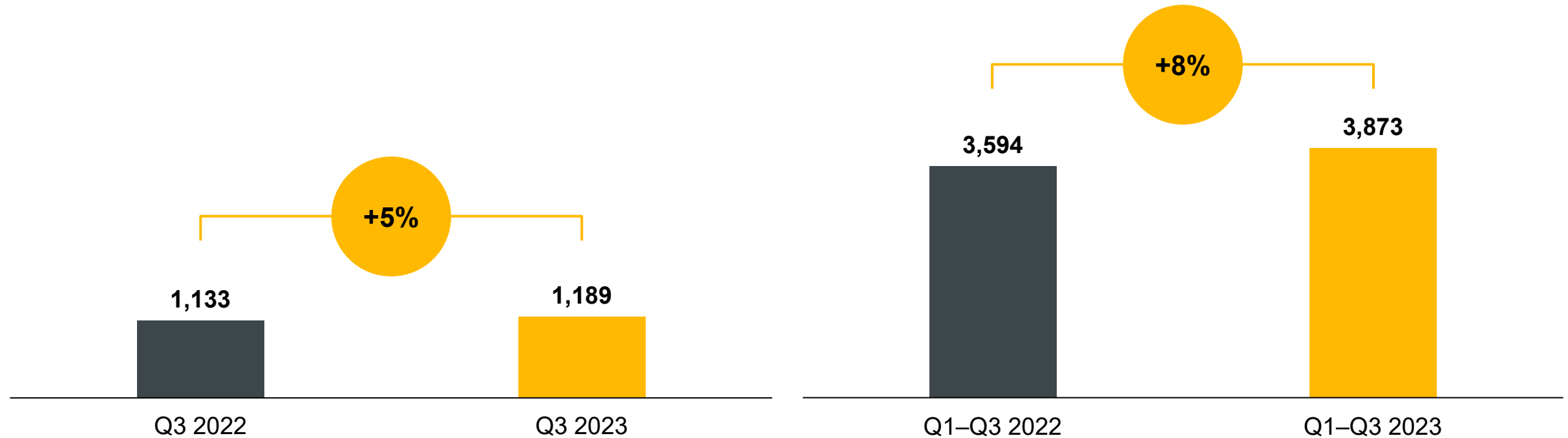
All remaining shares in robotics specialist Magazino acquired



Forecast for 2023 unchanged

Despite noticeable decline in orders, incoming orders higher than in previous year

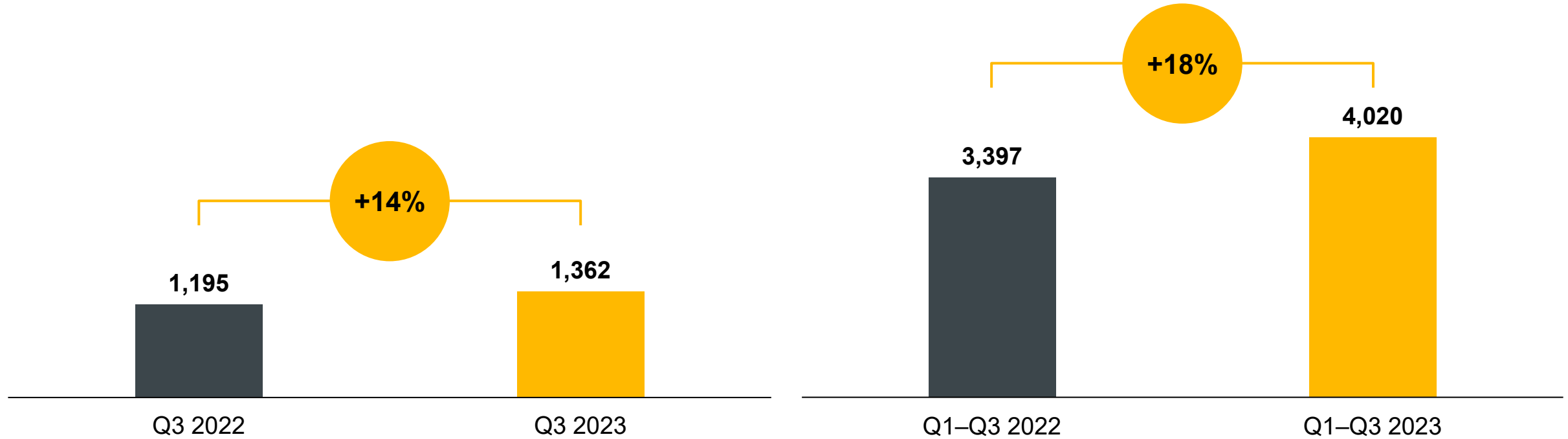
Incoming orders
in € million



Incoming orders of €127 million from the Storage Solutions Group included from 15 March 2023

New business including Storage Solutions driving revenue

Revenue
in € million

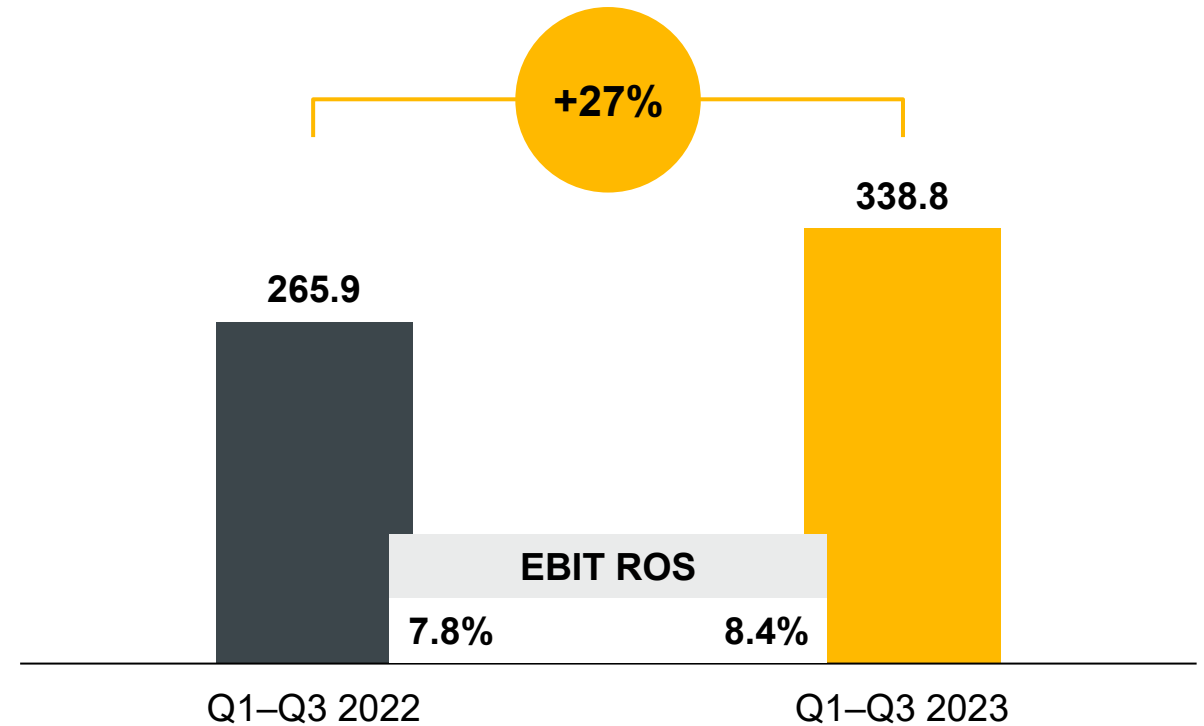
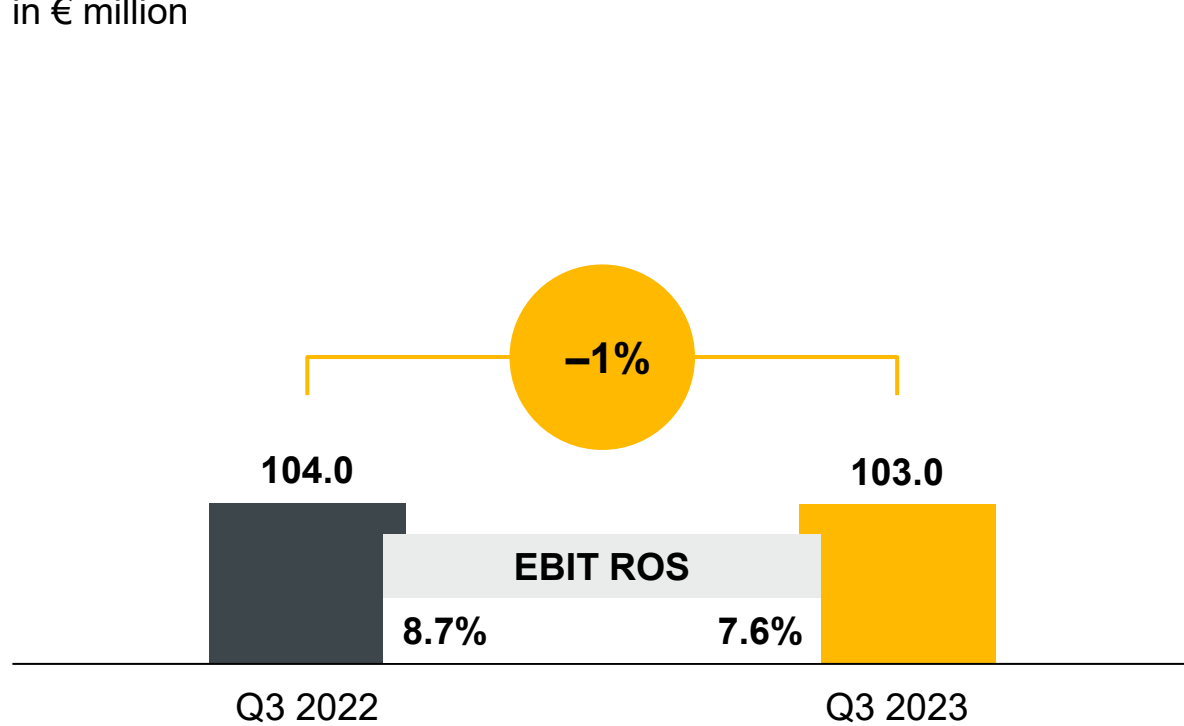


Storage Solutions contribution to revenue €67 million

Main driver: new business including Storage Solutions (€136 million)

Slight slowdown in earnings in third quarter, cumulatively significantly higher than in previous year

EBIT
in € million



Storage Solutions contribution to operating result: €9 million

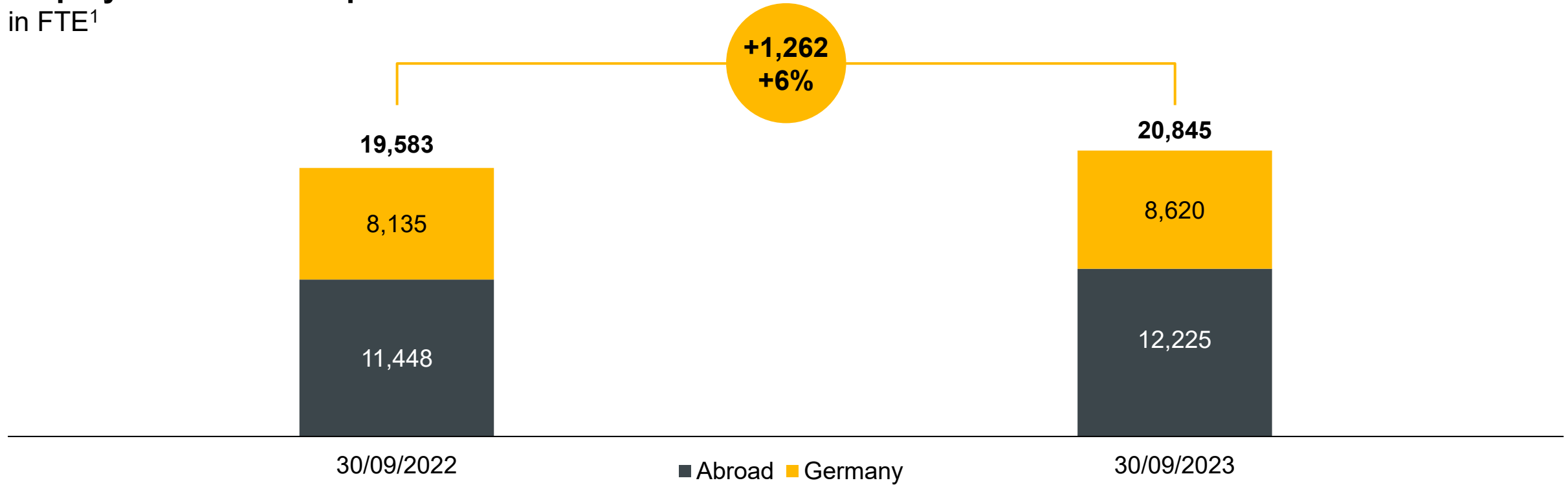
Contribution to earnings offset by negative effects from purchase price allocation (€5 million) and variable remuneration elements (€4 million)

Storage Solutions contribution to operating result: €21 million

Overall, EBIT affected by acquisition in the amount of €7 million due to transaction-related costs (€8 million), effects of purchase price allocation (€10 million) and variable remuneration components (€10 million)

Number of employees continues to increase due to strategy implementation

Employees in the Group in FTE¹



Addition primarily due to increased sales staff and Storage Solutions Group (179 employees), Magazino (123 employees), Chomutov (69 employees) and expansion of nearshoring organisation (161 employees)

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

2023 forecast unchanged

	Actual 2022	Forecast March 2023 ¹	Forecast April 2023 ²
Incoming orders in € billion	4.8	4.8 to 5.2	5.0 to 5.4
Revenue in € billion	4.8	4.9 to 5.3	5.1 to 5.5
EBIT in € million	386	350 to 400	400 to 450
EBIT ROS in %	8.1	7.3 to 8.1	7.8 to 8.6
EBT in € million	347	325 to 375	370 to 420
EBT ROS in %	7.3	6.6 to 7.4	7.2 to 8.0
ROCE in %	16.3	13.0 to 16.0	15.0 to 18.0
Free cash flow in € million	-239	significantly better, but still negative	

¹ 2022 Annual Report

² Ad hoc announcement on 24 April 2023 and interim statement as of 31 March 2023

Effects from the acquisition of Storage Solutions

Incoming orders: €0.3 billion

Revenue: €0.2 billion

EBIT €25 million to €30 million

Negative EBIT effects:

- One-off transaction-related costs (€8 million)
- Purchase price allocation (€13 million)
- Variable, performance-related remuneration (€15 million)

Free cash flow affected by €307 million purchase price payment, positive free cash flow when acquisitions excluded

Status

2025+ STRATEGY

2025+ STRATEGY

Strategic fields of action

Automation

Digitalisation

Energy systems

Efficiency

Global footprint

Sustainability

Central targets for 2025



Revenue of €5.5 billion with CAGR of 7%



EBIT ROS between 8–10%



EBIT per employee ~€23,000



ROCE between 21–25%



Free cash flow >€100 million



Revenue outside Europe of 20%



Lithium-ion equipment ratio of 70%



Female managers 20%



Net-zero greenhouse gas emissions by 2030 | Scope 1 & 2

Automation

Jungheinrich PowerCube

Material product innovations for rapidly growing markets

First PowerCube orders secured

Market launch: new mobile robot solution of
the future with EAE 212a

 x  **MAGAZINO**

Complete takeover of all shares and initial
consolidation in Q3 2023

With more than 120 employees, one of the largest
mobile robot developer teams in Europe

Technology platform for the operation of logistics robots
even in a mixed human-machine environment



Digitalisation

A high-angle photograph of a woman operating a yellow Jungheinrich forklift. The scene is overlaid with a futuristic digital interface consisting of glowing yellow lines, nodes, and semi-transparent panels, suggesting a smart or connected vehicle. The background is a dark, industrial floor with some grid lines.

Digitalisation is advancing internally and externally

“Connected trucks”: connectivity thanks to telemetry units in every new truck

Objective: significant increase in equipment ratio by 2025

Finalisation of new IT infrastructure in Q1 2024

Energy systems

Electric mobility is our core competence

100% electric trucks since March 2023

POWERLiNE trucks are CO₂e-neutral until delivery to the customer

Sharp increase in demand for POWERLiNE trucks

Efficiency



Advancing, process-driving transformation

Production start for reach truck ETV 216i at Chomutov in June 2023

Production area of 37,000 square metres

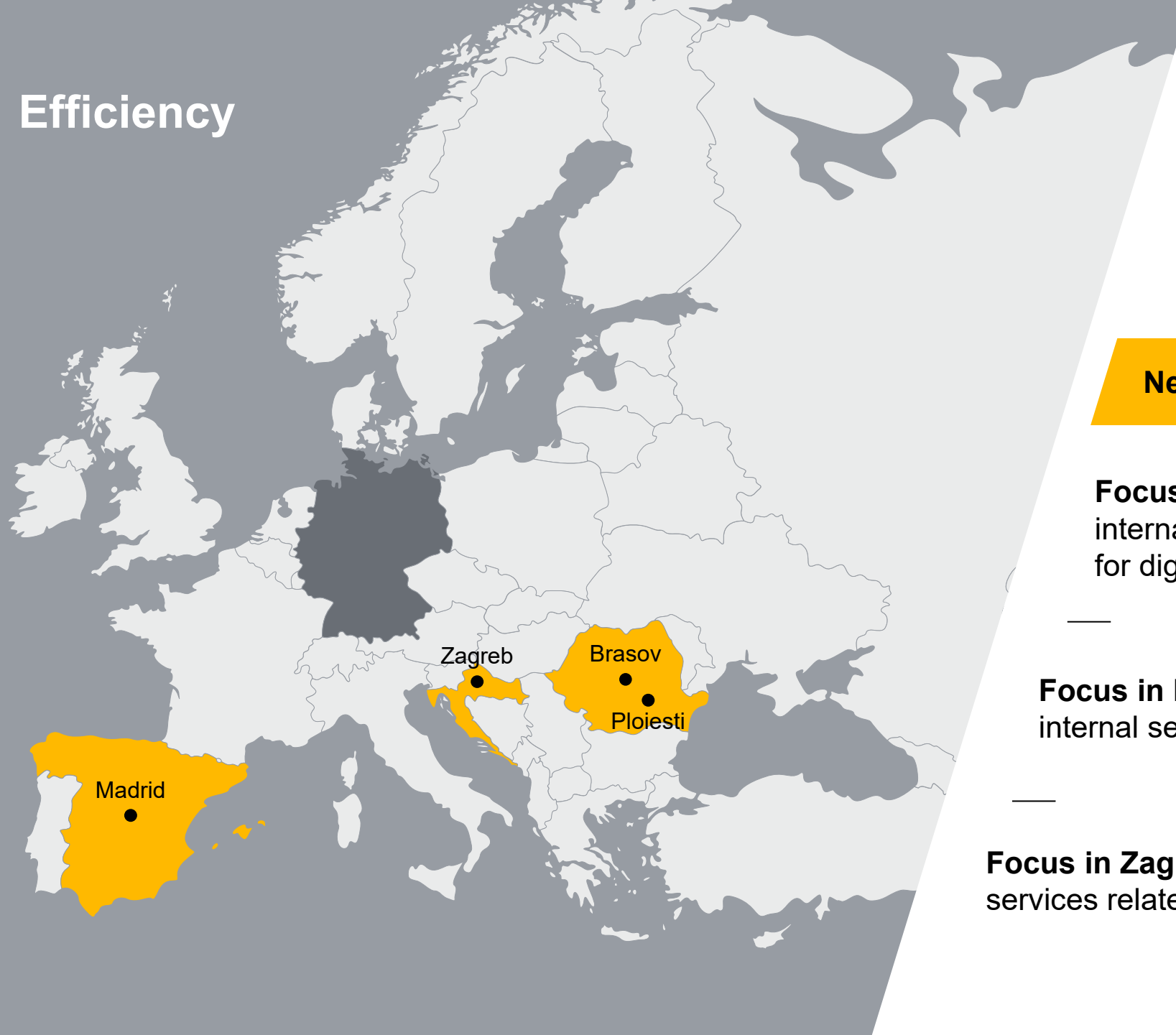
Objective: 350 workspaces

Project budget of approx. €60 million

New building: energy efficient and carbon optimised

Chomutov

Efficiency



Nearshoring organisation expansion

Focus in Madrid

internal IT services and development services for digital products

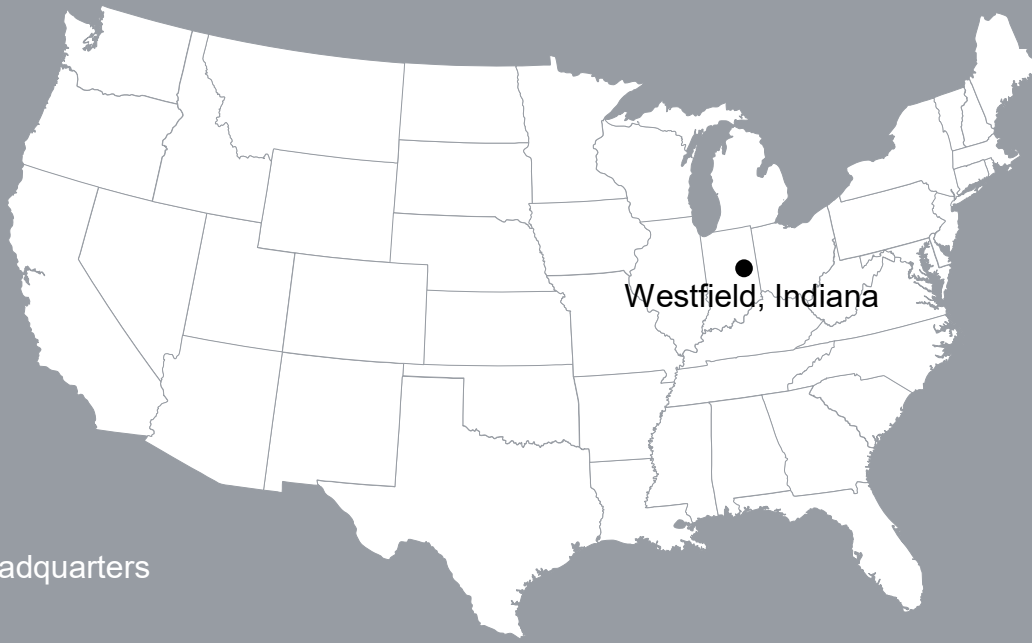
Focus in Brasov

internal services for administrative areas

Focus in Zagreb

services related to software and hardware development

Global footprint



- Storage Solutions headquarters



Acquisition of Storage Solutions – platform for growth through racking and warehouse automation in the USA

—
Post-merger integration proceeding to plan

—
Successful business development is in line with expectations

Growth through acquisitions and strategic partnerships

Rocrich AGV Solutions



Optimised offer of innovative automation solutions in North America with joint venture Rocrich

—
Combination of the Mitsubishi Logisnext (brand: Rocla) and Jungheinrich portfolios in the field of automated guided vehicles (AGVs)

Sustainability



Creating sustainable value

First-class ratings results: EcoVadis platinum awarded for third consecutive time

45 of 64 Jungheinrich companies have switched fully to renewable energy

UN Global Compact Initiative joined

Further development of projects to switch to CO₂e-neutral after sales in Norway, UK and Netherlands



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